

Transforming Organic Agriculture



MyFarm User Guide

May 2019

Core Features

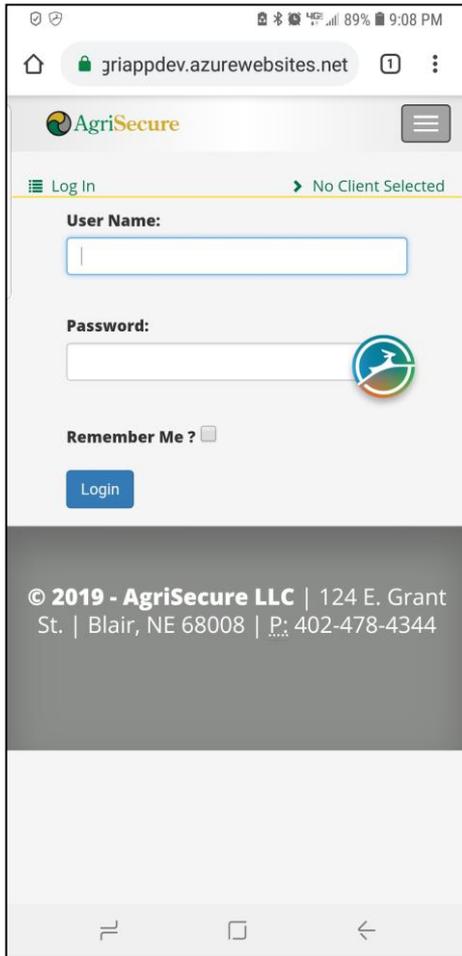
- Organic Farm Overview
- Field Activities & Activity Management (overview, field & work order levels)
- Production, Revenue & Expenses (budget, forecast & “actuals”)
- Reporting

Reasons to Adopt

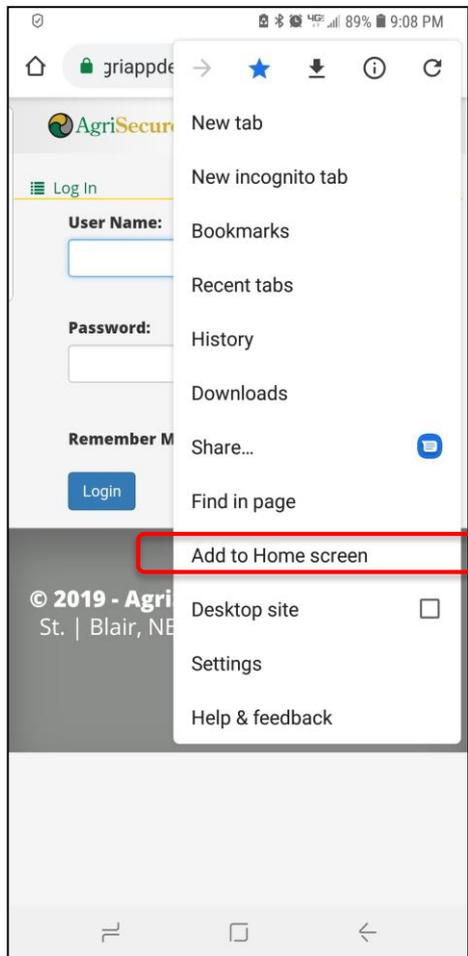
- Make your life easier
- Protect your organic acres
- Optimize your operation
- Brag to your neighbors

Adding MyFarm to Smart Phone Home Page

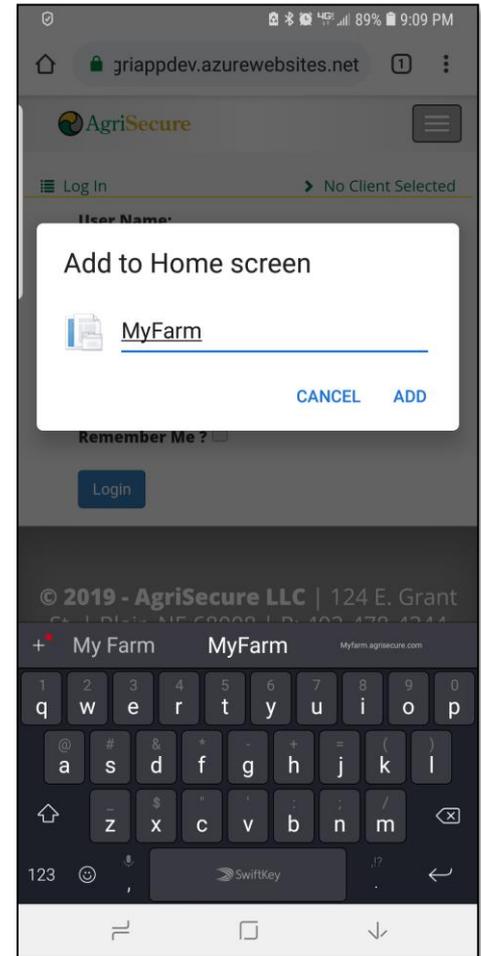
1 Go to MyFarm URL



2 Click 'dots' + "Add to Home Screen"



2 Click 'dots'





[Dashboard](#)

[Data & Analytics](#) ▼

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Dashboard

The dashboard displays the following information:

- Selected Client:** B&B Irlbeck Farms
- Crop Year:** CY 2019
- Profit Panel:**

	Forecast	Per Acre	Remaining
Revenue	\$720,708	\$1,255.59	\$281,663
Seed	\$55,775	\$97.17	\$54,510
Fertilizer	\$67,659	\$117.87	\$67,659
Crop Protection	\$8,092	\$14.10	\$8,092
Fieldwork	\$123,027	\$214.33	\$118,962
Irrigation	\$0	\$0.00	\$0
Other	\$28,340	\$49.37	\$28,340
Expenses	\$282,892	\$492.84	\$277,562
Rent	\$138,253	\$240.86	\$138,253
Net Income	\$299,563	\$521.89	(\$134,152)
- Crops for Year:**

Crop	Acres		
Organic Corn	428	70,720 Bu.	165
Straw	69	83 Tons	1.2
Transitional Winter Wheat	69	3,795 Bu.	55

- Select any crop year with history or a plan
- The default is the current crop year

 The dashboard provides a high-level view of fields, crops and total activities for a defined crop year

Dashboard - ALERTS

The screenshot shows the AgriSecure dashboard for B&B Irlbeck Farms. The Alerts section is highlighted with a red border. It contains a table with the following data:

Alert Category	Count
Completed Work Orders without Clean-Out Answers	19
Work Orders are Overdue	5

A callout box with a red dashed arrow pointing to the first row of the table contains the text: "Clicking on the row of an alert will list the items needing attention".

What are Alerts? And what should I do?

- The Alerts section will list Work Orders that are “Overdue” or do not have the appropriate “Clean-Out” procedure recorded – which will help you ensure the appropriate field activities & related procedures are being conducted.
- Click on a row to pull up the list of work orders associated with each alert, and use the Activity Tracker functionality to update the work orders including:
 - Selecting date completed
 - Adding in notes
 - Selecting the type of clean-out procedure used on equipment required to complete the work order

Activity Manager

By selecting the filter criteria (see below) The activity manager allows clients to view scheduled or executed activities by:

- Field
- Work Order Type
- Date Range
- Crop Type
- Status

Activity Manager > B&B Irlbeck Farms

Field:	--Any Field--	Crop Name:	--Any Crop--
Work Order Type:	--Any Work Order Type--	Work Order Status:	--Current Order Status--
Date Range:	Overdue		

[Search](#)

Activity Manager – from the Field Plan

Activity Manager > B&B Irlbeck Farms

Field:

Work Order Type:

Date Range:

Crop Name:

Work Order Status:

Month / Year:

Field	Crop	Type	Activity	Date	Status
Wes's Bottom	Organic Corn	Fertilizing	Dry Spreading <500#/acre	11/15/18	Plan
Gruhn	Organic Corn	Fertilizing	Dry Spreading <500#/acre	11/15/18	Plan

 **The Activity Manager allow users to view & update field activities by “planned” date range, field, or type**

Activity Manager – Sorted by Crop

☰ Activity Manager
➤ B&B Irlbeck Farms

Field:

Work Order Type:

Date Range:

Crop Name:

Work Order Status:

Field	Crop	Type	Activity	Date	Status
Theilens	Transitional Winter Wheat	Planting	Drilling	9/30/18	Plan
Theilens	Transitional Winter Wheat	Fertilizing	Dry Spreading <500#/acre	10/15/18	Plan
Wes's Bottom	Organic Corn	Fertilizing	Soild Manure Spreading	10/29/18	Plan
Theilens	Transitional Winter Wheat	Fertilizing	Soild Manure Spreading	11/1/18	Plan
Gruhn	Organic Corn	Fertilizing	Soild Manure Spreading	11/1/18	Plan
Gruhn	Organic Corn	Fertilizing	Dry Spreading <500#/acre	11/15/18	Plan

Activity manager sorted by field for all activities (planned & actual)

Activity Manager

Activities (or work orders) can be completed by entering the “Actual Date”, and notes can also be cataloged regarding changes or updates.

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

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!!!**

Profit Analyzer

☰ Profit Analyzer
> B&B Irlbeck Farms

Field: Crop Name:

Crop Production, 2019

Crop		Acres	Yield	Yield / Acre	\$ / Unit	Revenue	\$ / Acre
Organic Corn	O	428.0	74,800 Bu.	174.8	\$9.25 / Bu.	\$691,900	\$1,617
Straw	C	69.0	86 Tons	1.3	\$70.00 / Tons	\$6,038	\$88
Transitional Winter Wheat	C	69.0	4,140 Bu.	60.0	\$5.50 / Bu.	\$22,770	\$330
Grand Totals		566.0				\$720,708	\$1,273

Cost of Inputs, 2019

Expense	Expense Profile			\$ / Acre Profile		
	Forecast	To Date	Remaining	Forecast	To Date	
Seed	\$55,775	\$1,265	\$54,510	\$97.17	\$2.20	
Fertilizer	\$67,659	\$0	\$67,659	\$117.87	\$0.00	
Crop Protection	\$8,092	\$0	\$8,092	\$14.10	\$0.00	
Fieldwork	\$123,027	\$4,065	\$118,962	\$214.33	\$7.08	\$207.25
Irrigation	\$0	\$0	\$0	\$0.00	\$0.00	\$0.00
Other	\$28,340	\$0	\$28,340	\$49.37	\$0.00	\$49.37
Grand Total	\$282,892	\$5,330	\$277,562	\$492.84	\$9.29	\$483.56

Clicking on an expense category will bring you to a detailed view in the "Product Analyzer"

Product Analyzer

Product Analyzer ➤ B&B Irlbeck Farms

Field: Category:

Product Costs, 2019						
	Category	Product Name	Forecast Units	Forecast \$	Remaining Units	Remaining \$
⊖	Seed	Great Harvest 55E4	44,655 Bags	\$28,337	44,655 Bags	\$28,337
Scenario			Field	Rate / Acre	Acres	Forecast
Base Budget - Yet to be applied			(1446) Minburn Farm	36,000 Seeds / Acre	26.7	12 Bags
Base Budget - Yet to be applied			(1491) Rockwell City	34,286 Seeds / Acre	65.0	44,571 Bags
Base Budget - Yet to be applied			(1545) Weises	35,000 Seeds / Acre	50.0	22 Bags
Base Budget - Yet to be applied			(1597) Atlantic	36,000 Seeds / Acre	110.0	50 Bags
⊕	Seed	Nexgrow 6585Q	1,104 50 Lb Bag	\$3,754	1,104 50 Lb Bag	\$3,754
⊕	Seed	Oat VNS Seed	8,320 Lbs.	\$1,664	8,320 Lbs.	\$1,664
⊕	Seed	Organic Winter Rye	12,375 50 Lb Bag	\$2,475	6,050 50 Lb Bag	\$1,210
⊕	Seed	Rob See Co 5831	91,260 50 Lb Bag	\$9,867	91,260 50 Lb Bag	\$9,867
⊕	Seed	Seitec 5940 CNV	106 Bags	\$15,520	106 Bags	\$15,520

Field Work Plan

Field Work Plan > B&B Irlbeck Farms

Field: Category:

Fieldwork Metrics, 2019																		
		2018				2019												
Category	Activity	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Tot
Fertilizing	Dry Spreading <500#/acre		69	48						50								167
Fertilizing	Soild Manure Spreading		32	85				130		165								412
Harvesting Grain	Combining - Other											69						69
Planting	Broadcast Seeding		115					130										245
Planting	Drilling	69																
Planting	Planting Corn									343								
Tilling	Discing		130							490								
Tilling	Field Conditioning									393			69					462
Summary		69	346	133				260		1,441		69	69					2,387

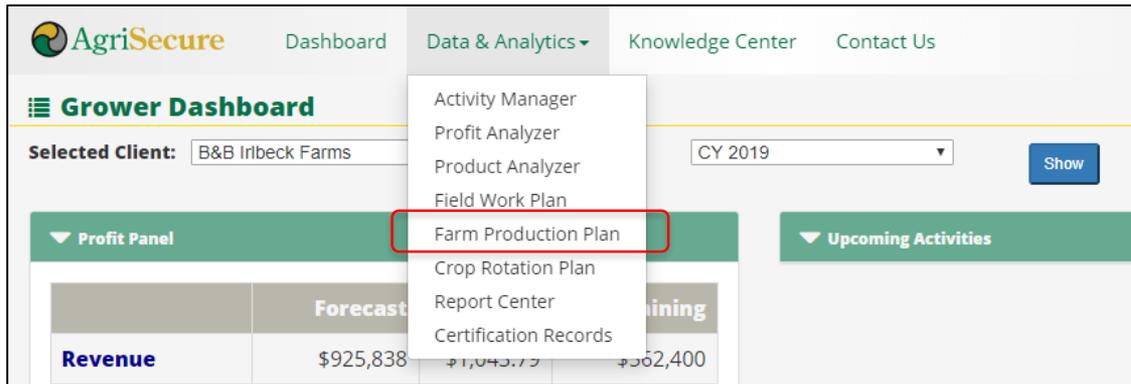
Clicking on a month or acres number will pull up a detailed view.



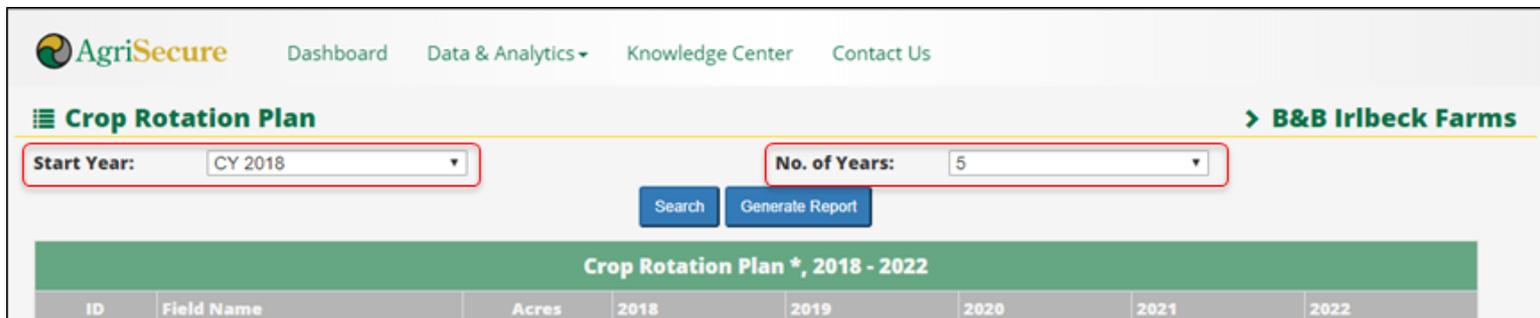
The field work plan provides work orders by activity & month to support operational planning & execution

Farm Production Plan – Generating the Report

- **Step 1** – Select the “Farm Production Plan” option in the “Data & Analytics” menu dropdown (see 1st image below)



- **Step 2** – Select the desired “Start Year” and “No. of Years” to be generated (see 2nd image below)
- **Step 3** – Hit “Search”
- **Step 4** – Select “Generate Report” to create a PDF report (see attached). A PDF report can run in the “Report Center”



Farm Production Plan – View & Report

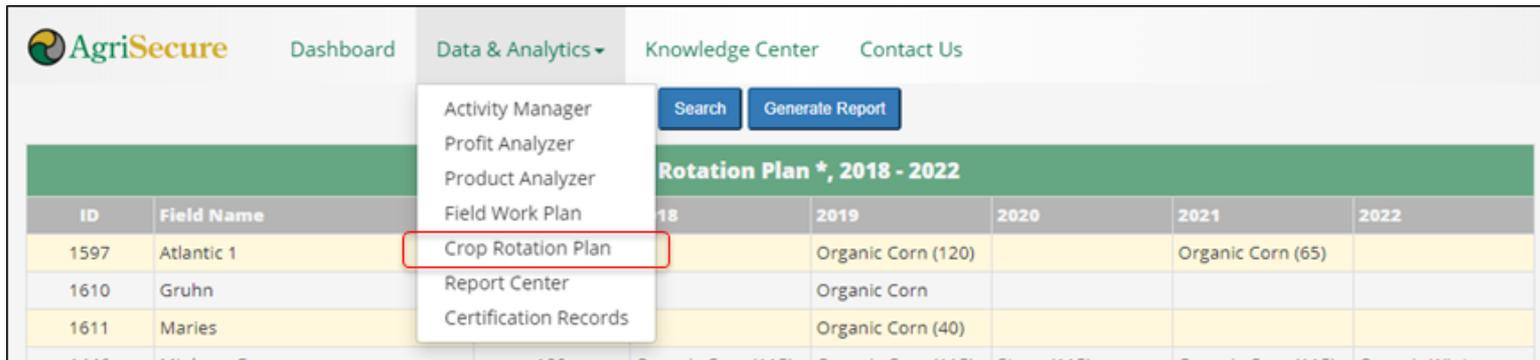
Why Use the Farm Production Plan: view crop mix – both history & future plans – and financial summary to assess:

- Do I have the right mix of crops from year-to-year to effectively manage in the field and diverse my crop risk?
- Do I have a balanced crop rotation mix across all my acres to generate my targeted revenues (i.e., am I too heavily weighted in lower profitability crops in one year)?
- How can I use this financial forecast (and proven results) to secure the best possible financing terms with my lender?

Farm Production Plan												B&B Irlbeck Farms	
Start Year:		CY 2019		No. of Years:		5							
		Search		Generate Report									
Farm Production Plan, 2019 - 2023													
Crop	Units	Production Data											
		2019		2020		2021		2022		2023			
		Acres	Qty	Acres	Qty	Acres	Qty	Acres	Qty	Acres	Qty		
Canola	Bu.			427.0	12,810	242.0	7,560	263.0	7,890	54.0	1,620		
Organic Corn	Bu.	503.0	88,825	252.0	46,950	518.0	92,850	54.0	9,450	484.0	84,700		
Organic Field Peas	Bu.			427.0	12,810	242.0	7,560	263.0	7,890	54.0	1,620		
Organic Winter Wheat	Bu.			115.0	6,325	54.0	4,320	505.0	41,200	143.0	11,440		
Straw	Tons	246.0	323	188.0	303								
Transitional Alfalfa	Tons	114.0	456	143.0	371								
Transitional Corn	Bu.	32.0	5,760										
Transitional Oats	Bu.	56.0	5,600	128.0	12,070								
Transitional Rye	Bu.	125.0	8,750										
Transitional Winter Wheat	Bu.	65.0	4,140										
Total		1,141		1,680		1,056		1,085		735			
Farm Financial Plan, 2019 - 2023													
Category	Financial Data												
	2019	2020	2021	2022	2023								
Revenue	\$925,838	\$537,300	\$1,142,910	\$437,613	\$0								
<i>Expenses</i>	\$363,491	\$266,302	\$344,495	\$222,652	\$294,177								
<i>Rent</i>	\$191,903	\$120,450	\$68,075	\$18,200	\$0								
Net Income	\$370,443	\$150,548	\$730,340	\$196,760	(\$294,177)								

Crop Rotation Report - Generating a Crop Rotation

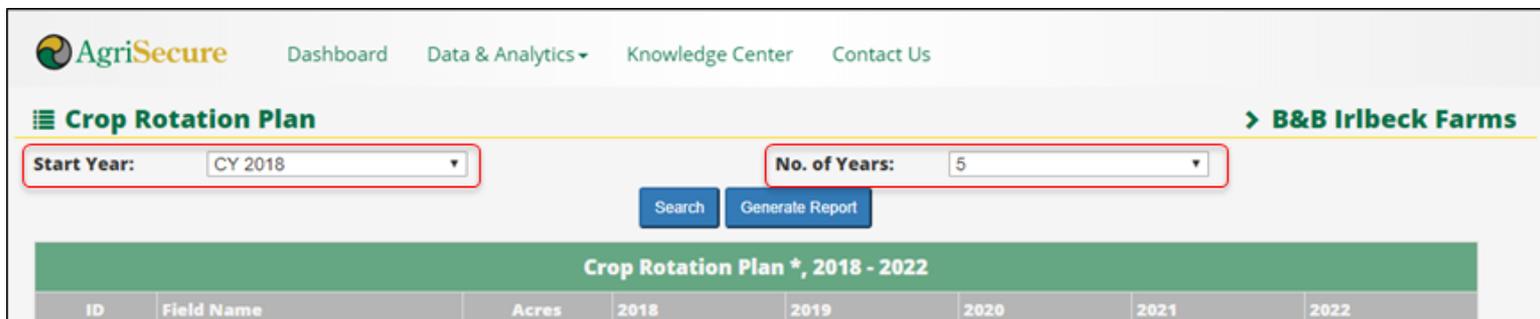
- **Step 1** – Select the “Crop Rotation Plan” option in the “Data & Analytics” menu dropdown (see 1st image below)



The screenshot shows the AgriSecure dashboard with the 'Data & Analytics' menu open. The 'Crop Rotation Plan' option is highlighted with a red box. Below the menu, a table titled 'Rotation Plan *, 2018 - 2022' is visible, showing data for fields like Atlantic 1, Gruhn, and Maries.

ID	Field Name	2018	2019	2020	2021	2022
1597	Atlantic 1		Organic Corn (120)		Organic Corn (65)	
1610	Gruhn		Organic Corn			
1611	Maries		Organic Corn (40)			

- **Step 2** – Select the desired “Start Year” and “No. of Years” to be generated (see 2nd image below)
- **Step 3** – Hit “Search”
- **Step 4** – Select “Generate Report” to create a PDF report (see attached). A PDF report can run in the “Report Center”



The screenshot shows the 'Crop Rotation Plan' configuration screen. The 'Start Year' dropdown is set to 'CY 2018' and the 'No. of Years' dropdown is set to '5'. Both dropdowns are highlighted with red boxes. Below the configuration, there are 'Search' and 'Generate Report' buttons. A table titled 'Crop Rotation Plan *, 2018 - 2022' is partially visible at the bottom.

ID	Field Name	Acres	2018	2019	2020	2021	2022
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Crop Rotation – View & Report

Why Use the Crop Rotation Plan: the functionality allows grower view their crop rotation – both history & future plans – and access a number of variable including:

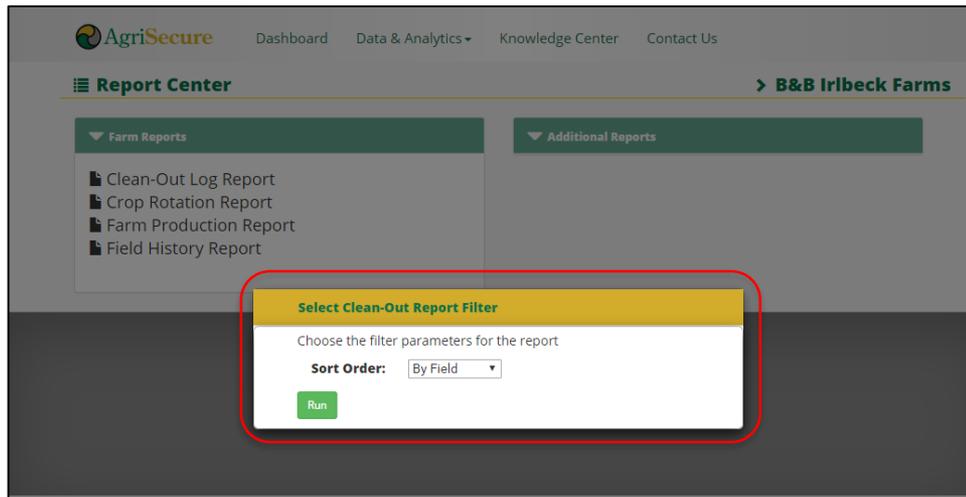
- Do I have the right rotation planned to support the agronomy & weed management requirements in organic for each of my fields (e.g., oh gosh why I am planning on doing corn for 3 years in a row)?
- Do I have a balanced crop rotation mix across all my acres to generate my targeted revenues (i.e., am I too heavily weighted in lower profitability crops in one year)?
- What kind of equipment will I need to purchase in the future to manage my fields appropriately?

Crop Rotation Plan *, 2019 - 2021					
ID	Field Name	Acres	2019	2020	2021
1597	Atlantic 1	63	Organic Corn (120)		Organic Corn (65)
1610	Gruhn	16	Organic Corn		
1611	Maries	38	Organic Corn (40)		
1446	Minburn Farm	120	Organic Corn (115)	Straw (115), Organic Winter Wheat (115)	Organic Corn (115)
1491	Rockwell City	138	Organic Corn (130)	Canola	
1543	Theilens	73	Transitional Winter Wheat (69), Organic Corn (8)	Transitional Field Peas	
1545	Weises	55	Organic Corn (50)	Canola (50)	Organic Winter Wheat (50)
1612	Wes's Bottom	32	Organic Corn, Transitional Corn	Canola	Winter Wheat

* Note: values in () are acres for the crop, and are only displayed if those acres differ from the field acres.

Acres by Crop **, 2019 - 2021			
Crop Name	2019	2020	2021
Canola		220	
Organic Corn	511		180

Clean-Out Log Report – Generating the Report



- **Step 1** – Select the “Report Center” option in the “Data & Analytics”
- **Step 2** – Select the “Clean-Out Log Report”, choose the desired “Sort Order” and click the “Run” button
- **Step 3** – Save the PDF report to your computer, when prompted.
- **Step 4** – Review the report for accuracy. Enter needed changes or updates in MyFarm and re-run the report.

Date	Field	Category	Product / Action	Clean Out Answer	Completed On	By
4/15/2019	Atlantic 1	Tilling	Discing	<input checked="" type="checkbox"/> Clean-out - Tillage Equipment	4/16/2019 1:40 AM	Irlbeck, Bryce
4/14/2019	Atlantic 1	Fertilizing	Soild Manure Spreading	<input checked="" type="checkbox"/> Clean-Out – Not Required	4/16/2019 1:29 AM	Irlbeck, Bryce
4/11/2019	Atlantic 2	Fertilizing	Soild Manure Spreading	<input checked="" type="checkbox"/> Clean-Out – Not Required	4/16/2019 1:33 AM	Irlbeck, Bryce

Knowledge Center

Knowledge Center > B&B Irlbeck Farms

Check out each section below to see documents and videos that guide you in your farming practices.

- Best Practices**
 - Transition Best Practices
 - Cultivation Tips OPL
 - Field Peas Tips OPL
 - Merchandising OPL
 - Organic Corn Tillage Tips OPL
 - Organic Soybean Rescue OPL
 - Rotary Hoe Tips OPL
 - Soybean Weed Management Case Study
 - Spray Drift Protocols OPL
 - Tine Weeder Tips OPL
 - Weed Burning Tips OPL
 - Working with Walkers OPL
- Certification & Compliance**
 - OMRI Overview
 - Organic Inputs Certification OPL
 - Organic Inputs Guide
- Equipment & Services**
- Risk Management & Support Programs**



The knowledge center provides access to best practices, equipment overviews, certification & compliance information

MyFarm User Roles

Role	User Permissions
Client Administrator	<ul style="list-style-type: none">• Can access client data for all client farms• Can view financial data for all client farms
Client Manager	<ul style="list-style-type: none">• Can access client data for all client farms• <u>Cannot</u> view financial data for all client farms
Client User*	<ul style="list-style-type: none">• Can access client data for all client farms• <u>Cannot</u> view financial data for all client farms• Additional future restrictions may be put in place



Transforming Organic Agriculture

Questions?

Reach out to your Account Executive today!