Phase 1 & 2 Pilot Facility Locations

- Phase I Pilot Nurseries
- Phase II Pilot Nurseries
- SANC Certified
# Phase I Update

<table>
<thead>
<tr>
<th>Grower</th>
<th>RA</th>
<th>PMP</th>
<th>SANC Manual</th>
<th>Internal Audits</th>
<th>External Audits</th>
<th>Certified Participant</th>
</tr>
</thead>
<tbody>
<tr>
<td>Conard–Pyle</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>Forrest Keeling</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>Walla Walla Nursery</td>
<td>✓</td>
<td>✓</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Lucas Greenhouses</td>
<td>✓</td>
<td>✓</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Oregon Pride Nursery</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>Greenleaf Nursery</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>Southeastern Growers</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td></td>
</tr>
<tr>
<td>McKay Nursery</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
</tr>
</tbody>
</table>
What We’ve Learned– Phase I

- Companies like the definition of structure provided
- Employees taking more ownership
- In the original 8 Pilot Companies – 7 experienced major management changes and continued
- Even though some are not progressing as they had hoped they don’t want to stop
- Upper management MUST be engaged
- SPRO’s MUST be engaged
What We’ve Learned – Phase I

- Companies value the SANC Logo
- States are strengthening relationships with participating companies
- SANC is being sought by companies hearing about it from Pilot companies and industry trade shows
- Consistency will depend on trained auditors going to locations
- Solid inspector training and understanding essential
# Phase II Update

<table>
<thead>
<tr>
<th>Grower</th>
<th>RA</th>
<th>PMP</th>
<th>SANC Manual</th>
<th>Internal Audits</th>
<th>External Audits</th>
<th>Certified Participant</th>
</tr>
</thead>
<tbody>
<tr>
<td>Angel Creek, GA</td>
<td>√</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Greenleaf Nursery, NC</td>
<td>√</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Greenleaf Nursery, TX</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>DS Cole, NH (GCP)</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Willoway, OH</td>
<td>√</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Evergreen, WI</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Dickman Nursery, NY</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Altman Plants, CA</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Walla Walla, OR</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
Considerations for Phase II

- US/Canadian Greenhouse Certification Program (GCP) and SANC compatibility
- Sister Operations
- States with Prior Facilities
- New States with little to no SANC involvement
- Scalability
SANC –

- Improved Working Partnership with Industry
- Reduction in the spread of plant pests
  - Eliminates reliance on inspections based on “snapshot in time”
  - Reduces issuance of stop sales, destruction
  - Reduction in trace-back investigations
  - Better prepared for new pest/quarantines
- Improved time management
- Receiving States know the steps taken to be certified
Transition Phase

- States which have completed the entire process for Phase 1 or 2 and have a certified facility may continue with other facilities as of June 1, 2017
  - North Creek Nursery, PA – August 2017
What Has Been Learned During Transition Phase

- Companies may raise standards on suppliers as a part of SANC
- Saving money with fewer culls and higher quality starter plants
- Fits well with other programs designed for efficiencies in business such as Lean management
SANC – Advantages for Growers

- Business Operations Planning
- Product Ownership by ALL Employees
- Finding creative ways to implement change
- Participants willing to share information with new companies
- Want to find SANC Certified growers as suppliers – Start Clean–Stay Clean
- Systems Approach is the FUTURE for many programs
Phyto vs SANC

- Load by load inspection
- Question asked, “Are there regulatory pests?”
- Snapshot in time

- Reviews the process that produces the plant
- Verification
Phyto vs. SANC

Production Practices
Sanitation
Growing Surfaces
Containers
Scouting
Record Keeping
Water
Media Training

Phyto

SANC
Phyto vs. SANC

Phyto

SANC

- Production Practices
- Water
- Sanitation
- Growing Surfaces
- Containers
- Scouting
- Media
- Training
- Record Keeping
How Do You Verify? –Audit–

- Interview Managers
- Interview Production, Shipping, Receiving, etc.
- Review Training
- Review Records
- Review the Process
- Look at the plants

*VERIFY*

- Water
- Sanitation
- Growing Surfaces
- Containers
- Record Keeping
- Production Practices
- Scouting
- Media Training
Phyto vs SANC

- Plants pass inspection or fail
- Ship or Don’t Ship

Why
- Where did the system fail
- Review the process
- Review CCP’s and BMP’s
- Plants still inspected
- State’s authority remains

Phyto

SANC
I Am A Pest, How Do You Prevent Me?

- How often do you scout for me?
- How do you train people to look for me?
- Who do you contact if you find me?
- What treatment records are you keeping?
- Are the plant sources you use certified?
- Do you keep your facility clean?
- How do you manage water?
I Am A Plant, How Do You Grow Me?

- What happens when I arrive?
- Who receives me?
- How do you track me in receiving and shipping?
- Who looks after me in production?
- In what type of containers do you grow me?
- Are the people who handle me trained?
SANC – The Final Product

- Scalable
  - Works for small and large operations
- Consistent across states
- Accepted by states
- Ease of Implementation
  - Not cumbersome (but it does require considerable effort)
Spreading the Message

- Regional Trainings for Inspectors/SPRO’s
  - Western 7/2017
  - Eastern 11/2017
  - Southern 1/2018
  - Central Fall/2018

- Industry
  - Talking with each other

- Trade Shows
  - Cultivate
    - 2015 – 1 presentation
    - 2017 – 4 presentations
Vote by NPB Membership to acknowledge SANC Program

SANC Electronic Risk Assessment – SERA

Full Implementation of SANC program to states by the year 2021

Implement Governance Board for SANC – Sept 15, 2017

Engage more Extension Educators

Raise awareness of receiving states

Regional Trainings

Developing web based training for inspectors and SPRO’s
SANC Governance Board

- Oversee the SANC program for years to come
- Maintain standards set for states and facilities
- Sounding board for issues and proposed changes
Shipping Certificate

(Insert State Seal)

Official Nursery Shipping Certificate
ID # (Nursery State ID#)

This certifies that according to (Certifying Authority) the plant material of (Insert name and address of participating nursery), from which this shipment originates has been grown under the Systems Approach to Nursery Certification (SANC) program and found to be in compliance with the National Plant Board Standards of pest freedom.

The plant material in this shipment meets the following provisions for shipment:

Enter applicable quarantine compliance citations for receiving states.

Compliance Agreement:
Issued Date:
Expiration Date:

(Insert Origin Certifying Authority Contact Information)

Fraudulent use of this certificate is a criminal offense.
Who’s Receiving SANC Material?

THE ANTICIPATION IS KILLING ME!
States Receiving SANC Plants

Alaska Hawaii
For more information:

http://sanc.nationalplantboard.org/

Growing Better

GROWING THROUGH EDUCATION
Get the Training - Get the Facts

One of eight facilities in the first phase of a SANC Program Pilot, Greenleaf Nursery Company, Oklahoma

Started in 1945 as a retail nursery in Muskogee, Oklahoma, Greenleaf Nursery has grown into a multi-state operation, one of America’s largest, most diverse...
Need Outreach Material?

http://sanc.nationalplantboard.org/

Growing Better

GROWING THROUGH EDUCATION
Get the Training - Get the Facts

What's New at SANC

SANC News – February 2015
2015 SANC Workshop: We’re Gaining Momentum!

SANC News – December 2014
Carl Schulte, Visionary Voice of the SANC Initiative, Retires

SANC News – September 2014
His Eastern Chapter holds 2014 Multi-State Inspector Training in Connecticut

One of eight facilities in the first phase of a SANC Program Pilot, Greenleaf Nursery Company, Oklahoma

Started in 1945 as a retail nursery in Muskogee, Oklahoma, Greenleaf Nursery has grown into a multi-state operation, one of America's largest, most diverse
Questions?

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