

Self-Funded Ag | Diagnostic Tool

# Grower Network & Field Trial Operations Checklist

Built for **Directors of Agronomy, Field Trial Managers, and VP R&D** at seed companies, biologicals firms, and ag retailers running self-funded on-farm programs. Use this checklist to diagnose where data is slipping between your field reps, grower partners, and internal R&D or commercial stakeholders, before it costs you a season.

<p><b>35</b></p> <p>total checkpoints across 7 program areas</p>	<p><b>~7 min</b></p> <p>average completion time per program</p>	<p><b>1 point</b></p> <p>per checked item 35 pts possible</p>
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<p><b>How to Use This Checklist</b></p>	<p>Walk through each section with your field trial or agronomy team. Check every item your program reliably does today — not aspirationally, but in practice. Leave gaps blank. Each unchecked item is a signal: data risk, reporting friction, or grower churn waiting to happen. <b>Complete this before your next trial season kicks off or your next program review meeting.</b></p>
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Badge Guide:

**HIGH RISK**

= Common audit or compliance failure point

**PRO TIP**

= Quick win with outsized impact

## 1 Program Design *Are your trial protocols built to produce defensible data?*

- We have written trial protocols for each crop or practice area we test.**  
*Verbal protocols don't survive staff turnover — and won't survive an R&D review.*

HIGH RISK
- Protocols are standardized across all trial sites and seasons.**  
*Site-specific deviations should be documented exceptions, not the norm.*
- We have defined primary and secondary endpoints for each trial type.**  
*Yield alone is rarely sufficient for commercial or regulatory decision-making.*

PRO TIP
- Statistical design (reps, randomization, controls) is documented before planting.**  
*Post-hoc design decisions undermine publication and regulatory credibility.*

HIGH RISK
- Protocols are reviewed and updated at least annually.**  
*Outdated protocols are a silent data quality killer across multi-year programs.*

Section 1 Score: \_\_\_\_\_ / 5

## 2

### Grower Enrollment

*Is your grower participation trackable, scalable, and defensible?*

- We have a defined, repeatable enrollment process for grower partners.**  
*If enrollment lives in a rep's inbox, you don't have a process — you have a risk.* HIGH RISK

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- All enrolled growers exist in a single, centralized system of record.**  
*Spreadsheets per rep, per region, or per season = guaranteed reconciliation headaches.*

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- We can see participation status per grower in real time (enrolled, active, dropped).**  
*Real-time visibility enables proactive outreach before a grower goes dark.* PRO TIP

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- Grower agreements (consent, data sharing, IP) are collected digitally and stored.**  
*Paper agreements in filing cabinets are not audit-ready.* HIGH RISK

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- We track multi-year grower participation to identify retention and attrition trends.**  
*Grower attrition data is often the first signal that program friction is high.*

Section 2 Score: \_\_\_\_ / 5

## 3

### Field Data Collection

*How are your reps capturing data — and how much gets lost in translation?*

- Field reps are capturing trial data via mobile app, not paper or email.**  
*Paper-to-spreadsheet transcription introduces 15–30% error rates on average.* HIGH RISK

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- Data is submitted from the field at time of observation, not reconstructed later.**  
*Retroactive data entry is the most common failure point in on-farm trial audits.*

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- Each data record is linked to a specific field, grower, and trial protocol.**  
*Unlinked records can't be used for analysis, reporting, or publication.* HIGH RISK

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- Reps are collecting standardized variables — same fields, same units, across all sites.**  
*Non-standard data requires expensive cleaning before any analysis is possible.* PRO TIP

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- We have a process for handling missing or anomalous data in the field.**  
*Data gaps discovered at harvest are exponentially more expensive to resolve.*

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- Field data is visible to program managers without waiting for rep submissions.**  
*Delayed visibility means delayed intervention when something goes wrong.*

Section 3 Score: \_\_\_\_ / 6

4

Photo & Geo-Verification

Can you prove what happened, where, and when?

- Field reps are capturing timestamped, geotagged photos at each site visit.**  
*Metadata-stripped photos cannot be used for practice confirmation.* HIGH RISK

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- We have a standardized photo protocol communicated to all reps.**  
*e.g., pre-application, at-application, post-application — minimum 3 photos per visit.*

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- Photos are linked to specific grower records and trial events in our system.**  
*Photos in a shared drive folder with no metadata are not evidence — they're clutter.* PRO TIP

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- Field boundaries are digitally recorded and linked to grower and trial records.**  
*Enables acreage verification, spatial analysis, and practice confirmation.*

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- We can produce a geo-verified field activity log for any site in under 24 hours.**  
*If it takes longer, your documentation infrastructure is not audit-ready.* HIGH RISK

Section 4 Score: \_\_\_\_\_ / 5

5

Data Consolidation

How long does it take to go from harvest to analysis-ready data?

- Data from all reps and sites flows into one centralized platform automatically.**  
*Manual consolidation is the #1 source of data loss between field and analysis.* HIGH RISK

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- Our time from data collection to analysis-ready export is under 48 hours.**  
*Benchmark: programs averaging 2+ weeks post-harvest are structurally constrained.*

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- We can export clean, analysis-ready data in standard formats (CSV, Excel, API).**  
*R, Python, SAS, JMP — your data needs to travel without reformatting.* PRO TIP

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- We have a documented data cleaning protocol and it is consistently followed.**  
*Undocumented cleaning = unreplicable results = unpublishable data.*

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- We can trace every data point back to its original source record and rep.**  
*Data lineage is required for quality assurance and any publication review.* HIGH RISK

Section 5 Score: \_\_\_\_\_ / 5

## 6

### Reporting & Stakeholder Delivery

*Can your data reach R&D, commercial, and regulatory teams without a manual build?*

- We can generate program summary reports without manual spreadsheet aggregation.**  
*If building the report is a project, your data infrastructure needs a rebuild.* HIGH RISK

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- R&D, commercial, and regulatory teams get different report views of the same data.**  
*One-size-fits-all reporting means someone always gets too much or too little.*

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- We can deliver a season-end program report within 5 business days of data close.**  
*Stakeholder confidence erodes when reporting lags 4–8 weeks post-harvest.* PRO TIP

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- Our reports include geo-verified field maps, not just tabular summaries.**  
*Spatial context dramatically improves commercial and regulatory decision quality.*

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- We have a defined reporting cadence that all stakeholders are aligned on.**  
*Ad-hoc report requests signal that your reporting rhythm isn't working.*

Section 6 Score: \_\_\_\_ / 5

## 7

### Grower Experience

*What does your grower partner actually deal with, and is it costing you retention?*

- Growers can enroll in our program without paper forms or in-person visits.**  
*High-friction enrollment is the #1 reason quality growers decline to re-enroll.* HIGH RISK

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- Growers receive a confirmation and clear expectations after enrolling.**  
*Growers who feel uninformed drop out. Growers who feel supported recruit others.*

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- Growers can submit required data via mobile without needing a rep present.**  
*Rep-dependent data collection creates scheduling bottlenecks at scale.* PRO TIP

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- Growers receive a summary of their own field performance data after the season.**  
*Sharing results with growers is the highest-ROI retention lever in trial programs.*

Section 7 Score: \_\_\_\_ / 4

→ Scoring Guide | Where Does Your Program Stand?

Score	Readiness Level	What It Means	Recommended Next Step
30-35	<b>Operationally Strong</b>	Clean data infrastructure; focus on scale and speed.	<i>Explore FarmRaise advanced reporting and API integrations.</i>
20-29	<b>Functional but Fragile</b>	Manual workarounds are masking structural gaps.	<i>Download the FarmRaise Field Ops Gap Analysis.</i>
10-19	<b>At Risk</b>	Data loss is likely; reporting is a recurring fire drill.	<i>Schedule a FarmRaise operations assessment.</i>
0-9	<b>Needs Rebuild</b>	Current system cannot support program growth.	<i>Talk to a FarmRaise program specialist today.</i>

Count only items your program reliably executes today — not items you plan to address. Aspirational scores create false confidence and delay the interventions your program actually needs.

**Priority Action Items from This Audit**

List the top 3–5 unchecked items that represent the highest risk to your program's data integrity, reporting speed, or grower retention.

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_

Assigned Owner	Target Date	Status

## FarmRaise is built for how ag companies actually run trials.

Digital enrollment, geo-verified field data, rep-to-stakeholder reporting — without the spreadsheet chaos. Companies running on FarmRaise close the gap between field and decision in days, not weeks.

[farmraise.com/ag-company-demo](https://farmraise.com/ag-company-demo) | Request your free Field Ops Assessment

*This checklist is for diagnostic and educational purposes only. FarmRaise is a USDA Farm Service Agency partner platform. Program requirements vary by company, crop, and regulatory context.*