



Devin J. Fuhrman
Vice President
Sponsor Relations

October 29, 2019

The Honorable Kyle Koehler
Ohio House of Representatives
77 S. High St., 13th Floor
Columbus, OH 43215

Re: Substitute HB 183 (Manchester, Patterson) Allow tax credits to assist beginning farmers

Dear Chairman Koehler,

On behalf of Nationwide, please support passage of Sub. HB 183, which proposes to create a tax credit program that would incentivize retiring farmers to sell or rent to beginning farmers in Ohio. Nationwide is headquartered in Columbus, Ohio and is proud to provide thousands of jobs in the state and 1.25 million policies to Ohio residents. Nationwide was founded by Ohio farmers in 1926 and since that time has remained committed to supporting and providing solutions to help advance American agriculture. Helping our customers thrive in today's competitive farm, ranch, and commercial agribusiness environment, Nationwide is proud to be the No. 1 insurer of farms and ranches in the U.S. We're also the exclusive property-casualty insurer for Ohio Farm Bureau, eight other state Farm Bureaus and two of the nation's largest farmer-owned cooperatives.

As the farming landscape evolves and consolidation continues, communities will be relying on fewer farmers and ranchers to provide for a growing population. To keep Ohio an agricultural leader, it's important to act now to support the next generation of farmers. In that spirit, Nationwide proudly supports the bipartisan efforts of Reps. Manchester and Patterson. Through collaborative efforts with state Farm Bureaus, ag cooperatives, farm credit associations and land grant universities like the Ohio State University College of Food, Agricultural & Environmental Sciences, Nationwide remains a leader in the support of agriculture across the country.

Furthermore, we applaud the bill sponsors for working with interested parties to incorporate additional beneficial provisions into the latest version. Specifically, we thank the sponsors for adding a provision that now makes families eligible to participate. Nearly 97 percent of farms and ranches in the U.S. are owned or operated by families. By including family member eligibility, we're encouraging the next generation of farmers to follow in the footsteps of previous ones, something critically important as the average age of farmers is rising and fewer farm families are continuing that legacy.

Nationwide's efforts on farm succession planning directly supports Sub. HB 183 in the hopes we can help set new farmers on a path to be successful. Providing tools and resources for farmers, beyond just insurance protection, is an important part of Nationwide's engagement with Ohio farmers. One example is Nationwide's farm succession program, *Land As Your Legacy*, which supports young and beginning farmers by helping the transition of current ownership of farmland to the next generation. This program provides complimentary education on how to structure farms in a manner that protects the farm entity while providing product solutions to support transitioning the land and keep it intact for future Ohio farmers. We recognize that a key factor is the financial barrier to enter the career field. This legislation helps to reduce that barrier.

Again, thank you for your consideration to support an industry that remains a bedrock of Ohio's economy. Nationwide is linked by heritage and purpose to serve and protect what matters most to our customers and communities, including current and future generations of Ohio farmers.

Sincerely,

Devin J. Fuhrman
Vice President
Nationwide Sponsor Relations
Farm Bureau and Ag Cooperative Relationships

Cc: Representative Manchester, Representative Patterson, Ohio House of Representatives Agriculture and Rural Development Committee