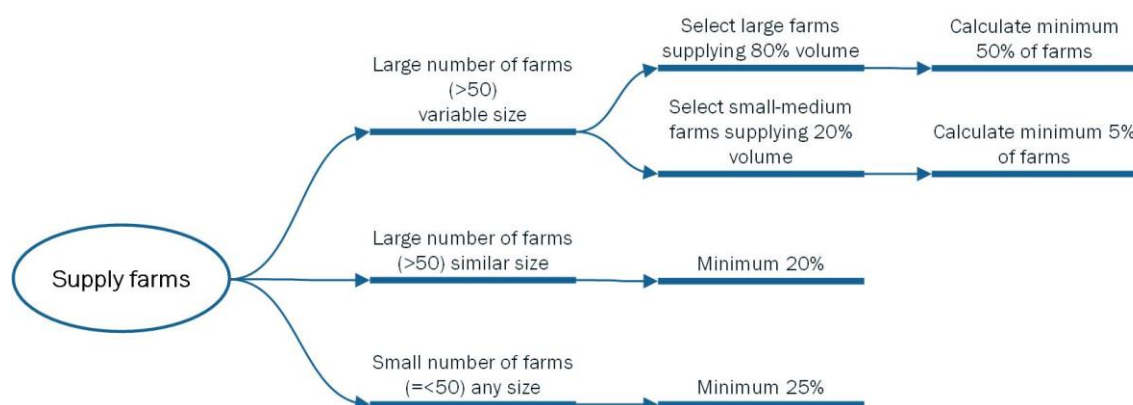# APPENDIX 3
## SAMPLING METHODOLOGY
### PROCEDURE FOR SELECTING THE SAMPLE FOR AUDITING FARMS UNDER THE PROTERRA STANDARD

INTRODUCTION

The approach for auditing the agricultural supply under ProTerra Standard comprises the assessment of the productive system. For this purpose, the audited sample must be representative of agricultural area or jurisdiction supplying a given industrial processing facility, i.e. the agricultural production system. The following is a methodology for determining farm samples in any production area where there is a large number of farms supplying a crushing plant or mill.

METHODOLOGY FOR SAMPLING

One considers the crop volume delivered to the crushing as the main indicator for determining the classification of the farm. Experience has shown that (1) this is the parameter of most relevance to the certified operator, and (2) this parameter relates closely with the organizational capacity of the farm operation. Below one finds a simple diagram summarizing the possibilities:



For the sake of simplicity, one recommends using the following table:

| | | | |
|---|---|---|---|
| Case 1 | > 50 supply farms of variable size (large, small) | Select farms supplying 80% of crop volume or amount | Calculate a minimum of 50% of these farms and make a draw |
| | | Select farms supplying 20% of volume or amount | Calculate a minimum of 5% of these farms and make a draw |
| Case 2 | > 50 supply farms, homogeneous base, similar size | Select a minimum of 20% of the number of farms | Make a draw |
| Case 3 | ≤ 50 farms, any size | Select a minimum of 25% of the number of farms | Make a draw |

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