

## FREQUENTLY ASKED QUESTIONS

Get started today at [www.truterraag.com/carbonsurvey](http://www.truterraag.com/carbonsurvey)

### **Q. What is Truterra doing for carbon in 2022?**

Truterra is offering farmers two different options to get involved in the carbon market in 2022. Similar to last year's program, the 2022 Truterra carbon program allows farmers who recently adopted selected regenerative practices (practices such as cover crops, or reduced or no-tillage, adopted to benefit crop year 2019 and later) to be rewarded for their stewardship. In addition, Truterra is offering a new program, the Truterra carbon market access program, to farmers who are just beginning selected conservation practices (fall 2021 and later).

### **Q. What is the payment amount for the 2022 Truterra carbon program?**

The 2022 Truterra carbon program will pay farmers \$20 per ton for the additional carbon they have removed over the past three years through adoption of practices known to increase soil carbon levels, including complete no-till, strip till, reduced till and continuous soil cover (cover crop, double cropping, use of perennials).

### **Q. What is the payment amount for the 2022 Truterra carbon market access program?**

The Truterra carbon market access program will pay farmers \$2 per acre for eligible practice changes made in fall 2021 for crop year 2022.

### **Q. How will Truterra determine how much carbon is in my field?**

Soil organic carbon levels will be measured using both crop modeling, as well as in-field sampling. Truterra will cover the cost of soil sampling on the fields they seek to enroll in the program to evaluate soil carbon levels. Soil sampling data will then be evaluated along with up to six years of historic data on soil management practices (three years baseline data, plus each year of practice change data up to three years) to determine how much of the sampled carbon is the result of the regenerative practices.

### **Q. How much carbon might be in my soil? Can I estimate my carbon amount before I commit to participating?**

Data from the Soil Health Institute, a Truterra collaborator, indicate one acre of regeneratively managed soil can sequester between .2 to .75 tons of carbon annually, depending on region, practices, and soil types. Farmers who express an interest in the Truterra carbon program can receive an indication of the range of carbon they can anticipate monetizing as a part of the enrollment process.

### **Q. Can I participate again if I was part of the original carbon program in 2021?**

Yes. The original Truterra carbon program compensated farmers for additional carbon removed between 2016-2020. The same acres can be enrolled to claim payment for the additional carbon removed during the 2021 crop year provided all practices were maintained per the carbon services agreement.

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**Q. What happens if I must change my practices for some reason? Will I have to repay for carbon that might have been released if I had an unanticipated practice change?**

No. Truterra understands some changes are beyond farmers' control and is employing a risk management strategy to account for the limited number of such instances.

**Q. What if I have been practicing conservation for more than three years? Can I participate?**

No. At this time, Truterra is only able to compensate farmers for carbon removal within the past three years. Farmers who have been engaging in these practices for more than three years are not eligible for this offer but are encouraged to register for information on future opportunities at [truterraag.com/CarbonSurvey](http://truterraag.com/CarbonSurvey).

**Q. How does the payment work? Is it cash? Something else? When does it happen?**

Farmers participating in the 2022 Truterra carbon program can anticipate receiving a one-time cash payment based on carbon tonnage upon completion of verification in fall 2022.

**Q. I have been doing these practices, but I rent the land I operate. Who is entitled to these payments if I enroll these acres?**

Ownership of carbon assets can vary based on leasing agreements. Truterra encourages owners and operators to discuss this issue before fields are enrolled in the program. Farmers who operate rented land will be required to provide an attestation of their right to market carbon on the property.

**Q. Program participation is based on prior management activities. Are there future commitments involved?**

Yes. Participation in the 2022 Truterra carbon program requires a minimum 5-year commitment. That can be a combination of recently adopted and future practices totaling five years.

**Q. What if I know I will not be farming these fields 5 years from now? Can I still participate?**

Yes. Like rights-of-way, conservation easements and other commitments attached to real estate parcels, carbon program participation should be factored into future sales, leasing and/or transition plans.

**Q. Does program participation mean there will be people coming to my farm to check up on me? How about in the future?**

To help farmers create maximum value for their carbon assets, Truterra collaborates with enrolled farmers to collect needed information to create high quality carbon assets. This information includes periodic soil sampling and annual data reporting activities on the regenerative practices farmers are using. In future years, an independent verifier may periodically reach out to enrolled farmers to schedule meetings on program participation at a mutually convenient time.

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**Q. What if there is not a Truterra retailer in my area? Can I still participate?**

Yes. While we encourage interested farmers to work with a Truterra retailer whenever possible, we will make accommodations as possible for those who are unable to find a Truterra retailer due to geographic limitations.

**Q. I have been considering adopting these practices, but I have not yet started. Can I participate in the Truterra carbon market access program?**

Yes. Farmers who begin implementing qualified practices in fall 2021 or later qualify for the Truterra carbon market access program and can earn \$2 per acre while maintaining all carbon rights.

**Q. Are there participation limitations to either of these programs?**

Participation in both the 2022 Truterra carbon program and the Truterra carbon market access programs are limited to qualifying management practice changes and are open to farmers with corn, soy, cotton, or wheat in rotation. In addition, capacity for the Truterra carbon market access program is limited, so farmers are encouraged to enroll early.

**Q. What are qualifying management practice changes?**

Qualifying management practice changes include new implementation of reduced/no-till and/or cover crops.

**Q. My retailer is part of the Truterra network, but I am not sure if that means I am already enrolled. How do I know if I am enrolled?**

Regardless of your retailer, the first step for you to indicate interest in this or future carbon-related programs from Truterra is to fill out our 30-second survey located at [www.truterraag.com/CarbonSurvey](http://www.truterraag.com/CarbonSurvey).

**Q. Why is Truterra getting involved in carbon markets?**

We believe farmers should be recognized – and rewarded – for their stewardship. As the leading farmer-owned and farmer-driven sustainability platform, Truterra is working to connect ag retailers and farmers with emerging environmental market opportunities, such as the voluntary carbon market. These new markets will create new revenue opportunities for stewardship-minded farmers. In the end, we want to help farmers both adopt and be rewarded for their stewardship practices, and we strive to provide the best experience possible for farmers while also maximizing their financial returns.

**Q. I have read all the details, but I am still unsure if I qualify. How can I check if I qualify?**

Go to [truterraag.com/CarbonSurvey](http://truterraag.com/CarbonSurvey) to fill out a 30-second survey. From there, watch your email for next steps and updates. You can also get more information by calling Truterra at 833-TRU-SOIL (833-878-7645) or emailing to [support@truterraag.com](mailto:support@truterraag.com).