

# Mass-balance Substitution

Under Bee Better Certified, the volume that can be credited for mass balance should be based on the farm's projected yield for the year certification is granted and certification being contingent on meeting yield projections in subsequent years.

## This projection is to be based on two factors:

1. Historic performance (e.g. the volume that was produced in the previous 5 years)
2. Industry standard or industry average for a farm of that type (based upon anticipated performance of the crop varieties, crop age, planting density, location, and other comparable factors)

**These two factors can be averaged to determine the mass balance credit.**

This calculation can be made by the BBC producer, with or without collaboration from a processor, and must include a written justification of the mass balance credit they intend to claim.

Xerces and Oregon Tilth reserve the right to refuse a mass balance credit volume if justification seems unreasonable or unrealistic based upon other sources of evidence.