



MEMBER WEBINAR

Certification Update & Crop Protection

June 2020



PRESENTORS



Steve Sinkula – CEO & Co-Founder

Steve brings 15+ years of experience in driving growth with both multinational and start-up agribusiness firms through focused strategy execution, strategic alliances, and innovative service delivery.



Bryce Irlbeck – Account Director & AgriSecure Co-Founder

A ***fifth-generation farmer*** & entrepreneur with a passion for rethinking farm production. Bryce honed his organic agronomy skills at Midwestern Bio Ag being mentored by experienced organic farmers.

CROP YEAR 2020 MEMBER WEBINAR SERIES

WEBINAR	DATE (TENTATIVE)
Pre-Season Planning	Recording Available
In-Season Execution	Recording Available
Crop Protection & Inputs	Jun 16 & 17
Organic Farm Equipment	Jul 21 & 22
Assessing Field Productivity	Aug 24 & 26
Harvest-to-Delivery	Sep 8 & 19
Unannounced Inspections	Dec 1 & 2
Annual Client Meeting	Dec TBD
Season Review	Jan 19 & 20

FIELD DAY WEBINARS

AgriSecure will be hosting FIELD DAY WEBINARS due to COVID-19 restrictions

- Crops: intercropped canola/peas, intercropped peas/barley, rye, alfalfa, corn and soybeans
- Timing: early-July and mid-August



AGENDA

- Certification Update
- Crop Protection & Future Fertility
- MyFarm
- Q&A

CERTIFICATION UPDATE

CY2020 INSPECTION UPDATE

- Organic inspections are categorized as essential to the infrastructure of food and agriculture, which allows for in-person meeting with appropriate social distancing protocols.
- **Existing clients** – virtual certification sessions are allowed, but it is at the individual inspectors discretion.
 - Inspectors are frequently deploying a ‘hybrid’ approach; however, AgriSecure has the benefit of having a fully electronic system to facilitate detailed discussions & information sharing through web conferencing
 - Issues or concerns will necessitate on on-farm inspection of specific operational aspects
- **New applications** – required to have an on-site inspection prior to issuing a certificate.
 - Hybrid model will be deployed with a virtual meeting to review farming records, and a follow-up on-farm visit

2020 FOCUS AREAS

- Clean-outs procedures and records
- Transition settlement sheets & mass balances
- Buffer zone documentation – ensuring sold as conventional
- Seed documentation – seed tags, invoices, & non-GMO affidavits

Clean-Out Procedures	
Type	Procedure
Clean-out - Planting Equipment	<ol style="list-style-type: none"> 1. Boxes and units blown out with compressed air 2. Seed tubes detached and blown out with compressed air (if applicable) 3. Visually inspected for remaining seeds from previous planting
Clean-out - Tillage Equipment	<ol style="list-style-type: none"> 1. Equipment was either blown off with compressed air or washed using water 2. Visually inspected
Clean-out - Augers	<ol style="list-style-type: none"> 1. Augers were purged and blown out with compressed air
Clean-out - Spraying Equipment	<ol style="list-style-type: none"> 1. Storage units, hoses, and nozzles were flushed with cleaner 2. Entire systems tripled rinsed with water
Clean-out - Combines / Harvest Equipment	<ol style="list-style-type: none"> 1. The following were washed, sweep or blown out/off with compressed air: Header, feeder house, grain tank, straw walkers, sieves & chaffers, cylinder & rotor, unloading auger, ledges & frame rails, & rock trap. 2. Purge conducted, if required
Clean-out - Grain Bins	Grain bin floor & ledges were swept and blown with compressed air to remove previous crop particles
Clean-out - Hauling Equipment	Storage area was swept and/or blown out with compressed air
Clean-out - Fertilizing Equipment	<ol style="list-style-type: none"> 1. Boxes and units blown out with compressed air 2. Tubes detached and blown out with compressed air (if applicable) 3. Visually inspected for remaining product from previous use
Clean-out - Chopping, Mowing, Baling Equipment	<ol style="list-style-type: none"> 1. Equipment was either blown off with compressed air or washed using water 2. Visually inspected
Clean-out - 3rd Party	Activity conducted by a 3rd party, which provided an affidavit affirming appropriate clean-out procedure conducted prior to entering the field

RECORDING KEEPING PRE-PLANT – CANOPY

AREA	MEMBER REQUIREMENT
Field Activities	MyFarm
Clean-Outs	MyFarm
Proof-of-Purchase	Collect & share electronic copies with AgriSecure, <u>retain paper and/or electronic copies</u> <ul style="list-style-type: none"> • Invoices • Seed tags • Crop input labels (electronic versions) • OMRI certificates (as needed) • Affidavits for manure/litter • Affidavits for custom farming
Supplemental Forms	<ul style="list-style-type: none"> • Seed search

PROTECTING YOUR FIELDS & CROPS

Field Registry, Local Communication & Field Signs

FOUR STEPS

1. **Register Fields at DriftWatch.org** – create an account & register your fields visit: <https://driftwatch.org>
2. **Post Field Signs** – posting field signs, in particular near field entrances, indicating the need for caution with
3. **Inform Your Neighbors** – reach out to neighbors that border your fields
4. **Inform the County** – pesticides should not be used on roads or ditches near your fields – work on a plan together



CROP PROTECTION

PROCIDIC

<u>Procidic</u>	
Description	Bactericide and fungicide formulated to protect crops during all stages of growth. Works on Contact and Residual Action.
Use	<ul style="list-style-type: none"> • Used as a <u>preventative</u> measure against fungal diseases • Preferable small grains at flag leaf emergence, corn & soybeans optional • Fusarium Head Blight Prediction Center, 2020
Application	<ul style="list-style-type: none"> • 8-16 Oz. per Acre • No re-entry interval required (0-hr REI) • See label for specific information on diseases controlled and use rates.
Manufacturer	Greenspire Global LTD Phone: (877) 978-6558
OMRI Approved	YES
Price	\$200 - \$300 / gal



REGALIA RX

Regalia RX

Description	Boosts the plants' defense mechanisms to protect against fungal and bacterial diseases, and to improve plant health.
Use	<ul style="list-style-type: none">• Corn and Soybeans• Apply at Vt to R1 growth stages
Application	<ul style="list-style-type: none">• 16 - 24 oz. per Acre• Vt to R1 growth stage
Manufacturer	Marrone Bio Innovations Phone: (877) 664-4476
OMRI Approved	YES
Price	\$45.00 - \$52.00 per gallon (limited quantity available from FBN Direct)



PYGANIC® CROP PROTECTION EC 1.4

<u>PyGanic</u>	
Description	<ul style="list-style-type: none"> • Delivers consistent control of the damaging and pervasive insects. • Controls broad-spectrum of insects - over 100 insects.
Use	<p>Used as broad-spectrum insecticides</p> <ul style="list-style-type: none"> • Army worm early-season, alfalfa weevil, earworms
Application	<ul style="list-style-type: none"> • 28 oz. per Acre • Multiple applications might be necessary due to timing during lifecycle of insects.
Manufacturer	MGK / Valent
OMRI Approved	YES
Price	\$175.00 - \$200.00 per Gallon



SUPRESS HERBICIDE EC

<u>Supress Herbicide EC</u>	
Description	Foliar herbicide for use around grain bins, crop input storage, and ditches.
Use	<ul style="list-style-type: none"> Targeted weeds, not to be used at field level Barn yards, bin sites, crop input storage, ditches
Application	<ul style="list-style-type: none"> Full weed coverage post emergence Contact only
Manufacturer	Westbridge Agricultural Products Phone: (800) 876-2767
OMRI Approved	YES
Price	\$100.00 – \$125.00 / gal



WEED SLAYER

Weed Slayer

Description	Foliar herbicide for use around grain bins, crop input storage, and ditches.
Use	<ul style="list-style-type: none">• Targeted weeds, not to be used at field level• Barn yards, bin sites, crop input storage, ditches
Application	<ul style="list-style-type: none">• Full weed coverage post emergence• Contact only
Manufacturer	Agro Research International Phone: (407)302-6116
OMRI Approved	YES
Price	

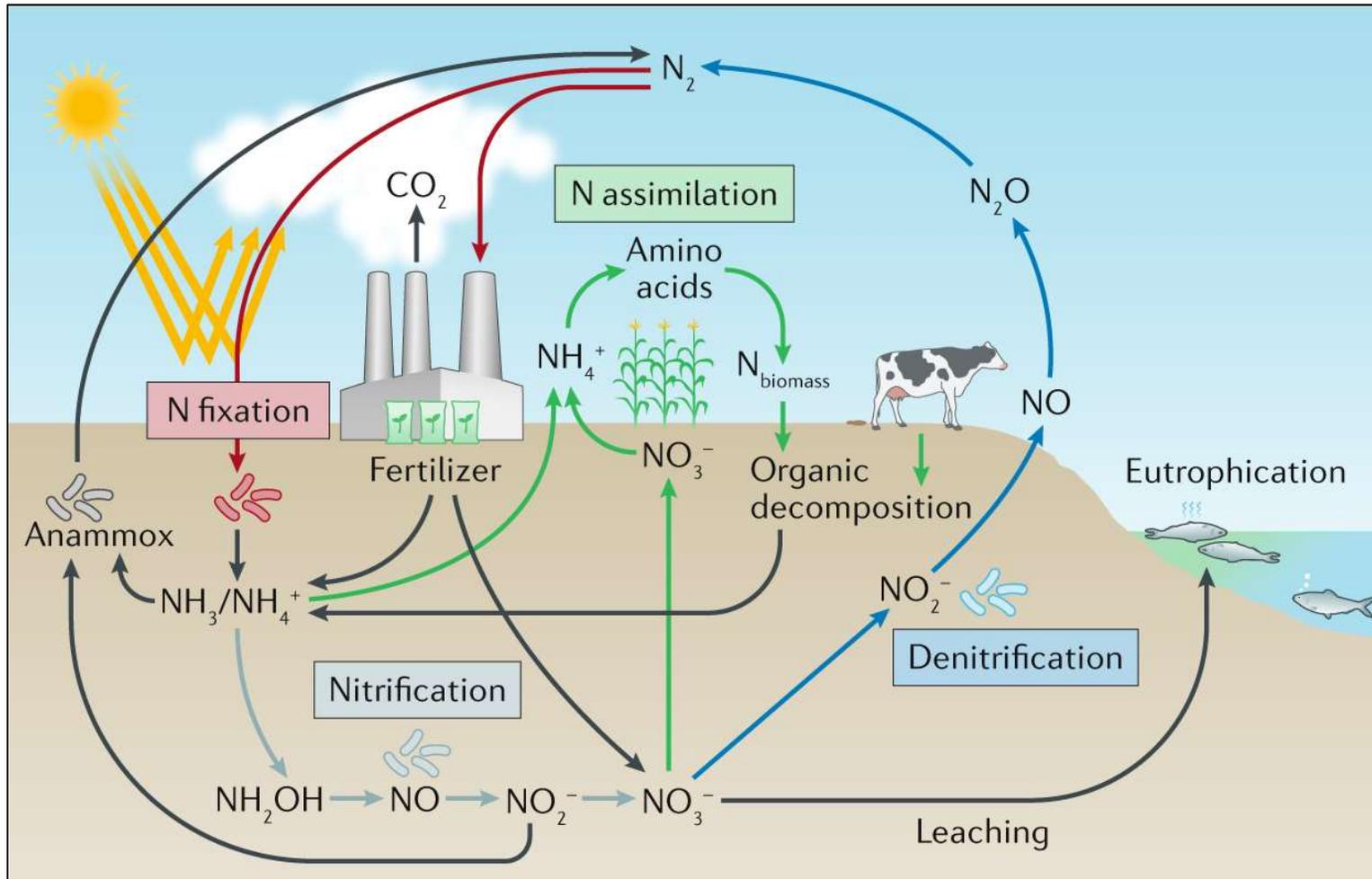


PURCHASING

- Contact manufacturer
- [Agriland](#)
- [Crop Protections Services / Nutrien Ag Solutions](#)
- Titan Pro – (641) 357-7283
- Midwestern Bio Ag - (800) 327-6012

FUTURE FERTILITY

NITROGEN CYCLING



BIOFERTILIZERS



Biochar

Microbials



iNvigorate®
0-0-0.5



Accomplish^{LM}

Humics

fertilgold®
ORGANICS

AGRISECURE APPROACH

- Evaluate product > science/company, research, price & potential ROI
- Application ease-of-use
- Selective research approach
- Disseminate results to AgriSecure network

CONTACT your AE if trialing/using products

MyFarm

LEVERAGING MyFarm



PRODUCT MANAGER - NAVIGATION

The screenshot shows the AgriSecure web application interface. At the top, there are navigation tabs: Operations, Analysis, Reports, and Knowledge Center. The 'Work Orders' section is active, and a dropdown menu is open, listing options: Work Orders, Field Plans, Field Work Grid, Grain Tracking, Product Manager (highlighted with a red box), and Product Audit. A blue callout box with a dashed red arrow points to the 'Product Manager' option, containing the text 'Select 'Product Manager''.

Field: [Dropdown]
Work Order Type: [Dropdown]
Date Range: [Dropdown]

Search

Field	Crop	Type	Activity	Date	Status
Home Farm West 3	Organic Barley	Fertilizing	Soild Manure Spreading	10/2/19	Budget
Home Farm West 2	Organic Barley	Fertilizing	Soild Manure Spreading	10/2/19	Budget
Home Farm West 4	Organic Barley	Fertilizing	Soild Manure Spreading	10/2/19	Budget
Wes's Bottom	Organic Cereal Rye	Fertilizing	Soild Manure Spreading	10/2/19	Budget
Wes's Bottom	Organic Cereal Rye	Planting	Drilling	10/15/19	Budget
Wes's West	Transitional Rye	Planting	Drilling	10/15/19	Budget
Gruhn	Organic Corn	Planting	Drilling	11/1/19	Budget
Wes's Bottom	Organic Corn	Planting	Drilling	11/1/19	Budget
Home Farm West 4	Organic Barley	Miscellaneous	Organic Paperwork	1/1	Budget
Madrid Farm	Transitional Alfalfa	Miscellaneous	Organic Paperwork	1/1	Budget

PRODUCT MANAGER – FILTERING PRODUCTS

The **PRODUCT MANAGER** builds a library of all the products used on your farm to help accurately and efficiently apply to field plans and manage records for certification

#	ICON	ACTION
1		FILTER FOR THE DESIRED PRODUCT CATEGORY
2	+	ADD A NEW PRODUCT TO YOUR PRODUCT LIBRARY
3	✎	EDIT AN EXISTING PRODUCT PRICE, PURCHASE UNIT, OR SUPPLIER
4	🔧	VIEW WORK ORDERS ASSOCIATED WITH A SPECIFIC PRODUCT

PRODUCT MANAGER – EDITING PRODUCTS

Edit the product cost, purchase price and supplier – OR view the product price history over time

Product Manager > B&B Irlbeck Farms

Category: Organic: Search

Add Product:

24 ID	Fungicide Category	Procidic Product	\$260.00 / Gallon Cost	Not Prohib Organic?	N/A Current Source	
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[Back](#) **Product Manager Edit Cost**

Edit Product

Product Cost *

Supplier

Client's Product Cost History

Date	New Cost	Supplier	Edited By

ACTION

PRODUCT COST – UPDATE THE COST BY SEASON OR PURCHASE, CAN BE APPLIED ON A FIELD-BY-FIELD BASIS (AS NEEDED)

SUPPLIER – SUPPORTS CERTIFICATION EFFORTS, AS IT IS REQUIRED FOR CERTIFICATION

PRODUCT MANAGER – FIELD LEVEL VIEW

Clicking the “Wrench” icon will show fields & crops where the selected product is applied by each crop year

The screenshot displays the 'Product Manager' interface for 'B&B Irlbeck Farms'. At the top, there are filters for 'Category: Crop Protection' and 'Organic: Organic', along with a 'Search' button and an 'Add Product' dropdown. Below these filters, a summary row shows details for product ID 24: Fungicide Category, Procidic Product, Cost of \$260.00 / Gallon, Not Prohib Organic?, and N/A Current Source. A 'Wrench' icon is visible to the right of this row. A modal window titled 'Change Product Prices on Work Orders' is open, showing a 'Crop Year' dropdown set to 'CY 2020' and a table for 'Procidic'. The table has columns for 'Select All', 'Field', 'Crop', 'Acres', 'Scenario', 'Qty', 'Cost / Unit', and 'Cost'. One row is visible for 'Wes's West' field with 'Transitional Rye' crop, 90 acres, 'Budget' scenario, 5.62 Gallon quantity, and a current cost of \$180.00 / Gallon. Below the table, an action bar indicates the current cost is \$260.00 / Gallon and provides a 'Change Cost Now' button.

Select All	Field	Crop	Acres	Scenario	Qty	Cost / Unit	Cost
<input type="checkbox"/>	Wes's West	Transitional Rye	90	Budget	5.62 Gallon	\$180.00 / Gallon	\$1,012

- Products missing from a field plan can be added using the Field Plan functionality

PRODUCT MANAGER

New products can be added from an existing catalog of products or new products can be added.

Add Standard Product to My Library Add New Custom Product

Category: Organic: Search Name: Search

Select	ID	Sub-Category	Name	Org. Status
<input type="radio"/>	291	Adjuvant	Cleaner	Not Prohib
<input type="radio"/>	1316	Adjuvant	NTEX	Organic
<input type="radio"/>	1317	Adjuvant	Waste Away	Organic
<input type="radio"/>	84	Adjuvant	Water	Not Prohib
<input type="radio"/>	24	Fungicide	Procidic	Not Prohib
<input type="radio"/>	1020	Fungicide	Regalia Rx	Not Prohib
<input type="radio"/>	493	Herbicide	Axex	Not Prohib
<input type="radio"/>	1142	Herbicide	Pyganic EC 5.0	Not Prohib
<input type="radio"/>	1318	Pesticide	Entrust	Organic
<input type="radio"/>	553	Pesticide	Pyganic 1.4EC	Not Prohib
<input type="radio"/>	1487	Soil Amendment	AgriEnergy SP1	Not Prohib
<input type="radio"/>	289	Soil Amendment	Bio N Livin	Not Prohib
<input type="radio"/>	290	Soil Amendment	Carbon	Not Prohib
<input type="radio"/>	295	Soil Amendment	Frozen Flame	Not Prohib

Add Selected Product Cancel

Select "Category" or search "Name" to find existing products

Select the product to be added and hit "Add Selected Product"

If product cannot be found, add a "New" product currently not in the system, which will be vetted

New products can be edited from the Product Listing

PRODUCT MANAGER – [AgriSecure YouTube Channel](#)

Short training videos available at the [AgriSecure YouTube Channel](#)

The screenshot shows the AgriSecure Product Manager web application. The browser address bar displays 'agriappdev.azurewebsites.net'. The application header includes the AgriSecure logo and navigation links for 'Operations', 'Analysis', 'Reports', and 'Knowledge Center'. The main content area is titled 'Grower Dashboard' and is for 'B&B Irlbeck Farms'. It features a 'Selected Client' dropdown set to 'B&B Irlbeck Farms' and a 'Crop Year' dropdown set to 'CY 2020'. Below this, there is an 'Alerts' section with a table showing 'Completed Work Orders without Clean-Out Answers' (3) and 'Work Orders are Overdue' (32). A 'Profit Panel' section contains a table with columns for 'Forecast', 'Per Acre', and 'Remaining' for various categories: Revenue, Seed, Fertilizer, and Crop Protection. An 'Upcoming Activities' section is also visible but empty.

	Forecast	Per Acre	Remaining
Revenue	\$1,766,149	\$1,180	\$735,160
Seed	\$128,968	\$86	\$116,887
Fertilizer	\$80,114	\$54	\$30,083
Crop Protection	\$16,667	\$11	\$16,667

My Farm Minute - Product Manager

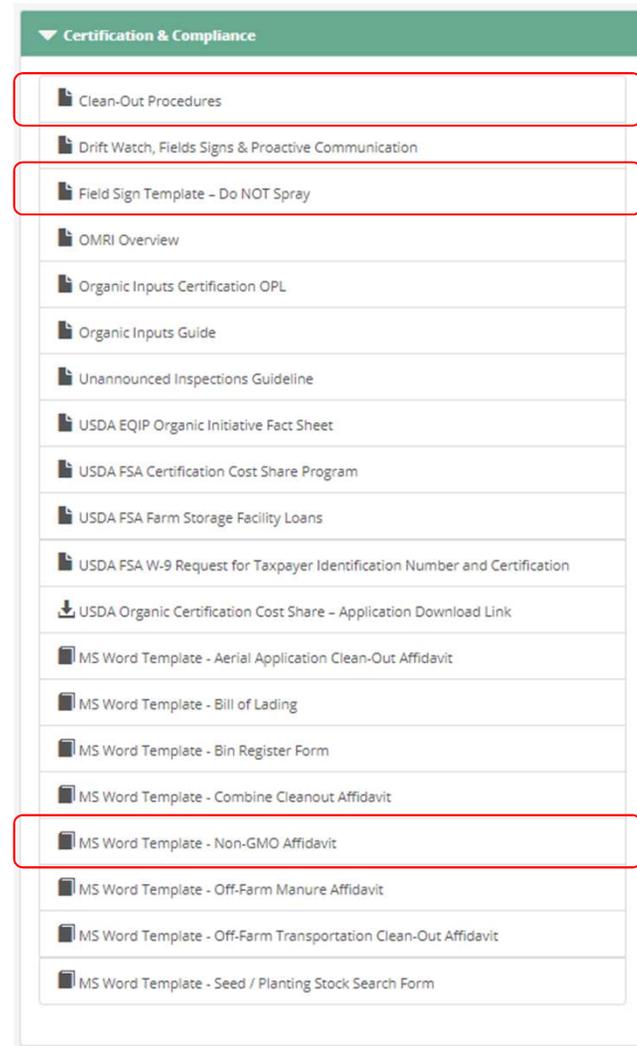
KNOWLEDGE CENTER

MyFarm RESOURCES

The MyFarm Knowledge Center contains a variety of important resources & templates:

- Clean-Out Procedures
- Field Sign Templates – to print locally
- Non-GMO Affidavit Template

- Bill of Lading Template
- Additional Templates / Affidavits



WORK ORDERS – UPDATING VIA YOUR PHONE

Work Orders can be completed by entering the “Actual Date”, and notes can also be cataloged regarding changes or updates, and selecting clean-outs.

Select 'Work Orders'

Field	Crop	Type	Activity	Date	Status
Home Farm West 3	Organic Barley	Fertilizing	Soild Manure Spreading	10/2/19	Budget
Home Farm West 2	Organic Barley	Fertilizing	Soild Manure Spreading	10/2/19	Budget
Home Farm West 4	Organic Barley	Fertilizing	Soild Manure Spreading	10/2/19	Budget
Wes's Bottom	Organic Cereal Rye	Fertilizing	Soild Manure Spreading	10/2/19	Budget
Wes's Bottom	Organic Cereal Rye	Planting	Drilling	10/15/19	Budget
Wes's West	Transitional Rye	Planting	Drilling	10/15/19	Budget
Gruhn	Organic Corn	Planting	Drilling	11/1/19	Budget
Wes's Bottom	Organic Corn	Planting	Drilling	11/1/19	Budget
Home Farm West 4	Organic Barley	Miscellaneous	Organic Paperwork	1/1	Budget
Madrid Farm	Transitional Alfalfa	Miscellaneous	Organic Paperwork	1/1	Budget

WORK ORDERS – UPDATING VIA YOUR PHONE

Compliance Checklist for Activity: Planting (Drilling)

Field Name: Voss

Crop Year: 2019 Crop: Organic Corn Acres: 79.5

Products: P-845 Barley Planned Date: 8/30/2018 Actual Date: mm/dd/yyyy

Cost: \$3,875.62 Cost / Acre: \$48.75 Status: Open

Note:

Detail	Completed?
Clean-out - Planting Equipment <i>1. Boxes and units blown out with compressed air, 2. Seed tubes detached and blown out with compressed air, 3. Visually inspected for remaining seeds from previous planting.</i>	<input type="radio"/> Yes <input type="radio"/> No <input checked="" type="radio"/> N/A
Clean-out - 3rd Party <i>Activity conducted by a 3rd party, which provided an affidavit affirming appropriate clean-out procedure conducted prior to entering the field.</i>	<input type="radio"/> Yes <input type="radio"/> No <input checked="" type="radio"/> N/A

Complete Work Order Cancel

Work Order ID: 53323

Enter in "Actual Date"

Include notes, as needed

Select the appropriate clean-out procedure

Hit "Complete Work Order"



LOGGING ACTIVITIES IS REQUIRED TO MAINTAIN ORGANIC CERTIFICATION!!!

WORK ORDERS – UPDATING VIA YOUR PHONE

8:58 92% myfarm.agrisecure.com/Ho

AgriSecure

Work Orders > B&B Irlbeck Farms

Field: --All Fields--
 Crop Name: --Any Crop--
 Work Order Type: --Any Work Order Type--
 Work Order Status: --Current Order Status--
 Date Range: Next Month

Search

Field	Crop	Type	Activity	Date	Status
Wes's East	Transitional Alfalfa	Fertilizing	Soild Manure Spreading	8/8/19	Actual
Theilens	Transitional Alfalfa	Fertilizing	Soild Manure Spreading	8/10/19	Actual
Tower Farm 1	Organic Corn	Planting	Drilling	8/15/19	Actual
Theilens	Transitional Alfalfa	Planting	Drilling	8/25/19	Actual
Home Farm West 3	Organic Barley	Fertilizing	Soild Manure Spreading	10/2/19	Budget
Home Farm West 2	Organic Barley	Fertilizing	Soild Manure Spreading	10/2/19	Budget
Home Farm West 4	Organic Barley	Fertilizing	Soild Manure Spreading	10/2/19	Budget
Wes's Bottom	Organic Cereal Rye	Fertilizing	Soild Manure Spreading	10/2/19	Budget
Wes's	Organic	Planting	Drilling	10/15/19	Budget

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Compliance Checklist for Activity: Fertilizing (Soild Manure Spreading)

Field Name: Wes's East

Crop Year: 2020

Crop: Transitional Alfalfa

Acres: 70

Products: Chicken Manure

Planned Date: N / A

Actual Date: 08/08/2019

Cost: \$3,220

Cost / Acre: \$46.00

Status: Closed

Note: (100 chars)

8:58 92% myfarm.agrisecure.com/Ho

Products: Chicken Manure

Planned Date: N / A

Actual Date: 08/08/2019

Cost: \$3,220

Cost / Acre: \$46.00

Status: Closed

Note: (100 chars)

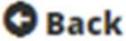
Completed? Detail

- Clean-out - Fertilizing Equipment**
1. Boxes and units blown out with compressed air, 2. Tubes detached and blown out with compressed air (if applicable), and 3. Visually inspected for remaining product from previous use.
- Clean-out - 3rd Party**
Activity conducted by a 3rd party, which provided an affidavit affirming appropriate clean-out procedure conducted prior to entering the field.
- Clean-Out - Not Required**
Equipment came from an organic field and clean-out was not required.

Update Work Order Cancel

Work Order ID: 135584

AgriSecure MyFarm Icon Guide

ICON	ACTION
 Back	RETURN TO PREVIOUS SCREEN (DON'T USE BROWSER BUTTON)
	EDIT THE SELECTED ACTIVITY (E.G., PRODUCT, GRAIN TRANSACTION, ETC.)
	ADD AN ITEM RELATED TO THE CURRENT SCREEN
	RUN/SAVE A REPORT AS A PDF
	DELETE – PROCEED WITH CAUTION!
	VIEW FIELD CROP PLANS
	VIEW ITEM SELECTED, OFTEN ENABLES ABILITY TO EDIT NEXT
	VIEW FIELD CROP ROTATION
	VIEW OR EDIT WORK ORDERS FOR A FIELD PLAN
	COLLAPSE (OR EXPAND) CURRENT VIEW



THANK YOU