

# THE SUSTAINABLE PERFORMANCE CALCULATION

## International product information

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### Socioecological services from the farm

In the calendar year XX, the farm business YY contributed the following socioecological services to the categories below. The colour coding and percentage in each box shows the farm's level of sustainability within the category, with the monetary value underneath.

ECOLOGY	Soil fertility \$12,916 67%	Biodiversity \$8,310 55%	Climate & water \$8,120 32%	Animal welfare \$10,531 83%
	Expertise \$3,210 85%	Role in the community \$584 14%	Quality of employment 95%	
	Economic sovereignty \$5,631 59%	Regional economic cycles \$2,592 61%	Regional network 100%	

## PRODUCT DESCRIPTION

The sustainable performance calculation from Regionalwert Leistungen is an online tool. Data about day-to-day management and operations is entered by the farmer on an annual basis, which the tool then uses to calculate the monetary value of services which have contributed to the common good, rounded to the nearest penny. We have a catalogue of 350 key performance indicators to reflect these services for 8 different branches of farming, so far available in German, Spanish and English.

## TYPES OF KEY PERFORMANCE INDICATORS

### ECOLOGY

#### Soil fertility

- Nutrient balances
- Fertiliser type
- Crop rotation
- Erosion control & soil management

#### Biodiversity

- Genetic diversity
- Diverse management
- Habitat creation
- Pest & disease control: biodiversity
- Grassland management

#### Climate & water

- Water protection
- Area for animal husbandry
- Transport
- Land use
- Pest & disease control: climate & water
- Water management
- Energy
- Peat
- Erosion control

#### Animal welfare\*

- Indoor & outdoor area
- Feed
- Disease management
- Operations
- Extensification
- Animal transport
- Dual-purpose breeds

### SOCIETY

#### Expertise

- Skilled workers
- Apprenticeships
- Continuous training
- Knowledge stability

#### Role in the community

- Inclusivity & integration
- Gender equality
- Experiential education & internships
- Knowledge transfer
- Educational support
- Community building
- Contribution to food security

#### Quality of employment

- Diversity of tasks
- Employee engagement
- Family members
- Workplace conditions
- Seasonal workers: society
- Wages

### REGIONAL ECONOMY

#### Economic sovereignty

- Farm structure diversification
- Genetic resources
- Added value
- Seasonal labour: regional economy
- Sales structure
- Agricultural area
- Closed loop agriculture

#### Regional economic cycles

- Regional turnover
- Purchases from regional producers
- Feed origin
- Seed origin
- Planting material origin
- Fertiliser origin
- Packaging

#### Regional network

- Regional connection
- Networking

\*for 9 different types of livestock

## THE PERFORMANCE CALCULATION AT A GLANCE

- ✓ Financial valuation of sustainable practices
- ✓ Sustainability levels shown in colour and percentage scales
- ✓ Services to ecology, society and the regional economy taken into consideration
- ✓ Captures a broad spectrum of sustainable business operations, presented in up to 350 indicators
- ✓ Builds a strong negotiating basis for demanding better payments from retailers and manufacturers
- € Individual buying price in Germany: 600 EUR
- ✓ Adaptable to other regions



Insight into the results of the sustainable performance calculation

## WHAT'S IN IT FOR YOU?

Have you always thought of the soil on your farm as an asset? Have you ever wondered what your sustainable practices are worth to society? Do you have some people or a group in mind, who might pay you for these services? The sustainable performance calculation makes these efforts visible. It enables you to demand adequate remuneration for specific practices and to justify your rewards objectively.

## BENEFITS OF THE SUSTAINABLE PERFORMANCE CALCULATION



### Developed with farmers

We know that the best sustainability assessments include practical knowledge and feedback from relevant actors. That's why we develop our indicators together with experienced farmers.



### Comprehensive

Climate neutrality is the word on everyone's lips. We prefer to take a broader perspective that goes beyond carbon. The performance calculation gives a comprehensive picture of sustainability: aspects of ecology are measured alongside social and regional economic factors.



### Transparent

When you receive the results document, you will see the result of each indicator relevant to your business. These are developed and laid out in a way that is easy to understand, for public and private actors alike.



### Easy

The calculation is based on an online form, where farmers fill in data about their turnover, soil nutrient balance, and other forms of land management. Data entry can be done at home and takes between 2 to 6 hours, depending on the size of the farm and availability of data.



## ABOUT US

At Regionalwert Leistungen, we provide tools to enable the transition towards sustainable agriculture and a just food system. As pioneers in the field of financial valuation of sustainability, we are driven by one core idea: while the damage of certain agricultural practices to ecology and society must be accounted for, it is equally, if not more, important that farmers' efforts and practices that contribute to society, ecology and the region are financially quantified and rewarded. For 15 years, the Regionalwert shareholding company in Freiburg (*Regionalwert AG Freiburg*) has been researching and developing instruments in close cooperation with all Regionalwert groups in Germany, to finally make socioecological services in agriculture visible and measurable. We, Regionalwert Leistungen GmbH, distribute these instruments as a partner company of the Regionalwert shareholding company in Freiburg and thus lay the foundation for appropriate payments to sustainable agriculture.

## CONTACT

Do you have any questions? We are just a phone call away and look forward to hearing from you!



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