



MEMBER WEBINAR

In-Season Execution

May 4, 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.



Pete Kapustka – Account Executive

Pete has been engaged in agriculture as farmer, an input salesman, and an advisor throughout his life, and leverages his experiences to challenge the way things have “always” been done.



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 2021

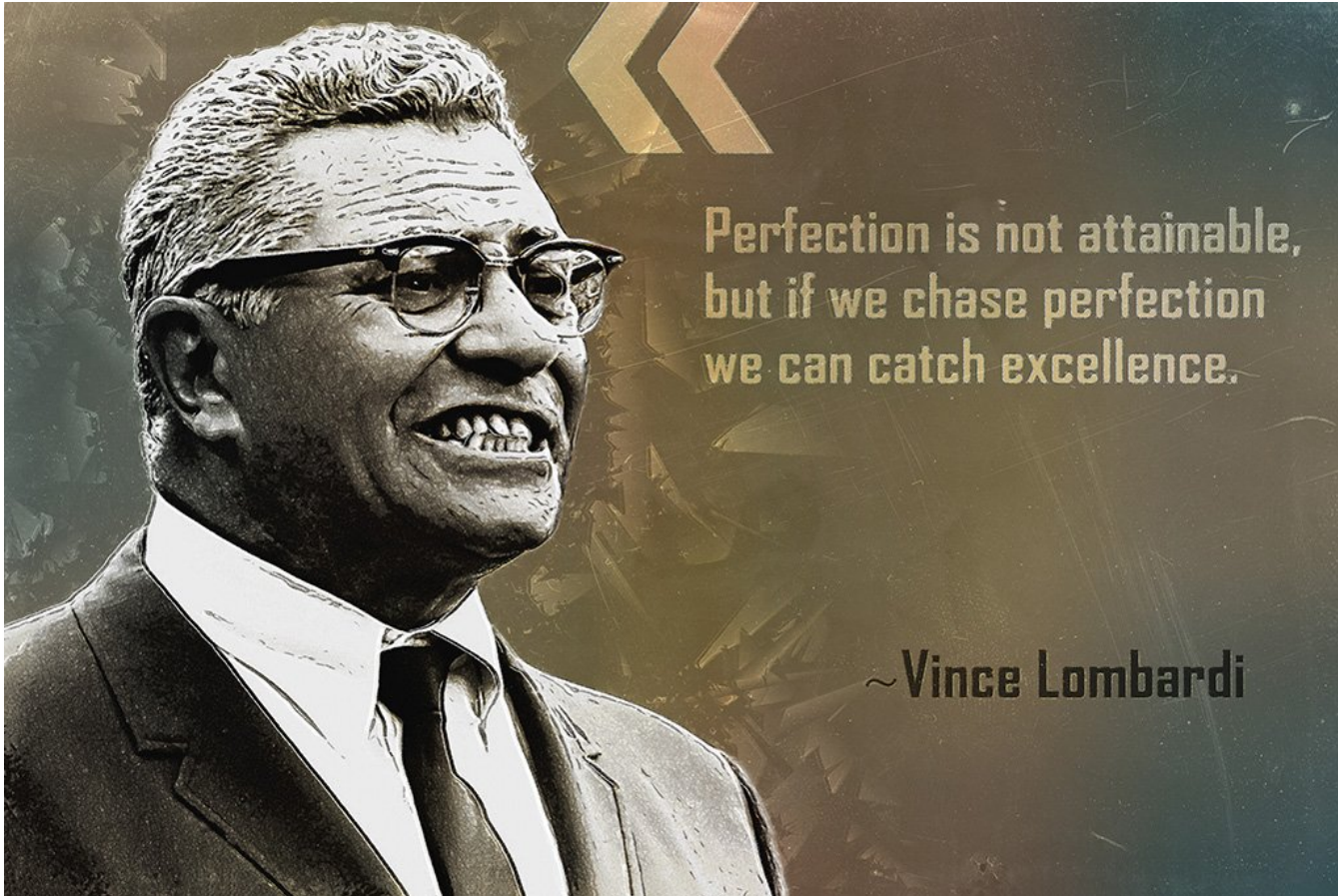
MEMBER WEBINAR SERIES

Topic	Date / Time
FBN Co-Land Investment	Jun 16 @ 6:30pm
Roundtable Discussion	Jun 25 @ 8am
Cover Crops & Rotations	Jul 13
Field Days	Jun – Aug
New Organic Farmer OGM	Aug
Harvest-to-Delivery	Sep 7
Organic Grain Marketing (<i>Transition Members</i>)	Sep 14
Unannounced Inspections	Nov 9
Annual Client Meeting	Dec or Jan

AGENDA

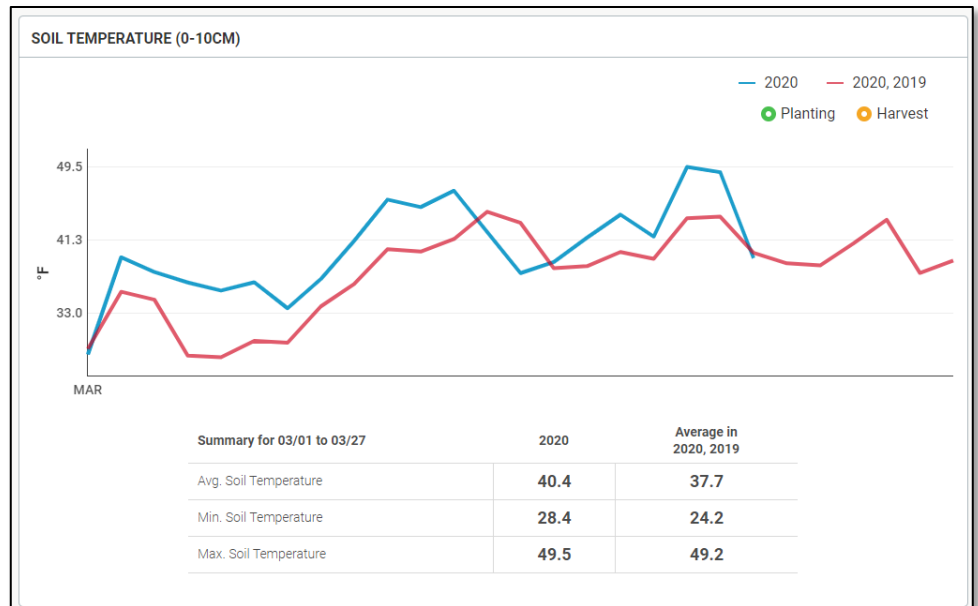
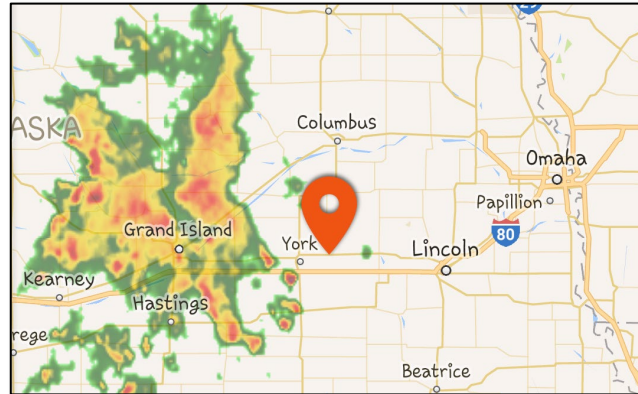
- Early Season Best Practices
- Market Update
- Certification Update
- MyFarm Execution Tracking
- Q&A

BEST PRACTICES



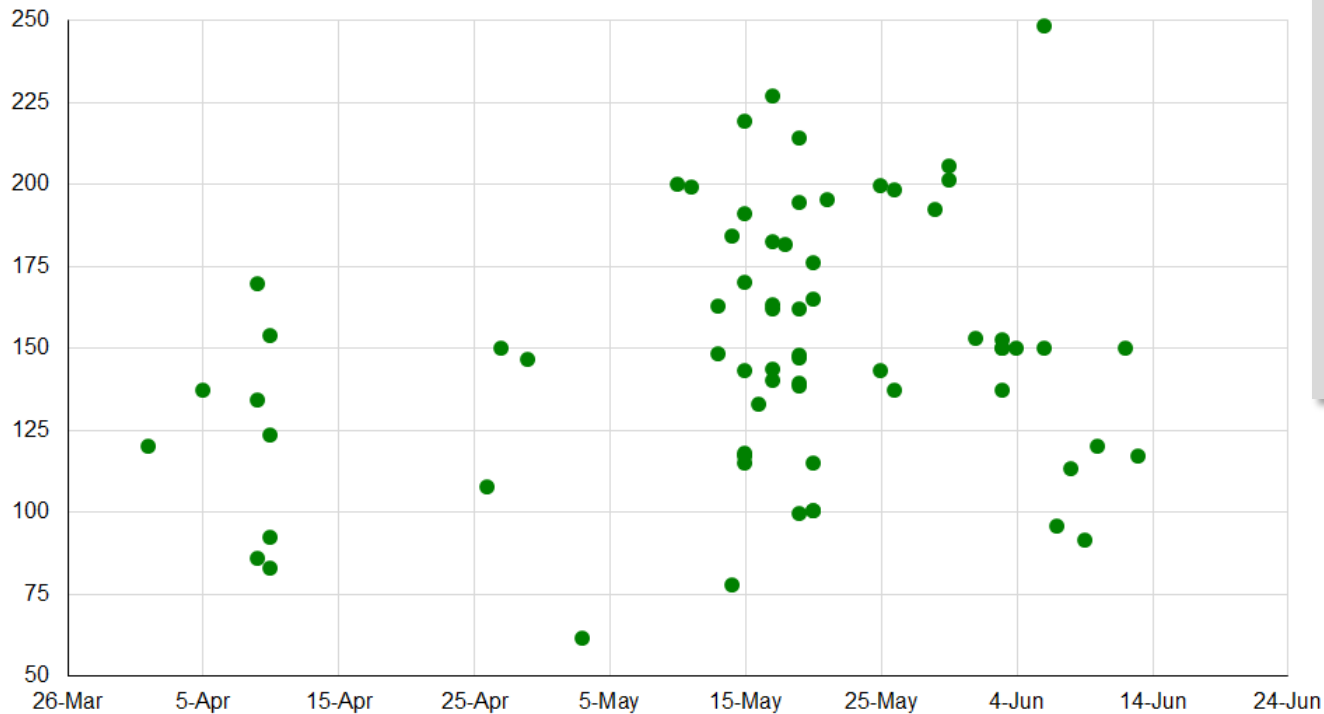
PLANTING RULES OF THUMB

- Watch your weather
- Soil preparation – eliminate weed germination with preplant tillage
- Soil temperature & moisture
 - Patience > forecast with time for planting + tillage
 - Eliminate first round of weed germination
- Seeding 10% more to account for emergence & tillage
- Level field post plant to eliminate weeds at ‘white root’ stage



PLANTING DATE – CY19 ORGANIC CORN YIELD DATA

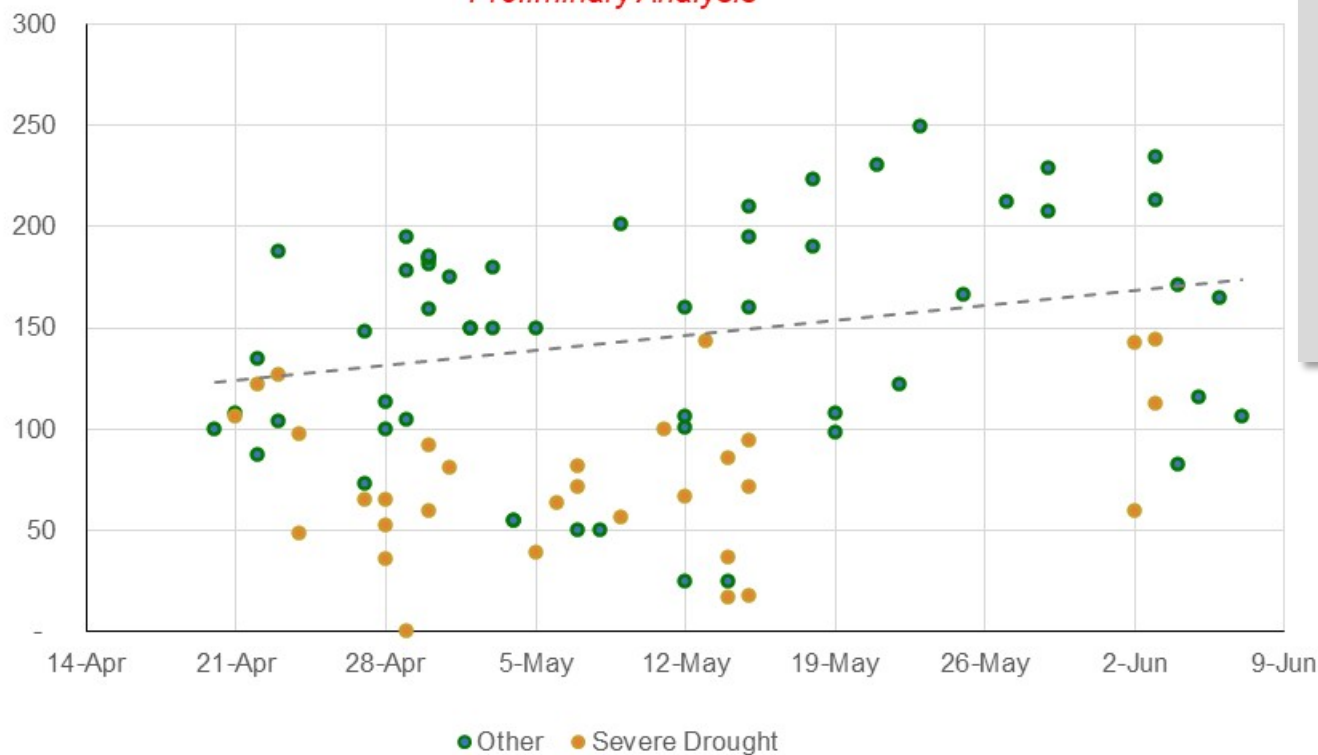
AgriSecure Member - Organic Corn Yeild Data
Preliminary Estimate



- 69 data points, not statistically significant
- 149.1 bu/acre average
- IA, NE, IL, SD
- Excludes fields without actual plant date or no yield variation

PLANTING DATE – CY20 ORGANIC CORN YIELD DATA

AgiSecure Member - CY20 Organic Corn Yield Data
Preliminary Analysis



- 86 data points, not statistically significant
- 123 bu/acre average
 - Green – 146 b/a
 - Yellow – 78 b/a
- IA, NE, IL, SD, MN, NM
- Excludes fields without actual plant date or no yield variation

PLANTING DATE – CY20 ORGANIC CORN YIELD DATA

CY19 <i>(150 average)</i>	Below Average	Average+	Total	% Average+
< May 19	9	3	12	25%
=> May 19	25	32	57	56%

CY20 - All <i>(123 average)</i>	Below Average	Average+	Total	% Average+
< May 15	27	20	57	35%
=> May 15	11	18	29	62%

CY20 – Non-Drought Area <i>(146 average)</i>	Below Average	Average+	Total	% Average+
< May 15	15	19	34	56%
=> May 15	4	18	22	82%

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

AVERAGE FIELD DAYS BY COUNTY

AgriSecure partnered with FBN to pull 21 years of historical weather data critical to planning organic field execution > contact your Account Executive for your copy


DATA

- Dataset from 2000-20 with an average of 11 points per county
- Rain days: <0.5 + 1 day or >0.5 + 2 days, with <0.05 counted as no rain

BENEFIT

- Evaluate the potential to execute your plan against likely farmable days

STATE IA
COUNTY Carroll



Month	Min Days	Ave Days	Max Days
3	10	19	29
4 - April	7	15	22
5	2	13	22
6	3	13	23
7	7	16	29
8	4	15	27
9	5	17	26
10	7	19	29

ORGANIC CORN PRE-PLANT TO CANOPY



- Crop management on row crops is similar
 - Post planting field is level
 - Stay proactive: plan on being in the field every 3-5 days during the early stages
- Soil movement within the row is **extremely** critical
- Be aggressive – find the point of failure and then back off slightly
- Speed is critical, travel as fast as possible



WEED MANAGEMENT KEY POINTS & RESOURCES

KEY POINTS

- Pre-Planting to canopy is GAME ON!
- Be proactive
- Speed matters
- Set-up – go faster by going slow
- Interlacing Unit Ops (no strict rules)
- Frequency
- Adaptability
- Be Aggressive



GMO CONTAMINATION

TIPS TO REDUCE THE RISK

MANDATORY

Seed

- Affidavit from the seed dealer at time of purchase stating that the seed is GMO-free

Fields

- Borders of at least 30' from neighboring fields

Practices

- Clean-outs of all equipment & bins
 - Complete in MyFarm work orders
 - Affidavits from 3rd parties

BEST PRACTICE

Pre-Plant

- Test seed in advance of planting
- Save a seed sample from each lot
- If issues arise, seed samples will be valuable

Planting

- Plant later than neighbors to reduce the risk of cross pollination
- Planting in warmer soil temps should also result in quicker emergence & less stress

SPRAY DRIFT PROTECTION & PROTOCOLS

PREVENTATIVE MEASURES

- **Register for DriftWatch** – FREE service posts fields to an online database used by ground and aerial applicators spraying (<https://driftwatch.org>)
- **Post Field Signs** – posting field signs indicating the need for caution
- **Contact Your Neighbors** – reach out to neighbors that border your transition / organic fields to alert them to use caution
- **Contact the County** – pesticides should not be used on road ditches, and work together to ensure compliance

PROTOCOLS

Review “Spray Drift OPL” in MyFarm

- Document date, location & details
- Notify AgriSecure Account Executive & ICS
- Notify State Department of Agriculture
- Notify crop insurance & liability insurance



Chemical Drift and Crop Kill in Field



Chemical Drift and Burn on Field Borders

MANAGING WALKERS

HIRING PROCESS

- Review expectations prior to starting
- Make sure to be ready to Negotiate!
- Agree to a fee per acre or fee per hour
- Prior to starting, review daily start and end times and break schedule (paid or unpaid)
- Ask for references of prior customers

MANAGING WALKERS

- Be present during the process
- Inspect fields to ensure satisfactory results
- Break up large groups of walkers into smaller sets (7-10)
- Flag field for special requirements
- Cultivate aggressively post walking

START EARLY

- Small sized weeds are Easiest to remove with hoeing at a lower cost
- Medium sized weeds must be pulled out
- Large weeds generally must be removed with machetes



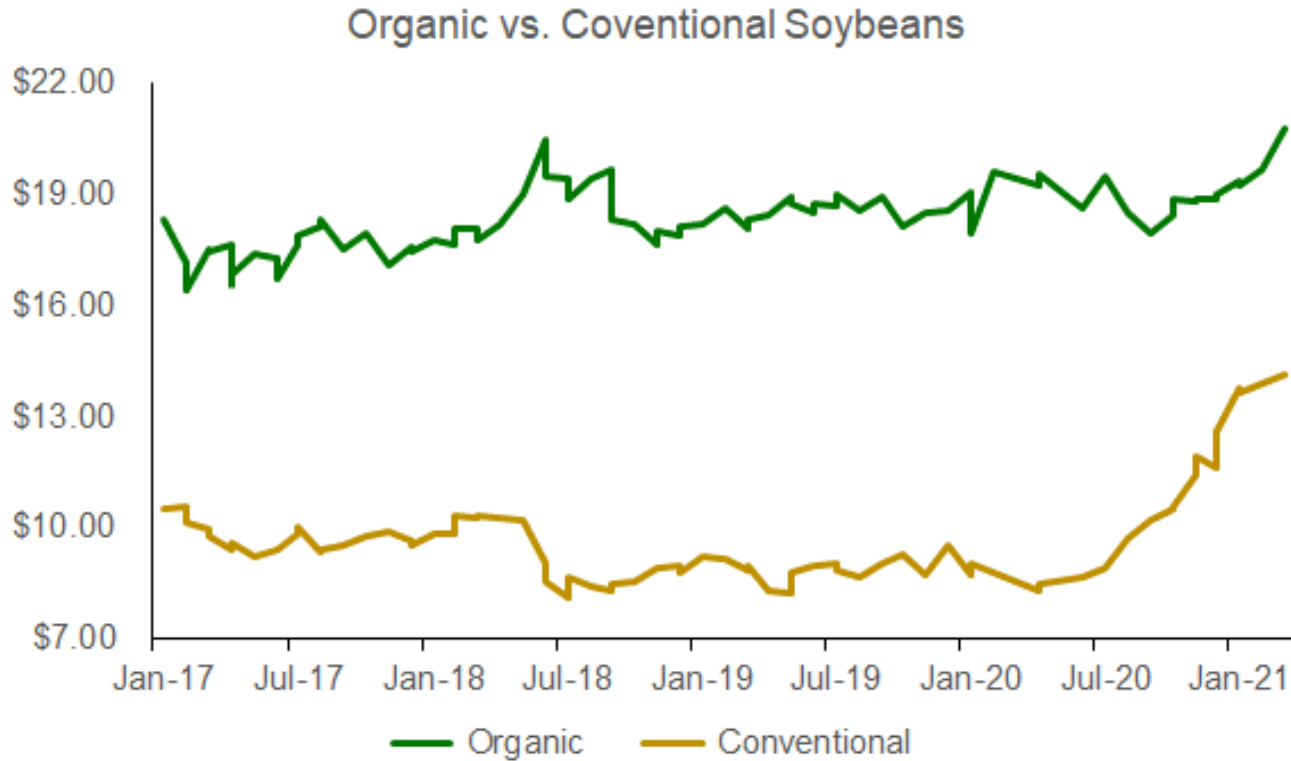
Walkers in a Bean Field

MARKET UPDATE

SOYBEANS - THE IMPACT OF INDIA



SOYBEANS – Prices will remain elevated



CORN – Import & domestic factors are positive

IMPORT STORY

Increased Export Margins
for Conventional Bushels

Organic Exports
Disincentive

Reduced U.S.
Organic Supply

+

DOMESTIC STORY

Continued Increased
Consumer Demand

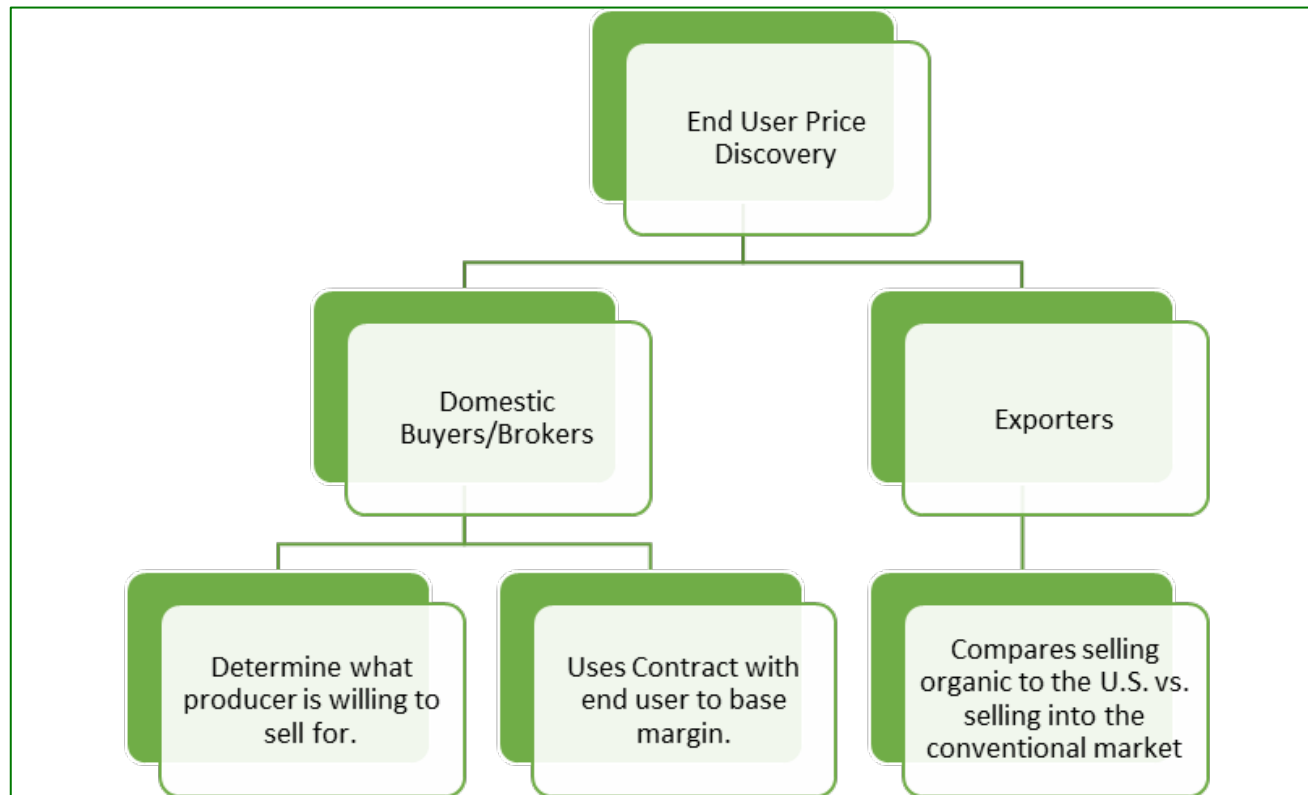
Conventional
Price Rally

Reduced
Domestics Stocks

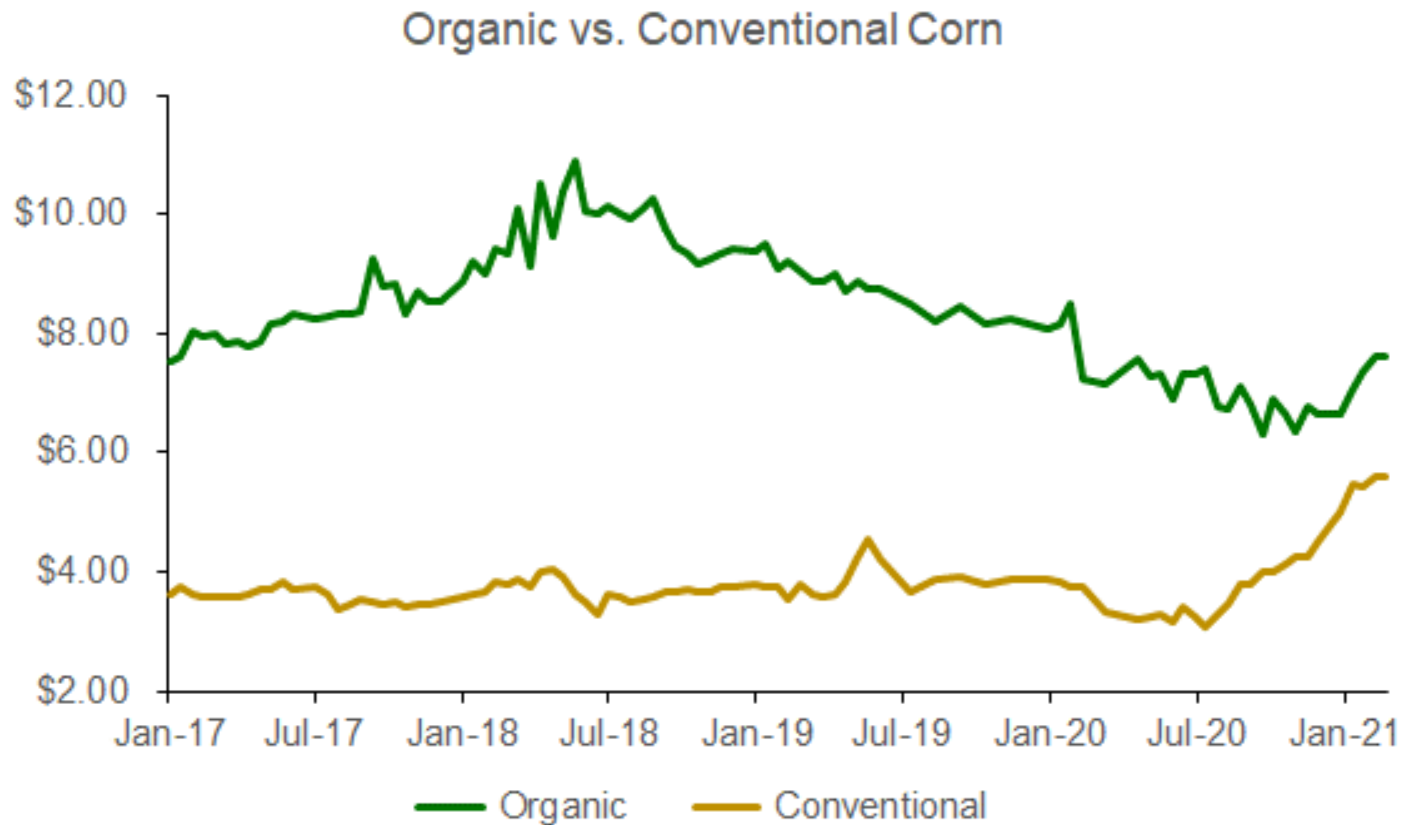
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**Higher
Prices**

CORN – Price discovery takes time



CORN – Prices have been slow to respond



SUMMARY

Commodity	OLD CROP		NEW CROP	
	May – June	July - Sep	Oct - Dec	Jan - Mar
Corn	\$8.25	\$8.50	\$8.00 - 8.15	\$8.15 - \$8.30
Soybeans	\$25.00	\$25.00	\$20.50 - \$21.00	\$21.00 - \$22.00
Wheat (Feed)	\$7.50	\$7.50	\$7.50	\$7.50

CORN

- If conventional markets continue to rally and a narrow spread, importers will have little incentive to ship organic corn
- With already low stocks, organic corn should see price elevation into 2022

SOYBEANS

- With low imports, old Crop soybeans have now reached over \$25, indicating a desperate need
- New Crop beans are already in high demand, seeing prices \$2-\$3 dollars above historically bids for this time of year
 - Will demand continue without supply?
 - Could supply increase?
 - How does this impact the long-term market?


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

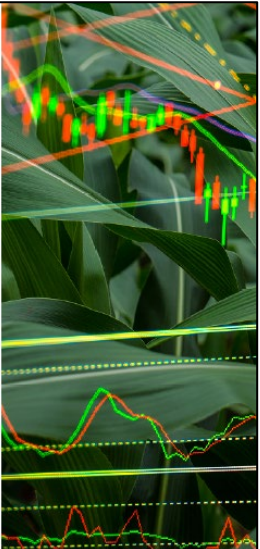


Sell now? Or wait? You want top dollar for your crop. Make sure you have the real-time insights, historical trends, and expert advice to make the right decisions.


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.

CERTIFICATION

CY2021 INSPECTIONS

- **Existing clients** – virtual certification sessions are allowed, but it is at the individual inspector’s 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
- **Timing** – goal is to start certification audits in mid- to late-May

2021 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 triple 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 – Work Orders & Field Plans
Clean-Outs	MyFarm – Work Orders & Field Plans
Proof-of-Purchase	MyFarm Document Center, <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



MyFarm

LEVERAGING MyFarm



DASHBOARD & NOTIFICATIONS

The dashboard displays the following information:

- Alerts:**

Completed Work Orders without Clean-Out Answers	3
Work Orders are Overdue	45
- Profit Panel:**

	Forecast	Per Acre	Remaining
Revenue	\$1,751,461	\$1,170	\$720,472
<i>Seed</i>	\$130,768	\$87	\$118,687
<i>Fertilizer</i>	\$80,114	\$54	\$30,083
<i>Crop Protection</i>	\$16,667	\$11	\$16,667
<i>Fieldwork</i>	\$292,891	\$196	\$277,180
- Upcoming Activities:**

Activity	Acres
Fertilizing	358
<i>Dry Spreading <500#/acre</i>	3
<i>Soild Manure Spreading</i>	354
Forage Harvesting	1,316
<i>Gather Bales</i>	143

Attention
Required

Upcoming Work
Orders

FIELD PLAN 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 interface for 'Field Plans' under the 'B&B Irlbeck Farms' account. At the top, there are navigation links for 'Operations', 'Analysis', 'Reports', and 'Knowledge Center'. Below the navigation, the 'Field Plans' section includes two dropdown menus: 'Field:' (set to '--All Fields--') and 'Crop Name:' (set to '--Any Crop--'), with a 'Search' button. A table lists three field plans, each with a set of icons for actions. Callout boxes on the right side of the interface point to these elements:

- 'Filter by Field or Crop, if desired' points to the 'Field:' and 'Crop Name:' dropdown menus.
- 'Field Rotation' points to the circular arrow icon in the first row.
- 'Field Plan Work Order' points to the document icon in the second row.
- 'Field Crop Plan Summary' points to the wrench icon in the third row.

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 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		Ac
Actual	Organic Corn	\$9.00	114	200.0	22,800 Bu.	Primary

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

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

2701 ID Tower Farm 2 Name 55 Acres Active Status Organic Corn Primary Crop

Work Orders

Crop Year: CY 2021 Crop Plan: Organic Corn Work Order: +

ID	Crop	Scenario	Date	Activity	Cost	\$ / Acre	Products	Actions
177126	Organic Corn	Actual	11/26/2020	Dry Spreading <500#/acre	\$1,121	\$20.38	SuperCal 504	
177125	Organic Corn	Actual	1/1/2021	Organic Paperwork	\$660	\$12.00		
117232	Organic Corn	Budget	5/2/2021	Solid Manure Spreading	\$9,998	\$181.79	Chicken Manure	
117234	Organic Corn	Budget	5/6/2021	Field Conditioning	\$825	\$15.00		
117224	Organic Corn	Budget	5/7/2021	Planting Corn	\$7,024	\$127.70	Environoc 401, Terrafed, Purple Cow, Pioneer P1093	
117237	Organic Corn	Budget	5/9/2021	Rotary Hoeing	\$660	\$12.00		
117235	Organic Corn	Budget	5/10/2021	Tine Weeder	\$825	\$15.00		
117236	Organic Corn	Budget	5/12/2021	Tine Weeder	\$825	\$15.00		
117225	Organic Corn	Budget	6/6/2021	Cultivating	\$550	\$10.00		
117226	Organic Corn	Budget	6/20/2021	Cultivating				
117228	Organic Corn	Budget	10/1/2021	Combining Corn				
117229	Organic Corn	Budget	10/2/2021	Drying Grain				
117238	Organic Corn	Budget	12/15/2021	Truck Hauling				
Total:								

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

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.

The screenshot displays the AgriSecure web interface. At the top, there are navigation tabs for 'Operations', 'Analysis', 'Reports', and 'Knowledge'. A blue callout box with the text 'Select 'Work Orders'' has a red dashed arrow pointing to the 'Work Orders' option in a dropdown menu. The dropdown menu also lists 'Field Plans', 'Field Work Grid', 'Grain Tracking', 'Product Manager', and 'Product Audit'. Below the navigation, there are filter fields for 'Field:', 'Work Order Type:', 'Date Range:', 'Crop Name:', and 'Work Order Status:'. A 'Search' button is located below these filters. The main content area features a table with the following data:

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 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 Active Organic Corn
ID Name Acres Status Primary Crop

Work Orders

Field Plans (highlighted)

Field Work Grid
Grain Tracking
Product Manager
Product Audit
AE Dashboard

BACK

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 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!!!**

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

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"

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	

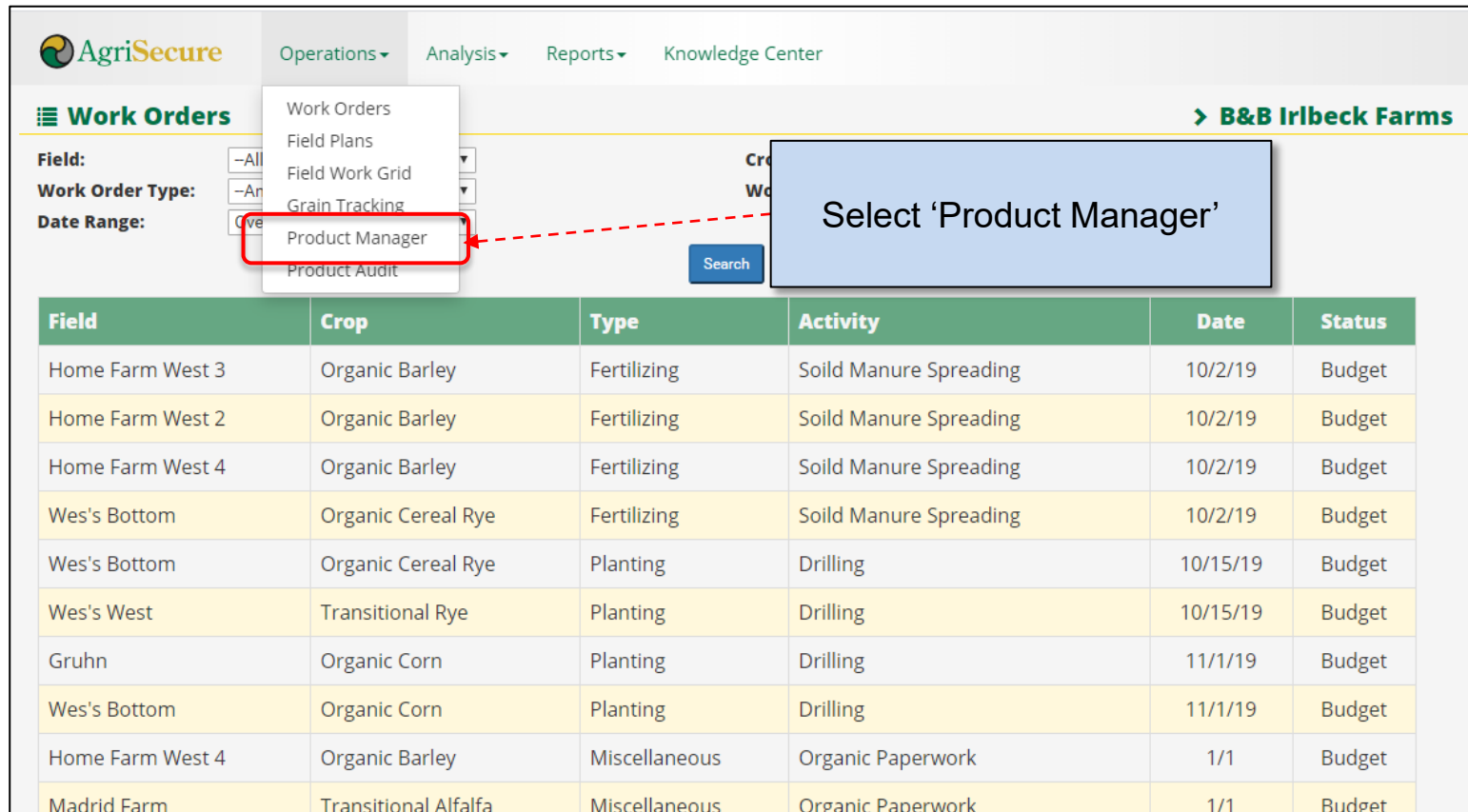
Adding a Product

- 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

PRODUCT MANAGER - NAVIGATION



The screenshot displays the AgriSecure web interface. At the top, there are navigation tabs for 'Operations', 'Analysis', 'Reports', and 'Knowledge Center'. Below this, the 'Work Orders' section is active, showing a dropdown menu with options: 'Work Orders', 'Field Plans', 'Field Work Grid', 'Grain Tracking', 'Product Manager', and 'Product Audit'. The 'Product Manager' option is highlighted with a red box. A blue callout box with a red dashed arrow points to this option, containing the text 'Select 'Product Manager''. Below the navigation, there are filters for 'Field:', 'Work Order Type:', and 'Date Range:'. A 'Search' button is also visible. The main content area features a table with the following data:

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

The screenshot shows the AgriSecure Product Manager interface for 'B&B Irlbeck Farms'. At the top, there are navigation tabs: Operations, Analysis, Reports, Knowledge Center, and Log Out. Below the navigation is the 'Product Manager' header with a search bar and an 'Add Product: +' button. A red box highlights the 'Category: Crop Protection' and 'Organic: Organic' dropdown menus, with a green circle '1' next to it. A blue 'Search' button is highlighted with a green circle '2'. Below the search bar is a table of products. Each product row has a green circle '3' next to the edit icon and a green circle '4' next to the work orders icon.

ID	Category	Product	Cost	Organic?	Current Source	Actions
24	Fungicide	Procidic	\$260.00 / Gallon	Not Prohib	N/A	▲ ✎ ⚙
1020	Fungicide	Regalia Rx	\$74.00 / Gallon	Not Prohib	N/A	▲ ✎ ⚙
553	Pesticide	Pyganic 1,4EC	\$172.00 / Gallon	Not Prohib	N/A	▲ ✎ ⚙

#	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

The screenshot shows 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' button. Below these is a table of products. The first row is highlighted, showing product ID 24, category 'Fungicide', product name 'Procidic', cost '\$260.00 / Gallon', 'Not Prohib Organic?' status, and 'N/A' current source. A modal window titled 'Product Manager Edit Cost' is open, containing an 'Edit Product' section with a 'Product Cost *' field (value 260), a 'Supplier' dropdown (value Gallo), and 'Save' and 'Cancel' buttons. To the right of the modal is a 'Client's Product Cost History' table with columns for 'Date', 'New Cost', 'Supplier', and 'Edited By'.

ID	Category	Product	Cost	Not Prohib Organic?	Current Source
24	Fungicide	Procidic	\$260.00 / Gallon	Not Prohib Organic?	N/A

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'. It shows a product summary for 'Procidic' with a current cost of \$260.00 / Gallon. A modal window titled 'Change Product Prices on Work Orders' is open, showing a table of work orders for the crop year 'CY 2020'. The table has columns for 'Select All', 'Field', 'Crop', 'Acres', 'Scenario', 'Qty', 'Cost / Unit', and 'Cost'. One work order is listed for 'Wes's West' field, 'Transitional Rye' crop, with 90 acres, 'Budget' scenario, 5.62 Gallon quantity, and a cost of \$180.00 / Gallon. An action bar at the bottom of the modal 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	Axxe	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

DOCUMENT LIBRARY

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

AgriSecure Operations Analysis Certification Knowledge Center Log Out

Document Library > B&B Irlbeck Farms

1 **Category:** Seed **Crop Year:** CY 2020 **Add a Document:** + 2

Expand All Select All **Download All Selected**

Alfalfa Seed: F2F6C-418-TR (Not Prohibited)			Title	File Name	Doc Type	Crop Year	Uploaded On	Actions
Seed Tag *	1	+	<input type="checkbox"/> F2F Alfalfa Invoice	FBN Alfalfa seed Invoice.pdf	Invoice	2020	8/24/2020 3:36 PM	
Invoice *	1	+	<input type="checkbox"/> F2F Affidavit	AgriSecure_Non-GMO_Affidavit_F2F1C-028 - Copy.pdf	Non-GMO Affidavit	2020	8/24/2020 3:43 PM	
Non-GMO Affidavit *	1	+	<input type="checkbox"/> F2F	FBN Alfalfa Seed (1).docx	Seed Tag	2020	8/24/2020 3:53 PM	

Download Selected

Alfalfa Seed: Seitec A502 (Not Prohibited)		
#	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

MyFarm MINUTE VIDEO SERIES

The screenshot shows the AgriSecure web 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 header section for the 'Document Library'. The text 'Document Library' is followed by a question mark icon in a square button, which is highlighted with a red box. To the right of this is the text '> No Client Selected'. Below the header, there are two dropdown menus: 'Category:' with 'OSP' selected and 'Crop Year:' with 'CY 2020' selected. There is also an 'Add a Document: +' button. At the bottom of the filter section, there is an 'Expand All' button, a 'Select All' checkbox, and a green 'Download All Selected' button.

Click the “?” button

THANK YOU