



MEMBER WEBINAR

Pre-Season Planning

March 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.



Ken Jenkins – Account Executive

Ken is a **1st generation organic farmer** and certified crop advisor with a deep background in soil fertility. Ken received a BS in Agronomy from Iowa State University

CROP YEAR 2020 MEMBER WEBINAR SERIES

WEBINAR	DATE
Pre-Season Planning	Mar 17 & 18
In-Season Execution	Apr 7 & 8
Crop Protection & Inputs	Jun
Organic Farm Equipment	Jul
Assessing Field Productivity	Aug
Harvest-to-Delivery	Sep
Unannounced Inspections	Dec
Annual Client Meeting (pre- Farmer2Farmer)	Dec
Season Review	Jan

COVID-19 UPDATE

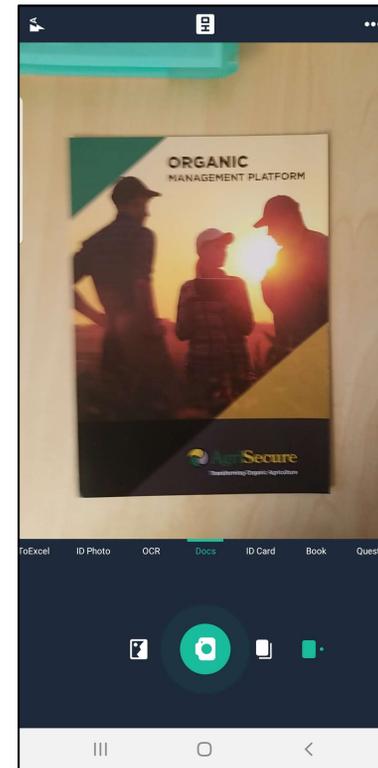
- Priorities are the health & safety of the AgriSecure team & members, and maintaining business continuity
- AgriSecure will eliminate all non-essential travel until April 15th, and will provide updates as we continue to monitor the situation
- Request members commit to virtual meetings & information sharing
 - Web meetings
 - Document sharing leveraging CamScanner phone app
- What can you do to help?
 - Be responsive to requests & proactive in communication
 - Keep AgriSecure MyFarm up-to-date

PROVIDING YOUR RECORDS

Sharing Records

1. Email electronic versions (preferably as attachments) to certification@agrisecure.com – include the Farm Entity name & type of record in the subject line
2. Email electronic versions to your Account Executive
3. Keep an organized file of paper copies and share during a face-to-face meeting

CamScanner App: creates multi-page documents using your phone camera.



Training is available at AgriSecure's YouTube page, <https://www.youtube.com/watch?v=4NbXWgNAXL0>

AGENDA

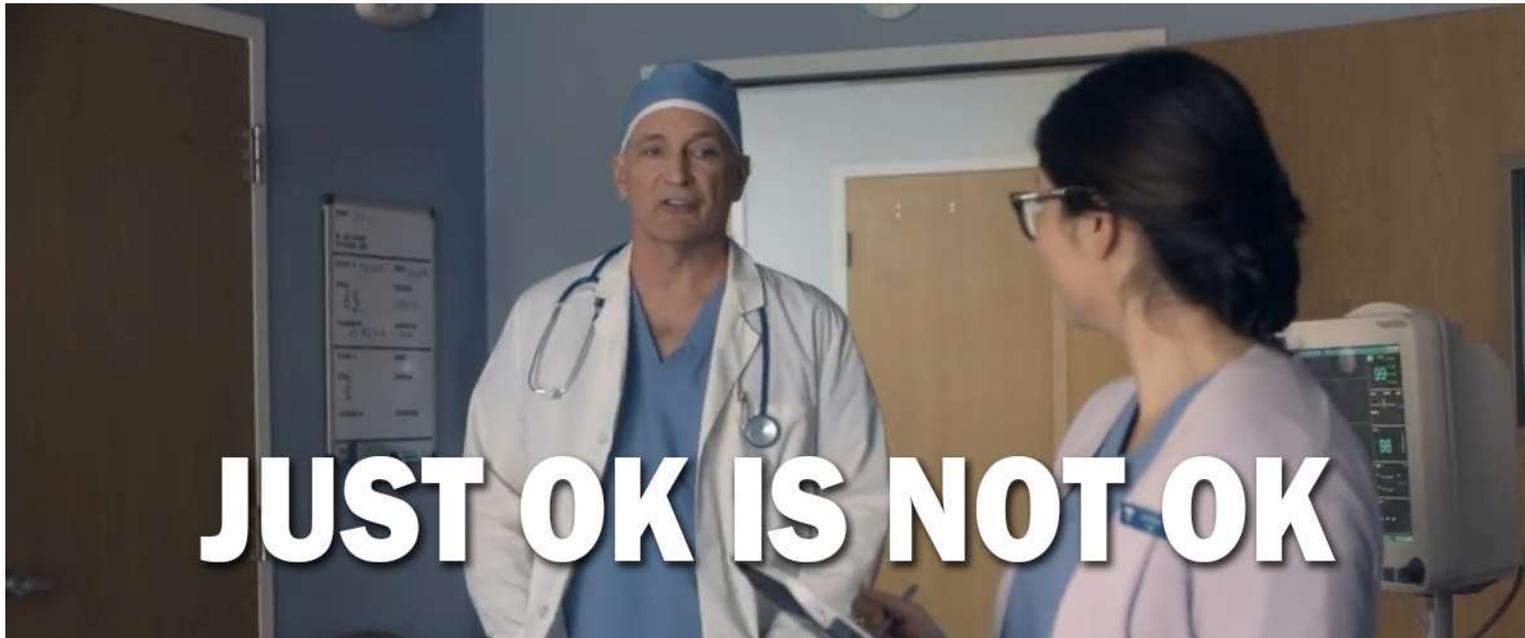
PLANNING FOR SUCCESS

TOPICS

- Building Field Plans for Success
- Managing Nitrogen with Organics
- Leveraging the MyFarm Platform
- Q&A

THE VALUE OF PLANNING

Organic production can be extremely rewarding, both professionally and financially, but requires a thoughtful plan and outstanding execution which is powered by a systems-based approach.



PLANNING IS THE FOUNDATION FOR SUCCESS

ORGANICS BRINGS COMPLEXITY



Benefits of planning

- Minimizes uncertainties
- Improves communications
- Supports in-season adjustments
- Allows for innovation
- Facilitates tracking for certification
- **Helps achieve economics goals**

PLANS THAT SUCCEEDED FIELD ROTATIONS

SIX IMPORTANT DIMENSIONS

Marketing

Agronomy

Revenue Balance

Input Purchasing

Operations

Certification

AgriSecure MyFarm > Crop Rotation Summary

Crop Rotation Plan *, 2019 - 2021					
ID	Field Name	Acres	2019	2020	2021
1567	Home Farm West 4	24	Organic Corn	Organic Barley	
3049	Madrid Farm	143		Transitional Alfalfa	Transitional Alfalfa
1611	Maries	38	Organic Corn (40)	Organic Field Peas	Organic Alfalfa
1446	Minburn Farm	120	Organic Corn (115)	Organic Field Peas (115)	Organic Corn (115)
1491	Rockwell City	138	Organic Corn (136)	Organic Field Peas	Organic Corn
1543	Theilens	73	Transitional Winter Wheat (69), Organic Corn (8), Organic Grass (8)	Transitional Alfalfa	Organic Corn
2700	Tower Farm 1	56	Transitional Oats	Organic Corn	Organic Field Peas
2701	Tower Farm 2	55	Transitional Rye (50)	Transitional Oats	Organic Corn
1545	Weises	55	Organic Corn (49)	Organic Corn (50)	Organic Field Peas (50)
1612	Wes's Bottom	32	Organic Corn, Transitional Corn	Organic Corn, Organic Cereal Rye (3)	Organic Field Peas
2703	Wes's East	70	Transitional Rye	Transitional Alfalfa	Organic Corn

PLANS THAT SUCCEEDED

FIELD ROTATIONS

	A	B	C	D	E
Y1	Corn	Corn	Corn	Corn	Corn
Y2	Soybeans	Cover Crops / Grazing	Soybeans	Peas/Barley (Alfalfa – FS)	Alfalfa
Y3	Barley or Wheat	Corn	Alfalfa / Oats	Alfalfa	Alfalfa

Pros	<ul style="list-style-type: none"> • Est. markets and economics • Solid agronomic rotation 	<ul style="list-style-type: none"> • Est. markets • Maximize corn economics • Inputs & management 	<ul style="list-style-type: none"> • Est. markets • Weed control • Higher yielding corn 	<ul style="list-style-type: none"> • Reduced management • Weed control + agronomics 	<ul style="list-style-type: none"> • Minimal management • + weed control • Minimal inputs
Cons	<ul style="list-style-type: none"> • Soybean mgmnt • Small grain disease control • 3rd crop marketing 	<ul style="list-style-type: none"> • Increased cattle management • Understanding of cattle market 	<ul style="list-style-type: none"> • Increased labor • Soybean mgmnt • Alfalfa Marketing 	<ul style="list-style-type: none"> • 3rd crop marketing • Labor for alfalfa 	<ul style="list-style-type: none"> • Labor for alfalfa • Marketing alfalfa

PLANS THAT SUCCEED

EVALUATING EXECUTION CAPACITY

QUESTIONS TO ASK YOURSELF?

What is realistic?

What are the risk?

What is my risk tolerance?

Fieldwork Metrics, 2020																		
		2019					2020											
	Activity	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Tot
FE	Custom Application							114										114
FE	Dry Spreading <500#/acre					106	114	84	3		32							339
FE	Soild Manure Spreading	143		105		16	238				282							784
FH	Gather Bales												143					143
PL	Planting Corn										532							532
SP	Aerial Application												333					333
SP	Custom Spraying										146							146
TI	Cultivating											997	68					1,065
TI	Discing									615	418		475	38				1,546
TI	Field Conditioning									471	333		463	55			138	1,460
TI	Field Cultivating										200							200
TI	Rotary Hoeing										951		785					1,736
TI	Tine Weeder										312							312
Summary		272	198	95	122	352	198	76	1,797	3,279	1,070	3,957	364	607	1,048	138	13,574	

PREPARING TO ADJUST (OR CHANGE)

The only things in life that are guaranteed are death, taxes, and... you will need to make in-season adjustments if you are farming

KEYS TO SUCCESS

- Research the options
- Evaluate the options using data
- Understand the risks & how to mitigate the risks
- Ensure changes fit into the whole farm plan – this year and in the long-term

CUT-OFF GUIDES

EXAMPLE OF GREAT PLAN THINKING

DECISION: Should I plant organic corn back-to-back or include a small grain in the rotation this year?

JUST OK

- Corn will be more profitable this year – and I really need that profit
- Corn has a lower risk because I have a better crop insurance guarantee
- I'll do it this year to get myself in a better financial position,... and next year I'll move to a more sustainable long-term field rotation

GREAT PLAN

- Let's evaluate the data about long-term return for the field – including *realistic yields*
- The 3-year return and risk remains similar if I stick to a balance rotation
- My APH should improve to create a higher floor (or reduce risk) for the future
- My ability to execute a balanced whole farm plan also increases

EXPECTATIONS

MEMBERS

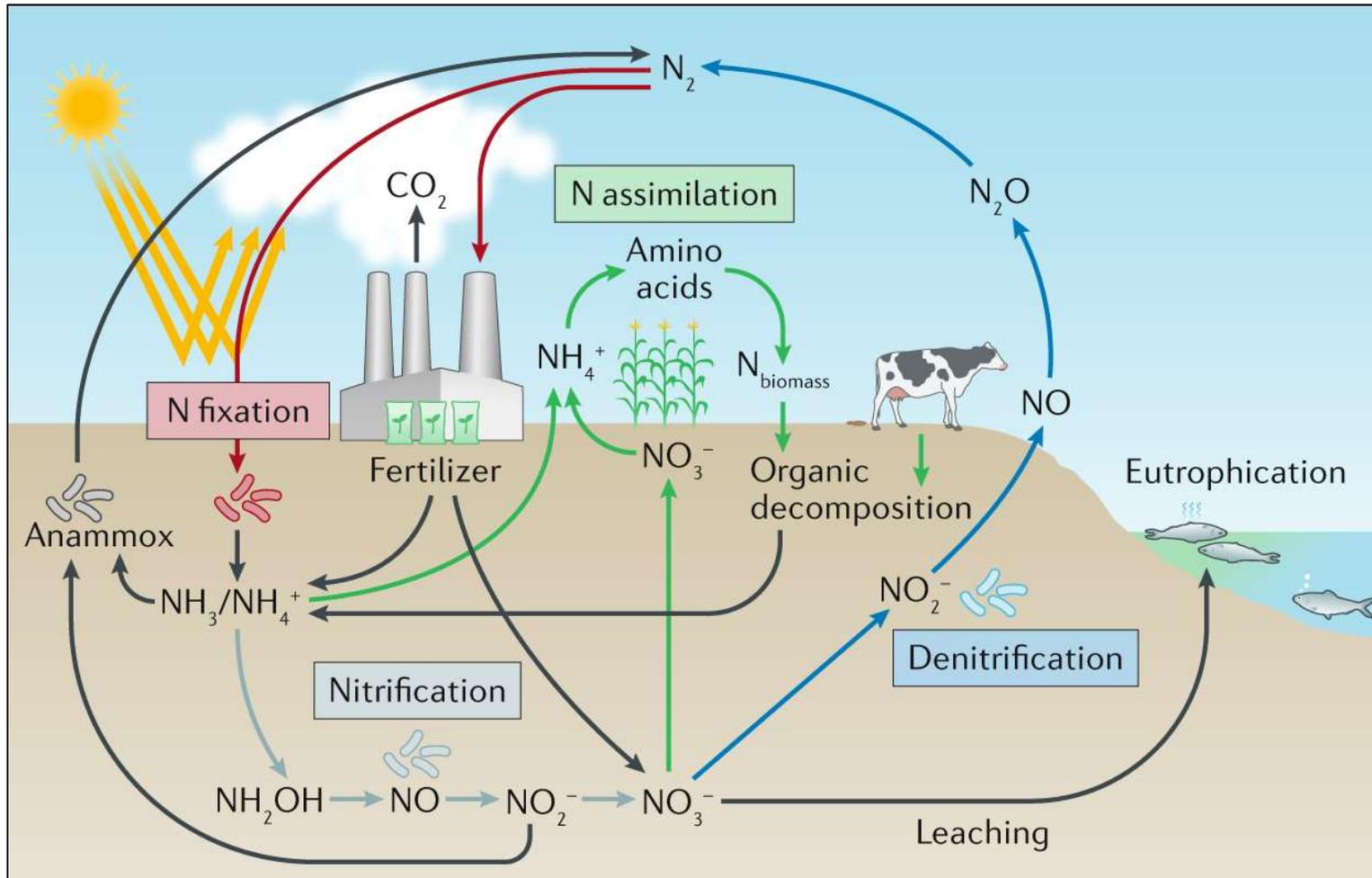
- Create a plan for each field
- Evaluate the ability to execute (equipment & labor)
- Purchase inputs & fertility well in advance
- Reach out with specific questions for support
- Do what you do best – raise the crop

AGRISECURE

- Understand the organic rules and regulations
- Review for best practices
- Evaluate long-term rotation
- Pressure test for 'bottlenecks' & 'pinch points' before reaching them
- Support field management changes when necessary
- Provide support when time is limited

Fertility in Organics

NITROGEN CYCLING



NITROGEN MANAGEMENT

THE VALUE & DIFFERENCES OF MANURES

HOG MANURE

- Nitrogen availability = 70-100%
- Mainly ammonium nitrogen
- Inorganic nitrogen = dissolves and readily available to plants

POULTRY LITTER

- Nitrogen Availability
 - Year 1 = 40-60%
 - Year 2 = 10-30%
- Organic Nitrogen = slow release, not directly available to plants
- Microbial content helps breakdown organic matter and release nitrogen for plant uptake

NITROGEN MANAGEMENT

SELECTING THE RIGHT MANURE & SOURCE

Criteria	Considerations
Source	<ul style="list-style-type: none">• Poultry, hog, cattle• Age or stage of growth will impact N content
Storage	<ul style="list-style-type: none">• Storage method will impact N content• Covered, uncovered, lagoon, etc.
Diet	<ul style="list-style-type: none">• Feeding ration impact N-P-K content
Timing	<ul style="list-style-type: none">• Incorporation, broadcast, knifing, etc.
Rate	<ul style="list-style-type: none">• Soil tests• Nitrogen credits from prior crops

NITROGEN MANAGEMENT

VALUE OF LEGUME CROPS

Legume (Previous Crop)	Corn		Wheat & Barley	
	1st Year	2nd Year	1st Year	2nd Year
Soybeans	40-50	0	20	0
Edible beans	20-30	0	10	0
Field Peas	20-30	0	10	0

Alfalfa	1st Year	2nd Year	1st Year	2nd Year
4+ years	150	75	75	35
2-3 years	100	50	50	25
1 or less years	40	0	0	0

Source: Minnesota Department of Ag and University of Minnesota Extension

NITROGEN MANAGEMENT

VALUE OF COVER CROPS

Species	Seeding Date Range	Winter Kill ¹	Total N (Lbs/Acre/Yr)	Cost/Acre
Austrian Winter Peas	Aug-Sep	Yes	70-150	\$
Balansa Clover	Mar-May, July-Sep	Yes ¹	50-100	\$
Berseem Clover	mid May-Aug	Yes ¹	55-100	\$
Chickling Vetch	Mar-May	Yes	80-100	\$\$\$
Common Vetch	Aug-Sep	Yes	50-120	\$\$\$
Crimson Clover	Jun-Sep	Yes	55-130	\$
Faba Beans	Mar-Apr, Aug-mid Sep	Yes	50-140	\$\$\$
Frosty Berseem Clover	mid May-Aug	Yes ¹	55-100	\$\$
Hairy Vetch	Aug-Oct	Yes ¹	70-200	\$\$\$
Icicle Winter Peas	Aug-Sep	No	70-150	\$
Iron & Clay Cowpeas	Jun-Aug	Yes	150	\$\$
Lentils	Mar-May, Jul-Sep	Yes	20-30	\$\$
Mammoth Red Clover	Feb-May, Aug	No	70-150	\$
Purple Bounty Hairy Vetch	Aug-Oct	No	70-200	\$\$\$
Sainfoin	Apr-May, Aug-Sep	Yes	50-100	\$\$\$
Spring Peas	Mar-May, Aug-Sep	Yes	70-150	\$\$
Subterranean Clover	Aug-Sep	Yes ¹	70-100	\$\$\$
Sunn Hemp	Jun-Aug	Yes	100-140	\$
White Sweet Lupin	Mar-May	Yes	100-200	\$\$\$\$
Yellow Blossom Sweet Clover	Feb-May, Aug	No	100-200	\$

Source: Albert Lea Seed

MyFarm

SYSTEMS & PROCESSES

TURNING A CHALLENGE INTO AN OPPORTUNITY



BUILDING & UPDATING A FIELD PLAN

The screenshot shows the AgriSecure Grower Dashboard. The top navigation bar includes the AgriSecure logo and menu items: Operations, Analysis, Reports, and Knowledge Center. The main header area contains the text 'Grower Dashboard', 'Selected Client: B&B Irbe', a 'Show' button, and 'Crop Year: C'. A dropdown menu is open under 'Operations', listing: Work Orders, Field Plans (highlighted with a red box), Field Work Grid, Grain Tracking, Product Manager, and Product Audit. A blue callout box with the text 'Select 'Field Plan'' has a dashed red arrow pointing to the 'Field Plans' menu item.

Alerts	
Completed Work Orders without Clean-Out Answers	3
Work Orders are Overdue	16

FIELD VIEW

All fields will be listed for the selected crop year, filtering by field or crop type an option, icons bring you to specific functionality

The screenshot shows the AgriSecure interface for 'Field Plans' under 'B&B Irlbeck Farms'. It features a search bar with filters for 'Field' (set to '-All Fields-') and 'Crop Name' (set to '--Any Crop--'). A 'Search' button is located below the filters. Below the search bar is a table of field plans. Each row in the table includes an ID, Name, Acres, Status, Primary Crop, and a set of icons for actions. Callout boxes on the right side of the image point to specific elements: 'Filter by Field or Crop, if desired' points to the filter dropdowns; 'Field Rotation' points to the circular arrow icon; 'Field Plan Work Order' points to the document icon; and 'Field Crop Plan Summary' points to the wrench icon.

ID	Name	Acres	Status	Primary Crop	Actions
1597	Atlantic 1	63	Active	Organic Field Peas	▲ ↻ 📄 🔧
2712	Atlantic 2	57	Active	Organic Field Peas	▲ ↻ 📄 🔧
1403	East Farm 5	60	Active	Organic Corn	▲ ↻ 📄 🔧

FIELD – CROP ROTATION

2702 Wes's Home 114 Acres Active Organic Corn
 ID Name Acres Status Primary Crop

1 **Crop Rotation History**

CPID	Year	Scenario	Primary Crop	Plan Acres	Yield	Actions
8154	2023	Base Budget	Organic Field Peas	114	2,850 Bu.	
6378	2022	Base Budget	Organic Corn	104	20,800 Bu.	
6377	2021	Base Budget	Organic Field Peas	104	2,600 Bu.	
6376	2020	Actual	Organic Corn	114	22,800 Bu.	
6373	2019	Actual	Transitional Alfalfa	114	456 Tons	

#	ICON	ACTION
1		RETURN TO PREVIOUS SCREEN (DON'T USE BROWSER BUTTON)
2		VIEW CROP PLANS
3		VIEW, EDIT OR ADD WORK ORDERS TO A FIELD PLAN
4		RUN/SAVE CROP PLAN REPORT (AS A PDF)

FIELD CROP PLAN SUMMARY

CROP, ACRES, RENT, PRODUCTION, PRICE

2702 Wes's Home 114 Active Organic Corn
 ID Name Acres Status Primary Crop

1 Back **Field Crop Plans** Crop Plan: +

Crop Year: CY 2020

ID	Primary Crop	Plan Acres	Rent	Actions	Delete
6376	Organic Corn	114	\$300.00 Cash Rent	2 3 4	5

Scenario	Crop	Price	Crop Acres	Y/Acre	Yield	Primary	Ac
Actual	Organic Corn	\$9.00	114	200.0	22,800 Bu.	Primary	5

Note: A bolded price field indicates field specific pricing

#	ICON	ACTION
1		RETURN TO PREVIOUS SCREEN (DON'T USE BROWSER BUTTON)
2		EDIT CROP PLAN ACRES AND RENT, PLANTED ACRES, YIELD, AND PRICE
3		ADD CROP PLAN (E.G., A SECOND CROP)
4		RUN/SAVE CROP PLAN REPORT (AS A PDF)
5		DELETE CROP PLAN – PROCEED WITH CAUTION!

FIELD CROP PLAN SUMMARY

CROP, ACRES, RENT, YIELD, PRICE

Area used to update yield and price estimates by field – review with Account Executive

2702 ID Wes's Home Name 114 Acres Active Status Organic Corn Primary Crop

Back **Field Crop Plans** Crop Plan: +

Crop Year: CY 2020

ID	Primary Crop	Plan Acres	Rent	Actions	Delete
6376	Organic Corn	114	\$300.00 Cash Rent	   	

Editing Crop Plan Data

Plan Acres* **Rent***

Scenario	Crop	Price	Crop Acres	Y/Acre	Yield	Level	Actions
Actual	Organic Corn	\$9.00	114	200.0	22,800 Bu.	Primary	

Editing Crop Data

Crop Acres* **Yield Mode** Per Acre Total **Bu. / Acre***

Price* **Price Mode** General Price Price This Field

Note: A bolded price field indicates field sp

ACTION

PER ACRE OR TOTAL – WILL AUTO CALCULATE THE OTHER (E.G., YIELD PER ACRE X ACRES)

GENERAL PRICE OR PRICE THIS FIELD – ALLOWS FOR ESTIMATING BASED UPON DIFFERENT CONTRACT PRICES

FIELD PLANS – WORK ORDERS & PRODUCTS

2702 Wes's Home 114 Active Organic Corn
 ID Name Acres Status Primary Crop

Work Orders

Back

Crop Year: CY 2020 Crop Plan

Organic Corn

Work Order: +

ID	Crop	Scenario	Date	Activity	Cost	\$ / Acre	Products	Actions
135589	Organic Corn	Actual	1/1/2020	Organic Paperwork	\$2,850	\$25.00		
135590	Organic Corn	Actual	1/13/2020	Dry Spreading <500#/acre	\$2,408	\$21.13	SuperCal SO4	
135592	Organic Corn	Actual	1/13/2020	Soild Manure Spreading	\$16,644	\$146.00	Chicken Manure	
85056	Organic Corn	Budget	5/6/2020	Field Conditioning	\$1,710	\$15.00		
85040	Organic Corn	Budget	5/7/2020	Planting Corn	\$9,402	\$82.47	Seitec 6381	
85059	Organic Corn	Budget	5/9/2020	Rotary Hoeing	\$1,368	\$12.00		
85057	Organic Corn	Budget	5/10/2020	Tine Weeder	\$1,710	\$15.00		
85058	Organic Corn	Budget	5/12/2020	Tine Weeder	\$1,710	\$15.00		
85043	Organic Corn	Budget	6/6/2020	Cultivating	\$1,140	\$10.00		
85044	Organic Corn	Budget	6/20/2020	Cultivating	\$1,140	\$10.00		
124671	Organic Corn	Budget	7/15/2020	Aerial Application	\$6,712	\$58.88	Regali 1.4EC	
118459	Organic Corn	Budget	9/1/2020	Crop Insurance	\$3,990	\$35.00		
85046	Organic Corn	Budget	10/1/2020	Combining Corn	\$3,990	\$35.00		
85047	Organic Corn	Budget	10/2/2020	Harvest Charge	\$9,576	\$84.00	Drying Grain, Truck Hauling	
Total:					\$64,350	\$564		

#	ICON	ACTION
1	+	ADD A NEW WORK ORDER
2		VIEW OR EDIT AN EXISTING WORK ORDER, INCLUDING ADDING, DELETING, OR EDITING PRODUCTS
3		DELETING A WORK ORDER

ADDING A WORK ORDER

2702 Wes's Home 114 Acres Active Organic Corn

ID Name Status Primary Crop

Add Work Order to Crop Plan

Back

Crop Year: 2020 | Crop Plan: Organic Corn | Category: Fieldwork - Fertilizing

Select	ID	Description	Cost	Organic
<input type="radio"/>	334	Custom Application	\$38.20 / Acre	Not Prohibited
<input type="radio"/>	190	Dry Spreading <500#/acre	\$6.00 / Acre	Not Prohibited
<input type="radio"/>	199	Dry Spreading >500#/acre	\$8.75 / Acre	Not Prohibited
<input type="radio"/>	1125	Effluent Application	\$1.00 / Acre	Not Prohibited
<input type="radio"/>	1126	Fertigation	\$1.00 / Acre	Not Prohibited
<input type="radio"/>	333	Hagie Spraying	\$15.00 / Acre	Prohibited
<input type="radio"/>	248	Lime Hauling	\$0.00 / Acre	Not Prohibited
<input type="radio"/>	1124	Liquid Manure Application	\$1.00 / Acre	Not Prohibited
<input type="radio"/>	216	Solid Manure Spreading	\$0.00 / Acre	Not Prohibited

Scenario: --Choose Scer Job Date: 02/26/20

Add Work Order

Steps

- 1 Select "Category"
- 2 Pick the "Type" from the category options
- 3 Choose the "Scenario" – budget or actual
- 4 Determine the "Job Date"
- 5 Click "Add Work Order"

EDITING A WORK ORDER

2702 Wes's Home 114 Acres Active Organic Corn

ID Name Acres Status Primary Crop

Add Work Order to Crop Plan

Back

Crop Year: 2020 | Crop Plan: Organic Corn | Category: Fieldwork - Fertilizing

Select	ID	Description	Cost	Organic
<input type="radio"/>	334	Custom Application	\$38.20 / Acre	Not Prohibited
<input type="radio"/>				Prohibited
<input type="radio"/>				Prohibited
<input type="radio"/>				Prohibited
<input type="radio"/>				Prohibited
<input type="radio"/>				Prohibited
<input type="radio"/>				Prohibited
<input type="radio"/>	248	Lime Hauling	\$0.00 / Acre	Not Prohibited
<input type="radio"/>	1124	Liquid Manure Application	\$1.00 / Acre	Not Prohibited
<input type="radio"/>	216	Solid Manure Spreading	\$0.00 / Acre	Not Prohibited

Scenario: Budget Job Date: 02/26/20

Work Order Added

The new work order was successfully added. Do you want to edit the work order?

Yes No

EDITING A WORK ORDER

1597
ID
Atlantic 1
Name
63
Acres
Active
Status
Organic Field Peas
Primary Crop

← Back
Work Order Detail

Crop Year: 2022 | **Crop Plan:** Organic Field Peas | **Work Order:** Spraying, Custom Spraying

WO ID
125089

WO Name
Custom Spraying

Job Date
05/15/2021

Total \$
\$378

Note (100 chars)

Scenario
Budget

Job Acres
63

Job S
\$1,106

Crop
Organic Field Peas

Cost Mode
Per Acre

Cost / Acre
6

Total Cost / Acre
\$17.56

Total Cost / Bu.
\$0.70

Products

Add Product +

ID	Product	App Rate	Acres	Cost/Unit	Total Cost	Organic?	Action
125098	Procidic	8 Oz / Acre	63	\$185.00 / Gallon	\$728	Not Prohibited	✎ 🗑

Editing a Work Order

- White fields can be edited
- Grey fields are auto-calculated, so not editable
- Will be auto-prompted to save after a change is made

Products

- Click on “Add Product”
- Edit icon for existing products

WORK ORDERS – ADDING / EDITING PRODUCTS

Adding a Product

- Products filtered by Work Order Activity
- Search and/or select product
- Edit rates, costs & units if needed
- Check cost per acre

Can't find a Product

- Click "Add new product from library"
- Review functionality with Account Executive

Products

Product Filters

All
 Organic Only

Product:
Rate / Acre:
Unit:

Search by Name

Can't find product? Add new / from library: +

Acres:
Cost / Unit:
Unit:

ID	Product	App Rate	Acres	Cost/Unit	Total Cost	Prohibited	
125098	Procidic	8 Oz / Acre	63	\$185.00 / Gallon	\$728	Not Prohibited	

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



LOGGING ACTIVITIES IS REQUIRED TO MAINTAIN ORGANIC CERTIFCATION!!!

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

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

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

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

FIELD GRID – ACTIVITIES vs. CAPACITY

Field Work Grid > B&B Irlbeck Farms

Field: Category:

Fieldwork Metrics, 2020																		
		2019					2020											
	Activity	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Tot
FE	Custom Application							114										114
FE	Dry Spreading <500#/acre					106	114	84	3		32							339
FE	Soild Manure Spreading	143		105		16	238				282							784
FH	Gather Bales												143					143
FH	Harvesting Hay (Mowing, R										73	73	76	73	73			368
FH	Hauling Bales															143		143
FH	Mowing Hay														143			143
FH	Raking Hay														143			143
FH	Round Baling												233		143			376
PL	Planting Corn										532							532
SP	Aerial Application												333					333
SP	Custom Spraying										146							146
TI	Cultivating											997	68					1,065
TI	Discing									615	418		475	38				1,546
TI	Field Conditioning									471	333		463	55			138	1,460
TI	Field Cultivating										200							200
TI	Rotary Hoeing										951		785					1,736
TI	Tine Weeder										312							312
Summary		272	198	95	122	352	198	76	1,797	3,279	1,070	3,957	364	607	1,048	138	13,574	

FINANCIAL SUMMARY REPORT, By Field (NEW)

Financial Summary, All Fields

Generated On: 3/17/2020 7:51 AM CST

	PER ACRE	
	2019	2020
Revenue	\$656.76	\$867.56
Other Crop Revenue	\$45.90	\$299.13
Total Revenue	\$702.66	\$1,166.68
Seed	\$55.21	\$87.17
Fertilizer	\$116.36	\$54.15
Crop Protection	\$8.30	\$11.27
Fieldwork	\$173.67	\$173.77
Irrigation		
Int&Overhead		
Other	\$39.32	\$22.49
Rent	\$195.13	\$256.13
Total Expenses	\$587.98	\$604.97
Total Net Revenue	\$114.69	\$561.71

Financial Summary By Field, Maries

Generated On: 3/17/2020 7:51 AM CST

NOTE: Fields with BLUE font contain automated formulas - do not edit.

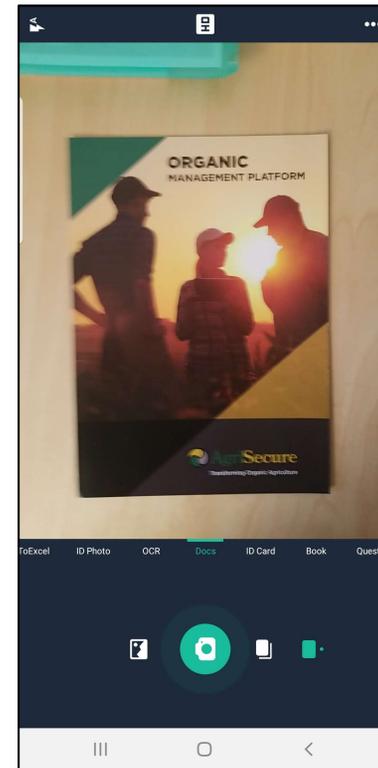
	PER ACRE			
	2019	2020	2021	Average
Primary Crop	Organic Corn	Organic Field Peas	Organic Alfalfa	
Yield per Acre	165.00	30.00	4.00	
Price per Unit	\$9.00	\$16.00		
Revenue	\$1,485.00	\$480.00		\$655.00
Other Crop Revenue		\$320.00		\$106.67
Total Revenue	\$1,485.00	\$800.00		\$761.67
Seed	\$89.80	\$166.60		\$85.47
Fertilizer	\$136.18			\$45.39
Crop Protection				
Fieldwork	\$192.63	\$123.00		\$105.21
Irrigation				
Int&Overhead				
Other	\$57.75		\$15.00	\$24.25
Rent	\$300.00	\$300.00		\$200.00
Total Expenses	\$776.37	\$589.60	\$15.00	\$460.32
Total Net Revenue	\$708.63	\$210.40	\$(15.00)	\$301.34
Break Even Yield	86.26	36.85	0.00	
Break Even Price	\$4.71	\$19.65	\$3.75	

PROVIDING YOUR RECORDS

Sharing Records

1. Email electronic versions (preferably as attachments) to certification@agrisecure.com – include the Farm Entity name & type of record in the subject line
2. Email electronic versions to your Account Executive
3. Keep an organized file of paper copies and share during a face-to-face meeting

CamScanner App: creates multi-page documents using your phone camera.



Training is available at AgriSecure's YouTube page, <https://www.youtube.com/watch?v=4NbXWgNAXL0>

BE A MyFarm JEDI



How do I edit a work order in MyFarm?

Look for the wrench icon and....

MyFarm MINUTE VIDEO SERIES

The screenshot displays the YouTube interface for the 'MyFarm Minute Series' channel. The channel name is 'MyFarm Minute Series', and it is owned by 'AgriSecure'. The channel is public and has 6 videos with 5 views, updated 3 days ago. The video list includes:

- 1. MyFarm Minute - Shortcut For Your Phone (2:05)
- 2. MyFarm Minute - Work Orders (2:31)
- 3. MyFarm Minute - Utilizing the Field Work Grid for Execution (2:25)
- 4. MyFarm Minute - Reports: Utilizing the Field Plan History (3:33)
- 5. MyFarm Minute - Plans - Utilizing the Farm Production (2:25)
- 6. MyFarm Minute - Fields Plans Part 1 (2:23)

➔ Visit <http://bit.ly/MyFarmMinute>

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