

HOW SOME LEADING CARBON MARKETS COMPARE

To learn more about the tools, incentives and points of differentiation each of these carbon markets offer to farmers, visit:

AgWeb.com/carbon-markets

	BAYER	ESMC	FARMERS BUSINESS NETWORK	INDIGO AG	NORI	NUTRIEN
Market Launch Date?	2020	Fall of 2022	September 2020	June 2019	September 2019	2021
Acreage Enrollment Minimum	10 acres	No minimum	Various, but generally at least 200 acres	150 acres (a minimum of one field)	1,000+ acres	Target: 500 to 10,000 acres per producer.
Per-Acre Cash Payment to Farmers?	\$10 (producers will be paid by the acre, not by the amount of carbon sequestered).	Not specified. Producers will be paid annually for the amount of increased soil carbon sequestered, reduced GHG emissions, pounds of phosphorus and nitrogen and tons of sediment prevented from release into the watershed, and annual water savings from reduced irrigation (based on ESMC quantification, verification and third-party certification).	Payments are market and buyer dependent. Producers can receive anywhere from 30¢ per acre for research programs to more than 15¢ per bushel for identity preserved premium programs.	\$15 per carbon credit, with a guaranteed price floor of \$10 for growers who enrolled in the program beginning in 2020.	\$15 to date, which is based on current prices for producers generating and selling Nori Carbon Removal Tonnes (NRTs). Producers set the floor selling price for NRTs, which sell when buyers are willing to pay that floor price plus Nori's transaction fee.	Not specified. Carbon pricing is under development but is expected to be at a level to support the adoption of targeted agronomic practices by growers.
What Do Your Contracts Require Farmers to Do? What Are the Terms?	Bayer's carbon initiative pays producers for adopting climate-smart practices such as no-till, strip-till and the planting of cover crops. Producers are required to plant corn or soybeans, have an active FieldView Plus account and agree to share the data needed for the program.	<ul style="list-style-type: none"> ▶ The contract period is 10 years and includes cropland or rangeland. ▶ There is no contractual volume for producers; the producers' outcomes are calculated annually over the course of a 10-year crediting period, which can be renewed to a maximum of 20 years. ▶ Producers must register and enter required information for asset or credit generation, and certify information entered is accurate. ▶ Producers must show ownership of the assets to be generated to sell them into the market. ▶ No enrollment fee or requirement to purchase ag products. ▶ Implementing conservation could have associated costs. Producers might be responsible for practice implementation costs and expenses such as soil carbon testing. 	Producers share information with Gradable on their crop production practices (including planting, fertilizer applications, tillage and harvest), which is processed with artificial intelligence that leverages 240 million acre-events of farm data from FBN. Gradable validates and distills the practices into a single farm-level score, which allows farms to be rewarded for practices without having to share detailed practice information with buyers.	<ul style="list-style-type: none"> ▶ Producers dictate their own participation in Indigo Carbon and may choose to pilot on a handful or all of their fields in the first year. Growers can continue to enroll more eligible fields in subsequent years if they qualify. ▶ To be eligible for the program, a grower must contract at least one eligible crop field, hold exclusive operating rights to their land, have not cleared the land in the past 10 years and not receive payments for the land through another carbon credit program. ▶ Producers must commit to making at least one practice change on each enrolled field. There is no cap on the number of acres growers can enroll. ▶ Producers must submit three to five years of historical data depending on crop rotation as well as current season details about planting and harvest dates, tillage and fertilizer applications. When applicable, farmers must provide information on cover crops, organic amendments, irrigation and grazing. 	<ul style="list-style-type: none"> ▶ The individual (producer) who signs the contract is signing a 10-year contract to make their best effort to retain carbon and report on data annually. ▶ To qualify, third-party verification costs are paid by the participating farmer. Verification must occur once every three years. ▶ The producer must receive assignment of authority from any landowners of farms they plan on enrolling in the Nori marketplace. ▶ Anyone who receives cash from credits sold must pay taxes on that income (taxes determined by the state in which the farmer lives). 	The program, which is activating through Nutrien Ag Solutions, is voluntary and will involve a producer program participation agreement, which requires producers to fulfill sustainable farming practice obligations to receive grower payments. Producers participating in the program will agree to start providing data and implementing practice changes shortly after signing up. Details of the program are still under development, including terms and conditions.
More Information	BayerCarbon.com	EcosystemServicesMarket.org	Gradable.com	IndigoAg.com/for-growers/indigo-carbon	Nori.com/for-growers	Nutrien.com