

# SESSIONS

PRE-CONFERENCE WORKSHOP AND EVENING SEMINAR - 19/09/2022

Future Ag: Sustainable Goals

Delivered as a Hybrid Event

In-Person & Digital Experiences: 20-21 September 2022  
Hilton San Diego Mission Valley, San Diego | USA

## Marketing Agri-Inputs and Product Commercialisation- A separate ticket is needed to join this workshop

09:30 - 13:00  
Pre-Conference Workshop

During this workshop hear first-hand from leaders who have extensive experience bringing agri products to market!

Topics to be covered during a discussion session:

- Market access – how do you formulate a market access strategy?
- Innovation for product development – how do you go about spotting gaps in the market?
- Seeing potential- partnerships and networking – how to develop long lasting partnerships

## Panel Discussion: Strengthening Communication And Sense Of Community Between Farmers And Growers & Agtech Industry- how to use this information to implement into your marketing plans

- Giving a voice to farmers and growers: addressing farmers concerns in adopting new technologies
  - Technology adoption depends purely on location and equipment replacement
  - Minimizing the gap between technology providers and producers
  - Why are technologies being developed but not adopted by farmers?
  - Get a breath of growers from different regions and understand their specific needs
  - Adoption: how can small farmers maintain themselves vs large farmers?
  - Selecting the technologies to best suit farm size
  - Farmers to engage with the right equipment and data
  - Understanding the true benefits behind adoption
  - How will New Techs in Agriculture Affect Farmers Employment?
  - What does tech adoption mean for manual labour?
  - What will be the pre-requisites to become a farmer in this new era of farming?
  - How to have enough labour with the adoption of new techs in agriculture
- 
- Selecting the technologies to best suit farm size
  - Farmers to engage with the right equipment and data
  - Understanding the true benefits behind adoption
  - How will New Techs in Agriculture Affect Farmers Employment?
  - What does tech adoption mean for manual labour?
  - What will be the pre-requisites to become a farmer in this new era of farming?
  - How to have enough labour with the adoption of new techs in agriculture

Plus join for a brief presentation outlining the Distribution Network In The USA

- The key players- retailers and distributors in North

America

- How to access and connect with the key distributors in the USA
- What challenges are distributors facing?
- The distribution supply chain – reviewing various supply chain models – pro and cons and how to decide your supply chain strategy

Please note that there is a separate ticket fee for this seminar. Should you wish to join please be sure to select the pre-conference workshop option!

AGENDA OUTLINE FOR THE WORKSHOP IS BELOW:

09:30-09:45 Registration

09:45-10:00 Presentation by Brandon Barney, Founder, Primary Ocean Producers, USA

10:00-10:30 Presentation on Innovation for Product Development by Dimitris Drisis, Founder, Acovoy

10:30- 11:00- Discussion Session on Market Access and Innovation

- Market access – how do you formulate a market access strategy?
- Innovation for product development – how do you go about spotting gaps in the market?
- Seeing potential- partnerships and networking – how to develop long lasting partnerships

11:00-11:45 Networking Break with Coffee and Snacks

11:45- 12:30 Group Discussion on:Panel Discussion: Strengthening Communication And Sense Of Community Between Farmers And Growers & Agtech Industry- how to use this information to implement into your marketing plans

12:30 -13:00 A brief presentation outlining the Distribution Network In The USA

## Participants

**Michael J DeSa** - Founder & Managing Director , AGD Consulting

**Dr. Marco Toapanta** - Founder , Agrinova

**Penelope Nagel** - COO/Co-Founder , Persistence Data Mining

**John Immaraju** - Sr. Director of Product Commercialization & International Product Development , AMVAC Chemical Corporation

**Ben Gordon** - Consultant , Agriculture Sector

## Regulating Biocontrol & Biostimulants in the USA - A separate ticket is needed to join this evening seminar

17:30 - 19:30  
Evening Seminar

During this seminar you will receive updates on current guidelines and regulatory processes for biocontrol and biostimulant products in the USA.

Please note a separate ticket is needed to join the evening seminar.

## Participants

**Keith Matthews** - Attorney at Law , Wiley Rein LLP

**David Beaudreau** - Director , Biostimulant Council

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09:00	09:30 - Marketing Agri-Inputs and Product Commercialisation- A separate ticket is needed to join this workshop	
17:00		17:30 - Regulating Biocontrol & Biostimulants in the USA - A separate ticket is needed to join this evening seminar

## Registration

08:00 - 08:50

## Opening Remarks from the Chairperson

08:50 - 09:00

## Biopesticide and Biostimulant Market Trends and Forecasts: Helping Strategize Market Growth Plans

09:00 - 09:25

Market Dynamics, Trends & Disruptors for Agri Inputs

- How has the biopesticide market changed over the past 12 months?
- What is the estimated size of the market today and what are our future projections for market growth
- Biostimulant market: size, growth and newcomers to industry

## Participants

Mark Trimmer, PhD - Co Founder , Dunham Trimmer

## Crop Analysis Report & Market Insight

09:25 - 10:05

Market Dynamics, Trends & Disruptors for Agri Inputs

Discover the latest crop analysis trends, market statistics and insights into crop production and the seed markets.

## Participants

Allister Phillips - Owner , AgbiolInvestor

Derek Oliphant - Founding Partner , AgbiolInvestor

## Networking Break & Exhibition Viewing

10:05 - 10:35

## Addressing global agricultural challenges with tiny problem solvers: perhaps the answer is right beneath our feet

10:35 - 11:00

A New Agri Era: The Farm of the Future

- Microbial approaches to climate change, biotic and abiotic stress
- Reducing greenhouse gas emissions through carbon sequestration and nutrient use efficiency
- Arming crops with stress tolerance capabilities to deal a changing climate: drought, heat stress, water incursion
- Fighting emerging diseases and pests with sustainable microbial solutions
- Building soil health to address biotic and abiotic challenges

## Participants

Denise Manker - Distinguished Science Fellow, Biologics , Bayer Crop Science

## Crop Scouting: Can Robots Replace Humans?

11:00 - 11:25

A New Agri Era: The Farm of the Future

- 'Crop scouts' walks among the plants vs automated crop analysis to assess crop health and performance
- Addressing the challenges and opportunities within crop scouting: can we trust human opinions?
- challenges and opportunities in using deep learning to assess crops and, ultimately, use that data to create vast digitized database phenotypes of every genotype of every crop given different recipes of water, light and nutrients
- The benefits of using robots for crop analysis: price analysis and a further analysis of the crop
- Creating a vast digitized database phenotype of every genotype of every crop given different recipes of water, light and nutrients

## Participants

Mark DeSantis - CEO , Bloomfield Robotics

## Panel Discussion: Investing In The New Ag Era And The Future Of Farming

11:25 - 12:05

A New Agri Era: The Farm of the Future

- What investments banks and governments are seeking and expecting around the world
- Are we seeing return of investment in the AgTech and biological space?
- Is the growth expected to continue or is it slowing down?
- Area of investment: exciting opportunities
- Investment Opportunities Global Overview: Value from Precision Agriculture & AgTech (vs Hype)
- An insight on what investment firms are looking for in the Precision Agriculture and AgTech Sectors
- How can the government help?

## Participants

Panelist: Jordan Colby - Venture Analyst , Ag Ventures Alliance

Panelist: Gil Demeter - Vice President , Aliment Capital

Moderator: Michael J DeSa - Founder & Managing Director , AGD Consulting

## Networking Break & Exhibition Viewing

12:05 - 13:35

## IPM: Biological Peptides As A Tool For Farmers In IPM Programmes - A Technical And Scientific Case Study From Vestaron

13:35 - 14:00

IPM: Uniting Biology & Chemistry for Sustainable Agri Solutions

- Developing products with efficacy that is on par with chemical pesticides
- Understanding mode of action and how such technology really works whilst remaining non toxic to the environment
- A success story- from research and development to being used in the field
- Learnings: the challenges and how they were overcome and the market access journey

## Participants

Jeff Tuckis - VP of Corporate Development , Vestaron

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## A Scientific Case Study On Recent R&D Innovations

14:00 - 14:25

IPM: Uniting Biology & Chemistry for Sustainable Agri Solutions

### Participants

**Ry Wagner** - President of International Agribusiness , AlgaEnergy

## Reducing the use of conventional pesticides by the implementation of biological-based tools

14:25 - 14:50

IPM: Uniting Biology & Chemistry for Sustainable Agri Solutions

1. There is a need of a more sustainable agriculture with less synthetic inputs
2. How solutions based on biologicals and natural substances can fill the gap
3. Some examples of products and integrated strategies that are making it happen

### Participants

**Ignacio de Alfonso** - R&D Manager , IDAI Nature

## Networking Break

14:50 - 15:30

## Soil Health is the Key to Modern Day Regenerative Agriculture- Online Speech

15:30 - 15:55

Soil Health & BioAg

- Drive significant yield and profitability naturally by improving your soil health
- Healthy productive soils are built by active microbes
- Improve soil biology to drive a positive impact on soil structure and chemistry
- Activating soil microbes improves water and nutrient use efficiency
- Build plant resilience against abiotic stressors by activating native soil microbes

### Participants

**Cassidy Million** - Director of Ag Science , Heliae

## A Comparative Evaluation of a Non-Fume Program and a Standard Fumigated Growers' Program in Strawberries and Potatoes

15:55 - 16:20

Soil Health & BioAg

There has been major demand on the part of conventional and organic growers for natural means of biofumigation to bolster soil's microbiome and overcome pesticide-resistance issues. At BioGro Inc, between 2019 and 2021, we established randomized complete block designs to evaluate the efficacy of our non-fume program in strawberries. These were undertaken in growers' fields. We specifically assessed the program efficacies for verticillium wilt and phytophthora. These were conducted in Washington State and California, respectively.

In Wisconsin, we implemented the same experimental protocols in potatoes for verticillium dahlia, *pratylenchus* (root lesions), and five other species of nematodes. We assessed vigor, normalized differences in red edge, normalized difference in vegetable indexes, plant height, marketable yield count, marketable yield weight, along with conducting statistical analyses to measure yield differences.

The analysis of variance results demonstrated statistically significant differences and promising results in some of the experiments. For example, for the California strawberries, phytophthora studies by independent researchers highlight gross returns per acre of as much as \$7,000, compared to the standard fumigant treatment. This is promising for improving soil health and bolstering methods of disease suppression.

To that end, we will continue to do more research and further analyze the various modes of actions in our non-fume program.

### Participants

**Mir Seyedbagheri** - Director of Research and Development , Biogro

## This session is on hold for Bio Humic Netics

16:20 - 16:45

Soil Health & BioAg

### Participants

**Hiarhi Monda** - R&D Humic Lab Director , Bio Humic Netics

## Innovation that grows on Trees

16:45 - 17:10

Soil Health & BioAg

### Participants

**Gaston Salinas** - CEO , Botanical Solutions

## Closing Remarks

17:10 - 17:15

Soil Health & BioAg

## Networking Drinks & Canapes

17:15 - 18:25

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TIME	MARKET DYNAMICS, TRENDS & DISRUPTORS FOR AGRI INPUTS	A NEW AGRI ERA: THE FARM OF THE FUTURE	IPM: UNITING BIOLOGY & CHEMISTRY FOR SUSTAINABLE AGRI SOLUTIONS	SOIL HEALTH & BIOAG
<b>08:00</b>	08:00 - Registration 08:50 - Opening Remarks from the Chairperson	08:00 - Registration 08:50 - Opening Remarks from the Chairperson	08:00 - Registration 08:50 - Opening Remarks from the Chairperson	08:00 - Registration 08:50 - Opening Remarks from the Chairperson
<b>09:00</b>	09:00 - Biopesticide and Biostimulant Market Trends and Forecasts: Helping Strategize Market Growth Plans 09:25 - Crop Analysis Report & Market Insight			
<b>10:00</b>	10:05 - Networking Break & Exhibition Viewing	10:35 - Addressing global agricultural challenges with tiny problem solvers: perhaps the answer is right beneath our feet 10:05 - Networking Break & Exhibition Viewing	10:05 - Networking Break & Exhibition Viewing	10:05 - Networking Break & Exhibition Viewing
<b>11:00</b>		11:00 - Crop Scouting: Can Robots Replace Humans? 11:25 - Panel Discussion: Investing In The New Ag Era And The Future Of Farming		
<b>12:00</b>	12:05 - Networking Break & Exhibition Viewing	12:05 - Networking Break & Exhibition Viewing	12:05 - Networking Break & Exhibition Viewing	12:05 - Networking Break & Exhibition Viewing
<b>13:00</b>			13:35 - IPM: Biological Peptides As A Tool For Farmers In IPM Programmes - A Technical And Scientific Case Study From Vestaron	
<b>14:00</b>	14:50 - Networking Break	14:50 - Networking Break	14:00 - A Scientific Case Study On Recent R&D Innovations 14:25 - Reducing the use of conventional pesticides by the implementation of biological-based tools 14:50 - Networking Break	14:50 - Networking Break

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15:00				<p>15:30 - Soil Health is the Key to Modern Day Regenerative Agriculture- Online Speech</p> <p>15:55 - A Comparative Evaluation of a Non-Fume Program and a Standard Fumigated Growers' Program in Strawberries and Potatoes</p>
16:00				<p>16:20 - This session is on hold for Bio Humic Netics</p> <p>16:45 - Innovation that grows on Trees</p>
17:00	17:15 - Networking Drinks & Canapes	17:15 - Networking Drinks & Canapes	17:15 - Networking Drinks & Canapes	<p>17:10 - Closing Remarks</p> <p>17:15 - Networking Drinks &amp; Canapes</p>

# SESSIONS

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## Opening Remarks Chairperson

09:10 - 09:15

### Participants

**Annett Rozek** - Chief Scientific Officer , Terramera

## Autonomous Sensors and AI are Changing the Future of Pest Management

09:15 - 09:40

Entrepreneurs and Start Up Innovators in AG

- The economic and social impact of pest management today,
- Why we use broad spectrum pesticides,
- How we can solve the problem,
- 4. the future Integrated Pest Management (IPM) programs and farm sustainability

### Participants

**Leslie Hickle** - CEO , Farmsense

## Drone-based, Per-plant Near Infrared and Thermal Analyses of Biostimulant trials

09:40 - 10:05

Entrepreneurs and Start Up Innovators in AG

### Participants

**Keith McCall** - Founder and CEO , Pollen Systems

## Agri Innovator: Kannar Earth Science

10:05 - 10:20

Entrepreneurs and Start Up Innovators in AG

The following points will be discussed:

1. Company Technology profile
2. Technology and IP Status
3. Registration Status and Market Access Potential
4. Partnership / Investment Goals

### Participants

**Sam Cloete** - CEO , Kannar Earth Science

## Networking Break & Exhibition

10:20 - 10:50

## Improving Product Performance and Sustainability with BioPolymers

10:50 - 11:15

Sustainable Agri Solutions That Tackle Climate Change, Abiotic & Biotic Stresses

- MARASPERSE® AG, A Sustainable Plant Nutrition Complexing Agent
  - Agronomic benefits in micronutrient formulations
  - How it works: Micronutrient uptake vs synthetics
  - Field performance and Economic returns
  - Sustainability profile

### Participants

**Daniel Gomez** - Technical Application Manager - Plant Nutrition , Borregaard

## Climate Change Impacts: Developing Products That Can Help Tackle Climate Change

11:15 - 11:40

Sustainable Agri Solutions That Tackle Climate Change, Abiotic & Biotic Stresses

### Participants

**Annett Rozek** - Chief Scientific Officer , Terramera

## Challenge: Dealing with Drought

11:40 - 12:05

Sustainable Agri Solutions That Tackle Climate Change, Abiotic & Biotic Stresses

Abiotic Stress Management remains one of the most important issues facing the turfgrass and agricultural industries today. As the world supply of potable water declines and with climate change expected to intensify and prolong drought, globally, scientists and growers must assess alternate strategies to improve plant performance under severe stress, water deficit conditions. The objective was to evaluate a novel, naturally-derived compound (biostimulant) to improve turfgrass, ornamentals, forage crops and seedlings performance under several drought stress and non-drought conditions. Greenhouse trials were conducted in 2016 and 2017, and field trials were conducted in 2017 and 2018. Drought and non-drought conditions were tested in the greenhouse with 75% water savings vs. control (water only) and 70 days of drought tolerance (no water) with no loss of visual quality across all six genotypes tested. In addition, root and shoot growth was enhanced vs. Nitrogen control (N check). Moderate drought (75% ETos) and severe drought (50% ETos) conditions were tested in the field with positive results vs. a fully synthetic commercial control. Response variables included total water applied, % water savings vs. control, Volumetric Water Content (VWC), visual quality score, Normalized Difference Vegetation Index (NDVI), hydrophobicity assessment (water droplet penetration test), turf growth and root mass. This novel biostimulant has a significant effect on water savings, drought tolerance and shoot and root development across several species, and even under severe drought conditions, can keep turfgrass visually looking green and vigorous. While the results from these trials were encouraging for turfgrass and other plants, additional research is needed to determine the effect on specialty and row crops.

### Participants

**Chris Jordan, MBA** - President , JRX Biotechnology, Inc.

## Lunch & Networking Break

12:05 - 13:20

Sustainable Agri Solutions That Tackle Climate Change, Abiotic & Biotic Stresses

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## Translating Knowledge from Human Microbiome Technology to the Plant Microbiome- Online Speech

13:20 - 13:45

Sustainable Agri Solutions That Tackle Climate Change, Abiotic & Biotic Stresses

Human Microbiome technology - transferring this to agriculture

### Participants

Ross Youngs - CEO , Biosortia

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## Biological R&D Advances: Microbial Strains - The Future of Biocontrol?

13:45 - 14:10

Sustainable Agri Solutions That Tackle Climate Change, Abiotic & Biotic Stresses

- Exploring research programmes and latest microbial field trial results
- The challenges we face and how to deal with such hurdles (stability and efficiency for example)
- Reviewing the science, how our products work - demonstrated with field trial results
- Biological gaps in the market - where do we see potential

### Participants

Sarah Reiter - Business Development , BioConsortia

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## You Cannot Manage What you Don't Measure

14:10 - 14:35

Sustainable Agri Solutions That Tackle Climate Change, Abiotic & Biotic Stresses

- Definitions
- Relevance
- Impact
- Field Level Data

### Participants

Penelope Nagel - COO/Co-Founder , Persistence Data Mining

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## Summary Remarks, Close of Conference and Closing Coffee

14:35 - 15:05

Sustainable Agri Solutions That Tackle Climate Change, Abiotic & Biotic Stresses

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## End of Conference

15:05 - 15:10

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TIME	ENTREPRENEURS AND START UP INNOVATORS IN AG	SUSTAINABLE AGRI SOLUTIONS THAT TACKLE CLIMATE CHANGE, ABIOTIC & BIOTIC STRESSES
09:00	<p>09:15 - Autonomous Sensors and AI are Changing the Future of Pest Management</p> <p>09:40 - Drone-based, Per-plant Near Infrared and Thermal Analyses of Biostimulant trials</p> <p>09:10 - Opening Remarks Chairperson</p>	<p>09:10 - Opening Remarks Chairperson</p>
10:00	<p>10:05 - Agri Innovator: Kannar Earth Science</p> <p>10:20 - Networking Break &amp; Exhibition</p>	<p>10:50 - Improving Product Performance and Sustainability with BioPolymers</p> <p>10:20 - Networking Break &amp; Exhibition</p>
11:00		<p>11:15 - Climate Change Impacts: Developing Products That Can Help Tackle Climate Change</p> <p>11:40 - Challenge: Dealing with Drought</p>
12:00		<p>12:05 - Lunch &amp; Networking Break</p>
13:00		<p>13:20 - Translating Knowledge from Human Microbiome Technology to the Plant Microbiome- Online Speech</p> <p>13:45 - Biological R&amp;D Advances: Microbial Strains - The Future of Biocontrol?</p>
14:00		<p>14:10 - You Cannot Manage What you Don't Measure</p> <p>14:35 - Summary Remarks, Close of Conference and Closing Coffee</p>
15:00	<p>15:05 - End of Conference</p>	<p>15:05 - End of Conference</p>