

November, 2012 Jimmy Daukas





#### **AFT's Mission**



#### Saving the Land that Sustains Us by:

- Protecting working farm and ranch land
- Promoting environmentally sound farming practices
- Keeping farmers on the land





# Should we do stacking?



- Farmers, ranchers, landowners produce multiple benefits; they should be able to sell if there is a market
- If we support markets, we should support stacking; similar issues
- Question is how?





# Is stacking needed? yes American Farmland Trust



- Robust, large, long lasting market
- Additional benefits, maximize environmental outcomes
- **Build support from ag for markets**
- **Increase supply of credits**
- Include variety of different practices and producers
- To help transactions in early markets
- "Adding payments" works, CREP





# **Build Ag Support**



- Need to overcome skepticism; stacking helps
- Development of markets needs support of agriculture
- □ Focus groups with farmers and ag leaders; they expect it--"if I produce it, why can't I sell it?"
- Presentations to farm groups they always ask for this
- Helps include practices on working lands not just taking land out of production
- □ Challenge: farmers understanding and acceptance of paying for performance not conservation practice





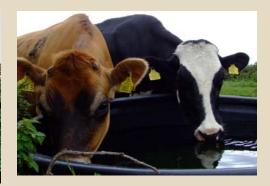
## **Supply of credits**



- Is there sufficient supply?
- Lots of potential credits; may not all translate into available credits
- Depends on the market
- Which practices? Which farmers?
- Don't we want funds to go to practices that provide multiple benefits?





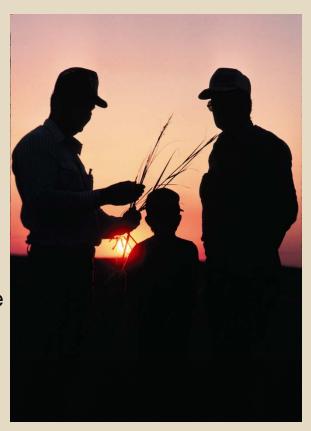




### **Example**



- Use averages (state farm budgets)
- Carbon:
  - Net revenue for corn \$250-300/acre
  - □ ¼ ½ ton of C for reduce fertilizer
  - \$8-10 for C credit
  - □ \$2-5/acre
  - So stacking could help
- Water:
  - □ ORB 75% of 590 \$10 30/acre; \$7-22/acre
  - ☐ Ches Bay WRI 2-3lbs/acre; \$8-20/lb; \$16-60/acre
  - Stacking needed?
- Also, want/need \$\$ in the trading system for aggregation, verification, etc. Stacking can help
- Don't we want to send market signals that reward projects that provide both?





# Need experience: pilot trade American Farmland Trust



- Several nutrient management projects with same practice
- Run credit tools for N and C to project credits
- Core WQT project pays for N
- Adding on research, testing, tracking generation of C credits
- Maybe to test we sell N to one buyer and C to a different buyer
- **Discuss and debate implications**
- Talk with farmers regarding perceptions and incentives







## **Vision of success**



#### "Viable Farm and Clean Water"

- American Farmland Trust <u>www.farmland.org</u>
- Jimmy Daukas, jdaukas@farmland.org



