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Precision Safeguarding: Offshore Certification for Cuttings

North American Plant Protection Organization

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Overview

- ❑ Industry Facts and Figures
- ❑ Systems-based certification and Evolution of Offshore Cuttings Pilot
- ❑ Industry Perspectives on Path Forward

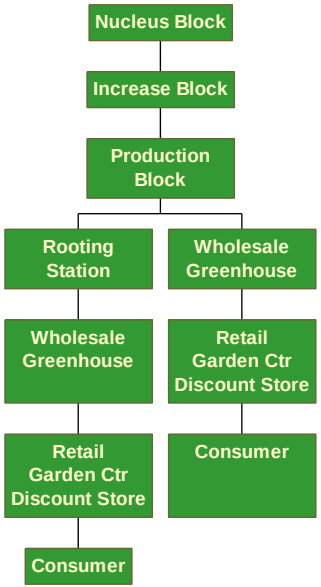
Some U.S. Facts and Figures

- Specialty crops = half of all crop value
- Nursery & floriculture – 1/3 of specialty crops
- Nursery & floriculture - $16.7B at farmgate
- Total sales all sectors - $136.4B
- Direct employment all sectors – 1.6 million
- We remain
  - An industry of small & family farms, businesses
  - Largely domestic consumer-focused

Offshore Cuttings – Background

- Over 1 billion cuttings imported each year
- From minimum of 15 countries
- Still a growing segment for our industry (versus seed)
- Many innovative products are vegetative
- Stakeholders requiring lower cost inputs to remain competitive
- Chain Stores (>60% of retail sales) pressuring supply for lower costs
- Vegetative cuttings generally considered higher ‘risk’ than seed by USDA-APHIS (but lower risk than most other ‘plants for planting’ imports)

Vegetative Production Flow Chart



Stepping Onto the Stage: Systems or Integrated Measures Approaches

- A pest risk management option that integrates different measures, at least two of which act independently, with cumulative effect [ISPM 14,2002; revised ICPM, 2005; CPM, 2015]
- Fast becoming “ticket to trade”
- International (ISPM 36), regional (RSPM 24) standards for integrated measures/plants for planting

Offshore Certification Concept

- *Pelargonium* program is a success story (*Ralstonia r3b2*)
  - APHIS-Industry cooperation effective and appreciated
  - The program has worked since 2003
  - Increased awareness and raised standards for all suppliers
- Extending concept to other crops
  - Annuals, perennials, woodies, etc.
  - **Standard operating protocols at the farm level** with annual inspection/certification by APHIS
- Expected benefits include:
  - Better safeguarding
  - Streamlined clearance process at U.S. ports of entry
  - Reducing staffing challenges during seasonal peaks

Offshore Cuttings Framework

- Minimum requirements met or exceeded
- Facility design, maintenance
- Water management
- Sanitation
- Pest management
- Training, recordkeeping
- Traceability

Greenhouse Requirements

- Polyethylene or rigid covering
- Metal or wooden frames
- Individual growing sections or units
- 20,000 to 50,000 plants per section

Greenhouse Benches & Floors

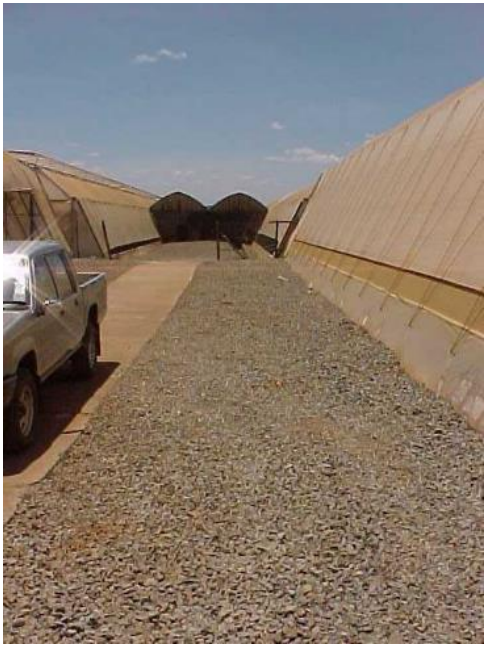
- Stock must be raised off ground
- No water contact from pot to pot
- Floors weed-free
- Well drained
- Concrete or gravel covered with saran

Irrigation

- Water sources/treatment
- Bags or container
- Drip irrigation
- No subirrigation
- No backflow

Weed Control

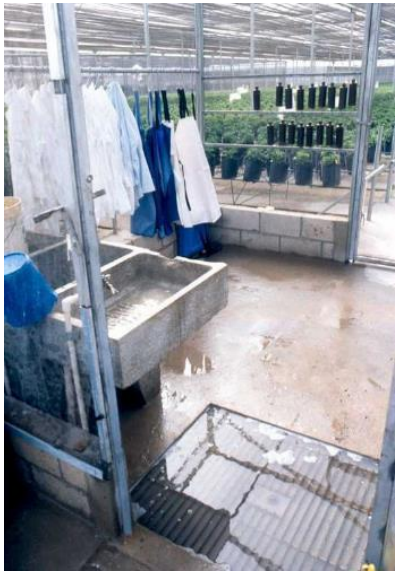
- No weeds inside
- Weed free border surrounding houses



Greenhouse Entrance

Entry to each Unit has:

- Double door entryway
- Clean water
- Soap
- Hand disinfectants
- Foot bath
- Protective clothing



North American Off-Shore Suppliers

Non-Central American Locations

Athena-Brazil
Darwin(Ball)-Colombia
Cohen-Israel
Danziger-Israel
Danziger-Kenya
Dummen-Kenya
Florensis-Kenya
Syngenta-Kenya
Selecta Kenya
Dummen Ethiopia
Florensis-Ethiopia
Syngenta Ethiopia
Selecta Uganda

- Ball FloraPlant
- Dummen Orange
- Syngenta
- Danziger
- InnovaPlant (PW)
- Plant Source Int'l
- HMA

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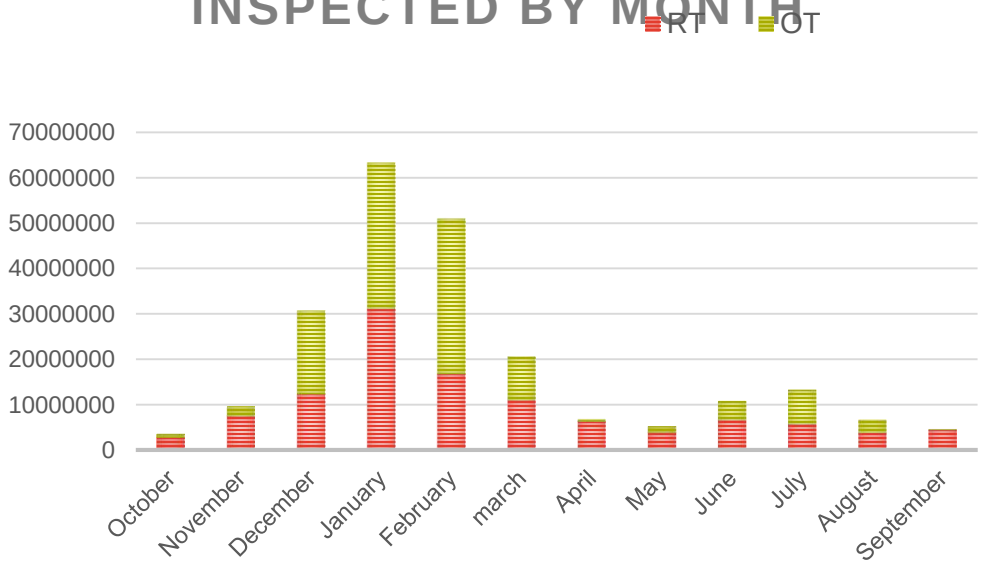
Ports of Entry

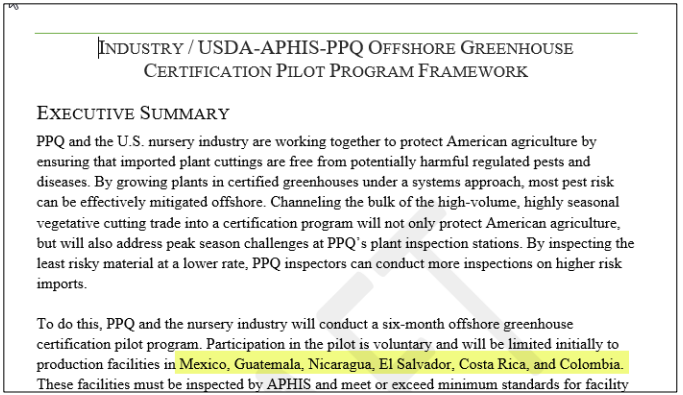
- Cargo arrives at port of entry
- Clearance performed by import broker
- APHIS inspects cuttings
- Releases to broker for shipment via FedEx or truck

FY 15 PLANT UNITS INSPECTED BY MONTH



2017-2018 Pilot Program

- Pilot limited to production farms of Ball, Dummen, Syngenta and Proven Winners
- Mexico, Guatemala, Nicaragua, El Salvador, Costa Rica, Colombia
- Genus/species list generated for each farm/country for database management



INDUSTRY / USDA-APHIS-PPQ OFFSHORE GREENHOUSE CERTIFICATION PILOT PROGRAM FRAMEWORK

EXECUTIVE SUMMARY

PPQ and the U.S. nursery industry are working together to protect American agriculture by ensuring that imported plant cuttings are free from potentially harmful regulated pests and diseases. By growing plants in certified greenhouses under a systems approach, most pest risk can be effectively mitigated offshore. Channeling the bulk of the high-volume, highly seasonal vegetative cutting trade into a certification program will not only protect American agriculture, but will also address peak season challenges at PPQ's plant inspection stations. By inspecting the least risky material at a lower rate, PPQ inspectors can conduct more inspections on higher risk imports.

To do this, PPQ and the nursery industry will conduct a six-month offshore greenhouse certification pilot program. Participation in the pilot is voluntary and will be limited initially to production facilities in Mexico, Guatemala, Nicaragua, El Salvador, Costa Rica, and Colombia. These facilities must be inspected by APHIS and meet or exceed minimum standards for facility

APPENDIX 1: GENERALLY ADMISSIBLE PLANT TAXA

Country of Origin	Genus	Genus-species	Company	Farm Name	Admissible
Colombia	ABELIA	ABELIA chinensis x grandiflora	Ball Horticultural	Darwin Colombia	YES
Colombia	ACHILLEA	ACHILLEA hybrid	Ball Horticultural	Darwin Colombia	YES
Colombia	ACHILLEA	ACHILLEA millefolium	Ball Horticultural	Darwin Colombia	YES
Colombia	ACHILLEA	ACHILLEA tomentosa	Ball Horticultural	Darwin Colombia	YES
Colombia	AEGOPODIUM	AEGOPODIUM podagraria	Ball Horticultural	Darwin Colombia	YES
Colombia	AGASTACHE	AGASTACHE aurantiaca	Ball Horticultural	Darwin Colombia	YES
Colombia	AGASTACHE	AGASTACHE barberi	Ball Horticultural	Darwin Colombia	YES
Colombia	AGASTACHE	AGASTACHE hybrid	Ball Horticultural	Darwin Colombia	YES

Offshore Cuttings Certification Recap

- Inspecting over 1 BILLION cuttings at ports of entry is not realistic or effective
- Goal: Manage pest issues (insect and disease) at the source of production…
- The Standard establishes the technical framework
- Annual compliance inspections by USDA-APHIS
- Weekly compliance inspections by local Agriculture authorities
- Next steps?

Facility Certification vs. Risk Based Sampling

- APHIS moving toward Risk Based Sampling
  - Inspection intensity adjusted based on observed risk level
  - Fewer inspection resources toward lower-risk consignments / pathways / shippers
- Facility certification provides benefits and certainty for those willing to “step up”
- Both have their place
- Facility (place of production) certification offers benefit of “management/cultural transformation”
- Industry wishes to see program advance