

# Systems Approach to Nursery Certification

## The Pilot Project



Larry Nichols  
Virginia Department of Agriculture & Consumer Services  
Chair, SANC Pilot Subcommittee

# SANC Pilot Subcommittee Members

Larry Nichols, VA

Clint Burfitt, UT

Robin Rosenbaum, MI

Galen Ettinger, NJ

Susan Ehlenbeck, MO

Carl Schulze, NJ

Lin Schmale, SAF

David Cox, AmericanHort

Joe Bischoff, AmericanHort

Jerry Lee, AmericanHort

Mike Brown, USDA APHIS

# Goals of SANC Pilot Project

- Field implementation of SANC
- Determine what works/what doesn't work
- Future improvements
  - SANC Standards
  - Requirements of Facility's SANC Manual
  - Risk Assessment
  - Compliance Agreements
  - Training



# SANC Pilot Project

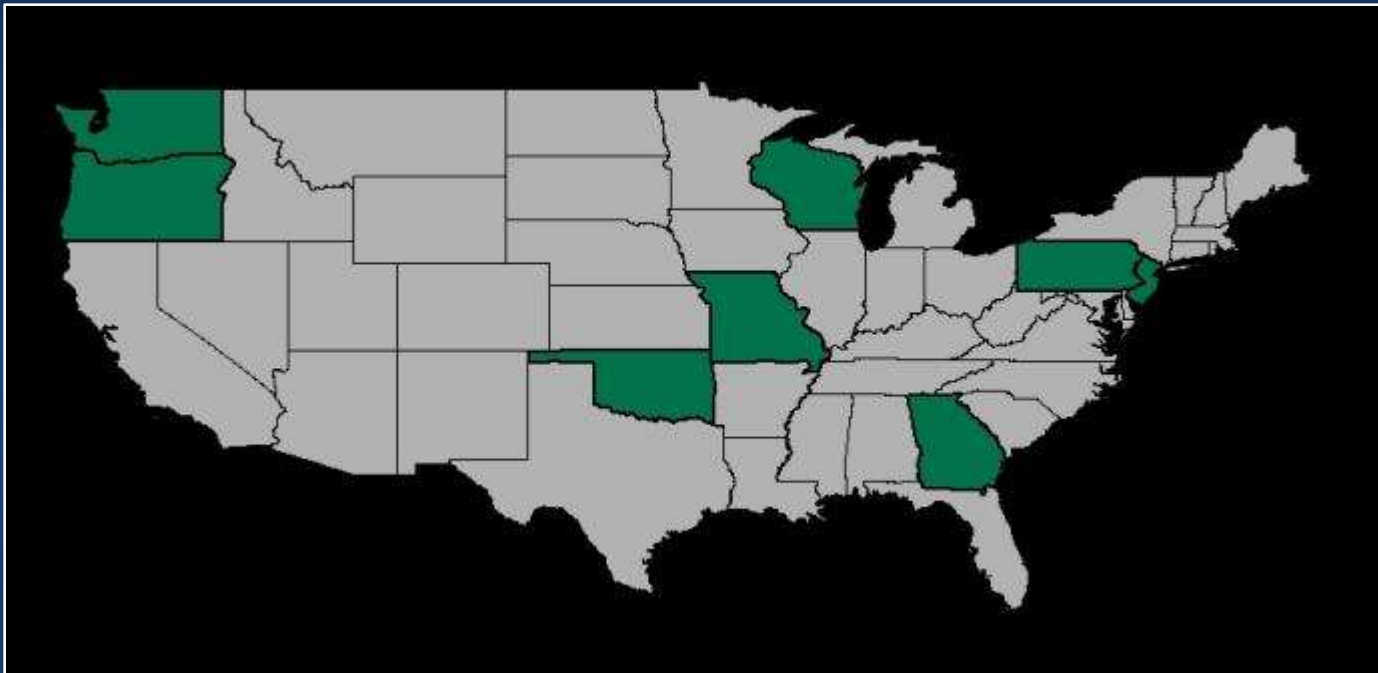
- Selection of Participating Pilot Facilities
  - Pilot Subcommittee Selected based on:
    - Looking for variety of operations:
    - Small & Large
    - Greenhouse and Nursery
    - Current Shipping Requirements (Quarantines)
    - Number of Taxa Grown
    - BMPs /No BMPs

# States submitting pilot growers:

- 20 nursery/greenhouse operations submitted from 13 states
  - Florida
  - Georgia
  - Michigan
  - Minnesota
  - Missouri
  - New Hampshire
  - New Jersey
  - New York
  - Oklahoma
  - Oregon
  - Pennsylvania
  - Washington
  - Wisconsin

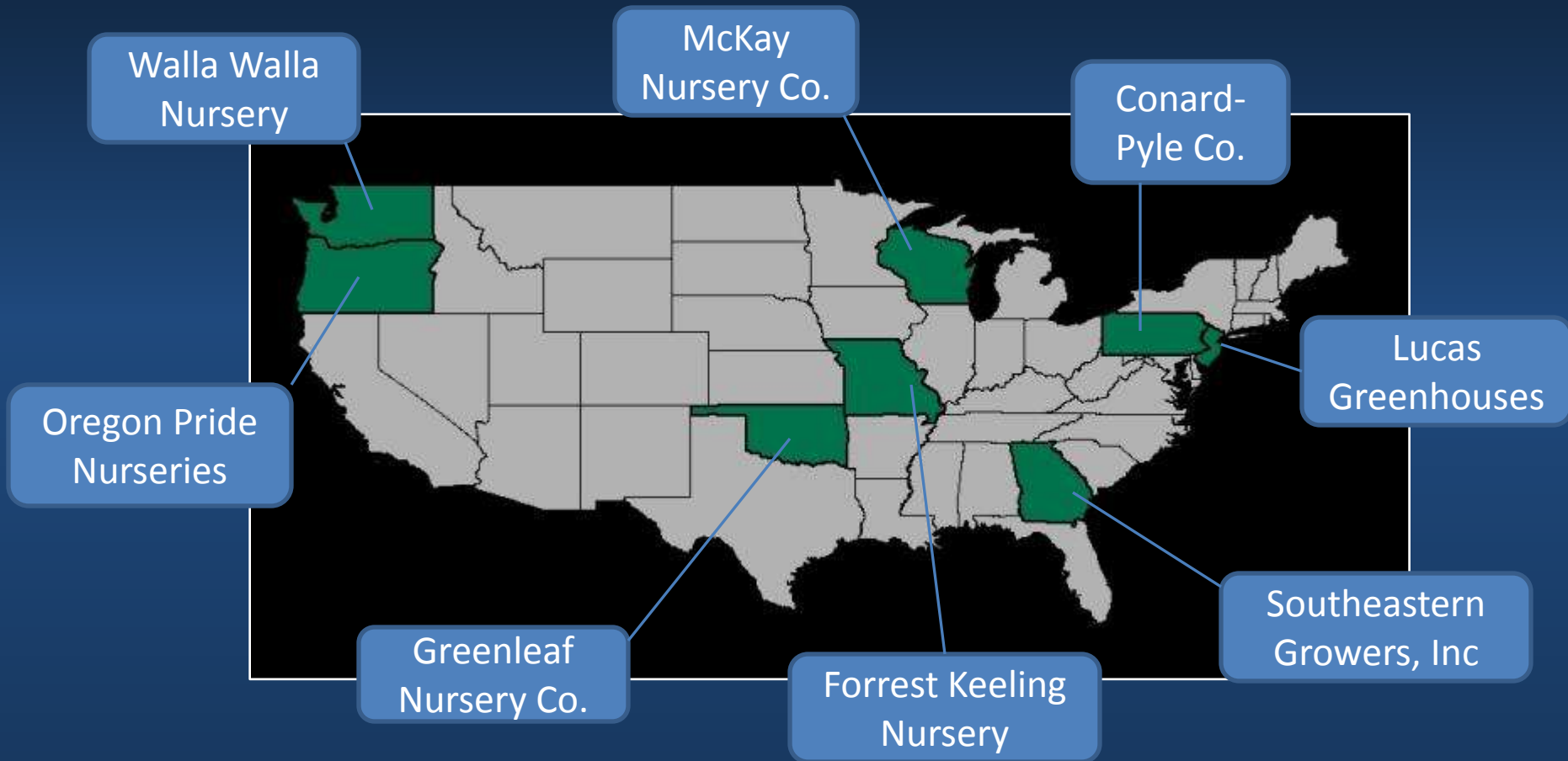
# SANC Pilot Project

Two Pilot facilities per Plant Board region



# SANC Pilot Project

Two Pilot facilities per Plant Board region



# Initial Pilot Facilities

Name	City	State	Greenhouse	Nursery	Website
Conard-Pyle	West Grove	PA	X		<a href="http://www.starrosesandplants.com">www.starrosesandplants.com</a>
Lucas Greenhouses	Monroeville	NJ	X		<a href="http://www.lucasgreenhouses.com">http://www.lucasgreenhouses.com</a>
McKay Nursery Company	Waterloo	WI	X	X	<a href="http://www.mckaynursery.com">www.mckaynursery.com</a>
Forrest Keeling Nursery	Elsberry	MO	X	X	<a href="http://www.forrestkeeling.com">www.forrestkeeling.com</a>
Greenleaf Nursery Company	Park Hill	OK		X	<a href="http://www.greenleafnursery.com">www.greenleafnursery.com</a>
Southeastern Growers, Inc.	Watkinsville	GA		X	<a href="http://www.southeasterngrowers.com">www.southeasterngrowers.com</a>
Walla Walla Nursery Company, Inc.	Walla Walla	WA	X	X	<a href="http://www.wallawallanursery.com">www.wallawallanursery.com</a>
Oregon Pride Nurseries, Inc.	McMinnville	OR		X	<a href="http://www.oregonpridenurseries.com">www.oregonpridenurseries.com</a>



# Success of SANC Depends on:

## Acceptance by Growers:

- Financial benefit
- Easy process for growers –
  - Development of Facility SANC Manual should not be complicated
- Improved ability to meet shipping and quarantine requirements
- Improved cooperation between grower & inspector

## Acceptance by regulators:

- SANC-certified product is shipped pest-free

# Pilot/SANC Process

## Steps for participation:

- Apply to certifying authority (SDA)
- Preliminary Meeting
  - Inspector/SPRO and Grower
- Risk Assessment
- Development of Facility's SANC Manual
- Audits
- Implementation

# Pilot Incentives

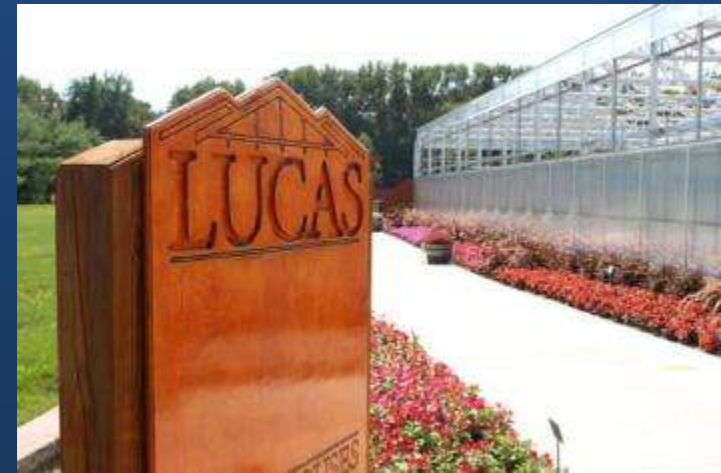
SANC Pilot growers must still comply with current shipping requirements

- Reimbursement of expenses incurred by pilot growers during first year
- Funding for participating states



# Pilot Implementation

- Implementation at first two facilities:
  - Conard-Pyle (PA)
  - Forrest Keeling (MO)
- Implementation at remaining facilities
  - Schedule TBD
  - Depends on facility's workload
- Pilot Project - Phase II



# Evaluation of Pilot

- Feedback from:
  - Growers
  - States
- Evaluation Criteria established by Pilot Subcommittee



# SANC Website

www.sanc.nationalplantboard.org

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**SANC**  
A Systems Approach to Nursery Certification

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Promoting a harmonized, risk-based systems approach to nursery and greenhouse certification

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### What's New at SANC

**SANC News – June 2014**  
HIS Southern Chapter Hosts Multi-State SANC Exercise

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**SANC News – March 2014**  
January 2014 SANC Workshop Speakers share presentations on the SANC website

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**SANC Highlights from 2013 NPB Meeting**  
Information about SANC provided at NPB Meeting, Louisville KY, August 2013

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*HIS Central Chapter Multi-State Training  
The Central Chapter of the Horticultural Inspection  
Society incorporated*

# Tools for States

