

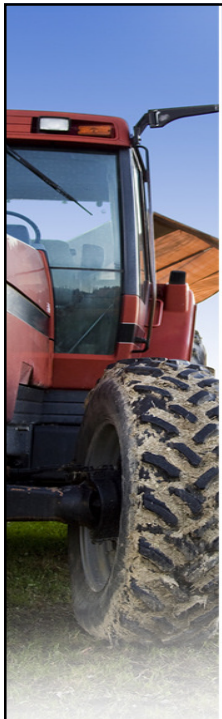


NEW-FANGLED FARMING

This ain't your momma's tractor

Presented by:
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WHY AUTOMATE?

- Reduce costs
- Improve efficiency
- Increase yield
- Reduce environmental impact
- Address labor changes / shortages
- Deal with regulatory issues
- Sustainability
- Other

2



IT STARTED WITH PRECISION AG That Was Then...

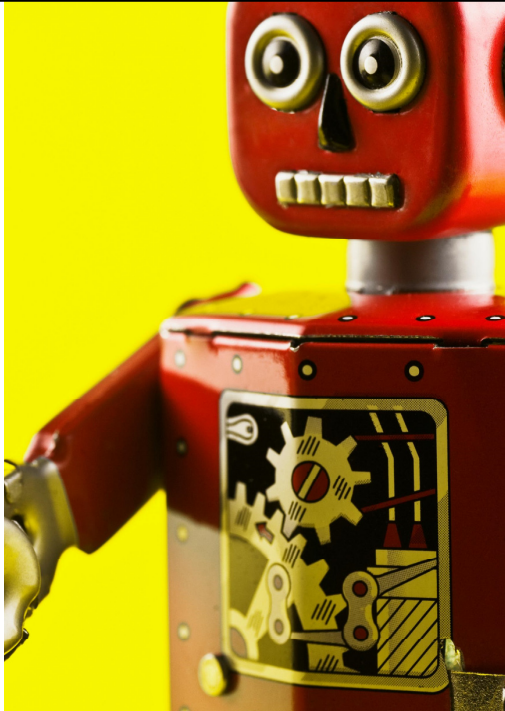
- GPS and AutoSteer
- Section control on sprayers
- Row control on planters / seeders
- Yield monitoring
- Remote sensing
- In-field sensing
- LiDAR
- Variable rate applications
- Telematics
- Data management

3

...THIS IS NOW

<https://youtu.be/DjHGG7eQevY>

Meet your new “farmhand”...



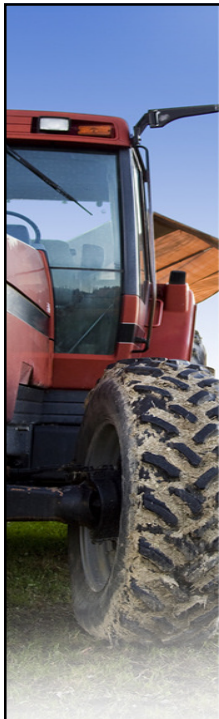
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WHAT'S AVAILABLE

- “Smart” tractors
- Drones
- Harvesters
- Planters
- Weeders
- Advantages and disadvantages

5

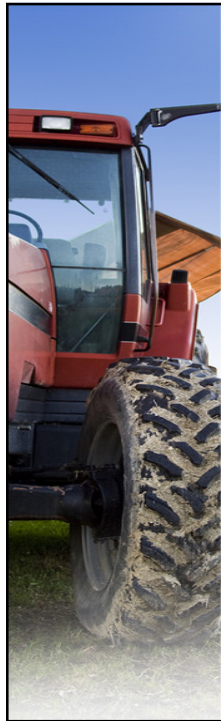


ARE THERE CHALLENGES?

Is there anything worth doing that doesn't have challenges?



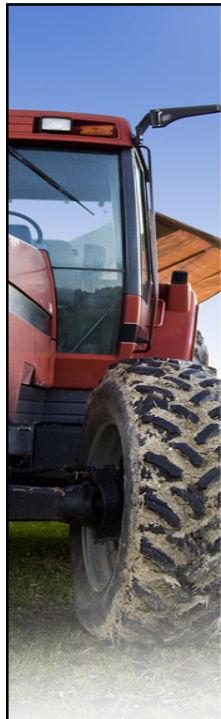
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CYBER RISK ON THE FARM

- AI maybe ain't All That
- Identifying the loss exposures
- Controlling the risks
- Insurance (good luck!)
- Agent and broker responsibilities

7



FARMERS...The Original Environmentalists



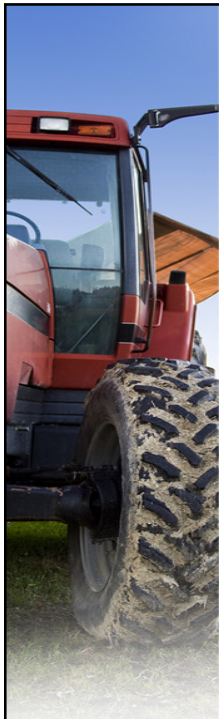
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RENEWABLE AND SUSTAINABLE ENERGY

- What does “renewable” mean
- Wind
- Solar
- Geothermal
- Bioethanol / Biodiesel (AKA: Green Fuel)
- Alternative fueled vehicles
- Insurance issues
 - Property
 - Liability
 - Other
- Advantages and disadvantages

9



NEW-FANGLED INSURANCE SOLUTIONS

- Agents BEWARE!
- Farmowners Equipment Breakdown
- Homeowners Equipment Breakdown
- Service Lines Interruption
- Other fun stuff

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