

AGRONOMIC SURVEY

SUBMISSION INSTRUCTIONS

1

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3

Complete Agronomic Survey

4

Complete Crop Profile
(one for each crop type)

5

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AGRICULTURAL SOLUTIONS

INTERNATIONAL

WHO WE ARE

Agricultural Solutions International (ASI) is uniquely positioned to provide agricultural solutions for every aspect of your farming operation: from production to logistics and storage, to value-added processing and marketing. We have the staff and experience to make your goals a reality.

ASI is an extension of StateLine Cooperative (SLC), a farmer-owned entity located in North Central Iowa and Southern Minnesota within the United States of America. The core business of SLC includes agronomy product sales and services, grain marketing and feed manufacturing. SLC has a long history of innovation and has consulting experience on three continents.

WHAT WE DO

Our consulting engagements are an extension of the business that we conduct every day. Our goal is to first gain a clear understanding of the issue and work directly with the client to identify the best path to success. The process begins with first clearly understanding the culture of the country in which we are in. When you work with ASI, you are not working with an individual, but rather with an entire team dedicated to aiding you in achieving your predetermined goals.

We provide agronomy consulting services and develop multi-year interactive farming models by crop to regional or field levels using advanced agricultural techniques customized to fit your local needs and operations. The plan will include recommendations on the following elements:

- Tillage
- Fertility
- Grain Marketing
- PH level correction
- Crop Production Schemes
- Analysis of Harvest Results
- Equipment Review and Analysis
- Seed Trait and Variety Selection
- Planting Populations and Row Widths

PARTNERS IN SUCCESS

We encourage you to take some time to complete the following Agronomic Survey and Crop Profile, which provides us the opportunity to get to know your business and how we may best use our established resources to assist you in reaching your agricultural goals. We look forward to partnering with you.

C O N T A C T

Business/Organization:

Phone:

Primary Contact Name:

Email Address:

Location:

What are the overall short-term and long-term goals of the organization?

AGRONOMIC SURVEY

In an agronomic survey, key datasets are required to understand the production methods and constraints that will allow us to provide you with the recommendations you need to maximize both yields and profitability. The information we require for our initial assessment follow.

CULTURE

Please explain the company's history and culture:

Please detail the company's history related to agriculture:

Organizational, Operational, and Climate Demographics:
What is the organizational structure of the company?

Workforce

Total number of employees:

Number of employees directly related to agriculture:

Average Age:

Average Hours Worked:

Per Day

Per Week

Average years of experience working in agriculture:

Regulatory Environment:

Please rate the level of governmental regulation.

1 5 10
(low level of regulation) (highest level of regulation)

Please explain the type of government regulations related to agriculture.

Describe the customs clearing methods:

Agronomic Equipment

Agronomic Seed

Chemicals

Fertilizer

What, if any, food securities issues exist in the country?

Please describe the company's and the government's views related to the use of genetically modified crops.

Please detail the common weather events that cause production issues.

Average Rainfall

Timing of Rainfalls

What factors influence the decision-making process?

CROPS

Please explain the crop planning process.

What are the agronomic goals you wish to achieve within the next two years?

What are the agronomic goals you wish to achieve within the next five years?

Please complete a **Crop Profile** for each crop type. List all crop types below:

Crop #1

Crop #6 *(If Applicable)*

Crop #2 *(If Applicable)*

Crop #7 *(If Applicable)*

Crop #3 *(If Applicable)*

Crop #8 *(If Applicable)*

Crop #4 *(If Applicable)*

Crop #9 *(If Applicable)*

Crop #5 *(If Applicable)*

Crop #10 *(If Applicable)*

INFRASTRUCTURE

What is the amount of land owned by the company?

:

What is the amount of land that is leased or rented by the company?

Please describe the process of acquiring additional hectares and the time required.

Soil Types:

Soil Characteristics:

STORAGE AND MARKETING

What crops are stored by the company post-harvest and length of time products are stored?

Please describe the types of storage used.

Other Storage Options:

How are products marketed, and describe the time frame in which products are moved to the buyer?

ROAD SYSTEM

Please explain the field-to-market road system. (Check all that apply.)

Road Type:	Percentage (%):
Hard-Surface	
Gravel	
Dirt	
Other (Please explain)	

How is the road system impacted by weather?

RAIL SYSTEM

Describe the current rail system related to the transportation of product and note any key information.

VALUE ADDED PROCESSING

Does the company currently process any of the crops grown?

(Examples: washed, cleaning, separation, bagging)

What commercial processing exists and where is it located?

FIXED ASSET LIST FOR EQUIPMENT BY CATEGORY

List and describe assets for each category if applicable.

- **Planting:**
- **Irrigation (Provide water source):**
- **Fertilizer (dry and/or liquid):**
- **Processing Equipment:**
- **Chemicals:**
- **Transportation:**
- **Harvest:**

CONSIDERATIONS:

What are the critical factors for success that a consulting group must consider?

Has the company ever utilized consulting services in the past? If so, what was the outcome?



STATELINE COOPERATIVE

AGRONOMIC SERVICES

NEXT STEPS: FOLLOW UP

Thank you for completing the agronomic survey. If you have not yet completed a *Crop Profile* for each crop type, please do so and include it with your submission.

The survey information will be used to develop a scope of work in preparation for an on-site deep dive engagement. If hired, the StateLine agronomy services consulting team will prepare a detailed Statement of Work for your consideration.

The Statement of Work includes:

- Scope of work and term
- Business objectives
- Estimated savings and benefits
- Staffing
- Communication
- Work product listings
- Time in country estimates
- Supplier's requirements
- Terms and conditions

C O N T A C T



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