

**Steps to Becoming
EcoWise Certified
in
IPM Service**



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Becoming EcoWise Certified in IPM Service

A Quick Summary of the Steps to Becoming EcoWise Certified

Please see the pages that follow for more complete details.

Step 1: Determine Eligibility

To be eligible for certification your business must be:

1. Licensed for Branch 2 work by the Structural Pest Control Board
2. Registered with the County Agricultural Commissioner in the counties in which your business intends to offer certified IPM services and in good standing with each Agricultural Commissioner
3. Willing to adhere to the “EcoWise Certified IPM Guiding Principles”
4. Willing and able to certify at least one employee as an EcoWise Certified IPM Practitioner in the company or branch office seeking certification; an EcoWise Certified IPM Practitioner must implement or directly supervise the Certified IPM service
NOTE: Businesses with multiple offices must employ at least one EcoWise Certified IPM Practitioner at each branch office seeking certification.
5. Willing to provide IPM services following the *EcoWise Certified Standards for IPM Certification in Structural Pest Management*
6. Willing to maintain separate records pertaining to certification and the EcoWise Certified IPM service and hold those records for at least 3 years
7. Willing to permit on-site visits to your place of business to review records of EcoWise Certified services
8. Willing to permit a field audit of your EcoWise Certified IPM service at one or more agreed-upon customer sites and permit interviews with customers

If you are eligible, proceed:

Step 2: Complete an Orientation Session

Company representatives complete an EcoWise Certified Orientation on line or in person.

At minimum, the following must complete the Orientation:

- a. Either the business owner or branch manager *and*
- b. The field representative(s) and/or operator(s) wishing to become EcoWise Certified Practitioners

Step 3: Fill out the Business Application

Attach the following to the application:

- a. IPM Protocol for 1 pest your company manages (use “EcoWise IPM Protocol Form”)
- b. Signed copy of the “EcoWise Certified IPM Guiding Principles”
- c. A list of IPM equipment, devices, products, and pesticides in the company’s “IPM Toolbox”

Step 4: Send in the Business Application for Review

Email (or mail) to: William Quarles, Program Manager
birc@igc.org
EcoWise Certified, c/o BIRC
P.O. Box 7414, Berkeley, CA 94707
Phone: 510-524-2567

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Step 5: Have an EcoWise Certified IPM Practitioner on Staff

Each business applying to become EcoWise Certified must have at least 1 staff member that is an EcoWise Certified IPM Practitioner. The IPM Practitioner must be associated with an EcoWise Certified business, and:

- 1. Be licensed at the level of Field Rep or Operator in Branch 2 for at least 1 year.
- 2. Be willing to adhere to the “EcoWise Certified IPM Guiding Principles”
- 3. Be willing to provide IPM service following the *EcoWise Certified Standards for IPM Certification in Structural Pest Management*
- 4. Attend an EcoWise Certified Orientation session
- 5. Fill out an application
- 6. Demonstrate IPM knowledge in **one** of the following ways:
 - Pass a written exam
 - Complete Purdue University’s “Intermediate Level Industrial and Urban IPM” correspondence course, or similar approved course
 - Hold certification as a Board Certified Entomologist (BCE) *or* an Associate Certified Entomologist (ACE) from the Entomological Society of America
 - Hold a Bachelor of Science, Master of Science, *or* Doctoral degree in pest management, applied entomology, urban entomology, or similar approved course of study from an accredited college or university

Step 6: Document 10 IPM Service Visits for 3 Different Customer Sites following the EcoWise Certified Standards

The service visits must be from the 2 years preceding and/or the year following the date of application. Service visits must follow the EcoWise Certified *Standards* and be recorded on an “EcoWise Certified IPM Site Plan and Treatment Record Form”.

NOTE: Green Shield certification will be accepted in lieu of this documentation.

Step 7: Schedule an Office Visit and Field Evaluation for your Business

Within 1 year of your application, contact the Program Manager to schedule an office visit and field evaluation for your business; the documents listed below must be submitted during the office visit:

- Examples of the forms the company will be using for the EcoWise Certified IPM Service including:
 - 1) IPM service inspection form(s), 2) An IPM site plan form, and 3) A treatment record form
- The Quality Control form that details how you will ensure the quality of your Certified service.
- Samples of advertising or marketing materials you plan to use in conjunction with your EcoWise Certified service (if any)
- Examples of fact sheets, door hangers and other customer education materials (if any)

NOTE: If you are Green Shield certified, you may forego the office visit and field evaluation, but you must submit the above mentioned documents (except documentation on the 10 IPM service visits), and a copy of your Green Shield certification.

Step 8: Become Fully EcoWise Certified

The Program Manager will review all documents submitted and make the final determination on your certification. If there are deficiencies in either your application or your evaluations, the Program Manager will work with you to try to rectify them.

EcoWise Certified IPM Guiding Principles

Knowledge. IPM practitioners understand IPM principles and practices. They can identify important pests and describe life cycles, habits, and conditions that affect populations of those pests.

Communication and outreach. IPM practitioners communicate the IPM approach to their customers and others. Because they recognize that customer cooperation is essential for long-term pest management, IPM practitioners form a partnership with their customers to solve pest problems.

Monitoring and inspection. IPM practitioners use monitoring and inspection to stay fully informed about pest populations and conditions that can lead to pest problems.

Documented performance. IPM practitioners record monitoring and inspection results. They document their performance to justify pest management decisions.

Least-hazardous, effective options. IPM practitioners address issues of pest prevention, sanitation, and pest access, as appropriate, for the first line of defense against pests. IPM practitioners evaluate all pest management options for short- and long-term effectiveness, and for risks to health, the environment, and beneficial or other non-target organisms.

Pesticide applications are made according to need and not by calendar schedule.

Evaluation of performance. IPM practitioners evaluate treatment activities for effectiveness and customer satisfaction.

Continuous improvement. IPM practitioners prepare for changes in pests and pest management techniques, recognizing that improvement involves staying abreast of new technologies and concepts.

Adapted from *Green Shield Evaluation for Structural Pest Management Service Providers and Services*, IPM Institute of North America, Inc., January 2005.

I agree to abide by the above principles.

Signature

Date

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Sample Certified IPM Practitioner Exam Questions

1. What term is used in IPM to indicate the level at which pests MUST be controlled?
 - a. Insect level
 - b. Disease severity
 - c. Action Threshold
 - d. Pest number

2. Your customer tells you they have small brown cockroaches that are flying around their house. These are most likely German cockroaches (*Blattella germanica*).
T or F

3. Which describes the development of a cockroach?
 - a. egg to nymph to pre adult to adult
 - b. egg to nymph to adult
 - c. egg to larva to pupa to adult
 - d. egg to larvae to adult

4. Baits attract ants, so baits:
 - a. are placed outside where there is ant activity to attract ants out of a building
 - b. may have to be placed inside if the ant colony has moved inside
 - c. are placed outside where there is ant activity and will reduce the potential of ants invading nearby structures.
 - d. all of the above

5. Foraging Argentine ants (*Linepithema humile*) travel long distances and may be living on adjacent properties.
T or F

6. The most important factor in keeping rodents and birds away from buildings is
 - a. exclusion
 - b. using repellants
 - c. using bait
 - d. using traps

7. The three most important pest rodents in Northern California are (circle three):
 - a. Norway rats (*Rattus norvegicus*)
 - b. deer mice (*Peromyscus maniculatus*)
 - c. white-footed mice (*P. spp.*)
 - d. roof rats (*R. rattus*)
 - e. wood rats (*Neotoma spp.*)
 - f. house mice (*Mus domesticus complex, or M. musculus*)
 - g. pack rats (*N. spp.*)

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8. Stressing rodents by removing cover, food and water sources:
 - a. makes them more difficult to control
 - b. makes them easier to control
 - c. makes no difference at all
9. Drugstore beetles (*Stegobium paniceum*) will readily feed on dried pet food and dog cookies.
T or F
10. Rodenticides are toxic to stored product insect pests.
T or F
11. Which of the below best defines the principles of IPM in one statement
 - a. IPM is a systems approach using multiple strategies
 - b. IPM focuses its strategies on biological controls
 - c. IPM promotes a single strategy for all pest problems
 - d. IPM is the most cost-effective means of killing pests
12. In the EcoWise Program standards, if the certified business loses it's only certified IPM Practitioner, it needs to notify the certifying agent (the program) and may continue to take on new IPM customers.
T or F
13. Revocation of an IPM Practitioner's certification may take place if which of the following occurs
 - a. failure to comply with the EcoWise Program standards
 - b. willfully making a false statement
 - c. incurring serious complaints from customers
 - d. all of the above
14. Which of the following is usually the most significant contribution of pesticide runoff to storm drains from a customer's site
 - a. spot treatments to soil areas around the home
 - b. application of pesticides inside the home
 - c. application of pesticides to paved areas
 - d. none of the above

Answers

1. c
2. f
3. b
4. d.
5. T
6. a
7. a, d, f
8. b
9. T
10. F

11. a
12. F
13. d
14. c

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Scheduling an Office Visit and Field Evaluation for your Company or Branch Office

You must schedule your office visit and field evaluation within 1 year of the date of your business application or you may have to begin the application process over, including paying the application fee.

Contact the Program Manager to schedule your evaluation.

William Quarles

Phone: 510-524-2567

Email: birc@igc.org

For your **office visit**, you will need to have the following information available:

- The IPM Site Plan forms on which you recorded your 10 IPM service visits
- The forms you plan to use in your EcoWise Certified IPM Service, going forward—at minimum
 - 1) IPM service inspection form(s),
 - 2) an IPM site plan form, and
 - 3) a treatment record form

Note that you can use the forms supplied by the Program or you can make your own forms as long as you record the necessary information.

- Your “IPM Toolbox” list of IPM equipment, devices, products, and pesticides that has been approved by the EcoWise Program Manager
- The Quality Control for EcoWise Certified Service form that details how you will ensure the Quality of your EcoWise Certified service
- Samples of advertising or marketing materials you plan to use in conjunction with your EcoWise Certified IPM Service (if any)
- Examples of fact sheets, door hangers and other customer education materials (if any)

Note: If you are Green Shield certified, you may forego the office visit and field evaluation, but you must submit the documents mentioned above (except documentation on the 10 IPM service visits), and a copy of your Green Shield certification.

For your **field evaluation**

1. The inspector will want to observe a typical IPM service
2. The inspector will want to speak to at least one of your IPM service customers

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