FIELD TO MARKET & SAI PLATFORM EQUIVALENCY APPENDIX 3: GUIDANCE FOR GROWERS FREQUENTLY ASKED QUESTIONS

1. When should I consider this option?

Most often participation will be at the invitation of your customers. However, if you sell to multiple customers who are aligned to the FSA, it could be worth initiating a discussion with your buyers.

2. What are the Benefits?

The primary benefits for farms are:

- ✓ *Reducing the amount of duplication and administration; by combining the Fieldprint Platform with the FSA Equivalency Module, farmers can satisfy the sustainability requirements of downstream customers.*
- ✓ *Provides an opportunity to document and demonstrate your sustainability performance utilizing Field to Market's environmental metrics alongside the socioeconomic assessment from SAI Platform's FSA.*
- ✓ *Get extra support from the supply chain, helping you to address your sustainability needs*

3. How much does it cost?

There will be no additional costs for growers associated with the use of the FSA Equivalency Module.

4. Why has this FSA Equivalency Module been created?

With overlapping membership, SAI Platform and Field to Market want to streamline sustainability measurement through better integration and harmonization between our programs. The 14 additional questions in the FSA Equivalency Module allow SAI Platform members to universally recognize farms utilizing the Fieldprint Platform as equivalent to the FSA up to the Gold level.

5. How has this FSA Equivalency Module been created?

The FSA consists of 112 sustainable agriculture questions. After evaluating which topics are addressed by either U.S. Federal or State legislation, as well as the topics that are included in Field to Market's Fieldprint Platform the remaining areas were used to address the gaps identified between our two programs through the use of additional 14 questions. This benchmarking was the result of extensive analysis and discussion involving leading experts from our respective membership, farm advisors and agronomists, and both our organizations' leadership

6. Does the assessment correspond to individual crops or the whole farm?

The Fieldprint Platform allows a farmer to assess the sustainability performance of the management system used to produce a specific crop. The additional 14 questions of the

FSA Equivalency Module can be applied to all the crops the farm grows or an individual crop.

7. How long it will take to complete the extra questions?

If all the information is at hand, and you have no clarification questions for your Fieldprint Project Administrator, it should take no longer than 10 minutes. It might take longer if you don't understand a question or must do some more investigation before answering.

8. Can I participate even if I have not been selected for self-assessment at random?

Yes, we encourage all Fieldprint Projects seeking equivalency to work with participating growers to complete the assessment. Please contact your Project Administrator with any questions.

9. What are the consequences if I answer 'no' to these questions?

Nothing; it's better to be honest in answering these questions. Confirming your compliance with U.S. laws automatically qualifies you for FSA Bronze level if you are also utilizing the Fieldprint Platform. By answering the additional 13 questions truthfully, you can qualify for FSA Silver or Gold Performance levels. Please note: your results will be aggregated and then used to inform your customers and supply chain partners about the overall performance levels of participating growers in a Fieldprint Project. Some questions may be considered more important than others; for these, your customers may ask you to work with them towards turning a 'no' into a 'yes' if they require a higher performance level than FSA Bronze.

10. How is the data stored and shared?

Your personal data and answers to these 14 questions will be stored according to the current privacy policy governing your Fieldprint Project. A guiding principle of all Fieldprint Project privacy policies is that the grower's data remains their own and that growers opt-in to share this data in aggregate with downstream companies. Please contact your Fieldprint Project Administrator for more details. At a minimum, the answers will not be shared outside of the Fieldprint Project Administrator and your direct customers without your permission.

11. Will this be part of the IT system?

For the time being, the module will remain in Excel format, however it may be included in version 3.0 of the Fieldprint Platform later depending on the level of uptake.

12. If I am randomly selected for auditing, will the auditor also audit my Fieldprint Analysis or things covered by the law?

No, the benchmarking exercise was undertaken to ensure those FSA topics where there are already strong guarantees don't need to be looked at again by an auditor. Some of these topics are already addressed through the completion of a Fieldprint Analysis by utilizing the Fieldprint Platform. For other FSA topics, the legislation varies by state, but for simplicity, the benchmark uses a rule of thumb based on the analysis of 5 key states for the Fieldprint Platform. This means that if you farm in state with more advanced legislation it may be obvious to respond 'yes' to one or more of the 14 questions because it is required by state law, but the auditors should be aware of these cases.

13. How are FSA Bronze, Silver, and Gold performance levels calculated and which questions carry the greatest weighting?

Any grower who has completed a Fieldprint Analysis and confirms they comply with U.S. local, state and federal laws is automatically qualified for FSA Bronze level. To qualify for FSA Silver or Gold, an additional number of questions must be responded to affirmatively. When reviewing the FSA Equivalency Module spreadsheet, you will notice that questions are classified as 'essential', 'basic' or 'advanced'. To achieve FSA Silver or Gold, a progressively larger number of 'basic' and 'advanced' questions need to move from 'no' to 'yes'. Some questions carry a higher weighting than others indicated by the number of points for each category (See the Results Tab in the FSA Equivalency Module spreadsheet).

Related Resources

Equivalency Module Spreadsheet

Implementation Guidance (Appendix 1)

Optional Verification Guidance (Appendix 2)

FAQ – Guidance for Supply Chain Companies (Appendix 4)