

The logo for Truterra, with 'TRU' in a blue box and 'TERRA' in an orange box, is positioned in the top left corner of the image. The background of the top half of the page is a photograph of a field with rows of green plants growing in a bed of straw mulch.

TRU TERRA

## GET TO KNOW TRUTERRA

FARMER DRIVEN, SUSTAINABILITY FOCUSED.

Truterra™ is the sustainability business of the farmer-owned Land O'Lakes cooperative. We're leading the way to a more sustainable future through our committed network of partners that includes farmers, ag retailers and private and public organizations.

Our partnerships make sustainability achievable and often profitable for farmers, whether they're just starting to implement sustainable practices or looking to participate in ecosystem services, such as carbon assets. And because we're farmers too, we know what it takes to make practical on-farm changes. We believe in the lasting impact those practices can make agronomically, as an additional non-crop revenue stream and as a key tool in securing a successful legacy.

Truterra invests in practical research and collaborations to help farmers and ag retailers achieve production goals today while preserving natural resources for tomorrow. We believe so strongly in the foundation of soil health and sustainability that we actively seek out private and public partnerships to provide grants and funding support for sustainable practices. Our work in this area has generated more than \$8 million in cost-share funds that are now at work within the Truterra retailer network.

*We're a partner to farmers and retailers, moving agronomy forward through cutting-edge ag sustainability work.*

**LEARN MORE AT [TRUTERRAAG.COM](https://www.truterraag.com)**

## WHAT TRUTERRA CAN DO FOR YOU

Truterra supports farmers in achieving their sustainability and stewardship goals by offering customized programs, data-backed agronomic insights, expert guidance and industry connections. By partnering with Truterra, you'll be equipped to capitalize on new market opportunities, including carbon assets, sustainably produced commodities and other ecosystem services markets. In 2021, we delivered more than \$4 million in farmer payments for carbon offsets alone.

### ACCESS INDUSTRY-LEADING CARBON PROGRAMS

Truterra offers one of the most respected carbon credit programs in the U.S., delivering unparalleled speed to market from program enrollment to farmer payments. As a proven, farmer-driven carbon program, we paid out more than \$4 million directly to farmers in 2021. Truterra actively works with verified third parties to ensure farmers receive credits for their sequestered carbon.

### UNLOCK AGRONOMIC INSIGHTS

With support from Truterra and your local ag retailer, you'll gain a deeper understanding of your operation's potential. Together, we help you boost your profitability potential and restore your most valuable asset, your soil.

### EXPAND YOUR NETWORK

By partnering with Truterra, you'll gain access to the Land O'Lakes cooperative, one of the largest farmer-owned organizations in the U.S. Our supportive field staff and local ag retailers have the farm management experience and agronomic knowledge to meet you wherever you are in your sustainability journey. We also actively seek out and partner with public and private organizations to help farmers access incentives for implementing sustainable practices on-farm.

### IDENTIFY STEWARDSHIP OPPORTUNITIES

Our data-backed technology tools deliver customized profitability, stewardship and cost-share opportunities on a field-by-field basis. Real-time modeling and analytics let you simulate the outcomes of adopting new practices before you make the switch, reducing risk. The Truterra platform helps identify federal, state and watershed-level funding to further support practice adoption.

### BE AT THE FOREFRONT

As a leader in sustainability-focused initiatives, Truterra follows the latest research and market trends to prepare our farmers for upcoming opportunities. We'll ensure you have the information you need to navigate the evolving ecosystem services market today and tomorrow.

**GET STARTED TODAY.**  
**Learn more at [truterraag.com](https://truterraag.com).**

# TRUTERRA™ 2022 CARBON PROGRAM

## ENHANCING THE REWARDS OF STEWARDSHIP

The 2022 Truterra carbon program and carbon market access program provide farmers a profitable way to get rewarded for their stewardship and include opportunities for farmers who recently changed practices to improve soil health as well as for farmers who are just beginning their carbon journey.

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

### PATHWAY 1: 2022 TRUTERRA™ CARBON PROGRAM

Earn \$20/ton for additional carbon removed due to practice changes on eligible land for up to five years back with no fees and favorable contract terms. Participating farmers will receive a one-time payment paid in full upon completion of verification in fall 2022.

#### THE DETAILS:

- Qualifying management practices include reduced/no-till and addition of cover crops.
- Practice change must have been made between crop year 2019 and crop year 2021.
- Payments are made based on carbon tonnage.
- The program is available within cropping systems including corn, soybeans, wheat, or cotton in rotation.
- Farmers who participated in 2021 also may participate.

### PATHWAY 2: 2022 TRUTERRA™ CARBON MARKET ACCESS PROGRAM

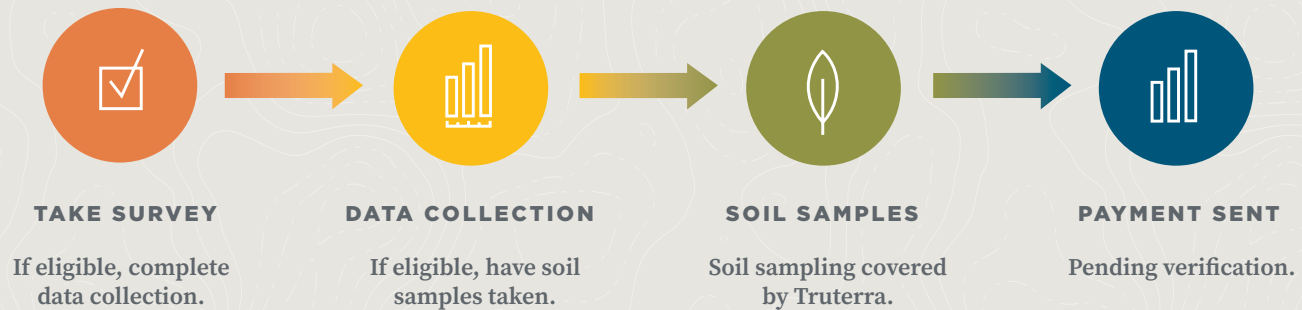
Earn \$2/acre for an eligible practice change in crop year 2022 with no long-term commitment. The Truterra carbon market access program rewards you for taking the first step toward improving soil health in preparation to market your carbon next year. Participating farmers may also be eligible to participate in future carbon program(s) for carbon removed through these practices at the end of crop year 2022 in addition to their \$2/acre payment.

#### THE DETAILS:

- Farmers maintain all carbon rights.
- Qualifying management practices include new implementation of reduced/no-till and/or cover crops.
- Practice change must be made in crop 2022 including fall 2021.
- Payment will be made upon satisfactory completion of data collection.
- Capacity is limited and is available within cropping systems including corn, soybean, wheat, or cotton in rotation.



ENROLLING IS SIMPLE:



WORK WITH THE LEADER IN SOIL CARBON PROGRAMS

When you choose Truterra for your carbon program, you can trust you are in good hands. Truterra is one of the largest carbon credit programs in the U.S., offering unparalleled speed to market from program enrollment to farmer payments. As the premier farmer-driven carbon program in the marketplace, we focus on generating the industry's highest farmer return per acre and have been described as the most farmer-favorable contract opportunity in the marketplace.

GET STARTED TODAY.

Take our 30-second online survey at [truterraag.com/carbonsurvey](https://truterraag.com/carbonsurvey).