

Record Keeping for Small-Scale Farms

Chris Bodnar



Why move to Crop-planning Software?

- Less juggling of multiple spreadsheets
- Less risk if key documents (I.e. The big binder) are lost or damaged
- Easier planning with **more useful data**
- Streamlined records = more efficient verification for certification



More useful data?

- Track crops from seed source to end sale using unique lot numbers
- Create customized reports by crop, field, bed, season, month
- Compare production from one year to the next



More efficient records for certification?

- Print custom reports by crop for individual crop audits
- Demonstrate seed searches, spray records, input records, etc with clear, efficient reports
- Allow Verification Officer/Certification Body read-only access to records



Products Reviewed

- Seed to Harvest
- AgSquared
- COG-Pro



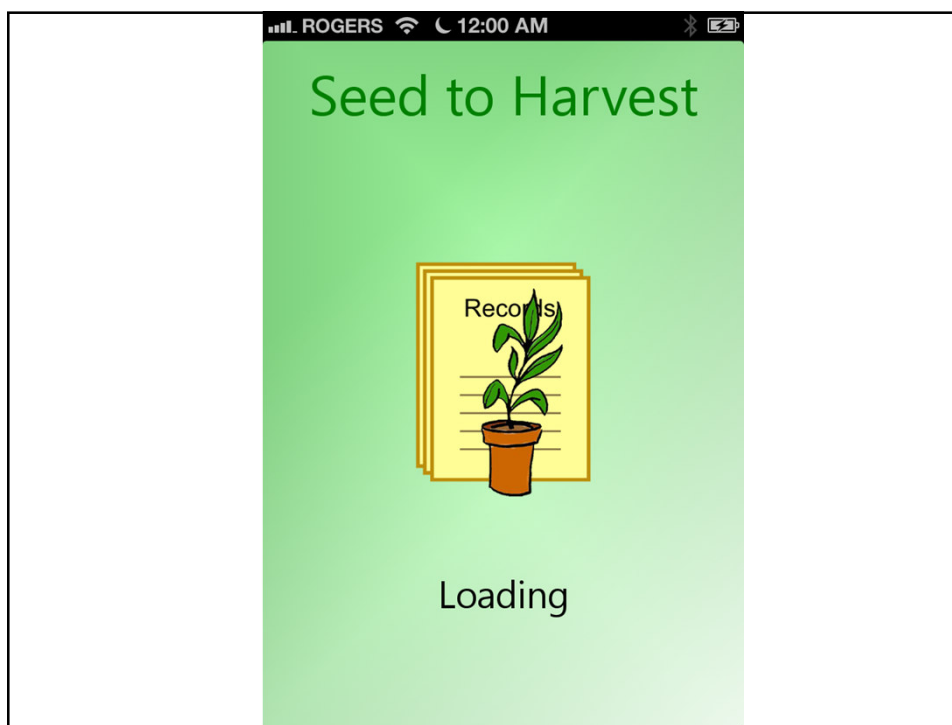
Considerations

- Cost
- Support
- Mobility
- Bandwidth
- Intuitiveness of software



Record-keeping Software

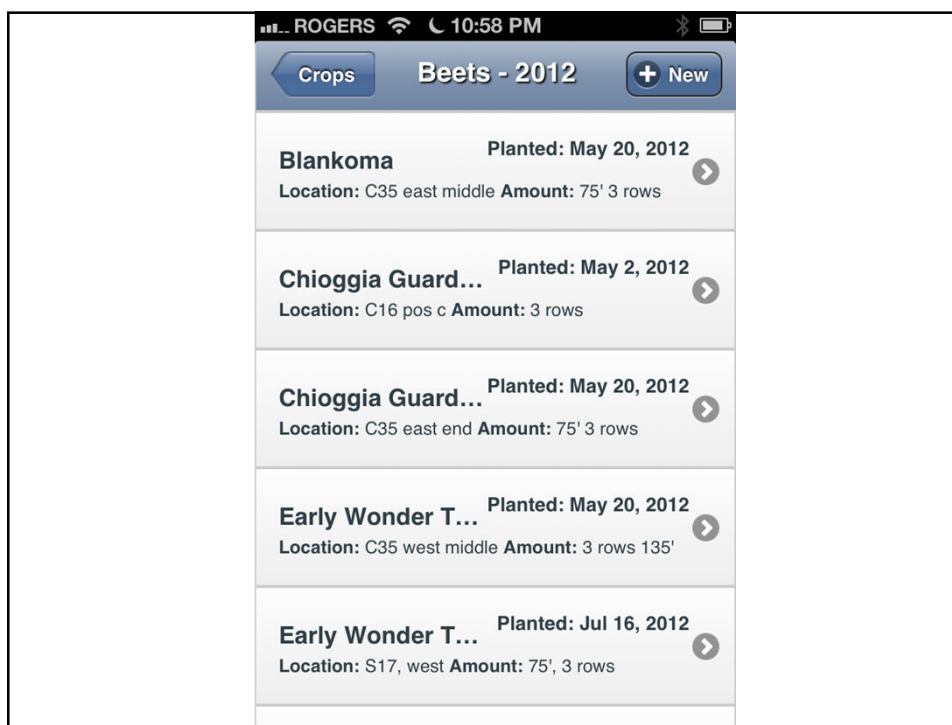
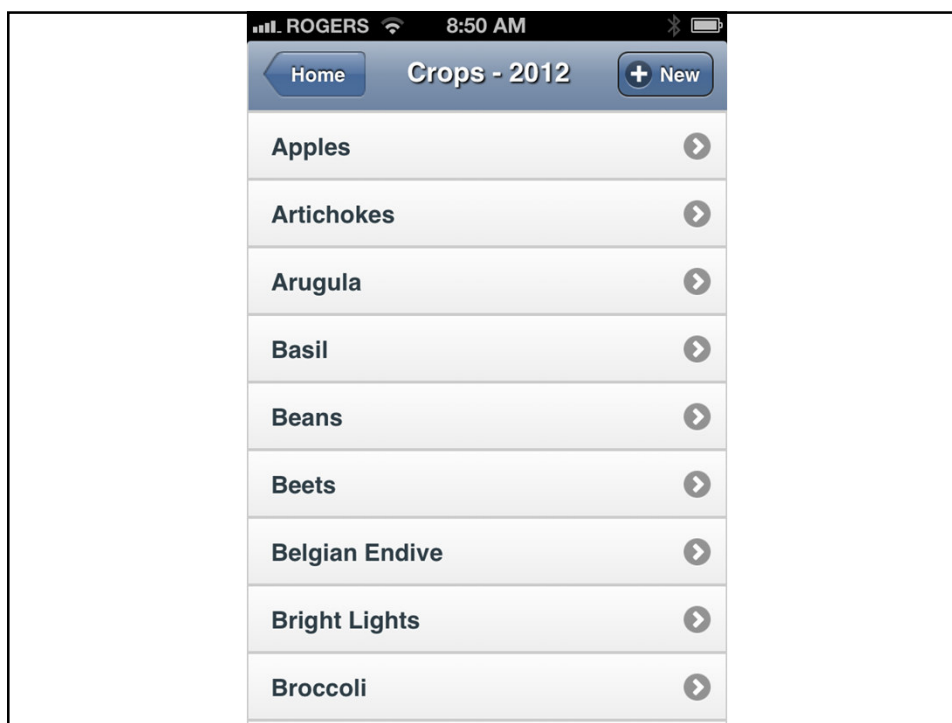
- Two ways to approach:
 - Record keeping; or
 - Planning and Record keeping
- Integrate planning and record-keeping into one program;
- Produce clean and clear records for Verification Officers and future planning.

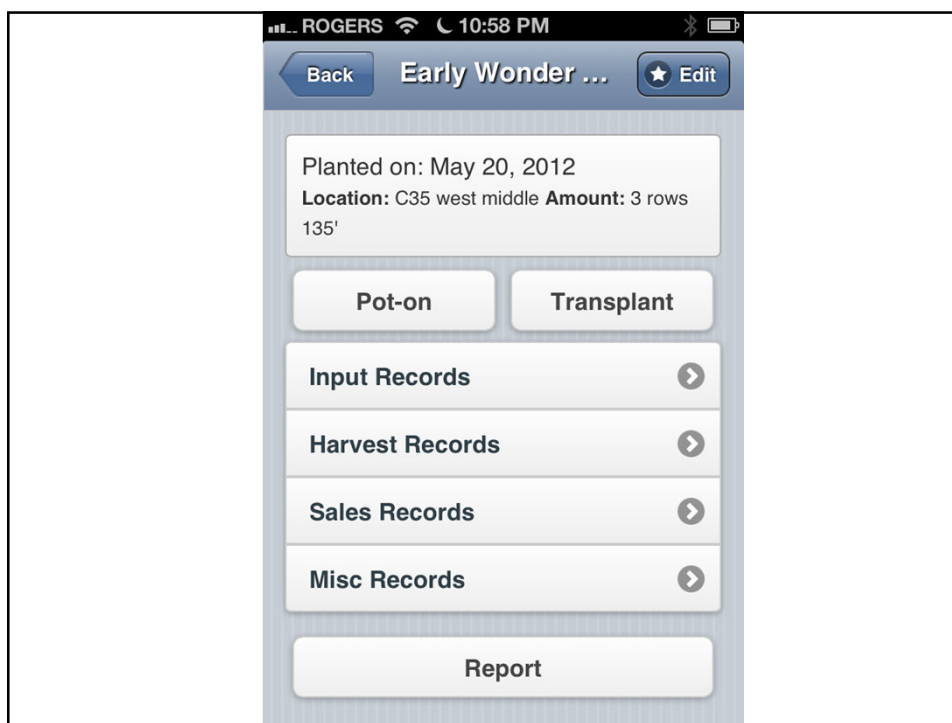


Seed to Harvest

- Free iPhone and iPod Touch app;
- \$10 version to produce pdf reports;
- Developed by a 17-year-old raised on an organic farm;
- Records always available - stored on your phone, back-up by e-mail







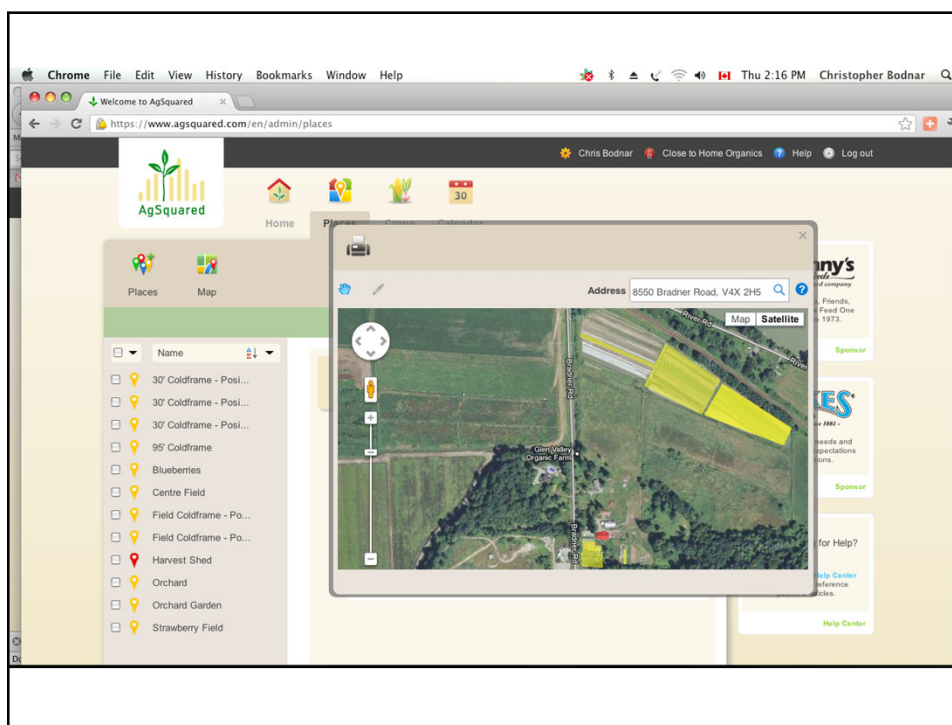
Seed to Harvest: Key questions

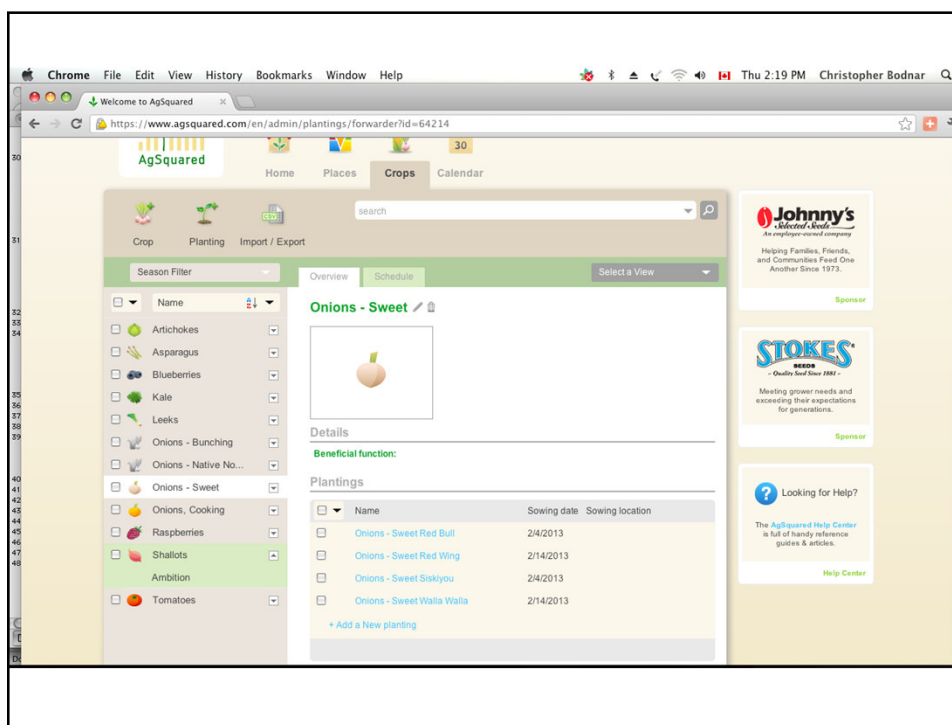
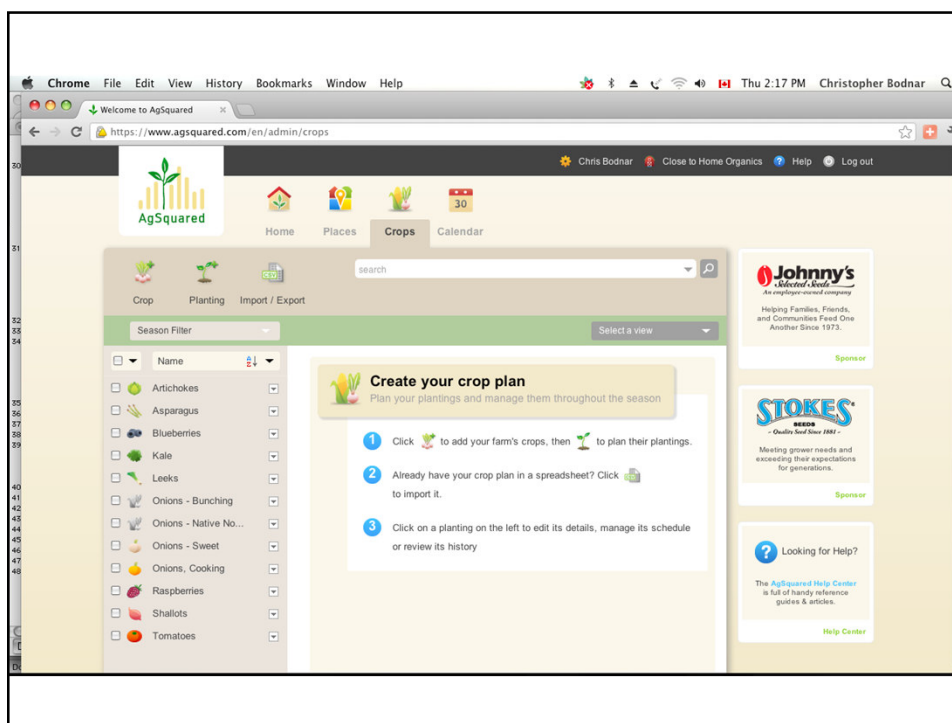
- Are you the only record-keeper?
- Do you want a mobile, low-cost record-keeping option?
- Are you prudent about backing up your records?

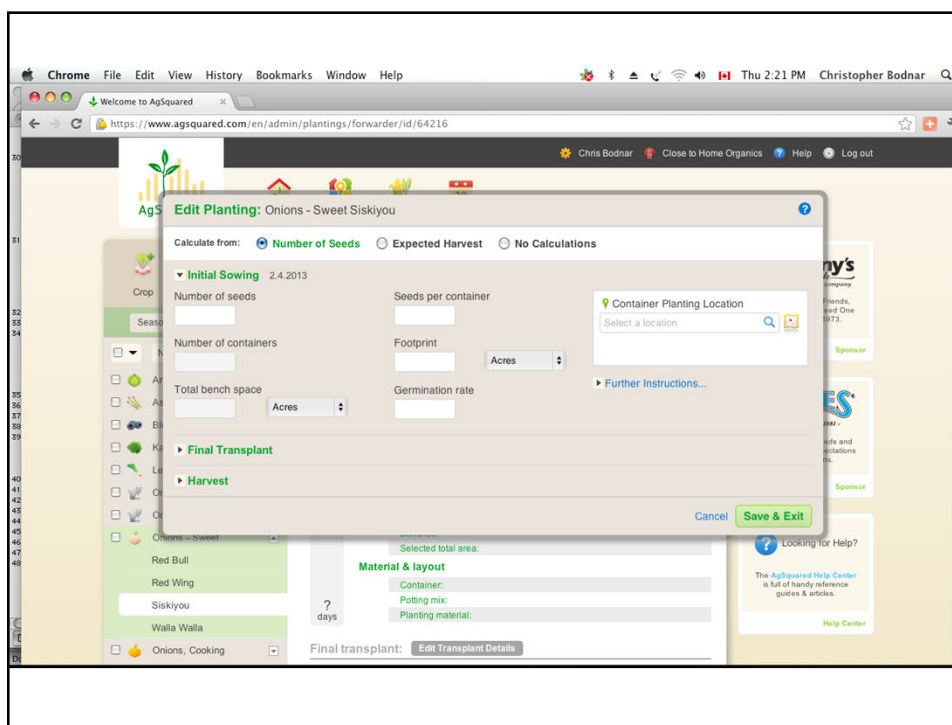
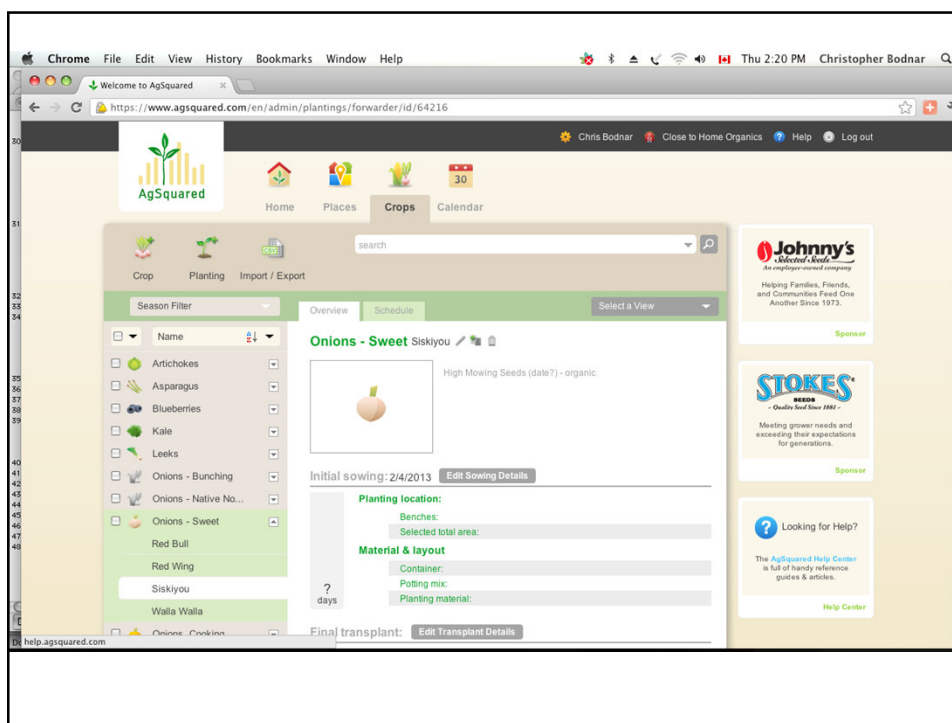


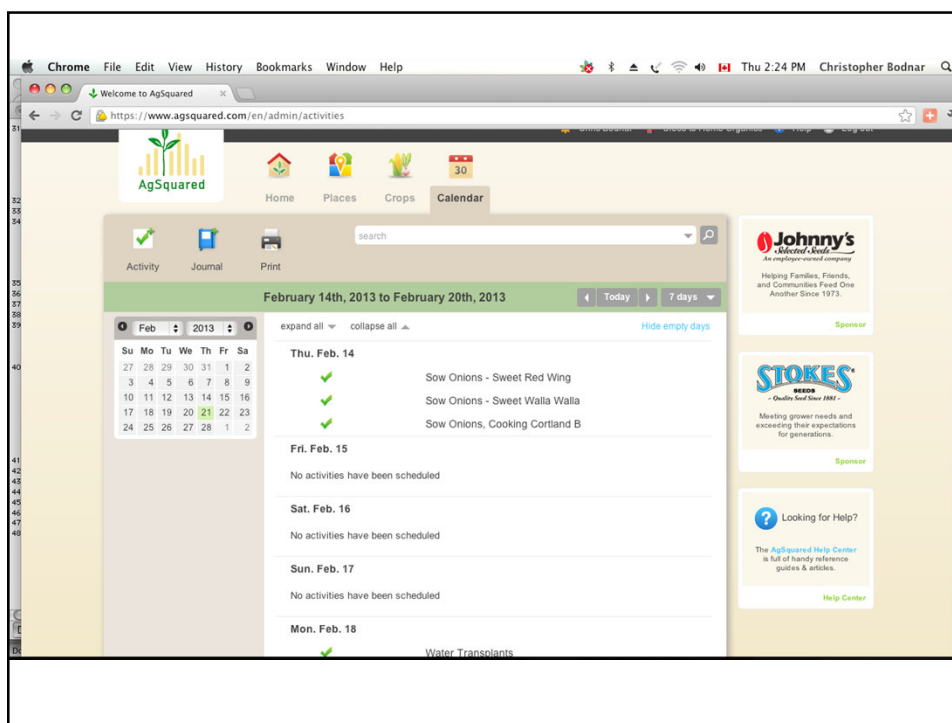
AgSquared

- \$60 annual fee, free trial available;
- Ongoing webinars and training;
- Cloud-based;
- Mobile app still in development;
- Integrates planning and record keeping;
- Question: do you have Internet connectivity to use cloud-based software?
- Does your primary computer/tablet allow for flash-based apps?









COG Pro

- \$79/year subscription, \$150 for two years;
- Livestock and GAP modules available for additional \$50-80;
- Cloud-based, but not Flash (works on mobile devices without an additional app);
- Comprehensive and intuitive, faster to use (i.e. less bandwidth).



Chrome File Edit View History Bookmarks Window Help Thu 2:26 PM Christopher Bodnar

Record your weed control activity

https://cog-pro.com/activity-weeds.html

COG Pro
Record-keeping for Organic Certification

You are currently logged in as "Guest." Content in the Guest account is periodically reset. To begin using COG-Pro for your records, please click here to log out of Guest and go to the signup page.

My Weed Control Records

Output Options Add Record

Filter by date range
From date:
Format: 2013-02-21
To date:
Format: 2013-02-21

Set this filter to focus on one crop: Apply

Crop	Field ID	Row/Section ID	Application Date	Target	Method	Equipment Used	Material Used	Brand	Amount
Melons & Squash	South Field	41-80	05/30/2011	Weeds	Hand Pulled		Plastic Mulch	Marvel Plastic Mulch	8000
Tomatoes & Peppers	South Field	1-40	05/24/2011	Weeds	Hand Pulled		Plastic Mulch	Marvel Plastic Mulch	8000
Tomatoes & Peppers	South Field	1-40	05/24/2011	Weeds	Hand Pulled		Plastic Mulch	Marvel Plastic Mulch	8000
Tomatoes & Peppers	Greenhouse 1	1-40	05/24/2011	Weeds	Hand Pulled		Plastic Mulch	Marvel Plastic Mulch	8000

Overview My Account Client Resources Site Map Log Out

Farm Information Activity Records Seeds, Plants, and Rootstocks Regulatory Records Harvest/Sale Generate Custom Reports Field Plan Equip Cleaning

Chrome File Edit View History Bookmarks Window Help Thu 2:35 PM Christopher Bodnar

Enter your seeds, plants and rootstocks

https://cog-pro.com/seeds-enter.html

COG Pro
Record-keeping for Organic Certification

Enter Your Seeds, Plants and Rootstocks

Output Options Add Item Choose from Master List

Set this filter to focus on one crop: Apply

Set this filter to focus on one source:

Set these filters to focus on a range of dates:
From date:
Format: 2013-02-21
To date:
Format: 2013-02-21

Crop	Variety	Source	Order date	Catalog #	Package Size	# Packages to Order	Cost per package	Computed Cost	Lot #	Organic
Arugula	Arugula - ARUGULA (REGULAR) OG	Johnny's Selected Seeds	02/08/2012	2891	1 oz	1	4	4		Yes
Arugula	Arugula - ARUGULA ASTRO ORGANIC	Osborne Seeds	02/02/2012		1 oz	2	3.5	7		Yes
Basil	Basil - GENOVESE OG	Johnny's Selected Seeds	02/02/2012	911G	1/4 lb	1	14.35	14.35		Yes
Beets	Beets - RED ACE F1 OG	Johnny's Selected Seeds	02/02/2012	2841	1 lb	1	23.40	23.4		Yes
Beets	Beets - BULL'S BLOOD OG	Osborne Seeds	02/02/2012		1/2 lb	1	17.45	17.45		Yes
Cabbage, Green	Cabbage, Green - FARAO F1 OG	Johnny's Selected Seeds	02/02/2012	2110G	5 M seeds	2	15.85	31.7		Yes

Overview My Account Client Resources Site Map Log Out

Enter Seeds, Plants and Rootstocks S/P/R Orders Farm Information Activity Records Seeds, Plants, and Rootstocks Regulatory Records Harvest/Sale Generate Custom Reports Field Plan Equip Cleaning

Field ID	Row/Section ID	Status	Season	Year	Planting Date	Crop	Variety	Area Planted	Area Measure	Seed Lot #	Planting Batch #	Date Finish
North Field	1-10			2011	04/04/2011	Broccoli					Broc 1	
North Field	11-14			2011	04/04/2011	Cabbage, Green					Cabbage 1	
North Field	15-16			2011	04/05/2011	Cabbage, Red					Cabbage 2	
North Field	17-20			2011	04/07/2011	Lettuce					Head Lettuce 1	
North Field	26-30			2011	04/11/2011	Beets					Beets 1	
North Field	21-25			2011	04/11/2011	Carrots					Carrots 1	

COG Pro

- Entire program runs on both desktop computers and mobile devices
- Program is intuitive - desktop program actually looks like a binder!
- Excellent customer support
- Designed entirely with organic certification in mind
- This is the program our business chose



If you move to a new system:

- Now is the time to begin the transition
- Setting up a new record-keeping system takes time - you need to set up your account for your farm operation
- Training is key: make sure everyone who will use the system is trained
- Plan a timeline for implementation and speak to the software company's staff for assistance



CSA Management Software

- Overwhelmed with CSA management?
- Looking for ways to increase CSA sales?
- Would you like to offer more customized options (payment plans, box contents)?



Other products to consider

- Options for accepting credit cards, tracking sales via smart phone apps (farmers markets, farmgate): Square is the most common app
- CSA Management software: Farmigo or Member Assembler (Small Farm Central)
- Cloud-based book-keeping, allowing mobile invoice creation - Quickbooks Online



Questions?

- Contact me:
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