Leather Learning Series: Part Two
Leather’s Connection to the Farm

Tuesday, June 23rd, 2020
Speakers

Anne Gillespie, Director of Impact Acceleration, Textile Exchange
Pablo Borrelli, Co-founder of Ovis 21, EOV Program Manager at Savory Institute
Charton Jahn Locks, Associate Founder and CEO, Aliança da Terra
Mariano Salerno, Director, Sustainable Products Development, ACDI
Kaley Segboer, Certification Framework Manager, CRSB
The primary goal of the Leather Impact Accelerator is to **accelerate positive impacts** in the leather industry through **widescale adoption** of minimum level of best practices.
Regenerative Livestock Farming

Pablo Borrelli, Co-founder of Ovis 21, EOV Program Manager at Savory Institute
pborrelli@ovis21.com
CORONAVIRUS: a rehearsal of a global emergency
34 ppm to disruption point (+2 degrees)

13.6 years at current rate
Livestock Production Systems

- INPUT LEVEL
  - LOW
  - HIGH

- PRODUCTIVITY
  - LOW
  - HIGH

- Extensive
- Intensive
- Regenerative
- Industrial
From reductionist management to holistic management.

Promote perennial species, native or exotic, with the greatest biodiversity (in a wide sense)

Promote natural soil fertility through fungal, biologically active soils.

Incorporate/keep trees in the landscape (silvopastoral systems)

Maximize photosynthesis, with ample carbon pulses
Regeneration Indicators

- ✔ Increase/maintenance of soil cover (perennial vegetation)
- ✔ Increase in water infiltration and retention
- ✔ Increase in biodiversity (soil, vegetation and wildlife)
- ✔ Increase in photosynthesis (primary production)
- ✔ Increase in soil carbon
Measuring Regeneration

Biodiversity

Water

Soil Carbon
NET TOTAL EMISSIONS

WHITE OAK PASTURES VS OTHER PROTEINS

(PER POUND OF PRODUCT)

Conventional Beef (U.S.)

Pork (CA)

Chicken (U.S.)

Beyond Burger™

Impossible™ Burger

Soy Bean (U.S.)

White Oak Pastures Beef

+33

+9

+6

+4

+3.5

+2

-3.5

WHITE OAK PASTURES BEEF SEQUESTERS MORE CARBON THAN IT EMITS

Emissions breakdown for every pound of White Oak Pasture's beef produced:

(POUNDS OF CO2 EQUIVALENT)

Belches & Gas

+29

Manure Emissions

+5

Plant Carbon

-4

Other Farm Activities

+1

Slaughter & Transport

+0.2

Soil Carbon

-35

NET TOTAL EMISSIONS

-3.5
The world’s first verified regenerative sourcing solution for meat, dairy, wool & leather.
LEATHER LEARNING SERIES PART TWO:

LEATHER'S CONNECTION TO THE FARM

CHARTON JAHN LOCKS COO
ALIANÇA DA TERRA S/A
INSIGHT INTO THE REALITIES OF PRODUCING CATTLE IN BRAZIL

2nd LARGEST HERD
216.1 MILLION HEAD

3rd BEEF PRODUCER
15.3% OF GLOBAL PRODUCTION

8.7% OF BRAZILIAN GDP
R$ 597.22 bn

Source: Athenago, Agroconsult data, Agrosatélite, IBGE, Inpe/Terraclass, Lapig, Prodes, Rally da Pecuária, Map Biomas
## SUSTAINABILITY

Land use in Brazil

### DISTRIBUTION OF AREAS IN BRAZIL ACCORDING TO OFFICIAL SOURCES OF MONITORING ON THE USE OF LAND AND PRODUCTION STATISTICS

<table>
<thead>
<tr>
<th>Types of occupancy</th>
<th>Million ha</th>
<th>Share</th>
</tr>
</thead>
<tbody>
<tr>
<td>Native vegetation</td>
<td>360.9</td>
<td>42.38%</td>
</tr>
<tr>
<td>Permanent preservation area</td>
<td>55.1</td>
<td>6.57%</td>
</tr>
<tr>
<td>Native vegetation fit for agriculture outside the Amazon biome</td>
<td>82.0</td>
<td>9.63%</td>
</tr>
<tr>
<td>Legal reservation area</td>
<td>54.6</td>
<td>6.41%</td>
</tr>
<tr>
<td>Recovering area (since 2003)</td>
<td>20.9</td>
<td>2.45%</td>
</tr>
<tr>
<td>Integrated use pasture land</td>
<td>150.5</td>
<td>17.67%</td>
</tr>
<tr>
<td>Exclusive pasture land</td>
<td>11.8</td>
<td>1.39%</td>
</tr>
<tr>
<td>Perennial, semi-perennial and annual agriculture</td>
<td>70.8</td>
<td>8.31%</td>
</tr>
<tr>
<td>Reforestation</td>
<td>7.1</td>
<td>0.83%</td>
</tr>
<tr>
<td>Urban centers, water bodies, roads, mangrove and other uses</td>
<td>38.0</td>
<td>4.46%</td>
</tr>
<tr>
<td><strong>Total area in the country</strong></td>
<td><strong>851.577</strong></td>
<td><strong>100.00%</strong></td>
</tr>
</tbody>
</table>

**Source:** Atheno ago, Agroconsult data, Agrosatélite, IBGE, Terracelas/Inpe, MAPA, Map Biomass, Lapg, Embrapa, Rally da Pecuária

- **MORE THAN 65%**
  - 42.38%
  - 17.67%
- **LESS THAN 20%**
  - 8.31%
  - 6.47%
  - 6.41%
  - 4.46%
  - 2.45%
  - 0.83%
IF 100% OF ALL THE DEFORESTATION AREA REGISTERED BETWEEN 2012 AND 2019 BECOME PASTURE (WHICH IS NOT), IT REPRESENTS AN INCREASE OF 3.32% OF PASTURELAND IN BRAZIL

WOULD IT BE CORRECT TO PENALIZE THE REST OF THE SECTOR (96.64%) BECAUSE OF THIS?
WHAT ARE THE GREATEST CHALLENGES PRODUCERS FACE?

- **Reputational Problems**
- **Market Concentration**
- **Brazilian Cost**

- Land Invasions
- Lack of Governance
- Lack of Infrastructure
- Fires
WHAT IS THE LIFE OF A PRODUCER? WHAT ARE THE RANGE OF ACTIVITIES THEY DO WITHIN A DAY, A YEAR?
WHAT ARE THE UNIQUE ASPECTS OF FARMING IN BRAZIL?
**CASE**

**SPANISH BREEDS**

**DESCRIPTION**
- 43 ranches verified
- 552k hectares under sustainable management
- 198k hectares preserved
- 167k cows (~80k heads slaughter/year)
- Genetic control
- 25.7 millions tons of forest carbon stock

**SOME RESULTS**
- 0 (zero) fires in 2019
- 0 (zero) deforestation in 2019
- 1.197 people working in safety and health conditions

**NECESSITIES**
- Technical assistance
- US$ 2.8 million to full adequacy
Produzindo Certo

MAIS VALOR PARA O AGRONEGÓCIO RESPONSÁVEL
Produzindo Certo has in its DNA the trajectory of the NGO Aliança da Terra, created in 2004. In all these years, we have developed, hand in hand with the farmer and the rancher, an exclusive methodology that identifies the actions necessary for rural properties to produce in balance with people and the environment.
PRODUZINDO CERTO TRANSFORMS AGRIBUSINESS CHAINS, BRINGING TOGETHER PRODUCERS AND COMPANIES COMMITTED TO THE CORRECT MANAGEMENT OF NATURAL RESOURCES AND RESPECT FOR SOCIETY
PRESENT IN MAIN PRODUCING REGIONS
BRAZIL AND LATIN AMERICA

TOTAL
5,838,605 ha
1,310 properties
All the information about your project can be followed online through a customized dashboard, accessed on your computer or smartphone from anywhere in the world.
The Producinto Certo team is made up of specialists in several areas, but all with a focus on seeking a balance between production and management of natural and human resources.

They are agronomists, forestry and environmental engineers, veterinarians and zootechnicians. They form multidisciplinary teams to analyze and propose actions to farmers and ranchers.

The group gains reinforcements from specialized professionals according to the demand for projects that require more professionals and new qualifications.

Idealizador
John Carter

Leadership
Aline Locks - CEO
Charton Locks - COO
Jack Turner - CFO

Technical team
Cristhiane Simioli
Maria Zelma Gomes
Monaliza Muhl
Fábio Almeida
Willian Campos
Jaime Dias
Jaila Raiane de Souza
Luiza Turcatoo

Comercial
Diego Pedr’Angelo

Administrative
Ciena Sousa

Financial
Jaline Mendes

Technology
Marcos Vinicius
Leather’s Connection to the Farm
Experience of ACDI with Livestock producers

Mariano Salerno and Máximo Marani

ACDI
¿Who we are? ¿What we do?

Previous Experience with livestock producer
• PROGAN
• Grassland management

“The future is in the forest” Gran Chaco
• Ecosystem Business model
• Transversal solution
ACDI

ONG founded in 90´s
Core Mission: Development of people
Design and execution of projects
Scope
  – Environment
  – Education
  – Employment
PROGAN

- Add value
- Quality Standardization
- Traceability
- Association to export directly
- Alliances with slaughter importers
- Access to credit
Partners

Other producer associations and companies

- Inter-American Development Bank
- PROGAN CARNE ARGENTINA
- ACDI Asociación Cultural para el Desarrollo Integral
- AVSI Associazione Volontari per il Servizio Internazionale
- Cooperazione Italiana
- Fundación Exportar
- Other producer associations and companies
ACDI es una organización comprometida en el desarrollo de las personas en todas sus dimensiones. Con la misión de ser sujeto de desarrollo diseña y ejecuta proyectos de cooperación que promuevan el desarrollo sostenible social y económico en los ambientes rurales y urbanos.

Para ACDI, ser Sujeto de Desarrollo implica ser un grupo humano integrado por personas que viven una amistad operativa y que tienen como tensión generar una capacidad crítica para ver mejor la realidad y trabajar en ella.

Group of livestock producers
“Grassland management for livestock production”
Grassland livestock benefits

Based on native ecosystem

Wildlife conservation (birds)

Each farm is a natural reserve of biodiversity

Standard developed
Gran Chaco Challenges

- 3rd largest forest in Latin America
- Largest dry forest in the world
- Cultural diversity presence of 40 indigenous and traditional communities
- 8% of total population is indigenous: Wichí, Chané, Qom, Iyojwa’ja (Chorote), Tapu’i (Tapieté)
- Deforestation and forest degradation
- Climate change emergency and lack of water access threaten the survival of these ecosystems and increase poverty, and
- Vulnerable population

Source: WWF Living Forest Report Chapter 5

Deforestation fronts (WWF 2015)
Gran Chaco Challenges for livestock producers

- Native forest is the main natural capital
- Lack of water supply
- Isolated communities
- Poverty
- Production of 270 thousand kilos of meat yearly
- Indigenous communities are dedicated to family farming, harvesting, fishing and hunting using all available resources from native forests
THE FUTURE IS IN THE FOREST is a movement that promotes business models to stimulate competitive and sustainable development by enhancing the value of natural and cultural capital, combining innovation with traditional knowledge. 4600 people involved in The future is in the forest.
<table>
<thead>
<tr>
<th>Livestock FARM</th>
<th>Forest - Wood</th>
<th>Non-Wood and Beekeeping</th>
<th>Agroforestry</th>
<th>Cultural Identity</th>
<th>Water</th>
<th>Connectivity</th>
<th>Credit</th>
</tr>
</thead>
<tbody>
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</tbody>
</table>

Solution

Business based on ecosystems
Sustainable Production Development

Planning
Land and property planning.

Infrastructure
Fences, electric fences, reforestation with native species, pasture, water

Production
Livestock, beekeeping, forest production, carob

Management and organization
ICTs for management, associative marketing, integration of the value chain, valorization of local production

Módulo 25 ha
Integration of forest and livestock management
Biodiversity
Gran Chaco Nanum Village is a partnership with Samsung Argentina. 20 technology centers were built to provide internet connectivity for local indigenous communities. This promotes economic and productive development.
Generation of a trinational alliance

OSC, private sector, Local and national governments, the Science and Technology system, development investment to contribute to the adaptive capacity and greater resilience of the Gran Chaco against impacts derived from climate change and climate variability
Access to water

Changes that matter
Thanks

Mariano Salerno

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@ACDIargentina
TEXTILE EXCHANGE
June 23, 2020

Kaley Segboer,
Certification Framework Manager
Advance continuous improvement of Canadian beef industry sustainability through multi-stakeholder engagement, collaboration, communication and science.

MISSION

Advance continuous improvement of Canadian beef industry sustainability through multi-stakeholder engagement, collaboration, communication and science.
Advance continuous improvement of Canadian beef industry sustainability through multi-stakeholder engagement, collaboration, communication and science.
Definition of SUSTAINABLE BEEF:
a socially responsible, environmentally sound and economically viable product that prioritizes the **Planet, People, Animals & Progress**
Key Components of the Framework

1. The Standards:
   • Sustainable Beef Production Standard
   • Sustainable Beef Processing Standard

2. Assurance Protocols
   • Guidance and requirements for the certification process

3. Chain of Custody Requirements
   • Technical and administrative requirements for tracking cattle, beef and claims about beef sourced from Certified Operations through the supply chain

4. Sustainability Claims
   • Guidance on how to communicate about the Framework, sustainable sourcing and CRSB’s initiatives
Two Standards

1. Sustainable Beef Production Standard
   – Cow-calf, backgrounding, feedlot, dairy beef
2. Sustainable Beef Processing Standard
   – Primary processors
## Indicator Assessment

<table>
<thead>
<tr>
<th>Entry Threshold (Score: 0)</th>
<th>Achievement (Score: 1)</th>
<th>Innovation (Score: 2)</th>
<th>Excellence (Score: 3)</th>
</tr>
</thead>
</table>

**Entry Threshold**: needs improvement prior to successful certification

**Achievement**: required for certification on all indicators

**Innovation and Excellence**: not required for certification, used to help advance and recognize continuous improvement
NR1: Riparian areas, wetlands, surface and ground water sources and nutrient runoff are responsibly managed to help maintain or enhance watershed health.
NR2: Soil health is maintained or enhanced.
NR 3: Practices that support carbon sequestration and minimize emissions are understood and/or employed.
NR4: Air quality for people and animals is responsibly managed. This requirement is applicable to feedlots only.
NR5: Grasslands, tame pastures and native ecosystems are maintained or enhanced.
NR6: Habitat for wildlife is maintained or enhanced, and wildlife conflict prevention is managed.
Animal Health and Welfare
AHW 1: Cattle are regularly monitored and have sufficient quantity and quality of water and feed, when required, to meet their physical needs.
AHW2: Cattle have sufficient quantity and quality of water.
AHW 3: Cattle shall be monitored on an ongoing basis to ensure prompt and appropriate treatment or care.
AHW 4: Animal health products are responsibly used and disposed.
AH5: Steps are taken to mitigate/minimize animal pain and distress.
AHW 6: Decision points for euthanasia are clear and methods of euthanasia are acceptable.
AHW 7: Feeding areas and pastures allow cattle to express normal behaviors including resting postures.
AHW 8: Unnecessary animal stress is minimized.
Thank you

[Website URLs and contact email]

- crsb.ca
- crsbcertified.ca
- info@crsb.ca
Thank you!

TextileExchange.org

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