



**Devin J. Fuhrman**  
Vice President  
Sponsor Relations

December 7, 2021

The Honorable Louis Blessing  
Ohio Senate  
Ohio Statehouse, Rm 041  
Columbus, OH 43215  
VIA ELECTRONIC SUBMISSION

**Re: HB 95 (Manchester, Lightbody)** Allow tax credits to assist beginning farmers

Dear Chairman Blessing,

On behalf of Nationwide, please support passage of HB 95, 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.

We recognize that the agricultural landscape is changing and that farming in the future will look much different. As farm consolidation continues, our communities will be relying on fewer farmers and ranchers to provide for a growing population. That's why it's so important to act now to support and encourage the next generation of farmers. In that spirit, Nationwide proudly supports the bi-partisan efforts of Representatives 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 and Environmental Sciences, Nationwide continues to be a leader in the support of agriculture across the country.

We also recognize, as does HB 95, that proper financial management on farms is a critical component to starting new or transitioning to the next generation. Therefore, 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 generations.

Nationwide's efforts on farm succession planning directly supports HB 95 in the hopes we can help set new farmers on a path to be successful. With the average age of farmers constantly rising and fewer farm children returning to the farm, this work is more important than ever. We recognize that a key factor is the financial barrier to enter the career field. This legislation helps to reduce that barrier and Nationwide proudly applauds and supports these efforts to address this important issue.

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 Lightbody, Ohio Senate Ways and Means Committee