



farmdoc

SUPPLY CHAIN SUSTAINABILITY: THE OPPORTUNITY FOR FARMERS

Featuring:

Hear from the people shaping supply chain sustainability efforts and learn how to position your farm for success.



February 3, 2026



Precision Conservation Management



College of Agricultural,
Consumer &
Environmental Sciences

UNIVERSITY OF ILLINOIS URBANA-CHAMPAIGN



Precision Conservation Management



Precision Conservation Management

**Understand how conservation practices
impact farm net returns.**

Address water quality concerns.

Prevent agricultural regulation.

**Position farmers to benefit
from positive conservation outcomes.**



Precision Conservation Management

Farmers get access to:

- **1-on-1 technical support**
- **Data collection platform**
- **Agronomy resources and expertise**

Provide farmers individualized yearly RAAP report featuring:

- ***Financial and Sustainability benchmarking***
- ***Economic cost tables***
- ***Environmental assessments***

How we work with Farmers:

- **\$750 participation payment**
- **Exclusive program offers cost share, other practice assistance**
- **Peer to Peer education & networking opportunities**

What Is PCM?

We help farmers leverage field data for greater profitability & environmental outcomes.

Precision Conservation Management (PCM) empowers farmers by turning **raw data into insights**. By analyzing for both **financial and environmental outcomes**, PCM helps farmers make informed decisions that **enhance profitability** while **promoting sustainable practices**. This practical approach not only supports the conservation of natural resources, but also ensures farming practices are sustainable for farmers' bottom line.



Precision Conservation Management



PCM Today

PCM now serves farmers in 4 states

PMC works with farmers in primary watersheds
in Illinois, Kentucky, Missouri and Nebraska.



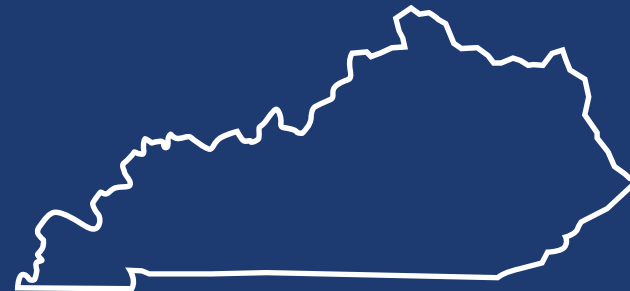
620
farmers
enrolled in 2025



681,765
acres assessed
in 2025



30+
partners
in 2025



Regional 1-on-1 Support



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Coming Soon!

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Tazewell, Woodford, Peoria, Fulton, Mason,
Cass, Brown, Schuyler & McDonough



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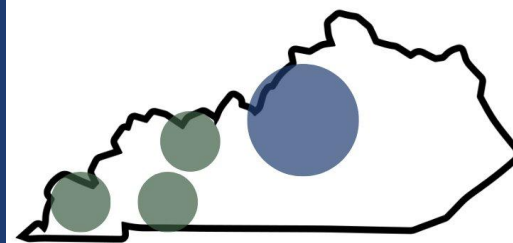
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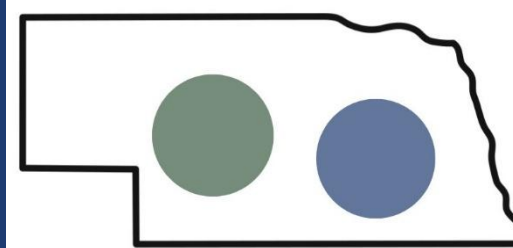
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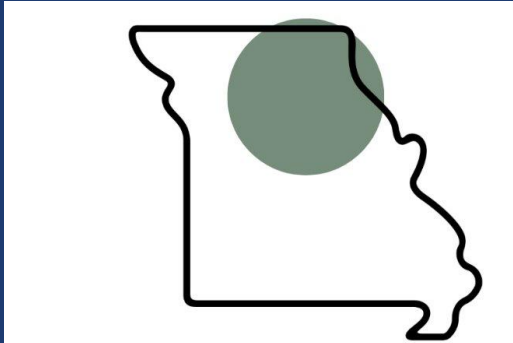
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Partnerships

30+ Partner Companies

PCM strategically partners with state commodity organizations, supply chain companies, government agencies and more. Each of these partnerships strengthens our ability to provide meaningful insights and opportunities for farmers.



Precision Conservation Management



Check us out online: www.precisionconservation.org

PCM PepsiCo Partnership



Why Agriculture? Why Now?

Kyle Kasten, US Sustainable Ag Lead at PepsiCo

PEPSICO POSITIVE (PEP+)

High-level overview

February 3, 2026

CONFIDENTIAL

pep+ overview

Our vision is to **Be the Global Leader in Convenient Foods and Drinks by Winning with PepsiCo Positive (pep+).**

pep+ is our strategic end-to-end transformation that places sustainability at the **center of our business** strategy, seeking to drive growth and build a stronger, more resilient future for **PepsiCo and the communities** where we operate.

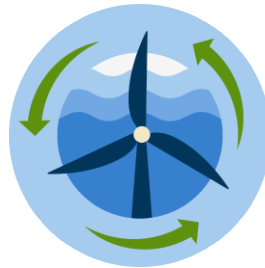
PEP+ HAS 3 INTERCONNECTED PILLARS:



POSITIVE AGRICULTURE

We are working to source our crops and ingredients in ways that restore the earth and strengthen farming communities.

POSITIVE VALUE CHAIN



We are helping to build a circular and inclusive value chain.

POSITIVE CHOICES



We are inspiring consumers through our brands to make choices that create more smiles for them and the planet.

POSITIVE AGRICULTURE AT PEPSICO

2030 Goals

90%
sustainably sourced ⁽¹⁾
key ingredients
and 10% Engaged

10 million
of land regenerative,
restored or protected

250,000+
people's livelihoods
improved in our
agricultural
supply chain

30%
Reduction in
Forest, Land &
Agriculture
(FLAG) GHG
emissions

No deforestation
by 2025,
no deforestation
or conversion
by 2030

Scope

Including grower-sourced crops (potatoes, whole corn, oats), and supplier-sourced key ingredients from third parties (vegetable oils, sweeteners, grains, etc.).

Approximately equal to 100 percent of the land used globally to grow key crops and ingredients for the company's products.

Focusing on the most vulnerable farming communities linked to the global value chain, including smallholder farmers and farm workers, women and minority farmers.

All key ingredients

High Risk Ingredients
(*palm oil, Sugarcane, fiber packaging, soy and cocoa*)

KPIs

% Sustainable MT
and % Engaged MT
against total volume

- 1. Acres Regenerative
- 2. Acres Restore & Protect

Number of
people impacted

Tons GHG
reduced or removed

% ingredient volumes

PEPSICO IS HEAVILY GROUNDED IN AGRICULTURE



¹ Refined goal announced on May 22, 2025. 2024 performance calculated retroactively. For more information, see [Calculation Methodology](#)

² Sustainably sourced refers to in-scope ingredient volumes that meet the established criteria outlined in PepsiCo's [Sustainable Sourcing Guidelines](#).

Sustainable Sourcing practices can help manage risks, but challenges like deforestation or social issues can persist in some regions.

Refined goal announced on May 22, 2025. 2024 performance calculated retroactively. For more information, see [Calculation Methodology](#)

OUR APPROACH TO SUSTAINABILITY AND KEY PARTNERS



Partnerships



Voluntary



Flexible



Pre-Competitive



Incremental



Trusted Third Parties



Precision Conservation Management




Soil and Water Outcomes Fund®




PRACTICAL FARMERS of Iowa




ADM




Critical Support



Financial



Agronomics



Peer-to-Peer

PCM PepsiCo Partnership



Scope 3 Emissions

- What are Scope 1, 2, and 3 emissions?
- How do conservation practices like cover crops, reduced tillage, and nitrogen efficiency contribute to Scope 3 reductions?
- What's required to verify and claim these reductions?
How does PCM/PepsiCo partnership help accomplish this?

PCM PepsiCo Partnership



Supporting Farmers Through Practice Changes

This program was designed by PCM and PepsiCo to help farmers account for the conservation practice benefits they produce in PepsiCo's supply chain. Farmers are paid for practices and PepsiCo uses the carbon credits produced to account for supply chain emissions reductions.

| Cover Crops | No-Till/Strip Till | MRTN/10% N Reduction |
|--|--|--------------------------------|
| \$15/acre 1 st and 2 nd year | \$10/acre 1 st and 2 nd year | \$10/acre 1 st year |
| \$10/acre 3 rd year and beyond | \$5/acre 3 rd year and beyond | |

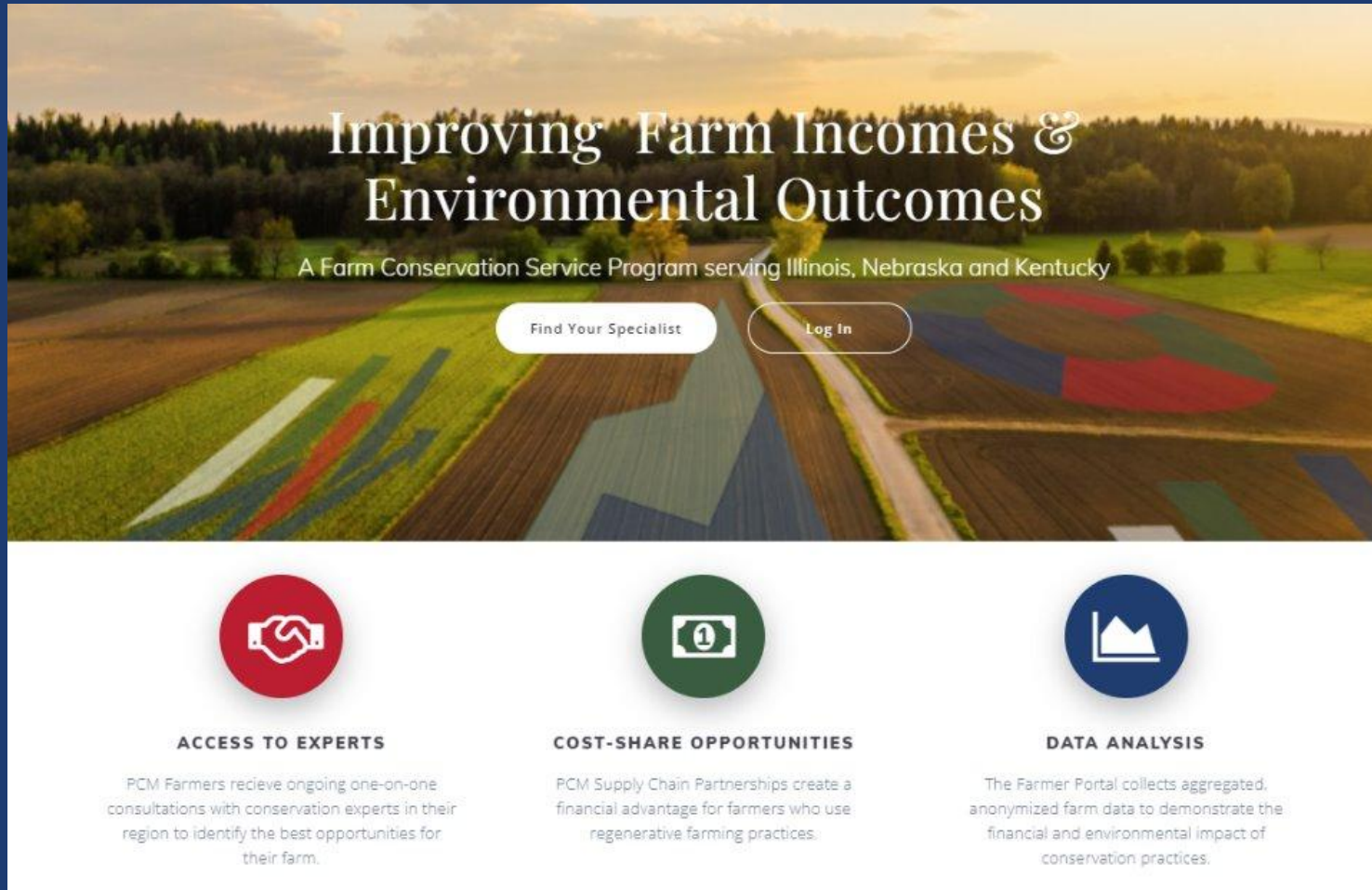
PCM PepsiCo Partnership



Looking Ahead

- **Future outlook of supply chain Scope 3 emission goals**
- **What farmers can expect as sustainability efforts gain momentum**
- **Why early participation creates advantages in an evolving market**


Get in Touch



Improving Farm Incomes & Environmental Outcomes


A Farm Conservation Service Program serving Illinois, Nebraska and Kentucky

[Find Your Specialist](#) [Log In](#)




ACCESS TO EXPERTS

PCM Farmers receive ongoing one-on-one consultations with conservation experts in their region to identify the best opportunities for their farm.



COST-SHARE OPPORTUNITIES

PCM Supply Chain Partnerships create a financial advantage for farmers who use regenerative farming practices.



DATA ANALYSIS

The Farmer Portal collects aggregated, anonymized farm data to demonstrate the financial and environmental impact of conservation practices.

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www.PrecisionConservation.org

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Educational Partners



College of Agricultural,
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Environmental Sciences

UNIVERSITY OF ILLINOIS URBANA-CHAMPAIGN

Department of
Agricultural &
Consumer Economics

Illinois Extension



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Agriculture
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Program



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