

WHY ECOSYSTEM SERVICES MARKET CONSORTIUM (ESMC)?

We encourage all farmers and landowners to seek out the ecosystem and carbon payments platform that works best for their situation. We are collaborating with ESMC on this project because they offer a low-risk way for farmers to explore carbon market payments for new soil health practices. Specifically:



- 1 The contract is non-binding
 - Because this is an ESMC pilot program, farmers will sign annual contracts at a time. If they choose to not renew their contracts, they can leave the program without penalty from ESMC.
 - This enables farmers to try out a program without a binding, multi-year contract.
- 2 The payments are non-variable
 - Many other carbon payments are variable year to year and based on actual carbon storage rates.
 - This pilot will pay farmers a flat rate of **\$20 per acre per year** regardless of current market payment rates or the amount of carbon stored per year.
 - This is intended to give farmers certainty around the level of revenue they'll generate through this project.
- 3 Simplified data collection
 - ESMC is piloting multiple data collection methods, including remote imaging, to reduce the data burden placed on farmers.
- 4 “Stacked” payments
 - ESMC is developing ways to compensate farmers for multiple benefits from the same practice on the same acres. In addition to soil carbon storage, benefits include water quality improvements and biodiversity.
- 5 ESMC is a not for profit
 - ESMC's non-profit structure minimizes transaction costs and maximizes value for farmers.
 - They are a private-public partnership, with backing from Foundation for Food and Agriculture Research.