Perspectives on Project Development

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Outline

• About The Trust
• Market Forecast
• Our Perspective and Focus
• Enabling Market Penetration
The Climate Trust

- We’ve committed $31.6 million to offset projects
- Climate impact equivalent to taking over 600,000 cars off the road so far
- Launched a $5.5 million carbon fund in 2016
- Goal is $100 million fund by 2019
Ten Year Market Forecast

$306 Million value

- Livestock: $187,346,578 (61%)
- Nutrient Management: $97,014,452 (32%)
- Grassland Conservation: $12,305,816 (4%)
- Rice: $9,207,149 (3%)

23 million mt CO2e

- Livestock: 14,337,107 Mt CO2e
- Nutrient Management: 7,128,674 Mt CO2e
- Grassland Conservation: 902,564 Mt CO2e
- Rice: 644,598 Mt CO2e
Offset Project Lifecycle

- Identify Project Opportunities
  - Initial Project Assessment
    - Contract Negotiations
      - Project Development
  - 3rd Party Verification
    - Offsets Issued + Transferred
      - Offset Commercialization
        - Transaction
Our Perspective

**Transaction Costs.** These are fixed and relatively known.

**Quantification uncertainty.** Accessibility and variability of model results between developer and verifier.

**Market Volatility.** Buyer appetite and prices?
What we focus on

Scale + Certainty = Impact
What does this mean to the landowners?
Key is to enable participation

Protocol certainty + ease of use.

North Dakota Farmers Union Chicago Climate Exchange Soils program

Cookie Cutter Technologies.

Sadia Brazil digester program.

Financial Underwriting.

Coolnrg Mexico Compact fluorescent bulbs.

Simple Price offering.

Ducks Unlimited Pilot Avoided Grasslands Conservation program
More Value in Certainty than Upside
THANK YOU!