



Minutes No. 176 of the Executive Board Meeting held on

Wednesday, November 25, 2020, 15:00 to 18:00 CET time (in accordance with article 21, section [1] of the RTRS Statutes).

Agenda:

1. Welcome to new Europe Outreach and Engagement Manager, Evert Raymakers.
2. Approval of the Executive Board meeting minutes No. 175.
3. (a) October 2020 Key Performance Indicators (KPIs).
(b) Priorities Update.
4. Approval for the write-off of bad debts.
5. Letter of Intent: Balsas Region PCI Compact between IDH - The Sustainable Trade Initiative and FAPCEN - Foundation to Support Research of the North Export Corridor.
6. RTRS GHG Roadmap: Work Plan proposal for RTRS made by Blonk Consultant.
7. Approval of decision to join the Low Carbon Soybean Programme.
8. Approval of RTRS' Questionnaire and Positioning Statement to participate in the Public Consultation Deforestation and Forest Degradation – Reducing the Impact of Products Placed on the EU Market.
9. Update on the RTRS participation in the international “Working Group on Biodiversity Communication” within the One Planet network Programme on Consumer Information (CI-SCP) coordinated by the United Nations and the R&D project on communicating biodiversity and eco system services, funded by the German Federal Agency for Nature Conservation (BfN)/Federal Ministry for the Environment (BMU).
10. (a) “Beyond 2020” RTRS Strategy: approval of Project Draft 3.
(b) Update on the discussions related to the Working Group on the stepwise approach standard.
11. Any other business.
12. Closing.



A. Introduction

The meeting of the Executive Board of Round Table on Responsible Soy Association (RTRS) starts on Wednesday, November 25, 2020 at 15:00 CET time.

Participants: RTRS Executive Board members:

- Marina Born, Caldenes S.A. (constituency: Producers): marina.engels@responsiblesoy.org
- Juliana de Lavor Lopes, Amaggi (constituency: Producers): juliana.lopes@amaggi.com.br
- Gisela Regina Introvini, FAPCEN (constituency: Producers): giselaintrovini@hotmail.com
- Sareh Forouzesh, Carbon Disclosure Project (CDP) (constituency: Civil Society Organizations): Sareh.Forouzesh@cdp.net (Alternate for Morgan Gillespy): Morgan.Gillespy@cdp.net
- Hernan Zunino, The Nature Conservancy (TNC) (constituency: Civil Society Organizations): hernan.zunino@tnc.org
- Ulises Martínez Ortiz, Fundación Vida Silvestre Argentina (FVSA) (constituency: Civil Society Organizations): ulises.martinez@vidasilvestre.org.ar
- Judith Ginsberg, LIDL, (constituency: Industry, Trade and Finance): Judith.Ginsberg@lidl.com
- Lieven Callewaert, Soy4Brands, (constituency: Industry, Trade and Finance): lieven.callewaert@soy4brands.org
- Jochem Bouwmeester, Rabobank, (constituency: Industry, Trade and Finance): jochem.bouwmeester@rabobank.com
- Stefan Heinke, Bayer AG, (constituency: Industry, Trade and Finance): stefan.heinke@bayer.com
- Jorn Jasper Schouten, ACT Commodities (constituency: Industry, Trade and Finance): JSchouten@actcommodities.com

RTRS Secretariat based in Zurich:

- Evert Raymakers, RTRS's Europe Outreach and Engagement Manager: evert.raymakers@responsiblesoy.org

RTRS Secretariat based in Buenos Aires:

- Marcelo Visconti, RTRS Executive Director: marcelo.visconi@responsiblesoy.org



- Laura Villegas, Communications Officer:
laura.villegas@responsiblesoy.org
- Daniel Kazimierski, Technical Unit Officer:
daniel.kazimierski@responsiblesoy.org
- Ana Laura Andreani, Technical Unit Analyst:
ana.andreani@responsiblesoy.org

Special guests invited:

- Ana Carolyne Ribeiro Queiroz, FAPCEN: (constituency: Producers):
ascom@fapcen.org.br (Alternate for Gisela Regina Introvini,
FAPCEN): giselaintrovini@hotmail.com
- Cid Sanches, RTRS External Consultant: cidsanches64@gmail.com
- Mabel Fernández, RTRS Financial External Consultant:
mabelau.fernandez@gmail.com
- Constantin Malik, Malik Institute: constantin.malik@mzsg.ch
- Josef Coellen, Malik Institute: josef.coellen@mzsg.ch

Marina Born, President of the RTRS Executive Board, chairs the meeting and welcomes the participants to the Executive Board meeting. The agenda is presented, and participants are asked whether any additional topics should be included. No other topics are included. The meeting begins.

B. Quorum and proposals

Marina Born ascertains that the quorum required to validly pass resolutions has been reached. The Executive Board considers the following items on the agenda:

1. *Welcome to new Europe Outreach and Engagement Manager, Evert Raymakers.*

The Executive Board members and the RTRS Secretariat welcome Evert Raymakers, new RTRS's Europe Outreach and Engagement Manager since November 1st, 2020.

After a brief conversation, the Executive Board members decide to move to the next item in the agenda.

2. *Approval of the Executive Board meeting minutes No. 175.*

Minutes No. 175 are reviewed page by page.

In the absence of any objections, Marina Born confirms that the Executive Board approves the resolution.



The RTRS Executive Board resolves the following:

“The Executive Board meeting minutes No. 175 are approved (by consensus).”

3. (a) *October 2020 Key Performance Indicators (KPIs) & (b) Priorities Update.*

October 2020 Key Performance Indicators (KPIs) are presented to the Executive Board members. It is informed that there was a 41% increase in uptake (credits and mass balance) compared to figures year to date October 2019. Additionally, it is reported that 11 new organizations have joined RTRS so far in 2020.

Jorn Jasper Schouten remarks that RTRS should revise the annual full-invoicing criteria for new members joining RTRS during the second semester of the year in order to encourage companies to become RTRS members in this period. Marcelo Visconti agrees and states that the Secretariat will work on a proposal to be presented in a future Executive Board meeting for its analysis and approval.

Moving to the June 2019-October 2020 Priorities, an update is presented to the Executive Board members.

First, it is reported that the ISEAL’s Committee has recommend RTRS for the ISEAL Community Membership. Nevertheless, ISEAL has conditioned the RTRS’s ISEAL Community Membership to the finalization and ratification by the RTRS Executive Board of the Conflict of Interest (COI) Policy by the end of March 2021. At the ISEAL Board Meeting to be held on December 2nd, 2020, ISEAL will ultimately decide on the status of RTRS.

Second, it is informed that the European Outreach and Engagement Manager’s appointment is effective as from November 1st, 2020.

Third, Lieven Callewaert asks about the CSI status. In this regard, it is informed that, even though RTRS is participating of the CSI Steering Committee with a voting capacity as agreed by the Executive Board members at the meeting held on June 25, 2020, there is still a process which remains pending involving the legal analysis of the current CSI’s Terms of Reference (ToR) – which were neither approved by the CSI nor by the RTRS Executive Board members. In addition, it is confirmed that due to budget prioritization the legal analysis on the CSI’s ToR will take place in 2021.

In response to this, Lieven Callewaert suggests revising such analysis process and mentions that current conversations within the CSI led to the development of the CSI’s Statutes; thus, he suggests not to analyze the ToR, which is a temporary document, and analyze the CSI’s Statutes instead.

Marcelo Visconti remarks that the decision on the development of CSI’s Statutes is new for the Secretariat and the people participating and representing RTRS in the CSI, namely Marcelo Visconti and Laura Villegas, who were never involved in any conversation neither informed about the decision of developing of statutes, and agrees that, in light of



this new information, the best approach would be to analyze the CSI's Statutes whenever ready instead.

Moving to the RTRS Umbrella Story, the Executive Board members are updated on the communication visibility approach in place since the second semester of 2020 and on the branding video, which is expected to be broadcasted and campaigned by the end of December 2020 or the beginning of 2021.

Referring to the "Beyond 2020" RTRS Strategy, Marina Born requests to organize a meeting with the RTRS Strategy Sounding Board (Aapresid, Unilever and WWF) in order to work together on an update and feedback on the advances. Marcelo Visconti confirms he will work with the Malik Institute to organize the requested meeting.

Thereupon, reference is made to the remaining priorities. The Executive Board members are informed that the RTRS Standard for Responsible Corn Production V.1.0; the "Beyond 2020" RTRS Strategy; the RTRS Umbrella Story; the Collaborative Soy Initiative (CSI) and the RTRS Conversion Factors System project have been conducted as planned, including the launching of the RTRS Soy Conversion Factors and the RTRS Soy Footprint Calculator.

Since no further comments or questions are posed on the subject, the Executive Board members decide to move to the next item of the agenda.

4. Approval for the write-off of bad debts

The proposal for the write-off of bad debts is presented to the Executive Board members. It is informed that the bad debts are split into the following categories: (i) 2018 Extraordinary Membership, (ii) 2020 Membership, (iii) 2018 Certification Fees, and (iv) Annual Conference fees which in the aggregate reached an amount of €18,050.

After a brief exchange of views and in the absence of any objections, Marina Born confirms that the Executive Board approves the resolution.

The RTRS Executive Board resolves the following:

"The write-off of bad debts is approved (by consensus)."

5. Letter of Intent: Balsas Region PCI Compact between IDH - The Sustainable Trade Initiative and FAPCEN - Foundation to Support Research of the North Export Corridor.

Context and background on the *Letter of Intent: Balsas Region PCI Compact between IDH (The Sustainable Trade Initiative) and FAPCEN (Foundation to Support Research of the North Export Corridor)* is presented for approval to the Executive Board members. Furthermore, it is informed that a *Balsas Region PCI Compact Memorandum of Understanding (MoU)* between IDH and FAPCEN is being developed to formalize and frame the Balsas Region PCI Compact, its objectives and potential partners to be involved.

After a brief exchange of views about the initiative and the potential role of RTRS, the Executive Board members request an English and final version of both the Letter of



Intent and the Memorandum of Understanding of the Balsas Region PCI Compact to properly analyze them, give feedback and further decide on the participation of RTRS.

Thereupon, Marina Born confirms that the Executive Board reject the resolution.

The RTRS Executive Board resolves the following:

“The execution of the Letter of Intent: Balsas Region PCI Compact between IDH - The Sustainable Trade Initiative and FAPCEN - Foundation to Support Research of the North Export Corridor is rejected (by consensus).”

6. *RTRS GHG Roadmap: Work Plan proposal for RTRS made by Blonk Consultant.*

Following the Executive Board informal meeting with Blonk Consultant held on November 10, 2020, and as per requested by the Executive Board members during the Executive Board meeting held on October 29, 2020, the *GHG Roadmap: Work Plan proposal for RTRS made by Blonk Consultant* is presented. It is stressed again that it is a market driven approach which accurately fits with soy sector stakeholders needs.

In this regard, Jorn Jasper Schouten asks to implement a process to update the Executive Board members on the progress of the GHG Roadmap work plan on a regular basis.

In the absence of any objections, Marina Born confirms that the Executive Board approves the resolution.

The RTRS Executive Board resolves the following:

“The RTRS GHG Roadmap: Work Plan proposal for RTRS made by Blonk Consultant is approved (by consensus).”

7. *Approval of decision to join the Low Carbon Soybean Programme.*

The *Low Carbon Soybean Programme* designed by the WRI 20x20 Initiative, the Conservation Strategy Fund and Carbon Group Agro Climatic Solutions in order to support farmers who adopt sustainable soil management practices to mitigate GHG emissions, sequester soil carbon and reduce deforestation risks in Argentina and Paraguay (and Brazil to be included in the future) is presented to the Executive Board members.

It is informed that RTRS was invited to join this Programme as a participating organization. Thus, a proposal of the scope of RTRS participation is analyzed and presented.

After a brief exchange of views and in the absence of any objections, Marina Born confirms that the Executive Board approves the resolution.

The RTRS Executive Board resolves the following:

“The proposal to join the Low Carbon Soybean Programme is approved (by consensus).”



8. *Approval of RTRS' Questionnaire and Positioning Statement to participate in the Public Consultation Deforestation and Forest Degradation – Reducing the Impact of Products Placed on the EU Market.*

Following Executive Board members' indications during the Executive Board meeting held on October 29, 2020, only the topics and questions based on the feedback provided by the Executive Board members up to the date of this meeting were submitted for discussion and approval, which are Q1.1; Q3.4; Q3.5 and Q.3.16.

After a brief exchange of views and in the absence of any objections, Marina Born confirms that the Executive Board approves the resolution.

The RTRS Executive Board resolves the following:

“RTRS' Questionnaire and Positioning Statement to participate in the Public Consultation Deforestation and Forest Degradation – Reducing the Impact of Products Placed on the EU Market is approved (by consensus).”

9. *Update on the RTRS participation in the international “Working Group on Biodiversity Communication” within the One Planet network Programme on Consumer Information (CI-SCP) coordinated by the United Nations and the R&D project on communicating biodiversity and eco system services, funded by the German Federal Agency for Nature Conservation (BfN)/Federal Ministry for the Environment (BMU).*

In view of the limited time available for this meeting, the Executive Board members decide to postpone discussion of this matter to the next RTRS Executive Board meeting.

10. (a) *“Beyond 2020” RTRS Strategy: approval of Project Draft 3* & (b) *Update on the discussions related to the Working Group on the stepwise approach standard.*

An overview on the progress of the process and the timeline of deliveries of the “Beyond 2020” RTRS Strategy is presented.

Marcelo Visconti confirms that the document “Beyond 2020” RTRS Strategy Project Draft 3 presented for approval in this meeting is the compilation of the set of chapters so far approved by the Executive Board members in former meetings, except from *Chapter 10 Strengthen the role of “The Round-Table,”* which is included in the compilation “Beyond 2020” RTRS Strategy Project Draft 3, as it was presented during the Executive Board meeting held on October 29, 2020.

Lieven Callewaert remarks that any approval on this document is conditional upon the feedback from the RTRS Strategy Sounding Board and, therefore, it is still subject to future amendments which may result out of such feedback. Ulises Martínez Ortiz supports Lieven Callewaert's clarification.

Juliana de Lavor Lopes adds that the “Beyond 2020” RTRS Strategy Project 3 should have the approval of the RTRS Strategy Sounding Board before the RTRS Executive Board final approval. The Executive Board members agree.



After a brief exchanges of views, the Executive Board members agree to wait for feedback regarding the advances and outcomes already achieved in the *Beyond 2020* RTRS Strategy Project Draft 3 from the RTRS Strategy Sounding Board in order to review and analyze the impact it might have in the “Beyond 2020” RTRS Strategy.

Lieven Callewaert will be in charge of organizing the meeting between the Executive Board members and the RTRS Strategy Sounding Board (Aapresid, Unilever and WWF) to work on the *Beyond 2020* RTRS Strategy Project Draft 3 which is requested to occur before the Executive Board meeting taking place on December 17, 2020.

In the absence of any objections, Marina Born confirms that the Executive Board rejects the resolution.

The RTRS Executive Board resolves the following:

“The approval of the “Beyond 2020” RTRS Strategy Project Draft 3 is rejected (by consensus).”

Additionally, an update on *Chapter 15. Market in South America* is presented to the Executive Board members.

Marina Born suggests to include Peru as a potential market in the sustainable aquaculture, and asks to add the feed sector (e.g. poultry, pork) in South American countries as the potential market demand of sustainable produced soy (soy products) and corn (corn products), because of the change towards animal protein beyond the trading of raw material. She additionally mentions the relevance of the biofuels sector, – being encouraged by legislations in Brazil and Argentina – which are driving to sustainable energy, and therefore, to a potential RTRS uptake (this involves soy (biofuels) and corn (ethanol)).

Moreover, Marina Born refers to the strong need to focus on AgTech (e.g. digital farming, remote sensing, data analysis and biotechnology) all areas still currently being addressed by startups, being that new technology is going to revolutionize the way food is produced in South America.

Marcelo Visconti agrees and suggests adding a new objective about how RTRS will engage with the above-mentioned sector.

Regarding the remaining chapters, Constantin Malik mentions there are two new chapters under development, *Chapter 12 Adding value to RTRS certified material including environmental footprint measurement* and *Chapter 9 Grow into new markets and regions*, in addition to *Chapter 15 Market in South America* planned to be presented during the Executive Board meeting to be held on December 17, 2020.

With regards to the update on the discussions related to the working group on the stepwise approach standard, and in view of the limited time available for this meeting, the Executive Board members decide to postpone the discussion of this matter.



11. Any other business

The Executive Board members decide not to discuss any other business.

12. Closing.

The meeting is closed on Wednesday, November 25, 2020 at 18:00 CET time.

Marina Born
RTRS President

Marcelo Visconti
Executive Director of RTRS