

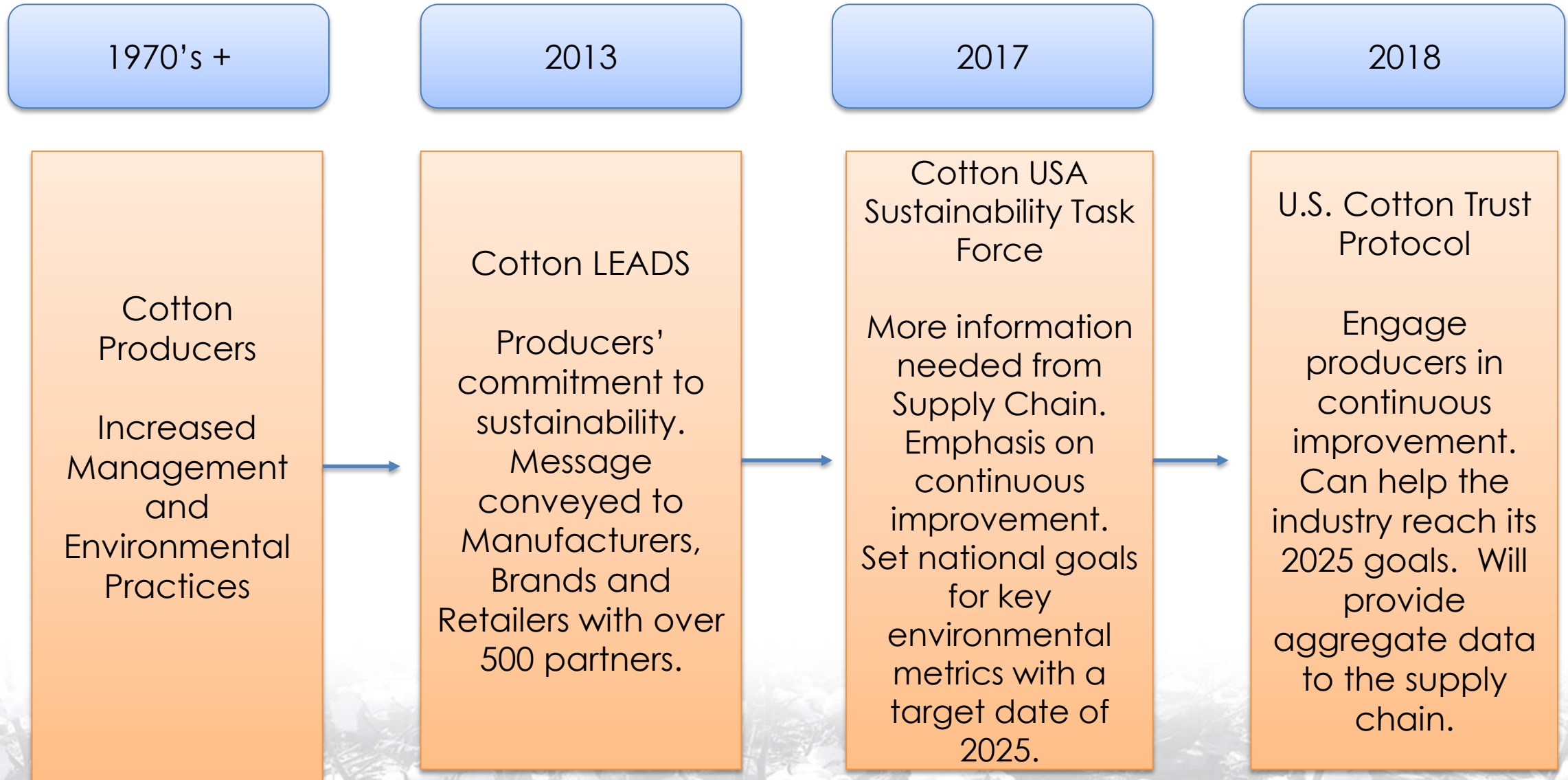


U.S. COTTON
TRUST PROTOCOL

SUSTAINABILITY



U.S. COTTON'S JOURNEY TO SUSTAINABILITY



SUMMARY OF SCIENCE-BASED GOALS

Field to Market's National Metrics	Improvements by 2025
Reduce Land Use (Acres per Lb of Fiber)	13%
Increase Fiber per Gallon of Water (Irrigation Efficiency)	18%
Reduce Greenhouse Gas Emissions (LB CO2 per Lb of Fiber Fiber)	39%
Reduce Energy (Btu/Lb of Fiber)	15%
Reduce Soil Loss (Tons/Acr)	50%
Increase Soil Carbon (% of Fields)	30%

U.S. Cotton Trust Protocol

- Two questions to answer
 - ✓ **What is the Protocol?**
 - ✓ Why do we need it?




U.S. COTTON TRUST PROTOCOL

- A voluntary farm-level program designed to engage growers in continuous improvement
- A program that can help the industry reach its 2025 goals
- A system that will provide aggregate data that can be passed through the textile supply chain which includes: producers, merchandisers, manufacturers, brands and retailers and others

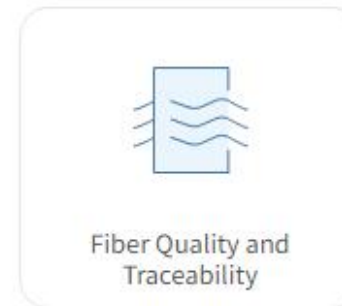


KEY REQUIREMENTS FOR THE PRODUCER

- Completion of a self-assessment questionnaire
 - Use of a data tool
 - Farming operation profile
 - Selection of Gin(s)
 - Verification by an independent party
- 

Self-Assessment Questionnaire

- 9 categories with approx. 100 questions
- Choices for answers
 - A. I do this now on my operation
 - B. I am implementing on 1 or more of my fields
 - C. I will consider in next 3 years
 - D. Not appropriate for my farming operation



Sample Questions for Soil Health

- **Requirements** – Assure farm meets strict “Conservation Compliance” provisions of the U.S. Farm Law
- **Recommendations** –
 - Utilize conservation tillage
 - Prevent compaction
 - Use vegetation to minimize plant damage from erosion
 - Windbreaks
 - Plant cover crops to increase soil microbiome



Sample Questions for Water Management

- **Requirements** – Comply with local and state requirements on installation of new wells
- **Recommendations** –
 - Use instruments to monitor soil and crop water status
 - Conserve natural rainfall









Data Tools

- Field to Market tool named the FieldPrint Platform
 - Record inputs into a system that measures the environmental impacts of crop production and identify opportunities for improvement
- Additional qualified data management Field to Market partners who can make these recordings for the producer

Measurement of input usage and production practices is a key component of continuous improvement. The following applications provide tools to help you analyze the efficiency and environmental impact of your farming operations.

Please select the software applications you are currently using in your farming operations:

 Field to Market	 AgConnections Land.db	 Agrible
 MyFarms	 Precision Conservation Management	 TruTerra Insights Engine

Other software applications, not listed above (if you are not currently using a tool, enter "no farming data tool used at this time"):

Note: Program Administrators may require additional information regarding items listed here.

Save

Verification

- Validate accurate use of the on-line enrollment tool such as the self-assessment questionnaire and the data tool.
- A statistically valid random sample of the producers will be selected each year for an independent third-party verification of their questionnaire and data.



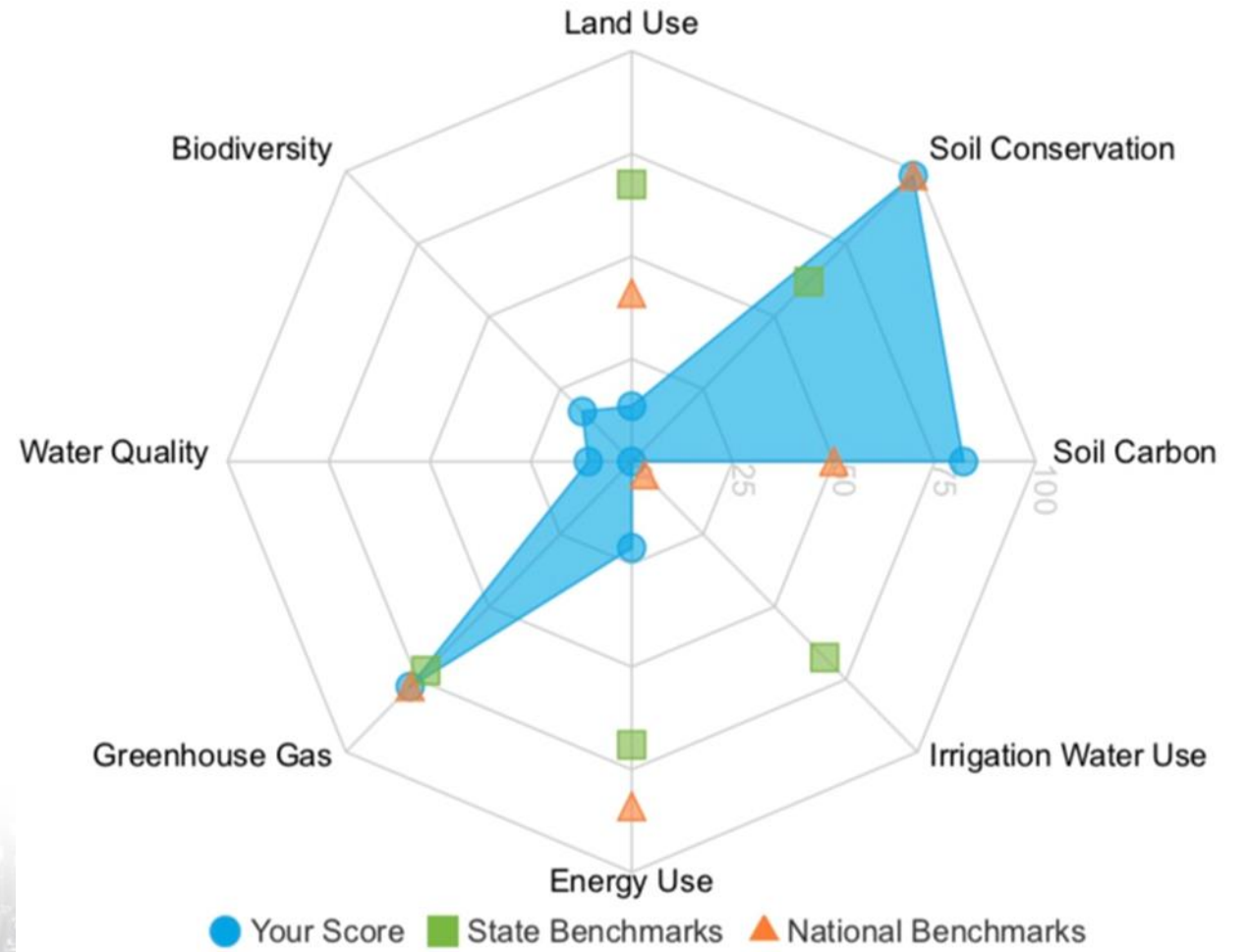
U.S. Cotton Trust Protocol

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Why? To Drive Continuous Improvement

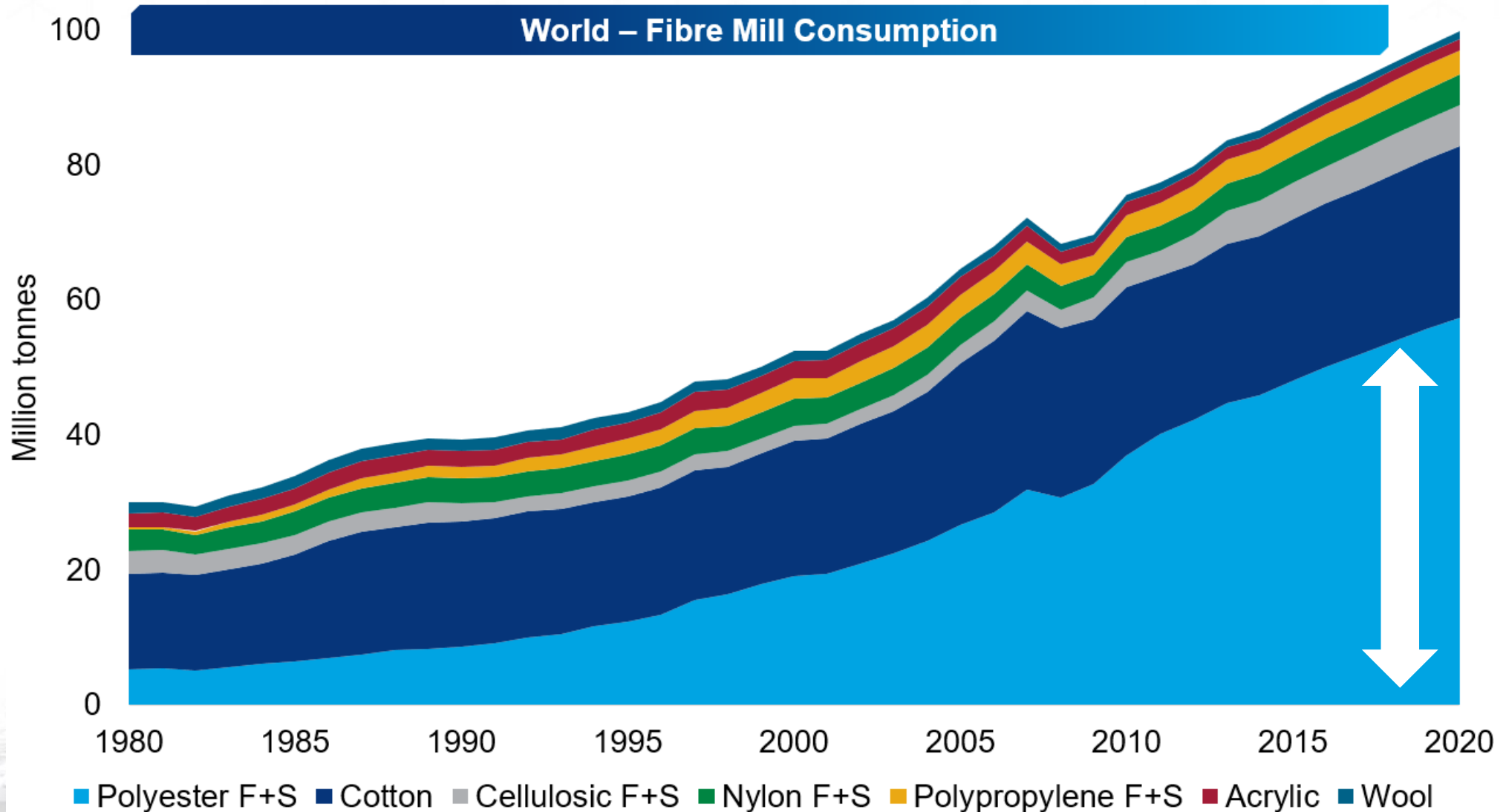
- Annual quantitative measurements
- Feedback for the producer
- How do you compare?



Why? To Achieve Industry Goals

		Industry's 10-Year Goals For Environmental Metrics						
		Reduce Land Use by 13%	Increase Irrigation Efficiency by 18%	Reduce GHG by 39%	Reduce Energy Use by 15%	Reduce Soil Loss by 50%	Increase Soil Carbon by 30%	
Best Management Practices	Environmental	Soil Health	✓	✓	✓		✓	✓
		Nutrient Management	✓		✓	✓		
		Water Management	✓	✓	✓	✓		
		Crop Protection	✓		✓	✓		
		Harvest Preparation			✓	✓		
		Wildlife/Biodiversity			✓		✓	✓
Best Management Practices	Social	Worker Relations	Provide a safe work place for all employees, assure fair treatment and compensation.					
		Farm Management	Maintain household and farmstead operations which assure safety for family, workers, farm animals and the environment.					
		Fiber Quality/Traceability	Work to assure fiber quality is maximized by selecting appropriate varieties, managing for fiber for fiber quality consistent with yield goals and preserving quality during harvest and ginning.					

Why? To Regain Market Share



Why? To Meet the Needs of Our Customers

"It's the Wild West out there right now," says Paul Magel, president of the business applications and technology outsourcing division at CGS, a software company that works with retail clients.

- The needs of customers will vary
- Many brands/retailers accept U.S. cotton as sustainable or responsibly produced
- However, not all have done so. They point to the lack of a standard or independent verification
- We must be flexible in the ability to pass data to the textile supply chain



Why? To Be the Supplier of Choice

- The Protocol is **NOT** about
 - One grower or one bale being more sustainable than another, or
 - Guaranteeing a premium
- The Protocol **IS** about U.S. cotton
 - **Competing in every market and every supply chain**
- The United States cannot afford to lose market access because of a perceived lack of sustainability



We Know the Effects of Loss of Market Access

U.S. cotton understands the importance of market access

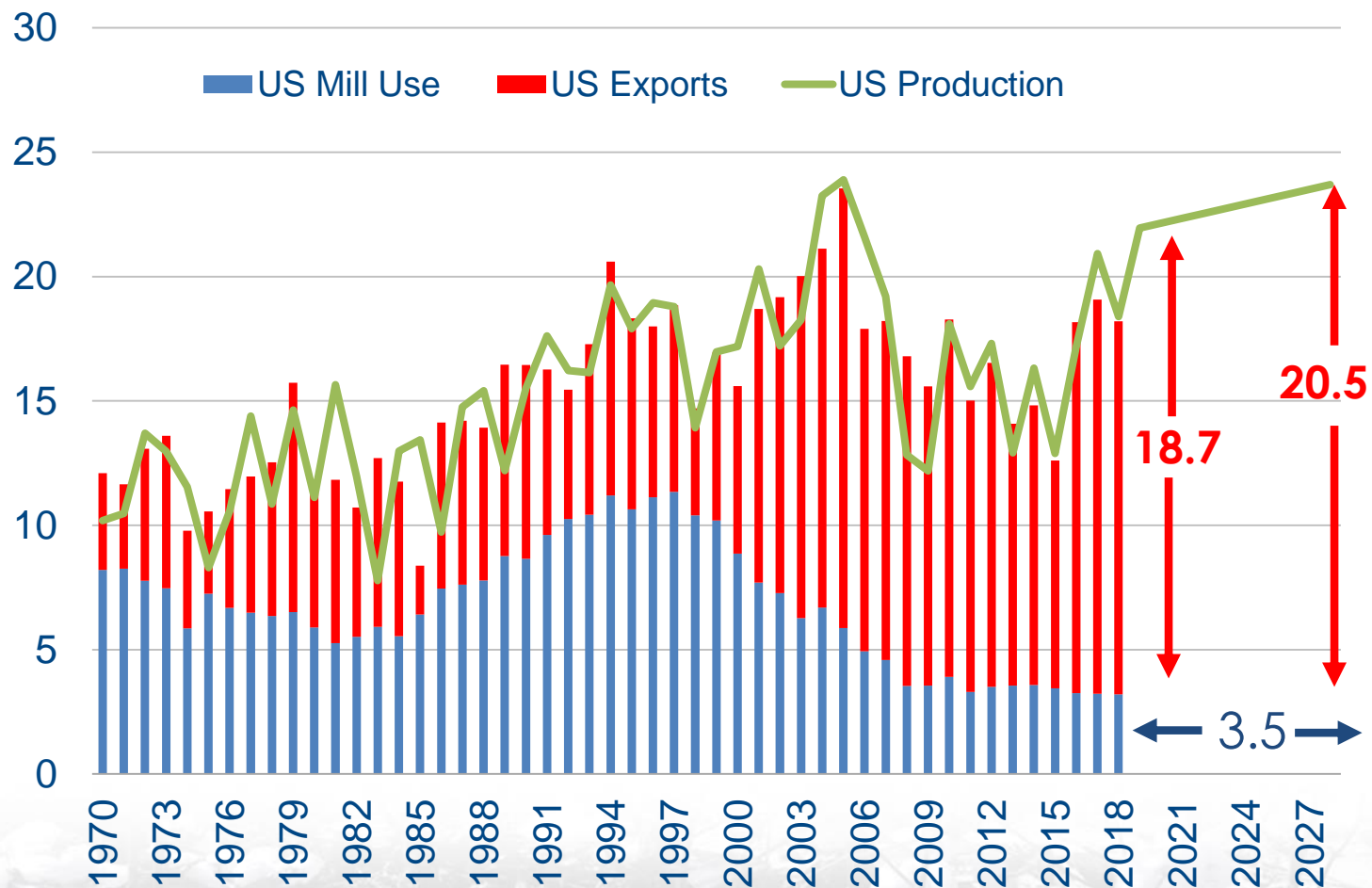
All cotton producers feel the impacts of barriers to entering a market



U.S. Cotton is Poised to Compete

With 14 million acres and increasing yields, there is excellent potential for 20-25 million bales of production

But, we must have the demand base!



Compete in Every Market & Every Supply Chain

- To be the Supplier of Choice, We Must Meet the Customer's Needs for

- Quality
- Cleanliness
- Timeliness
- **Sustainability**



- **The Protocol allows U.S. cotton to tell an even stronger story to our customers.**



U.S. COTTON
TRUST PROTOCOL

SUSTAINABILITY

trustUScotton.org

