

Exchange Market:

A new way to get paid for reducing farm emissions.

Introducing Exchange Market—
 an innovative funding scheme that
 rewards you for reducing emissions,
 whilst giving you control over how those
 reductions are achieved.

Exchange Market is funded by the companies
 you work with, who are committed to supporting
 more sustainable farming practices and lowering
 their emissions from agricultural activities.

The first intake is open exclusively to arable farms,
 including mixed farms with arable enterprises, and
 Exchange Market has plans to expand to other farming
 sectors soon. Companies funding the scheme may report
 on associated emissions reductions, while you retain
 ownership of your carbon - no offsetting or sale of
 credits is involved.

Developed by Soil Association Exchange, Exchange
 Market builds on our work since 2022, partnering with
 over 1,000 farmers like you to measure environmental
 impacts, provide expert advice on sustainable
 agriculture, and connect you with funding opportunities.



Payments of
£60
 per tonne
 of CO₂e
 reduced

Why Join Exchange Market?



Flexibility

Choose the practices that suit your farm and keep future flexibility with 1 year contracts.



Fair Rewards

Payments of £60 per tonne of CO₂e reduced, with 50% paid upfront.



Recognition

Maintenance payments to reward and support farmers already below typical emissions.



Transparency

Payments are based on actual reductions verified by our team.



Stackable

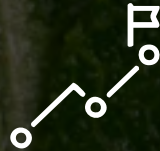
Designed to work alongside other schemes where possible.

How Exchange Market Works



Start with a Baseline

We'll use your Farm Carbon Toolkit (FCT) as a baseline. Our advisory team will help check that it has everything you need. This will provide the emissions baseline (tonnes CO₂e) for your farm from which reductions will be calculated.



Plan Your Impact

Decide which actions you want to undertake to reduce GHG emissions, with guidance from advisors. We'll then estimate your emissions reduction to work out how much you could get paid. You are free to choose any practice or action that can be modelled through FCT - these might include:

- Reducing fertiliser usage
- Using less fuel
- Minimum tillage



Get Paid

Once you sign your contract, you'll receive 50% of your annual payment upfront to support the changes you'll make.



Make Your Changes

Implement your plan and remember to keep a record of your evidence as you go - we'll let you know what you need to keep.



Receive Your Final Payment

At the end of the year, submit an updated carbon reduction assessment using FCT again.. Payments will be based on verified impact.



Repeat Annually

Continue to earn rewards for sustained improvements beyond your original baseline.

Payment Rates

Payments for emissions reductions

- 1** 50% payment upfront once agreement signed.
- 2** Implement your actions on farm, and keep a record of your evidence.
- 3** 2nd 50% paid upon completion of a final Farm Carbon Toolkit calculator based on what you achieved.



You'll receive
£60
per tonne of CO₂e
reduced.

Payments for reductions already made

If you are already below typical emissions for arable farming systems you could receive maintenance payments. This rewards farmers that have already made improvements, and supports them to continue their work. Payments will be on a one-off basis upon enrolment and would be available to those who:

- 1** Have an emissions profile that is already lower than a typical arable farm [2.05 t/CO₂e/ha*]; and
- 2** Commit to further emissions reductions via Exchange Market

	Farmer baseline emissions	Payment to farmers (capped at 300ha) per farm
Tier 1	Less than 1.6t CO ₂ e /ha/ year	£20 per hectare
Tier 2	1.6 -1.8 tCO ₂ e / ha / year	£15 per hectare
Tier 3	1.8 - 2.05 tCO ₂ e / ha / year	£10 per hectare

Example 1



Example 1 is for a 500ha farm in East Anglia with an existing below average emissions baseline (Tier 3). They are already on a min-till system and for Exchange Market are exploring crop rotations and fertiliser replacement options.

Existing emission baseline
Tier 3 (1.8 – 2.05 tCO₂e/ha)

Proposed introduction of
legume fallow into rotation
following Winter Wheat /
Milling Wheat to assist with
soil compaction.

Proposed replacement of
granular Ammonium Nitrate
on cereal crops with Liquid
digestate (region / location
specific), AN cut by ~45% of
required N.

Element	Unit Payment	CO ₂ e reduction (tonnes)	Hectares	Annual payment	Potential total over 5 years
Reduction from legume fallow	£60	8.87		£532	£2,661
Reduction from replacing AN with liquid digestate	£60	125		£7,550	£37,500
Maintenance payment	£10		300	£3,000	£3,000
Total				£11,084	

Example 2



Example 2 is a large 750 hectare farm with a below average emissions level (Tier 1) driven by 10 years of no-till regenerative practices. They are planning to convert to biodiesel and investing in solar.

Existing emission baseline Tier 1 (<1.6 tCO₂e/ha)

They are on a standard rate electricity tariff and use regular diesel. By converting to biodiesel and investing in solar could generate an additional reduction of 35.gtCO₂e/yr

As this farm is already a Tier 1 farm with an emission profile far below the industry average, they would receive a higher rate of reward for maintenance of £20/ha/yr capped at 300ha.

Element	Unit Payment	CO ₂ e reduction (tonnes)	Hectares	Annual payment	Potential total over 5 years
Reduction from biodiesel	£60	34.6		£2,076	£10,380
Reduction from Solar (own electricity use only)	£60	1.3		£78	£390
Maintenance payment	£20		300	£6,000	£6,000
Total				£8,154	

Example 3



Example 3 is a 350ha high yielding farm with high input costs and above industry average applications of artificial fertilisers. They are exploring variable rate application methods, and introducing a nitrogen fixing companion crop.

Existing emission baseline
n/a as higher than industry
average (>2.05 t/CO₂e)

Proposed reduction in
Artificial Nitrogen by up to
60kg/ha achieved through
a combination of measures
such as:

- Conversion to variable rate application
- Introduction of nitrogen-fixing companion crops with the Oil Seed Rape.

This farm's baseline
emissions are above the
industry average so they
would not receive the
maintenance payment.

Element	Unit Payment	CO ₂ e reduction (tonnes)	Hectares	Annual payment	Potential total over 5 years
Up to 60kg/ha N reduction	£60	51.15 - 102.3		Up to £6,138	Up to £30,690
Total				£6,138	

Eligibility

To qualify, you must:

- Be part of a participating supply chain (we'll help confirm this).
- Have control over the land where changes will be made.
- Not be involved in a carbon offset scheme.
- Have a complete Soil Association Exchange baseline report and a Farm Carbon Toolkit assessment completed within the last 3 months.

[Click for eligibility checker](#)

Who's Involved?

The program is backed by companies aiming to reduce their Scope 3 emissions within their arable footprint.

Companies involved include a mix of banks, retailers and landowners.



How to Get Involved

1. Visit [Soil Association Exchange](#)
2. Complete our application form, which includes an easy to complete eligibility checker.
3. Join a 1-1 call with our farming advisory team to go through your Farm Carbon Toolkit Calculator, and discuss a plan that feels right to you.
4. Once your plan is agreed, your final contract will be arranged, and you'll be on your way to being rewarded.

Questions?

Contact us at
marketsupport@soilassociation.exchange

