



THE HIRE BANK FOR FOOD AND AG PRODUCTION

The employees your farm, shed or plant could never hire.

Not a person. A custom AI system that takes one of these jobs and runs it start to finish, season after season.

Harvest won't wait, and neither will the buyers, the auditors or the paperwork.

There are only three reasons a job never gets hired for. Under each one you'll find both sides of your business. Check every one that sounds like yours.

These aren't case studies. They're ideas, to show you what's possible.

● Operations

The money you already earned, leaking back out.

● Sales & Marketing

The money you never earned in the first place.

01 The job nobody wants.



02 The job you could never justify a salary for.



03 The job no human could ever do.



01 The job nobody wants.

Claims, audit binders and grower settlements are the work nobody wants, so they pile up all harvest and get rebuilt the week before the audit.

• Operations

The money you already earned, leaking back out.

- ☐ **An audit binder keeper** who keeps every food safety log and record audit-ready all year, not the week before
- ☐ **A rejected-load clerk** who files every rejection claim with the inspection and the temp record attached
- ☐ **A settlement clerk** who builds every grower settlement from the pack-out, fees and pool prices, on time

• Sales & Marketing

The money you never earned in the first place.

- ☐ **A price sheet sender** who sends every buyer this week's availability before your competitors do
- ☐ **A follow-up rep** who follows up on every sample and every quote a buyer never answered
- ☐ **A vendor portal keeper** who keeps your certs, specs and insurance current in every buyer's portal

02

The job you could never justify a salary for.

These jobs would pay for themselves, but no one can justify a full-time salary for work that peaks a few weeks a year.

• Operations

The money you already earned, leaking back out.

- ☐ **A yield analyst** who knows which fields, varieties and blocks actually make you money

- ☐ **A pack-out analyst** who tracks yield, shrink and labor cost per box on every lot

- ☐ **A spray record checker** who checks every spray against the residue limits of every buyer and export market

• Sales & Marketing

The money you never earned in the first place.

- ☐ **A buyer researcher** who finds every retailer and food service buyer that buys what you grow or pack

- ☐ **A program writer** who writes each buyer a season program offer before they lock in with someone else

- ☐ **A farm storyteller** who turns every harvest into posts, photos and buyer updates, all season

03

The job no human could ever do.

No one can watch every field, every cooler and every lot at once, around the clock, all season.

• Operations

The money you already earned, leaking back out.

- ☐ **A cold chain watcher** who watches every cooler and reefer temp all night and wakes someone before product is lost
- ☐ **A lot tracer** who traces any lot from field to customer in minutes, not days
- ☐ **A harvest window watcher** who reads every weather station and field test and says which block to pick next

• Sales & Marketing

The money you never earned in the first place.

- ☐ **A market watcher** who tracks every USDA price report on your crops and tells you when to sell
- ☐ **A buyer watcher** who spots the buyer whose weekly orders are quietly getting smaller
- ☐ **A shortage warner** who tells every buyer their order will be short, before the truck ever leaves



**Every one of them shows
up at 3 a.m., never forgets,
and never calls in sick.**

Joshua Boswell, Founder, Strahes

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