



iHEMPx

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# The Step-By-Step Guide to Farming Hemp

# Introduction

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Hemp is one of the most lucrative industrial crops you can grow right now, and each year more farmers are entering the hemp market with the hope of substantial profits.

iHEMPx is committed to helping hemp farmers thrive in this industry – not just survive. That’s why we’ve created this step-by-step ebook to walk you through the process of farming hemp from pre-season planning through selling your crop.

When you follow these steps, you can increase your yields and profits by growing the best possible crop. Becoming a successful hemp farmer can open up a world of possibilities for you – but only if you invest in high-quality genetics, follow best practices for hemp farming, and have a plan for compliance testing.

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# What You Need to Know Before You Start

## Planning for Production

The cost of hemp production for your operation can vary widely, depending on the infrastructure and labor you have available to plant, cultivate and care for your crop, as well as harvest and dry your material at the end of the season.

At iHEMPx, we've seen some farmers do well with highly efficient operations (around \$5,000 an acre), but we've also heard horror stories of people spending more than \$40,000 per acre. Careful planning and anticipating expenses can help you avoid high costs and mid to late season surprises.

Generally, you will pay around \$1,000 to \$3,000 per acre for your seeds and starts this season, and then you need to factor in the costs of labor, equipment, and infrastructure for:

- Germinating your seeds, if you choose not to use starts
- Transplanting your seedlings after they've germinated
- General upkeep during the season
- Pest and disease management
- Weed mitigation
- Irrigation
- Compliance testing
- Harvesting and drying at the end of the season

This last point is particularly important – the costs of harvest and drying at the end of your season can be significant, and many farmers were caught off guard by end-of-season expenses last year.

Some growers exhausted their budget early in the season, and didn't have enough money to dry their crop after harvest.

Before you buy your seeds or starts, think through exactly what you're going to do with your crop after you harvest it.

If possible, we recommend having a buyer for your material lined up in advance. Even getting a commitment for a small portion of your crop can be helpful for covering costs and infusing some money back into your operation quickly at the end of the season.

Yields are high for CBD farmers right now (current markets are seeing price per-acre averages of \$50,000+), but we recommend that you plan conservatively. Expect everything to cost twice as much as you think, and yield half as much as you hope.

Don't use overly optimistic figures when you're running the numbers and planning your year – expect things to go wrong and account for that, so you increase your chances of having a profitable season.

You do need a license to grow hemp, and licensing requirements will be different in each state. Most states have an established hemp program for farmers, so we recommend starting with your Department of Agriculture. Hemp licensing information and applications should be easy to find on most Department of Agriculture websites, but if you can't find it, reach out to the Department via phone or email to ask for information.

Your Agriculture Department can also be a great source of information on events and expos that are happening in your state. Hemp is an emerging industry, and we highly recommend getting connected with other hemp farmers, suppliers, and experts who can advise you as you cultivate your crop and prepare to sell it this year.

During your planning period, compliance needs to be at the top of your mind at all times. Hemp can be notoriously tricky to grow, because of the legal issues in the cannabinoid industry and hard limits on THC levels. We share more advice on compliance and testing in the sections below.



# What You Need to Know Before You Start

## Are You Growing for Fiber, Grain, or CBD?

Understanding the end goals for your crop before you buy seeds will help you adequately allocate resources and plan for success.

Currently, approximately 95% of the domestic hemp market is being grown for medicinal use (CBD extraction) – which means only a tiny portion of hemp in the United States is grown for grain or fiber.

Profits on hemp for CBD are considerably higher than for other purposes, but that doesn't mean you shouldn't consider grain or fiber. iHEMPx believes that the market for industrial hemp for grain or fiber in the U.S. will grow over time, especially as acreage scales.

Every year, demand grows as the industry invests in the proper infrastructure for processing and converting hemp biomass into usable products. As industrial processes come online to handle grain and fiber, we'll see increasing acreage under cultivation in the U.S.

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*We are here to do good business and be good stewards to the hemp industry and the hemp supply chain. Our reputation shows that we go about this with the right ethos and we're in it for the right reasons. While it is a profitable industry, it is also one that is very rewarding to communities and the planet."*

*-Mike Leago, Founder of iHEMPx*





# Tips on Buying Seeds or Starts



## Why Genetics Matter

Hemp has become a very lucrative industry – but unfortunately, that success has also attracted a lot of disreputable seed companies and distributors.

When you're investing in seeds or starts, high-quality genetics matter a great deal. Superior seeds and starts give you huge advantages during your growing season and harvest, in terms of labor, compliance and yield.

iHEMPx recommends working only with reputable seed companies that have a proven track record in the industry. Research any seed provider you're considering, and examine their reputation and compliance history.

Steer clear of brand new companies who have just entered the market – if they don't have a documented track record of quality and compliance, we recommend choosing another provider. Lower prices on genetics aren't worth the risk that your seeds won't germinate at a high rate, or will have a high percentage of male plants, or won't test below legal limits at harvest.

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There are also a lot of imitators in the marketplace, so if you're looking for a popular, time-tested varietal make sure you're working with the original breeder to get the best possible seeds and starts. Just because a genetics dealer uses the name of a widely known and trusted strain, does not mean that you will get verified, reliable genetics backed by the original breeder – so do your homework before you buy.

iHEMPx partners with High Grade Hemp Seed to produce world-class hemp cultivars with proven feminization, compliance, and cannabinoid levels.

High Grade Hemp Seed provides a product that is engineered to be compliant with the nationwide THC levels of .3% or lower, and they have averaged a 99.98% female ratio in multimillion seed populations across the United States. They have a five-year track record of unmatched success for compliance and crop performance.

**[Click here to browse our 2020 varieties.](#)**

# Tips on Buying Seeds or Starts

## Why You Should Buy Feminized Seeds

For CBD hemp farmers, pollination is a major concern.

Male hemp plants carry pollen, so they will need to be culled from your field (by hand) before they pollinate their female counterparts and impact flowering.

Having a large amount of male plants that need to be culled can end up being a substantial additional expense, and that's why established CBD hemp farmers recommend using feminized seeds if you want to grow a profitable crop. Paying for seeds, germinating them, and transplanting, watering and treating male hemp plants wastes significant money and labor, and should be minimized from the start of the season.

Feminized seeds should produce almost entirely female plants. For example, seeds sold by iHEMPx have a proven 99.98% feminization rate, so farmers who buy our seed can expect to find 1 male in every 3000 to 5000 seeds they purchase.

## INQUIRE ABOUT FEMINIZED SEEDS

## Look for Proven Germination Rates

For the highest yield, look for seed providers that can provide third-party documentation of high germination rates.

Farmers of traditional agricultural crops can typically have a high level of confidence in the advertised germination rates of their seed providers – but hemp is a new and fast-evolving industry. There is wide variability in germination rates for seeds hitting the market today, so farmers need to be highly selective when they buy and seek out external validation for stated germination rates.

Hemp is a high-value crop, so if you're buying seeds for 50 cents to \$1.00, and 30 to 50% of your seeds don't germinate (when you've done everything right), then you've lost money when calculating the cost of trays, soil, labor for germination, the greenhouse footage used starting your seeds, and replacement seeds.

Poor germination rates can also cause timing issues. If you have a batch of seeds that doesn't germinate reliably, your replacement batch will be 7 to 14 days off the schedule of the first batch, creating a scheduling problem when you're ready to transplant starts into your fields.

At this point in the hemp industry, we aren't operating in a 100% trusted environment. There are some bad players out

there who rip off farmers, make claims they can't back up, and sell seeds that are not reliable performers. When you're shopping for seeds, ask for evidence of multiple third-party germination tests before you buy. Seek out well-established companies that have proven, documented germination rates.

As the industry matures, iHEMPx believes we will see a notable improvement in the availability of high-quality genetics. Key breeders who gain a strong reputation and build a track record of success will begin to dominate the market and push out less reputable players. Hemp seeds will trend more toward the quality of commercial agriculture seed, with the same type of requirements, including documentation, testing, third-party certification, and university accreditation.

But in the meantime, shop carefully. Consider iHEMPx as a resource for sourcing quality genetics and learning more about hemp varieties. We take the testing process seriously, and carefully document germination results for the strains we produce and sell. High Grade seeds consistently germinate at 95% and up, according to tests from the Colorado State University.





# Tips on Buying Seeds or Starts

## Should You Buy Starts?

When you purchase seedlings, they will arrive ready to put into the ground, and their established tap root will give them reliable performance and vigorous yield.

A large tap root increases the plant's stability, which can make them particularly advantageous to outdoor growers. Starts will also provide a more efficient means of nutrient uptake, because tap roots reach farther into the ground.

Keep in mind that you will need to harden your starts with some time outdoors (in direct sunlight) prior to transplanting – we give some additional transplanting tips below.

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*Farmers can expect fully mature auto flower plants to grow to 3 to 4 feet tall, with CBD percentages around 8 to 12%.*

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## Should You Consider Cultivating an Auto Flower Varietal?

Most types of hemp are photosensitive, so they require specific periods of sunlight to trigger flowering.

In contrast, auto flower varieties are triggered by hormonal changes – regardless of the light cycle they receive. These auto flowering properties can have many benefits for cultivators all over the world, in a variety of climates.

Farmers concerned about problematic weather conditions (like heavy rains or early snow) can offset risk by selecting auto flower varieties for early harvests.

If you need to have an early harvest, and you want to try to beat the masses to market with your material, you may want to consider planting some (or all) of your acreage with auto flower strains. Phased harvests can be beneficial in terms of hedging risk of crop failure and spreading out the demand for equipment and labor, so many farmers will plant multiple strains of hemp to proactively facilitate phased harvesting. Some farmers in warm climates who have an opportunity to grow multiple harvests in a single season can also benefit from the rapid growth cycle of auto flower varieties.

Farmers can expect fully mature auto flower plants to grow to 3 to 4 feet tall, with CBD percentages around 8 to 12%. iHEMPx offers an auto flower strain that goes from seed to harvest in 75 to 85 days.

## Deciding on Seed Quantities

The range for most growers is around 1,200 to 3,500 plants an acre for full-term varieties, and 2,500 to 4,000 per acre for early finishers.

The longer you have your plants in the ground (prior to the start of shorter days), the bigger the plant will get – so it will need additional space as it gets bigger, depending on your harvest time.

Determining your planting density will take some planning and experimentation, because many factors are at play including:

- The anticipated size of plants at harvest;
- The type of hemp you are planting (full term, early finishers or auto flower);
- Canopy considerations, for example light blocking to prevent weeds;
- Leaving space for equipment and people to navigate the field.

It's not unusual to see farmers adjust their planting densities season-to-season, as well as within the same season when multiple harvests or different varieties are in play.

Auto flower strains require a density of 10,000 to 20,000 per acre, due to their limited vegetative time and small, compact plants.

## When to Order Seeds and Starts

A lot of suppliers experience bottlenecks when it comes to delivering certain genetics at the right time, and popular strains will sell out – so we recommend reserving the genetics you want as early as possible. Most large-scale breeders will accept a deposit that guarantees availability of the varieties you want in the quantities you need.

iHEMPx and our partners ship seeds as soon as they're available, with the exception of CBG seeds, which are only released in the spring.

With starts, you can schedule your delivery, often down to the exact day – and the earlier you order, the more likely it is that you'll be able to reserve your ideal delivery date.

Depending on the size of your order, most genetics suppliers can stagger your deliveries, to coincide with your transplanting timeline.

**START YOUR ORDER TODAY**



# Getting Started

## How to Prepare for the Arrival of Your Seeds and Starts

Before your seeds arrive, consider your operation's irrigation and harvest needs. Will you need space for equipment in your fields throughout the season? If so, you can't plant too densely, because you won't have room for tractors and harvesting equipment.

As with any type of farming, you want to avoid inclement weather and cold snaps, and if possible, have lots of rain on the plants when they're young. Those weather factors can have a major impact on when you decide to seed direct-to-ground or plant starts.

You'll also need to prep your fields for planting, based on soil conditions and regional nuances.

Preparing your soil is incredibly important, and the work you do pre-planting will help encourage vigorous growth and high yields at harvest. We recommend working with local agronomists and your Agriculture Department to test soil and water so you can build a long-term strategic plan based on the unique factors present in each field. Always keep in mind that hemp prefers well-drained soil. Primary considerations include soil nutrient levels, organic matter, and the right PH level. Soil amendments help improve the health of your entire field ecosystem.

## Should You Plant Directly in the Field?

One of the most common questions we get from farmers is, "Should I plant seeds directly in the field, or should I start them in a greenhouse?"

Right now, around 90% of farmers start their seeds in a greenhouse and transplant seedlings into the field – but some farmers are starting to experiment with direct seeding. Direct seeding typically works best in areas with warmer temperatures and rich soil during planting time.

With direct seeding, there are a lot of variables to consider that will affect success. iHEMPx recommends experimenting with this technique on a small percentage of acreage at first, to figure out whether it's a good fit for your operation and your region, rather than directly sowing your entire crop right away.



# Getting Started

## The Arrival of Your Seeds or Starts

When you order starts, they'll arrive on pallets or shipping racks, in a refrigerated tractor trailer. You will need to need a forklift or a tractor with a fork to unload them, and each tray will have a label and barcode that includes the name, batch code, and strain of the plants.

If your starts come on shipping racks, then the racks will need to be returned, as they belong to our freight partner. Each rack will have a phone number on the side – call that number to arrange for a pickup of your racks.

By the time you receive them, your starts will have spent approximately 5 to 30 hours on the truck, so you'll need to give them water shortly after their arrival if you won't immediately be transplanting them. Ideally, you'll be able to get the starts off the racks, and move them to a place where they can get sunlight.

Your seeds will arrive with a label that includes the production batch number, strain, and germination rate, as well as other useful information to help you track your seeds. We also provide extra seeds with each order (around 10% of our overall order), to give you even more confidence.

If you'll be storing your seeds before planting, keep them in a cool, dark place. If buying from iHEMPx, the custom packaging they arrive in will allow for ideal moisture and gas transmission, and is UV resistant and air-tight. Moisture and light are your enemies when it comes to seed storage. Some farmers do store seeds in refrigerators or freezers, but we don't recommend that long-term.

## Germinating Seedlings and Transplanting

If you decide to germinate your seeds and then transplant the seedlings, we recommend germinating in a greenhouse environment. Plan for roughly four weeks – from 28 to 30 days – from sowing the seed to putting the seedlings in the field.

Most farmers are currently using 72-count trays for germination, with a few outliers using 50 or 100-count trays. We don't recommend using 224-count or 256-count trays, because you'll have small plants that aren't ready to transplant. Your decision will be based on your individual growing conditions and weather.

Protect your seed investment by using a soil mix that is formulated for starting plants, rather than soil taken from your field. During germination, your seeds will need at least 14 hours a day of natural or artificial light.

Before transplanting, you'll need to get your plants acclimated for harsher outdoor conditions by using a process known as hardening off. If you order starts from iHEMPx, we harden them off before shipping. But if you germinate your own seeds or order from another supplier, be sure to slowly condition your plants to direct sunlight, colder temperatures, and wind, so the transition from a controlled, protected environment doesn't kill them.

To harden off your seedlings, open up your greenhouse or put your plants in direct sunlight during the day, then pull them back in at night when the temperatures drop. There are a variety of techniques that can be useful, and the key is to have your hardening off plan in place ahead of time, so you know how long it will take and when you will be able to get your plants in the ground.

If possible, transplant seedlings right before a heavy rain, or water your plants as soon as you've transplanted them into the ground. Keep your seedlings moist, not saturated, for the first few days, until roots have established in the soil.





# Irrigation

Overall, hemp is a drought-tolerant, adaptable plant, but in many regions, you'll need to irrigate if you want your crop to thrive. We recommend thinking through your irrigation needs before you're getting ready to transplant.

Having too much water is typically preferable to having too little, but it is possible to overwater hemp and damage your crop. You'll need good drainage, so your plants don't sit with wet roots.

Most hemp farmers use surface drip irrigation. Some farmers in hot climates (like Texas, New Mexico, and Southern California) use subsurface irrigation to keep the

temperature of the water regulated. You don't want hot water hitting the roots of your plants.

Hemp typically doesn't like having wet leaves. The plants will tolerate wet leaves in the early stages, but it prefers having water at the root. Irrigating at the root can also reduce the risk of mold, mildew, and disease from having too much water on the foliage.

Some farmers are experimenting with pivot or flood irrigation for this season. Your irrigation choices will be dependent on your operation, water supply and climate, so you'll need to consider all variables so you can find the right solution.

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*Your irrigation choices will be dependent on your operation, water supply and climate...*

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## Nutrients

The hemp plant can survive almost anywhere, but there's a wide spectrum of performance and compliance factors in different climates. Balancing the environment, your nutrient regimen, and proper spacing will maximize the plant's potential.

Hemp grows best on a loose loam soil that has abundant organic matter and a pH of 6.0 to 7.0.

Typically, farmers see better yields and qualities when they add fertilizer to the roots of their hemp plants. Healthy hemp growth requires nitrogen, phosphorus, and potash, and fertility inputs are typically around the same as a high-yield crop of corn or wheat.

However, there are no set rules for fertilizing because there are so many variables to consider. When you're coming up with a plan for adding nutrients, consider your local weather, soil type, goals, and budget.

At iHEMPx, we encourage farmers to work locally with experts and their suppliers. Many suppliers are paying close attention to hemp right now, and they'll be able to advise you on the best options for fertilizing your plants. If you find yourself in need of more support, iHEMPx would be happy to talk to you about the best companies to reach out to for advice.



# Pest and Disease Control

Although hemp is typically very resilient, it can be prone to damage by pathogens and insects like any other crop.

Farmers need to watch out for fungal pathogens like powdery mildew, white mold (*Sclerotinia sclerotiorum*) and gray mold (*Botrytis cinerea*).

In the late season, you'll occasionally see leaf blight or tobacco mosaic virus, but they are not typically a cause for major concern.

Watch out for mites, grasshoppers, and aphids. Last year, we also saw cutworms affecting many hemp crops around the country.

We know the farmers will always be in tune with what's happening in their fields, but we always recommend bringing in a third-party agronomist or supplier to help walk the fields and identify issues and disease, so they can recommend appropriate remediation tactics.

## Controlling Weeds

As with traditional crops you'll need to balance your irrigation method, planting density, and weed mitigation practices.

Here are a few of the methods farmers are using to get rid of weeds:

- Using cultivators to weed between rows
- Planting other crops, like grasses or clovers that don't compete with hemp
- Planting companion plants that help with weed control and put nutrients back in the soil to assist with hemp growth
- Planting dense canopies – if you keep out weeds in the first few weeks, you may not need to worry about weeds later in the season
- Using chemicals to control weeds (only a small percentage of hemp farmers do this, because of the sustainability focus of the hemp industry)
- Focusing irrigation on hemp plants to reduce weed growth.

Remember that your weed control plan is tied to your irrigation methods, because the more you're irrigating your entire field, the more you'll be encouraging weeds. Surface or subsurface drip irrigation will minimize water loss and also ensure you aren't encouraging weeds in your fields.

As with irrigation, there are no “one size fits all” best practices that work for all farmers when it comes to weed control. It's important to take into account a matrix of factors and determine the best solution for your operation, which can include planting density, irrigation, equipment, hand labor, chemical application, and many other possibilities.





# How to Cull Males from Your Field

Male hemp plants produce pollen, which fertilizes female plants so they produce seeds. For farmers who are growing hemp for fiber or grain, this isn't a problem – but CBD farmers who need to extract non-psychoactive cannabinoids have to minimize or eliminate all males from their fields.

Losses from pollinated crops can be high (some estimates report that crops lose up to 30% of their biomass and 50% of their overall cannabinoid levels) because pollen drastically reduces the amount of cannabinoids and terpenoids of the flowering buds.

If you're growing hemp for CBD, cull males from your field as soon as you see them appear. You'll be able to identify males starting mid-season, when the plants trigger into flower. For full-term varieties, this will happen in August, and it can take 2 to 4 weeks for the plant to express itself enough to show male or female characteristics. Pollen sacks appearing on male plants are the best indicator to watch for.

For about 4 to 6 weeks after flowering, you will need to be actively identifying and culling males. For example, if your plants start flowing around August 7th, you'll need crews out walking your fields and manually removing male plants from August 21st through September 5.

## Here's how to identify the difference between male and female plants:

Use these images to train your team members, so they can easily recognize male plants.

If you're using seed from iHEMPx, you can expect to see male characteristics from one in every 4,000 plants, which is about one male every two acres.



# Testing and Compliance

Careful analytical testing for THC compliance is a critical part of growing hemp. In order to be classified as hemp, the total THC value of your crop, which is most often derived from the sum of THCA and delta-9 THC, cannot exceed 0.3% on a dry weight basis.

According to an interim rule by the U.S. Department of Agriculture, the concentrations of THCA in hemp do matter.

To explain the “Total THC” compliance issue, you must first understand that THC takes a number of forms. The two most common are delta-9 THC and THCA (A = acid.). Delta-9 THC is the cannabinoid known for psychoactive properties. Essentially, Delta-9 can get people high. THCA (the acidic form of THC), on the other hand, is a non-psychoactive cannabinoid commonly found in both marijuana and hemp.

“Total THC” refers to the legal requirement that a cannabis sample being tested must take into account both delta-9 THC and THCA to meet the definition of “hemp” in the 2018 Farm Bill. It’s a bit complicated, but in order to determine whether a sample is compliant, delta-9 THC levels must be added to 87.7% of the THCA levels (again, it’s complicated, but delta-9 THC is only 87.7% of the molecular weight of THCA and that drives the formula for Total THC). In short, adding up these two figures can not exceed 0.3% for a hemp sample to test as “compliant.”

Here’s an example of the equation in action for a specific, hypothetical hemp sample:

If Delta-9 THC is .10% and THCA is .20%, then Total THC equals  $.10\% + (.20\% \times 87.7\%) = .28\%$ . In this example, the sample is legal.

Another important thing to remember is that THC testing requirements vary by state. In some states only delta-9 THC is considered for legal compliance, allowing farmers to ignore Total THC.

The burden is on hemp farmers to ensure their crop is compliant, and to get plants out of the field at the right time. The stakes are high when it comes to compliance, so it’s critical that you work with reputable third-party companies to get the most accurate test results.

The best time to start testing is when you’re identifying and culling males from your fields. Yes, this is very early to begin testing, but the earlier you start, the more data points you’ll have throughout the season. This will help you forecast how your plants are doing and anticipate your harvest timeline.

At a minimum, we recommend bi-weekly (every other week) testing – but testing once or even twice a week is ideal.

You’ll need a company with a liquid or gas chromatograph to do the testing, and your local Department of Agriculture can refer you to reputable company that can give you quick results.

Each state’s requirements are different, but many states require 30 days’ notice before you harvest. Consistent testing can help you gauge the right time to bring in the Department of Agriculture for testing at the close of the season. When your crop’s THC level is starting to rise, it’s time to get your plants out of the field.

No one wants to be surprised with a hot hemp crop, so do your due diligence throughout the season to ensure you’re in compliance.





# Harvesting and Drying Tips

In the United States, hemp harvesting typically begins in September, and extends through the month of October (with some variations in timeline due to differences in region or strain).

Harvest timing should be calculated to optimize several different factors – and THC compliance, cannabinoid content, weather, labor and equipment will all drive the precise schedule.



We've already discussed the importance of weekly or bi-weekly THC testing in the weeks and months leading up to harvest. And while compliance is obviously the most important factor in having a marketable crop, harvesting hemp correctly and quickly, is also vital for CBD production – and ultimately profitability.

The presence of pathogens, pesticides, heavy metals, or mold and mildew reduce the value of hemp biomass, so while testing can cost farmers money, the return on investment in proving the quality of your biomass can be significant.

Harvest timing can impact the levels of CBD, CBG and other cannabinoids in hemp floral biomass, as well as terpene profiles, so always keep your end buyer in mind and leverage harvest variables to maximize your yield, quality, and profit.

Weather is also a key factor in determining when to harvest. Storms can destroy an otherwise successful hemp crop late in the season. Heavy rains can trigger mold and mildew or keep people and equipment out of fields. An early frost can wipe out an entire crop.

Once you start harvesting, getting your crop cut and out of the field rapidly is crucial. A majority of hemp growers in the U.S. (especially in the CBD market) rely on manual labor to cut stalk and load biomass. This process takes a lot of time,

costs money, and demands crews that can handle physical exertion. Some growers last year suffered unnecessary losses simply because their small teams were not adequate to cut and remove biomass from fields before inclement weather hit.

Immediately after your hemp is harvested, your floral biomass will need to be moved to a drying facility.

Your drying method will depend on your preferences, your crop size, your budget, and your equipment. You'll need to have a plan in advance for how you're going to dry your plants efficiently and cost-effectively, so don't wait until you begin your harvest to figure out this part of the process.

Your drying facility (whether you do your own drying, or contract it out to a drying facility) will need to be well-ventilated, cool, have lower levels of humidity, and always be out of direct sunlight. The ideal conditions for drying and curing are cool and dry.

If you need help coming up with a plan for drying your hemp, you can set up a free consultation with a member of the iHEMPx team. We can help you strategize and make reservations with reputable third-party partners.

Hemp does degrade, so you will need to sell your crop as quickly as possible at the end of the season. If you'll need to store your crop, you'll need to take measures to slow down the degradation as much as possible.



# Selling Your Crop

Hemp farming is a new industry, and there are bottlenecks and supply chain constraints. That's why it's critical that you think through how you're going to sell your crop before you put your seeds or starts in the ground (see section 1 of this ebook for more information).

Don't assume that finding a buyer will be easy because hemp is a seller's market. One of the primary problems hemp farmers faced last year was struggling to find a buyer, because they had not done their homework in advance, didn't have an established track record, and weren't well-connected in the industry.

Reach out to partners and experts in the hemp world before you harvest. Go to industry events, reach out to your state's Department of Agriculture, and talk to iHempX about your supply chain needs, so we can get you connected with reliable partners and (most importantly) buyers.

Transporting hemp has been a concern in the past – you may have heard horror stories about problems with law enforcement during transport - crops being seized and drivers being detained due to conflicting compliance regulations across state lines. But there are more solutions for transportation these days, and with the nationwide clarity provided by the Draft Interim Rules, getting hassled during shipment is less of a concern now.

When you're working out the details of contracts with buyers, make sure you advocate for yourself, mitigate risk to the greatest possible extent, and anticipate future hemp prices.

## The Limitless Potential of Hemp

Hemp is a durable, flexible plant that has thousands of industrial and consumer applications. The possibilities of hemp are expanding every year as we learn more about this incredible plant and its potential uses.

Farmers who want to jump into the industrial hemp market need to evaluate their options for sowing seeds, irrigation, pest mitigation, fertilizing, harvesting and drying - as well as making smart choices in regards to hemp genetics from day one.

"There is enormous potential for this industry, as more and more companies get behind CBD, CBG, and other hemp products," says Mike Leago, founder and CEO of iHempX. "We have a long and lucrative road ahead of us, and there is no better time to grow hemp than today."

Our job here at iHempX is to act as a partner and guide for new and experienced hemp farmers who want to maximize their success with this profitable crop. We work with best-in-class partners to bring products, services, and expertise to domestic and international clients around the world, from farmers to processors to manufacturers. At every step of the supply chain, we make sure hemp farmers are working with reputable people who can help them succeed.

iHempX exclusively produces and distributes High Grade Hemp Seed genetics, and provides support and education to help farmers turn their seeds and starts into highly profitable crops.

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*15% of US Adults have used CBD in the Past Year. (credit Brightfield Group)*

*One Acre of Hemp Absorbs 1.2 Tons of Carbon each Growing Cycle.*

*By 2023, 2.7 Million Acres of Yield are Expected Worldwide. (credit Brightfield Group)*

*The Global Hemp Market is Projected to Hit \$26.6 Billion USD by 2025. (credit MarketsandMarkets™)*

*Hemp Requires One-Third of the Water of Traditional Crops.*

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**For more information on iHempX,  
visit [www.ihempx.com](http://www.ihempx.com) or call  
#877-FARM-HEMP (327-6436).**



**iHEMPX**