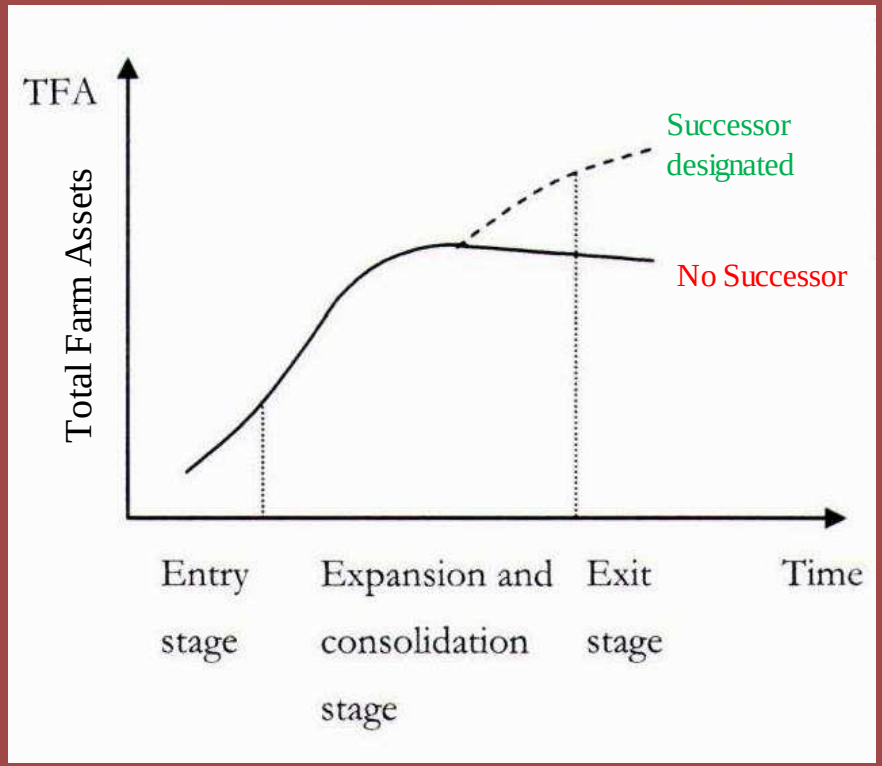
Farm Succession Planning

Jen Miller, Farm Business Development Program Director

40%

of farmland in the United States will change hands over the next 15 years

Business Life Cycle & Succession Effect



Slide credit: Land for Good

Is the business viable?

Is there an identified successor?

What are the goals/vision of the exiting and incoming generations?

Financial needs of both sides?

Preferred timeline for both sides?

What are the key characteristics of the available land base?

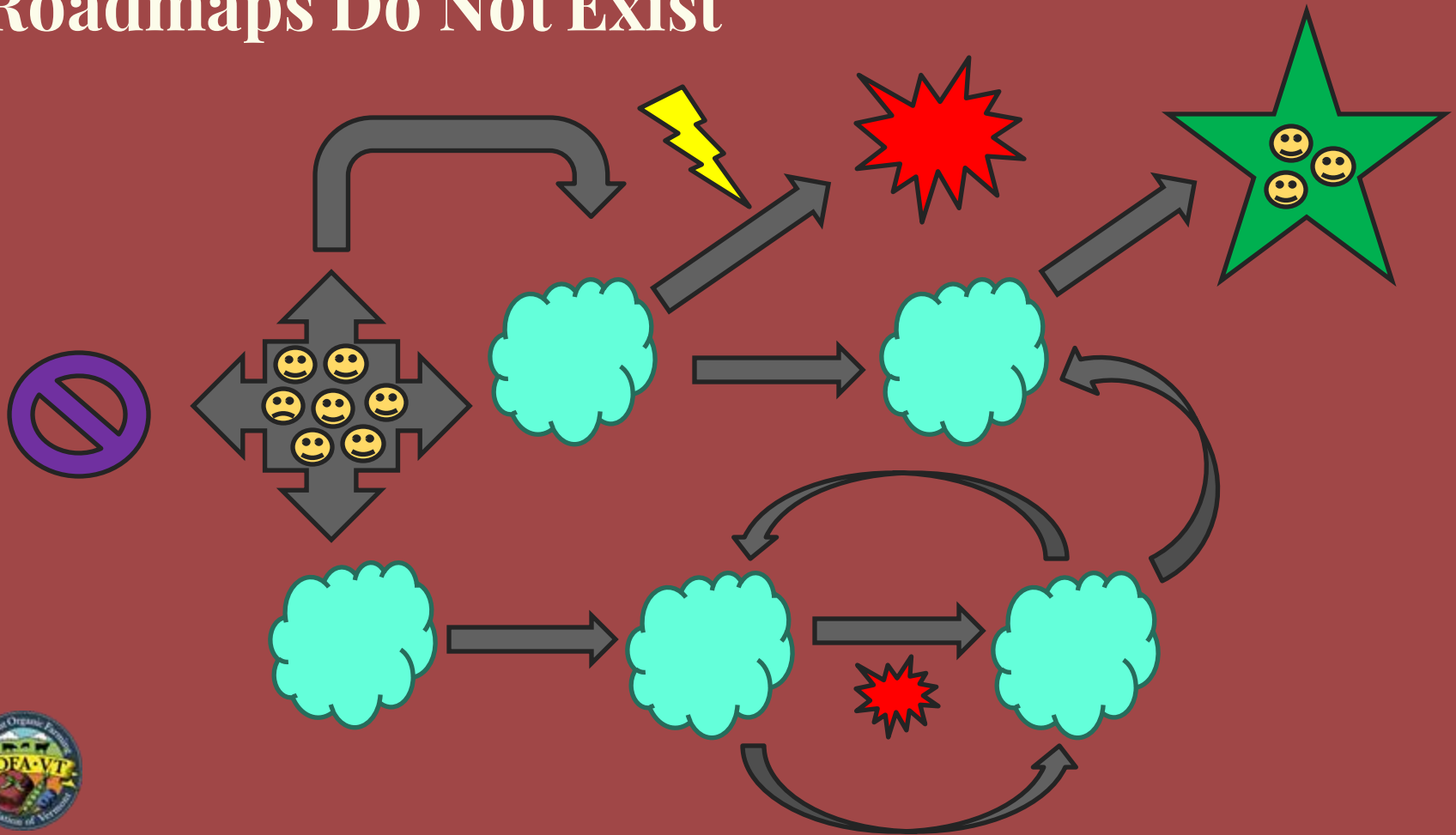
THREE DISTINCT AREAS TO TRANSITION

BUSINESS ASSETS

LAND

MANAGEMENT

Roadmaps Do Not Exist



Northeast Dairy Innovation Summit, April 2024

Dana Bourne, Sustainable Agriculture Manager
dana.bourne@us.lactalis.com

Founded in 1983 in Wilton, NH

Stonyfield started as an organic farming school – yogurt came later.

SOCIAL RESPONSIBILITY: PART OF OUR DNA FROM THE BEGINNING

In April 1983, Stonyfield was born out of a farming school that taught sustainable farming practices.

1983 – Stonyfield founded at the Rural Education Center at Stonyfield Farm

1992 – Started recycling program

1997 – Became 1st manufacturer to offset carbon emissions from facility energy

1997 – Our 1st organic product

1999 – Completed first full carbon footprint

2005 – Largest solar array in NH

2006 – Convert wastewater into biogas with onsite wastewater treatment

2007 – 100% of Stonyfield products certified organic

2010 – 1st yogurt cup made from plants

2014 – Start of Direct Milk Supply program

2016 – Became a Certified B Corp

2018 – Launch of StonyFIELDS program

2019 – Validated *Science-Based Target* commitment and helped launch OpenTEAM

2022 – Londonderry, NH facility is powered by 100% renewable electricity

Stonyfield is no longer the crazy organic brand—sustainability is mainstream

Why?

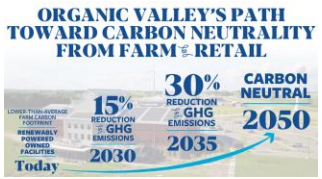
Climate change is happening now. Agriculture must adapt and modernize to be resilient in the face of climate change. The ag sector can contribute to climate change mitigation through reducing GHG emissions and sequestering carbon.

The dairy industry is taking the lead!

Industry groups, cooperatives, processors, consumer brands, and retailers have set ambitious climate targets.

U.S. DAIRY NET ZERO INITIATIVE

INNOVATION CENTER FOR U.S. DAIRY
HEALTHY PEOPLE • HEALTHY PRODUCTS • HEALTHY PLANET



SCIENCE BASED TARGETS
DRIVING AMBITIOUS CORPORATE CLIMATE ACTION

Stonyfield ORGANIC
'30 x 30'

GROUPE LACTALIS

Science-Based Target submitted for validation in 2023:

- By 2025: Scope 1 & 2 at least – 25%; Zero deforestation
- By 2033: Scope 1 & 2 at least – 50%; Scope 3 FLAG – 33%
- By 2050: Carbon net zero

Northeast Organic Farming Association of Vermont NOFA-VT

Stonyfield Sustainability Goals

Stonyfield's sustainability goals differentiate our products in the marketplace—consumers choose Stonyfield for the good we represent.

Reduce Stonyfield's absolute Scope 1, 2, and 3 greenhouse gas emissions 30 percent by 2030

SCIENCE BASED TARGETS

Achieved 100% renewable electricity in 2022!

100% renewable energy for our Londonderry, NH manufacturing facility by 2025

100% renewable electricity for our dairy supply chain by 2025

Carbon positive dairy supply chain by 2030

All consumer unit packaging will be entirely made of recycled content or bio-based content by 2030

Stonyfield Mission Pillars

Climate Change

30x30: 30% reduction of our carbon footprint by 2030

Our innovation on reducing emissions from agriculture and sustainable packaging will lead the entire industry.

Protection From Toxins

With every cup of organic yogurt we make, we make the world safer by avoiding pesticides and other chemicals –both on farm and in packaging.

Sustainable Packaging

By 2030, we will have a packaging portfolio that is entirely bio-based or made from recycled materials and continue our commitment to keeping toxic materials out of our packaging.

Diversity, Equity, Inclusion

Low-income and communities of color are disproportionately impacted by climate change and exposure to toxins.

Mission Team DEI activations focus on our NH community, our consumers' communities, and a responsible sourcing program.

CLIMATE LEADERSHIP – “30 BY 30”

SCIENCE BASED TARGETS

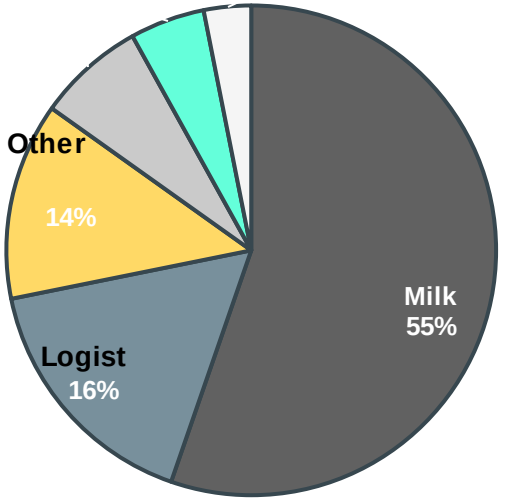
DRIVING AMBITIOUS CORPORATE CLIMATE ACTION

Set our SBT in 2019:

30% reduction in absolute greenhouse gas emissions from 2017 baseline by 2030 across scopes 1,2 and 3

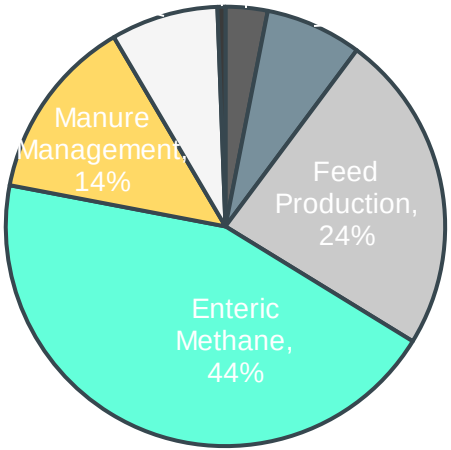
- Facility energy represents Scope 1 & 2 emissions (3%)
- All other categories contribute to Scope 3 (97%)
- Milk contributes half of total emissions (55%)

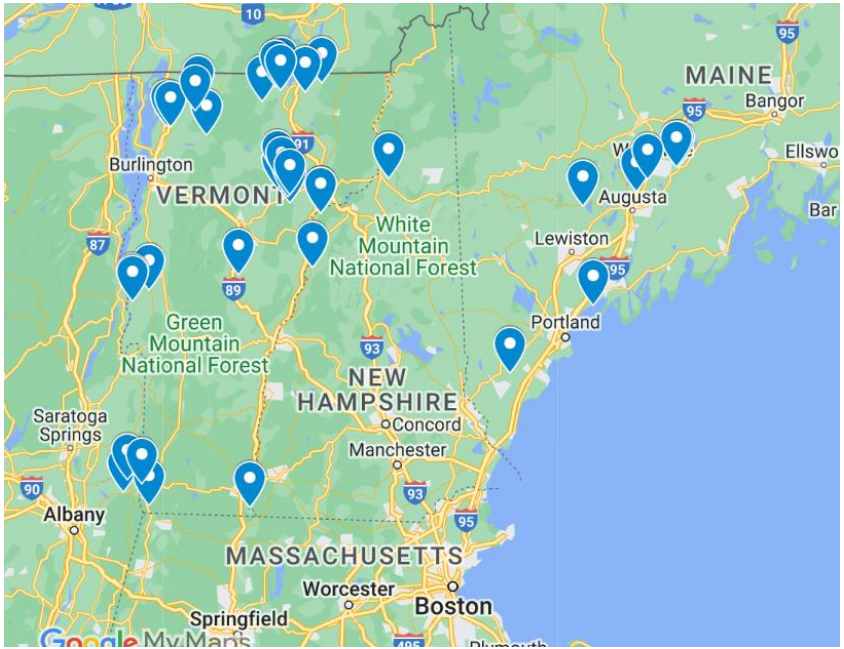
2022 Stonyfield Carbon Footprint by Life Cycle Phase



Measuring on-farm carbon footprint prioritizes emission reduction initiatives

All Stonyfield direct supply farms assessed using Cool Farm Tool





CFT

Stonyfield ORGANIC

Stonyfield direct supply: On-farm initiatives to increase GHG reductions and removals

Carbon removals

- Soil carbon baseline with TSIP and Regrow
- Agroforestry pilot with Interlace Commons and Working Trees

Manure management

- Full supply manure emission baseline
- USDA RCPP VT manure management grant

Enteric methane

- Feed additive research support and producer education
- Herd optimization program

Energy Use

- Energy efficiency audits
- Renewable energy education, outreach, and assistance

Equip producers with **technical assistance, resources and tools** to measure and scale sustainable practices

NE-DBIC grant-funded Technical Assistance program supports peer learning and individual farm priorities

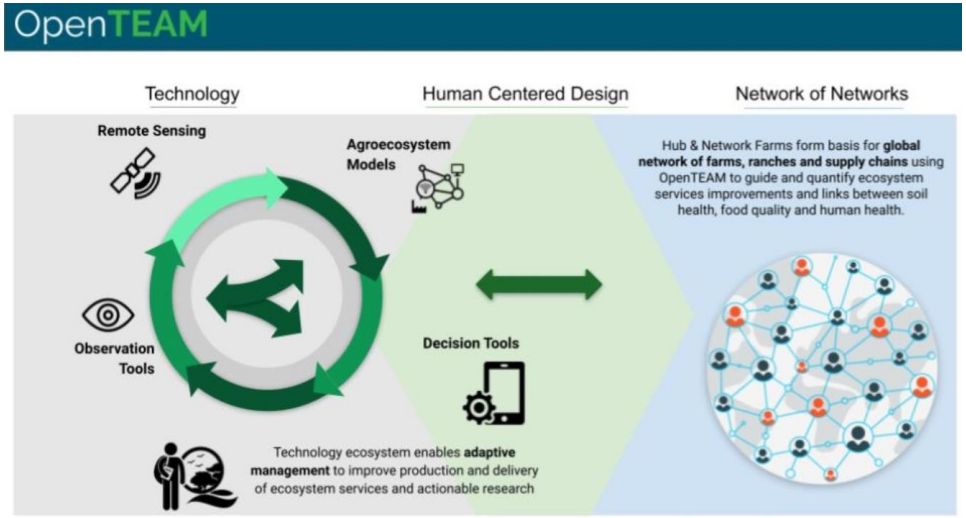
Equipping farms with tools to scale sustainable practices:

Wolfe's Neck and OpenTEAM

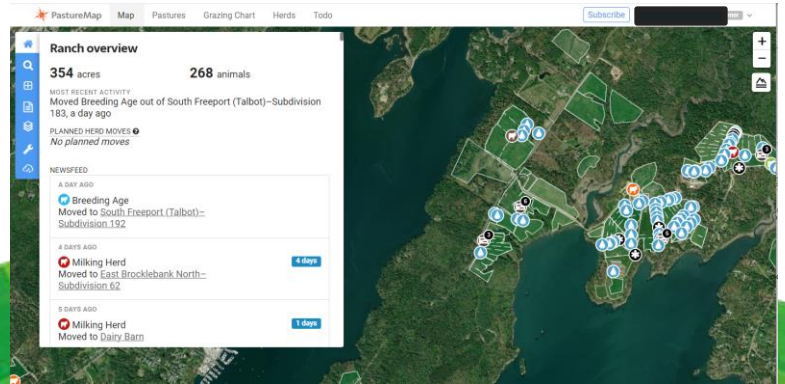
With over half of our emissions come from agriculture, we need to work with the farms we source from to help them reduce their impact.

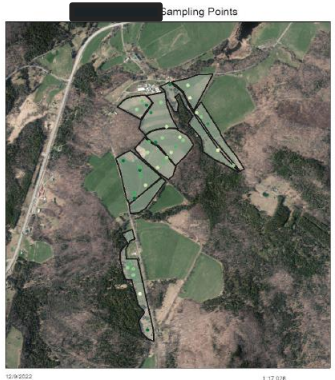
We worked with **Wolfe's Neck Center for Agriculture and the Environment, the Foundation for Food and Agriculture Research, USDA, and others to build OpenTEAM**, an initiative that convenes diverse stakeholders to encourage knowledge-sharing and develop tools for data collection and exchange centered on farm data privacy.

OpenTEAM



- Goal to develop **a network and technology ecosystem** that supports improving and measuring ecosystem services
- The community **co-develops interconnected technologies**; tools are open source, accessible, prioritize data privacy and sovereignty
- Stonyfield OpenTEAM pilot farms paid **$2,000 participation incentive and benefit from receiving Technical Assistance**

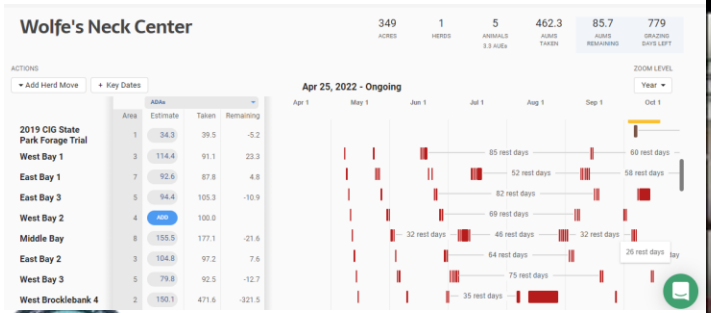


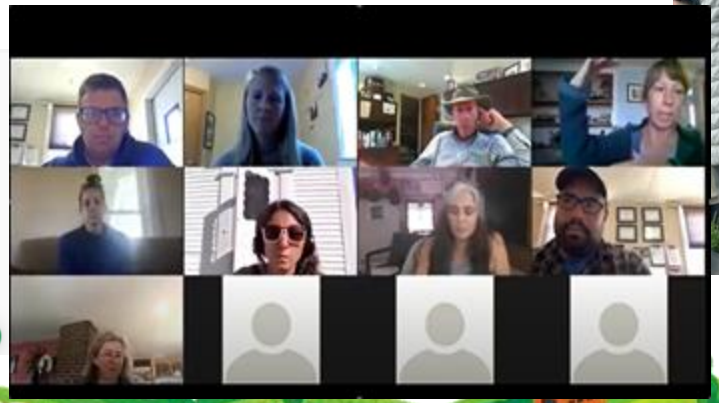


Carbon removals:

Setting a soil carbon baseline on Stonyfield's direct supply farms

- Organic Valley LCA estimated carbon sequestration potential on NE Farms:
  17-20% emission reduction per kg FPCM (Horacio et al. 2021)
- Technical Assistance program focuses on improving grazing and management practices to **build soil health and increase SOC sequestration**
  - Farmers paid incentive to track grazing management, review soil fertility with TAs, attend group meetings, and translate data into mgmt decisions
  - Goal is to identify and implement practices with a measurable impact on soil carbon, *measured in alignment with our SBT*

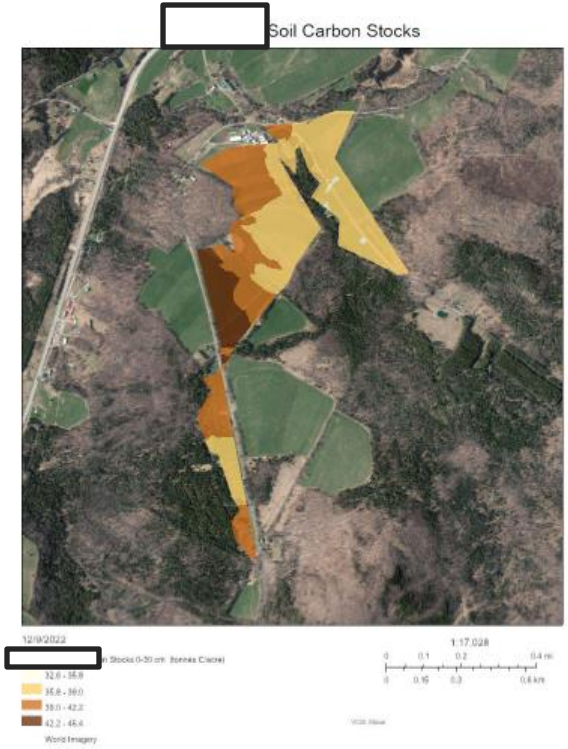




Carbon removals:

Setting a soil carbon baseline on Stonyfield's direct supply farms

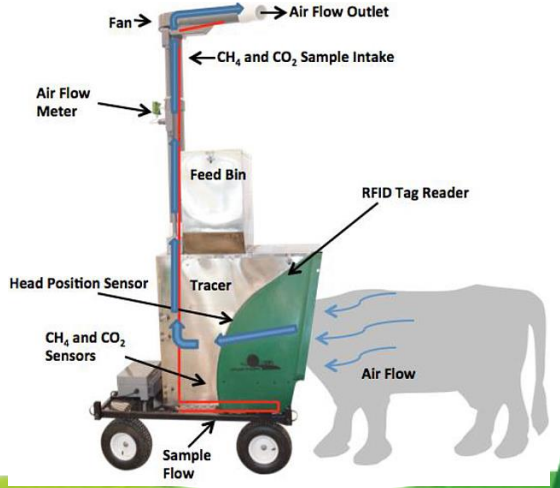
- Working with **The Soil Inventory Project** to design, implement, and analyze soil sampling on pilot farms in 2023 to establish carbon baseline
- Soil sample data and historic management data used to model carbon baseline and net field emissions, led by **Regrow**
  - Stonyfield covers costs associated with TSIP, Regrow, and staff time to complete sampling and data collection
  - Based on results, Stonyfield will develop incentive program to support adoption of practices with measurable impacts on emission reduction or carbon sequestration



	0-15 cm			15-30 cm		
Farm	Average Carbon Stock (tonnes C/acre)	Standard Deviation	Number of samples	Average Carbon Stock (tonnes C/acre)	Standard Deviation	Number of samples
[redacted]	22.5	3.5	38	16.7	5.1	38
Other Farms	25.1	8.0	140	15.1	6.1	140

GHG emission reduction:

Enteric methane seaweed trials

Stonyfield supports research at UNH, Bigelow Lab, and Wolfe's Neck Center to assess Atlantic seaweed varieties for impact on methane production

- Stonyfield provided funding for 2020 kelp trial at UNH and Wolfe's Neck Center, observed an 8% and 12% methane emission reduction, respectively
- Provided additional funding in 2022 & 2023 for ongoing research to increase GHG emission reduction potential of kelp through processing. Stonyfield is member of research Advisory Committee to support organic dairy use case.