



# *IMPLEMENTING SOIL HEALTH APPRAISALS THROUGHOUT THE MIDWEST*

Delta Institute is creating regional consensus around how to factor Soil Health into the standard farmland appraisal process throughout the Midwest.

To help accomplish this goal, we are implementing soil health appraisal pilots in Illinois and Michigan, to broaden the data, understanding, and practice of successfully factoring in soil health valuation within farmland appraisals.

## **Why our Work is Needed Today**

Farmers and working lands' owners may build soil health and improve water quality by adopting Soil Health Management Systems (SHMS), such as cover crops and no-till. However, prior stages of work by Delta Institute have shown that despite evidence that suggests improved soil health may create more profitable farming operations, there must be market and financial drivers that promote a marketplace for improved soil health.

## **Brief Overview of What We're Doing**

Delta Institute and our partners will scale the use of the soil health land appraisal process in IL and MI, pilot soil health appraisals in both States, and build broader consensus (and thus, soil health market creation buy-in).

Delta Institute is spending the next few years to identify opportunities to create market drivers to promote adoption of soil health practices via financial and economic mechanisms—with the end goal of creating a

new, viable soil health market (with appropriate buy-in) within the land appraisal process.

## **Who We Are**

Delta Institute has over a decade of land valuation and agricultural financial instrument creation experience, and now we plan to learn how to create a new marketplace that centers soil health, including how best to structure financial products and other market incentives to fund and scale the utilization of soil health practices across the region.

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efforts at:**



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