FIELD TO MARKET & SAI PLATFORM EQUIVALENCY APPENDIX 1: IMPLEMENTATION GUIDANCE

HOW WILL THIS WORK IN PRACTICE?

Example: Company A is a food and beverage manufacturer; they are using the FSA as their reference for sustainable procurement globally but are sourcing or would like to source raw materials from farmers utilizing Field to Market's Fieldprint® Platform in the United States.

1. What they need to do:

1.1. Engage:

- Speak to your suppliers about using the FSA Equivalency Module, and explain the benefits. This could mean including it in an existing Fieldprint Project or setting up a new one.
- Together, communicate with the growers to explain the benefits, and what's required from them.
- Identify those farms that want to be included. Note the minimum sampling sizes for the purposes of making verified FSA volume claims in Appendix 2: Optional FSA Verification Guidance.

1.2. Assess:

- Review the questions in the FSA Equivalency Module spreadsheet to determine if additional guidance may be needed for producers, depending on the growing region or crops harvested. For a more detailed explanation on questions and associated FSA requirements they fulfill, please contact Joe Rushton. If needed, additional guidance material can be incorporated into existing Fieldprint Project workshops or training materials.
- Invite the farm manager, or participating grower, to download the FSA Equivalency Module spreadsheet, answer the 14 questions, and return to the administrator of the Fieldprint Project. The spreadsheet will automatically calculate the FSA equivalency level per farm; Bronze, Silver, or Gold, as some questions carry a larger weighting than others.
- Once all the spreadsheets have been returned to the administrator, the results can be collated. For example, in a project with 25 growers, 50% achieved FSA Silver, while the rest of the producers achieved FSA Bronze

1.3. Improve

- Understand if there are any themes that can be drawn from the results. For example, individual questions with the lowest rate of attainment.
- Summarize key learnings and outline any continuous improvement steps to be included in subsequent Fieldprint Project activities.

- Understand the range of different practices amongst the grower group and together, set some achievable goals for improved FSA equivalence over the coming crop cycle.
- Repeat assessment steps as desired to track improvement

Related Resources

Equivalency Module Spreadsheet

Optional Verification Guidance (Appendix 2)

FAQ – Guidance for Growers (Appendix 3)

FAQ – Guidance for Supply Chain Companies (Appendix 4)