



FERTILIZER REPORTING SOLUTIONS

June 27, 2024 - 1 pm ET

*Feel free to send in questions with the Q&A feature
during the webinar!*



THE PROBLEM STATEMENT

Fertilizer Reporting is a Pain!

- ▶ Each state has its own distinct set of rules and regulations for reporting
- ▶ Extensive research is required to determine if there have been any changes in the rules from year to year
- ▶ Documentation pertaining to each state's rules is widely scattered and difficult to consolidate
- ▶ Different products are subject to reporting requirements at varying rates in each state
- ▶ States often require differing product codes and identifiers
- ▶ Many states maintain a constantly changing list of exempt entities for which fees are waived
- ▶ Reporting requirements in terms of level (parent or physical location) vary from state to state
- ▶ Reporting format varies among states, including options such as paper-based submissions, websites, and templates
- ▶ Reporting schedules (annual, bi-annual, monthly) differ across states
- ▶ Turnover among TFI members can result in a lack of expertise and mastery of the reporting process
- ▶ Currently, there are no industry-specific tools available to streamline the reporting process

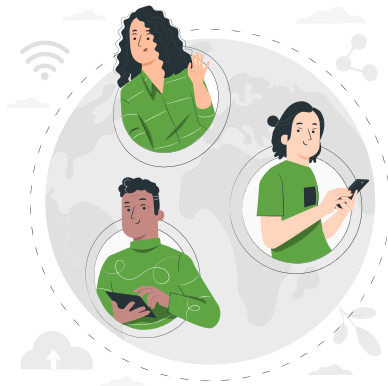
SOLVING FERTILIZER REPORTING

First understanding the problem to create a valuable solution

- *Reviewed the proposed solution and brainstormed future phases*



TFI MEMBERS



- ▶ Interview companies and state representatives to understand current challenges
- ▶ Connected with industry experts and software provider to brainstorm possible solution
- ▶ In-person summit and focus groups to get feedback on proposed solution and prioritize needs
- ▶ Implement solution and provide access to beta test group

"We compete in a lot of places in this industry. This is not a place we need to compete so let's work together and get this figured out."

Thank you for engaging!

FERTILIZER REPORTING SOLUTIONS

INCLUDES



REPORTING GUIDELINES



LICENSED COMPANIES



REGISTERED PRODUCT



PRODUCT CATEGORIES



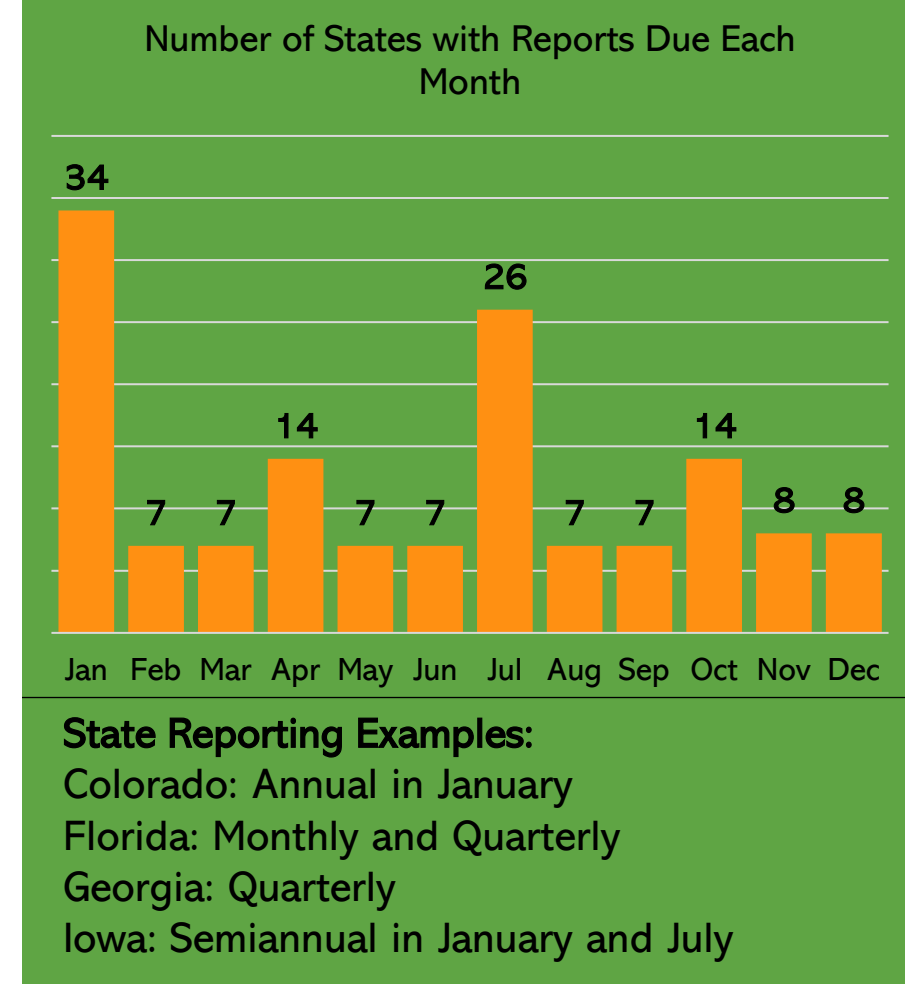
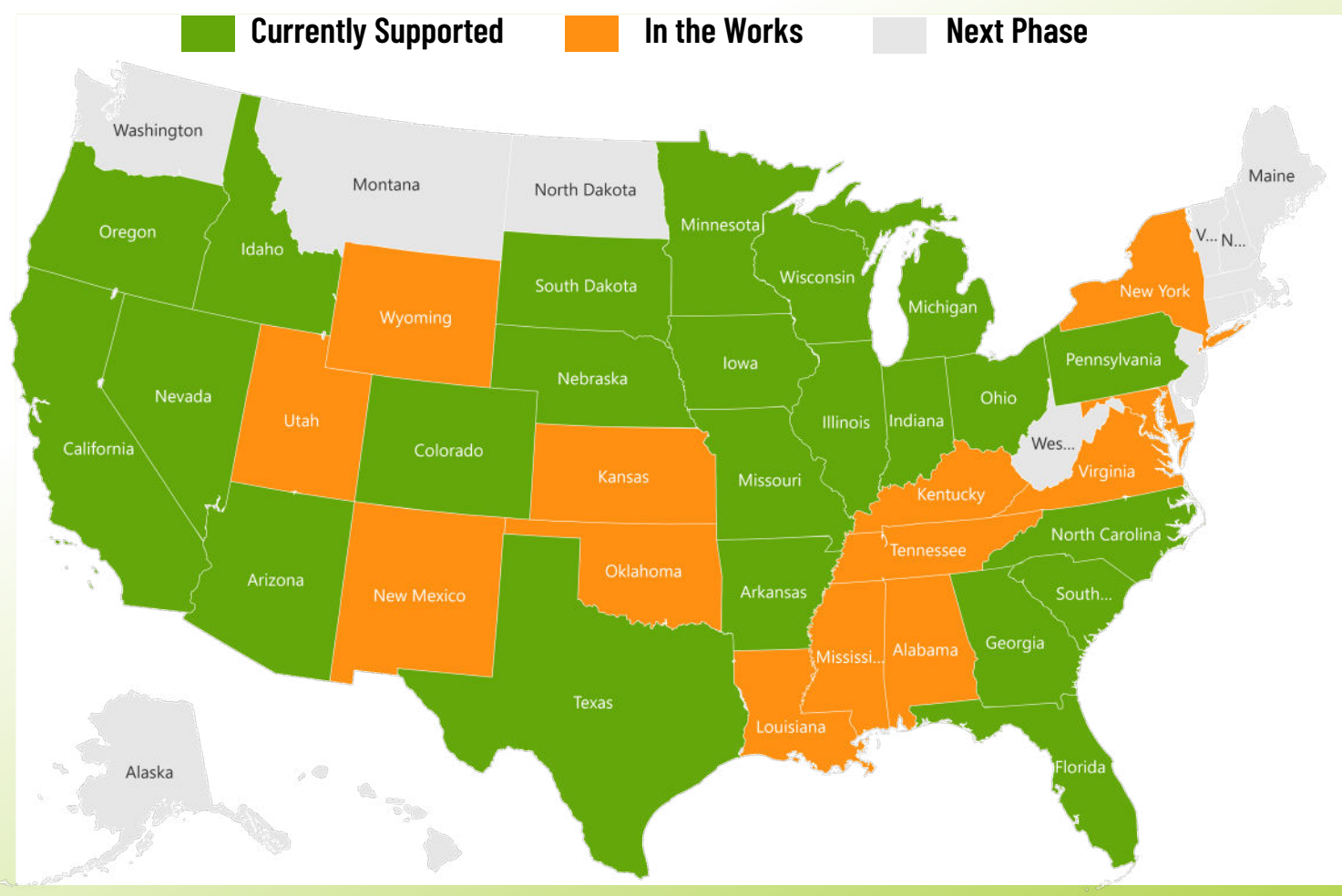
QUICK REFERENCE GUIDE



FEEDBACK



OUR CURRENT WORK



1



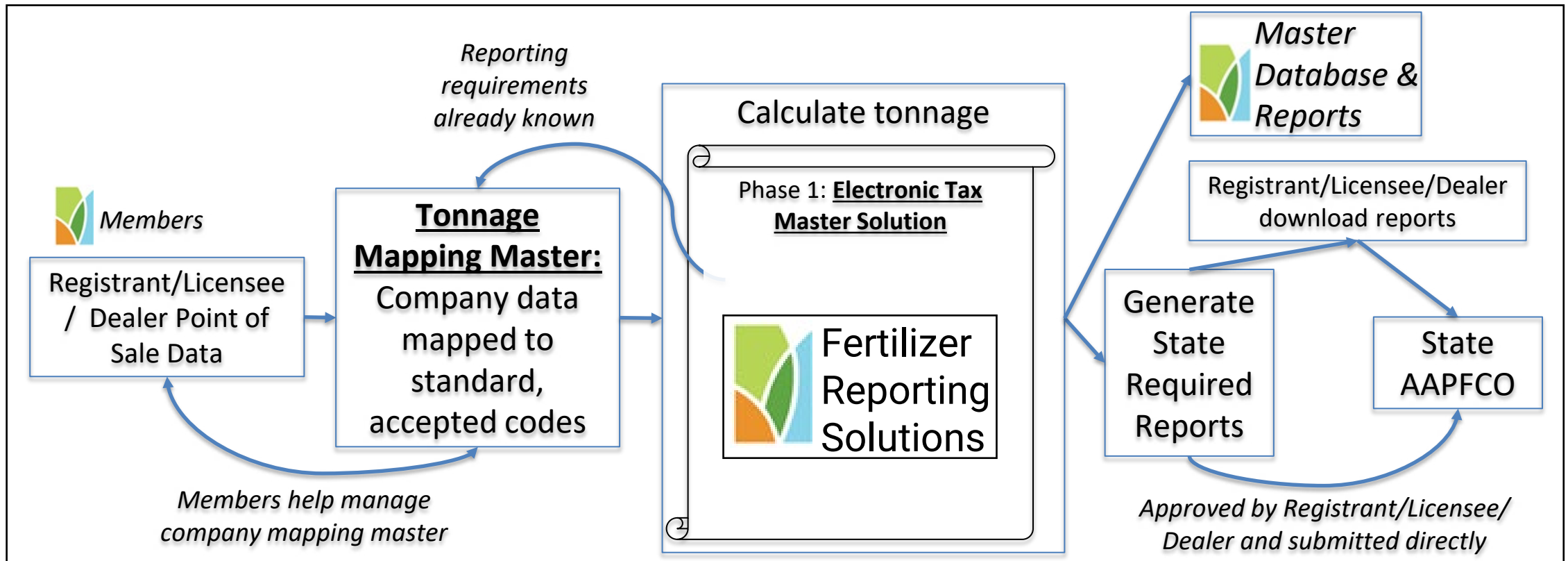
← A Partner to **Farmers**

The Fertilizer industry supports growers to ensure that innovative products and the latest information on 4R Nutrient Stewardship practices is available.

2

- Economic Impact Insights
- Market Intelligence Insights
- Fertilizer Tonnage Reporting**
- FERT Foundation
- Sustainability Insights
- Nutrient Stewardship

LONG-TERM VISION: ELECTRONIC DATA CAPTURE AND REPORTING SYSTEM



Goal: Collect point of sale and product movement data from each member to map to a master product library which is then mapped to each states unique reporting requirements.



**THANK YOU FOR
ATTENDING!**

