



1st Pan-American Fora in Biologicals in Panama

Jeana Cadby, PhD
Environment and Climate Director



24-25 May 2023



GROW WITH
SCIENCE.

Western Growers (WG) is a non-profit agricultural trade association that represents local and regional family farmers growing fresh produce in the Western US.

Western Growers (WG) es una asociación comercial agrícola que representan a agricultores familiares locales y regionales que cultivan productos frescos en el oeste de los Estados Unidos.

Our members and their workers provide over half the nation's fresh fruits, vegetables and tree nuts, including nearly half of America's fresh organic produce.

Nuestros miembros y sus trabajadores proporcionan más de la mitad de las frutas, verduras y nueces frescas del país, incluida casi la mitad de los productos orgánicos frescos de Estados Unidos.



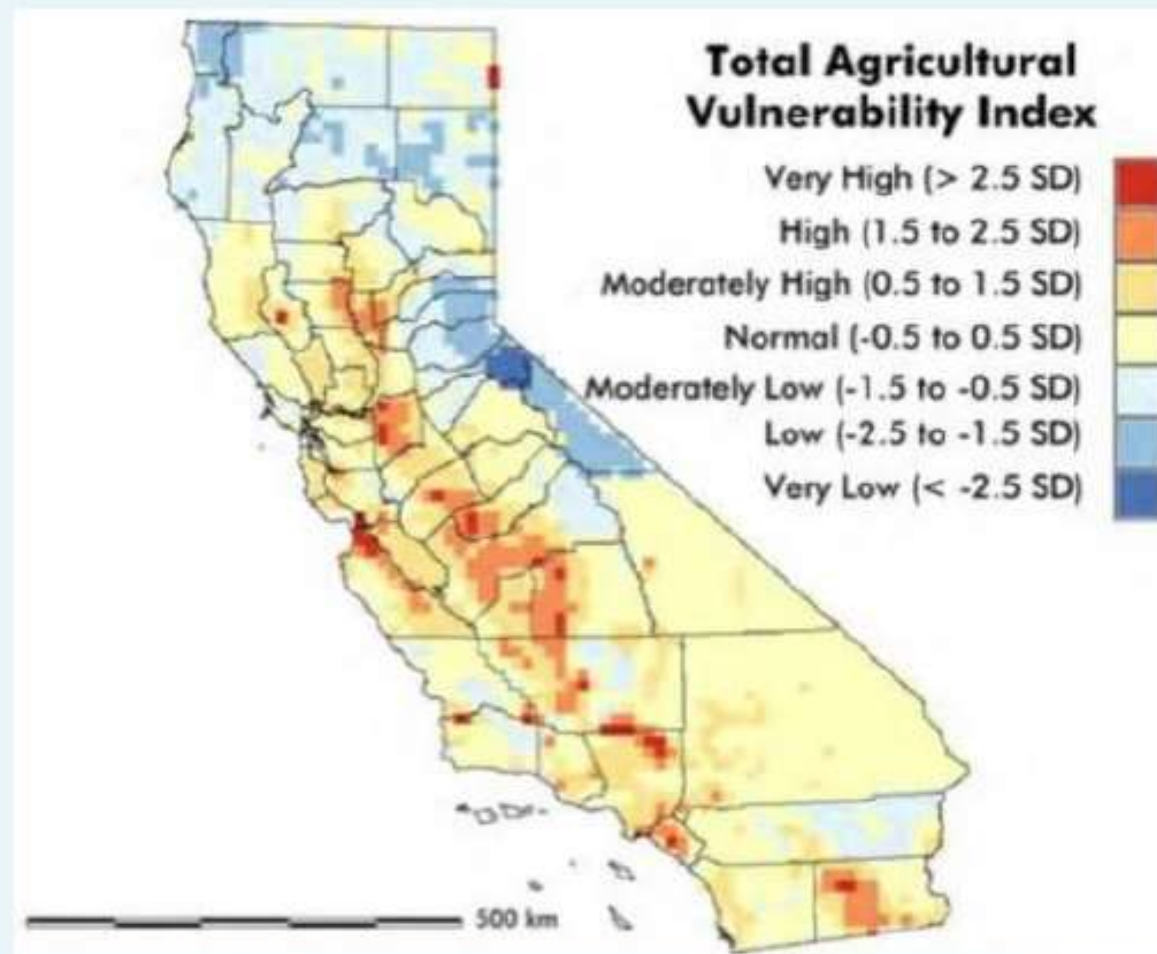
Crop and Livestock Commodities in which California Leads the Nation ¹

Almonds	Flowers, Bulbs	Mandarins & Mandarin Hybrids ²	Plums
Apricots	Flowers, Cut	Melons, Cantaloupe	Plums, Dried
Artichokes	Flowers, Potted Plants	Melons, Honeydew	Pluots
Avocados	Garlic	Dairy products, Milk	Pomegranates
Beans, Dry Lima	Grapes, Raisins	Nectarines	Raspberries
Broccoli	Grapes, Table	Nursery, Bedding Plants	Rice, Sweet
Brussels Sprouts	Grapes, Wine	Nursery Crops	Safflower
Cabbage, Fresh	Hay, Alfalfa	Olives	Seed, Alfalfa
Carrots, Fresh	Herbs	Onions, Dry	Seed, Bermuda Grass
Carrots, Processing	Jojoba	Onions, Green	Seed, Vegetable and Flower
Cauliflower	Kale	Parsley	Spinach, Fresh
Celery	Kiwifruit	Peaches, Clingstone	Strawberries
Cotton, American Pima	Kumquats	Peaches, Freestone	Tomatoes, Processing
Daiikon	Lemons	Peppers, Chili	Triticale
Dates	Lettuce, Head	Peppers, Bell	Vegetables, Greenhouse
Eggplant	Lettuce, Leaf	Persimmons	Vegetables, Oriental
Escarole/Endive	Lettuce, Romaine	Pigeons and Squabs	Walnuts
Figs	Limes	Pistachios	Watercress

¹ California is the sole producer (99 percent or more) of the commodities in **bold**.

² Includes tangelos, tangerines, and tangors.

- Increasing variety of pests and disease, increasing resistance to pesticides
- Impacts of climate change will make it more challenging for growers
- Regulators are aware of this challenge
 - ‘less chemistry, more biology’



SUSTAINABLE PEST MANAGEMENT: EXECUTIVE SUMMARY

A ROADMAP FOR CALIFORNIA



**ROADMAP TO AN
ORGANIC CALIFORNIA**

THE OFFICE OF ENVIRONMENTAL FARMING & INNOVATION



healthy soils program



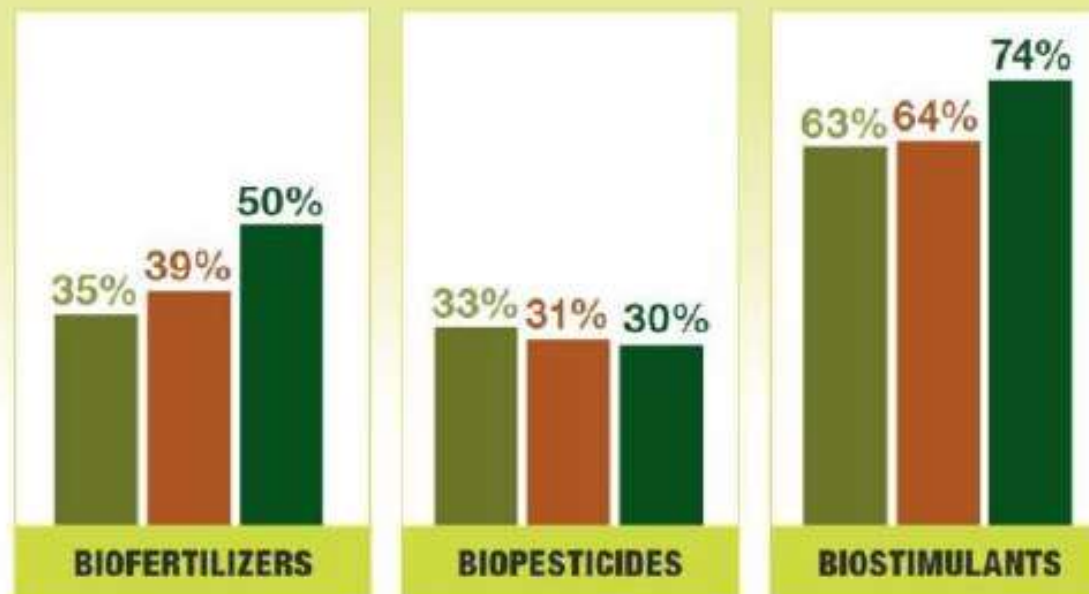
More Biologicals in the Marketplace

Over the past five years, the percentages for two biological segments have increased significantly.

Which biologicals does your company sell?

(Note: Respondents could pick multiple segments)

■ 2018 ■ 2021 ■ 2022

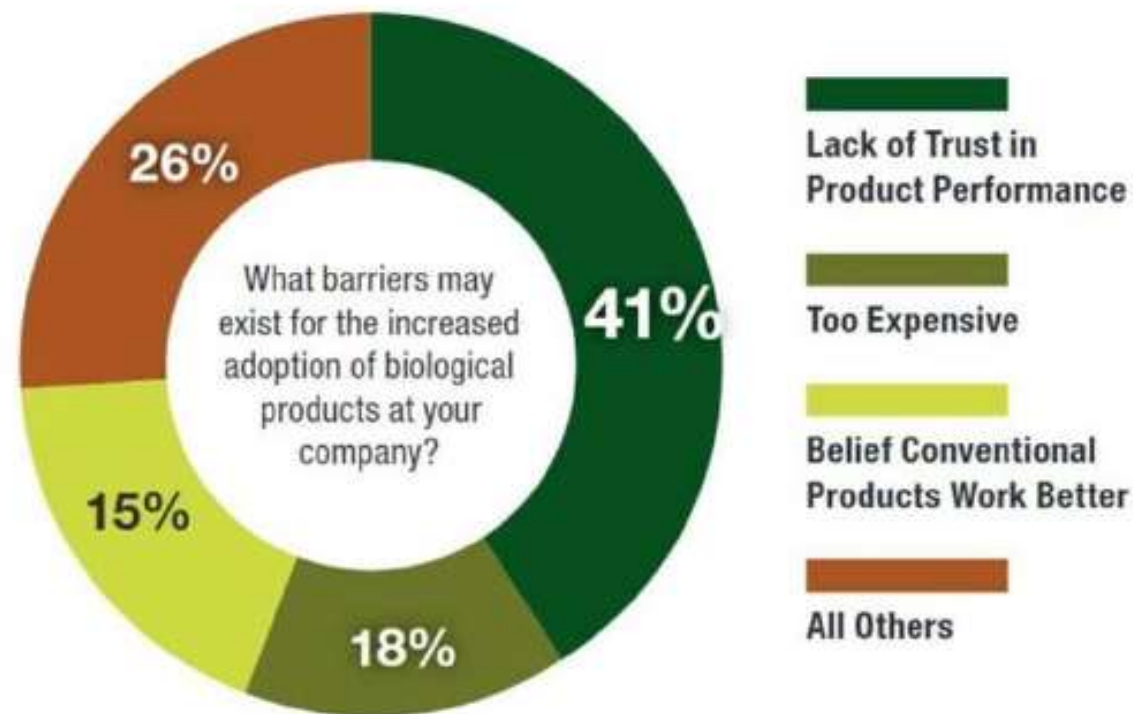


Base = 131 | Source: 2022 Biologicals Survey



Still a Matter of Trust

Trust in performance remains the key issue for biological adoption.



Base = 131 | Source: 2022 Biologicals Survey

- Policy
- Innovation
- Education
- Partnerships



- United States Farm Bill Development
- CA Pesticides Roadmap
- Plant Biostimulant Act of 2022



Center for Innovation & Technology (CIT)

Mission:

To accelerate the development and availability of technology and service that will enhance the competitiveness and profitability of the specialty crop sector through increased production, fewer inputs, reduced waste and leaving a smaller footprint on the planet.



To address the biggest problems in ag for the western US:

- Ag-tech enabled workers
- Automation Initiative
- Biologicals



The 2023 Salinas Biological Summit

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WESTERN GROWERS
SCIENCE



Scott Komar

Driscoll's Senior VP of Global R&D



Pam Marrone, PhD

Chestnut Bio Advisors CEO



Leon Panetta

Former US Secretary of Defense



Eugenia Saini, PhD

FONTAGRO Executive Secretary

There is a need to address pest and disease issues with breakthroughs in biopesticide products.

WG ve la necesidad de corregir las enfermedades de los cultivos con nuevos productos de biopesticidas.

The GGTN seeks to establish a global trial network and accelerator program to connect the Science to the Farmers.

La GGTN está realizando un sistema de prueba global y un programa acelerador para conectar la ciencia con los agricultores.



We are seeking potential trial network partners in LATAM who can facilitate commercial field trials for selected biopesticide products.

Estamos buscando socios en Latinoamerica que puedan facilitar pruebas agrícolas comerciales para productos biopesticidas

What we are looking for from our partners:

Lo que buscamos de los socios:

- **Identify research sites, sponsors in priority regions**

Identificar fincas y socios en las regiones prioritarias

- **Identify funding mechanisms for this type of program**

Identificar oportunidades de financiamiento para este programa

- **Identify cost of trial management, third-party validation, accommodate growers**

Identificar el costo de administrar los ensayos, la validación de terceros, el costo de acomodar a los agricultores

- **Identify priorities for our LATAM partners (products/solutions/regions)**

Identificar las prioridades de los socios de Latinoamérica (productos, soluciones, regiones)

Salinas Biological Summit

La Conferencia Biológica en Salinas, California
Junio (21-22)

www.salinas-summit.com

FIRA USA Ag Robotics Conference

La Conferencia Robots Agrícolas, en Salinas, California
Septiembre (19-21)

www.fira-usa.com

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¡Gracias!

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GROW WITH SCIENCE.

