

Wine is the elixir of life, but would your vineyard be prepared to deal with a disaster tomorrow?

In a complex and high-value industry,
protecting your investment can seem like a
daunting task.

For large and small vineyards, 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 glass of red or white.

Our experience

With over 40 years of experience in handling all types of agribusiness, 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 for our client.

The Agribusiness Practice at Marsh McLennan Agency is based in Yakima, Washington, with an additional offices in Richland, Wenatchee and Walla Walla—in the heart of Washington's wine country. Our staff consists of a knowledgeable and dedicated team of professionals focused on serving the complex insurance and risk management needs of agribusiness companies in the Northwest. We study the industry intensely. We're long-time members of the Washington Wine Growers Association as well.

400

**Wine grape growers
inclusive of 61,000+ wine
grape acres planted in WA.**

110%

**The 61,000 acres has now increased
in the last 20 years in WA alone,
and 450% in the last 30 years.**



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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. Out of the business owners we surveyed, 77% felt having more money on hand is the solution to recovery 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.

Custom solutions for crop and revenue loss strategies.

Agriculture is the heartbeat of our nation; but in a heavily-regulated industry, 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. With over 40 years of experience handling all types of agribusiness, our team works together to deliver the benefit of our collective knowledge.

We have distinguished ourselves nationally as a leading crop insurance practice with custom solutions for crop and revenue loss strategies. Consider Marsh McLennan Agency (MMA) your authority in crop insurance to develop the best solutions for your crops and operations.

Crop insurance is a federally-subsidized program sold and serviced by private-sector crop insurance companies and agents. Coverage protects against crop losses due to natural disaster or revenue loss attributed to agricultural commodity price declines. It is purchased by agricultural producers, including farmers, ranchers, beekeepers, and others. Subsidies vary by program and can be up to 85%.

Crop Insurance Solutions

- Multi-Peril Crop Insurance (MPCI)
- Apiculture Insurance (API)
- Whole-Farm Revenue Protection (WFRP)
- Micro Farm

Your future is limitless.SM

Business Insurance

Employee Health & Benefits

Personal Insurance

Surety

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