# Field to Market<sup>®</sup> CONTINUOUS IMPROVEMENT ACCELERATOR

# ACADEMY

Welcome!

## Academy Goals



Explore how Field to Market's Continuous Improvement Accelerator can help advance your organization's sustainability goals and objectives



Craft and implement successful sustainability projects with farmers and supply chain partners across the U.S.

## Agenda

## DAY 1

- Continuous Improvement Primer
- Continuous Improvement: Key principles for success
- Farmer Engagement: Best practices for recruiting and retaining growers in sustainability projects

## DAY 2

- Fieldprint Platform: Overview and establishing project benchmarks
- Assuring Credible Communications: Exploring opportunities to credibly communicate about project outcomes
- **Sustainability Storytelling**: Crafting messages that resonate with key stakeholders across the value chain

## **Anti-Trust Statement**

It is Field to Market's strict policy to fully comply with both the letter and the spirit of all applicable state, federal and international antitrust laws. Because competitors may be present at this meeting, several topics of conversation must be avoided. In general, the types of discussion that must not occur are those that may suggest or imply agreements among competitors with respect to: prices; terms of sale, discounts, credit or any other such items that could impact prices. Other topics that must be avoided include the allocation of customers, markets or territories; bid-rigging; and group boycotts or joint refusals to do business with others.

Field to Market will conduct this meeting in a manner that complies with all applicable antitrust laws. If at any time during the course of the meeting a participant believes that a topic prohibited under the antitrust laws is being discussed, or is about to be discussed, they should advise the facilitator and chair who will halt any further discussion.

## Housekeeping – Virtual Attendees

- Please stay muted with cameras off, except for breakout sessions and facilitated discussions
- Breakout sessions will be conducted automatically via Zoom
- Use the "Speaker View" to follow along with current presenters
- Questions? Use the chat box to reach Field to Market staff
- Key Resources are available for download in the chat box
- All resources available on Member Portal, including session recordings and slides
- If you have dialed in, please let Field to Market staff know in the chat box in order to sync your audio and video

## Housekeeping – In-Person Attendees

- Masks are required during the Academy and other Field to Market events this week.
- We will have designated breaks where you can grab a snack or use the restroom.
- Please feel free to use your laptop to access relevant materials during the session.

## Getting to Know You Virtual Participants

- Jared Clevenger, Bartlett Grain
- Vaughn Duitsman, Bartlett Grain
- Ellie Murphy, Consolidated Grain and Barge
- Drew Kessler, Houston Engineering
- Doug Thomas, Houston Engineering
- Nathaniel Baeumler, Houston Engineering
- Gracie Russell, Ingredion
- Sally Shaver, National Corn Growers

#### **In-Person Participants**

- Julie Savoie, CropLife America
- Sean McMahon, Iowa Ag Water Alliance
- Jeff Frye, Kontoor Brands
- Keith Pitts, Marrone Bio
- Chris Fennig, MyFarms
- Jennifer Nelligan, NACD
- Austin Brown, Riceland Foods
- Adam Shea, Riceland Foods
- Kaitlin Conklin, Sound Agriculture

Please tell us your name, role, organization, where you are in your project (beginning to think about it, planning, in-process and how long) and what you hope to take away from this Academy

## Meet Field to Market's Staff



## Betsy HICKMAN

Vice President, Stakeholder Engagement & Implementation

Sustainable Sourcing Strategy, Goal Setting, Project Design



## Allison THOMSON

Vice President, Science & Research

*Metrics, Land Use Change Modeling, Science Advisory Council* 



# Lexi

#### **Program Director**

Continuous Improvement Strategy, Project Design, Implementation, Farmer Retention



### Paul

## **HISHMEH**

Data & Technology Director Fieldprint Platform, QDMP Network, Technology Advisory Council



## Eric CORONEL

Research Analyst

Sensitivity Analysis, Metrics, Data Analysis



## Jamie RICHARDS

Executive Assistant & Office Manager *Events, Member Database* 



Carter PURCELL

Communications & Membership Manager

Communications, Membership Needs, Awards & Recognition



## Kelly MURRAY YOUNG

Educational Resource Manager

*Education & Outreach, Trusted Advisers* 

## Agenda

### DAY 1

12:30 | Welcome

1:00 | Getting Started with the Continuous Improvement Plan

#### 1:45 | Break

#### 2:00 | Project Administrator Discussion

**Phoenix Dugger** 

Kaylyn Groce

2:30 | Project Implementation
3:15 | Farmer Engagement
Brandon Hunnicutt
Leslie Fisher
4:00 | Break
4:15 | Putting Ideas into Action
5:00 | Adjourn

## Learning Objectives

By the end of today's session, you will be able to:

- Communicate the benefits of Field to Market's approach to accelerating continuous improvement to internal and external stakeholders
- Create a compelling project vision for your project's selected continuous improvement
- Highlight lessons learned from experienced Field to Market Project Administrators supporting ongoing projects

#### ACADEMY

## Getting Started with the Continuous Improvement Plan

# TRANSLATING SCIENCE INTO ACTION

Backed by the industry's leading pre-competitive sustainability measurement framework, Field to Market's **Continuous Improvement Accelerator** supports farmers and organizations in making decisions based on science, enabling the entire value chain to catalyze action across the agricultural landscape.





## Standardized approach to Projects:

- Harnesses multi-stakeholder collaboration
- Advances locally-led conservation solutions
- Offers flexible approach through three unique project pathways
- Generates shared value and improved environmental outcomes
- Prioritizes **transparency** to strengthen public confidence
- Creates a clearinghouse for **credible action**

## SUPPORTING FARMERS' JOURNEYS OF CONTINUOUS IMPROVEMENT



#### **AWARENESS**

- Aid farmers in gaining a better understanding of how management practices intersect with sustainability outcomes
- Utilize unique capabilities to help more farmers get started on a journey of continuous improvement
- Create the enabling conditions needed to help farmers get more engaged in sustainable agriculture



### KNOWLEDGE

- Help farmers unlock improved profitability and productivity by managing for sustainability
- Harness data to support farmers in improving environmental outcomes while pursuing greater operational efficiencies
- Equip farmers with performance baselines, peer-benchmarking and strategies to improve



### IMPACT

- Enable farmers overcome the barriers to adopting practices that lead to improved sustainability outcomes
- Share in the agronomic and financial risk that farmers face when pursuing management changes
- Support farmers in making transition to new practices and quantifying the related sustainability impact

## THROUGH CREDIBLE ACTION TO ACCELERATE CONTINUOUS IMPROVEMENT

- Creating Enabling Conditions for Conservation
- Focuses on farmer outreach and education
- Engages farmers on the connection between their management practices and at least one sustainability indicator
- Creates an on-ramp for farmers to engage more deeply with sustainability



- Enables farmers to learn through measurement
- Partners with farmers to utilize sustainability metrics to analyze performance
- Offers systems-level approach for farmers to assess and benchmark sustainability of their operations



- Offers tangible support to help farmers overcome agronomic and financial risks of adopting new practices
- Helps farmer transition to practices that improve environmental outcomes
- Goes beyond measurement to drive and quantify impact at scale







GROWERS	IMPLEMENTATION PARTNERS	PROJECT SPONSORS
COHORTS OF ENGAGED FARMERS	AGGREGATORS & PROCESSORS AG SERVICE PROVIDERS GOVERNMENT AND ACADEMIA CONSERVATION DISTRICTS NGOS	BRANDS AND RETAILERS AGRIBUSINESSES GROWER ORGANIZATIONS NGOS UNIVERSITY EXTENSION
	GROWER ORGANIZATIONS	17

## Bringing on Additional Project Sponsors

Your project's performance sparks interest in a potential sponsor. What needs to happen?

- 1. Will the new sponsor's investment change the projects' goals and objectives?
  - What investment is needed?
  - Are there enough additional growers and acres in the supply shed to meet the combined goals?
- 2. Determine how co-sponsors will share any related product volumes
  - Specific partners may have specific volume needs
  - How will the First Aggregator/QDMP account for the separate needs?
  - What happens if there are shortfalls?

## Bringing on Additional Project Sponsors

Your project's performance sparks interest in a potential sponsor. What needs to happen?

- 3. Determine how co-sponsors will share in communication
  - Some project structures may allow co-sponsors to communicate separately if growers are assigned to specific sub-projects
  - Some projects require "joint statements" with all partners referenced



## **Determining Grower and Acreage Targets**





**Effect Focus** 

Acreage Impacted



#### **Influence Focus**

Number of Growers Influenced/Engaged

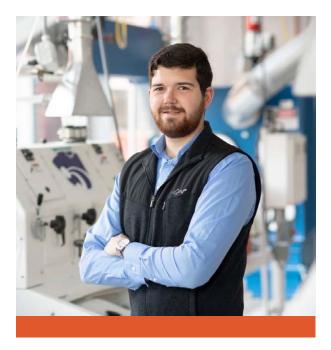
Field to Market | Academy

# BREAK



## **Project Administrator Discussion**

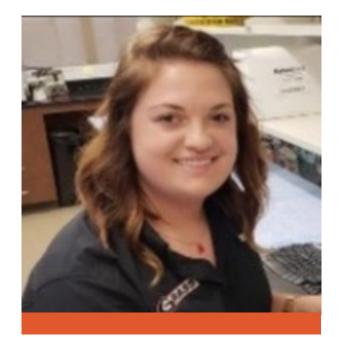
#### PROJECT ADMINISTRATOR DISCUSSION



## Phoenix

## Dugger

Manager | Corporate Social Responsibility Ardent Mills



## Kaylyn Groce

Cotton & Peanut Sustainability Educator University of Georgia

#### IMPLEMENTATION

## A C A D E M Y Project Implementation



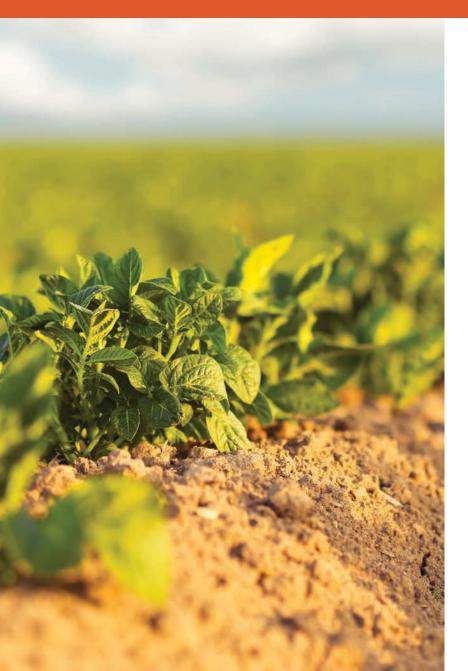
## **Climate Change Metrics**

- **Greenhouse Gas Emissions (GHG)** estimates a field's contributions to atmospheric greenhouse gases
- **Energy Use** component of GHG, measure of resource use efficiency
- **Soil Carbon** important to offset emissions, and to build resilience to extreme weather events



## **Ecosystem Conservation Metrics**

- Land Use measures the productivity of the land
  - Planted area used to produce a unit of crop output
- **Biodiversity** measures the capability crop fields to support diverse habitats
  - Uses Habitat Potential Index (HPI)



## Soil Health & Soil Quality Metrics

- **Soil Conservation** estimates amount of soil lost due to water and wind erosion
  - Erosion primary indicator of soil health and determinant of soil carbon
- **Soil Carbon** indicator of how likely it is that soil is gaining or losing carbon
  - Carbon important for soil health, climate mitigation and builds the resilience of the soil to extreme weather events

## Water Scarcity & Water Quality Metrics

### **Irrigated Water Use**

- Measures efficiency- volume of water applied (acre-in) per unit of yield above the non-irrigated yield estimate
- Field to Market provides a standard irrigation
   volume estimation tool to help producers
   calculate how much water was applied





## Water Quality Metrics

- Water Quality likelihood that a field is losing nutrients and chemicals in runoff
- Soil Conservation soil lost in runoff

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	GROWER ORGANIZATIONS	30

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Assess sustainability outcomes of management practices

Connect with technical and financial support

**IMPLEMENTATION PARTNERS** 

Connect project sponsors with engaged growers

Provide technical support to growers

Offer local expertise, tools and resources to project sponsors

**PROJECT SPONSORS** 

Shape project design and goals

Access aggregate sustainability data

Provide financial support and incentives to growers



#### MULTI-STAKEHOLDER PARTNERSHIP



## **Finding Implementation Partners**

### Take advantage of existing work in a supply shed of interest

- Relationships on the ground
- Build on existing grower outreach
- Extra capacity within a supply shed/cooperative

Expertise with desired environmental outcome

Win-Win | Support capacity building at the local-level

## **Project Incentives**





Technical Assistance

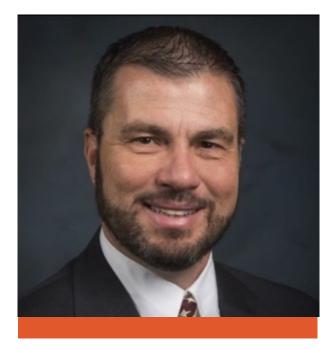


Market Access

### ACADEMY

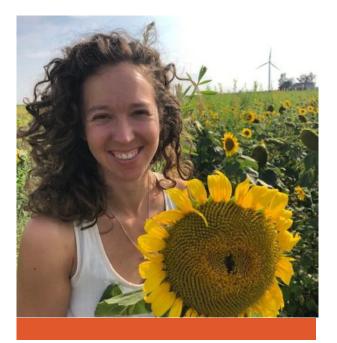
# Farmer Engagement

#### FARMER ENGAGEMENT



Brandon Hunnicutt

Farmer Hunnicutt Farms, National Corn Growers Association



## Leslie Fisher

Resource Conservation s Benton County Soil & Water Conservation District

# What's the most important part of engaging farmers?

**Building Trust!** 

This takes time, and is best done at the field level scale

# BREAK

ACADEMY

**Putting Ideas Into Action** 



## **CONTINUOUS IMPROVEMENT PROCESS**

Phase Zero - Define Project Intent & Scope

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Phase One - Develop Continuous Improvement Plan

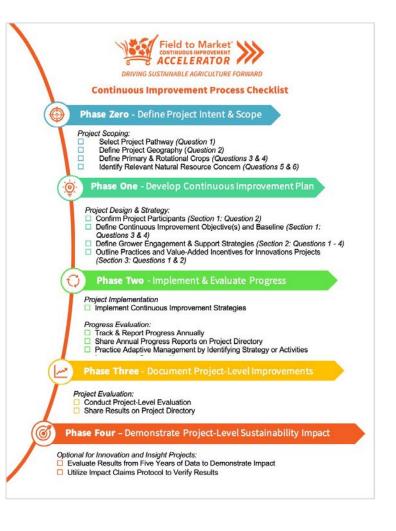
**Phase Two** - Implement & Evaluate Progress

**Phase Three** - Document Project-Level Improvements

**Phase Four** – Demonstrate Project-Level Sustainability Impact

# **Planning & Implementation Resource**

- Available in the Member Portal
- Continuous Improvement Process Checklist will guide you through the steps needed to comply with the Process-Based Standard
- Color-Coded Planning Forms contain the questions referenced





## **CONTINUOUS IMPROVEMENT PROCESS**

#### Phase Zero - Define Project Intent & Scope

- Define Project Intent
- Scope Project Boundaries
- Identify Locally-Relevant Natural Resource Concern(s)
- Map and Engage Stakeholders

#### Phase Zero Resources

- Available in the Member Portal
- The Project Registration Form will guide you through the first step needed to register your project
- The Identifying Natural Resource Concerns Quick Start Guide can inform regional issues to address
- You can register as a **Prospective Project** after completing Phase Zero or complete Phase One to register as an **Active Project**





### **CONTINUOUS IMPROVEMENT PROCESS**

Phase One - Develop Continuous Improvement Plan

- Register as Prospective Project (Optional)
- Confirm Project Participants

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- Participant Planning & Coordination
- Develop Continuous Improvement Plan
- Submit Project Registration & Supporting Documentation

## **9** Phase One Resources

- The **Continuous Improvement Plan Form** will guide you through the final step needed to register your project
- Utilize the Goals & Objective Setting Quick Start Guide to shape your plan's strategy
- You can now register as an Active Project on the Project Directory





### **CONTINUOUS IMPROVEMENT PROCESS**

#### Phase Two - Implement & Evaluate Progress

- Implement Continuous Improvement Strategies
- Track and Report Progress Annually
- Employ Adaptive Management

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#### Phase Two Resources

- The Project Annual Report will guide you in reporting progress against stated goal(s) and objective(s)
- Reference the Understanding Claims Quick Start Guide to learn which claims your project is eligible to make upon submitting your Annual Report
  - Participation Claims
  - Measurement Claims
  - Adoption Claims
  - Trends Claims





### **CONTINUOUS IMPROVEMENT PROCESS**

**Phase Three** - Document Project-Level Improvements

- Conduct Project Level Evaluation
- Document & Publicly Share Project-Level Results

#### Phase Three Resources

- The Project Evaluation will support you in documenting the results of your project
- Upon submission, your narrative will be shared publicly on the Project Directory
- Your project is eligible to make participation, measurement, adoption and trends claims in your project evaluation.





### **CONTINUOUS IMPROVEMENT PROCESS**

**Phase Four** – Demonstrate Project-Level Sustainability Impact

OPTIONAL – Only Insight and Innovation Projects Are Eligible

- Collect Data & Analyze Impact
- Verify Results Using Impact Claims Protocol

#### Phase Four Resources

- The **Impact Claims Request Form** will support you in quantifying the impact of your project
- Utilize Impact Claims Protocol to verify results
- Upon submission and verification, your Impact Claim will be shared publicly on the **Project Directory**

LA	IMS	CELERATOR	
REQ	ULCT		
	Claims Request		
	(Please refer to Claims Protocol for Project Eligibility) 1. For which project are you submitting this claims request?		
	<ol> <li>For which project are you submitting this claims request?</li> </ol>		
	2. What type of claim are you requesting?		
	Measurement		
	Adoption		
-	Trends		
IAL	Impact		
PTION	3. How many growers are included in the claim?		
PHASES THREE & FOUR (OPTIONAL)	4. How many acres are included in the claim?		
REE &	5. What is the retention rate of the growers included in the cla	im?	
EST	6. If your claim is related to changes in average metric outcom	ies,	
AS	please confirm that weighted averages were used.		
Æ	Yes – Weighted Averages Used		
	No – Describe calculation method:		
	7. What additional methodologies, if any, did you use for calculations?		

## **Key Resources**



#### **Project Handbook & Quick Start Guides:**

- <u>Claims Enabled in the Accelerator</u>
- <u>Project Options for Volume Accounting and</u> <u>Supply Chain Claims</u>
- <u>Continuous Improvement Project Checklist</u>
- *Etc.*



#### On the Field to Market Member Portal

- Sample Project Registrations & Continuous Improvement Plans
- Project Registration FAQ
- <u>Continuous Improvement Pathway Descriptions</u>
- <u>Allocating Sustainability Impact</u> | Field to Market in Focus webinar



#### PROJECT REGISTRATION Frequently Asked Questions

#### GENERAL QUESTIONS

#### What is the Continuous Improvement Accelerator?

The Continuous Improvement Accelerator is Field to Market's program that harnesses the power of collaboration across the entire food and agriculture value chain to implement locallyled conservation solutions and deliver sustainable outcomes for agriculture through memberled continuous improvement projects.

#### How does the Continuous Improvement Accelerator drive sustainable agriculture forward?

Each project in the Continuous Improvement Accelerator seeks to support farmers in advancing their journey of continuous improvement and addressing pressing local natural resource concerns, while also contributing to global sustainable development priorities. These projects utilize the power of voluntary, and often market-driven, solutions to incentivize improved environmental outcomes and enhanced farmer livelihoods.

#### Why does a project need to register in the Continuous Improvement Accelerator?

By registering continuous improvement projects and publicly reporting progress against a project's stated continuous improvement goal(s) and objectives, the Accelerator creates a standardized and validated approach to recognize and reward the contributions of Field to Market members in advancing sustainable agriculture.

Why does a project need to publicly share continuous improvement goal(s), objectives and progress?

Because strengthening trust in food and agriculture is more important than ever, Field to Market prioritizes transparency in our approach, creating a clearinghouse for credible action



## **Key Resources**



#### **Available on Support Portal**

- Platform Knowledge Base & User Guides
  - Articles on metrics
  - Video Guides for Rotation Template Development



#### **On the Field to Market Member Portal**

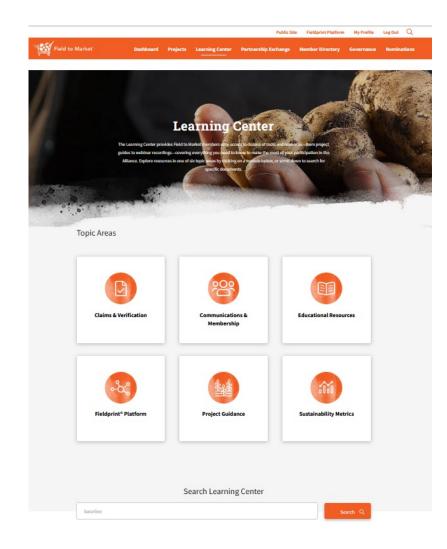
- Finding a Data Management Partner for Your Project
- <u>Fieldprint Platform Version 4.0 Project</u>
   <u>Administrator Overview</u>



#### DAY 1 RECAP

# Wrapping Up

- Key takeaways
- Visit the <u>Member Portal</u> to Download Key Resources
- See you tomorrow morning!



# ADJOURN