

## Farm & Ranch – New Business Underwriting and Appetite Updates

*Effective Date: 10/15/2023*

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### 1. Appetite Updates

Acceptance of new accounts submitted for the following types of business will be suspended due to the current market conditions:

- Dairy
- Equine Therapeutic operations
- Custom farming & harvesting operations – incidental exposure acceptable
- Hay operations with inventory over \$1M

### 2. Underwriting Requirements – New Business

- New Business requirement of 3-year hard copy loss runs at minimum, preferably 5-years, submitted prior to issuance (not necessary during quote process). PHO policies, horse show/event policies, and new trainer GL policies are exempt from this requirement. We would like a signed no loss letter from trainers. For the other exemptions, the application has to be signed indicating if there are any losses or not and that will be sufficient. Agent and insured must sign and date the application to issue a policy.
- CDE/Wind Hail expanded guidelines – see below
- Center pivots outside of the states of AZ, ID, MT, NV, OR, UT, and WA will no longer be accepted. Minimum \$2,500 deductible required.
- All Peril deductible requirement of \$1,000 minimum on all property.
- Internal quoting/entry will be discontinued effective November 1, 2023. New business will need to be keyed in iReli by the agency with the exception of Auto, Umbrella, and Excess. We will be hosting additional iReli training webinars (see below for webinar registration links)

### 3. Expanded Wind/Hail and Cosmetic Damage Exclusion – New Business

Alabama	Louisiana	New Mexico
Arkansas	Minnesota	North Dakota
Colorado	Mississippi	Oklahoma
Iowa	Missouri	South Dakota
Kansas	Montana	Wisconsin
Kentucky*	Nebraska	Wyoming

\* (except Commercial Equine)

### **Wind and Hail Guidelines for Property Coverage**

- 2% minimum Wind/Hail deductible is required on all new business locations in the above states except for the counties below in WY.
- Wyoming – the following counties in ISO zone 1 – Eastern will require a 5% minimum Wind/Hail deductible –

Campbell	Johnson	Platte
Converse	Laramie	Sheridan
Crook	Natrona	Weston
Goshen	Niobrara	

On each **location** in i-Reli<sup>®</sup>, the **Windstorm or Hail Percentage Deductible** must be changed to **"Yes"** and then the **% Deductible** must be selected.

### **Cosmetic Damage Exclusion (AE8929E)**

- All buildings (residential, barn and outbuilding structures) regardless of roof type, must be quoted and bound with the **Cosmetic Damage Exclusion (AE8929E)** attached to the policy where allowable by state. Wyoming only allows CDE on metal roofs.

Thank you for your continued support of American Reliable. We appreciate your business. Should you have any questions, please contact your Underwriter.