

# Farm and Ranch Sales Appetite



## Business we write

### Segments

- Upscale hobby farms
- Owner-occupied family farms
- Lessor's risk
- Corporate farms
- Vertically integrated farms, including packing and other first level processing
- Wineries with proactive management and a need for special underwriting and risk management services

### Preferred risk characteristics

- Experienced farmer or rancher
- Financially sound
- Identifies and actively manages risk
- Reasonable balance between personal and agricultural exposures
- Influenced by factors other than price along
- Principal income is from farming or ranching (except hobby farms)
- For Multiguard:
  - Over \$300K of insured property value, including dwellings, outbuildings, and farm equipment
  - Generally, over \$250 in gross sales for farming or ranching operations

### Industries

- Field and row crops
- Vineyards
- Cattle ranches
- Fruit and nut orchards
- Dairies
- Cash grains
- Equine

### Preferred risk characteristics

- Custom farming and farm management exposures
- Equine exposure, including boarding, breeding, training and care, custody or control
- Large premium size accounts from \$100K to \$300K

## MGA/CONTRACT BINDING AUTHORITY

For additional information  
please contact your Amwins  
Access Underwriter.