

Brand ROSP for Licensing Products

To be approved as a Regenerative Organic Alliance (ROA) licensee, brands must **submit a Regenerative Organic System Plan (ROSP)** for the products intended to carry a Regenerative Organic Certified® claim. The ROSP will be used by the ROA staff to prepare for your desk audit to verify that only eligible crops are used to make Regenerative Organic Certified® products and to conduct traceability audits. The requirements for brands are outlined in ROA’s *Supply Chain Guidelines and the Buyer’s Criteria* section of the *Regenerative Organic Certified® Framework*. Guidelines for preparing for the desk audit are found in the *Regenerative Organic Certified® Integrity Audit Preparation Guide for Brands*, available for download.

The most current **Governing Documents for Regenerative Organic Certified® producers and licensed brands** are on the **resources page of regenorganic.org**.

1. General Information

1. Brand Name	Please provide legal name of brand.
Response:	

2. Products	List product(s) that will carry Regenerative Organic Certified® claims.
Response:	

3. Supply Chain Map	<p>For each unique Regenerative Organic Certified® product, provide a graphic of Supply Chain Map or complete second page on the Claimed Material Worksheet depicting the steps from field to processing to final labeling. Identify the processor that does final packaging for the product.</p> <p>Include the following information for each step in the supply chain: Company name, organic certificate, primary contact, address, and processing activity performed.</p>
Response: <i>Attachments with clear depiction of Supply Chain (such as graphics, flow charts, excel, etc) are welcome. Please submit one Supply Chain Map for each product.</i>	

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<p>4. Product Traceability</p>	<p>The ROA will trace product back to production, starting with outgoing documentation (sales invoice or outgoing Bill of Lading (BIL)). From there, the ROA will trace ingredients back to the certified farm through purchasing/receiving documentation (purchase invoice, incoming BOL, Certificate of Analysis). Organizations must provide adequate documentation to demonstrate ingredients originated from a Regenerative Organic Certified® source.</p>
<p>Response: For each unique Regenerative Organic Certified® product, please complete the Claimed Materials Worksheet.</p>	
<p>5. Volume Reconciliation</p>	<p>The ROA will look at quantities of the Regenerative Organic Certified® crop(s), ingredient(s), and/or product(s) over time. For the requested time period you must be able to supply the following information, including but not limited to the beginning inventory of Regenerative Organic Certified® crop/ingredient/product, receiving quantity of Regenerative Organic Certified® crop/ingredient/product (during time period), production quantity of Regenerative Organic Certified® products containing this ingredient/crop (amount produced), the ending inventory of Regenerative Organic Certified® crop/ingredient/product, and/or the sales quantity of Regenerative Organic Certified® crop/ingredient/product.</p>
<p>Response: Please provide sample documents for conducting in-out audits.</p>	
<p>6. Segregation Practices</p>	<ol style="list-style-type: none"> 1. Describe segregation to ensure identity preservation for Regenerative Organic Certified® ingredients. 2. Describe how you ensure all Supply Chain Actors (SCA) preserve and/or protect for identity preservation, such as by segregating and labeling Regenerative Organic Certified® crops with appropriate level claim (i.e., Bronze, Silver, or Gold). <p>2. Describe how SCAs prevent co-mingling with non-organic and non- Regenerative Organic Certified® product.</p>
<p>Response:</p>	

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7. Marketing Claims	<ol style="list-style-type: none"> 1. What are your plans for additional marketing and communication materials, such as websites, online sales, and social media, pamphlets, or signage that will be using Regenerative Organic Certified® marks, including the seal and Regenerative Organic Certified®? 2. Do you have any drafts, samples, or planned usage to share with the ROA at this time?
Response:	

8. Labels	<ol style="list-style-type: none"> 1. Describe all use of Regenerative Organic Certified® marks or claims on a label. Note: The Regenerative Organic Certified® program requires label review by the ROA prior to printing and use. 2. Submit labels for review and approval at label@regenorganic.org.
Response:	

2. Buyer's Criteria

SECTION 2 INSTRUCTIONS

- For sourcing from **grower group operations in the global south**, complete **section A**.
- For sourcing from **grower group operations in the global north**, complete **section B**.
- For sourcing from **individual farmers and companies**, complete **section C**.
- Please refer to the *ROA Terms and Definitions* at [Regenorganic.org > resources > General > ROA Terms and Definitions](https://regenorganic.org/resources/general/roa-terms-and-definitions) for further explanation of terms used in the language of this guide.
- **For criteria that does not apply**, please indicate **NA or Not Applicable**.
- Complete each section response while referring to the *Regenerative Organic Certified® Framework* available at [Regenorganic.org > Resources > General](https://regenorganic.org/resources/general)

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A. Grower Group Operations in the Global South

<p>1. Bargaining and contract negotiation</p>	<p>1. Describe how farmers have the right to freedom of association and to organize and engage in collective bargaining and contract negotiation free from retaliation of any kind by the buyer or buyer agents.</p> <p>2. Describe how contracts are negotiated between buyers and farmers. Is there a collective bargaining process used for contract negotiations? Do farmers get the opportunity to choose a representative to negotiate on their behalf? How do you ensure farmers are freely able to organize themselves and engage in the collective bargaining process? (Ref. Regenerative Organic Certified® Framework 12.2)</p>
<p>Response:</p>	

<p>2. Fair payments</p>	<p>1. Describe how payments to the farmer meet the cost of production and living wages required by the Regenerative Organic Certified® Framework. Are buyers paying a price that covers the farmer’s long-term viability of production and covers operating costs? Do buyers share access to <i>fair pricing data</i> and <i>fair payment guidelines</i> with farmers?</p> <p>2. When the actual operating costs are unknown, do prices paid to the farmer meet established market price or fair-trade minimum price? If market price or fair-trade price does not cover production costs, is a 10% premium paid to the farmer? (Ref. Regenerative Organic Certified® Framework 12.4)</p>
<p>Response:</p>	

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3. Capacity building	<ol style="list-style-type: none"> 1. Describe how you identify the needs of the farmer and work towards increasing capacities of the farmer. 2. Describe any training opportunities, skills development, and resource building activities you provide to help the farmer improve their skills, capacity, capabilities, and market access. <p>(Ref. Regenerative Organic Certified® Framework 12.6)</p>
<p>Response:</p>	

4. Production obligations	<ol style="list-style-type: none"> 1. Describe the contractual obligations with the farmer for Regenerative Organic Certified® identity preservation, segregation from non-Regenerative Organic Certified® crops, and harvest and delivery expectations. Describe how contracts provide clear harvest and delivery expectations for products harvested from Regenerative Organic Certified® land only. 2. Describe how harvest and production shortfalls are dealt with related to natural disasters. If unexpected delivery shortfalls occur, are additional penalties or burdens placed on the farmer? <p>(Ref. Regenerative Organic Certified® Framework 12.7)</p>
<p>Response:</p>	

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B. Grower Group Operations in the Global North

1. Contract negotiation	Describe how contracts are negotiated between buyers and farmers. (Ref. Regenerative Organic Certified® Framework 12.2)
Response:	

2. Fair payments	<p>1. Describe how payments to farmers calculated regionally meet the cost of production and living wages required by Regenerative Organic Certified® Framework. Are buyers paying a price that covers the farmer’s long-term viability of production and covers operating costs? Do buyers share access to <i>fair pricing data</i> and <i>fair payment guidelines</i> with farmers?</p> <p>2. When the actual operating costs are unknown, do prices paid to farmers meet established market price or fair-trade minimum price? If market price or fair-trade price does not cover production costs, is a 10% premium paid to the farmer?</p> <p>(Ref. Regenerative Organic Certified® Framework 12.4)</p>
Response:	

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3. Capacity building	<p>1. Describe how you identify the needs of the farmers or farmer organization and work towards increasing capacities of the farmers and the member organization.</p> <p>2. Describe any training opportunities, skills development, and resource building activities you provide to help farmers improve their skills, capacity, capabilities, and market access.</p> <p>(Ref. Regenerative Organic Certified® Framework 12.6)</p>
<p>Response:</p>	

4. Production obligations	<p>1. Describe the contractual obligations with the farmers for Regenerative Organic Certified® identity preservation, segregation from non- Regenerative Organic Certified® products, and harvest and delivery expectations. Describe how contracts provide clear harvest and delivery expectations for products harvested from Regenerative Organic Certified® land only.</p> <p>2. Describe how harvest and production shortfalls are dealt with related to natural disasters? If unexpected delivery shortfalls occur, are additional penalties or burdens placed on the farmer or farm organization?</p> <p>(Ref. Regenerative Organic Certified® Framework 12.7)</p>
<p>Response:</p>	

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C. Individual Farmers and Companies

1. Contract Negotiation	Describe how contracts are negotiated between buyer and seller. (Ref. Regenerative Organic Certified® Framework 12.2)
Response:	

2. Fair payments	<p>1. Describe how payments to the farmer meet the cost of production and living wages required by Regenerative Organic Certified® Framework. Are buyers paying a price that covers the farmer’s long-term viability of production and covers operating costs? Do buyers share access to <i>fair pricing data</i> and <i>fair payment guidelines</i> with farmers?</p> <p>2. When the actual operating costs are unknown, do prices paid to the farmer meet established market price or fair-trade minimum price? If market price or fair-trade price does not cover production costs, is a 10% premium paid to the farmer?</p> <p>(Ref. Regenerative Organic Certified® Framework 12.4)</p>
Response:	

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3. Capacity building	<ol style="list-style-type: none"> 1. Describe how you identify the needs of the farmer and work towards increasing capacities of the farmer. 2. Describe any training opportunities, skills development, and resource building activities you provide to help the farmer improve their skills, capacity, capabilities, and market access. <p>(Ref. Regenerative Organic Certified® Framework 12.6)</p>
Response:	

4. Production obligations	<ol style="list-style-type: none"> 1. Describe the contractual obligations with the farmer for Regenerative Organic Certified® identity preservation, segregation from non-Regenerative Organic Certified® product, and harvest and delivery expectations. Describe how contracts provide clear harvest and delivery expectations for products harvested from Regenerative Organic Certified® land only. 2. Describe how harvest and production shortfalls are dealt with related to natural disasters? If unexpected delivery shortfalls occur, are additional penalties or burdens placed on the farmer? <p>(Ref. Regenerative Organic Certified® Framework 12.7)</p>
Response:	