



MEMBER WEBINAR

Planning for Success

April 2021

PRESENTORS



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.



Dahn Clemens – Organic Grain Marketing Advisor

Dahn has a crop marketing background, with a dedication to analyze and recognize the fundamental movements of markets. Dahn received his BS in Agricultural Economics, from the University of Nebraska



Amy Bruch – AgriSecure Advisor & Co-Founder

Amy is a **fifth-generation farmer** and an international ag entrepreneur. She has managed or consulted for over 15 cash crops on 3 continents and is a current member of the National Organic Standards Board.

AGENDA

PLANNING FOR SUCCESS

TOPICS

- Organic Market Update
- Fertility Management
- The NEW Organic Farm
- Leveraging the MyFarm Platform
- Q&A

CROP YEAR 2021

MEMBER WEBINARS & EVENTS

EVENTS	DATE
Pre-Season Planning	Apr 7
In-Season Execution & Crop Inputs	Early-May
Cover Crops & Rotations	Mid-July
Field Days	TBD
Harvest-to-Delivery	Early-Sept
Unannounced Inspections	Early-Nov
Annual Client Meeting	TBD

INPUT ALERTS

Weed Slayer Organic Herbicide

- As a standalone product Weed Slayer is permitted with restrictions for organic production systems, but the efficacy as a standalone product is minimal. The manufacturer, Agro Research International, is currently evaluating organically approved compounds to be incorporated, but to date does not have a solution.

Restriction(s): 1) Pesticide - May be used if preventative, mechanical, and physical management practices provided for at §205.206(a)-(d) are insufficient to prevent or control crop pests, weeds, and diseases. The operator must document conditions for using the substance in organic system plan.

- Weed Slayer is packaged and used in conjunction with AGRO GOLD WS, which is PROHIBITED for organic production due to the detection of Diquat and Glyphosate. Do NOT use Agro Gold WS for organic or transition production
- AgriSecure Recommendation: do not use Weed Slayer as a standalone product as lack of efficacy does not make it a sound investment. AgriSecure will continue to keep you up-to-date on future product development and organic approvals.

Poultry Litter Amendments: Many of the poultry barns associated with production for Costco's facility in Fremont, NE use a Litter Amendment that is prohibited for organic crop production.

- Verify with the seller that Litter Amendments APPROVED for organic production are used in the production barns before application
- Hog, cow, and cattle manure operations will also leverage pit amendments; however, there are products approved for organic production. This also needs to be verified by the seller prior to field application

Market Update

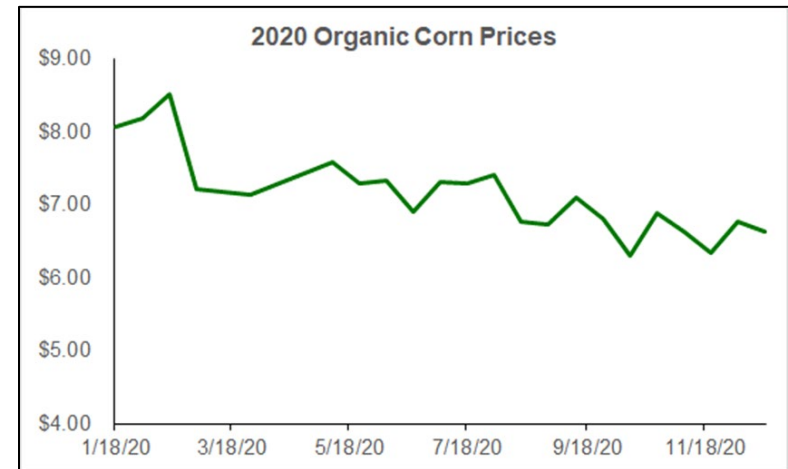
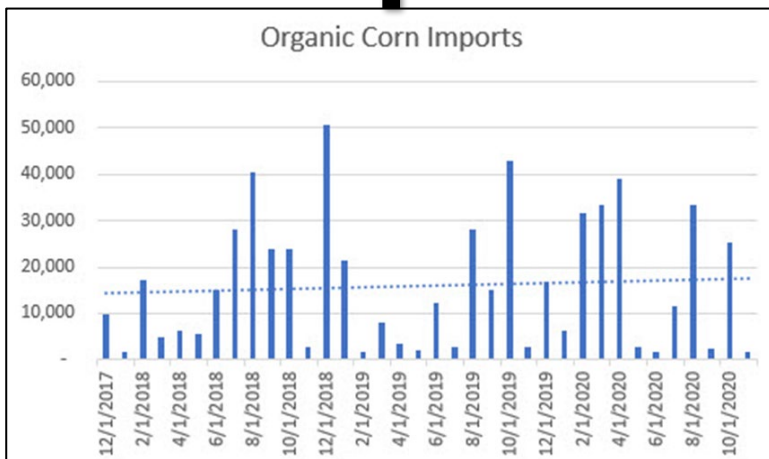
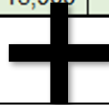
ORGANIC CORN – Learnings from 2020

Increased Domestic Production

Increased Imports

Deflated Values

State	2018 Acres	2019 Acres	% Change
Iowa	40,800	47,715	17%
Wisconsin	47,100	46,263	-2%
Minnesota	42,400	44,751	6%
Michigan	32,000	32,619	2%
New York	34,700	29,742	-14%
Nebraska	20,500	25,452	24%
Pennsylvania	20,000	20,865	4%
Illinois	15,800	18,264	16%
Ohio	15,900	16,908	6%



ORGANIC CORN – The 2021 Story

Increased Demand

Reduced Imports

Elevating Values

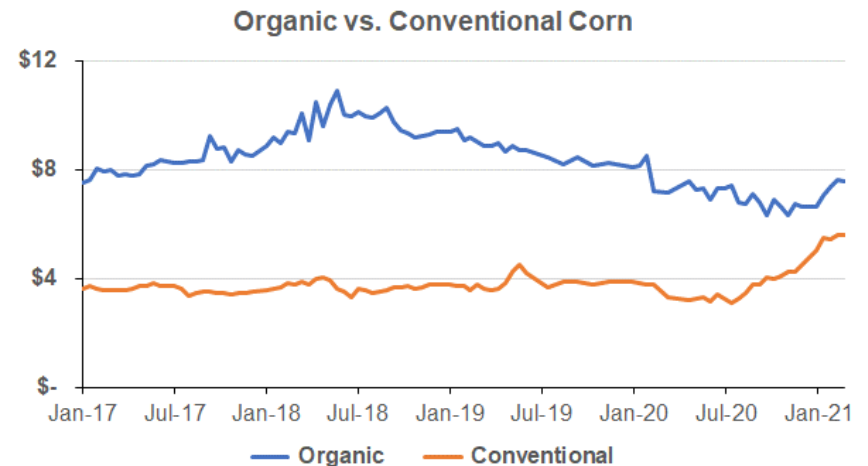
Demand

- Consumer awareness rose during Covid-19
- Families started eating at home during the pandemic
- Consumers now, more than ever, want to eat healthy



Imports

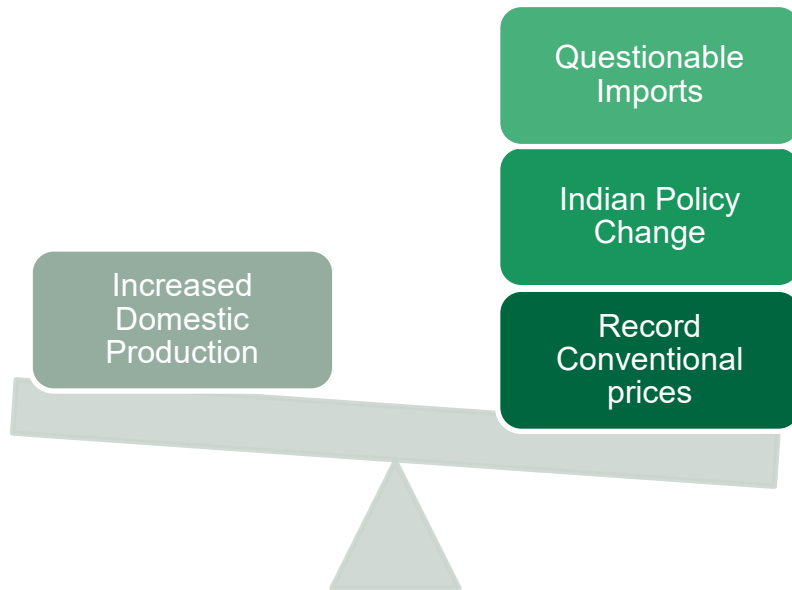
- Rally in conventional markets hindered imports
- Foreign exporters prioritized conventional bushels (over organic)



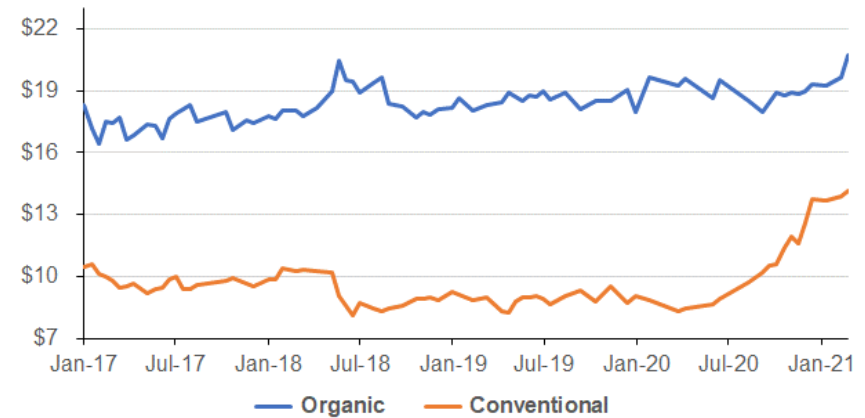
ORGANIC SOYBEANS

Domestic Supply

Import Supply



Organic vs. Conventional Soybeans




ORGANIC GRAIN MARKETING

Organic vs. Conventional

	Conventional	Organic
Transparency	High	Low , closely held info
Liquidity	Abundant	Limited
Volatility	High	Higher
# of buyers	Abundant	Limited, but growing
Delivery Points	Abundant	Limited
Bid Spread	Minimal	Varies



Organic Grain Marketing

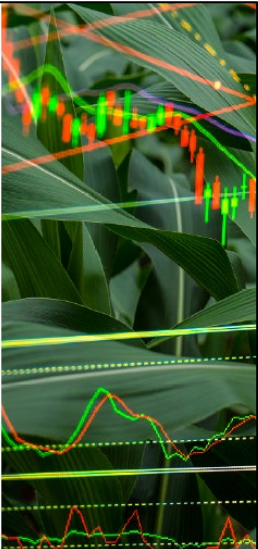


Sell now? Or wait? You want top dollar for your crop. Make sure you have the real-time insights, historical trends, and expert advice to make the right decisions.


The Organic Grain Marketing (OGM) service delivers a structured, risk appropriate approach to marketing your organic crops. By leveraging market insights and our robust buyer network, we can identify the best options — including price and logistics — for your farming operation.

- Operational and marketing needs assessment — to understand and identify opportunities
- Development of individualized organic grain marketing plan
- Organic marketing insights and price updates via monthly newsletter — along with news alerts
- Regular contract price and terms comparisons, with sales recommendations specific to your farm
- Regular contact with AgriSecure's Grain Marketing Advisor

Marketing organic crops can be challenging and time consuming — let AgriSecure help you optimize the value of your crop.



MIDWEST GRAIN HANDLING FACILITIES



Organic grain marketing requires a knowledge of handling facilities that utilize organic corn, soybeans, wheat, and more.

Fertility in Organics

The NEW Organic Farm

101 - LITTER BASICS

- Not all litter is created equal
- Ammonium Nitrogen vs. Organic Nitrogen
- Chicken vs. Hog vs. Cattle
- Off-season purchases
- Remember your affidavit!



Parameter	Analysis As Received	per ton
Ammonium nitrogen (total)	0.69 %	13.8
Organic nitrogen	2.59 %	51.8
Total Kjeldahl nitrogen (TKN)	3.28 %	65.6

Parameter	As Received	ton
Ammonium nitrogen (total)	0.43 %	8.6
Organic nitrogen	1.46 %	29.2
Total Kjeldahl nitrogen (TKN)	1.89 %	37.8

Difference of
22.6

201 – LITTER ADVANCED

- Too much of a good thing... can be a bad thing
 - Be aware of Nutrient build-up
 - P, K, Ca all can have lasting effects on your soil
- Broiler vs. Layer Litter
- Soil builders vs. plant feeders
- Split applications

Parameter	Analysis		Analysis	Lbs / Ton	
	As Received	per ton		Dry Basis	Dry Basis
Ammonium nitrogen (total)	0.69 %	13.8	2.67	53.3	40.4
Organic nitrogen	2.59 %	51.8	0.133	2.7	2.0
Total Kjeldahl nitrogen (TKN)	3.28 %	65.6	0.007	0.1	0.1
Phosphorus (as P ₂ O ₅)	3.09 %	61.8	2.81	56.1	42.5
Potassium (as K ₂ O)	3.05 %	61.0	5.69	113.7	86.2
Sulfur (total)	0.47 %	9.4	4.97	99.4	75.4
Calcium (total)	2.21 %	44.2	1.22	24.4	18.5
			13.30	266.0	201.7

A red dashed arrow points from the circled value 266.0 in the 'Dry Basis' column to the circled value 44.2 in the 'per ton' column.

301 – MOVABLE ELEMENTS

Nutrient	Notes	Sources
Nitrogen	<ul style="list-style-type: none">• Essential Macronutrients for plant function• Building Block of plant protein + enzymes	<ul style="list-style-type: none">• Litter• Cover Crops / Rotation• Soybean, blood, feather meal
Sulfur	<ul style="list-style-type: none">• Essential element in forming, enzymes, vitamins, & chlorophyll in plants• Protein production, promotes nodule formation in legumes, aids in seed production	<ul style="list-style-type: none">• Gypsum• Tiger Sul• Others
Boron	<ul style="list-style-type: none">• Cell division• Reproductive Growth• Seed Size	<ul style="list-style-type: none">• Granubor• Solubor• Others

Reminder: Whenever a product is placed on your soil make sure to get the OMRI certificate or Certification Agency approval, and review restrictions



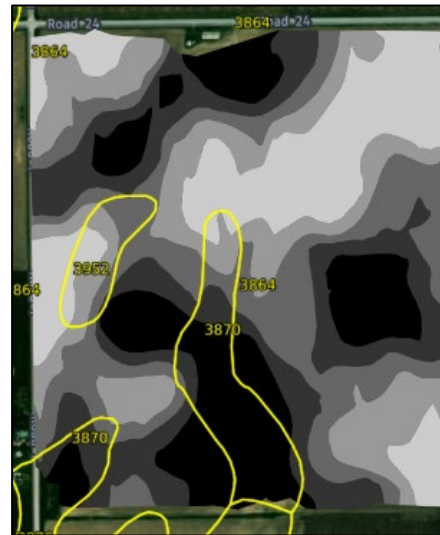
401 – COVER CROPS

- Strategic Deployment
 - Weeds = Rye
 - Nitrogen = clover, vetch, cow peas, Austrian peas
 - Compaction = radishes, turnips, rye
 - Disease = Mustard
- Planting timeframes
- Termination timing matters
- Tips on overwintering fall planted cover crops



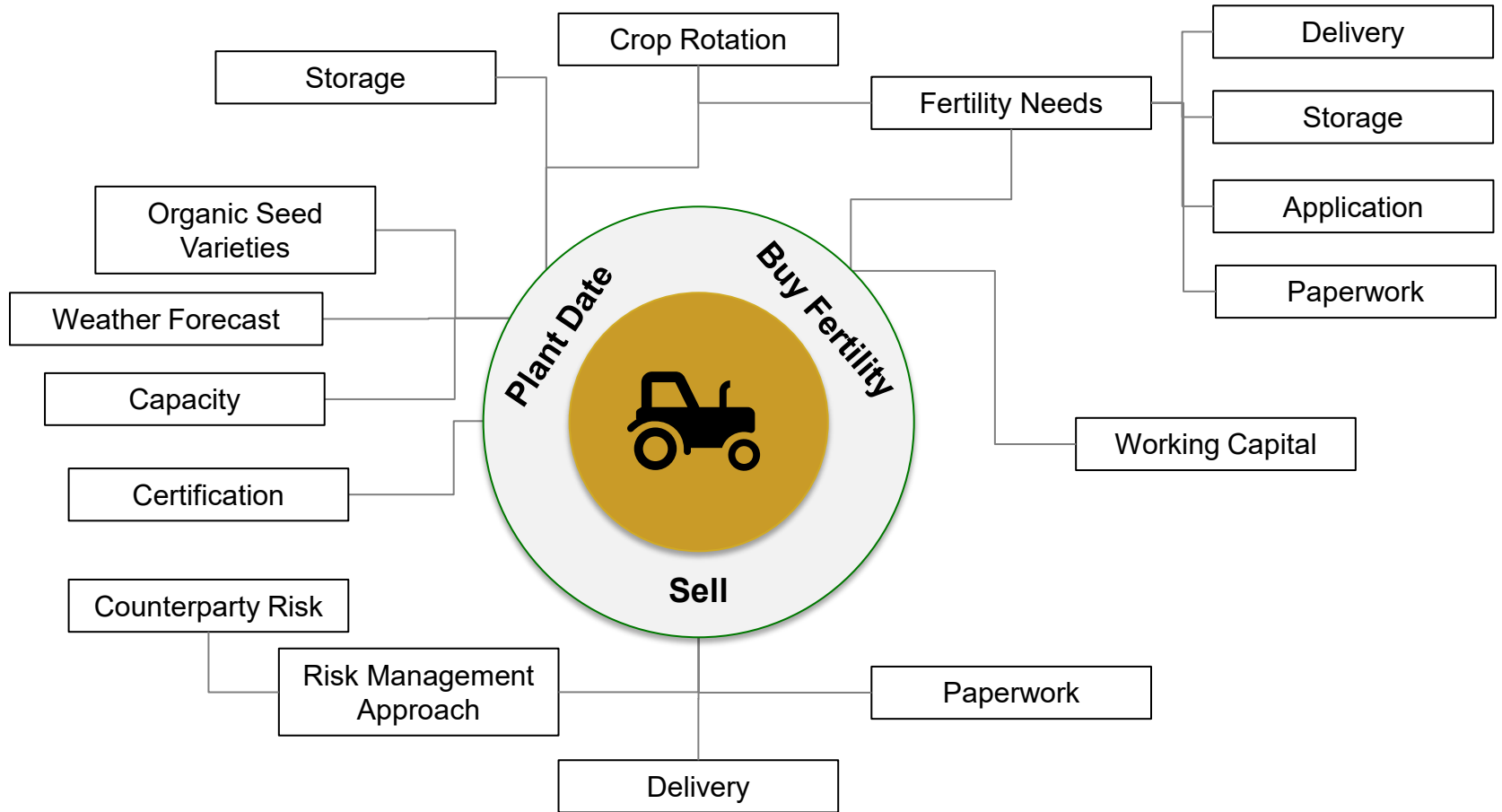
GRADUATE LEVEL – PRECISION FARMING + ORGANIC

- Implement a “Total System Approach”
 - Intentional Soil Balancing
 - Healthy plants are like healthy bodies
 - Root Cause Analysis
- Electro conductivity zone mapping / Annual Soil Samples
- Tissue Sampling throughout the season
- Leaf Ex



DECISION-MAKING – Organic vs. Conventional

Organic farming requires a myriad of decisions which are not present for conventional farms



DECISION-MAKING – An Evolution to Integration

Decision-making should evolve to emphasize decisions made based upon a thoughtful plan developed through an iterative process

Reactive	Proactive	Integrated
<ul style="list-style-type: none"> Concerned with making quick or immediate decisions based on problems that have occurred. These decisions are usually also made under pressure 	<ul style="list-style-type: none"> Evaluates potential options and makes a purposeful decision based upon likely outcome Decisions made with ample time and best possible information 	<ul style="list-style-type: none"> Proactive decisions that consider the short- and long-term systems effects, weighing the benefits & costs across multiple factors Integrates different ideas/factors together to reach a feasible solution
<p>Example:</p> <ul style="list-style-type: none"> Planting 2nd crop soybeans to generate revenue now vs. planting a cover crop to build fertility & agronomics for next year's corn 	<p>Example:</p> <ul style="list-style-type: none"> Getting filed plans created in January to evaluate execution capacity – and adjusting to create better chance of success Balancing 'high intensity' crops with small grains/alfalfa – asynchronous activities 	<p>Example:</p> <ul style="list-style-type: none"> Establishing a field rotation that works across the farm, and <i>then</i> Leveraging data in MyFarm to qualify for additional revenue opportunities (e.g., USDA programs, ROC contracts, etc.)

FOUNDATION – Farm & Field Rotations

Finding your “standard” long-term farm/field rotation(s) that allows for

- balance between agronomy, execution and economics, and
- manageable “decision set” required throughout the crop year

Organic Rotation Examples

	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

Decisions Made “Hard” or “Easy”

- Fertility
- Weed management
- Execution plan
- Equipment
- Crop marketing
- Input purchases / working capital

FIELD PLANNING – Time Spent is an Investment

QUESTIONS TO ASK YOURSELF

What is realistic?

What are the risks?

What is my 'backup' plan?

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

MyFARM – a Critical Tool for Success

AgriSecure Member's are systematically underutilizing the power of MyFarm by believing it only “helps get/stay certified”



Phases of MyFarm Utilization

- I. Entering field plans, tracking activities, and managing records
- II. Developing farm & field rotations – based upon data/results
- III. Building replicable processes, making decisions, and reporting to partners (e.g., lenders, etc.)
- IV. Capturing new/creative market-driven opportunities to profit – with ease

Working smarter, not harder!

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 balanced 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



MEMBER WEBINAR

Planning for Success

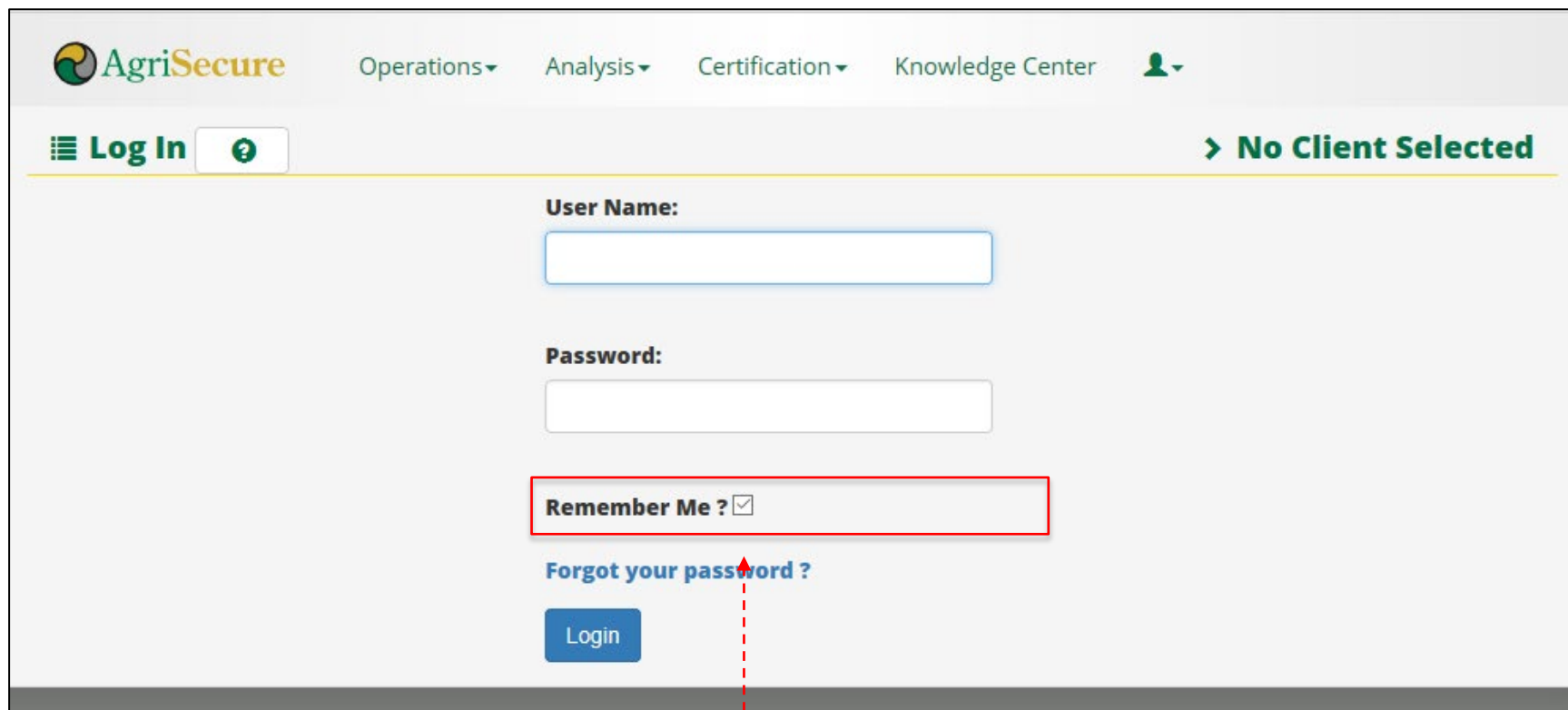
April 2021

MyFarm



REMEMBER ME > STAYING LOGGED IN

Ease-of-Use – the “Remember Me” function will allow you to stay logged in on a trusted device (e.g., computer, tablet, or phone)



The screenshot shows the AgriSecure login interface. At the top, there is a navigation bar with the AgriSecure logo and menu items: Operations, Analysis, Certification, and Knowledge Center. Below this is a 'Log In' button and a notification that says '> No Client Selected'. The main form contains fields for 'User Name:' and 'Password:'. Below these fields is a 'Remember Me ?' checkbox, which is highlighted with a red rectangular box. A red dashed arrow points from the text 'Check the Box' below the screenshot to the checkbox. Below the checkbox is a link for 'Forgot your password?' and a blue 'Login' button.

Check the Box

NOTIFICATIONS > ALERTS

MyFarm tracks your work tasks along with the compliance documents needed for organic certification. **Notifications** will automatically send you email reminders, too.

The screenshot shows the 'User Preferences' page in the AgriSecure system. The page includes a navigation bar with 'Operations', 'Analysis', 'Certification', and 'Knowledge Center'. A user profile dropdown menu is open, showing 'Preferences' and 'Log Out'. The 'User Name' is 'Sinkula, Steve' and the 'Delivery Mode' is 'Email'. The 'Notifications Enabled' section has 'Yes' selected. The 'Days to Send' section has 'Mon' selected. A table lists four notification rules, all of which are enabled.

Set your preferences


Select

- Days of week
- Notification types

Rule Name	Rule Description	Enabled
Past Due Work Orders	Work orders (field activities) with a date past due	<input checked="" type="checkbox"/>
Upcoming Work Orders	Work orders with a completion date within the next 7 days	<input checked="" type="checkbox"/>
Cleanouts Missing	Work orders with a required cleanout undocumented	<input checked="" type="checkbox"/>
Input Documents Missing	Seed, fertility, and crop inputs with required documentation missing	<input checked="" type="checkbox"/>

NOTIFICATIONS > ALERTS

Notification emails will automatically be sent around 7:30 am CT on the days selections – with link to the specific areas requiring attention.



MyFarm Action Reminders

Notifications from the AgriSecure MyFarm application. The following summary information identifies items requiring attention. [View Notification in MyFarm](#)

Notification Type	# of Items	Action
Past Due Work Orders	99	View
Upcoming Work Orders	0	View
Cleanouts Missing	5	View
Input Documents Missing	31	View

Reported metrics with links to MyFarm for viewing details

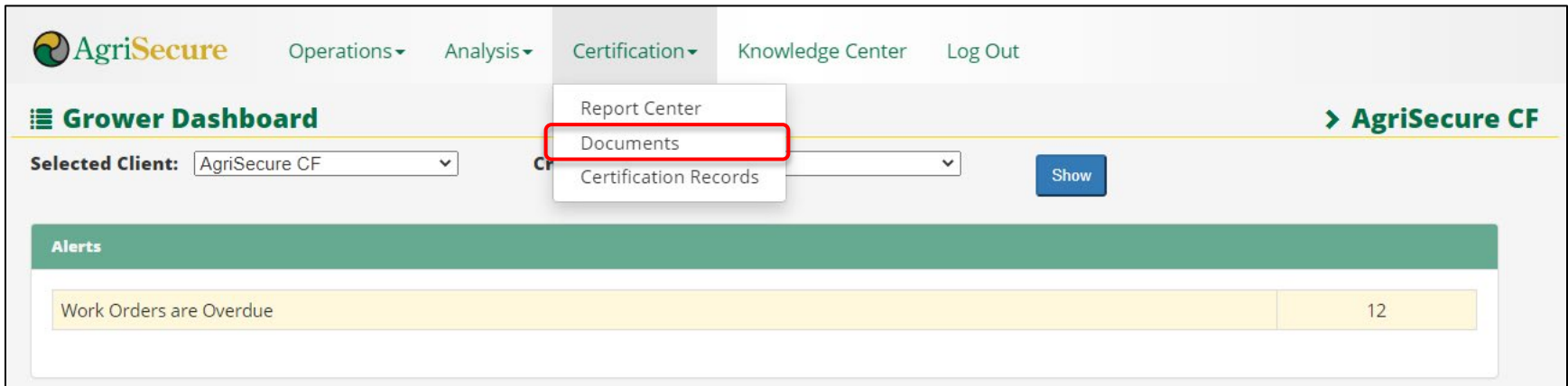
If you have any questions about this email, please contact Bryce Irlbeck at (712) 210-6158 or at bryce.irlbeck@agriseecure.com

If you would like to change your notification preferences, please visit the [MyFarm Application](#)

*** DO NOT REPLY TO THIS EMAIL ***

CERTIFICATION RECORDS

Certification Records – can be found in the “Documents” section and provides visibility to your ICS OSP plan modules and farming records (e.g., seed tags, crop input labels, invoices, settlement statements, affidavits, etc.). BUT... **only if you have shared them with AgriSecure.**



The screenshot shows the AgriSecure Grower Dashboard interface. At the top, there is a navigation bar with the AgriSecure logo and menu items: Operations, Analysis, Certification, Knowledge Center, and Log Out. Below this is a 'Grower Dashboard' section with a 'Selected Client' dropdown set to 'AgriSecure CF'. A 'Certification' dropdown menu is open, showing options for 'Report Center', 'Documents' (which is highlighted with a red box), and 'Certification Records'. A 'Show' button is visible next to the dropdown. Below the dashboard is an 'Alerts' section with a yellow alert: 'Work Orders are Overdue' with a count of '12'.

> Go to the Certification section and click on “Documents”

If you have questions contact your Account Executive or Pete Edlefson at Pete.Edlefson@agrisecure.com

DOCUMENT LIBRARY – NAVIGATION

- Certification >> Documents
- Select the document “Category” for documents to be viewed, downloaded and/or added.

The screenshot shows the AgriSecure web application interface. At the top, the navigation menu includes 'Operations', 'Analysis', 'Certification' (highlighted with a red box), 'Knowledge Center', and 'Log Out'. Below the navigation, the 'Document Library' section is active, with a breadcrumb trail showing '> B&B Irlbeck Farms'. The 'Category' dropdown menu is open, displaying a list of categories: '--Select--', 'OSP', 'Field', 'Fieldwork', 'Seed', 'Fertilizer', 'Crop Protection', and 'Grain Contract'. The 'Crop Year' dropdown is set to 'CY 2020'. On the right side, there is an 'Add a Document' button with a plus icon, a 'Select All' checkbox, and a 'Download All Selected' button. At the bottom of the page, there is a footer with the text '© - AgriSecure LLC | P: 402-478-4344 | Contact Us'.

DOCUMENT LIBRARY

ALL SEEDS AND CROP INPUTS IN FIELD PLANS WILL BE LISTED FOR THE CROP YEAR

#	ICON	ACTION
1		FILTER FOR THE DESIRED DOCUMENT CATEGORY
2		ADD A NEW DOCUMENT USING THE PLUS BUTTON
3		TAG A DOCUMENT TO OTHER PRODUCTS (E.G., INVOICES WITH MULTIPLE SEEDS)
4		DELETE A DOCUMENT

DOCUMENTS – ADDING RECORDS

All documents require a title, uploading the file, a category, associated product, and document type. If adding from product, the category, product, and document type will be auto-populated.

Add Document

Title

File
 No file chosen

Category

Associated To

Document Type

Crop Year

Document List

Category: Seed

Expand All

Alfalfa

Type
Seed Tag *
Invoice *
Non-GMO Affidavit *

Alfalfa

Uploaded On	Actions
8/24/2020 3:36 PM	
8/24/2020 3:43 PM	
8/24/2020 3:53 PM	


Alfalfa Seed: Syngenta 6422Q (Not Prohibited)

Corn Seed: Seitec 5924 CNV (Not Prohibited)

Missing Required Documents

DOCUMENTS – ASSOCIATE RECORDS TO PRODUCTS

Documents with multiple products can be associated to other products in a category.

1. Upload the document to the first product listed
2. Click the “tag” icon () to get the pop-up menu below
3. Highlight the desired document(s) and use the blue arrows to create (or remove) an association
4. Click Save

Add Reference to a Document

Title	F2F Alfalfa Invoice
File	FBN Alfalfa seed Invoice.pdf
Category	Seed
Associated To	Alfalfa Seed: F2F6C-418-TR (Not Prohibited)
Document Type	Invoice
Crop Year	2020

Change Document Reference Associations

Available To Reference		Current References
Alfalfa Seed: Seitec A502 (Not Prohibited)	>>>	
Alfalfa Seed: Syngenta 6422Q (Not Prohibited)		
Corn Seed: Seitec 5924 CNV (Not Prohibited)	<<<	
Corn Seed: Seitec 6061 Organic (Organic)		
Corn Seed: Seitec 6215 Organic (Organic)		
Corn Seed: Seitec 6381 (Not Prohibited)		
Other Seed: Canola Seed (Not Prohibited)		
Other Seed: Field Peas (Organic)		
Other Seed: Hairy Vetch (Not Prohibited)		
Other Seed: Organic VNS Oats (Organic)		
Other Seed: Puris 0667 Field Peas (Not Prohibited)		

Save Cancel

FIELD PLAN TEMPLATES

WHY? – field plan templates will save you time and deploy best practices (for your farm) by quickly copying templates to fields – enabling more time for planning and making rotation planning easy.

The screenshot shows the AgriSecure web application interface. At the top, there is a navigation bar with the AgriSecure logo and several menu items: Operations, Analysis, Certification, and Knowledge Center. A user profile icon is also present. Below the navigation bar, the 'Template Manager' section is visible. A dropdown menu is open under 'Operations', with 'Templates' highlighted in red. The main content area displays a table of templates. The table has columns for ID, Description, Revenue/Acre, and Cost/Acre. The status is set to 'Active'. There is a search button and an 'Add Template' button with a plus icon. The table contains four rows of template data.

ID	Description	Revenue/Acre	Cost/Acre	Actions
1687		\$675.00	\$345.00	▲ 🍏 🔧 🗑️
2240	2021 Organic Barley/Peas 2021	\$740.00	\$229.70	▲ 🍏 🔧 🗑️
1686	Alfalfa With Only Baling	\$0.00	\$15.00	▲ 🍏 🔧 🗑️
285	Canola&Field Peas	\$475.00	\$327.30	▲ 🍏 🔧 🗑️

 **Schedule a training session with your Account Executive**

**Success =
(Plan + Resources) x Execution**

BUILDING & UPDATING A FIELD PLAN

The screenshot shows the AgriSecure Grower Dashboard. The 'Operations' menu is open, and 'Field Plans' is highlighted with a red box. A blue callout box with the text 'Select 'Field Plan'' has a dashed red arrow pointing to the 'Field Plans' option. The dashboard also shows a 'Selected Client' field with 'B&B Irrigation' and a 'Crop Year' dropdown. Below the menu is an 'Alerts' section with a table of alerts.

Alert	Count
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 web application interface. At the top, there is a navigation bar with the AgriSecure logo and menu items: Operations, Analysis, Reports, and Knowledge Center. Below this, the page title is 'Field Plans' and the user is logged in as 'B&B Irlbeck Farms'. The main content area features two dropdown menus for filtering: 'Field:' with a selection of '--All Fields--' and 'Crop Name:' with a selection of '--Any Crop--'. A blue 'Search' button is positioned below these filters. The main area displays a table of field plans with three rows. Each row contains the following information: ID, Name, Acres, Status, Primary Crop, and a set of icons. The icons include a refresh symbol, a mobile device icon, and a wrench icon. Red dashed arrows point from callout boxes to the search filters and the icons in the table rows.

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	▲ ↻ 📱 🔧

Filter by Field or Crop, if desired

Field Rotation

Field Plan Work Order

Field Crop Plan Summary

FIELD – CROP ROTATION

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

1 **Back**

Crop Rotation History

2 **3** **4**

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	Back	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

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		

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

Note: A bolded price field indicates field specific pricing

2 **3** **4** **5**

#	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

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

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		

Work Order: +

#	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	Soild 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

Work Order Added

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

Yes No

Scenario: Budget Job Date: 02/26/20

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 **Scenario:** Budget **Crop:** Organic Field Peas

WO Name: Custom Spraying **Cost Mode:** Per Acre

Job Date: 05/15/2021 **Job Acres:** 63 **Cost / Acre:** 6

Total \$: \$378 **Job \$:** \$1,106 **Total Cost / Acre:** \$17.56 **Total Cost / Bu.:** \$0.70

Note (100 chars)

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

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	Notes	Actions
125098	Procidic	8 Oz / Acre	63	\$185.00 / Gallon	\$728	Not Prohibited	

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

WORK ORDERS – UPDATING BY PC

Field Plans & Activities – the field plans section shows field-by-field and activity-by-activity records of what has happened on your farm, and how it aligns with your OSP.

AgriSecure Operations Analysis Certification Knowledge Center Log Out

2699 Gray 18 Acres Active Organic Corn Primary Crop

Work Orders

Field Plans (highlighted)

Field Work Grid

Grain Tracking

Product Manager

Product Audit

AE Dashboard

Crop Year: CY 2020 Corn

ID	Crop	Scenario	Date	Activity	Cost	\$ / Acre	Products	Actions
135562	Organic Corn	Actual	1/1/2020	Organic Paperwork	\$1,190	\$17.50		👁️ ✅ 🗑️
135565	Organic Corn	Actual	1/11/2020	Soild Manure Spreading	\$15,256	\$224.35	Chicken Manure	👁️ ✅ 🗑️
135563	Organic Corn	Actual	2/1/2020	Dry Spreading <500#/acre	\$1,437	\$21.13	SuperCal 504	👁️ ✅ 🗑️
155660	Organic Corn	Actual	4/25/2020	Field Conditioning	\$1,020	\$15.00		👁️ ✅ 🗑️
155661	Organic Corn	Actual	4/26/2020	Field Conditioning	\$1,020	\$15.00		👁️ ✅ 🗑️
155662	Organic Corn	Actual	4/27/2020	Planting Corn	\$5,744	\$84.47	Seitec 6381	👁️ ✅ 🗑️
155659	Organic Corn	Actual	4/28/2020	Tine Weeder	\$1,020	\$15.00		👁️ ✅ 🗑️
168575	Organic Corn	Actual	5/18/2020	Rotary Hoeing	\$544	\$8.00		👁️ ✅ 🗑️
168576	Organic Corn	Actual	5/21/2020	Rotary Hoeing	\$544	\$8.00		👁️ ✅ 🗑️
168577	Organic Corn	Actual	6/6/2020	Cultivating	\$952	\$14.00		👁️ ✅ 🗑️
168578	Organic Corn	Actual	9/1/2020	Crop Insurance	\$2,040	\$30.00		👁️ ✅ 🗑️
86082	Organic Corn	Budget	10/1/2020	Combining Corn	\$2,390	\$35.00		👁️ ✅ 🗑️
118442	Organic Corn	Budget	10/15/2020	Harvest Charge	\$3,570	\$52.50	Truck Hauling	👁️ ✅ 🗑️
Total:					\$36,716	\$540		

Click the “Checkmark” to update a Work Order

Past due Work Orders will be highlighted in red.

WORK ORDERS – UPDATING BY 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

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!!!**

FIELD GRID – ACTIVITIES vs. CAPACITY

Field Work Grid

> B&B Irlbeck Farms

Field:

Category:

Search

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	

MyFarm MINUTE VIDEO SERIES

The screenshot shows the AgriSecure Document Library interface. At the top, the AgriSecure logo is on the left, and navigation links for Operations, Analysis, Certification, Knowledge Center, and Log Out are on the right. Below the navigation bar, the 'Document Library' header is displayed in green, with a question mark icon to its right. A red box highlights the question mark icon. Below the header, there are two dropdown menus: 'Category' (set to OSP) and 'Crop Year' (set to CY 2020). To the right of these menus is an 'Add a Document' button with a plus icon. Below the 'Category' dropdown is an 'Expand All' button. To the right of the 'Crop Year' dropdown is a 'Select All' checkbox and a green 'Download All Selected' button.

Click the “?” button

MyFarm MINUTE VIDEO SERIES

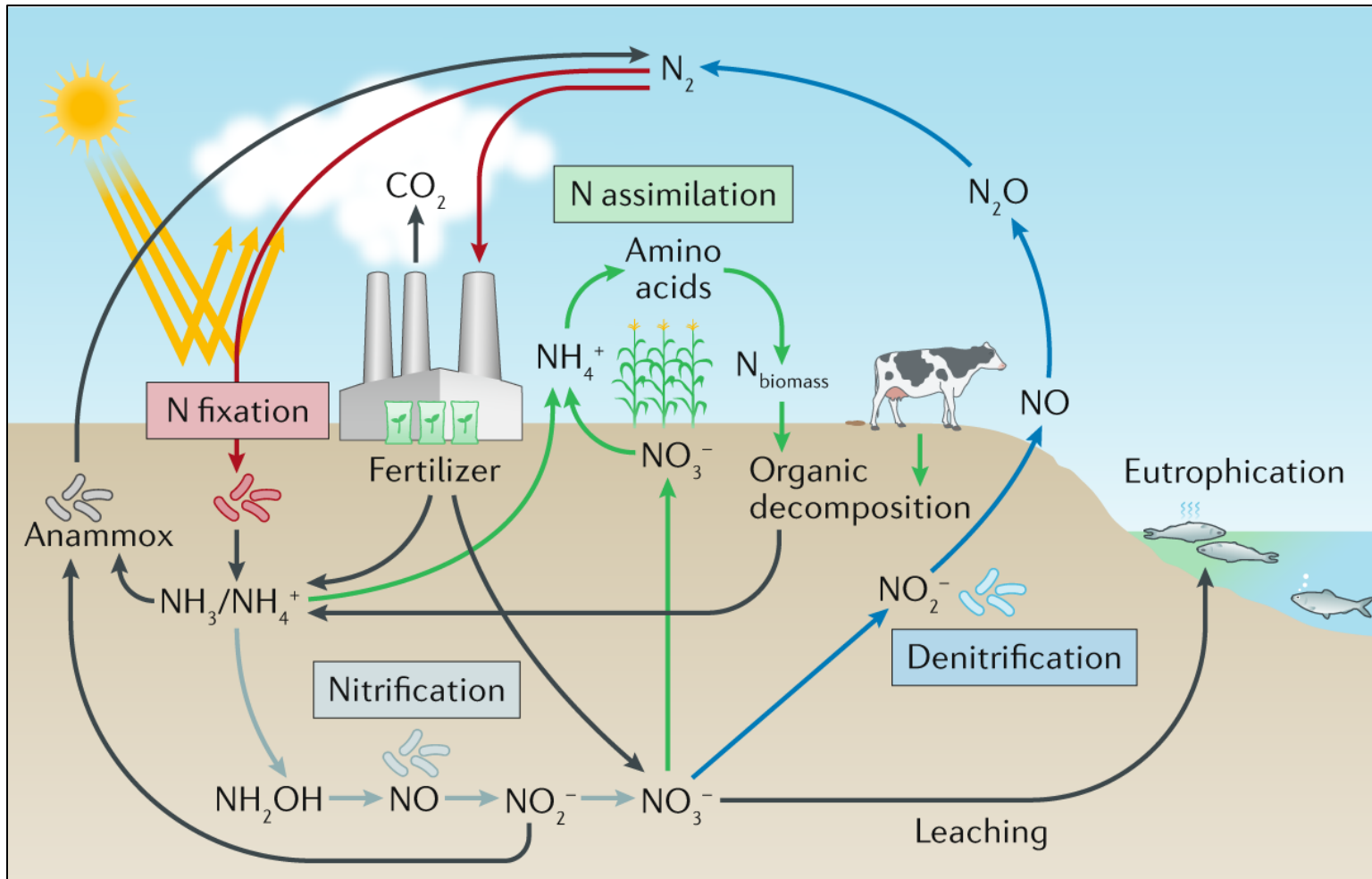
YouTube interface showing the 'MyFarm Minute Series' playlist. The playlist is public, contains 6 videos, and has 5 views. The videos are:

- 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>

THANK YOU

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

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