Carbon Markets and Beyond: A Conversation on the Drivers

June 2021 Round Table Meeting

Farm Foundation®

Remember: Round Table is off the record.

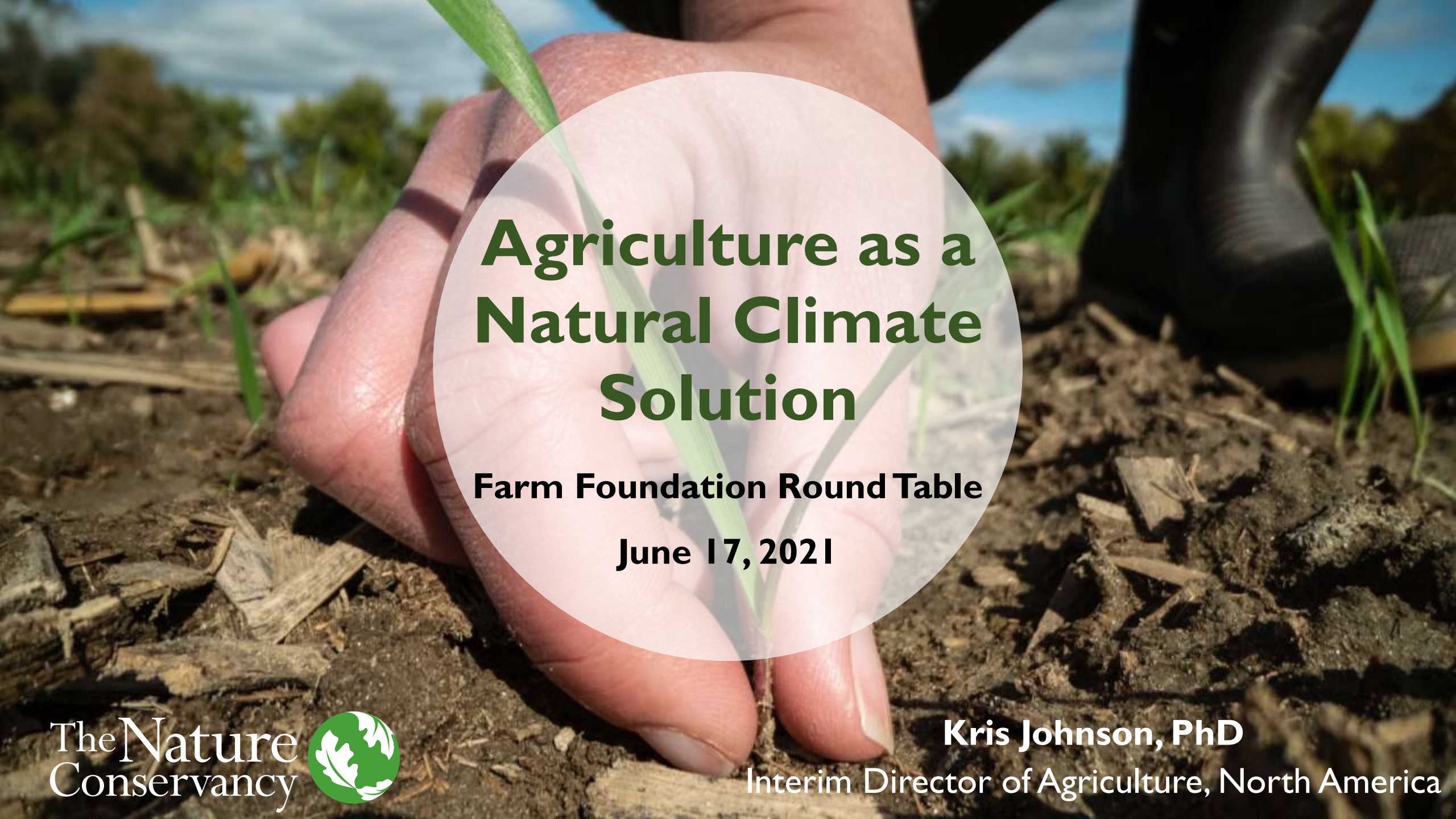
Garth Boyd

MODERATOR

THE CONTEXT NETWORK

Kris Johnson

THE NATURE CONSERVANCY



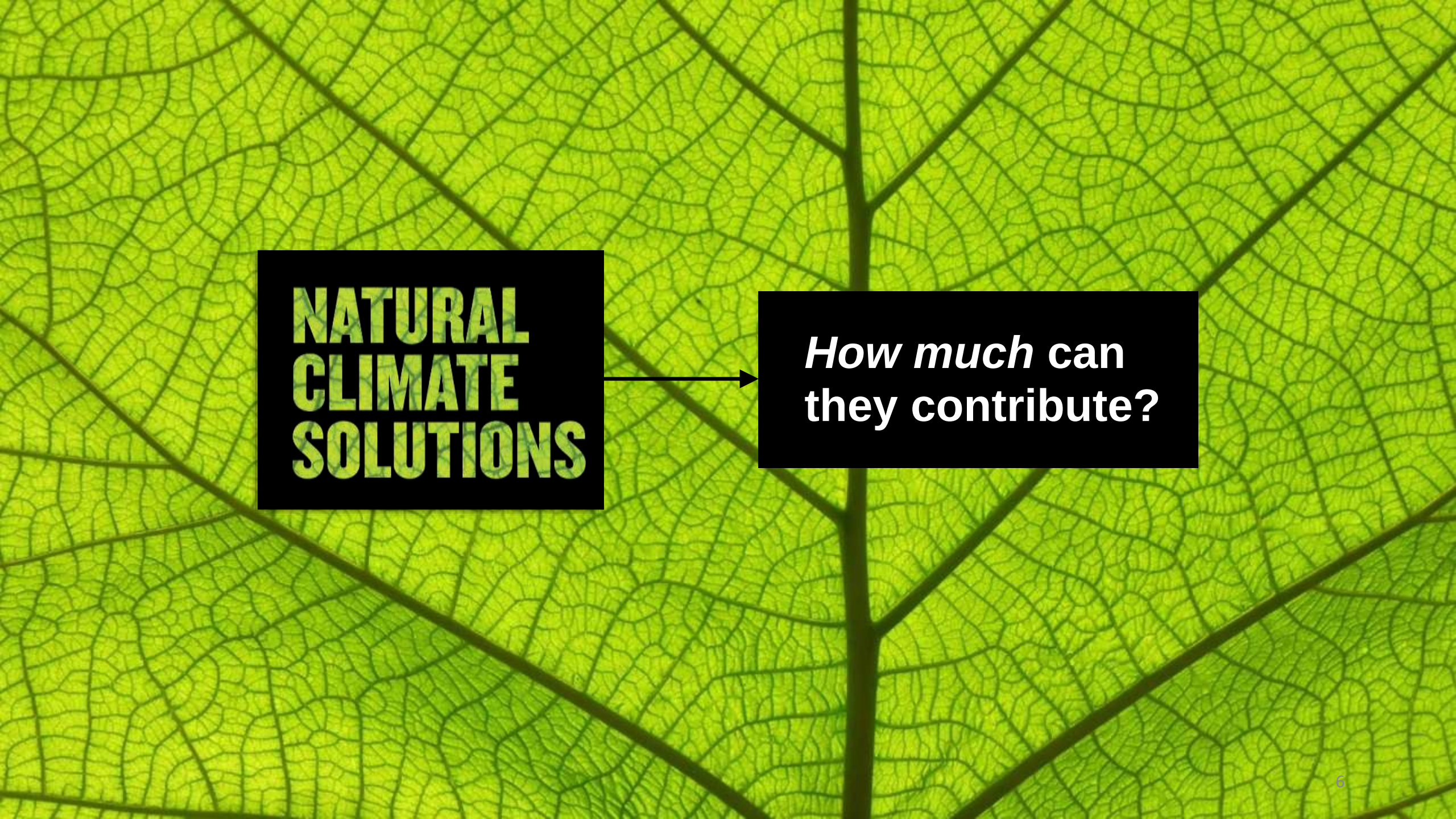
Agriculture as a Natural Climate Solution

Farm Foundation Round Table

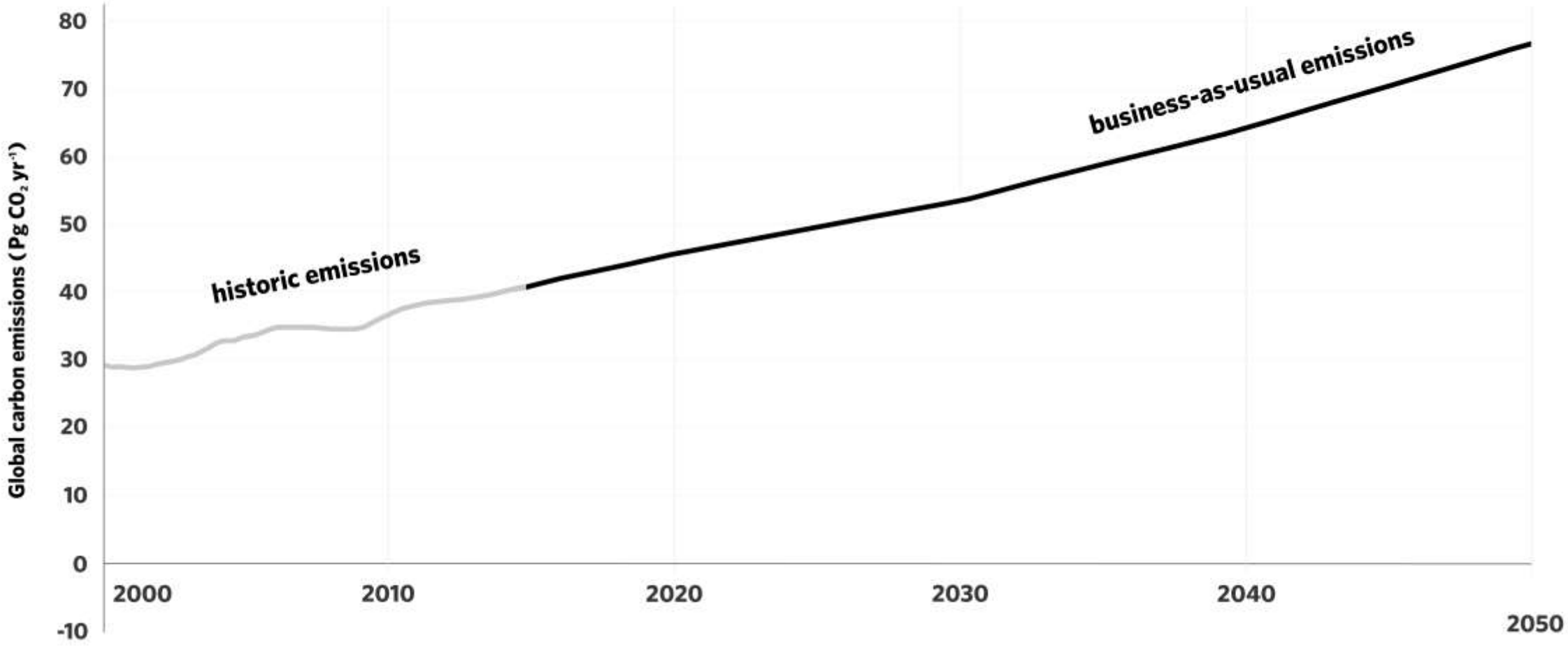
June 17, 2021

The Nature Conservancy

Kris Johnson, PhD
Interim Director of Agriculture, North America


NATURAL
CLIMATE
SOLUTIONS
How much can they contribute?

Natural Pathways contribution to stabilizing warming below 2°C



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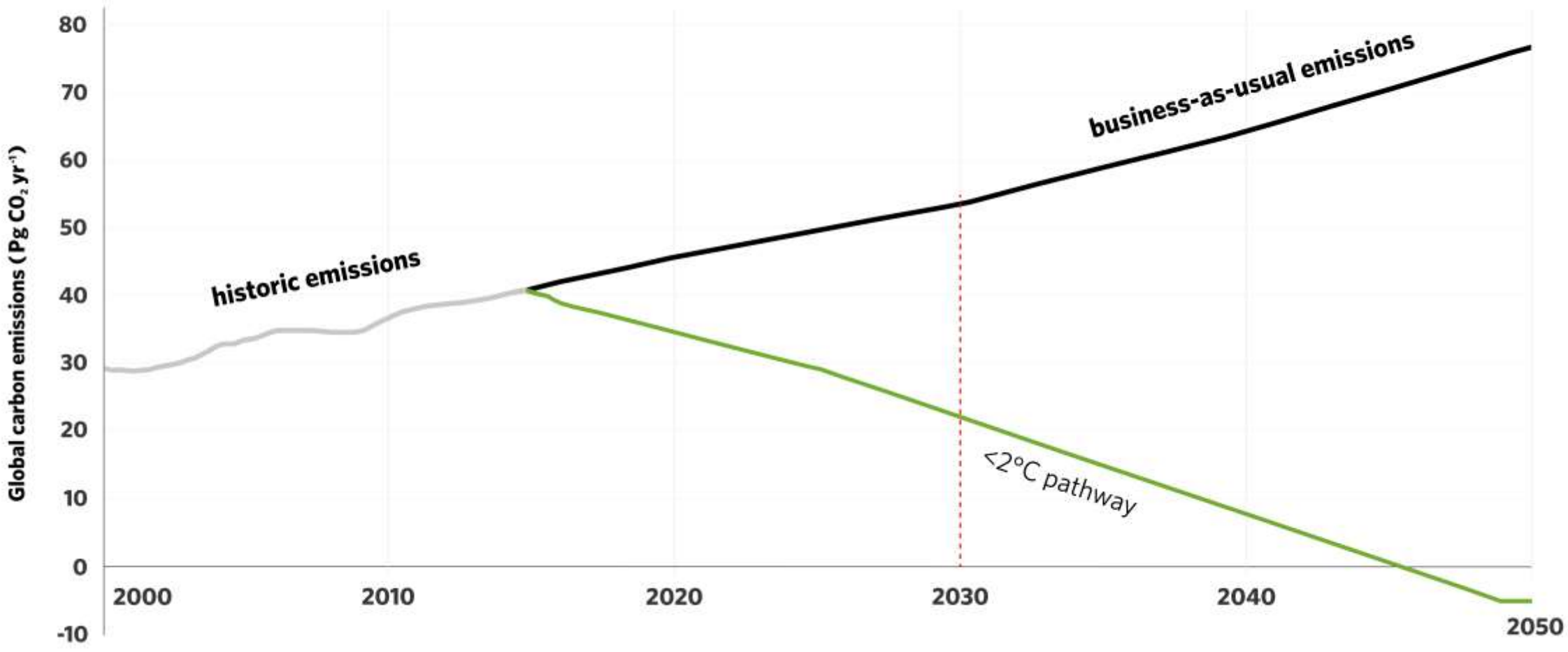

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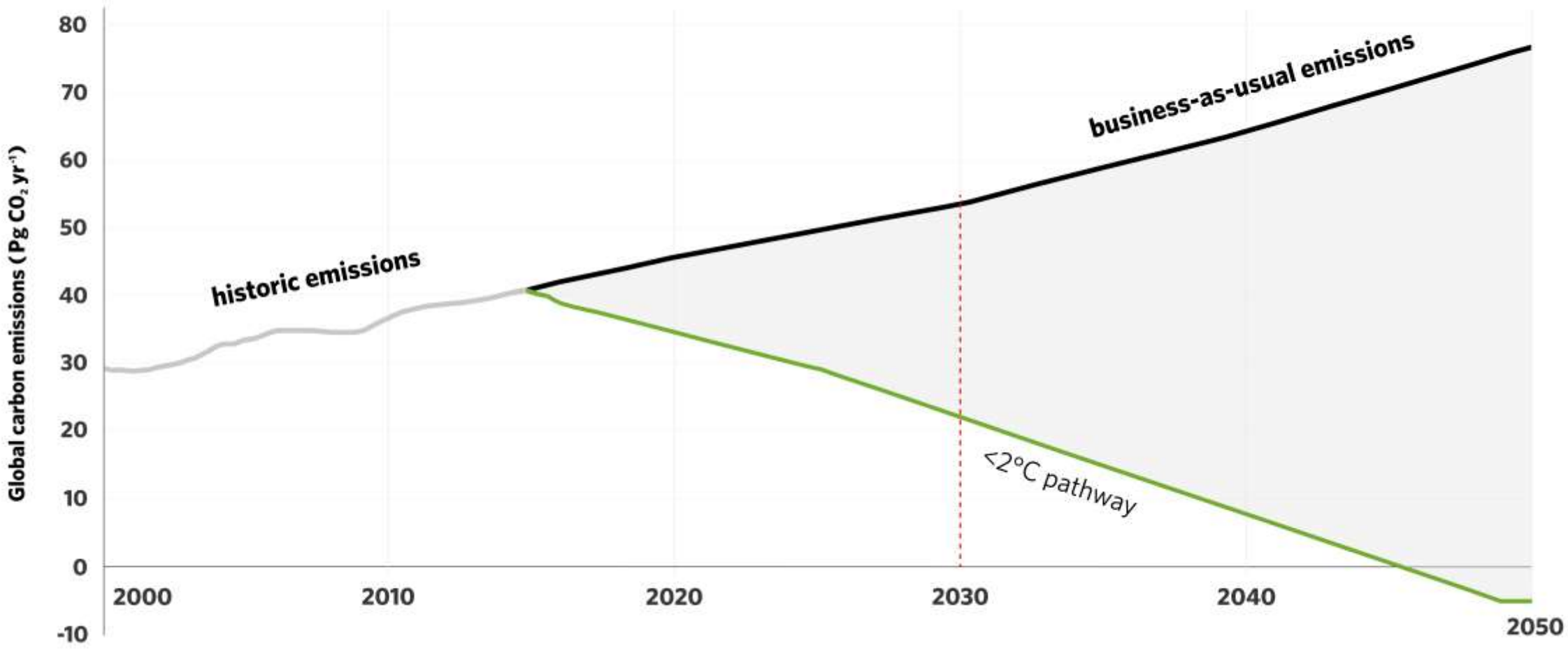

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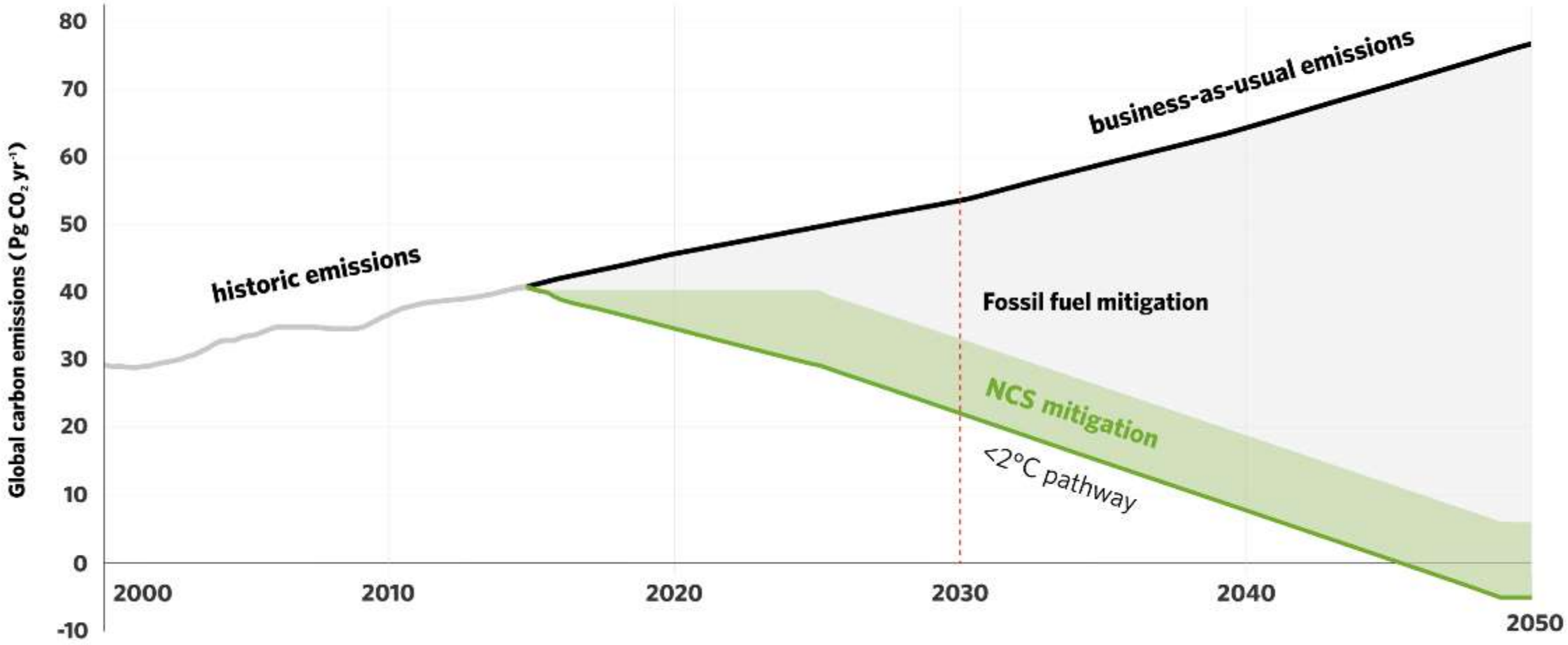

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NATURAL CLIMATE SOLUTIONS

Reforestation

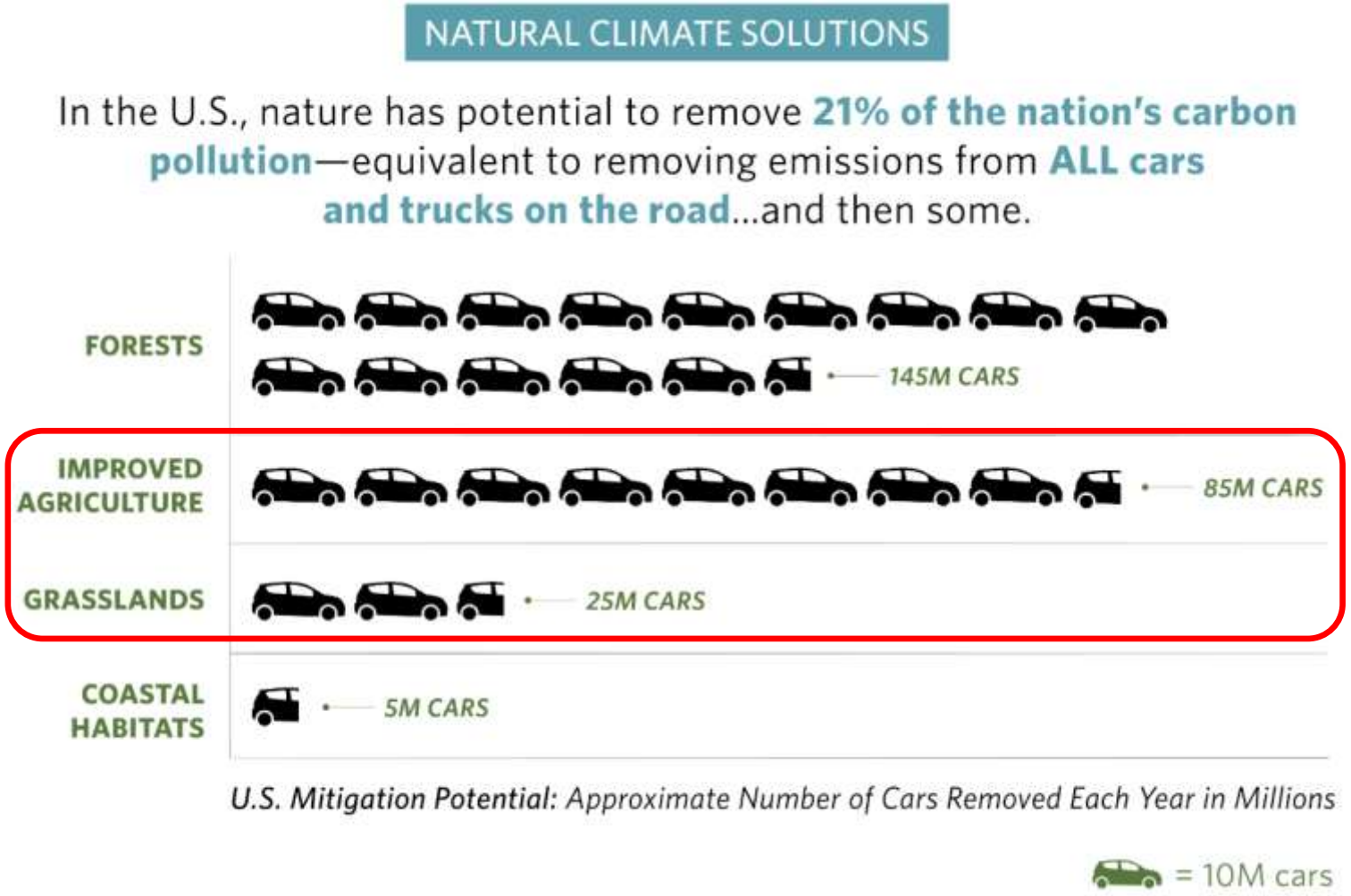
DEFORESTATION IN BRAZIL

© HAROLDO PALO JR.

SEEDLINGS FOR REFORESTATION IN BRAZIL

© RAFAEL ARAUJO

Natural Climate Solutions in the US



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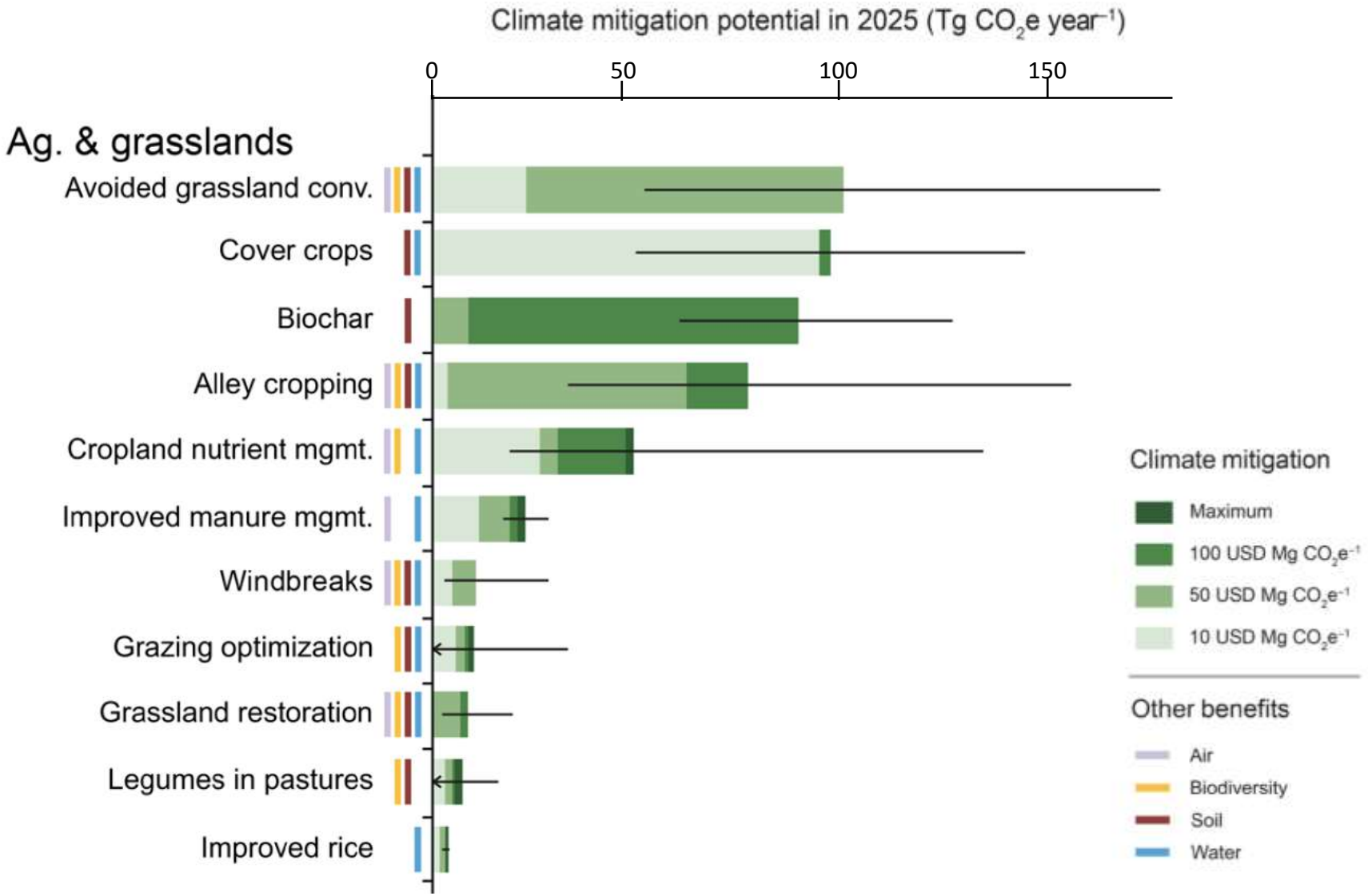
Natural Climate Solutions from US Agriculture



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THE NEBRASKA SOIL CARBON PROJECT

PROJECT COMPONENTS AT A GLANCE

PROJECT OUTCOMES AT A GLANCE

AIR

WATER

BIODIVERSITY

SOIL

THANK YOU!

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Mitchell Hora

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CASE
FIELD
WORK

Emerging Markets

- Carbon Credits
  - Soil Organic Carbon
  - Sequester CO2 aka microbe food
- Water Quality
  - Nitrogen, phosphorous, sediment
  - Offset cleaning costs
- Water Quantity
  - Water infiltration/holding
  - Reduce flooding and irrigation use
- Crop Quality
  - Nutrient balance/density
  - Quantifiable ties to human health

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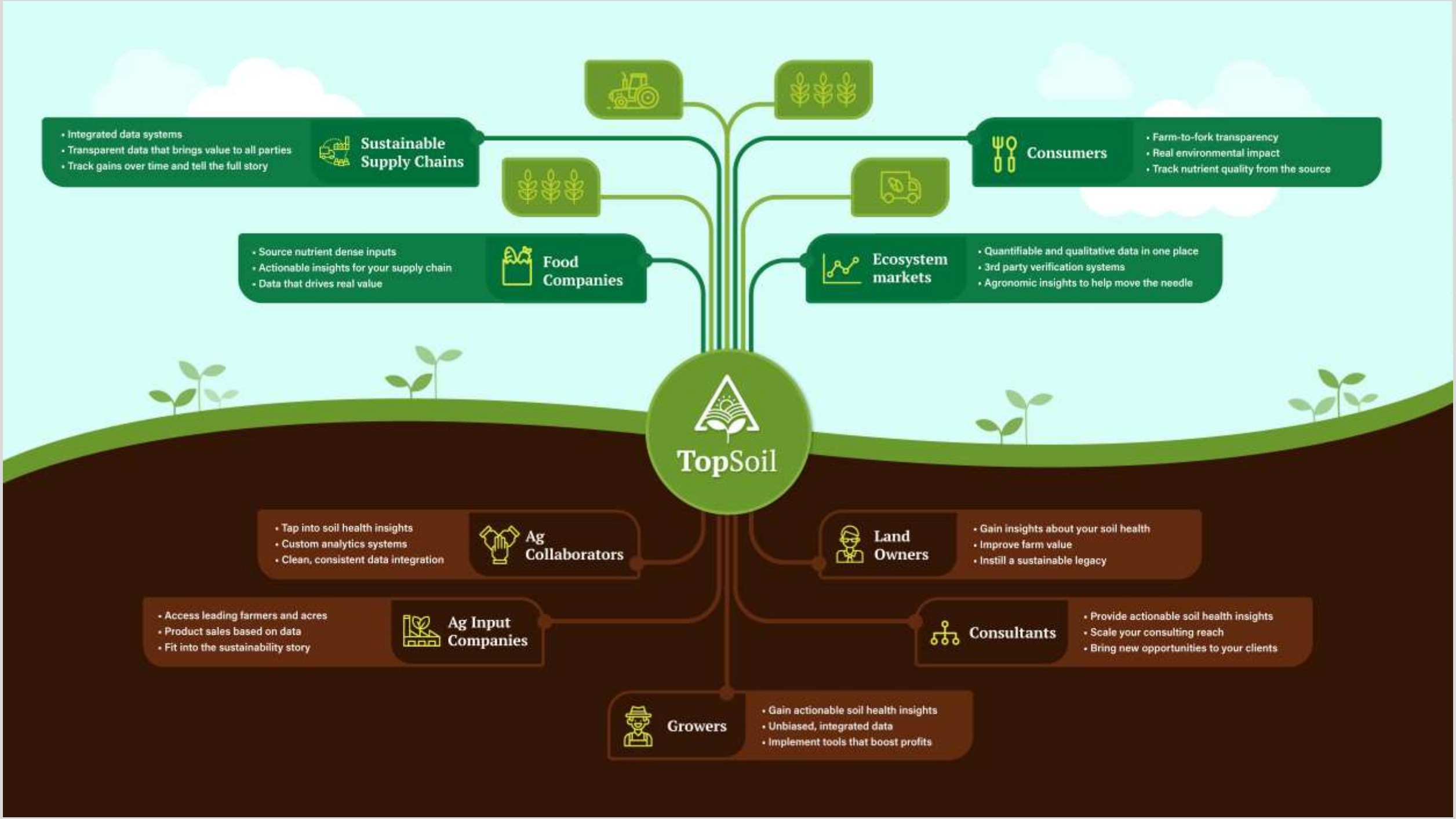
Sustainable Supply Chains
• Integrated data systems
• Transparent data that brings value to all parties
• Track gains over time and tell the full story
Consumers
• Farm-to-fork transparency
• Real environmental impact
• Track nutrient quality from the source
Food Companies
• Source nutrient dense inputs
• Actionable insights for your supply chain
• Data that drives real value
Ecosystem markets
• Quantifiable and qualitative data in one place
• 3rd party verification systems
• Agronomic insights to help move the needle
TopSoil
Ag Collaborators
• Tap into soil health insights
• Custom analytics systems
• Clean, consistent data integration
Land Owners
• Gain insights about your soil health
• Improve farm value
• Instill a sustainable legacy
Ag Input Companies
• Access leading farmers and acres
• Product sales based on data
• Fit into the sustainability story
Consultants
• Provide actionable soil health insights
• Scale your consulting reach
• Bring new opportunities to your clients
Growers
• Gain actionable soil health insights
• Unbiased, integrated data
• Implement tools that boost profits

Carbon markets are cost share for practice change

- Can't be only "check the box"
- Must reverse engineer stable carbon so farmers can be innovative
- Give farmers a clear path toward creating and stacking new "assets"
- Ensure transparency

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Clear Data

- 57% of OM is Organic Carbon
- 90% of OM is microbial biomass residue
- Microbial health relates to Water Extractable Carbon
- WEOC comes from living plant roots

Improving Soil Health

- Use data to overcome logistic and economic risk concerns
  - Minimize disturbance
  - Armor the soil
  - Living roots at all times
  - Foster diversity
  - Integrate livestock

Living. Dynamic. Continuum.
Not
A dead static growing medium

Improving Soil Health

- Hora's have reduced synthetic fertilizer by up to 50%
- Reduced pesticides by 50% on corn and 75% on soybeans
- Record setting yields
- Making money with soil health

Infiltration

- Hora farm water infiltration results with only 3 years of cover crops
- 4” of water infiltration in 5 minutes
  - 1” - 0:06
  - 2” - 0:26
  - 3” - 1:13
  - 4” - 2:24

Continuum Ag

The Catalyst for Sustainable Agriculture

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