Monetizing Regenerative Agriculture at Scale

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5 Principles of Regenerative Agriculture

* Soil Armor
* Minimizing Soil Disturbance
* Plant Diversity
* Continual Live Plant Root
* Livestock Integration
New Investment Opportunities: Regenerative Proof of Concept

Quantify ecosystems services: track, report, label (Savory EOV)

Tools to measure increase in soil organic matter

Nutrient density testing and link-back to soil analysis

Residue testing, hard work on compliance and grain segregation
Where is the Money?

* Land ownership
* Food brands
* Data
* Consulting
Regenerative Farming Reduces Annual Input Costs

* Substitution effects of intercropping
  - Weed resilience and crop disease prevention
* Green manure, compost and cover cropping
  - Biological activity and living roots replace fertilizer
* Livestock integration
  - Cash flow diversification
<table>
<thead>
<tr>
<th></th>
<th>Conv Ypea - Ymustard</th>
<th>Organic Soybean Flax</th>
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</thead>
<tbody>
<tr>
<td><strong>Seed</strong></td>
<td>$/acre</td>
<td><strong>Seed</strong></td>
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<tr>
<td>PEAS</td>
<td>$ 21</td>
<td>SOYBEAN</td>
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<tr>
<td>MUSTARD</td>
<td>$ 8</td>
<td>FLAX</td>
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<tr>
<td>Fert</td>
<td>$ 60</td>
<td>Fert/CT</td>
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<tr>
<td>Chem</td>
<td>$ 20</td>
<td>Microbials</td>
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<tr>
<td>Cleaning</td>
<td>$ 30</td>
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<tr>
<td>Fixed Costs</td>
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<tr>
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<td><strong>Total Cost</strong></td>
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<tr>
<td><strong>Yield</strong></td>
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<td><strong>Yield</strong></td>
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<tr>
<td>PEAS</td>
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<td>FLAX</td>
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<tr>
<td><strong>Price</strong></td>
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<td><strong>Price</strong></td>
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<tr>
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<tr>
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<tr>
<td><strong>Revenue</strong></td>
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<td><strong>Total Revenue</strong></td>
<td>$ 376</td>
<td><strong>Total Revenue</strong></td>
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<tr>
<td><strong>Net Return</strong></td>
<td>$ 87</td>
<td><strong>Net Return</strong></td>
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</tbody>
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**Intercrop ROI Examples**

Conventional Yellow Pea-Mustard

Organic Soybean-Flax
Valuing Long-term Land Improvements

* Impact of biologicals accelerates over time (you apply less over time and achieve the same result)
* **Improved water filtration and retention**
* Creating public good: carbon capture, reduced NO₂
* Subtle effects of focusing the farm on **food** generates improved connection and market return, leading to land use and product diversity, and allowing the land base to shrink
Food Brands’ Interest in Regenerative

* Citizenship towards carbon drawdown and connection to food
  - Activist + millennial buying patterns = mega food demand shift
* Living soils is a highly engaging and positive story
  - Likely to be the first-to-monetize ‘ecosystems service’
* Lower price compared to organic
* Higher price compared to CAFO meat
* Experience marketing is consistently successful for farms
Regenerative Data

* Indigo Ag
* Open source platforms
  - GOAT: gathering for open ag tech
* Farm inventory and sales contracts
* Nutrient density
* Glyphosate residue
Regenerative Consulting

* General Mills/Soil Health Consultants regenerative oats pilot
* Sales agronomy with products generating revenue
  - **Cover crop seed**
  - **Bio-stimulants**
* **Sustainable Grain** initiatives:
  - Education and awareness on the **economic** sustainability of agroecology
  - Partnership with **Joel Williams, Integrated Soils**
  - Network access for support and connections
  - **Transition planning** with government funding
THANK YOU

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