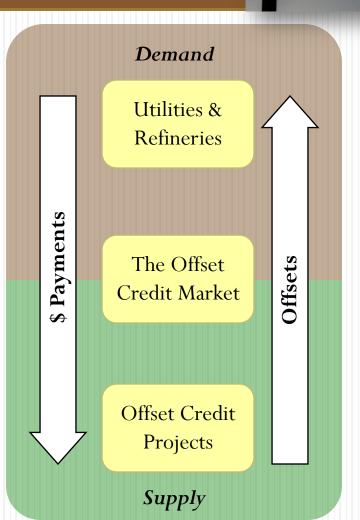


CALIFORNIA CAP AND TRADE



Carbon Credit Supply & Demand

- Emitters required by law to reduce carbon emissions
- They can invest in emission reductions projects or purchase credits in the market
- Offsets can me a more economical way to meet up to 8% of their compliance obligation





GLOBAL VOLUNTARY MARKET



Buyers with needs

- Corporate social/environmental responsibility goals
- Depend on or connected to agriculture or food supply

Projects with defined benefits

- Reduction of greenhouse gases
- Tangible and promotable co-benefits

Long Term Partnerships

- Buyers provide funds
- Landowners provide greenhouse gas reductions



GENERAL PROJECT TYPES



Avoided Conversion of Grasslands

- Keep rangeland as rangeland
- Prevent development or cropland conversion
- Conversion would result in soil carbon emissions
- Require a permanent conservation easement

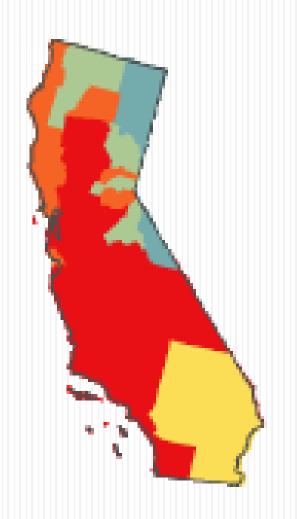
Conversion of Marginal Croplands to Grasslands

- Turn cropland into restored grasslands
- Increase soil sequestration



PAYMENT POTENTIAL





Credits

 $(tCO_2e / ac / year)$

