

AGRIBUSINESS AND FOOD PROCESSING COVERAGE AS **DIVERSIFIED & INTERCONNECTED** AS YOUR BUSINESS MODEL



Unpredictable weather patterns, food hygiene, stringent regulations, and food recalls: this is just a small portion of the risks that impact the Agribusiness and Food Processing industries. Agribusiness and Food Processing are some of the industries that faces the most risk, which is why policies need to be very specific and interconnected to avoid coverage gaps. This is also why you need an experienced, proactive, and well-connected team that can anticipate potential issues and prepare a response plan should issues arise.

We help protect your business through every step needed to get goods to market, from production to processing, and finally, distribution. With over 30 years of experience, our network of advisors understands the unique challenges agribusiness and food processing face.

HOW IS OUR APPROACH DIFFERENT?

We have the attention of the top national insurance carriers given our size and specialty, but we view the strategy and placement of insurance policies as just one small part of why our clients partner with us. Taking a holistic, proactive approach to reviewing clients' risk landscapes enables us to provide best-in-class results.

PREPARATION

We advise our clients about what the underwriters are looking for when analyzing your risk to better position your company and help reduce your overall risk profile. Our due diligence process and risk mapping helps our clients view the whole picture of their risk to develop a strategy behind each area and a plan for continuous improvements. BRP's MiddleMarket group delivers predictability of insurance costs and ensures that your returns are best in class.

BENCHMARKING

When it comes to Food Safety and Product Contamination (Recall) Insurance, most brokers are only able to provide limited peer benchmarking data. This is a dangerous method, as every food processor is different from their peers even in the same product category. BRP's MiddleMarket Food Group has developed a unique method for analyzing a client's individual risk profile to establish a closer estimate of your probable maximum loss from a Product Contamination event. Likewise, we help clients proactively prepare for the response about the vendors that carriers use, so you know where to go and who is likely already to be approved by the carriers.

AREAS OF EXPERTISE

- Food Contamination
- Product Recall
- Stock Throughputs
- Property
- Equipment Breakdown
- Labor and Contractual Risk Transfer
- Directors and Officers Liability
- Products Liability
- Auto Liability
- Personal and Advertising Liability
- Cyber Liability
- Pollution Liability
- International Liability and Travel Risk
- Political Risk/Trade Disruption
- Representation and Warranty (M&A) Insurance



PUTTING OUR CLIENTS FIRST

When it comes to the Food Processing and Commercial Agribusiness insurance space, our team has experience, the respect of the market, and dedication to high-quality service to offer what is unique and valuable approach for our clients.

HERE ARE SOME OF THE WAYS WE WORK WITH OUR CLIENTS:

Food Safety and Product Recall

We help you review product contamination source exposures versus product safety and testing plans, product splits, and customer breakdown to determine potential financial exposures from a product recall loss.

Environmental Risk and Liability

Intensified regulations, such as the Food Safety Modernization Act and heightened scrutiny amount to greater risk for the Agribusiness and Food Processing industries. General liability policies frequently exclude losses caused by pollutants and bacteria, such as smoke, fumes, chemicals, and wastes. We build risk management strategies and pollution insurance programs that can provide clients the backstop they need to avoid financial losses.

Risk Management

Our approach to risk management includes the implementation of safety and qualification metrics to improve clients' risk profiles and meet best-in-class industry standards to reduce losses, as well as improve position in the market. We structure solutions for all the risks associated with producing and distributing food.

Cyber

Agribusiness and Food Processing are now adopting more advanced technologies and information management systems that make the industry vulnerable to cyberattacks. We discuss cyber exposures around networked processing systems, confidential employee information, and cyber trends to place cyber insurance coverage.

Renewal Strategy

A successful renewal is directly tied to proper advanced planning and execution of impactful actions, which becomes exceedingly important in a contracting marketplace. Our team of experts work closely with our clients in advising on macro and micro market expectations, timelines, and key exposures that will be reviewed, to help establish a proper strategy on approach and options to seek, whether that is in the open market, or in a captive insurance market solution. From there, we work with our clients to establish the proper narrative of their risk profile in order to present them in the best light to underwriters. We help you stand out beyond what is asked in their applications, as well as coordinate the appropriate calls and meetings for improved success.

Software Modeling

Many carriers utilize technology in evaluating risk profiles, and we can help run similar modeling results to help our clients review, address, and plan around areas of risks themselves. These range from network system scans to catastrophic peril mapping (wildfires/earthquake/flood/hail/wind). Some of these modeling results can help you improve your risk profile to the carriers through strategic action and planning before the carriers even get a chance to run it themselves in their underwriting process. Additionally, we can help run rebuild estimates on your structures and advise on the methodology behind how your equipment would likely be valued in a loss scenario.

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