

2023 TRUTERRA™ SUSTAINABILITY PROGRAMS

FREQUENTLY ASKED QUESTIONS

GENERAL QUESTIONS

What are the Truterra™ sustainability programs?

The Truterra™ sustainability programs are a comprehensive set of resources to help support farmers with their agronomic and financial goals. Truterra meets the farmer where they are on their sustainability journey and can help plan, make and maintain regenerative management practices on their farm.

How do farmers participate?

Start by taking the survey at TruterraAg.com/enroll. The answers provided will help determine if the farmer has fields that may be eligible for any of the current Truterra™ sustainability programs.

How do farmers know if they're eligible?

Once the survey is completed, participants will receive an email letting them know if they are a potential candidate for any of the current Truterra™ sustainability programs. If they do qualify as a potential candidate, they will need to create a Truterra MyPortal account and complete enrollment.

What are the current Truterra™ sustainability programs?

The programs are limited in geography, crop, and practices. You may not be eligible for all programs.

1. Truterra™ soil health assessment & plan
2. Truterra™ market access program
3. Truterra™ carbon premium program
4. Truterra™ carbon standard program

What is the Truterra™ soil health assessment and plan?

Farmers can't make a plan to improve a problem they can't pinpoint. That's why Truterra has developed a new soil health resource. The Truterra™ soil health assessment provides eligible farmers a soil health report with actionable insights for farmers to understand the biological, chemical and physical health of their fields and create a roadmap for helping improve their soil health.

What is the Truterra™ market access program?

The Truterra™ market access program is an on-ramp for eligible farmers considering adopting new regenerative practices on their fields. Participating farmers can potentially receive between \$2-8/acre to begin building the baseline data required to participate in future carbon market opportunities. In addition, farmers working with participating retailers may have the opportunity to participate in the WinField United Advanced Acre® Rx prescription plan – a component of which provides a service warranty to help mitigate some risk associated with a new practice change.

What is the Truterra™ carbon premium program?

The Truterra™ carbon premium program rewards farmers for adopting new regenerative practices that have proven to sequester carbon. Qualified farmers can potentially receive up to \$30/tonne if they've reduced tillage and/or added cover crops in crop year 2021 or 2022. The field(s) must be a standard corn/soybean rotation.

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What is the Truterra™ carbon standard program?

The Truterra™ carbon standard program rewards farmers for adopting new regenerative practices that have been shown to sequester carbon. Qualified farmers can potentially receive up to \$15/tonne if they've reduced tillage and/or added cover crops in crop year 2019, 2020, 2021, or 2022. The field(s) must have corn, soybeans, wheat or cotton in rotation.

Can a farmer participate in all three programs?

Yes. You enroll in Truterra sustainability programs on a field-by-field basis, and while an individual field cannot be enrolled in multiple programs simultaneously, a farmer can have different fields enrolled in different programs if the fields meet eligibility requirements.

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 for those who are unable to find a Truterra retailer due to something like a geographic limitations.

What if I introduced regenerative practices more than four years ago? Can I participate in a Truterra™ sustainability program?

If you are interested in and committed to improving soil health, you may be eligible for the Truterra™ soil health assessment & plan. Our soil health assessment & plan program is open to eligible farmers in select counties in IA, IN, IL, KS, NE, MI, MN, MO and WI. Truterra plans to expand this program to other states in future years. In addition, Truterra plans to offer a program that rewards long-term adopters in the summer of 2023. We encourage farmers to register for information on future opportunities at truterraag.com/enroll.

I have considered adopting these practices, but I have not yet started. Can I participate in a Truterra™ sustainability program?

Farmers who are considering adopting regenerative practices may be eligible for the Truterra™ soil health assessment & plan and/or the Truterra™ market access program.

Can I participate in any of Truterra's sustainability programs if I am already participating in another ecosystem market program?

You enroll on a field-by-field basis. If a field is already participating in another ecosystem market program, you cannot enroll that field in a Truterra™ sustainability program.

Can I participate in any of Truterra's sustainability programs if I am receiving financial assistance for adopting regenerative farming practices as part of a cost-share program (e.g. CSP, EQIP, etc.)?

Probably. You can likely enroll in any of the Truterra sustainability programs and still secure and apply for cost-share programs such as CSP, EQIP and other grants.

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TRUTERRA CARBON AND MARKET ACCESS PROGRAMS QUESTIONS:

How will Truterra determine how much carbon is in my field?

Soil organic carbon levels will be measured using 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. Soil sampling data will then be evaluated along with up to seven years of historic data on soil management practices (three years of baseline data, plus each year of practice change data up to four years) to determine how much of the carbon sequestered in the sampled soil is the result of the regenerative practices.

What happens if I have to work my land or change my practice within the commitment period?

Truterra understands some changes are beyond farmers' control and is employing a risk management strategy to account for the limited number of such instances.- If you do change the farming practices on your land, you need to communicate this change to Truterra as soon as possible and accurately report it as requested by us. We will then work with you to identify what further changes are needed to achieve the same GHGs removal or emissions reduction.

How does the payment work for the Truterra™ carbon and market access programs?

Farmers participating in the 2023 Truterra™ carbon premium or standard program can anticipate receiving payment based on carbon tonnage within approximately 60 days of completion of verification. Farmers participating in the 2023 Truterra™ market access program can anticipate receiving payment within approximately 90 days of completion of analysis of the data that you provide.

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

This can vary by leasing agreements. Truterra encourages owners and operators to discuss this issue before fields are enrolled in the program. Depending on the requirements of a particular program, farmers who operate rented land may be required to provide an attestation of their right to enroll rented land in the program.

What if I may not be farming these fields 5 years from now? Can I still participate?

It is expected that the land would stay enrolled in the program for the duration of the schedule.

TRUTERRA SOIL HEALTH ASSESSMENT & PLAN PROGRAM:

Will all of my fields be sampled for the Truterra™ soil health assessment & plan?

Not in year one. Soil stratification (zone creation) will be conducted across all your enrolled fields. One-third of the enrolled fields are then selected for sampling based on the strata present across all enrolled fields to ensure as many unique soil strata as possible are represented by sampled data. If you choose to reenroll your fields the following year, the next third of the fields will be sampled, providing the potential for all fields to be sampled over a three-year cycle.

Will I receive all of my soil sampling results?

Yes. All results from your soil health samples will be provided in an appendix to your soil health assessment or via electronic file.

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What are the soil samples you are taking for the Truterra™ soil health assessment & plan?

Two samples and one set of in-field measurements are taken at each sample location. A 0-6 inch composite sample is collected to provide data on organic carbon, mineralization potential, clay, pH, and other nutrients. A 0-3 inch intact sample is collected for aggregate stability analysis. A penetrometer is used in the field to measure soil compaction (resistance) to a depth of up to 20 inches.

How long will it take to receive my Truterra™ soil health assessment & plan?

Soil health assessments for spring sampled fields will be delivered in late summer/early fall of the same year. This sampling and assessment delivery timing provides an opportunity to plan for and enact practice changes as early as late that summer prior to fall field activities.

How will I receive my Truterra™ soil health assessment & plan?

Improving soil health does not happen overnight, and neither does implementing new practices. That's why Truterra puts the farmer in the driver's seat and works with the farmer's local advisor to deliver the final report. The Truterra™ soil health assessment and plan provides the framework for the farmer and their local advisor to have a conversation around soil health. It can also jump-start the development of a multi-year transition plan that is best for the farmer's whole operation and implements the recommended practices at the right speed.

Will I be given a heads up before soil sampling starts?

Yes. Samplers organized by Truterra and/or your local Truterra retailer will notify you of expected sampling timing in advance.

What is the baseline data requirement for the Truterra soil health assessment & plan program?

A farmer will need to provide baseline data for crop year 2022 and crop year 2023.

Why is soil sampling for the Truterra™ soil health assessment & plan done in the spring rather than fall?

Soil penetrometer measurements need to be done in field moist soil conditions for proper interpretation of the potential impacts on soil health and crop growth due to compaction. Soil moisture is more consistently present and distributed through the soil profile in the spring than in the fall. This means restrictions to plant roots, water and nutrient movement from soil compaction can be better determined in the spring. Additionally, the increased consistency of spring soil conditions allows for more comparable and consistent sampling results when comparing across years. Spring sampling allows for the soil health assessment & plan to be delivered in time to plan for and adopt recommended practice changes yet that fall.

What is soil stratum, strata, and stratification?

A soil stratum is the same as a management zone used for fertility management, except it is designed to differentiate and delineate soil into groups of similar soil health and carbon storage potential. Zone creation for fertility management is usually created on a field-by-field basis, whereas stratification is normally created for an entire farm, project area, or geography. Both methods can include multiple soil areas per field.

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Stratum is the singular (one zone), strata is the plural of stratum (zones), and stratification is process of creating the stratum across a set of acres, project, or geography. This is the accepted terminology used in carbon and other ecosystems markets but can be confusing if you have worked with soil management in agriculture where we think of stratification as layers within the soil.

Will I still get a Truterra soil health assessment & plan on my fields if/when I switch to market access/carbon programs?

No. An individual field can only participate in one program at a time. The Truterra soil health assessment & plan is the only program that collects the measures needed to produce the assessment.

Why does the Truterra soil health assessment & plan provide general recommendations for actions for improvement and not product specific rates and recommendations?

The Truterra soil health assessment & plan is designed to guide the farmer and their trusted advisor by identifying which soil health components appear to need the most improvement, and which types of practices and products may help aid in improving the soil health status. The development of a 3-year plan that includes specific practices and products to implement and when to implement them requires the insight of the farmer and retailer (in partnership with Truterra and Winfield United) because they have the needed local context, historical knowledge, and farm operational details to create a detailed action plan that is appropriate for each specific farm operation.