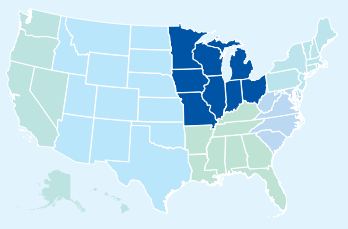


## Outcome-based Incentive Program is Improving Water Quality Outcomes, Creating New Revenue for Farmers, and Providing Regulatory Certainty

### Midwest Region



### Overview

The [Soil and Water Outcomes Fund](#) launched in 2020 across Iowa, Illinois, Ohio, the Chesapeake Region States, and North Carolina. It provides financial incentives to farmers who transition to on-farm conservation practices that yield positive environmental outcomes like GHG reductions and water quality improvement. The Soil and Water Outcomes Fund provides new market opportunities and revenue streams for farmers by selling these environmental outcomes to public (e.g., municipal, state, and federal agencies) and private beneficiaries (e.g., corporations striving to meet Scope 3 net-zero commitments).

### Notable Features

- **The program advances source water protection and soil health.** The on-farm conservation practices help prevent nitrogen and phosphorus from entering waterways. Healthier soil enhances soil carbon sequestration and helps mitigate downstream flooding.
- **It allows flexible participation and provides multiple revenue streams.** The fund doesn't dictate which practices farmers need to use. Farmers are free to implement the conservation practices that work best for their operation, and the fund helps to pair and bundle those practices with the appropriate financial incentive.

- **It provides regulatory certainty.** Water quality improvement from agricultural best management practices or other watershed-based activities can be cost-effective alternatives to technology-based nutrient removal. The fund works closely with federal and state regulators to ensure water quality outcomes can apply or be useful for regulatory compliance.

### People Involved

- ReHarvest Partners, a subsidiary of Quantified Ventures, co-manages the Soil and Water Outcomes Fund with AgOutcomes, a subsidiary of the Iowa Soybean Association. As Executive Vice President, Adam Kiel leads AgOutcomes, and Dan Yeoman leads ReHarvest as its interim CEO and Chief Financial Officer.

### Additional Resources

- [About the Soil and Water Outcomes Fund.](#)
- [Farmer Informational Sheet.](#)
- [Iowa Department of Agriculture and Land Stewardship Announces Groundbreaking. Water Quality Outcomes Incentives.](#)
- [Nutrien Unveils Portfolio Approach to Carbon Program.](#)

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