

## Hops

Washington, Idaho, and Oregon represent over 95% of the US hops production. We are proud to work with 80% of the Pacific NW hops industry.

In a fast-growing industry, protecting your investment can seem like a daunting task. From small-scale hop growers to major producers, managing risk in commercial agribusiness has become more complex than ever. You need an experienced risk manager and insurance partner at your side every step of the way. Let's talk. We can even do it over a cold one.

### Our experience

The Agribusiness Practice at Marsh McLennan Agency is based in the heart of hops country—Yakima, Washington. With decades of experience working with hop growers, processors, and brokers in the Pacific NW, we've developed numerous custom insurance programs for the hops industry. We continue to innovate to solve the complex risk challenges our clients face in growing, processing, and selling hops domestically and around the globe.

We study the industry intensely and our team works together to deliver the benefit of our collective knowledge. Our goal is to prevent losses before they occur; and when it does? Well, we've got a team for that too, and their only goal is to ensure a fair and prompt resolution.



**Approximately 80% of the hop growers and processors in Washington choose Marsh McLennan Agency to protect their investment.**

### Our guidance

**What would you do in the wake of a major disaster?**

Those businesses with proper insurance coverage and a solid plan will be in the 10% who recover in the event of a major disaster. Out of the business owners we have surveyed, 77% felt having more money on hand is the solution to recover from a major disaster. While adequate cash reserves certainly help, *maintaining risk control measures* is by far the most effective way to protect from major losses and potential shut down of your organization.



**The Pacific Northwest supplies the vast majority of the country's hops harvest, with Washington State producing over \$400M in agriculture production, Idaho over \$90M, and Oregon over \$65M in 2023.\***

\*Data according to <https://agri.idaho.gov/fsma-hemp-hops/hops/idaho-hop-statistics/>

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