

Frequently asked questions

What am I getting paid for?

You get paid for the additional carbon stored in your soil between our first measurement and the measurement taken at the end of Year 5. Changes you make to your land management practices during that time that improve soil carbon storage can increase your payments.

What does this cost me?

Grassroots Carbon wants to remove barriers to joining our program. For that reason, we cover the upfront costs of soil sampling, measurement, and carbon certification. Those expenses will be reimbursed out of your Year 1 carbon credit sales. Once the measurement costs are covered, we begin profit sharing.

When do I get paid?

You get paid one year after the baseline soil sample is taken. This first payment is reduced to cover the expenses of carbon measurement and certification. You will continue to receive interim payments afterwards. These payments in year 1-4 are based on interim credits generated by our conservative model. In year 5, we will conduct another soil sample and calculate the actual amount of carbon stored in your soil. After the second sampling event, we make a final true-up payment for all 5 years of your contract.

Why is there a true-up payment?

We are conservative in our approach to the “interim credit” payments before the second sampling event to ensure quality to our buyers and to mitigate the risk for both yourself, Grassroots Carbon, and the buyers.

What is the sale price of stored carbon? What can I expect?

As with any marketplace, the price depends on supply and demand and the price of alternatives. For example, in 2022, the average price was \$18.99 per metric ton. We forecast that this price will increase each year, but as with any market, fluctuations can occur.

Am I locked into one soil carbon rate?

No. Grassroots Carbon uses a profit sharing model that gives you a percentage of sales, so you take advantage of increases in the price of carbon credits. The price of carbon credits vary year-to-year based on volume, location, and overall market conditions.

What happens if I have a shortfall in carbon?

If the second set of measurements taken after five years shows that your ranch stored less carbon than we had estimated according to our models, then Grassroots Carbon has the right to extend our contract to ensure there will be no extra costs for you.

What is the difference between the contract length for soil carbon credit sales and for soil carbon storage?

The agreement for the sale of soil carbon credits is for a 5-year period, allowing a transaction every year. Each soil carbon credit sold must be stored undisturbed for the following 10 years. The sale of soil carbon credits in year 5 extends the soil carbon storage contract to year 15.

Can I still get paid for storing carbon if I lease my land?

Yes, if you lease your grazing lands you are still eligible for soil carbon storage. An appendix is available in the contract for landowners to allow a land steward to use their land for soil carbon credits.

How much carbon can my soil store?

The amount of carbon stored in your soil varies based on several factors: your climate, soil profile, topography, management practices, and grazing practices.

What are the measurement standards?

To ensure our carbon buyers receive high quality carbon credits with integrity and the necessary detail, we measure and certify soil samples based on the industry best practice Regenerative Standard and follow the Verra standard for carbon measurements and soil sampling.

What soil health requirements do I have?

We allow you to manage your land as you see fit and do not regulate details. However, to sell your carbon credits with Grassroots Carbon, you must implement and demonstrate the soil health principles established by the U.S. Department of Agriculture. These are:

- Rotational grazing
- Preventing erosion
- Minimizing soil disturbance
- Plant diversity
- Continual plant/root coverage