



# Investing in Rangeland Offsets

*SunOne Solutions – Forrest Mertens*

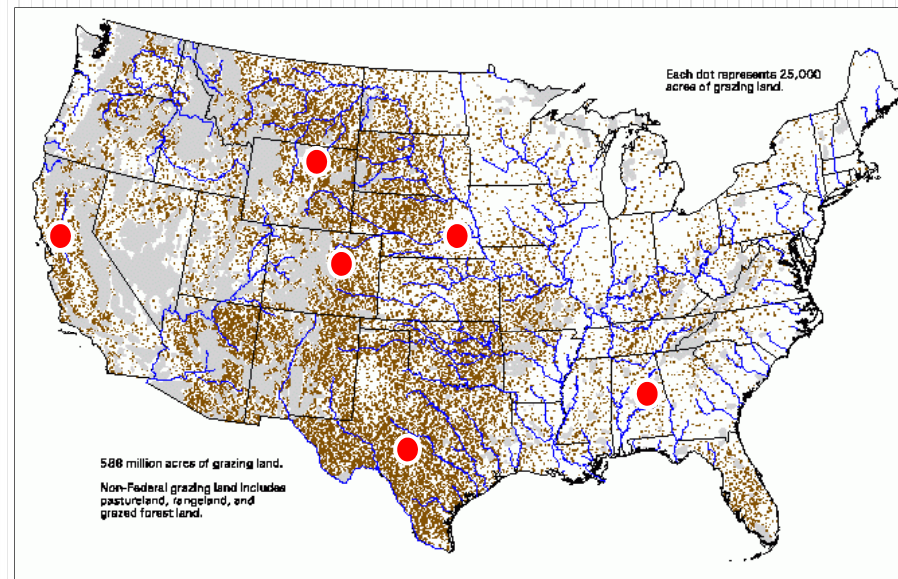
**C-AGG Presentation**

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# SUNONE SOLUTIONS OVERVIEW



- One of the largest active carbon credit companies in the U.S.
  - 150 projects, 2.2 million acres, across 11 U.S. states
  - Named #1 Aggregator in North America in 2010
- Nationwide presence, HQ in Denver, office in Davis



## KEY ISSUE: COSTS



### Feasibility

- Limit the 'maybes'

### Carbon Inventory

- CI & duration of validity

### Verification

- # certified, narrow scope, aggregation

### Re-Verification

- Time between site visits

### Long-Tail

- Costs after contract period

*Infeasible projects: fail fast and cheaply rather than slow and spectacularly*

*↓ project risk leads to  
↓ cost sensitivity at these stages*

## KEY ISSUE: BENEFITS



- Carbon Revenue
  - Consideration for CA cap & trade (2011? 2012-3? Never?)
  - Voluntary demand linked to this validation
- Timing of Income
  - Annuity vs pre-sale
- Recognition of Co-Benefits
  - Critical for voluntary market
  - Retain option of monetizing other ecosystems services

# CONTACT INFORMATION



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