

ROSP for Licensing Products

To be approved as a Regenerative Organic Alliance (ROA) licensee, all applicants must **submit a Regenerative Organic System Plan (ROSP)** for the products intended to carry a Regenerative Organic Certified® claim. The ROA staff will use the ROSP 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 Licensees 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 available for [download](#).

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

1. General Information

1. Business Name	Please provide legal name of business licensing with ROA.
Response:	

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

3. Supply Chain Map	<p>Please provide for every product certified as Regenerative Organic Certified® a graphical representation of the Supply Chain Map or complete section on the Product Claimed Material Worksheet, illustrating the journey from the moment you take legal possession of the product until the final consumer. Also, be sure to identify the processor responsible for the final packaging of the product.</p> <p>For each stage in the supply chain, provide the following information: Company name, organic certificate, primary contact person, address, and details of processing activities carried out.</p>
Response:	

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<p>4. Product Traceability System</p>	<p>Organizations must provide adequate and sufficient documentation to demonstrate ingredients originated from a Regenerative Organic Certified® source. 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). Please provide a brief explanation of your traceability system and sample documents, if available.</p>
<p>Response:</p>	
<p>5. Volume Reconciliation</p>	<p>The ROA will evaluate the quantities of Regenerative Organic Certified® crops, ingredients, and/or products over a certain period. For the specified time frame, you must provide the following information, among others: the initial inventory of Regenerative Organic Certified® crops/ingredients/products, the amount of Regenerative Organic Certified® crops/ingredients/products received (during the time period), the quantity of Regenerative Organic Certified® products containing these ingredients/crops that were produced, the final inventory of Regenerative Organic Certified® crops/ingredients/products, and/or the amount of Regenerative Organic Certified® crops/ingredients/products sold. Please provide a brief explanation of your volume reconciliation control and sample documents, if available.</p>
<p>Response:</p>	
<p>6. Segregation System and Practices</p>	<ol style="list-style-type: none"> 1. Explain segregation methods used to maintain the identity of Regenerative Organic Certified® ingredients. 2. Detail the steps taken to ensure that all Supply Chain Actors (SCA) preserve and protect identity by segregating and labeling Regenerative Organic Certified® crops with the appropriate level claim (i.e., Bronze, Silver, or Gold). 3. Outline the procedures used by SCAs to avoid mixing Regenerative Organic Certified® products with non-organic and non-Regenerative Organic Certified® products.
<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?
<p>Response:</p>	

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.
<p>Response:</p>	

2. Buyer's Criteria

SECTION 2 INSTRUCTIONS

Only complete one of the following three sections:

- 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**.

For criteria that **does not apply**, please indicate **who in the supply chain is responsible for providing the information in your response**

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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>
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® 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>
Response:	

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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	<ol style="list-style-type: none"> 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. 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>(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 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. 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>(Ref. Regenerative Organic Certified® Framework 12.7)</p>
Response:	

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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:	

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Document Revisions

Version Number	Date Approved	Description of Changes
1.1	June 24, 2024	<ul style="list-style-type: none"> • Adequacy of language and inclusion of hyperlinks to files in the introduction. • Changing the term Brand to Business or Organization (across all the document) • Removing texts in answer boxes (across all the document) • Addition of the following paragraph in section 2. Buyer's criteria: <i>For criteria that does not apply, please indicate who in the supply chain is responsible for providing the information in your response</i>