

# 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 CO<sub>2</sub>e  
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 CO<sub>2</sub>e  
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.

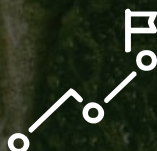


# How Exchange Market Works



## 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 CO<sub>2</sub>e) 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 CO<sub>2</sub>e  
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/CO<sub>2</sub>e/ha\*];  
and
- 2 Commit to further emissions reductions via Exchange Market

Payments of £60 per tonne CO<sub>2</sub>e reduced are available for eligible farms with above average emissions for arable systems. Farms may be required to re-pay some or all of the first 50% payment, if reductions are not met due to circumstances within the control of the farm.

# 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 tCO<sub>2</sub>e/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 <sub>2</sub> 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				<b>£11,084</b>	

## 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 tCO<sub>2</sub>e/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.gtCO<sub>2</sub>e/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 <sub>2</sub> 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
<b>Total</b>				<b>£8,154</b>	



## 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/CO<sub>2</sub>e)

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 <sub>2</sub> 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				<b>£6,138</b>	

# 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](mailto:marketsupport@soilassociation.exchange)



