

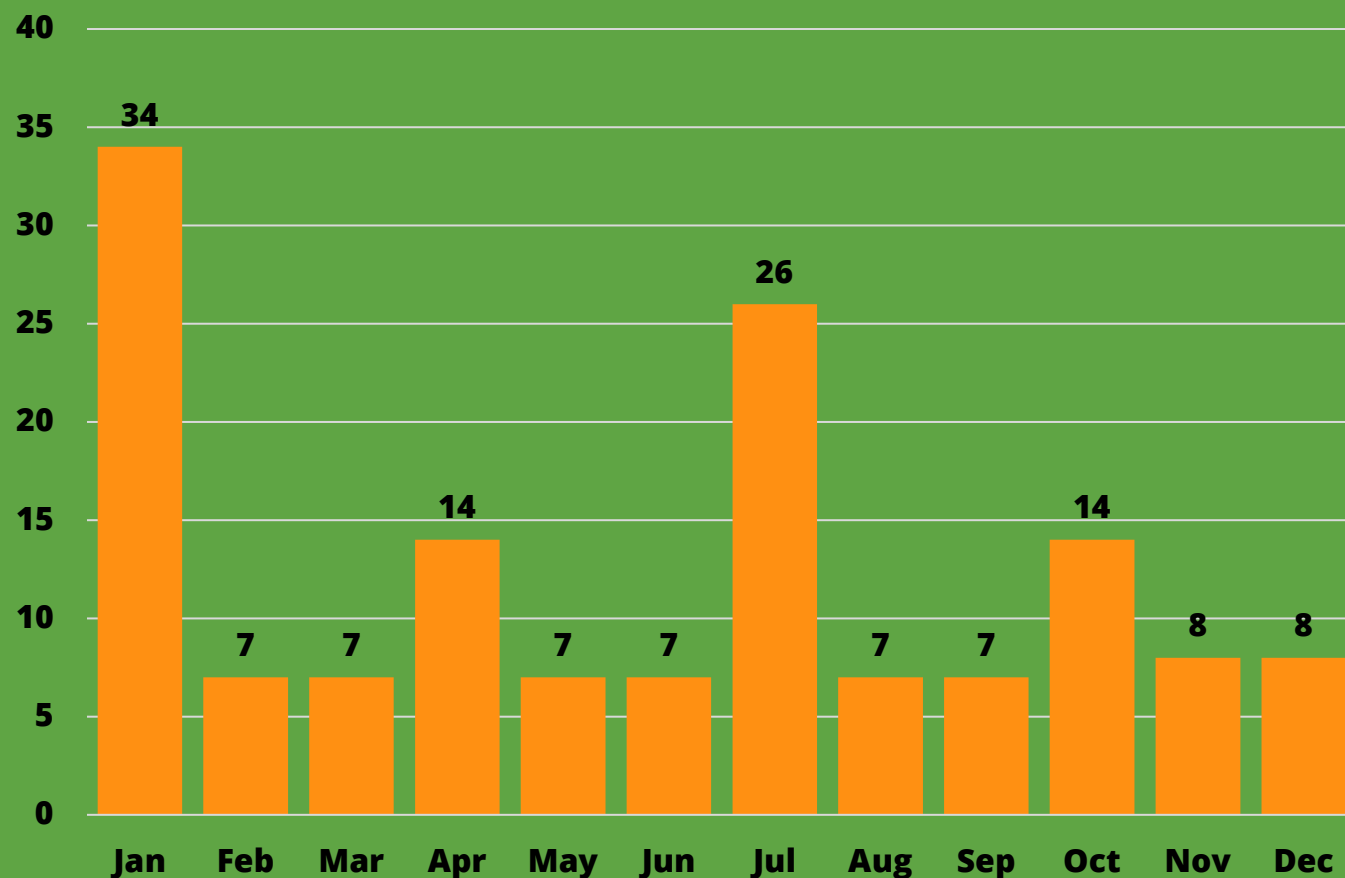


SOLVING FERTILIZER REPORTING

FERTILIZER REPORTING: 50 States, 50 Sets of Rules

- Reported Materials
 - Fertilizer, Specialty Fertilizer, Soil Amendments, Liming Materials, etc.
- Required Reporters
 - No one, everyone, something in between
- Product Categories
 - UFRS Codes, from 0 to 156
- Reporting Frequency
 - CO: Annually in January
 - FL: Monthly and Quarterly
 - GA: Quarterly
 - IA: Semiannually in January and July
- Reporting Level
 - Single, company wide entry
 - Each retail facility
- Product Rates
 - One rate to many
 - Additional groundwater protection fee based on the percentage of nitrogen present

Number of States with Reports Due Each Month



ENTER: FERTILIZER REPORTING SOLUTIONS

TFI's Fertilizer Reporting Solutions is a resource created to help streamline state fertilizer tonnage reporting by laying out consistently all the necessary information in one place.



LICENSED COMPANIES



PRODUCT CATEGORIES



QUICK REFERENCE GUIDE



REGISTERED PRODUCTS



REPORTING GUIDELINES



FEEDBACK

THE CURRENT CAPABILITIES

And what it doesn't do!

PROVIDES:

- ▶ Comprehensive information for how to report fertilizer tonnage for all participating states
- ▶ Reporting Guidelines – Wikipedia type page providing in depth state overview
- ▶ Licensed Companies – when available, a list of companies/distributors licensed in each state
- ▶ Registered Products – when available, a list of products registered in each state
- ▶ Product Categories – identifies the required product categories for reporting and their associated rates
- ▶ Quick Reference Guide – combination for the Reporting Guidelines and Product Categories page for quick viewing and comparison across states

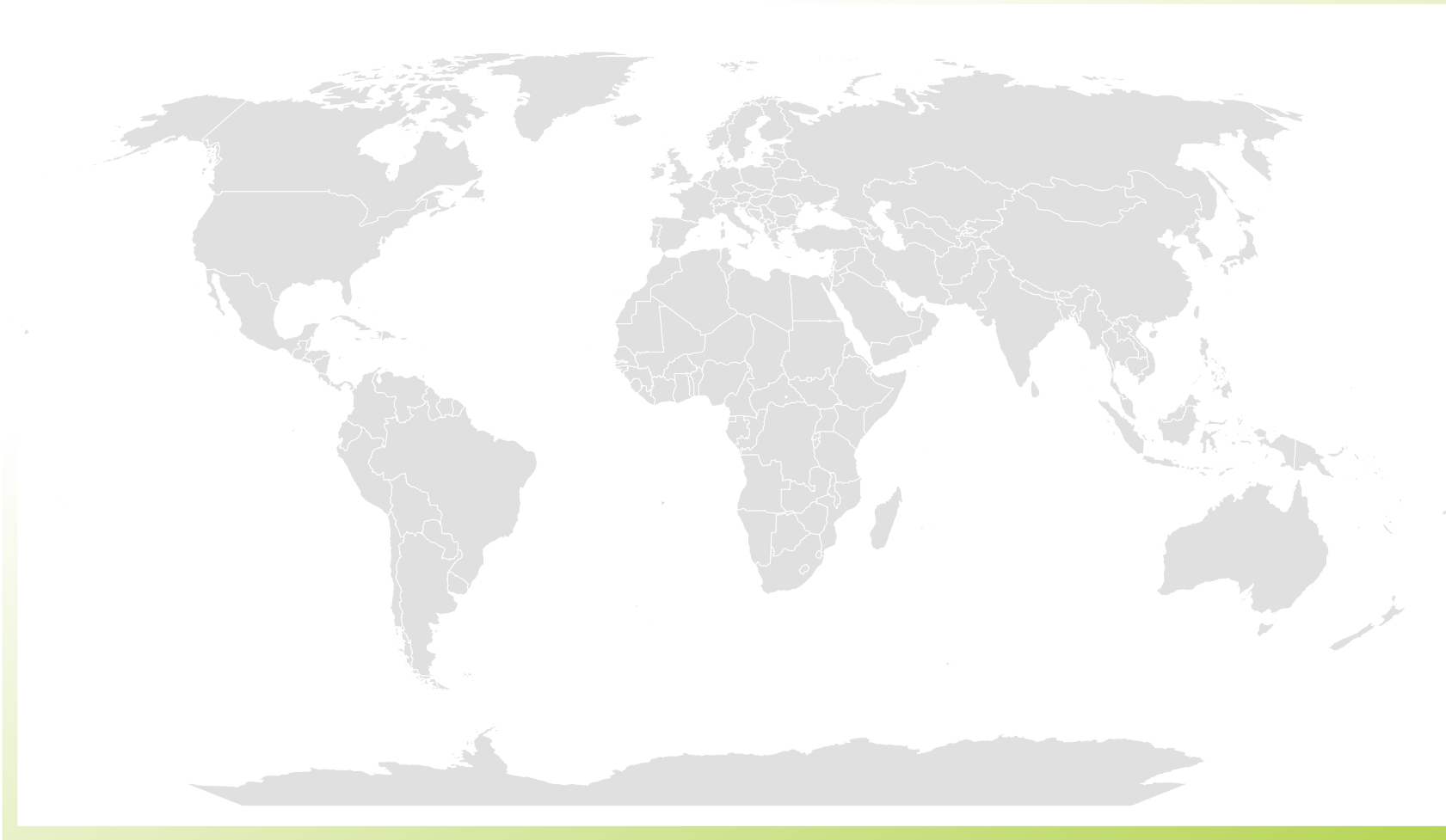
DOES NOT:

- ▶ Accept any data inputs
- ▶ Calculate the required tonnage fees to be paid
- ▶ Submit tonnage reports to states
- ▶ Keep track of which states a company has submitted reports

This is an informational platform only at this time!

OUR CURRENT COVERAGE:

Currently Supported (31) **Almost Ready (6)** **In Discussion (3)** **Next Phase (10)**



OBJECTIVE:

Include all states in the platform, starting with the key agricultural states and then expanding to additional states.

Typically, most information on reporting is public (not always licensed companies and registered products) so can always add later.



SOLVING FERTILIZER REPORTING

GAINING ACCESS

Access to platform requires annual subscription

- Subscription year runs July 1–June 30
- One subscription per company, all associated employees with TFI profiles have access

Subscription rate is based on **US market coverage & TFI membership**

Company Description	Annual Subscription (prorated pricing available)
TFI Regular Member:	
• Products registered and/or selling products in 1-5 states	\$500
• Products registered and/or selling products in 6-10 states	\$1,500
• Products registered and/or selling products in 11+ states	\$5,000
TFI Associate Member	\$12,500
Non-Member	\$15,000

FOUNDING PARTNERS

Founding Partners view Fertilizer Reporting Solutions as a **revolutionary tool** for the industry

- Committed to keeping platform's information current and accessible
- Enables TFI to expand FRS

Becoming a Founding Partner:

- Full access and branding opportunities through June 30, 2027
 - TFI Regular Members: \$15,000, one-time commitment
 - TFI Associate Members: \$30,000, one-time commitment

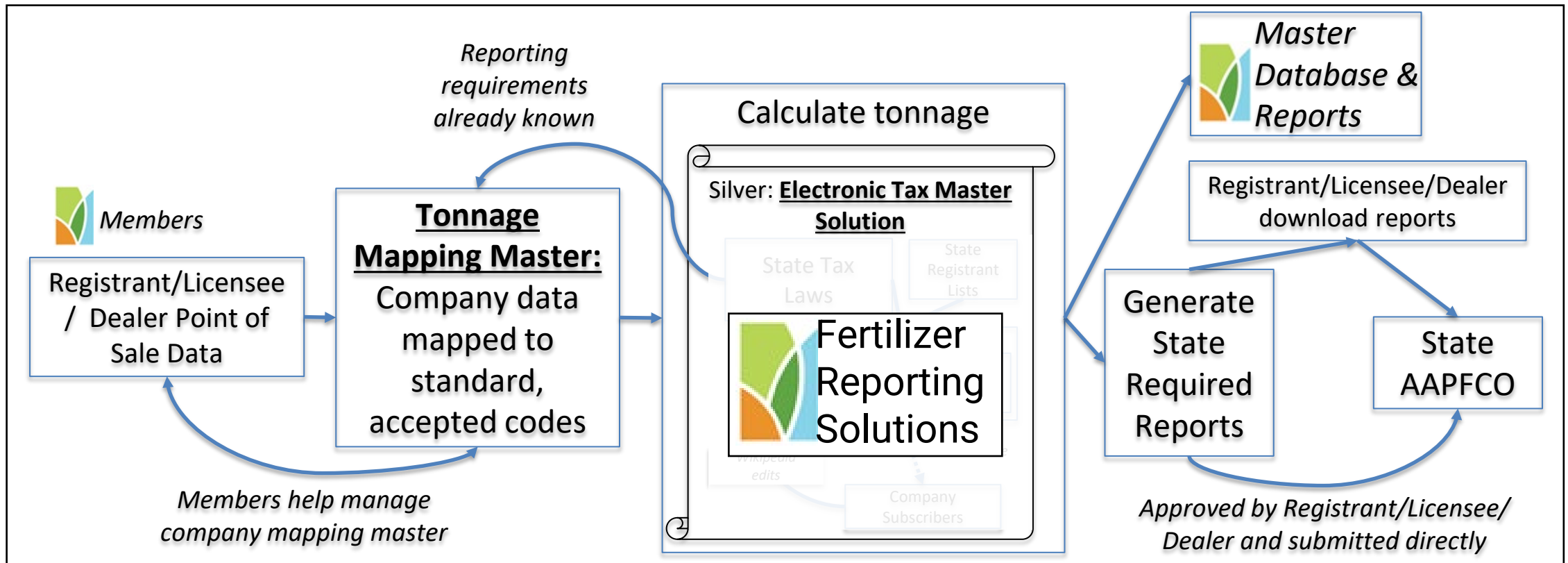
Thank you to our current Founding Partners, BHP & Simplot, for your investment into Fertilizer Reporting Solutions, **present and future**



LONG-TERM VISION: Ideal Process

1. Company subscribes to the platform
2. Uploads point of sale data (for all states) through a secure confidential platform aligning to a data upload template
 1. All data fields will not be required, but could limit the ability to accurately or completely report
3. Data would be mapped against Registered Product database to recognize products
4. Registered products would be mapped against product categories with associated rates
 1. Any product that is not mapped would be flagged and presented to the user to assist in reconciliation
5. Once all sales are recognized, tonnage calculation would be calculated.
 1. Users would be able to review line by line data in order to validate or check for questions
6. Calculations and data fields would then be aggregated to match the required reporting format/categories for the appropriate state and generate a report to be utilized by the user
 1. It should be noted that we will not require (but may ask) a state to change their reporting template or accepted files
7. User would leverage data export to complete data submission along with payment

LONG-TERM VISION:



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.

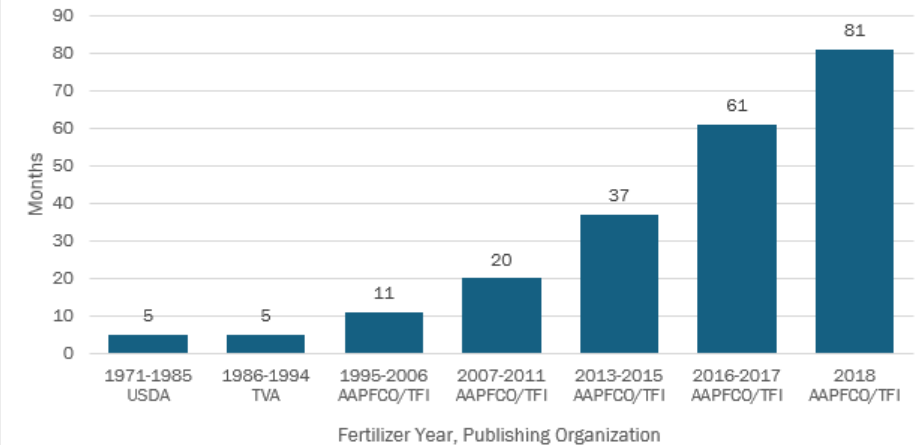
LONG-TERM VISION: Improved Industry Data

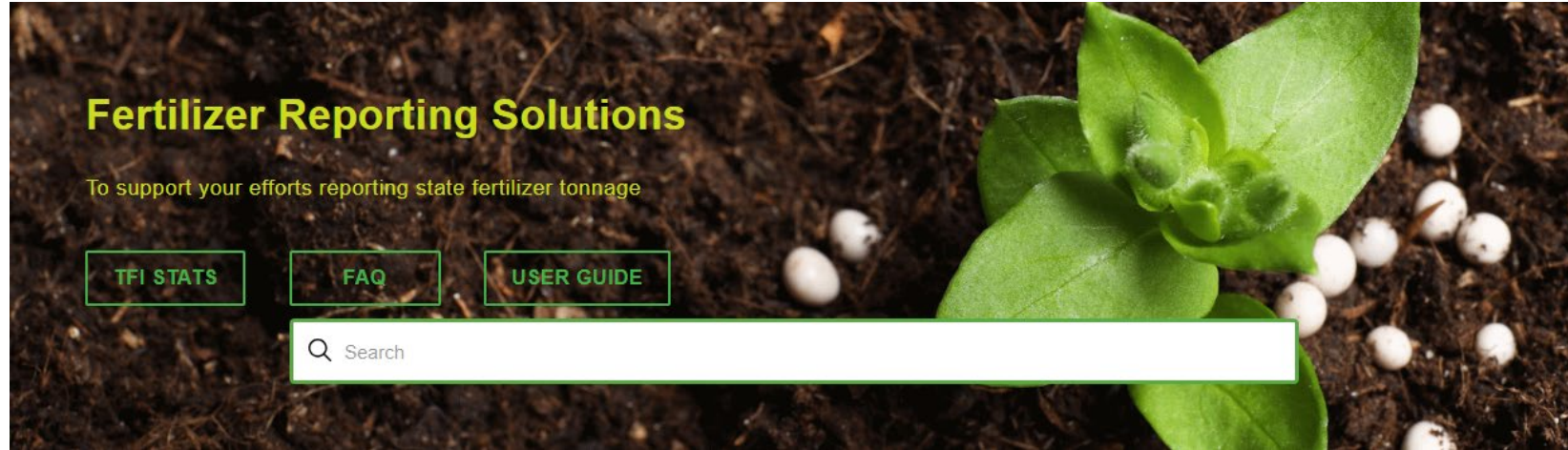
Commercial Fertilizers 2017

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Average Number of Months the
Commercial Fertilizers Report was Published
After the End of the Fertilizer Year





Thank you for attending our Solving Fertilizer Reporting webinar.

Ready to Subscribe?

Contact Bella Shain, Membership & Sales Manager, at bshain@tfi.org for next steps.