

# Equine Insurance Webinar

Wed. May 22, 1:30pm



# Our Presenters



**Ron Abram**  
**CEO**



**Michelle Smith**  
**Agribusiness Account  
Manager**



**Matt Abram**  
**Sales Representative - So. California**



# Question 1

- ▲ Question - How many horses in Total - for both commercial & recreation use - are there in California?
- ▲ *Write your answers in the chat box*

# AGENDA

- ▲ Mortality Coverage
- ▲ Personal Horse Owner's Policies
- ▲ Commercial Equine Operations
- ▲ Care, Custody, and Control
- ▲ Owned Horses
- ▲ Boarding
- ▲ Breeding
- ▲ Training
- ▲ Clinics
- ▲ Lessons
- ▲ Sales

# Coverage for Equine Activities

- ▲ Equine Liability policies are designed to help protect the insured if they are sued by a 3<sup>rd</sup> party due to property damage or bodily injury while involved in any of their equestrian exposures.
- ▲ Coverage is designed to provide for defense fees & for claims for which they are legally liable up to the policy limits.
- ▲ Annual policy limits available are between 300,000 and 1,000,000

# Mortality Coverage

- ▲ Life Insurance
- ▲ All Risk
- ▲ Covers Theft
- ▲ Medical/Surgical Coverage available
- ▲ Premium is based on Breed, Bloodline, Age, Value & Use

# Personal Horse Owners Liability Coverage

- ▲ Provide Coverage for bodily injury or property damage to 3<sup>rd</sup> parties cause by the insured personally owned horse when used for non-commercial purposes.
- ▲ Typically required when boarding your owned horse at a horse boarding facility.
- ▲ If applicant owns more then 10 horses or receives money or compensation for breeding, training riding instruction etc. must apply for a Commercial Equine policy.

# Question 2

- ▲ Question - Which state produces more goods & services via the horse industry - California or Texas?
- ▲ *Write your answers in the chat box*



# Coverage for Equine Activities

- ▲ **Equine Commercial General Liability**
- ▲ Perform any Commercial equestrian activities such as boarding, instruction, training, breeding, horses sales, etc...
- ▲ Coverage can be extended to activities off premises such as riding instructor or trainer who travels to clients facilities or horse shows.
- ▲ Coverage for claims & defense fees resulting from any negligent act, error or omission arising from your professional equestrian activities.
- ▲ **Example -trainer**

# Care Custody & Control (CCC)

- ▲ Legal liability coverage for horses entrusted to you by their owners
- ▲ Consider if insured boards, trains, or breeds horses for others.
- ▲ If a horse is injured or dies while in insured's care and is found negligent
- ▲ Provides coverage for the medical or replacement cost of the horse up to the policy limits
- ▲ Defense cost also covered
- ▲ Policy limits on a per horse/year basis

# Horse Shows & Events

- ▲ Liability coverage for horse shows, clinics or equestrian events.
- ▲ Provided for actual events day(s)



# Riding Clubs & Associations

- ▲ Coverage is designed to provide liability coverage for member organizations and their public event days
- ▲ Public events are those activities to which non-club members of the general public are invited

# Question 3

- ▲ Question - How many Californians are involved in the industry as horse owners, service providers, employees, & volunteers?
- ▲ *Write your answers in the chat box*

# Horse Farm Package

- ▲ **Property Insurance** to cover the home and contents, barns, sheds, owned machinery, equipment, tack and livestock.
- ▲ **Liability Insurance** to cover your home and your horse operation on and off premises, including such operations as: boarding, breeding, training, horse shows, and riding instruction.
- ▲ **Personal Horses-over 10 considered Commercial**

# Tips for Writing Equine Risks

- ▲ Know all of the exposures - **important for rating!**
- ▲ Check applicants website
- ▲ Know that some homeowner's policies flatly exclude any claims caused by horses or cattle
- ▲ Companies charge per owned horses and per boarded horse
- ▲ Requests receipts information for each category.
- ▲ Know who is doing the training. Is it the insured or an independent instructor? **Does the independent instructor carry their own insurance?** Do the policy limits match that of the insured.
- ▲ Obtain copies of insureds hold harmless and/or release agreements.

# Tips for Writing Equine Risks Cont...

- ▲ Obtain copy of boarding agreement from insured
- ▲ Inform your insured regarding stable safety rules
- ▲ Companies will want to know fencing type, barb wire is declined
- ▲ Know the age of those getting riding lessons
- ▲ Operations with at least 5 years experience are preferred
- ▲ Equine supplemental are required along with the farm app and are available on [abraminterstate.com](http://abraminterstate.com) when writing a package



# Undesireable

- ▲ Trail Rides for hire-horse for hire
- ▲ Pony rides
- ▲ Hay rides or carriage rides
- ▲ Event centers -wedding venues
- ▲ Risks with Rodeos on premises
- ▲ Camps or campgrounds
- ▲ Guided Hunts
- ▲ Risks catering to handicap riding programs
- ▲ Polo matches or practices

# We WILL Write...

- ▲ Hobby Farms-owned horses
- ▲ Boarding
- ▲ Breeding
- ▲ Training
- ▲ Horse Clubs
- ▲ Shows
- ▲ Outfitters & Guides
- ▲ Farriers (Horseshoeing)
- ▲ Mortality

# Farm/Equine Carriers


- ▲ Travelers -package only
- ▲ **Great American**
- ▲ American Reliable
- ▲ **Markel- mono-line only**
- ▲ Liberty-package/owned horses only

# Other Target Farm Classes

- ▲ Vineyard/Orchard Growers
- ▲ Wineries and Olive Oil Production
- ▲ Livestock Grazing
- ▲ Grain & Rice Growers
- ▲ Fruits & Nuts
- ▲ Wholesale Nurseries
- ▲ Berry Growers
- ▲ Hobby Farms
- ▲ Bee Farms

# Submitting Your Risk

- ▲ Applications available under forms and applications at [abraminterstate.com](http://abraminterstate.com)
- ▲ **CHAT with us LIVE** at [abraminterstate.com](http://abraminterstate.com)
- ▲ Call us for questions

A long-exposure photograph of a multi-lane highway with light trails from cars, creating a sense of motion and speed. The background is a mix of warm yellow and orange tones from the sun and cooler blue and red tones from the cars.

# ▲ Q&A