

Soja Plus

Achievements Report

ECONOMIC, SOCIAL AND
ENVIRONMENTAL

MANAGEMENT PROGRAMME

FOR BRAZILIAN
RURAL PROPERTIES

PROPERTY
MANAGEMENT
MAKES A DIFFERENCE

2020

ACRONYMS
USED IN THIS
REPORT

Pg. 3

PRESENTATION

Pg. 4

summary

1. PARTNERSHIPS
BETWEEN RURAL
PRODUCERS,
PRIVATE SECTOR,
CIVIL SOCIETY,
UNIVERSITIES
AND FINANCIAL
INSTITUTIONS

Pg. 6

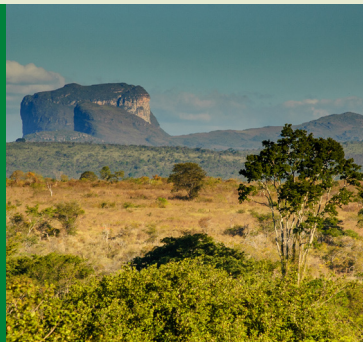


2. RESULTS
OBTAINED
BY THE
PARTICIPATING
STATES

Pg. 7

3. PRODUCER
AWARENESS
OF SOCIAL AND
ENVIRONMENTAL
ISSUES
AMBIENTAIS

Pg. 15



4. THEMATIC
ACTION LINES

Pg. 16

5. MATERIALS
USED IN FARM
MANAGEMENT

Pg. 19

6. WHO
BENEFITS FROM
THE SOJA PLUS
PROGRAMME?

Pg. 20

7. NEXT
ACTIVITIES

Pg. 21



8. PLANTED
AREA AND
PRODUCTION
IN THE
PARTICIPATING
STATES

Pg. 22



ACRONYMS USED IN THIS REPORT

ABIOVE

Brazilian Vegetable Oil Industries Association

AIBA

Bahia State Farmers & Irrigators Association

APROSOJA/MT

Mato Grosso State Soy & Corn Producers Association

APROSOJA/Brasil

Minas Gerais State Agricultural & Livestock Federation

FAMASUL

Mato Grosso do Sul State Agricultural & Livestock Federation

IBAMA

Brazilian Environmental & Renewable Natural Resources Institute

iBS

Instituto BioSistêmico

PRA

Environmental Regularisation Programme

PRODEAGRO

Programme for the Development of Agriculture and Livestock Farming

SEBRAE

Brazilian Support Service for Micro and Small Businesses

SEMAGRO

Mato Grosso do Sul State Secretariat for the Environment, Economic Development, Production and Family Farming

SENAR

National Service for Rural Learning in the States of Mato Grosso (MT) and Mato Grosso do Sul (MS)

TNC

The Nature Conservancy

UFV

Viçosa Federal University

PRESENTATION

In order to reconcile agricultural production with the conservation of natural resources and to enhance health and safety in the rural workplace, the Soja Plus Programme offers free training, technical assistance and materials to improve the management of rural properties. In this way, participating producers are able to make a significant contribution to better the image of Brazil's agribusiness.

Soja Plus, a programme for the economic, social and environmental management of Brazilian rural properties, was instituted in 2011 through a partnership between ABIOVE and APROSOJA/MT, and it is currently implemented in the country's main soy-producing states. It is a voluntary programme, appropriate for the reality of the Brazilian producer, and imposes no additional burden on the farmer. Soja Plus has become the largest private technical assistance programme in Brazil.

Thematic lines of action include: Quality of Life at Work, Best Agricultural Practices, Financial and Economic Feasibility, Product Quality, and Social Responsibility.



Since its inception, Soja Plus has offered courses to 7,830 producers and provided technical assistance on 2,990 farms that produce a total of 13 million tons of soy (10% of Brazil's production). In area, Soja Plus covers approximately 3.7 million hectares. To carry out this work, financial resources in the order of R\$33 million have been invested directly in the farms.

The Programme has a 98% acceptance rate among rural producers, thanks to the work done by the field supervisors.

This report presents the main results of the Programme since its inception in each of the states where it has been implemented – Mato Grosso, Mato Grosso do Sul, Minas

Gerais, Bahia, Goiás, Maranhão and Piauí – and highlights the partnerships between producer associations, private sector, civil society, financial institutes and universities. For the year 2021, the Programme is looking

into expanding into the state of Tocantins.

The checklist with the economic, social, environmental and rural construction indicators used on the farms is presented at the end of this report.



For more information, visit:
www.sojaplus.com.br



1 PARTNERSHIPS

**BETWEEN RURAL PRODUCERS,
PRIVATE SECTOR, CIVIL SOCIETY,
UNIVERSITIES AND FINANCIAL INSTITUTIONS**



The Soja Plus Programme is coordinated nationally by ABIOVE, with regional coordination by APROSOJA/MT, FAMASUL, AIBA, FAEMG, UFV and iBS, all of whom operate the courses and field work very efficiently.

The results have demonstrated the Programme's importance to the gradual and continuous improvement of the indicators on the participating rural properties. These properties benefit from information that permits them to comply with Brazilian legislation and avoid labour lawsuits, fines and penalties issued by the Ministry of Economy, Public Prosecutor, IBAMA, and the state and municipal environmental entities.

Every year the Soja Plus Brazil Seminar is held to announce the results obtained, as well as a Planning Workshop to define methodology, preparation of the materials used and priorities.

2 RESULTS OBTAINED

BY THE PARTICIPATING STATES



Soja Plus began in 2011 in Mato Grosso state, Brazil's largest soy producer. The Programme is coordinated by APROSOJA/MT and has 15 field supervisors providing technical assistance on 1,500 farms with a total soy area of 1.9 million hectares, highlighting the municipalities of Confresa, Quêrência, Canarana, Nova Xavantina, Rondonópolis, Campo Verde, Nova Mutum, Lucas

do Rio Verde, Sorriso, Sinop, Matupá, Campo Novo Parecis, and Sapezal. During the field work, over 90,000 guidance placards on the correct procedures for safety and environmental protection were distributed. In addition, participants received technical leaflets on social and environmental matters, educational videos and pads to control delivery of PPE and documents.

Twenty-nine workshops have already been held, of which ten were in partnership with TNC and Agroicone with a focus on the PRA, as well as three field days with the Fundação MT on compliance with the strict Brazilian social legislation. These field days were attended by 5,513 rural producers.

Over the last ten years, the Programme has offered 192 sixteen-hour courses to 2,560 producers and managers on health and safety in the workplace, with emphasis on the quality of life for rural workers. To support the training programme, a number of different technical materials have been produced, such as didactic books, manuals and leaflets.

Soja Plus is a transparent and participative management programme that answers the main questions of the Mato Grosso rural producers.



Mato Grosso do Sul state is Brazil's fifth largest soy producer. The Soja Plus Programme started here in 2013, coordinated by FAMASUL. Over the last eight years, 879 grain-producing properties were visited, corresponding to a soy area of 786,000 hectares in 59 municipalities. Each property received two visits, with application of the checklist, orientation on specific matters, and delivery of guidance placards.

Starting in 2020, SENAR/MS redesigned the Programme's format so that the participating rural producer receives, over a two-year period, guidance and specialised technical mentoring. To meet this demand, the number of professionals involved was increased to form a team with a coordinator, a supervisor, and thirteen field technicians distributed in the areas with the highest concentration of grain producers. In addition, SENAR/MS, in partnership with rural trade unions, began offering free courses and training to orient producers on compliance with Brazil's environmental legislation.

The work done in Mato Grosso do Sul is supported by important partners, such as APROSOJA/Brasil, SEBRAE and SEMAGRO.



In the state of Bahia, the Soja Plus Programme is coordinated by AIBA and started its activities in 2014. Since then, over 700 rural producers from Baianópolis, Barreiras, Cocos, Correntina, Formosa do Rio Preto, Jaborandi, Luís Eduardo Magalhães, Riachão das Neves and São Desidério have taken part in 54 courses on the quality of life at work, emphasising occupational health and safety and labour legislation. Most of the soy production in this state, the country's sixth largest soy producer, is concentrated in these municipalities.

With financial support from PRODEAGRO, the Programme has provided 259 farms with technical assistance. The soy area of these properties is 645,000 hectares.



During the current year, the Soja Plus technical team, together with the UFV, developed a new Manual for Management of Residues to address one of the most frequent problems faced by rural producers: how to store and dispose of the residues generated on the property in an environmentally correct manner. Analyses were also made of the physical-chemical quality of the water on the rural properties participating in Soja Plus Bahia.



By the end of 2021, the Programme plans to have 50 assisted farms. In addition to the technical visits, Soja Plus will hold a series of training courses on health and safety in the workplace, the adequacy of rural constructions and grain classification.



For more information, visit:
www.sojaplusbahia.com.br



In Minas Gerais state, Brazil's seventh largest soy producer, the Soja Plus Programme, launched in 2014, has promoted twelve seminars and workshops for approximately 1,500 participants. It has organised seven field days for the students at UFV, as well as ten sixteen-hour courses for these future professionals who provided technical assistance on the farms. In addition, the Bank of Brazil gave five eight-hour courses on how to prepare projects to access lines of credit and twenty training courses on the Brazilian legislation applicable to farms (NR 31). Since 2015, a total of 207 farms have received technical assistance from technicians trained by the University.

The Soja Plus work in this state has been carried out in the following municipalities: Araxá, Araguari, Arinos, Bonfinópolis de Minas, Campo Florido, Capinópolis, Coro-



For more information, visit the sites :
www.faemg.org.br/programas/soja-plus
www.agroplusufv.com.br/soja-plus

mandel, Frutal, Guarda-Mor, Ibiá, Ituiutaba, Paracatu, Patrocínio, Patos de Minas, Pratinha, Rio Paranaíba, São Gotardo, Tupaci-guara, Unaí, Uberlândia and Uberaba.

Currently, the work in Minas Gerais state is coordinated by FAEMG and UFV, with the partnership of Cargill Agrícola S.A.

 Watch the video : www.youtube.com/watch?v=DS4_wTOxKJ0



Goiás

In 2018, after signing a partnership with Cargill and with IBS, Soja Plus was implemented in the state of Goiás, the fourth largest soy producer in Brazil. The field supervisors have made technical visits to 45 rural properties with a total soy area of 54,000 hectares. In addition, three courses on health and safety in the workplace have already been given.



The municipalities served by the Programme are Anápolis, Bonfinópolis de Minas, Brasília, Cabeceiras, Caldas Novas, Campinorte, Cristalina, Ipameri, Leopoldo de Bulhões, Montividiu do Norte, Niquelândia, Paracatu, Piracanjuba, Santa Cruz, São João D'aliança, Unaí, Uruaçu, and Vianópolis.



For more information, visit:
www.sojaplusgoias.com.br



Maranhão

The Soja Plus Programme began its activities in this state in 2020, thanks to the support given by Cargill Agrícola S.A.

Maranhão state is the country's ninth largest soy producer, and the feedback from its producers regarding the activities being developed could not have been better:

“The Soja Plus Programme has been of great worth. It has brought relevant information and its coordinators have shown clarity and knowledge on many points that need improvement on the property.”

– Yara de Geus, proprietor of Fazenda Escuro

“We have had a lot of experience with private companies coming to sell services but not concerned with improvements on the property. Their only concern was to sell and to profit. With the Soja Plus Programme, it is different, and this has excited me and given me great expectations.”

– Marcus Lauer, proprietor of Fazenda Diamantina



Despite the adverse circumstances resulting from the COVID-19 pandemic during this first year of work in Maranhão, the Programme was able to start its activities in the municipalities of Alto Parnaíba, Balsas, Matões, Riachão, Sambaíba and São Raimundo das Mangabeiras, applying the checklist and offering technical assistance on 20 rural properties. It has also given five courses on the regulations NR 7 and NR 31, and on soy classification. In area, these properties have 58,000 hectares of soy that now follow best agricultural practices.



Piauí

After starting the Soja Plus Programme in Maranhão state in February 2020, Piauí's turn came in June. Piauí is Brazil's tenth largest soy producer and is located in the MATOPIBA region, the current big agricultural frontier.

The expansion of Soja Plus into Piauí was planned for 2021 but was brought forward to June 2020 because of the great demand from that state's producers looking for continuous improvements in the indicators of their properties, a tribute to the Programme's success in other states.

Even with less than a year in operation, the Programme has already eleven participating properties, totalling 68,000 hectares of soy, following best agricultural practices. These properties have also been given five courses on NR 31 (safety and health in the workplace), NR 20 (flammables and fuels) and grain classification. These courses were held on the rural properties, complying with all safety and hygiene guidelines.



The producers taking part in the Programme are so satisfied that they are recommending that their neighbouring farms join. Our field supervisors are also receiving very positive feedback:

“We thank the Soja Plus Programme in Piauí for the training courses to develop our employees, as well as for the verification of compliance with the regulatory norms (NR) and the legislation applicable to rural properties. This partnership is very important for the gradual and continuous improvement in sustainability and work safety indicators.”

– Ariane Silva, Health, Safety and Environmental Engineer on Fazenda Serra Grande



The participating municipalities in Piauí up to the present time are Baixa Grande do Ribeiro, Currais, Santa Filomena and Ribeiro Gonçalves.

3 PRODUCER AWARENESS

OF SOCIAL AND ENVIRONMENTAL ISSUES

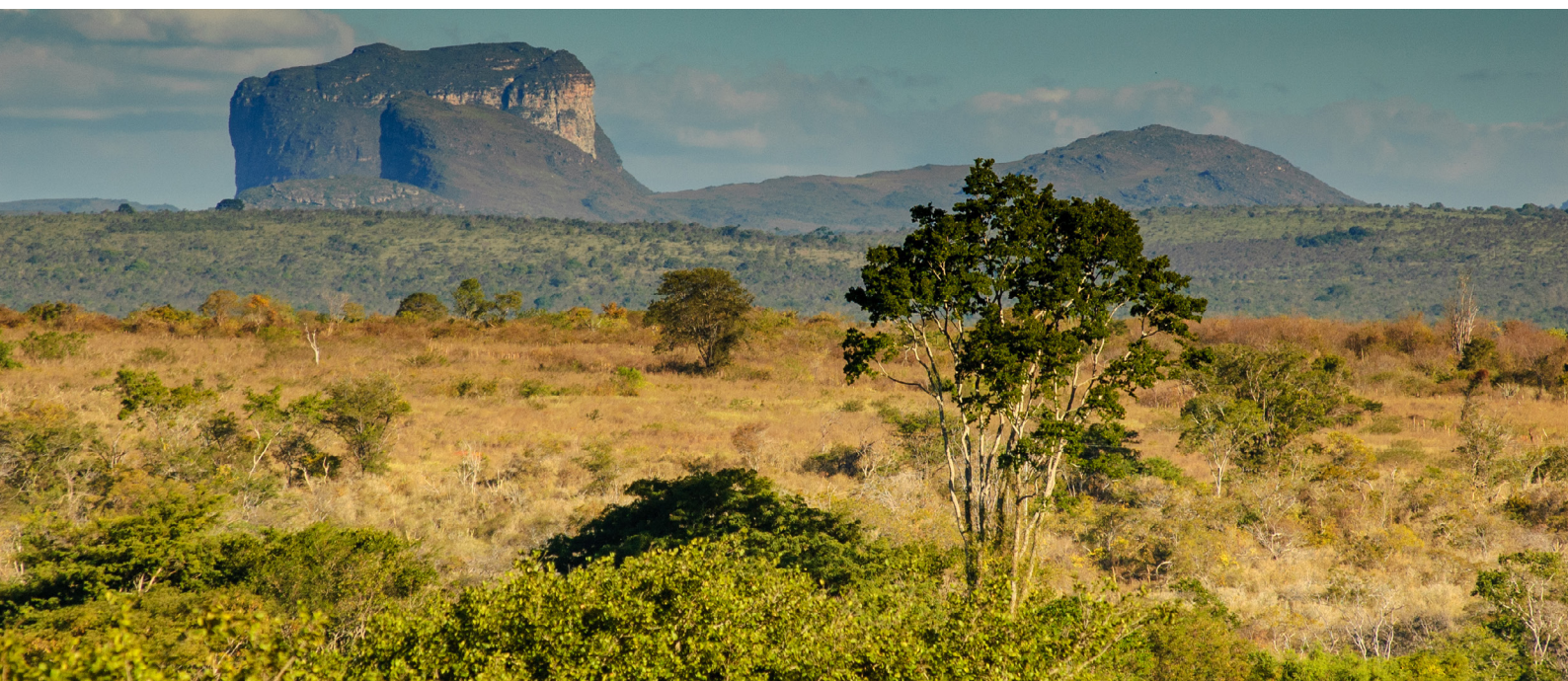
There has been a cultural change in the field. The emerging pressures from societies for sustainable agriculture show the importance of good farm management to promote production systems that are able to reconcile food production with natural resources and with worker well-being.

The Soja Plus Programme meets the need identified by producers for programmes that promote best agricultural practices. Many of the processes developed in universities and research companies only reach the farms through technical assistance and rural extension programmes. Soja Plus has specialist field supervisors to provide this transfer of technology.

The objective of having a socially responsible production with the preservation of

natural resources is ingrained in the countryside, according to surveys of producers from Brazil's diverse regions. However, numerous doubts remain and the rural producer needs technical support to have a fully sustainable production.

In addition to technical visits, Soja Plus offers courses so that producers, managers and employees are better able to understand and comply with the social and environmental legislation applicable to rural areas. During these ten years of operations, Soja Plus has given 522 courses on health and safety in the workplace, labour legislation, working at heights and in confined spaces, grain classification, economic management, environmental regulation and rural constructions.



4 THEMATIC ACTION LINES

The courses, field days and technical assistance, as well as the materials provided to participating producers, are based on the five pillars of rural management.

a) Quality of Life in the Workplace

I. Occupational health

- Procedures that guarantee workers access to potable water, adequate food and installations in good sanitary condition;
- Procedures for first aid, medical assistance and emergency attendance in case of accidents.

II. Occupational safety

- Prevention of environmental risks;
- Procedures for the orientation and use of PPE.

III. Labour relations

- Plan to control legal requirements and the work day;
- Procedures for orienting employees regarding activities that present risks to their physical integrity.



b) Best Agricultural Practices

I. Management of production practices

- Monitoring the soil's fertility;
- Monitoring the quality of water resources;
- Monitoring greenhouse gas emissions;
- Plan to reduce, reuse and recycle;
- Procedures for using conservationist techniques;
- Plan for the responsible use of chemicals.

II. Management of impact on natural resources

- Mapping and recovery of water resources, Areas of Permanent Preservation and Legal Reserves;
- Adaptation to the new Forest Code;
- Procedures for mitigating environmental impacts.

c) Financial and Economic Feasibility

- Financial planning;
- Cost control;
- Risk management mechanisms.



d) Product Quality

- Plan to evaluate risks and critical control points;
- Monitoring the use of potential contaminants;
- Procedures for production, transportation, storage and processing..



e) Social Responsibility

- Procedures for interacting with local communities and resolving conflicts of interest;
- Development of individual and collective social projects.



5 MATERIALS USED IN

FARM MANAGEMENT



CHECKLIST WITH
182
ENVIRONMENTAL,
SOCIAL AND ECONOMIC
INDICATORS



**SIGNS AND
PLACARDS**
(52 UNITS PER PROPERTY)



**FIRST
AID KIT**



**Manual for the
Prevention of Risk in
Mechanical Workshops**



**Manual for Orientation
of Rural Constructions**



**Pad to Control
Personal Documents**



**Pad to Control the
Supply of PPE**



**Technical videos
Daily Dialogue on
Safety (DDS)**



**Guide for
Environmental
Regularisation**



**Guide for
Prevention of COVID-19**

6 WHO BENEFITS FROM THE SOJA PLUS PROGRAMME?



Rural Producers

Rural producers are given free courses and training during field days, as well as individual technical assistance. The benefits include appreciation of their rural property, more efficient agricultural practices and conservation of native vegetation, fauna, soil and water resources.



Rural Producer Associations and Cooperatives

Associations and cooperatives benefit from having stronger institutions and effective participation in supporting the property management of their associates.



Consumers

Consumers gain satisfaction from having a sustainable product and a good image for Brazilian agribusiness.



Government

The government benefits from the social and environmental regularisation of rural properties and a partnership with the private sector to support the development of public policies.



Companies in the Sector

Companies gain from business sustainability, stronger partnerships with producers and meeting the demands of international markets.



NGOs / Universities / Research Institutions

These entities benefit from the development of academic and scientific projects related to best practices, training, environmental registration, and from the offer of internships and jobs in courses and technical assistance.



Financial Agents

Financial agents benefit from partnerships with producers, offers of differentiated credit and reduced risks.

7 NEXT ACTIVITIES



The challenge to continuously improve the monitored indicators is linked to the rural producer's managerial capability to circumvent daily difficulties. The expected overall result is a contribution to the governance of production activities and the well-being of workers, rural producers and local communities.

We will continue to promote sustainability in the soy production chain, with the objective of consolidating sustainable and verifiable agriculture in several of the country's regions.

New partnerships are underway to enable the Programme's expansion into the state of Tocantins, following the same methodology that has guaranteed the success of the Soja Plus Programme, with national and international recognition.

8 PLANTED AREA AND PRODUCTION

IN THE PARTICIPATING STATES

Table 1 - Ranking of the soy planted area and production

Ranking	Estado	Área (ha)	Produção (t)
1 st	Mato Grosso	9.724.213	32.242.463
4 th	Goiás	3.402.810	11.080.442
5 th	Mato Grosso do Sul	2.882.107	8.698.011
6 th	Bahia	1.581.842	5.313.544
7 th	Minas Gerais	1.632.141	5.205.621
9 th	Maranhão	977.598	2.850.084
11 th	Piauí	766.044	2.325.951
Total Soja Plus		20,966,755	67.716.116
Total Brazil		35,930,334	114,269,392

Soy production in these seven states where Soja Plus has been implemented amounts to almost 68 million tons, or 59% of Brazil's total production. With this, the Programme is now consolidated as the largest private technical assistance programme in Brazil, with a great potential for growth.

Organizers



Partners





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