

## TUESDAY, JULY 15

9:30 AM – 2:15 PM

### Optional Activity: Living History Farms

Join fellow attendees in an interactive outdoor history museum self-guided tour that will allow you to travel through historical time periods spanning 300 years. Living History Farms tells the amazing story of how Iowans transformed the fertile prairies of the Midwest into the most productive farmland in the world.

The cost of this activity is \$65 and includes admission and transportation to and from the museum.

9:30 a.m. Report to the West Des Moines Main Lobby  
9:45 a.m. Depart the Hotel by Bus to Living History Farms  
10:00 a.m. – 2:00 p.m. Living History Farms Tour  
2:15 p.m. Return to the Hotel

1:30 PM – 6:00 PM

### Registration and Event Information Desk

The Registration and Event Information Desk is the main hub for event information and badge pick-up. NAMIC staff will be on hand to welcome you and answer any questions you have during the event.

2:00 PM – 5:00 PM

### Optional Workshop: Advanced Loss Control

This workshop qualifies for those holding the Mutual Insurance Professional designation to earn the MIP-Loss Control certification endorsement, but it is open for all to attend.

This advanced workshop will be focused on the basics of exposure for each line of coverage: Property, General Liability, Workers' Compensation, Commercial Auto, and Unique Farm Exposures.

As a loss control professional, it is crucial to understand the wide variety of exposures you may encounter during a loss control survey. This program provides a foundation for understanding and evaluating the four primary lines of commercial policies: property, automobile, general liability, and workers' compensation. During this session, we will review common exposures and the appropriate controls that should be in place to mitigate losses. Additionally, we will examine various industry standards, such as those established by the National Fire Protection Association and Occupational Safety and Health Administration, which set minimum criteria for protecting operations.

#### Learning Objectives

- Identify common exposures for property, liability, automobile, and worker's compensation.
- Determine appropriate controls to mitigate future losses.
- Understand various industry standards.

*The cost for this optional workshop is \$500 for NAMIC Members and \$750 for Nonmembers.*

**Lisa Mundt, CPCU, ARM**  
Risk Control Unit Manager  
Westfield

## WEDNESDAY, JULY 16

7:00 AM – 8:30 AM

### Registration and Event Information Desk

NAMIC staff are on hand to welcome you and answer any questions you have throughout the event.

7:30 AM – 8:30 AM

### Attendee Breakfast and Farm Learning Lab Preview

Join fellow attendees for a hot breakfast and cup of coffee to charge up before heading to DMACC Dallas County Farm.

8:30 AM – 8:45 AM

### Load Buses and Depart for Farm Learning Lab

## WEDNESDAY, JULY 16 (CONTINUED)

9:00 AM – 11:30 AM	<p><b>Farm Learning Lab: DMACC Dallas County Farm</b></p> <p>The Farm Learning Lab is a popular and unique learning experience during the Agricultural Risk Conference. Attendees go through a peer-led, hands-on mock inspection of an area agricultural operation, allowing in-the-field experience with the same experts teaching the educational sessions.</p> <p>This year, the on-farm experience will be held at the DMACC Dallas County Farm.</p>
11:45 AM – 12:45 PM	<p><b>Attendee Lunch</b></p> <p>Grab some food from a hot buffet and mingle with fellow attendees over the lunch break.</p>
1:00 PM – 4:00 PM	<p><b>Farm Learning Lab: DMACC Dallas County Farm</b></p> <p>The Farm Learning Lab is a popular and unique learning experience during the Agricultural Risk Conference. Attendees go through a peer-led, hands-on mock inspection of an area agricultural operation, allowing in-the-field experience with the same experts teaching the educational sessions.</p> <p>This year, the on-farm experience will be held at the DMACC Dallas County Farm.</p>
5:00 PM – 6:00 PM	<p><b>Networking Reception</b></p>

## THURSDAY, JULY 17

7:00 AM – 8:00 AM	<p><b>Attendee Breakfast</b></p> <p>Join fellow attendees for a hot breakfast and cup of coffee to charge up before sessions kick off for the day.</p>
7:00 AM – 4:30 AM	<p><b>Registration and Event Information Desk</b></p> <p>NAMIC staff will be on hand to welcome you and answer any questions you have during the event.</p>
8:00 AM – 9:00 AM	<p><b>NAMIC Welcome and Interactive Farm Learning Lab Debrief</b></p> <p>Connect with fellow participants during a dynamic debrief of the Farm Learning Lab experience hosted at DMACC Dallas County Farm. This session provides a valuable platform for attendees to reflect and discuss insights gathered from the previous day's activities. Take this opportunity to delve deeper into the key learnings, memorable moments, and practical takeaways from the Farm Learning Lab.</p>
9:00 AM – 9:15 AM	<p><b>Networking Break</b></p> <p>Join us in the Concord Foyer to chat with fellow attendees, grab a bite to eat, and stretch your legs.</p>
9:15 AM – 10:05 AM	<p><b>A. Basic Loss Control Surveys on Farms</b></p> <p>Every farm is unique, with its own structural layout, operational style, and management approach. This session will focus on how to effectively prepare for a farm inspection and equip you with the essential tools to provide valuable insights. Learn how to leave a lasting impact by helping clients better protect their investments while reducing insurance risks.</p> <p><b>Jeremy Burdt</b> Senior Loss Control Specialist Farm Bureau Financial Services</p>
9:15 AM – 10:05 AM	<p><b>B. Understanding the DOT Regulations for Farmers: When Do Farm Vehicles Become Commercial Motor Vehicles?</b></p> <p>During this session, we will explore the exemptions and exceptions available under Federal Motor Carrier Safety Administration and Pipeline and Hazardous Materials Safety Administration regulations for farmers and ranchers when using vehicles on the highway. The discussion will cover qualifying drivers, vehicle record maintenance, drug and alcohol testing, and hazardous material transportation. Attendees will gain clarity on the specific conditions under which farm vehicles may be exempt from certain regulations and learn how the covered farm vehicle regulation applies to farm operations.</p> <p><b>Brian Hammer</b> Senior Transportation Consultant Nationwide Mutual Insurance Company</p>

## **THURSDAY, JULY 17 (CONTINUED)**

10:05 AM – 10:20 AM

### **Networking Break**

Join us in the Concord Foyer to chat with fellow attendees, grab a bite to eat, and stretch your legs.

10:20 AM – 11:10 AM

### **A. Farm Inspections: The Good and the Bad**

This session will comprehensively explore real examples of farm and agribusiness inspection findings including critical elements that underwriting teams should look for in a quality farm survey or inspection. We will take a look at what you'd hope to see (the Good) as well as what you'll want to keep an eye out for (the Bad). We will dive into some Agribusiness findings, environmental and pollution concerns, as well as livestock and equine exposures and what you'll want to keep in mind to ask when faced with these operations to ensure proper coverage is in place. This session is great for those interested in underwriting as well as loss control who want to envision how desk underwriters approach inspection concerns.

#### **Ashley White LaFratte**

Underwriting Supervisor

Loudoun Mutual Insurance Company

10:20 AM – 11:10 AM

### **B. Evaluating Structural Integrity for Agricultural Building Structures**

Agricultural buildings are a unique risk for property insurers because they are often exempt from building codes when constructed, typically hard-use structures when in service, and generally receive insufficient maintenance and restoration work throughout their lifespan. This session will introduce loss control professionals and insurance underwriters to the elementary concepts needed to evaluate the structural integrity of agricultural buildings.

#### **Ryan Michalek**

Director, Property Engineering Services

Nationwide Mutual Insurance Company

11:10 AM – 11:25 AM

### **Networking Break**

Join us in the Concord Foyer to chat with fellow attendees, grab a bite to eat, and stretch your legs.

11:25 AM – 12:15 PM

### **A. The Good, the Bad, and the Ugly of Confinements**

This session will cover many aspects of the confinement industry, including dairy, hog, and poultry. Photographs will demonstrate and exhibit the various types of building construction, equipment, and technology that is playing a part in today's confinement industry.

#### **Dean Kerfeld**

Director, Risk Management

Ram Mutual Insurance

11:25 AM – 12:15 PM

### **B. Emergency Response: Guiding Planning for Insureds and Assessing Response Capabilities for Underwriting**

Emergency response planning for incidents occurring in agricultural operations is a far more complex endeavor than your standard commercial operation in an urban setting. We will dive into the world of fire, EMS, HAZMAT and emergency management pre-planning and incident response to better understand how we can be a resource to our insureds to develop emergency action plans. Often times there is a direct correlation to our underwriting processes insofar as understanding that property damage and injuries may be exacerbated simply due to delays in response by the appropriate resources.

#### **Chris Schlechta**

Safety & Loss Control Manager

Rural Mutual Insurance Company

12:15 PM – 1:15 PM

### **Attendee Lunch**

Grab some food from a hot buffet and mingle with fellow attendees over the lunch break. You are welcome to come and go at your convenience.

## THURSDAY, JULY 17 (CONTINUED)

1:15 PM – 2:05 PM

### **A. Safe Livestock Handling**

This session will focus on the essential techniques for safely handling livestock while ensuring the well-being of animals and handlers. Attendees will learn about animal behavior, effective handling methods, and how to identify and address deficiencies in existing animal handling systems. By understanding the signs of stress and the best practices for safe interaction, participants will be better equipped to create safer, more efficient livestock management environments.

**Rich Gassman**

Director  
 I-CASH

1:15 PM – 2:05 PM

### **B. Fires in Agricultural Harvesting and Processing Operations**

It is no secret that agricultural harvesting operations are especially susceptible to fires. The combination of a heavily-mechanized processes, as well as the regular use of activities like heated drying – all in conjunction with mature crop material – poses a scenario that is ripe for ignition. This visually intensive presentation will discuss why these fires occur so often, and examine the damage that can result. We will also discuss best practices for prevention, and review preparation and planning for an efficient and effective response in the event of a fire.

**Benjamin Peetz**

Risk Control Consultant  
 Westfield

2:05 PM – 2:20 PM

### **Networking Break**

Join us in the Concord Foyer to chat with fellow attendees, grab a bite to eat, and stretch your legs.

2:20 PM – 3:10 PM

### **A. Basic Electrical**

Electrical distribution equipment is the single most critical system in a facility. Whether it is a church, a school, or an administrative building, all require electricity to function. Lights, heating and cooling, office equipment, computers, and telephones all depend on a reliable electrical supply. Proper maintenance and protection of your electrical system and equipment are essential to ensure that routine daily operations are not interrupted.

**Milton Simmons**

Senior Loss Control Director  
 HSB

2:20 PM – 3:10 PM

### **B. Fleet Safety – Accident Reconstruction**

This session will explore how accident reconstructionists investigate collisions involving farming-related commercial motor vehicles. Key topics will include retrieving electronic control module data, analysis of onboard video, accident modeling, post-collision inspections, and driver perception and response. Attendees will also examine the risks of slow-moving vehicles on roadways. Through real-world case studies, this session will demonstrate how forensic analysis aids in determining the causation and liability of accidents. Insurance professionals will gain valuable insights into how reconstruction findings affect claims evaluation, risk assessment, and underwriting decisions for farm CMV policies.

**Todd Hall**

Investigator  
 Roadway Dynamics, Inc

**Dennis McMahon**

Investigator  
 Roadway Dynamics, Inc

3:10 PM – 3:25 PM

### **Networking Break**

Join us in the Concord Foyer to chat with fellow attendees, grab a bite to eat, and stretch your legs.

## THURSDAY, JULY 17 (CONTINUED)

3:25 PM – 4:15 PM

### **Closing General Session: How Underinsured Is Your Customer? Uncovering the Coverage Gap in Post-Frame Construction**

Discover the critical connection between post-frame construction and insurance. Gain insights into fluctuating material and labor costs over the past five years with a pole barn builder's perspective on rising lumber, steel, and freight prices. Explore a side-by-side comparison of post-frame buildings from 2018 to 2025, highlighting key differences between actual cash value and replacement cost value policies. Learn from real customer stories about the risks of being underinsured and how outdated policies can lead to significant financial losses. Finally, uncover best practices for annually updating policy values with accurate estimates to ensure comprehensive coverage for your farming customers.

#### **Blair Neihouser**

Vice President, Sales  
FBi Buildings