

Ecosystem Markets. Built for Producers. Backed by Science.

ESMC is a non-profit, member-based organization launching a national scale ecosystem services market program to reward agricultural producers for beneficial environmental outcomes from regenerative agriculture. ESMC's market program, Eco-Harvest, is science- and outcomes-focused and not practice specific, meaning producers have autonomy to decide which practice changes are best suited to their operation based on a menu of specific practices/systems. ESMC's research arm, ESMRC, is an innovation pipeline in which our members and partners co-invest in critical R&D and enhancements to continuously improve our technologically advanced market program.

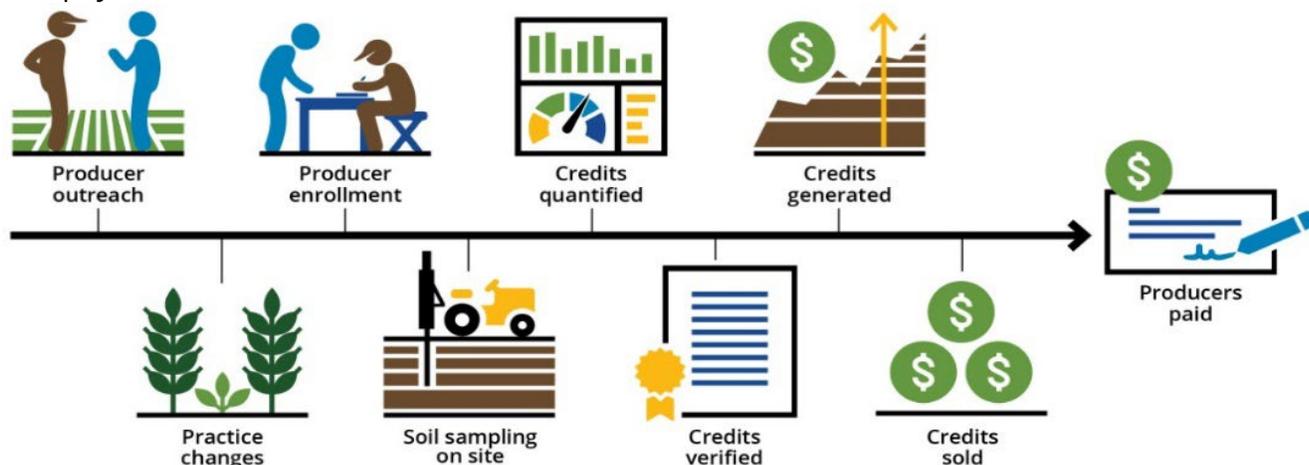
Eco-Harvest **pilot projects** typically run for one to two years and are intended to roll over into scaled Eco-Harvest **market projects** once the identified research questions have been answered and market readiness criteria are achieved. For example, if a producer is enrolled in a one-year pilot that becomes a market project in year 2, they will be given the option to sign a four-year contract to complete the five-year market project contract cycle. The purpose of Eco-Harvest pilot projects is to test and refine processes and methodologies in accordance with the following objectives:

- Introduce innovation to Eco-Harvest program operations.
- Test and evaluate new tools, technologies, and practice changes.
- Determine credit quantification processes for new crops, production regions, and practice changes.
- Improve cost efficiencies for soil sampling, data collection and processing, and other programmatic activities.
- Maintain and enhance scientific rigor of Eco-Harvest program operations.
- Incorporate feedback from pilot partners and members.

Where possible, carbon, greenhouse gas, water quality, and water quantity outcomes are quantified for producers participating in Eco-Harvest pilot projects, and the credits generated are stacked to provide increased value for both producers and buyers. By generating credits that food and beverage companies seek, ESMC enables our members and society alike to meet high priority climate change and sustainability goals while recognizing and rewarding producers' environmental stewardship.

Participating in an Eco-Harvest Pilot Project: The Steps

Producer outreach, engagement, and technical assistance enable practice change; program enrollment, soil sampling, credit quantification and verification, credit generation, and credit sale result in payments.



Pilot Project Eligibility Information for Producers

Producers interested in participating in an Eco-Harvest pilot project must be:

- **Interested in adopting soil health systems and new conservation practices** that benefit their agricultural operations while improving environmental impacts.
- **Interested in implementing improvements** that exceed minimum standards set by law.
- **Able to provide proof of land use**, including explicit authorization from the responsible agency for any rented fields on state or local-government owned land.
- **Managing land that is not federally owned**, has not been deforested or previously in natural areas in the past 10 years, and has not been converted from grassland to cropland in the past 10 years.
- **Interested in enrolling fields that are not participating in another ecosystem service program that generates credits**, offsets, or claims related to soil carbon sequestration and/or changes in greenhouse gas emissions.
- **Newly implementing at least one of the following practice changes on cropland:** cover cropping, tillage reduction, nutrient management, cropland grazing, prescribed grazing, conversion of cropland to grassland, irrigation water management (case by case), drainage water management, surface water management, or whole orchard recycling. Producers are encouraged to enroll fields that are also eligible for federal, state, and local cost-share programs that incentivize implementation of conservation practices. Check with your local NRCS office to learn if there are incentives available in your area that provide up-front financing to lower costs and increase returns.

**For Producers operating on newly acquired land who are not aware of prior land practices, remote sensing can be used to ensure cover crops or reduced tillage have not been used in the past 10 years.*

Eco-Harvest Pilot Enrollment

- There are no minimum or maximum acreage enrollment limits. Producers are not required to enroll all their acreage either at sign-up or at any time.
- Producers can phase in more acres and/or practices over time as they see fit.
- Producers are not required to relinquish data ownership or purchase new inputs, subscriptions, etc.
- Producers pay no fees and do not have to purchase inputs to participate.
- Producers have the option of rolling their pilot project over into a scaled Eco-Harvest market project once the identified research questions have been answered and market readiness criteria are achieved.

Learn More

Learn more about the Eco-Harvest program at www.ecosystems-services-market.org/eco-harvest.