

TRUTERRA™

A LAND LAKES INC. Company

2023 NITROGEN MANAGEMENT INCENTIVE PROGRAM UNLOCKING NEW VALUE FOR FARMERS

Truterra™ sustainability services offer a range of farmer-driven programs designed to help farmers unlock the potential value of every acre.

Truterra is introducing a number of region and crop-specific programs for Summer 2023. Each program is designed to meet farmers where they are on their sustainability journey, field-by-field, enabling them to try out a sustainability program without agreeing to a long-term commitment to a long-term contract. These programs could enable farmers who previously introduced conservation practices on their fields to participate in a sustainability program.

Farmers who participate in the 2023 Truterra™ nitrogen management incentive program could potentially receive \$10/acre while also building the baseline data required to potentially participate in future Truterra™ programs.

THE BRIEF

- **Available for eligible farmers.**
A farmer may be eligible if the farmer has corn fields in Illinois and has met the qualifying practice changes described below.
- **Farmer reduces applied nitrogen by 20 lbs. per acre and/or adds an eligible enhanced efficiency fertilizer, as verified in accordance with Truterra's requirements.**

HOW IT WORKS



PRACTICE

Farmers who reduced applied nitrogen by 20 lbs per acre and/or added an eligible enhanced efficiency fertilizer, as verified in accordance with Truterra's requirements.



SIGN-UP

Farmer to complete a short survey on their practices and create an account on the Truterra™ MyPortal. Once your account is set up you can enroll in the program by executing the agreements we require.



FARM

Maintain the required nitrogen reductions and/or addition of eligible fertilizer, as verified in accordance with Truterra's requirements.



SHARE DATA

Retailer collects data from farmer, including fertilizer practices, and enters it into Truterra™ MyPortal.



REWARD

Retailer receives payment upon verification of field management data. Farmer paid by Truterra.

PROGRAM DETAILS

| | |
|---------------------------|--|
| WHO'S ELIGIBLE | <i>Farmers with corn fields in Illinois with the qualifying practice changes described below</i> |
| ENROLLMENT PERIOD | <i>Open for enrollment August 1 – November 1, 2023</i> |
| PAYMENT | <i>\$10/acre</i> |
| FIELD REQUIREMENTS | <p>CROP: <i>Corn</i></p> <p>PRACTICES: <i>20 lbs or more reduction in nitrogen applied per acre and/or addition of eligible enhanced efficiency fertilizer, including:</i></p> <ul style="list-style-type: none"> - <i>Nitrification inhibitors (nitrapyrin, pronitridine, DCD)</i> - <i>Urease inhibitors (NBPT, NPPT, Duromide)</i> - <i>Combination nitrification + urease inhibitors</i> - <i>Polymers and/or sulfur-coated urea</i> <p><i>All as applied in accordance with label instructions, and reductions as specified in accordance with Truterra's requirements*</i></p> <p>PRACTICE CHANGE YEAR: <i>CY2023**</i></p> |
| OTHER CRITERIA | <p><i>Provide CY2023 data + 3 years historical baseline data*</i></p> <p><i>One-year contract</i></p> <p><i>Not participating in any other sustainability program for enrolled fields for CY2023</i></p> |

*The reduction is compared against the farmer's historical baseline, which is calculated by taking an average of the nitrogen fertilizer applied on that field to the 3 preceding corn crops.

** Eligible enhanced efficiency fertilizers are determined by the product's active ingredients. Please see your retailer for a list of eligible products.

Learn more at Truterraag.com/enroll or visit your local Truterra retail partner.