

**33<sup>rd</sup> Annual  
NATIONAL  
NO-TILLAGE  
CONFERENCE**

January 7-10, 2025 • Louisville, Ky.

## No-Till Product Solutions Round 2

**ForGround  
By Bayer**

**Bio-Till  
Cover Crops**

**Yetter Farm  
Equipment**

Moderated by:  
**Randall Reeder**  
Ohio State University



**Cover Crops**  
Our Roots Run Deep





ForGround

*by Bayer*

# On-Farm Revenue Opportunities and the Bayer Carbon Program

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# Pillars of Marketplace Demand



## Political

### Climate Smart Commodity Grants

- \$3.1B in 141 projects<sup>7</sup>
- 60,000 farms impacted<sup>7</sup>
- 25M acres engaged<sup>7</sup>

### Inflation Reduction Act<sup>8</sup>

- \$19.5B in the next 5 years NRCS Programs
  - EQIP (\$8.5B)
  - RCPP (\$4.95B)
  - CSP (\$3.25B)
  - ACEP (\$1.4B)
  - Technical Assistance (\$1B)



## Corporate

### Increased pressure on companies by investors and consumers:

- E.g. 60% of investors more likely to buy stock in sustainable company<sup>1</sup>

### Responded with commitments:

- >3,000 companies have science-based enviro. targets<sup>2</sup>
- >2,000 companies have net-zero commitments<sup>2</sup>
- In U.S. >750 companies have commitments, >65 from food and beverage sector<sup>2</sup>



## Consumer

- **>Half of U.S. consumers say they are willing to pay a premium for sustainably produced goods<sup>3</sup>**
- With food products, that premium is anywhere from 30% to 40%, on average.<sup>3</sup>
- **66% of US consumers (80% of young adults) are willing to pay more for sustainable products<sup>4</sup>**

*Labels: Carbon Neutral Certified, Carbon Neutral, and Responsible Source Certification*



## Biofuel

### The Inflation Reduction Act

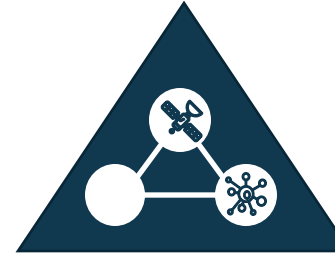
Includes investments and tax breaks on renewable diesel and sustainable aviation fuel.<sup>5</sup>

- More interest in how to reduce feedstock carbon intensity scores for 45Z tax credits
- 38 new refineries and two expansions are planned in the US and Canada.<sup>6</sup>

# Market terms and concepts:



**Farmer** – Adopts no-till and/or cover crop and provides information about their cropping practices



**Aggregators** – Verifies practice was completed, models carbon sequestered, houses credit data and pays farmer for practice.



**Credit buyers** – Use credits to offset emissions to meet their sustainability goals



**Frameworks and Registries** – Set standards for carbon credits and accounting methodologies, register credit and serve as credit marketplace





# What we learned from consumers, companies, and carbon markets

1

Consumers are shifting their spending toward sustainable products, including those with ESG-related claims. Think about low-carbon products.



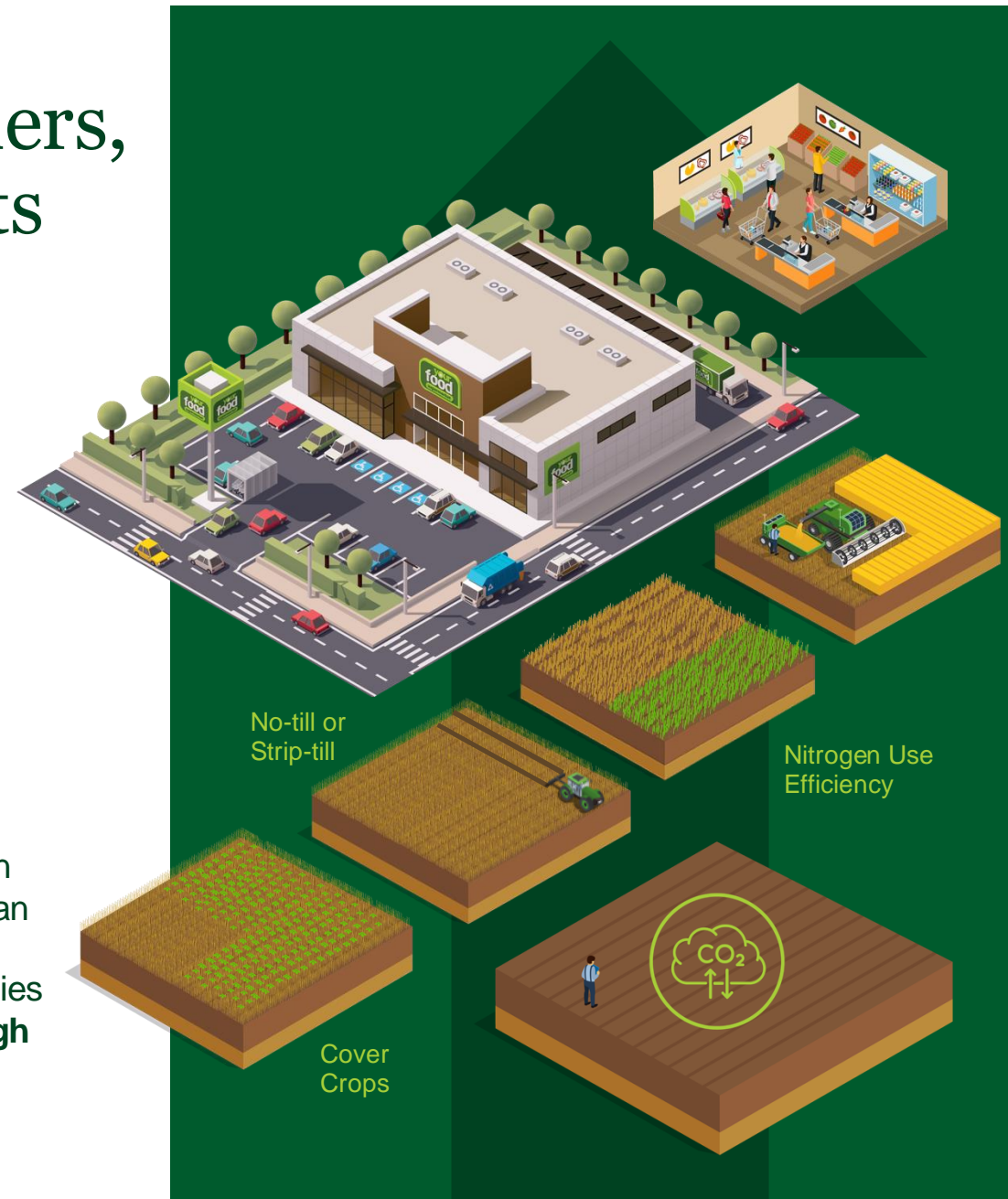
2

Leading CPG companies are looking to act on their sustainability commitments and value chains' decarbonization by investing in regenerative agriculture. Companies are looking for farmers.



3

This is creating a rapidly evolving opportunity beyond carbon offsets (e.g., insets/VCI and foot-printing), where 1. Bayer can become a **trusted partner with an unprecedented scale**; 2. Where we can **co-create programs** with partner companies looking to make regenerative agriculture a reality through the successful adoption of practices by farmers.



# What we learned from farmers

1

**Regenerative agriculture practices**, like no-till, strip-till, or cover crops, **involve risk and costs**, and their resulting co-benefits take time to show up.

2

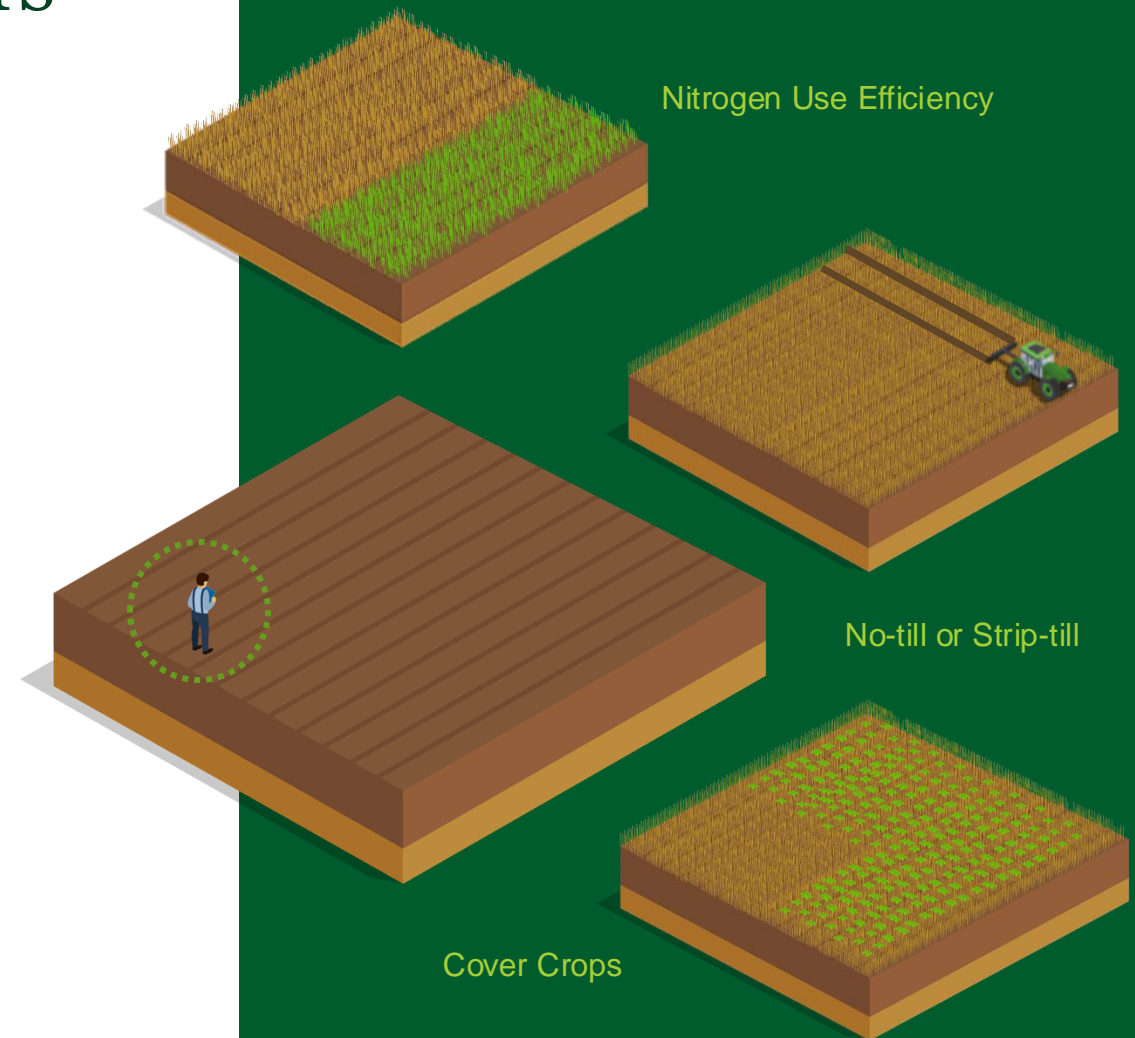
**Farmers need more than financial incentives** to consider, adopt and sustain regenerative agriculture practices. Often, these incentives only partially cover practices' associated costs.

3

Carbon offsets penalize early innovators, and adopters of regenerative agriculture practices, **highlighting the need to evolve the Bayer Carbon program to provide more options for programs and carbon assets.**

4

**We need to make it simple and worthwhile** for farmers to engage and benefit.





# A farmer-first, digital platform

ForGround by Bayer is a farmers-first platform providing support to growers in **considering, adopting, and expanding** regenerative agriculture practices through:



**Science-based agronomic support**



**Reduced transition cost barriers** through industry partnerships



**New revenue streams and future revenue opportunities** (Bayer Carbon program, industry incentives, and new program offerings)

## Who is it for?

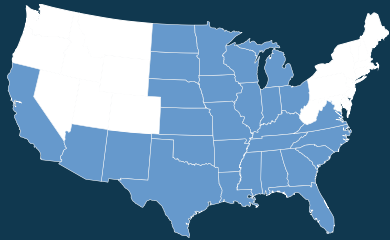
Anyone in the United States can sign up at no cost.

[www.bayerforground.com](http://www.bayerforground.com)



\* Core ForGround by Bayer program offering

# 2024 Bayer Carbon Program More Opportunities to Earn and Save



**EXPANDED  
GEOGRAPHY**



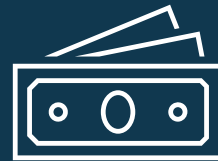
**ADDITIONAL  
CASH CROPS**



**SHORTENED  
CONTRACT**



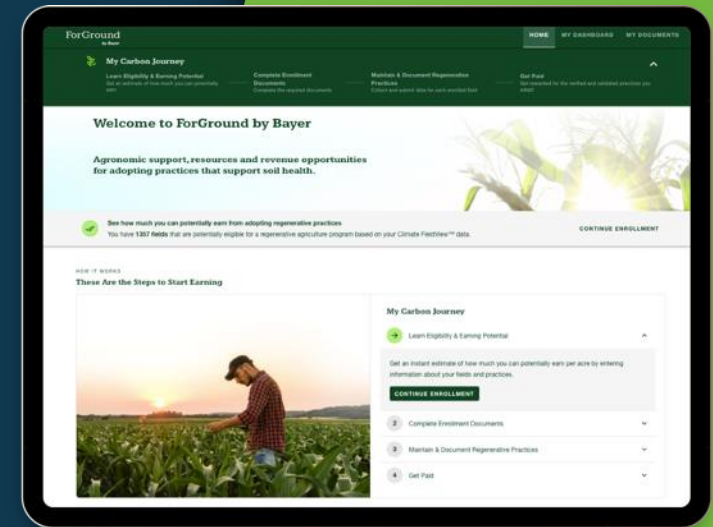
**NITROGEN  
MANAGEMENT  
PROGRAM**



**RENEWAL  
BONUS**



**HISTORICAL  
PAYMENT**



**NEW DIGITAL  
EXPERIENCE**

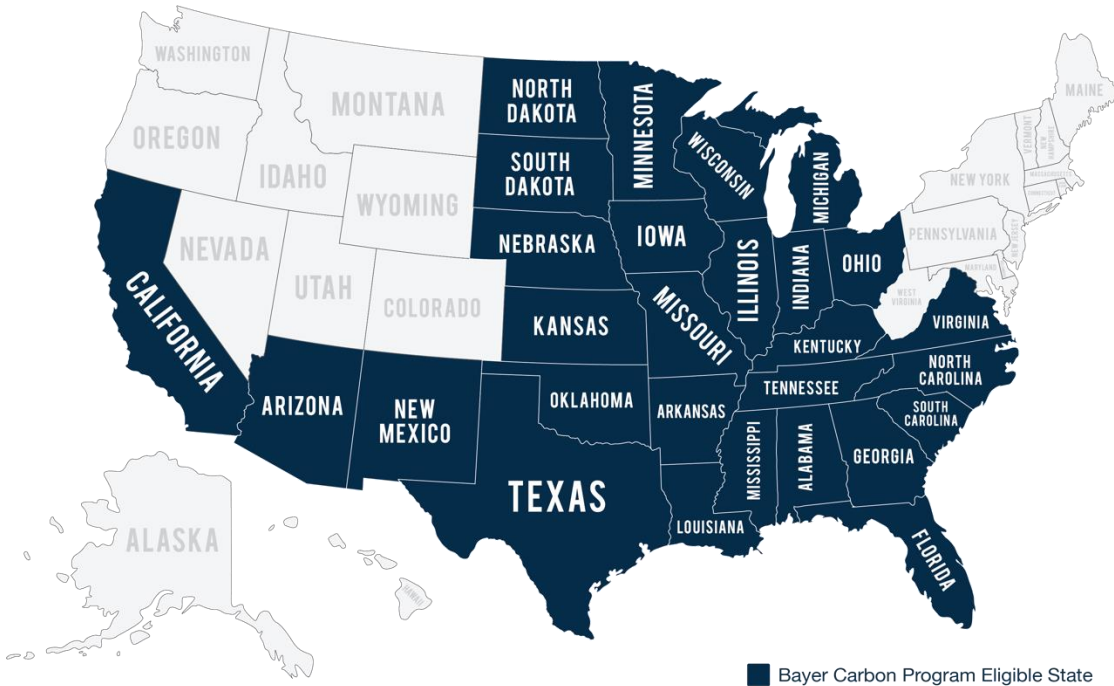
The Bayer Carbon Program is part of ForGround by Bayer where growers who enroll eligible fields can get paid for adopting cover crops, no-till and/or strip-till practices.



# 2024 Bayer Carbon Program

## Updates to Eligibility

STATE-LEVEL ELIGIBILITY (No more country-level eligibility)



### EXPANDED STATES

Iowa, Illinois, Indiana, Missouri, Kentucky, Tennessee, Arkansas, Mississippi, Louisiana, Minnesota, Wisconsin, Ohio, Virginia, North Carolina, South Carolina, Georgia, Alabama, Oklahoma, Nebraska, Kansas, North Dakota, South Dakota, Texas, Michigan, California, Florida, Arizona, New Mexico

### EXPANDED CROPS

Corn, Soy, Wheat, Barley, Sorghum, Oats, Rye, Millet, Dry Beans, Lentils, Peas and Chickpeas

### New Nitrogen Management Option

Nitrogen reduction (5% from baseline) and use nitrification inhibitor\*

### Adjusted Agreement Terms

5 years with renewal up to 3 times plus 1—year retention

### Renewal Bonus

\$6 per acre, per practice renewal bonus paid at end of year one of the renewed 5-year agreement.

### Early Adoption & Historical Payment

Fields with practice after August 1<sup>st</sup>, 2019 are eligible, with historical payment potential back to 2020.

\*Must be participating in no-till, strip-till, or cover crop Carbon program to qualify. Corn crop only. Must use select nitrification inhibitor and have 5% synthetic nitrogen reduction compared to four-year baseline average prior to nitrification inhibitor use.

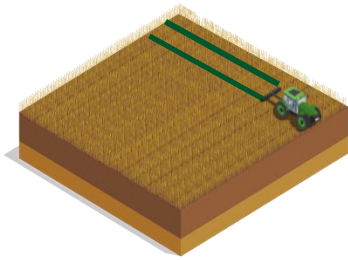
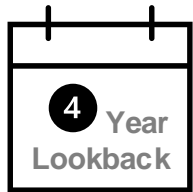
Cover Crop Practice

No-till/Strip-till Practice

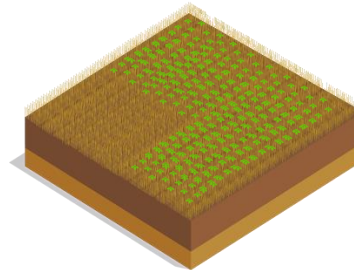
Nitrogen Management Add-on Option\*



# Bayer Carbon Program Payment



Strip-till/No-till



Cover Crops

Earn Up to  
**\$48**  
Per Acre



**\$6**  
Per Acre



**\$6**  
Per Acre

**\$4**  
Per Acre

**\$6**  
Per Acre

## Potential Payments

### Nitrogen Management Program

- \$4 per acre for nitrogen reduction and use of select nitrification inhibitors, when field is planted with corn.<sup>2</sup>

### Renewal Bonus

- \$6 per acre, per practice, if the program performance period is renewed for an additional 5 year renewal period.

One-time payment for historical practices if you adopted no-till/strip-till or planted cover crops beginning or after August 1st, 2019<sup>1</sup>

\$6/ac annual payment for no-till or strip-till in eligible states

\$6/ac annual payment for adopting cover crops in eligible states

<sup>1</sup> Payments subject to: (a) verification by Bayer that the selected practices have been performed and, for historical payments, that carbon assets have been generated; and (b) all other applicable terms of the Bayer Carbon-Smart Master Services Agreement and attached program terms.

<sup>2</sup> Applicable field must also be newly enrolled in a qualifying carbon program, offered through ForGround by Bayer, as of 2024 to participate in the Nitrogen Management Program. Must use qualifying nitrification inhibitor and realize a 5% reduction in synthetic nitrogen compared to 4-year baseline average prior to nitrification inhibitor use. Field must be planted with corn to be eligible for per acre payment. See Bayer Carbon-Smart Practices Master Agreement for further detail.

# What is the process to take part? How much work is it?

**Enroll at [bayerforground.com](https://bayerforground.com)** to fill out information about fields, see estimated payment, and sign an agreement

**Welcome call** to see if there are any questions after enrollment

**Soil Samples** coordinated with the grower year 1 and 5

**Call and in-person visit** this winter to collect agronomic data and program evidence

**Get paid** in the summer is when typically, payments go out.



# Soil Health Advisor Program

Sales teams like yours are the best allies in spreading the word about how ForGround by Bayer programs reward growers for adopting practices that can promote soil health. Now, you have a chance to be a **Soil Health Advisor** and get rewarded for helping us reach more growers.

How it Works...



Scan the QR Code to sign up to become a Soil Health Advisor.

Questions?  
Contact Ben Runge at [ben.runge@bayer.com](mailto:ben.runge@bayer.com)



# Principals of the Bayer Carbon Program

## Advice to growers wanting to enroll:

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### **Certain**

- Rewarded based on practices implemented on eligible fields, not how many tons of carbon you sequester.

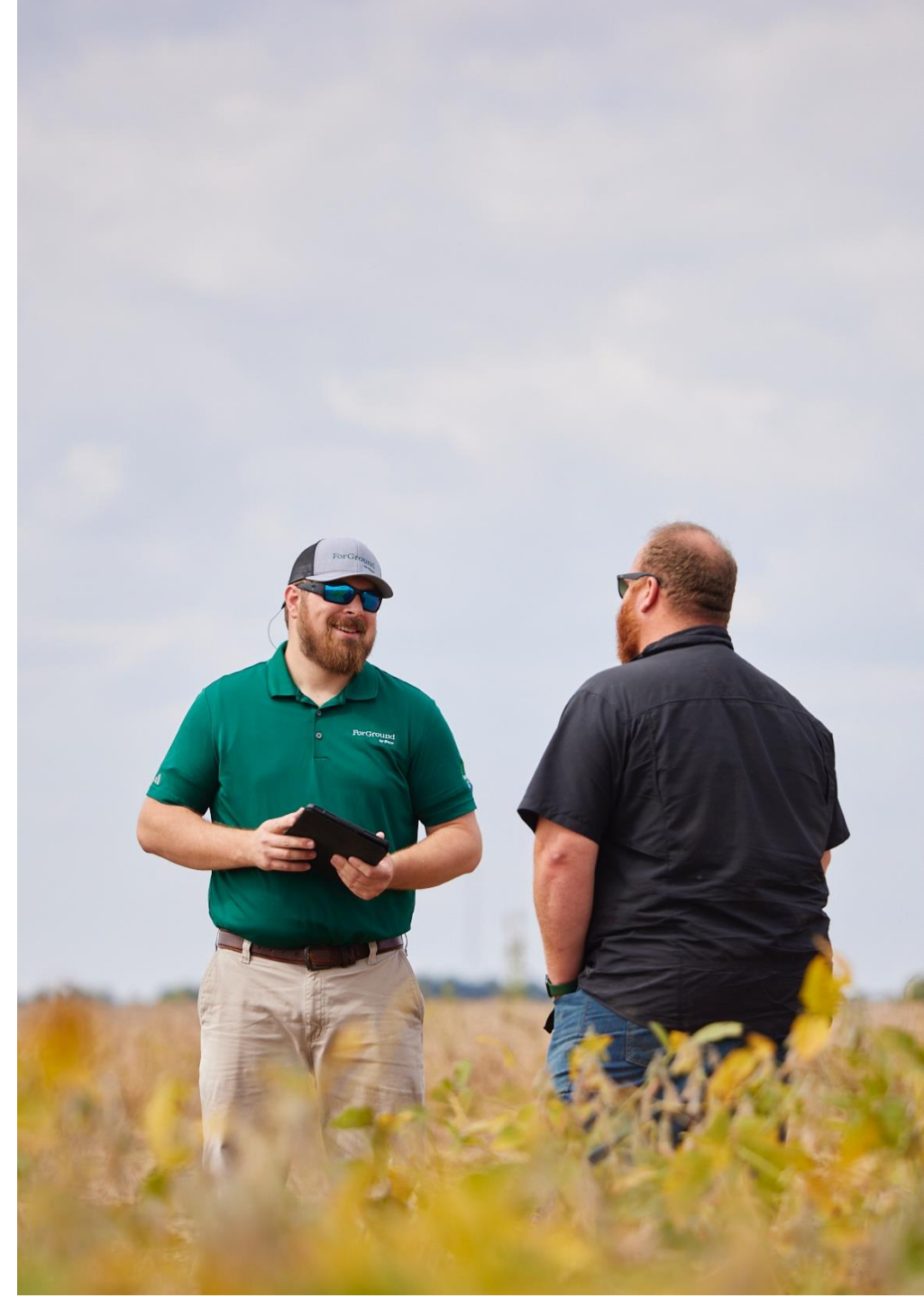
### **Simple**

- You choose which eligible practices to adopt and the fields to enroll. We provide the support to help execute your plan.

### **Flexible**

- We understand things might change and if farmers decide to leave the program, there is no penalty
- Our program performance period is 5 years with the potential to be renewed up to 3 additional 5 year periods. Practices must continue to be performed during the 10 year retention period.

### **Compatibility**



# Thank you for your time!

**Austin Omer**

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309-202-8357



# Saddle Butte Ag, Bio Till cover crops



# Who is Saddle Butte / Bio Till

- Started in Oregon
- Family run business
- Has a farm that grows cover crops seed
- Has two seed cleaning plants in the Willamette valley
- Has 3 warehouse in the Midwest with 4 reps
- Has a good website
- <https://www.biotill.com/>



This is where the seed comes from

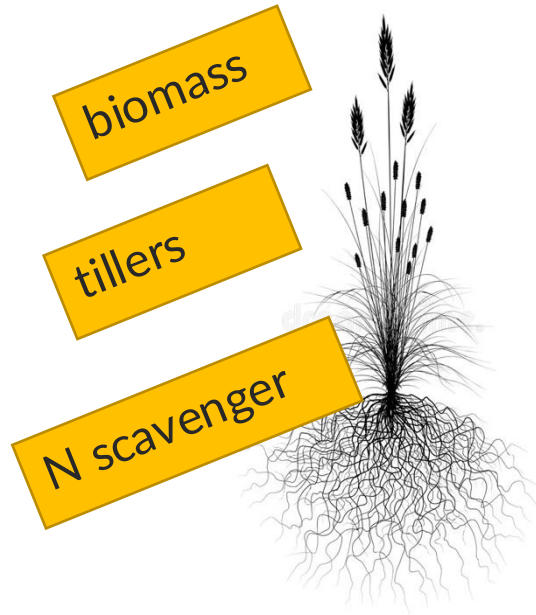


# MIDWEST



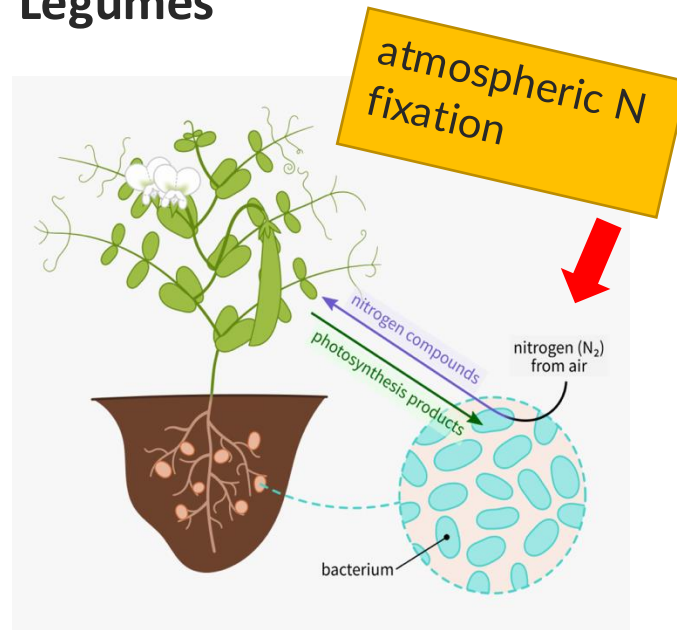
# Different Types of Cover Crop Species

## Grasses



- cereal rye
- oat
- triticale
- wheat
- barley
- annual ryegrass

## Legumes



- field pea
- clovers
- common vetch
- hairy vetch
- cowpea

## Brassicas



- radish
- turnip
- winter camelina
- canola (rapeseed)
- mustard
- kale









UGA1391030







# Reason to work with Saddle Butte

- Raise a lot of our own seed or contract grow our products
- Clean all of our seed in Oregon at our cleaning plants
- Small grains from seed company's in the northern Midwest or Canada
- Education is very important to success
- Well managed / educated farm operations using cover crops tend to high success rates.
- We are conducting several research plots to understand cover crops better in multiple cropping and forage systems, so our customer can be the most profitable

# New Ideas coming to Saddle Butte

- Short winter rye and winter triticale
- Short spring barley
- Exploring the idea of regen seed certification
- Looking at new seed ideas

Thank you

- Please stop by our booth
- Ask questions



## New Products from Yetter Farm Equipment



Official Machinery Dealer Sponsor

