

**Landowner Attitudes  
Towards Wetland Restoration**

**Audience Research  
Social Marketing Recommendations**

**August—November 2015**

**Report of Findings**



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## **Background**

This report summarizes formative research conducted among agricultural landowners in Maryland and Pennsylvania in 2015 to explore attitudes and propensities related to restoration of wetlands on agricultural lands.

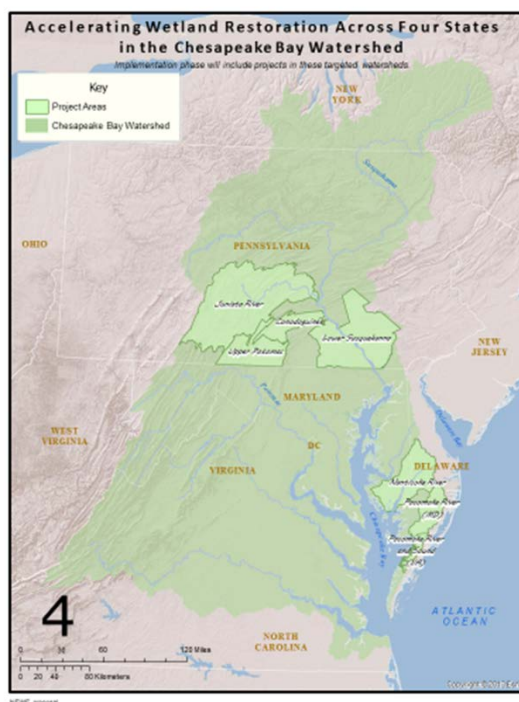
A coalition of partners steered this effort, led by the Chesapeake Bay Trust, The Nature Conservancy, Ducks Unlimited, and the National Fish and Wildlife Foundation. The technical aspects of the research were designed and implemented by OpinionWorks LLC, an independent research organization based in Annapolis, Maryland. University of Maryland Sea Grant Extension provided technical support to the project team, as well.

This formative research was designed to provide information that would increase the adoption of wetlands restoration on agricultural lands, in keeping with the Wetlands Outcome embodied in the Chesapeake Bay Agreement. The desired behavior that is the object of this research is encouraging landowners to enroll in wetlands programs and follow through to the installation of a restored wetland.

Informed by the Community Based Social Marketing model, this research identified barriers for landowners to wetlands restoration and the benefits and motivators that could overcome those barriers, as well as specific tools and techniques that would make outreach to landowners more effective. These findings and recommendations are described in the report that follows.

## **Target Audiences**

The project focused on a target audience of agricultural landowners with holdings of 40 or more acres who are not presently enrolled in a wetlands restoration program. In a social science context, this is thought of as the “downstream” audience, in other words those who are making the final decision whether to enroll in a restoration program after considering the information and advice provided by others.



The research effort was further focused on counties that have infrastructure, key advocates, and other resources in place that would allow for effective education and marketing of wetlands programs. The targeted counties ranged from the coastal plain of Delmarva to the Piedmont of Central Pennsylvania, in order to provide a range of topography and other factors. Working with areas that the National Fish and Wildlife Foundation had previously identified as offering high potential for wetlands adoption, this work was ultimately focused in Juniata, York, and Lancaster Counties in Pennsylvania; and Caroline, Kent, Talbot, Dorchester, Somerset, Wicomico, and Worcester Counties in Maryland.

Early in the process, the research identified an important “midstream” audience, consisting of technical assistance providers typically located in county agricultural service centers, and which enjoy high trust from the downstream landowner

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audience. These midstream experts are important influencers and technical experts that are relied upon by the landowners to help them make decisions about the use and stewardship of their land.

## Research Method

The research was conducted in two phases: a widely-distributed survey of agricultural landowners in the targeted counties, and a series of focus groups in these counties to explore attitudes and perceptions in-depth.

## Landowner Survey

First, a survey was conducted in August 2015 among agricultural landowners randomly selected from within the targeted counties. Wetlands program non-participant lists were not available to researchers, so landowners were included in the survey regardless of their knowledge or participation in wetlands programs.

A survey packet consisting of a cover letter and printed questionnaire was mailed, with a postage paid mail-back mechanism included, as well as a URL where landowners could complete the survey online if they preferred. Telephone calls were subsequently made to non-responders, and the survey was administered by telephone when live connections were made. A total of 409 landowners took part in the survey through these methods.

The survey questionnaire measured characteristics of the land, the landowners' basic impressions of wetlands, knowledge of programs available, factors that might make one more likely to participate in a wetlands program, and the level of trust in various entities that may provide information to a landowner about wetlands.

**AGRICULTURAL LANDOWNER SURVEY**  
Thank you for taking part in this survey of agricultural landowners and producers.  
Place a check or fill in the circle next to the response that best applies.

1. Just to confirm, do you own or manage farmland in Maryland or Pennsylvania? ☐ Yes ☐ No  
"Yes", mark all that apply:  
☐ Caroline, MD ☐ Kent, MD ☐ Wilkes, MD  
☐ Dorchester, MD ☐ Lancaster, PA ☐ Worcester, MD  
☐ Juniata, PA ☐ Somerset, MD ☐ York, PA  
☐ Other County in MD or PA: \_\_\_\_\_

2. Is your land currently in agricultural production?  
☐ Yes (If "Yes", continue with Q3) ☐ No (If "No", continue with Q5)

3. Is the land farmed by you personally, by someone else in your family or by someone outside the family? Mark all that apply:  
☐ Farmed by you personally ☐ Someone outside the family  
☐ Someone else in your family ☐ Not sure/Prefer not to say

4. Which of these do you produce? Mark all that apply:  
☐ apply: Crops, such as corn, soybeans, wheat, or other  
☐ grains: Fruits and specialty crops  
☐ Vegetables  
☐ Nursery stock  
☐ Trees or Christmas trees  
☐ Dairy  
☐ Poultry  
☐ Other livestock  
☐ Something else: \_\_\_\_\_  
☐ Not sure/Prefer not to say

(All)  
5. About how many acres do you own or manage? \_\_\_\_\_

6. Do you have any areas that are normally saturated with water such as a shallow pond, wetland, marsh, or wetwoods?  
☐ Yes ☐ No ☐ Not sure

7. Do you have any farm fields where the yield is lower because they are prone to occasional flooding?  
☐ Yes ☐ No ☐ Not sure

8. Do you have any areas that may once have been wet many years ago before they were ever cultivated and farmed?  
☐ Yes ☐ No ☐ Not sure  
Taken together, we will call these areas of your farm "wet areas," whether they are normally saturated, occasionally flood, or once were wet long ago.

9. Are you aware of any programs that are meant to help you preserve wet areas on your land, or restore them to natural habitat, through technical or financial assistance? Such programs might be offered by agencies such as the Natural Resources Conservation Service, Farm Service Agency, or your state's Department of Agriculture, or through private grantors such as Ducks Unlimited or the Chesapeake Bay Trust.  
☐ Yes, aware (If "Yes", continue with Q10) ☐ No, not aware/ Not sure (If "No/Not sure", go to Q12)

10. Have you ever investigated, or do you participate in a conservation program that is meant to preserve wet areas on your land or restore them to natural habitat?  
☐ Have investigated but do not participate (Go to Q12)  
☐ Participate (Continue with Q11)  
☐ Have neither investigated nor participate (Go to Q12)  
☐ Not sure/ Can't remember (Go to Q12)

11. Please briefly name or describe the program[s] in which you participate:  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

(All)  
12. Whether or not you participate in such a program, have you ever had a visit from an expert to discuss the possibility of preserving wet areas on your farmland or restoring them to natural habitat?  
☐ Yes ☐ No ☐ Not sure

13. Which of these would come the closest to describing why you might consider participating in such a program?  
☐ To receive a rental payment for the land that is in the program  
☐ To improve water quality in nearby streams and creeks  
☐ To create wildlife habitat, for example, for hunting  
☐ Another reason: \_\_\_\_\_  
☐ None of these/Not sure

Please continue on other side. PA-1

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### **Landowner Focus Groups**

Subsequently, four focus groups were conducted between September and November 2015. They ranged from Juniata County in the Central Pennsylvania Piedmont down to the lower Eastern Shore of Maryland, as follows:

- Denton, MD (September 22), drawing from the Mid-Shore counties of Caroline, Kent, and Talbot
- Salisbury, MD (September 22), drawing from the Lower Shore counties of Dorchester, Somerset, Wicomico, and Worcester
- Lancaster, PA (November 5), drawing from York and Lancaster Counties
- Mifflintown, PA (November 5), drawing from Juniata County



Six to eight landowners participated in each group. Unlike the survey, focus group participants were screened to ensure that all were non-participants in wetlands programs, and that none were completely closed off to the possibility. This allowed for a focused and productive conversation.

The focus groups were two hours in length, consisting of a probing discussion of relevant issues, and designed to identify the motivators and incentives that could overcome the barriers to enrolling in wetlands programs. Each session was facilitated by a trained moderator who is skilled at leading such a discussion and helping the group pinpoint key observations. Participants were encouraged to talk at length and react to each other, exploring the deeper, more intangible aspects of their thinking.

All of the research tools, the questionnaires and other interventions, are included as attachments to this report. Also included are full survey results, segmented by geography and other key audience characteristics, and verbatim transcripts from the focus groups.



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### **Many Barriers to Wetlands Restoration**

This research identified many barriers to enrollment in wetlands programs. These included lack of knowledge, significant privacy concerns and mistrust of government, misperceptions and negative impressions of wetlands, tremendous concerns for loss of flexibility and control over one's property, loss of tillable acreage, and a constant uncertainty of future commodity prices, which makes the cost-benefit calculation for these programs extremely difficult in the out years. Barriers are many and easy to identify.

## **Barriers to Adopting Wetlands Programs**

Landowners do not know how to start the process, or where to go for information.  
Mistrust of government agencies.  
Loss of control over what happens on my land.  
Strong preference for peer-to-peer validation, at the expense of many other messengers.  
Significant privacy concerns.  
Smaller farms challenged because they do not want to give up limited tillable land.  
"Wetland" is not a positive term, yet it is used extensively in program literature and parlance.  
Heavy reliance on postal communication, which introduces limitations on outreach.  
Very busy people; hard to reach.  
Don't want people showing up on their land unannounced.  
Perceived inflexibility of these programs.  
Fear that the land will be out of production forever; may affect future sale price or next generation of landowners.  
Mosquitos.  
Loss of income.  
Variability of crop prices introduces uncertainty.  
Landowners' prevailing view that all land must be "useful."  
Landowners are not being approached with this information.  
Very uneven knowledge about program availability, and uneven commitment to selling these programs, among local ag service providers and other advocates.

Boiling down this long list of barriers into broad topics, these five categories suggest themselves:

1. The audience lacks deep awareness of wetlands-specific programs, despite widespread familiarity with one program - CREP. Furthermore and importantly, in the early phases of this research it became clear that some in the midstream audience of agricultural service providers also lack knowledge of the program specifics, and therefore are not in a position to market the programs effectively.
2. The landowner audience voiced strong and repeated concerns for their privacy, and expressed general cynicism about the public sector, which often sponsors and monitors wetlands contracts. They would not welcome overtures from messengers they do not already know and trust.
3. The financial uncertainty of future rental payments given the variability of commodity prices undermines the appeal of the financial benefit of these programs.

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4. Landowners want flexibility. They want to control what happens on their land in the immediate term, and do not want to lock themselves into a long-term contract that may burden their heirs or reduce the market value of their land.
5. Importantly, this is a busy audience and hard to reach. By and large, most were not overly digitally inclined and not very phone responsive. Traditional mail and in-person contact remain the best ways to interact with this audience, which can make marketing and outreach more cumbersome and expensive.

### **A Barrier Introduced by Terminology**

The focus group discussions made clear that the term “wetland” is not a positive one in the minds of many agricultural landowners. It conjured negative images of land this is unusable, mosquito-breeding habitat, and other drawbacks. Many farmers simply are not prone to want to introduce a “wetland” on their property.

In discussion, it appeared that the term “wildlife pond” was a more comfortable vernacular that several focus group participants introduced and which others accepted. An early finding of this work is that the terminology may need to change in the *marketing* of these programs. This may be a challenging finding, of course, as the word “wetland” is embodied in the name of restoration programs, as well as the Bay Agreement’s Wetlands Outcome itself. Nonetheless, one must keep in mind that this is a question of marketing terminology only, which does not need to impact program nomenclature, but which may be important to making a better connection with the target audience of landowners.

### **Identifying Motivators**

The focus group discussion provided clues to motivators that could help overcome these barriers.

- In Delmarva, landowners expressed strong concern for water quality in the creeks and streams surrounding their properties and in their groundwater. They understood that wetlands can play a role in helping restore natural waters around their property.
- In Pennsylvania, concerns were much more oriented towards erosion and flash flooding. In addition to erosion, Pennsylvania landowners focused on other signs of stream health such as presence of fish and water temperature.
- Encroaching development was a significant concern in both the Lancaster/York and the Mid-Shore focus groups. There, wetlands restoration was seen by some as a way to buffer against sprawling development, perhaps saving their own farm for future generations.

Broadly, the survey tested three major motivations that might cause a landowner to participate in a wetlands restoration program. Survey participants were allowed to choose more than one motivation if they wished.

*“Which of these would come the closest to describing why you might consider participating in such a program:*

*To receive a rental payment for the land that is in the program,*

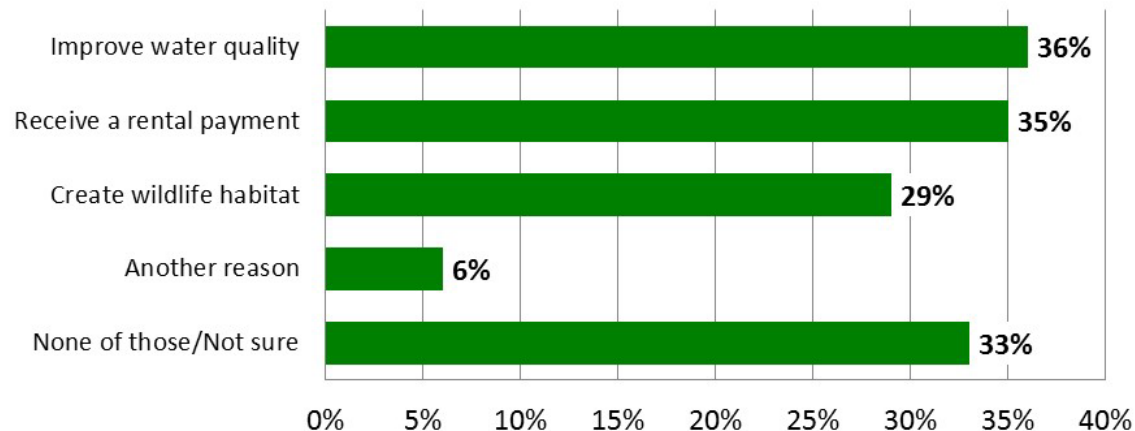
*To create wildlife habitat, for example, for hunting,*

*To improve water quality in nearby streams and creeks,*

*Or some other reason?”*

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## Why Landowners Might Consider Wetlands



“Which of these would come the closest to describing why you might consider participating in such a program:

To receive a rental payment for the land that is in the program,

To create wildlife habitat, for example, for hunting,

To improve water quality in nearby streams and creeks,

Or some other reason?”

Improving water quality (36%) and receiving a rental payment (35%) scored equally well in the survey. Only a short distance behind was the idea that a wetland would create wildlife habitat that might be useful for hunting. As mentioned, though, this interest in a rental payment is mitigated by the uncertainty of future commodity prices, which could make such compensation less attractive.

It should be noted that water quality is the top concern by a much larger margin in Pennsylvania (more than 10 percentage points). Hunting related to waterfowl is very popular on the Eastern Shore of Maryland.



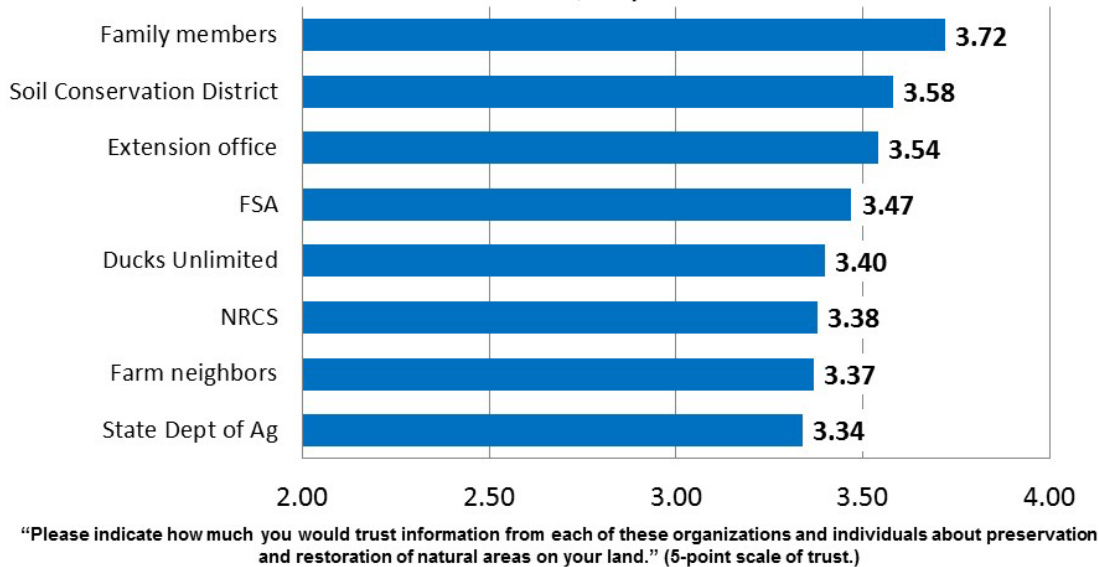
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### Trusted Messengers

The survey contributed a refined understanding of landowners' most trusted messengers who might deliver information about wetlands restoration. A total of 15 entities were tested on a 1 to 5 scale of trust, with 5 being highest. The top eight are shown in this graphic.

## Level of Trust in Information

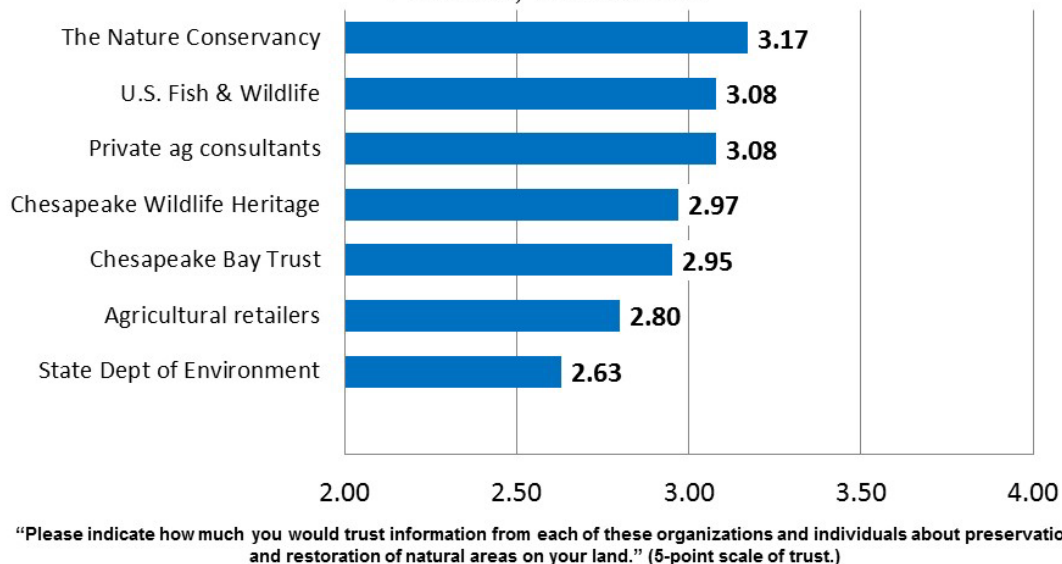
1-5 scale; Top 8



As is often the case, family members rank highest in terms of trust. Just beneath them are the agricultural agencies that farmers tend to see as their sounding boards and advocates, and which are generally found in the county agricultural services office. Ducks Unlimited also placed in the top tier. The lower tier is populated by non-agricultural entities, private sector parties that landowners sometimes perceive as having a financial motivation, and environmental groups.

## Level of Trust in Information

1-5 scale; Second Tier



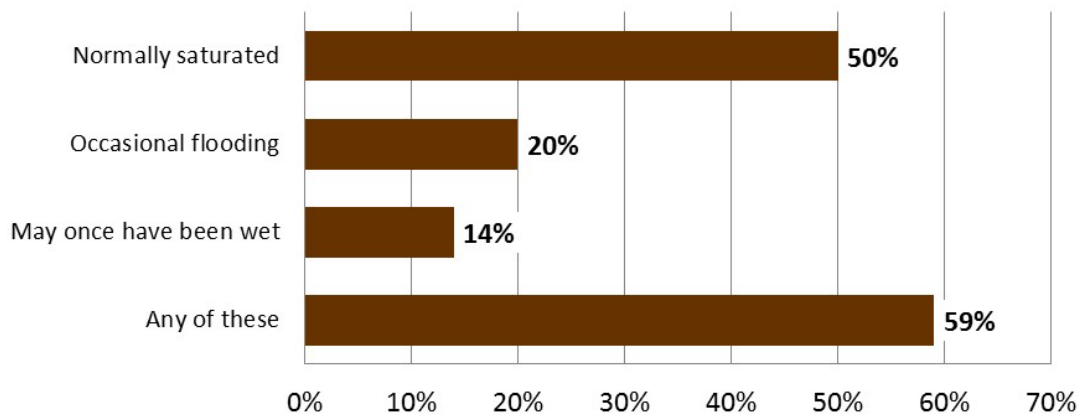
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As a general observation and a clue to outreach strategy, it should be noted that the landowners interviewed in-person for this study were highly social with each other and enjoyed talking about farming. New friendships were formed in the focus group room. The experiences and observations of a fellow landowner were persuasive for others in the focus groups. Keying on this natural sociability, it makes sense that an outreach strategy to promote wetlands should include peer-to-peer interaction.

### **Wet Areas on Their Land**

To assess their contact with and awareness of wetlands and wet areas on agricultural properties, the survey measured three types of wet areas: normally saturated, occasionally flooded, and wet long ago before being drained and cultivated. About six in ten landowners in the survey said their land had at least one of those conditions. One-half said they have areas on their property that are normally saturated.

## **Wet Areas on Their Land**



“Do you have any areas that are normally saturated with water such a shallow pond, wetland, marsh, or wet woods?”

“Do you have any farm fields where the yield is lower because they are prone to occasional flooding?”

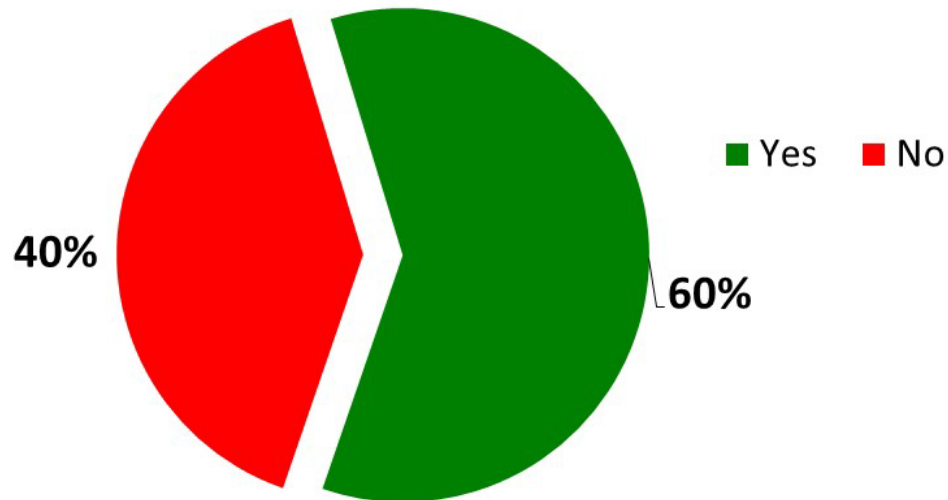
“Do you have any areas that may once have been wet many years ago before they were ever cultivated and farmed?”

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### **Awareness of Wetlands Programs**

While 60% of landowners said they were “aware of...programs that are meant to help you preserve wet areas on your land, or restore them to natural habitat,” four in ten were not aware at all of the existence of wetlands restoration programs.

## **Awareness of Wetlands Programs**



“Are you aware of any programs that are meant to help you preserve wet areas on your land, or restore them to natural habitat, through technical or financial assistance? Such programs might be offered by agencies such as the Natural Resources Conservation Service, Farm Service Agency, or your state’s Department of Agriculture, or through private grantors such as Ducks Unlimited or the Chesapeake Bay Trust.”

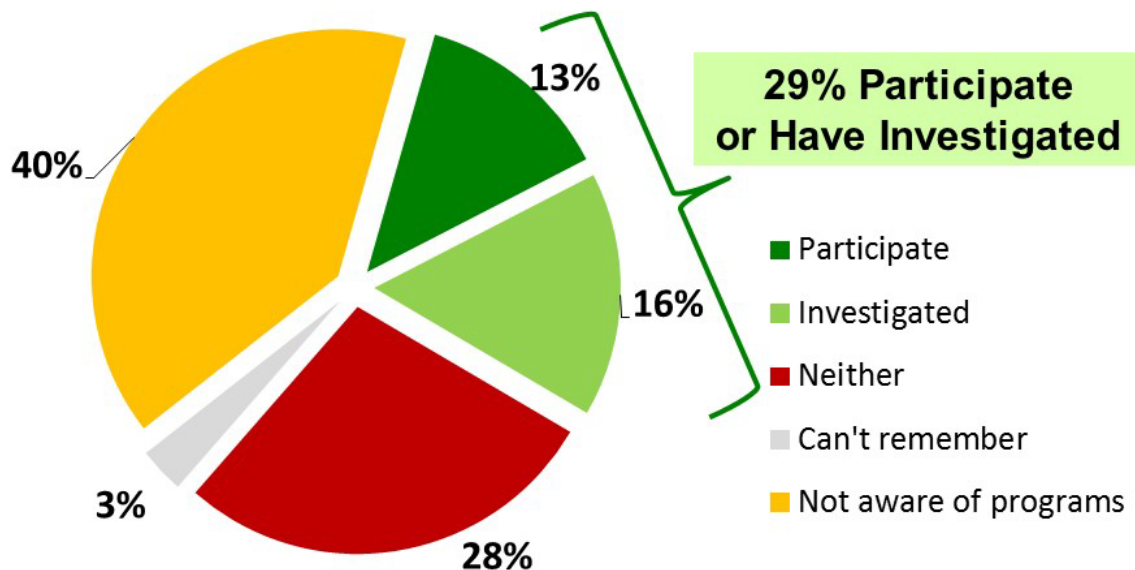
This lacking awareness, of course, identifies a most fundamental barrier to program adoption among the unaware landowners, and points out the need to do much more marketing.

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### Contact with Wetlands Programs

By their own estimation, among the full survey sample 13% said they currently “participate in a conservation program that is meant to preserve wet areas on your land or restore them to natural habitat.” Most commonly, those landowners were referring to CREP.

## Participation in Wetlands Programs



“Have you ever investigated, or do you actually participate in a conservation program that is meant to preserve wet areas on your land or restore them to natural habitat?”

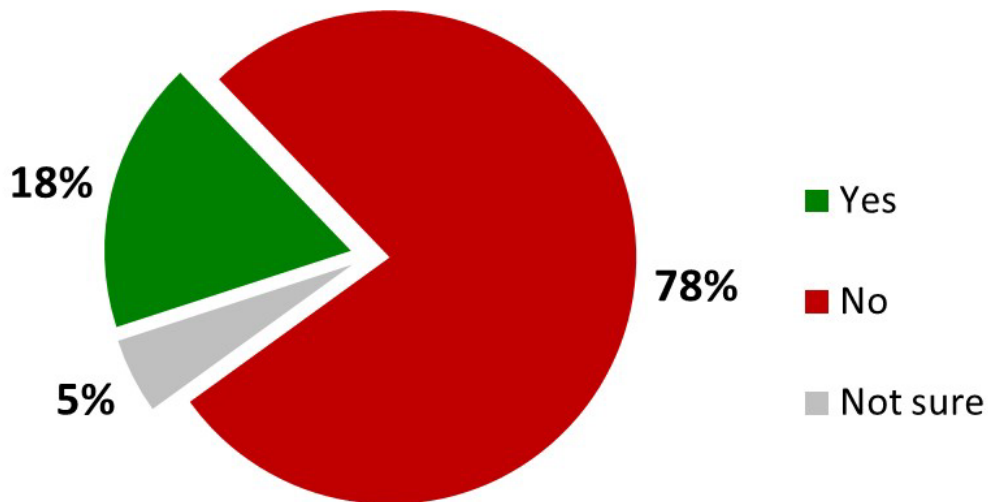
Another 16% they have investigated such a program in the past but do not participate, totaling 29% of the survey sample who said they participate or have investigated wetlands programs. The rest of the sample (71%) have never investigated or are unaware of such programs.

One should note that this level of participation is a self-assessment by the landowner audience, who may perceive more general conservation programs as focused on wetlands, therefore possibly overstating their participation in wetlands restoration programs.

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About one in five landowners (18%) have “had a visit from an expert to discuss the possibility of preserving wet areas on your farmland or restoring them to natural habitat.”

## Ever Had a Visit from an Expert



“Whether or not you participate in such a program, have you ever had a visit from an expert to discuss the possibility of preserving wet areas on your farmland or restoring them to natural habitat?”



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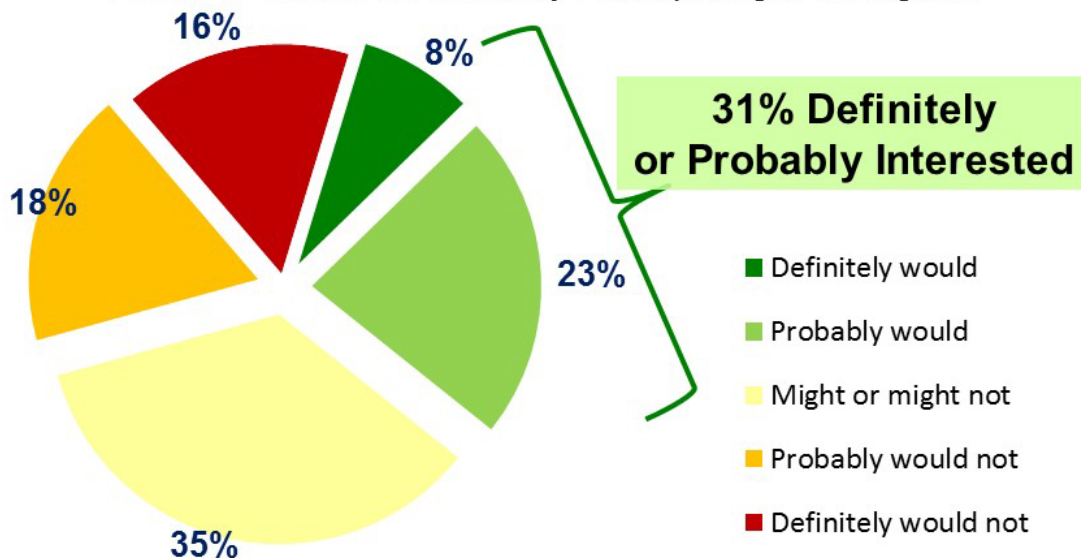
### Despite Barriers, Significant Interest

As a bottom line, despite lack of knowledge and many barriers to participation, the level of interest in “a program to help you preserve or restore wet areas on your land as a way of providing wildlife habitat and protecting local streams” is encouraging.

Among those who said they are not currently participating in such a program, 8% said they “definitely would...seriously consider it” and another 23% said they “probably would.” These are very promising numbers and suggest that an effective, coordinated outreach effort could achieve much increased adoption.

## Landowner Interest in Wetlands Program

*Asked of Those Not Currently Participating in a Program*



“If you were told about a program to help you preserve or restore wet areas on your land as a way of providing wildlife habitat and protecting local streams, and if the program paid enough to cover your costs of participating, without forcing you to give up too much control of what happens on your land, how likely would you be to seriously consider it?”

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### **Social Marketing Recommendations**

Based on this research, the project team is able to make several specific outreach recommendations, grounded in the Community Based Social Marketing model.

As a reminder, this model begins with these five steps, which the research protocol was designed to address, and which have been outlined in this report.

1. Know your campaign's purpose and focus
2. Pinpoint your target audience
3. Identify the specific behavior you want the audience to take
4. Assess the barriers to the action
5. Find the benefits and motivators that will overcome those barriers

### **Recommendation 1: Focus the Message**

At its core, this effort can be built around landowners' strong concern for water quality. In Pennsylvania, this can take the specific added dimension of addressing flash flooding and erosion control.

Wildlife habitat and the potential for hunting leases are a powerful motivator in Maryland, and to a lesser extent upstream in Pennsylvania.

In agricultural areas that have a development threat, the hedge against the encroachment of future development is an additional motivator for some landowners.

Note that despite their importance, rental payments are not presented as a core motivation because of the uncertainty of future commodity prices, which weighs on the decision-making process of many agricultural landowners, as was made clear in the focus groups. While not a leading message, financial benefits are a decision-making factor and need to be presented in a supporting way.

### **Recommendation 2: Mitigate the Barriers**

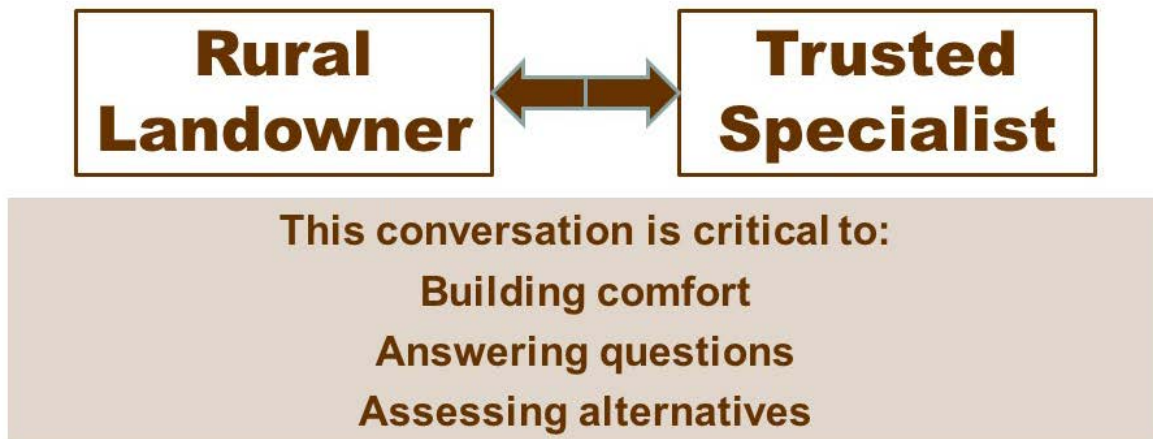
The leading barrier is lack of information. Four agricultural landowners in ten are unaware of the availability of wetlands restoration programs, suggesting that additional resources need to be brought to bear on this marketing challenge. Seven in ten landowners are unaware or, if aware, have never investigated the possibilities.

When presented with information, landowners expressed significant concerns about losing control of what happens on their land and locking themselves in to long-term contracts that may hamper them, or their heirs, down the road. Program sponsors would be well-advised to consider building in greater flexibility in future program design, perhaps offering shorter contracts, ability to specify a contractor, greater say over site design, etc.

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### Recommendation 3: Rely on the Most Trusted Messengers

Critical to the success of the outreach effort is engaging the trusted midstream audience, and fostering direct, personal conversations between landowners and their local agricultural specialists. This may require some training for the specialists to bring them up-to-speed on the wetlands programs that are available in their county, and to provide them with talking points drawn from the findings of this study.



In this research it became clear that landowners view this as a complicated decision. Multiple programs are available, and individual programs themselves are complex and offer variations. A focus group participant likened the difficulty of making this decision with choosing a health insurance plan, where a conversation with a knowledgeable expert can help sort out the many details and crystallize the plan that is best for the individual household. The comparison is apt and underlines the importance of fostering the conversation between landowner and a knowledgeable, trusted specialist.

### Recommendation 4: Prompt This Conversation

Based on the information consumption preferences and sources of trust among the landowner audience, these specific tools and approaches will help prompt the conversation between landowner and specialist, and will help make that conversation more informed and productive:

- Traditional postal mail into the homes of agricultural landowners will be helpful to raise awareness of these programs and encourage the landowners to initiate conversations with local county agricultural service providers.
- Peer-to-peer communication will also be helpful, enlisting the help of local farmers who participate in wetlands programs and understand the benefits. These neighbor ambassadors can talk knowledgeably with their neighbors and further encourage the conversation with a trusted specialist.
- As a tool, a web portal with an overview of locally-available programs is critical. Such a portal can also offer links to deeper information on specific programs. This portal does not exist today, and it was clear from this research that it would be invaluable to the specialists who are responsible for marketing these programs, as well as the landowners themselves who would like to explore their options.

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**Direct mail to spark initial interest**

**Neighbor ambassadors who already participate**

**Web portal with overview of program options**

**All point to initiating conversation with the  
trusted specialist**

As an attachment to this report, a social marketing planning template outlines these recommendations in greater detail.

### **Conclusions**

This research suggests that awareness of programs is low, and that wetlands adoption is also hampered by many serious barriers. The community of specialists who could market these programs need basic tools to help them offer and describe these programs, and a coordinated outreach effort is needed to encourage landowners to initiate these conversations.

As a next step, resources must be found to develop and implement this outreach effort on a pilot basis, to determine how successful the community of advocates and program sponsors can be in increasing program adoption with the right outreach techniques and messengers.

Detailed information on these findings and recommendations is found as attachments to this report.

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## **Social Marketing Template**



PLAN SUMMARY FOR TEAM PRESENTATION

Overview:

1. Encourage landowner interest by cultivating trusted agricultural peers who participate in a wetlands program and see the benefits, and are willing to talk with their neighbors about the benefits.
2. Specifically encourage landowners through direct mail outreach to have a conversation with their local ag service provider about the benefits and options offered by these programs.
3. Equip the local ag service providers for these conversations, so they know both the technical options offered by the programs, but are also sensitive to landowner barriers and know how to emphasize the key benefits.
4. Provide a web portal where the full range of program options are summarized in an accessible format.

<b>STEP 1</b>	
<b>Campaign Purpose</b>	To increase the adoption of wetlands restoration on agricultural lands in keeping with the Bay Agreement.
<b>Campaign Focus</b>	Wetlands restoration programs
<b>STEP 3</b>	
<b>Target Audience</b>	<p><u>Downstream audience:</u> Agricultural landowners of 40 acres or more who are not already enrolled in wetlands restoration programs in the target counties of Juniata, Lancaster, York, PA; Caroline, Kent, Talbot, Dorchester, Somerset, Wicomico, Worcester, MD.</p> <p><u>Midstream audience:</u> Service providers in county agricultural service centers.</p> <p>Segmentation of note:</p> <ul style="list-style-type: none"> <li>• Coastal plain vs. Piedmont (orientation towards coastal wetland vs. riparian; waterfowl habitat vs. fish and deer, grouse, etc.)</li> <li>• Development pressure vs. less or no development pressure</li> <li>• Active farmers vs. remote landowners (remote folks much less knowledgeable and connected, but receptive)</li> </ul>
<b>STEP 4</b>	
<b>Desired Behavior</b>	Enroll in wetlands restoration program and follow through to installation.
<b>STEP 5</b>	
<b>Perceived Barriers</b>	<ul style="list-style-type: none"> <li>• Landowners do not know how to start the process, or where to go for information.</li> <li>• Mistrust of government agencies.</li> <li>• Loss of control over what happens on my land.</li> <li>• Strong preference for peer-to-peer communication and validation, at the expense of many other messengers.</li> <li>• Significant privacy concerns.</li> <li>• Smaller farms challenged because they do not want to give up limited tillable land.</li> </ul>

## Agricultural Landowner Social Marketing Plan to Encourage Enrollment in Wetlands Programs

	<ul style="list-style-type: none"> <li>• “Wetland” is not a positive term, yet it is used extensively in program literature and parlance.</li> <li>• Heavy reliance on postal communication, which introduces limitations on outreach.</li> <li>• Very busy people; hard to reach.</li> <li>• Don’t want people showing up on their land unannounced.</li> <li>• Perceived inflexibility of these programs.</li> <li>• Fear that the land will be out of production forever; may affect future sale price or next generation of landowners.</li> <li>• Mosquitos.</li> <li>• Loss of income.</li> <li>• Variability of crop prices introduces uncertainty.</li> <li>• Landowners’ prevailing view that all land must be “useful.”</li> <li>• Landowners are not being approached with this information.</li> <li>• Very uneven knowledge about program availability, and uneven commitment to selling these programs, among local ag service providers and other advocates.</li> </ul>
Perceived Benefits	<ul style="list-style-type: none"> <li>• Wildlife habitat for the purpose of hunting (for many, not all).</li> <li>• Possible rental income from hunting (coastal plain).</li> <li>• Rental income from wetlands program.</li> <li>• Improving water quality; in coastal plain, good awareness of impaired water quality right around their farms and filtration impact of wetlands; less awareness of impairment as you move upstream.</li> <li>• Erosion control (upstream)</li> <li>• Pride in doing my part.</li> <li>• Helps hold off subdivision.</li> </ul>
<b>STEP 6:</b>	
Positioning Statement	<p>We want agricultural landowners of 40 acres or more who are not already enrolled in wetlands restoration programs in the target counties to see enrolling in wetlands restoration program and following through to installation as <u>a productive use of their land</u> and as more important and beneficial than keeping marginal land in (crop) production.</p>

<b>STEP 7</b>	
<b>Product</b>	
<b>Core Benefit to Highlight</b>	<p><b>Option 1: “wildlife ponds” will bring habitat, opportunity for hunting, and possible income/(PA) fish restoration in streams</b></p> <p><b>Option 2: (Piedmont): prevent flash flooding/erosion</b></p> <p><b>Option 3: prevent future development (in places subject to development pressure)</b></p>
<b>Specific Behavior to Promote</b>	<p><b>Enroll in wetlands restoration program through conversation with a local service provider</b></p> <p><b>Option: Encourage enrollment in riparian restoration program (Piedmont)</b></p>
<b>Any Tangible Objects to Support?</b>	<p><u><b>Direct mail</b></u> to ag landowners to prompt conversation with local ag service provider office.</p> <p><u><b>Web portal</b></u>, designed for service providers (mid-stream audience), also accessible for public.</p>
<b>Any Services to Support?</b>	<b>Possible attendance and content at MASCD conference (and other appropriate gatherings)</b>
<b>Price</b>	
<b>Any Monetary Costs?</b>	<p><b>Cost of construction, probably not fully reimbursed.</b></p> <p><b>Possible loss of crop income.</b></p>
<b>Any Monetary Incentives?</b>	<p><b>Lots of cost share alternatives.</b></p> <p><b>Possible rental payments over contract term.</b></p> <p><b>(Future idea): Change pricing payment structure to tie to commodities price changes.</b></p> <p><b>(Future idea): Tweak programs to allow more flexibility to accommodate waterfowl habitat/migration.</b></p> <p><b>(Indirect): Hunting leases/fees.</b></p>
<b>Any Monetary Disincentives?</b>	<b>Continued production on marginal land could yield less financially than incentive payments.</b>
<b>Any Nonmonetary Incentives?</b>	<p><b>Recognition program.</b></p> <p><b>Change the mental equation about cost calculation...</b></p>
<b>Any Nonmonetary Disincentives?</b>	
<b>Place</b>	
<b>Where/When Perform Behavior</b>	<b>Local ag service center</b>
<b>Where/When Acquire Any Tangible Objects Included in Program</b>	
<b>Where/When Receive Services Included in Program</b>	

## Agricultural Landowner Social Marketing Plan to Encourage Enrollment in Wetlands Programs

Promotion	
<b>Key Messages</b>	<b>Habitat creation</b> <b>Water quality (interpret through a local lens; may require information that water is impaired)</b> <b>Erosion control</b> <b>Rental payments</b>
<b>Key Messengers</b>	<b>Peers who have already installed the practices.</b> <b>Ag center service providers.</b>
<b>Key Creative Elements</b>	<b>Importance to have a local focus/sensitivity</b>
<b>Key Communication Channels</b>	<b>Conventional mail as primary acquisition tool.</b> <b>Web presence to summarize programs available for curious landowners and for ag service providers who must market these programs.</b> <b>Delmarva Farmer/Lancaster Farmer</b>

**3**

## **Survey Questionnaire and Crosstabs**



*Administered by mail and telephone; August 2015; N=409 (200 phone, 209 mail)*

**Understanding Your Farm**

1. Just to confirm, do you own or manage farmland in Maryland or Pennsylvania? (If yes): In what county or counties? (Code all that apply.)

	<u>Phone</u>	<u>Mail</u>	<u>All</u>
Caroline, MD .....	10%	12%	11%
Dorchester, MD .....	8%	6%	7%
Juniata, PA.....	18%	7%	13%
Kent, MD .....	6%	8%	7%
Lancaster, PA.....	15%	17%	16%
Somerset, MD .....	4%	6%	5%
Talbot, MD.....	*%	7%	5%
Wicomico, MD .....	12%	10%	11%
Worcester, MD .....	8%	7%	7%
York, PA.....	14%	24%	19%
Other county in Maryland or Pennsylvania (Record county.).....	4%	3%	1%
Not in Maryland or Pennsylvania/Do not own or manage farmland (Thank and terminate.)			
Not sure/Prefer not to say (Thank and terminate.) .....	*%	*%	*%

2. Is your land currently in agricultural production?

Yes.....	90%	97%	93%
No (Skip to Q5.) .....	10%	3%	7%
(Do not read): Not sure/ Prefer not to say .....	*%	*%	*%

(If yes):

3. Is the land farmed by you personally, by someone else in your family, or by someone outside the family? (Allow multiple responses.)

Farmed by you personally.....	49%	46%	48%
Someone else in your family .....	31%	14%	23%
Someone outside the family.....	60%	49%	54%
(Do not read): Not sure/ Prefer not to say .....	*%	1%	*%

4. Which of these do you produce? (Read list; code any that apply.)

Crops, such as corn, soybeans, wheat, or other grains .....	86%	88%	87%
Other livestock .....	22%	18%	20%
Vegetables .....	21%	11%	16%
Dairy.....	17%	8%	12%
Poultry .....	13%	10%	12%
Fruits and specialty crops .....	7%	7%	7%
Trees or Christmas trees.....	7%	7%	7%
Nursery stock .....	1%	1%	1%
Or something else (Specify.).....	6%	13%	9%
(Do not read): Not sure/ Prefer not to say .....	*%	*%	*%

*Administered by mail and telephone; August 2015; N=409 (200 phone, 209 mail)*

(All):

5. About how many acres do you own or manage?

	<u>Phone</u>	<u>Mail</u>	<u>All</u>
Less than 50.....	10% .....	11%.....	11%
50 – 99 .....	32% .....	32%.....	32%
100 – 199 .....	43% .....	28%.....	35%
200 or more.....	14% .....	29%.....	21%
Not sure/Refused to say.....	1% .....	*%.....	1%
Median .....	101.5 .....	109.0.....	105.0

**Wet Areas of Your Land**

6. Do you have any areas that are normally saturated with water such a shallow pond, wetland, marsh, or wet woods?

Yes .....	46% .....	54%.....	50%
No.....	52% .....	42%.....	47%
Not sure.....	2% .....	4%.....	3%

7. Do you have any farm fields where the yield is lower because they are prone to occasional flooding?

Yes .....	19% .....	22%.....	20%
No.....	80% .....	70%.....	75%
Not sure.....	1% .....	8%.....	4%

8. Do you have any areas that may once have been wet many years ago before they were ever cultivated and farmed?

Yes .....	12% .....	15%.....	14%
No.....	67% .....	55%.....	61%
Not sure.....	20% .....	29%.....	25%

Taken together, we will call these areas of your farm “wet areas,” whether they are normally saturated, occasionally flood, or once were wet long ago.

9. Are you aware of any programs that are meant to help you preserve wet areas on your land, or restore them to natural habitat, through technical or financial assistance? Such programs might be offered by agencies such as the Natural Resources Conservation Service, Farm Service Agency, or your state’s Department of Agriculture, or through private grantors such as Ducks Unlimited or the Chesapeake Bay Trust.

Yes, aware .....	58% .....	61%.....	60%
No, not aware/ Not sure .....	42% .....	39%.....	40%

*Administered by mail and telephone; August 2015; N=409 (200 phone, 209 mail)*

*(If aware):*

10. Have you ever investigated, or do you actually participate in a conservation program that is meant to preserve wet areas on your land or restore them to natural habitat?

	<u>Phone</u>	<u>Mail</u>	<u>All</u>
Actually participate .....	8% .....	18% .....	13%
Have investigated but do not participate .....	14% .....	18% .....	16%
<i>Total Participate + Investigated</i> .....	<i>22% .....</i>	<i>36% .....</i>	<i>29%</i>
Have neither investigated nor participate .....	34% .....	21% .....	28%
Not sure/ Can't remember .....	2% .....	4% .....	3%
Not aware of programs (Q9) .....	42% .....	39% .....	40%

*(If participating):*

11. Please briefly describe the program(s) in which you participate. *(Open-ended; see verbatim responses at end of Questionnaire.)*

*(All):*

12. Whether or not you participate in such a program, have you ever had a visit from an expert to discuss the possibility of preserving wet areas on your farmland or restoring them to natural habitat?

Yes .....	12% .....	23% .....	18%
No .....	84% .....	70% .....	78%
Not sure .....	3% .....	6% .....	5%

13. Which of these would come the closest to describing why you might consider participating in such a program? *(Allow multiple but do not probe for multiple.)*

To improve water quality in nearby streams and creeks .....	37% .....	35% .....	36%
To receive a rental payment for the land that is in the program ....	36% .....	32% .....	35%
To create wildlife habitat, for example, for hunting .....	28% .....	30% .....	29%
Or another reason (Specify.) .....	6% .....	6% .....	6%
(Do not read): None of those/ Not sure .....	32% .....	33% .....	33%

*(All who are not participating, including no/not sure in Q10):*

14. What is the main reason you do not participate in such a program today? *(Open-ended; see verbatim responses at end of Questionnaire.)*

15. If you were told about a program to help you preserve or restore wet areas on your land as a way of providing wildlife habitat and protecting local streams, and if the program paid enough to cover your costs of participating, without forcing you to give up too much control of what happens on your land, how likely would you be to seriously consider it?

Definitely would .....	5% .....	11% .....	8%
Probably would .....	17% .....	29% .....	23%
<i>Total Definitely + Probably</i> .....	<i>22% .....</i>	<i>40% .....</i>	<i>31%</i>
Might or might not .....	35% .....	35% .....	35%
Probably would not .....	23% .....	13% .....	18%
Definitely would not .....	20% .....	11% .....	16%

*Administered by mail and telephone; August 2015; N=409 (200 phone, 209 mail)*

(All):

16. Here are three other scenarios. Please answer for each one individually. How likely would you be to participate if...?

A. The program paid you rental fee per acre that was over and above your cost of participating in the program.

	<u>Phone</u>	<u>Mail</u>	<u>All</u>
Definitely would .....	8%	13%	10%
Probably would.....	24%	28%	26%
<i>Total Definitely + Probably .....</i>	<i>32%</i>	<i>42%</i>	<i>37%</i>
Might or might not .....	30%	35%	33%
Probably would not.....	19%	13%	16%
Definitely would not.....	18%	10%	15%

B. You would have to agree to an easement and annual inspections, giving up some control of what happens on that portion of your land.

Definitely would .....	5%	6%	6%
Probably would.....	8%	8%	8%
<i>Total Definitely + Probably .....</i>	<i>12%</i>	<i>14%</i>	<i>13%</i>
Might or might not .....	18%	27%	22%
Probably would not.....	28%	31%	29%
Definitely would not.....	42%	28%	36%

C. Rather than a government agency, the program is administered by a non-profit organization.

Definitely would .....	5%	6%	5%
Probably would.....	11%	15%	13%
<i>Total Definitely + Probably .....</i>	<i>16%</i>	<i>21%</i>	<i>18%</i>
Might or might not .....	34%	44%	39%
Probably would not.....	29%	19%	25%
Definitely would not.....	21%	16%	19%

*Administered by mail and telephone; August 2015; N=409 (200 phone, 209 mail)*

**Organizations**

*(All):*

17. Please indicate how much you would trust information from each of these organizations and individuals about preservation and restoration of natural areas on your land. *(5-point scale of trust: 5=trust a lot, 4=above average, 3=average, 2=below average, 1=do not trust)*

	<u>Phone</u>	<u>Mail</u>	<u>All</u>
A. Your local Soil Conservation District .....	3.41	3.69	3.58
B. Your local Extension office .....	3.36	3.66	3.54
C. Maryland or Pennsylvania Department of Agriculture .....	3.45	3.26	3.34
D. Maryland Department of the Environment/Pennsylvania Department of Environmental Protection .....	2.94	2.45	2.63
E. Natural Resources Conservation Service, or NRCS .....	3.70	3.17	3.38
F. Farm Service Administration, or FSA .....	3.47	3.47	3.47
G. U.S. Fish & Wildlife Service .....	3.26	2.97	3.08
H. Ducks Unlimited .....	3.50	3.33	3.40
I. The Nature Conservancy .....	3.52	3.00	3.17
J. Chesapeake Bay Trust .....	3.28	2.74	2.95
K. Chesapeake Wildlife Heritage .....	3.31	2.80	2.97
L. Family members .....	3.55	3.82	3.72
M. Agricultural retailers .....	2.64	2.88	2.80
N. Private agricultural consultants .....	2.91	3.17	3.08
O. Farm neighbors .....	3.18	3.49	3.37

**Focus Group Pre-Qualification**

18. Sometimes we want to get together with a small group of people in a focus group to talk in more detail about these issues. This is research, not an attempt to sell you anything or persuade you. This discussion would occur in the next several weeks, and participants would be paid \$100 for about two hours of their time. Should we decide to do that, how interested would you be in participating if the discussion were held at a convenient time and place for you? *(Read categories.)*

Definitely (Confirm contact information.) .....	7%	9%	8%
Probably (Confirm contact information.) .....	13%	22%	17%
About 50/50 (Confirm contact information.) .....	26%	25%	25%
Not that interested .....	54%	44%	49%
(Do not read): Not sure/ Refused .....	*%	*%	*%



Administered by mail and telephone; August 2015; N=409 (200 phone, 209 mail)

**Classification**

19. Just a few final questions to help classify this survey. What is your age?

	<u>Phone</u>	<u>Mail</u>	<u>All</u>
Less than 35.....	1%	3%	2%
35 to 49 .....	12%	11%	12%
50 to 64 .....	36%	32%	34%
65 or over .....	48%	51%	49%
(Do not read): Not sure/ Refused to say .....	2%	3%	3%

20. How many years have you personally been involved with farming? (Code number of years; 99=Not sure/Prefer not to say.)

Less than 20.....	18%	21%	19%
20 to 34 .....	30%	23%	27%
35 to 49 .....	14%	22%	17%
50 or more.....	35%	34%	34%
Not sure/Prefer not to say .....	4%	*%	2%
Median .....	35	40	36

21. Do you live on your farmland or live somewhere else?

Live on the land.....	80%	72%	76%
Live somewhere else .....	18%	27%	22%
(Do not read): Not sure/ Prefer not to say .....	2%	2%	2%

Thanks very much. That's all the questions we have. This interview along with the others will help the project's sponsors understand the viability of programs aimed at restoring and preserving wetlands on agricultural land.

August 20, 2015

«Name»  
«Street\_Address»  
«City\_State\_Zip»

Dear Landowner:

My firm is conducting a grant-funded study of agricultural landowners and producers in Pennsylvania, and I am writing to ask for your participation by completing the enclosed survey.

This work is being done in cooperation with area university researchers and a consortium of public sector and not-for-profit agencies that administer programs meant to help agricultural landowners. The purpose of this work is to understand the needs of landowners like you, what you may like and dislike about these programs, and how they could be made better.

As you look at the survey questions, you will see that the focus is on programs that help landowners return some areas of their farms to a natural state, particularly areas that are often, sometimes, or formerly wet or marginal. Some people think this is a good idea and some do not. Whether your own opinion of this type of land conservation is positive or negative, it is important that you participate in this survey so that your point of view is represented.

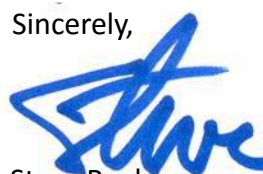
**Enclosed is a two-page survey form. Results are confidential and will only be seen by our research team. Please complete and return this survey before September 4 in the enclosed postage-paid envelope.**

**Or if you would find it easier, please visit our website, [www.OpinionWorks.com](http://www.OpinionWorks.com) and complete the survey online. You will find a button labeled "Ag Survey" on the upper right of our home page.**

Thank you in advance for your participation in this important project. This is an effort to understand the needs of agricultural landowners and producers and make things work better for you. By taking part you can help make that happen.

If you have any questions about this project, please do not hesitate to contact me directly. In the meantime, once again, thank you.

Sincerely,



Steve Raabe  
President

AGRICULTURAL LANDOWNER SURVEY

Thank you for taking part in this survey of agricultural landowners and producers.  
Place a check or fill in the circle next to the response that best applies.

1. Just to confirm, do you own or manage farmland in Maryland or Pennsylvania? ☐ Yes ☐ No  
If “Yes”, mark all that apply.
- ☐ Caroline, MD

☐ Kent, MD

☐ Wicomico, MD

☐ Other County in MD or PA:
- ☐ Dorchester, MD

☐ Lancaster, PA

☐ Worcester, MD
- ☐ Juniata, PA

☐ Somerset, MD

☐ York, PA

2. Is your land currently in agricultural production?
- ☐ Yes (if “Yes”, continue with Q3)

☐ No (if “No”, continue with Q5)

3. Is the land farmed by you personally, by someone else in your family or by someone outside the family? Mark all that apply.
- ☐ Farmed by you personally

☐ Someone outside the family
- ☐ Someone else in your family

☐ Not sure/ Prefer not to say

4. Which of these do you produce? Mark all that apply.
- ☐ Crops, such as corn, soybeans, wheat, or other grains

☐ Fruits and specialty crops

☐ Vegetables

☐ Nursery stock

☐ Trees or Christmas trees

☐ Dairy

☐ Poultry

☐ Other livestock

☐ Something else:

☐ Not sure/ Prefer not to say

- (All):  
5. About how many acres do you own or manage?

6. Do you have any areas that are normally saturated with water such as a shallow pond, wetland, marsh, or wet woods?
- ☐ Yes

☐ No

☐ Not sure
7. Do you have any farm fields where the yield is lower because they are prone to occasional flooding?
- ☐ Yes

☐ No

☐ Not sure
8. Do you have any areas that may once have been wet many years ago before they were ever cultivated and farmed?
- ☐ Yes

☐ No

☐ Not sure

Taken together, we will call these areas of your farm “wet areas,” whether they are normally saturated, occasionally flood, or once were wet long ago.

9. Are you aware of any programs that are meant to help you preserve wet areas on your land, or restore them to natural habitat, through technical or financial assistance? Such programs might be offered by agencies such as the Natural Resources Conservation Service, Farm Service Agency, or your state’s Department of Agriculture, or through private grantors such as Ducks Unlimited or the Chesapeake Bay Trust.
- ☐ Yes, aware (if “Yes”, continue with Q10)

☐ No, not aware/ Not sure (if “No/ Not sure”, go to Q12)

10. Have you ever investigated, or do you participate in a conservation program that is meant to preserve wet areas on your land or restore them to natural habitat?
- ☐ Have investigated but do not participate (Go to Q12)

☐ Participate (Continue with Q11)

☐ Have neither investigated nor participate (Go to Q12)

☐ Not sure/ Can’t remember (Go to Q12)

11. Please briefly name or describe the program(s) in which you participate:

- (All):  
12. Whether or not you participate in such a program, have you ever had a visit from an expert to discuss the possibility of preserving wet areas on your farmland or restoring them to natural habitat?
- ☐ Yes

☐ No

☐ Not sure

13. Which of these would come the closest to describing why you might consider participating in such a program?
- ☐ To receive a rental payment for the land that is in the program

☐ To improve water quality in nearby streams and creeks
- ☐ To create wildlife habitat, for example, for hunting

☐ Another reason:
- ☐ None of these/ Not sure

14. If you do not participate in a program today, what is the main reason?

15. If you were told about a program to help you preserve or restore wet areas on your land as a way of providing wildlife habitat and protecting local streams, and if the program paid enough to cover your costs of participating, without forcing you to give up too much control of what happens on your land, how likely would you be to seriously consider it?

Definitely would

Probably would

Might or might not

Probably would not

Definitely would not

☐

☐

☐

☐

☐

16. Here are three other scenarios. Please answer for each one individually. How likely would you be to participate if...?

Definitely would	Probably would	Might or might not	Probably would not	Definitely would not
A. ...the program paid you a rental fee per acre that was over and above your cost of participating in the program.				
<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
B. ...you would have to agree to an easement and annual inspections, giving up some control of what happens on that portion of your land.				
<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
C. ...rather than a government agency, the program is administered by a non-profit organization.				
<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

17. Please indicate how much you would trust information from each of these organizations and individuals about preservation and restoration of natural areas on your land.

	5 Trust a lot	4 Above average	3 Average	2 Below average	1 Do not trust
A. Your local Soil Conservation District	5	4	3	2	1
B. Your local Extension office	5	4	3	2	1
C. Pennsylvania Department of Agriculture	5	4	3	2	1
D. PA Department of Environmental Protection	5	4	3	2	1
E. Natural Resources Conservation Service (NRCS)	5	4	3	2	1
F. Farm Service Administration (FSA)	5	4	3	2	1
G. U.S. Fish & Wildlife Service	5	4	3	2	1
H. Ducks Unlimited	5	4	3	2	1
I. The Nature Conservancy	5	4	3	2	1
J. Chesapeake Bay Trust	5	4	3	2	1
K. Chesapeake Wildlife Heritage	5	4	3	2	1
L. Family members	5	4	3	2	1
M. Agricultural retailers	5	4	3	2	1
N. Private agricultural consultants	5	4	3	2	1
O. Farm neighbors	5	4	3	2	1

18. Sometimes we want to get together with a small group of people in a focus group to talk in more detail about these issues. This is research, not an attempt to sell you anything or persuade you. This discussion would occur in the next several weeks, and participants would be paid \$100 for about two hours of their time. Should we decide to do that, how interested would you be in participating if the discussion were held at a convenient time and place for you?

Definitely

Probably

About 50/50

Not that interested

☐

☐

☐

☐

*If definitely or probably interested, please provide your best contact information:*

Name

Phone:

Email:

19. Just a few final questions to help classify this survey. What is your age?

☐ Less than 35

☐ 35 to 49

☐ 50 to 64

☐ 65 or older

☐ Prefer not to say

20. How many years have you personally been involved with farming? \_\_\_\_\_

21. Do you live on your farmland or live somewhere else?

☐ Live on the land

☐ Live somewhere else

☐ Prefer not to say

**Please return your survey in the postage-paid return envelope by September 4 to:**  
**OpinionWorks, 706 Giddings Ave., Suite 2C, Annapolis, MD 21401**

Cheasapeake Bay Trust and Partners -- Ag Landowner Survey Data Breakouts -- August 2015

1. Just to confirm, do you own or manage farmland in Maryland or Pennsylvania? (If yes): In what county or counties?

	COLLECTED BY=			=====LOCATION OF FARM=====							=====WHO FARMS=====			=====ACRES=====		==AGE OF RESPONDENT=				=====LIVES=====	
	ALL	Phone	Mail	Jun- iata	Lanc/ York	All PA	Mid- Shore	Lower Shore	All MD	Self	Famly Membr	Outof Famly	<100	100+	<50	50-64	65+	On Land	Away		
	395	200	195	51	137	186	89	114	203	173	82	200	170	220	54	133	193	295	88		
	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100		
Caroline, MD	45	21	24	-	-	-	45	-	45	18	11	23	14	31	3	15	26	33	12		
	11%	10%	12%				51%		22%	10%	13%	12%	8%	14%	6%	11%	13%	11%	14%		
Dorchester, MD	29	17	12	-	-	-	-	29	29	9	4	19	12	17	3	10	15	18	10		
	7%	8%	6%					25%	14%	5%	5%	10%	7%	8%	6%	8%	8%	6%	11%		
Juniata, PA	51	37	14	51	2	51	-	-	-	22	9	24	19	31	12	13	26	41	9		
	13%	18%	7%	100%	1%	27%				13%	11%	12%	11%	14%	22%	10%	13%	14%	10%		
Kent, MD	27	12	15	-	-	-	27	-	27	11	7	12	7	20	4	9	14	18	9		
	7%	6%	8%				30%		13%	6%	9%	6%	4%	9%	7%	7%	7%	6%	10%		
Lancaster, PA	63	30	33	2	63	63	-	-	-	42	15	19	32	30	16	23	19	55	5		
	16%	15%	17%	4%	46%	34%				24%	18%	10%	19%	14%	30%	17%	10%	19%	6%		
Somerset, MD	20	9	11	-	1	1	-	20	20	8	2	14	12	8	2	9	9	15	3		
	5%	4%	6%		1%	1%		18%	10%	5%	2%	7%	7%	4%	4%	7%	5%	5%	3%		
Talbot, MD	21	6	15	-	-	-	21	-	21	4	5	11	9	12	-	6	15	13	8		
	5%	3%	8%				24%		10%	2%	6%	6%	5%	5%		5%	8%	4%	9%		
Wicomico, MD	42	23	19	-	-	-	-	42	42	14	9	25	18	23	2	15	23	28	12		
	11%	12%	10%					37%	21%	8%	11%	12%	11%	10%	4%	11%	12%	9%	14%		
Worcester, MD	28	15	13	-	-	-	-	28	28	14	6	14	7	19	4	8	14	19	7		
	7%	8%	7%					25%	14%	8%	7%	7%	4%	9%	7%	6%	7%	6%	8%		
York, PA	75	29	46	-	75	75	-	1	1	30	16	44	38	37	8	29	36	63	12		
	19%	14%	24%		55%	40%		1%	1%	17%	20%	22%	22%	17%	15%	22%	19%	21%	14%		
(DO NOT READ) Other county in Maryland or Pennsylvania (Reco	13	7	6	1	3	3	2	1	3	9	3	5	4	9	1	3	7	9	2		
	3%	4%	3%	2%	2%	2%	2%	1%	1%	5%	4%	2%	2%	4%	2%	2%	4%	3%	2%		

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2.Is your land currently in agricultural production?

	COLLECTED BY=			=====LOCATION OF FARM=====						=====WHO FARMS=====			=====ACRES=====		==AGE OF RESPONDENT=			=====LIVES=====	
	ALL	Phone	Mail	Jun- iata	Lanc/ York	All PA	Mid- Shore	Lower Shore	All MD	Self	Family Membr	Outof Family	<100	100+	<50	50-64	65+	On Land	Away
Yes	398	200	198	51	137	186	89	114	203	175	83	200	170	223	55	134	194	298	88
	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100
	371	179	192	46	131	175	84	103	187	175	83	200	154	213	51	127	180	284	77
	93%	90%	97%	90%	96%	94%	94%	90%	92%	100%	100%	100%	91%	96%	93%	95%	93%	95%	88%
No	27	21	6	5	6	11	5	11	16	-	-	-	16	10	4	7	14	14	11
	7%	10%	3%	10%	4%	6%	6%	10%	8%				9%	4%	7%	5%	7%	5%	12%

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3.Is the land farmed by you personally, by someone else in your family, or by someone outside the family?

	COLLECTED BY=			=====LOCATION OF FARM=====						=====WHO FARMS=====			=====ACRES=====		==AGE OF RESPONDENT=			=====LIVES=====	
	ALL	Phone	Mail	Jun- iata	Lanc/ York	All PA	Mid- Shore	Lower Shore	All MD	Self	Family Membr	Outof Family	<100	100+	<50	50-64	65+	On Land	Away
	368	179	189	46	130	174	83	103	186	175	83	200	153	211	50	127	178	282	76
	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100
Farmed by you personally	175	88	87	22	72	93	32	43	75	175	49	38	68	105	40	68	58	150	18
	48%	49%	46%	48%	55%	53%	39%	42%	40%	100%	59%	19%	44%	50%	80%	54%	33%	53%	24%
Someone else in your family	83	56	27	9	31	40	20	21	41	49	83	16	25	57	15	30	36	69	12
	23%	31%	14%	20%	24%	23%	24%	20%	22%	28%	100%	8%	16%	27%	30%	24%	20%	24%	16%
Someone outside the family	200	107	93	24	63	86	44	69	113	38	16	200	89	109	13	72	111	142	54
	54%	60%	49%	52%	48%	49%	53%	67%	61%	22%	19%	100%	58%	52%	26%	57%	62%	50%	71%
(DO NOT READ) Not sure/ Prefer not to say	1	-	1	-	1	1	-	-	-	-	-	-	1	-	-	1	-	1	-
	1%		1%		1%	1%							1%			1%		1%	

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4. Which of these do you produce?

	COLLECTED BY=			=====LOCATION OF FARM=====						=====WHO FARMS=====			=====ACRES=====		=====AGE OF RESPONDENT=====			=====LIVES=====	
	ALL	Phone	Mail	Jun- iata	Lanc/ York	All PA	Mid- Shore	Lower Shore	All MD	Self	Famly Membr	Outof Famly	<100	100+	<50	50-64	65+	On Land	Away
	370	179	191	46	131	175	83	103	186	175	83	200	153	213	51	127	179	284	76
	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100
Crops, such as corn, soybeans, wheat, or other grains	323	154	169	38	115	151	73	91	164	145	71	182	128	192	41	114	157	250	64
	87%	86%	88%	83%	88%	86%	88%	88%	88%	83%	86%	91%	84%	90%	80%	90%	88%	88%	84%
Other livestock	74	40	34	13	35	46	10	17	27	55	25	25	26	47	15	29	28	65	6
	20%	22%	18%	28%	27%	26%	12%	17%	15%	31%	30%	12%	17%	22%	29%	23%	16%	23%	8%
Vegetables	58	37	21	4	25	29	11	17	28	44	25	26	25	33	13	23	21	48	9
	16%	21%	11%	9%	19%	17%	13%	17%	15%	25%	30%	13%	16%	15%	25%	18%	12%	17%	12%
Dairy	45	30	15	11	27	37	3	5	8	35	17	17	11	33	13	17	13	40	3
	12%	17%	8%	24%	21%	21%	4%	5%	4%	20%	20%	8%	7%	15%	25%	13%	7%	14%	4%
Poultry	43	24	19	7	15	22	3	17	20	33	8	26	10	33	7	26	9	37	3
	12%	13%	10%	15%	11%	13%	4%	17%	11%	19%	10%	13%	7%	15%	14%	20%	5%	13%	4%
Fruits and specialty crops	26	12	14	1	10	11	4	9	13	15	11	11	15	11	4	13	9	17	8
	7%	7%	7%	2%	8%	6%	5%	9%	7%	9%	13%	6%	10%	5%	8%	10%	5%	6%	11%
Trees or Christmas trees	26	13	13	4	9	13	5	8	13	13	3	17	14	12	3	8	14	15	11
	7%	7%	7%	9%	7%	7%	6%	8%	7%	7%	4%	8%	9%	6%	6%	6%	8%	5%	14%
Nursery stock	3	1	2	-	1	1	2	-	2	2	-	1	1	2	-	1	2	3	-
	1%	1%	1%		1%	1%	2%		1%	1%		1%	1%	1%		1%	1%	1%	
Or something else (Specify)	35	11	24	1	18	19	8	8	16	19	10	13	15	19	8	11	15	29	5
	9%	6%	13%	2%	14%	11%	10%	8%	9%	11%	12%	6%	10%	9%	16%	9%	8%	10%	7%



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5.About how many acres do you own or manage? (Code total acres owned or managed; 5 digits; 99999=not sure/refused.)

	COLLECTED BY=			=====LOCATION OF FARM=====						=====WHO FARMS=====			=====ACRES=====		==AGE OF RESPONDENT=			=====LIVES=====	
	ALL	Phone	Mail	Jun- iata	Lanc/ York	All PA	Mid- Shore	Lower Shore	All MD	Self	Famly Membr	Outof Famly	<100	100+	<50	50-64	65+	On Land	Away
	395	200	195	51	136	185	89	112	201	173	82	200	170	223	55	134	194	298	88
	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100
<50	43	21	22	2	16	18	13	11	24	17	4	21	43	-	6	15	19	32	9
	11%	10%	11%	4%	12%	10%	15%	10%	12%	10%	5%	10%	25%		11%	11%	10%	11%	10%
50-99	127	64	63	17	54	71	17	37	54	51	21	68	127	-	22	38	62	96	29
	32%	32%	32%	33%	40%	38%	19%	33%	27%	29%	26%	34%	75%		40%	28%	32%	32%	33%
100-199	140	86	54	20	46	66	40	33	73	56	36	81	-	140	24	57	58	106	34
	35%	43%	28%	39%	34%	36%	45%	29%	36%	32%	44%	40%		63%	44%	43%	30%	36%	39%
200+	83	27	56	11	20	29	19	30	49	49	21	28	-	83	3	24	54	63	16
	21%	14%	29%	22%	15%	16%	21%	27%	24%	28%	26%	14%		37%	5%	18%	28%	21%	18%
(DO NOT READ) NOT SURE /	2	2	-	1	-	1	-	1	1	-	-	2	-	-	-	-	1	1	-
REFUSED	1%	1%		2%		1%		1%	1%			1%					1%	1%	1%
Median	105.0	101.5	109.0	135.0	94.0	100.0	125.0	110.0	120.0	125.0	135.0	100.0	65.5	165.0	95.0	113.5	114.0	104.0	114.0

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6.Do you have any areas that are normally saturated with water such a shallow pond, wetland, marsh, or wet woods?

	COLLECTED BY=			=====LOCATION OF FARM=====						=====WHO FARMS=====			=====ACRES=====		==AGE OF RESPONDENT=			=====LIVES=====	
	ALL	Phone	Mail	Jun- iata	Lanc/ York	All PA	Mid- Shore	Lower Shore	All MD	Self	Famly Membr	Outof Famly	<100	100+	<50	50-64	65+	On Land	Away
	395	200	195	51	137	186	89	112	201	173	82	200	170	222	55	134	194	298	88
	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100
Yes	198	92	106	22	66	87	55	55	110	93	46	108	74	124	34	76	85	151	45
	50%	46%	54%	43%	48%	47%	62%	49%	55%	54%	56%	54%	44%	56%	62%	57%	44%	51%	51%
No	187	105	82	29	68	96	30	54	84	79	33	86	90	94	21	56	102	142	39
	47%	52%	42%	57%	50%	52%	34%	48%	42%	46%	40%	43%	53%	42%	38%	42%	53%	48%	44%
Not Sure	10	3	7	-	3	3	4	3	7	1	3	6	6	4	-	2	7	5	4
	3%	2%	4%		2%	2%	4%	3%	3%	1%	4%	3%	4%	2%		1%	4%	2%	5%

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7.Do you have any farm fields where the yield is lower because they are prone to occasional flooding?

	COLLECTED BY=			=====LOCATION OF FARM=====						=====WHO FARMS=====			=====ACRES=====		==AGE OF RESPONDENT=			=====LIVES=====	
	ALL	Phone	Mail	Jun- iata	Lanc/ York	All PA	Mid- Shore	Lower Shore	All MD	Self	Famly Membr	Outof Famly	<100	100+	<50	50-64	65+	On Land	Away
	392	200	192	51	136	185	89	110	199	172	82	198	169	220	55	133	192	296	87
	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100
Yes	80	38	42	8	29	36	14	29	43	36	17	39	34	46	12	33	33	59	20
	20%	19%	22%	16%	21%	19%	16%	26%	22%	21%	21%	20%	20%	21%	22%	25%	17%	20%	23%
No	295	160	135	43	100	142	71	75	146	133	61	149	125	167	40	97	149	224	64
	75%	80%	70%	84%	74%	77%	80%	68%	73%	77%	74%	75%	74%	76%	73%	73%	78%	76%	74%
Not Sure	17	2	15	-	7	7	4	6	10	3	4	10	10	7	3	3	10	13	3
	4%	1%	8%		5%	4%	4%	5%	5%	2%	5%	5%	6%	3%	5%	2%	5%	4%	3%

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8.Do you have any areas that may once have been wet many years ago before they were ever cultivated and farmed?

	COLLECTED BY=			=====LOCATION OF FARM=====						=====WHO FARMS=====			=====ACRES=====		==AGE OF RESPONDENT=			=====LIVES=====	
	ALL	Phone	Mail	Jun- iata	Lanc/ York	All PA	Mid- Shore	Lower Shore	All MD	Self	Famly Membr	Outof Famly	<100	100+	<50	50-64	65+	On Land	Away
	394	200	194	51	137	186	89	111	200	172	82	200	170	221	55	133	194	298	88
	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100
Yes	55	25	30	7	18	24	15	16	31	25	15	25	21	34	5	23	27	43	12
	14%	12%	15%	14%	13%	13%	17%	14%	16%	15%	18%	12%	12%	15%	9%	17%	14%	14%	14%
No	241	134	107	31	89	119	43	72	115	108	48	129	111	128	34	76	123	183	53
	61%	67%	55%	61%	65%	64%	48%	65%	58%	63%	59%	64%	65%	58%	62%	57%	63%	61%	60%
Not Sure	98	41	57	13	30	43	31	23	54	39	19	46	38	59	16	34	44	72	23
	25%	20%	29%	25%	22%	23%	35%	21%	27%	23%	23%	23%	22%	27%	29%	26%	23%	24%	26%

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9. Taken together, we will call these areas of your farm wet areas, whether they are normally saturated, occasionally flood, or once were wet long ago. Are you aware of any programs that are meant to help you preserve wet areas on your land, or restore t

	COLLECTED BY=			=====LOCATION OF FARM=====						=====WHO FARMS=====			=====ACRES=====		=====AGE OF RESPONDENT=====			=====LIVES=====	
	ALL	Phone	Mail	Jun- iata	Lanc/ York	All PA	Mid- Shore	Lower Shore	All MD	Self	Family Membr	Outof Family	<100	100+	<50	50-64	65+	On Land	Away
	391	200	191	51	133	182	89	112	201	171	81	197	167	221	55	133	192	294	88
	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100
Yes, aware	234	117	117	35	86	119	50	61	111	116	44	104	102	131	34	76	116	177	50
	60%	58%	61%	69%	65%	65%	56%	54%	55%	68%	54%	53%	61%	59%	62%	57%	60%	60%	57%
No, not aware/Not sure	157	83	74	16	47	63	39	51	90	55	37	93	65	90	21	57	76	117	38
	40%	42%	39%	31%	35%	35%	44%	46%	45%	32%	46%	47%	39%	41%	38%	43%	40%	40%	43%

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10. Have you ever investigated, or do you actually participate in a conservation program that is meant to preserve wet areas on your land or restore them to natural habitat?

	COLLECTED BY=			=====LOCATION OF FARM=====						=====WHO FARMS=====			=====ACRES=====		==AGE OF RESPONDENT=			=====LIVES=====	
	ALL	Phone	Mail	Jun- iata	Lanc/ York	All PA	Mid- Shore	Lower Shore	All MD	Self	Famly Membr	Outof Famly	<100	100+	<50	50-64	65+	On Land	Away
	391	200	191	51	133	182	89	112	201	171	81	197	167	221	55	133	192	294	88
	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100
Actually participate	51	17	34	4	13	17	20	14	34	21	9	23	15	35	5	14	31	35	14
	13%	8%	18%	8%	10%	9%	22%	12%	17%	12%	11%	12%	9%	16%	9%	11%	16%	12%	16%
Have investigated but do not participate	63	28	35	7	26	32	11	19	30	38	13	24	24	39	10	24	28	52	9
	16%	14%	18%	14%	20%	18%	12%	17%	15%	22%	16%	12%	14%	18%	18%	18%	15%	18%	10%
TOTAL (Participate or Investigated)	114	45	69	11	39	49	31	33	64	59	22	47	39	74	15	38	59	87	23
	29%	22%	36%	22%	29%	27%	35%	29%	32%	35%	27%	24%	23%	33%	27%	29%	31%	30%	26%
Have neither investigated nor participate	109	69	40	24	42	65	15	26	41	53	20	50	60	49	19	36	49	82	24
	28%	34%	21%	47%	32%	36%	17%	23%	20%	31%	25%	25%	36%	22%	35%	27%	26%	28%	27%
Not sure/Can't remember	11	3	8	-	5	5	4	2	6	4	2	7	3	8	-	2	8	8	3
	3%	2%	4%		4%	3%	4%	2%	3%	2%	2%	4%	2%	4%		2%	4%	3%	3%
No aware of programs (Q9)	157	83	74	16	47	63	39	51	90	55	37	93	65	90	21	57	76	117	38
	40%	42%	39%	31%	35%	35%	44%	46%	45%	32%	46%	47%	39%	41%	38%	43%	40%	40%	43%

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12. Whether or not you participate in such a program, have you ever had a visit from an expert to discuss the possibility of preserving wet areas on your farmland or restoring them to natural habitat?

	COLLECTED BY=			=====LOCATION OF FARM=====						=====WHO FARMS=====			=====ACRES=====		==AGE OF RESPONDENT=			=====LIVES=====	
	ALL	Phone	Mail	Jun- iata	Lanc/ York	All PA	Mid- Shore	Lower Shore	All MD	Self	Famly Membr	Outof Famly	<100	100+	<50	50-64	65+	On Land	Away
Yes	393	200	193	51	136	185	89	111	200	172	82	199	170	221	55	134	193	298	87
	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100
	70	25	45	10	26	35	20	16	36	40	12	28	28	42	9	23	38	56	12
	18%	12%	23%	20%	19%	19%	22%	14%	18%	23%	15%	14%	16%	19%	16%	17%	20%	19%	14%
No	305	169	136	40	104	143	60	93	153	124	67	167	134	169	43	109	144	229	70
	78%	84%	70%	78%	76%	77%	67%	84%	76%	72%	82%	84%	79%	76%	78%	81%	75%	77%	80%
Not Sure	18	6	12	1	6	7	9	2	11	8	3	4	8	10	3	2	11	13	5
	5%	3%	6%	2%	4%	4%	10%	2%	6%	5%	4%	2%	5%	5%	5%	1%	6%	4%	6%

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13. Which of these would come the closest to describing why you might consider participating in such a program?

	COLLECTED BY=			=====LOCATION OF FARM=====							=====WHO FARMS=====			=====ACRES=====		==AGE OF RESPONDENT=				=====LIVES=====	
	ALL	Phone	Mail	Jun- iata	Lanc/ York	All PA	Mid- Shore	Lower Shore	All MD	Self	Famly Membr	Outof Famly	<100	100+	<50	50-64	65+	On Land	Away		
	391	200	191	51	135	184	88	111	199	170	82	198	168	221	54	134	192	296	87		
	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100		
To improve water quality in nearby streams and creeks	141	74	67	20	55	74	33	34	67	70	29	71	57	84	29	51	60	101	37		
	36%	37%	35%	39%	41%	40%	38%	31%	34%	41%	35%	36%	34%	38%	54%	38%	31%	34%	43%		
To receive a rental payment for the land that is in the prog	135	73	62	14	39	52	34	48	82	67	31	70	48	87	17	52	64	97	34		
	35%	36%	32%	27%	29%	28%	39%	43%	41%	39%	38%	35%	29%	39%	31%	39%	33%	33%	39%		
To create wildlife habitat, for example, for hunting	114	57	57	15	29	43	30	40	70	48	20	63	44	70	22	43	49	86	25		
	29%	28%	30%	29%	21%	23%	34%	36%	35%	28%	24%	32%	26%	32%	41%	32%	26%	29%	29%		
Or another reason (Specify.)	24	12	12	2	12	14	3	7	10	8	6	11	17	7	5	5	13	21	3		
	6%	6%	6%	4%	9%	8%	3%	6%	5%	5%	7%	6%	10%	3%	9%	4%	7%	7%	3%		
(Do not read): None of those/Not sure	128	65	63	17	47	64	27	31	58	50	29	63	62	64	10	39	72	104	23		
	33%	32%	33%	33%	35%	35%	31%	28%	29%	29%	35%	32%	37%	29%	19%	29%	38%	35%	26%		



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15.If you were told about a program to help you preserve or restore wet areas on your land as a way of providing wildlife habitat and protecting local streams, and if the program paid enough to cover your costs of participating, without forcing you to giv

	COLLECTED BY=			=====LOCATION OF FARM=====							=====WHO FARMS=====			=====ACRES=====		==AGE OF RESPONDENT=				=====LIVES=====	
	ALL	Phone	Mail	Jun- iata	Lanc/ York	All PA	Mid- Shore	Lower Shore	All MD	Self	Family Membr	Outof Family	<100	100+	<50	50-64	65+	On Land	Away		
	367	183	184	50	125	173	79	107	186	159	77	190	158	207	52	129	176	278	81		
	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100		
Definitely would	30	9	21	3	10	13	10	8	18	10	4	15	12	18	6	15	9	21	9		
	8%	5%	11%	6%	8%	8%	13%	7%	10%	6%	5%	8%	8%	9%	12%	12%	5%	8%	11%		
Probably would	84	31	53	8	27	34	23	27	50	30	15	47	29	55	15	27	42	61	22		
	23%	17%	29%	16%	22%	20%	29%	25%	27%	19%	19%	25%	18%	27%	29%	21%	24%	22%	27%		
TOTAL DEFINITELY + PROBABLY	114	40	74	11	37	47	33	35	68	40	19	62	41	73	21	42	51	82	31		
	31%	22%	40%	22%	30%	27%	42%	33%	37%	25%	25%	33%	26%	35%	40%	33%	29%	29%	38%		
Might or might not	129	64	65	23	35	57	29	40	69	59	26	69	48	80	16	47	62	95	29		
	35%	35%	35%	46%	28%	33%	37%	37%	37%	37%	34%	36%	30%	39%	31%	36%	35%	34%	36%		
Probably would not	66	42	24	6	33	39	10	15	25	37	19	26	40	26	10	23	31	52	13		
	18%	23%	13%	12%	26%	23%	13%	14%	13%	23%	25%	14%	25%	13%	19%	18%	18%	19%	16%		
Definitely would not	58	37	21	10	20	30	7	17	24	23	13	33	29	28	5	17	32	49	8		
	16%	20%	11%	20%	16%	17%	9%	16%	13%	14%	17%	17%	18%	14%	10%	13%	18%	18%	10%		

Cheasapeake Bay Trust and Partners -- Ag Landowner Survey Data Breakouts -- August 2015

16A.The program paid you rental fee per acre that was over and above your cost of participating in the program.

	COLLECTED BY=			=====LOCATION OF FARM=====						=====WHO FARMS=====			=====ACRES=====		==AGE OF RESPONDENT=				====LIVES=====	
	ALL	Phone	Mail	Jun- iata	Lanc/ York	All PA	Mid- Shore	Lower Shore	All MD	Self	Family Membr	Outof Family	<100	100+	<50	50-64	65+	On Land	Away	
	378	200	178	50	128	176	87	108	195	167	80	191	162	214	54	130	183	288	82	
	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	
Definitely would	39	15	24	3	9	12	16	12	28	11	5	22	14	25	6	14	19	24	15	
	10%	8%	13%	6%	7%	7%	18%	11%	14%	7%	6%	12%	9%	12%	11%	11%	10%	8%	18%	
Probably would	99	49	50	10	28	37	28	32	60	40	21	58	33	66	13	39	47	69	28	
	26%	24%	28%	20%	22%	21%	32%	30%	31%	24%	26%	30%	20%	31%	24%	30%	26%	24%	34%	
TOTAL DEFINITELY + PROBABLY	138	64	74	13	37	49	44	44	88	51	26	80	47	91	19	53	66	93	43	
	37%	32%	42%	26%	29%	28%	51%	41%	45%	31%	32%	42%	29%	43%	35%	41%	36%	32%	52%	
Might or might not	123	61	62	13	42	54	28	40	68	58	27	62	44	78	15	47	57	98	21	
	33%	30%	35%	26%	33%	31%	32%	37%	35%	35%	34%	32%	27%	36%	28%	36%	31%	34%	26%	
Probably would not	62	38	24	8	28	36	10	15	25	31	15	23	37	24	10	19	28	48	12	
	16%	19%	13%	16%	22%	20%	11%	14%	13%	19%	19%	12%	23%	11%	19%	15%	15%	17%	15%	
Definitely would not	55	37	18	16	21	37	5	9	14	27	12	26	34	21	10	11	32	49	6	
	15%	18%	10%	32%	16%	21%	6%	8%	7%	16%	15%	14%	21%	10%	19%	8%	17%	17%	7%	

Cheasapeake Bay Trust and Partners -- Ag Landowner Survey Data Breakouts -- August 2015

16B.You would have to agree to an easement and annual inspections, giving up some control of what happens on that portion of your land.

	COLLECTED BY=			=====LOCATION OF FARM=====						=====WHO FARMS=====			=====ACRES=====		==AGE OF RESPONDENT=				=====LIVES=====	
	ALL	Phone	Mail	Jun- iata	Lanc/ York	All PA	Mid- Shore	Lower Shore	All MD	Self	Famly Membr	Outof Family	<100	100+	<50	50-64	65+	On Land	Away	
	377	200	177	50	125	173	87	110	197	165	80	192	160	215	53	131	183	285	84	
	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	
Definitely would	21	10	11	-	6	6	10	6	16	5	3	13	6	15	2	7	12	12	9	
	6%	5%	6%		5%	3%	11%	5%	8%	3%	4%	7%	4%	7%	4%	5%	7%	4%	11%	
Probably would	29	15	14	2	8	10	9	9	18	8	5	14	14	15	4	8	17	20	9	
	8%	8%	8%	4%	6%	6%	10%	8%	9%	5%	6%	7%	9%	7%	8%	6%	9%	7%	11%	
TOTAL DEFINITELY + PROBABLY	50	25	25	2	14	16	19	15	34	13	8	27	20	30	6	15	29	32	18	
	13%	12%	14%	4%	11%	9%	22%	14%	17%	8%	10%	14%	12%	14%	11%	11%	16%	11%	21%	
Might or might not	83	35	48	8	22	30	22	31	53	30	13	47	28	55	14	30	37	63	19	
	22%	18%	27%	16%	18%	17%	25%	28%	27%	18%	16%	24%	18%	26%	26%	23%	20%	22%	23%	
Probably would not	110	56	54	20	32	51	25	32	57	60	29	49	46	64	17	41	49	78	29	
	29%	28%	31%	40%	26%	29%	29%	29%	29%	36%	36%	26%	29%	30%	32%	31%	27%	27%	35%	
Definitely would not	134	84	50	20	57	76	21	32	53	62	30	69	66	66	16	45	68	112	18	
	36%	42%	28%	40%	46%	44%	24%	29%	27%	38%	38%	36%	41%	31%	30%	34%	37%	39%	21%	

Cheasapeake Bay Trust and Partners -- Ag Landowner Survey Data Breakouts -- August 2015  
 16C. Rather than a government agency, the program is administered by a non-profit organization.

	COLLECTED BY=			=====LOCATION OF FARM=====						=====WHO FARMS=====			=====ACRES=====		=====AGE OF RESPONDENT=====			=====LIVES=====	
	ALL	Phone	Mail	Jun- iata	Lanc/ York	All PA	Mid- Shore	Lower Shore	All MD	Self	Famly Membr	Outof Famly	<100	100+	<50	50-64	65+	On Land	Away
	375	200	175	50	125	173	87	108	195	165	80	190	161	212	54	131	180	285	82
	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100
Definitely would	20	10	10	2	7	9	7	4	11	7	4	12	9	11	3	9	8	15	5
	5%	5%	6%	4%	6%	5%	8%	4%	6%	4%	5%	6%	6%	5%	6%	7%	4%	5%	6%
Probably would	48	22	26	5	18	23	11	14	25	16	8	27	18	30	10	15	23	31	17
	13%	11%	15%	10%	14%	13%	13%	13%	13%	10%	10%	14%	11%	14%	19%	11%	13%	11%	21%
TOTAL DEFINITELY + PROBABLY	68	32	36	7	25	32	18	18	36	23	12	39	27	41	13	24	31	46	22
	18%	16%	21%	14%	20%	18%	21%	17%	18%	14%	15%	21%	17%	19%	24%	18%	17%	16%	27%
Might or might not	145	68	77	16	44	59	37	47	84	67	33	74	53	92	19	61	61	110	32
	39%	34%	44%	32%	35%	34%	43%	44%	43%	41%	41%	39%	33%	43%	35%	47%	34%	39%	39%
Probably would not	92	58	34	15	34	49	15	26	41	49	21	37	42	48	17	29	42	69	20
	25%	29%	19%	30%	27%	28%	17%	24%	21%	30%	26%	19%	26%	23%	31%	22%	23%	24%	24%
Definitely would not	70	42	28	12	22	33	17	17	34	26	14	40	39	31	5	17	46	60	8
	19%	21%	16%	24%	18%	19%	20%	16%	17%	16%	18%	21%	24%	15%	9%	13%	26%	21%	10%

Cheasapeake Bay Trust and Partners -- Ag Landowner Survey Data Breakouts -- August 2015

17A. Please indicate how much you would trust information from each of these organizations and individuals about preservation and restoration of natural areas on your land. Your local Soil Conservation District

	COLLECTED BY=			=====LOCATION OF FARM=====						=====WHO FARMS=====			=====ACRES=====		==AGE OF RESPONDENT=				====LIVES=====	
	ALL	Phone	Mail	Jun- iata	Lanc/ York	All PA	Mid- Shore	Lower Shore	All MD	Self	Famly Membr	Outof Famly	<100	100+	<50	50-64	65+	On Land	Away	
	289	118	171	38	101	137	68	78	146	131	57	142	122	165	43	107	133	214	68	
	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	
Trust a lot (5)	66	20	46	5	16	21	24	20	44	26	9	32	25	40	5	25	35	46	20	
	23%	17%	27%	13%	16%	15%	35%	26%	30%	20%	16%	23%	20%	24%	12%	23%	26%	21%	29%	
Above average (4)	77	31	46	11	31	40	17	19	36	35	17	33	32	45	13	32	32	57	18	
	27%	26%	27%	29%	31%	29%	25%	24%	25%	27%	30%	23%	26%	27%	30%	30%	24%	27%	26%	
Average (3)	104	38	66	14	43	57	21	24	45	53	22	52	45	59	19	33	48	81	21	
	36%	32%	39%	37%	43%	42%	31%	31%	31%	40%	39%	37%	37%	36%	44%	31%	36%	38%	31%	
Below average (2)	15	9	6	2	6	8	3	3	6	8	4	7	8	7	2	5	8	10	4	
	5%	8%	4%	5%	6%	6%	4%	4%	4%	6%	7%	5%	7%	4%	5%	5%	6%	5%	6%	
Do not trust (1)	16	9	7	4	5	9	1	6	7	5	3	11	8	7	2	6	7	11	3	
	6%	8%	4%	11%	5%	7%	1%	8%	5%	4%	5%	8%	7%	4%	5%	6%	5%	5%	4%	
Have not heard of this organization	11	11	-	2	-	2	2	6	8	4	2	7	4	7	2	6	3	9	2	
	4%	9%		5%		1%	3%	8%	5%	3%	4%	5%	3%	4%	5%	6%	2%	4%	3%	
Mean	3.58	3.41	3.69	3.31	3.47	3.41	3.91	3.61	3.75	3.54	3.45	3.50	3.49	3.66	3.41	3.64	3.62	3.57	3.73	

Cheasapeake Bay Trust and Partners -- Ag Landowner Survey Data Breakouts -- August 2015  
 17B.Your local Extension office

	COLLECTED BY=			=====LOCATION OF FARM=====						=====WHO FARMS=====			=====ACRES=====		==AGE OF RESPONDENT=			=====LIVES=====	
	ALL	Phone	Mail	Jun- iata	Lanc/ York	All PA	Mid- Shore	Lower Shore	All MD	Self	Famly Membr	Outof Famly	<100	100+	<50	50-64	65+	On Land	Away
	296	127	169	41	108	147	64	80	144	131	54	148	122	174	43	100	146	217	73
	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100
Trust a lot (5)	60	16	44	4	18	22	22	17	39	23	8	32	23	37	4	24	31	42	17
	20%	13%	26%	10%	17%	15%	34%	21%	27%	18%	15%	22%	19%	21%	9%	24%	21%	19%	23%
Above average (4)	75	31	44	15	27	40	13	19	32	30	15	32	36	39	11	25	37	52	22
	25%	24%	26%	37%	25%	27%	20%	24%	22%	23%	28%	22%	30%	22%	26%	25%	25%	24%	30%
Average (3)	113	47	66	14	46	60	21	30	51	58	20	61	42	71	19	40	50	86	24
	38%	37%	39%	34%	43%	41%	33%	38%	35%	44%	37%	41%	34%	41%	44%	40%	34%	40%	33%
Below average (2)	20	11	9	3	6	9	4	7	11	9	2	8	10	10	2	4	14	13	6
	7%	9%	5%	7%	6%	6%	6%	9%	8%	7%	4%	5%	8%	6%	5%	4%	10%	6%	8%
Do not trust (1)	12	6	6	3	6	9	1	2	3	6	4	7	4	8	2	4	6	10	2
	4%	5%	4%	7%	6%	6%	2%	2%	2%	5%	7%	5%	3%	5%	5%	4%	4%	5%	3%
Have not heard of this organization	16	16	-	2	5	7	3	5	8	5	5	8	7	9	5	3	8	14	2
	5%	13%		5%	5%	5%	5%	6%	6%	4%	9%	5%	6%	5%	12%	3%	5%	6%	3%
Mean	3.54	3.36	3.66	3.36	3.44	3.41	3.84	3.56	3.68	3.44	3.43	3.53	3.56	3.53	3.34	3.63	3.53	3.51	3.65

Cheasapeake Bay Trust and Partners -- Ag Landowner Survey Data Breakouts -- August 2015  
 17C.Maryland or Pennsylvania Department of Agriculture

	COLLECTED BY=			=====LOCATION OF FARM=====						=====WHO FARMS=====			=====ACRES=====		==AGE OF RESPONDENT=				====LIVES=====	
	ALL	Phone	Mail	Jun- iata	Lanc/ York	All PA	Mid- Shore	Lower Shore	All MD	Self	Family Membr	Outof Family	<100	100+	<50	50-64	65+	On Land	Away	
	293	123	170	39	100	137	71	79	150	133	58	146	121	172	45	96	146	219	70	
	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	
Trust a lot (5)	53	25	28	5	8	13	24	14	38	25	7	23	16	37	5	20	28	40	13	
	18%	20%	16%	13%	8%	9%	34%	18%	25%	19%	12%	16%	13%	22%	11%	21%	19%	18%	19%	
Above average (4)	65	31	34	7	24	31	12	21	33	23	13	32	30	35	10	23	32	45	19	
	22%	25%	20%	18%	24%	23%	17%	27%	22%	17%	22%	22%	25%	20%	22%	24%	22%	21%	27%	
Average (3)	110	37	73	17	44	59	23	28	51	55	22	61	50	60	19	32	55	79	29	
	38%	30%	43%	44%	44%	43%	32%	35%	34%	41%	38%	42%	41%	35%	42%	33%	38%	36%	41%	
Below average (2)	37	12	25	5	15	20	8	7	15	18	10	13	12	25	6	14	15	31	6	
	13%	10%	15%	13%	15%	15%	11%	9%	10%	14%	17%	9%	10%	15%	13%	15%	10%	14%	9%	
Do not trust (1)	19	9	10	3	7	10	3	6	9	8	4	12	8	11	3	5	11	16	2	
	6%	7%	6%	8%	7%	7%	4%	8%	6%	6%	7%	8%	7%	6%	7%	5%	8%	7%	3%	
Have not heard of this organization	9	9	-	2	2	4	1	3	4	4	2	5	5	4	2	2	5	8	1	
	3%	7%		5%	2%	3%	1%	4%	3%	3%	3%	3%	4%	2%	4%	2%	3%	4%	1%	
Mean	3.34	3.45	3.26	3.16	3.11	3.13	3.66	3.39	3.52	3.30	3.16	3.29	3.29	3.37	3.19	3.41	3.36	3.29	3.51	

Cheasapeake Bay Trust and Partners -- Ag Landowner Survey Data Breakouts -- August 2015  
 17D.Maryland Department of the Environment/Pennsylvania Department of Environmental Protection

	COLLECTED BY=			=====LOCATION OF FARM=====						=====WHO FARMS=====			=====ACRES=====		=====AGE OF RESPONDENT=====			=====LIVES=====	
	ALL	Phone	Mail	Jun- iata	Lanc/ York	All PA	Mid- Shore	Lower Shore	All MD	Self	Famly Membr	Outof Famly	<100	100+	<50	50-64	65+	On Land	Away
	285	114	171	41	99	138	66	75	141	131	56	138	115	169	40	103	138	212	67
	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100
Trust a lot (5)	24	9	15	3	6	9	10	4	14	9	3	16	6	17	1	10	12	16	7
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Above average (4)	50	34	16	8	18	26	6	19	25	25	13	28	20	30	10	22	18	35	14
	18%	30%	9%	20%	18%	19%	9%	25%	18%	19%	23%	20%	17%	18%	25%	21%	13%	17%	21%
Average (3)	74	19	55	7	29	36	21	16	37	29	7	43	34	40	7	30	37	54	19
	26%	17%	32%	17%	29%	26%	32%	21%	26%	22%	12%	31%	30%	24%	18%	29%	27%	25%	28%
Below average (2)	46	16	30	9	10	18	13	13	26	23	8	17	19	27	8	13	25	33	12
	16%	14%	18%	22%	10%	13%	20%	17%	18%	18%	14%	12%	17%	16%	20%	13%	18%	16%	18%
Do not trust (1)	76	21	55	11	31	41	13	20	33	41	22	26	28	48	9	27	37	60	14
	27%	18%	32%	27%	31%	30%	20%	27%	23%	31%	39%	19%	24%	28%	22%	26%	27%	28%	21%
Have not heard of this organization	15	15	-	3	5	8	3	3	6	4	3	8	8	7	5	1	9	14	1
	5%	13%		7%	5%	6%	5%	4%	4%	3%	5%	6%	7%	4%	12%	1%	7%	7%	1%
Mean	2.63	2.94	2.45	2.55	2.55	2.57	2.79	2.64	2.71	2.51	2.38	2.93	2.60	2.64	2.60	2.75	2.56	2.57	2.82



Cheasapeake Bay Trust and Partners -- Ag Landowner Survey Data Breakouts -- August 2015  
 17E.Natural Resources Conservation Service, or NRCS

	COLLECTED BY=			=====LOCATION OF FARM=====						=====WHO FARMS=====			=====ACRES=====		==AGE OF RESPONDENT=				====LIVES=====	
	ALL	Phone	Mail	Jun- iata	Lanc/ York	All PA	Mid- Shore	Lower Shore	All MD	Self	Family Membr	Outof Family	<100	100+	<50	50-64	65+	On Land	Away	
	298	128	170	37	103	139	73	81	154	136	60	143	120	176	45	103	142	217	76	
	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	
Trust a lot (5)	66	35	31	1	17	18	22	25	47	33	16	31	20	45	13	27	24	43	22	
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	
Above average (4)	61	30	31	12	18	30	16	13	29	29	18	26	23	38	11	23	27	48	13	
	20%	23%	18%	32%	17%	22%	22%	16%	19%	21%	30%	18%	19%	22%	24%	22%	19%	22%	17%	
Average (3)	89	25	64	10	33	43	24	22	46	40	8	47	40	49	7	32	48	59	27	
	30%	20%	38%	27%	32%	31%	33%	27%	30%	29%	13%	33%	33%	28%	16%	31%	34%	27%	36%	
Below average (2)	33	9	24	6	13	18	4	10	14	15	7	14	10	23	6	13	13	24	8	
	11%	7%	14%	16%	13%	13%	5%	12%	9%	11%	12%	10%	8%	13%	13%	13%	9%	11%	11%	
Do not trust (1)	28	8	20	4	11	15	5	8	13	13	8	14	13	15	3	4	19	24	4	
	9%	6%	12%	11%	11%	11%	7%	10%	8%	10%	13%	10%	11%	9%	7%	4%	13%	11%	5%	
Have not heard of this organization	21	21	-	4	11	15	2	3	5	6	3	11	14	6	5	4	11	19	2	
	7%	16%		11%	11%	11%	3%	4%	3%	4%	5%	8%	12%	3%	11%	4%	8%	9%	3%	
Mean	3.38	3.70	3.17	3.00	3.18	3.15	3.65	3.47	3.56	3.42	3.47	3.35	3.25	3.44	3.62	3.57	3.18	3.31	3.55	

Cheasapeake Bay Trust and Partners -- Ag Landowner Survey Data Breakouts -- August 2015  
 17F.Farm Service Administration, or FSA

	COLLECTED BY=			=====LOCATION OF FARM=====						=====WHO FARMS=====			=====ACRES=====		=====AGE OF RESPONDENT=====			=====LIVES=====	
	ALL	Phone	Mail	Jun- iata	Lanc/ York	All PA	Mid- Shore	Lower Shore	All MD	Self	Famly Membr	Outof Famly	<100	100+	<50	50-64	65+	On Land	Away
	294	126	168	40	106	144	67	75	142	137	63	138	116	177	47	103	136	216	71
	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100
Trust a lot (5)	56	22	34	6	11	17	24	13	37	28	11	21	16	39	6	21	27	39	16
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Above average (4)	81	40	41	11	25	35	18	27	45	37	22	37	28	53	15	33	32	57	21
	28%	32%	24%	28%	24%	24%	27%	36%	32%	27%	35%	27%	24%	30%	32%	32%	24%	26%	30%
Average (3)	104	32	72	13	42	55	18	29	47	47	18	55	44	60	14	35	52	77	26
	35%	25%	43%	32%	40%	38%	27%	39%	33%	34%	29%	40%	38%	34%	30%	34%	38%	36%	37%
Below average (2)	24	12	12	5	11	15	4	3	7	14	4	9	9	15	7	5	11	18	4
	8%	10%	7%	12%	10%	10%	6%	4%	5%	10%	6%	7%	8%	8%	15%	5%	8%	8%	6%
Do not trust (1)	18	9	9	3	9	12	3	3	6	8	4	11	10	8	3	5	9	15	3
	6%	7%	5%	8%	8%	8%	4%	4%	4%	6%	6%	8%	9%	5%	6%	5%	7%	7%	4%
Have not heard of this organization	11	11	-	2	8	10	-	-	-	3	4	5	9	2	2	4	5	10	1
	4%	9%		5%	8%	7%				2%	6%	4%	8%	1%	4%	4%	4%	5%	1%
Mean	3.47	3.47	3.47	3.32	3.18	3.22	3.84	3.59	3.70	3.47	3.54	3.36	3.29	3.57	3.31	3.61	3.44	3.42	3.61

Cheasapeake Bay Trust and Partners -- Ag Landowner Survey Data Breakouts -- August 2015  
 17G.U.S. Fish & Wildlife Service

	COLLECTED BY=			=====LOCATION OF FARM=====						=====WHO FARMS=====			=====ACRES=====		=====AGE OF RESPONDENT=====			=====LIVES=====	
	ALL	Phone	Mail	Jun- iata	Lanc/ York	All PA	Mid- Shore	Lower Shore	All MD	Self	Famly Membr	Outof Famly	<100	100+	<50	50-64	65+	On Land	Away
	284	118	166	37	100	135	66	76	142	124	55	143	122	161	41	98	139	213	65
	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100
Trust a lot (5)	34	17	17	5	9	14	11	8	19	17	5	17	11	23	5	16	12	23	11
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Above average (4)	72	40	32	11	21	32	17	23	40	26	20	42	29	43	12	24	36	53	18
	25%	34%	19%	30%	21%	24%	26%	30%	28%	21%	36%	29%	24%	27%	29%	24%	26%	25%	28%
Average (3)	90	21	69	8	30	38	21	28	49	35	10	48	41	48	11	31	48	63	26
	32%	18%	42%	22%	30%	28%	32%	37%	35%	28%	18%	34%	34%	30%	27%	32%	35%	30%	40%
Below average (2)	35	10	25	4	15	18	9	7	16	22	6	9	17	18	8	14	12	28	5
	12%	8%	15%	11%	15%	13%	14%	9%	11%	18%	11%	6%	14%	11%	20%	14%	9%	13%	8%
Do not trust (1)	41	18	23	7	17	23	7	10	17	19	9	22	17	24	3	11	24	34	5
	14%	15%	14%	19%	17%	17%	11%	13%	12%	15%	16%	15%	14%	15%	7%	11%	17%	16%	8%
Have not heard of this organization	12	12	-	2	8	10	1	-	1	5	5	5	7	5	2	2	7	12	-
	4%	10%		5%	8%	7%	2%		1%	4%	9%	3%	6%	3%	5%	2%	5%	6%	
Mean	3.08	3.26	2.97	3.09	2.89	2.97	3.25	3.16	3.20	3.00	3.12	3.17	3.00	3.15	3.21	3.21	3.00	3.01	3.38

Cheasapeake Bay Trust and Partners -- Ag Landowner Survey Data Breakouts -- August 2015  
 17H.Ducks Unlimited

	COLLECTED BY=			=====LOCATION OF FARM=====						=====WHO FARMS=====			=====ACRES=====		=====AGE OF RESPONDENT=====			=====LIVES=====	
	ALL	Phone	Mail	Jun- iata	Lanc/ York	All PA	Mid- Shore	Lower Shore	All MD	Self	Famly Membr	Outof Famly	<100	100+	<50	50-64	65+	On Land	Away
	296	131	165	32	103	133	71	84	155	137	66	144	123	171	43	115	131	219	70
	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100
Trust a lot (5)	64	32	32	4	16	20	19	23	42	30	12	35	22	41	7	31	24	41	21
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Above average (4)	68	31	37	9	21	30	18	19	37	33	23	35	20	48	14	35	18	50	16
	23%	24%	22%	28%	20%	23%	25%	23%	24%	24%	35%	24%	16%	28%	33%	30%	14%	23%	23%
Average (3)	86	23	63	9	31	40	21	24	45	41	12	34	37	49	9	30	46	63	21
	29%	18%	38%	28%	30%	30%	30%	29%	29%	30%	18%	24%	30%	29%	21%	26%	35%	29%	30%
Below average (2)	30	10	20	5	14	17	3	8	11	20	4	12	18	12	8	5	16	22	7
	10%	8%	12%	16%	14%	13%	4%	10%	7%	15%	6%	8%	15%	7%	19%	4%	12%	10%	10%
Do not trust (1)	28	15	13	4	9	13	7	8	15	8	9	17	13	14	2	8	16	26	2
	9%	11%	8%	12%	9%	10%	10%	10%	10%	6%	14%	12%	11%	8%	5%	7%	12%	12%	3%
Have not heard of this organization	20	20	-	1	12	13	3	2	5	5	6	11	13	7	3	6	11	17	3
	7%	15%		3%	12%	10%	4%	2%	3%	4%	9%	8%	11%	4%	7%	5%	8%	8%	4%
Mean	3.40	3.50	3.33	3.13	3.23	3.22	3.57	3.50	3.53	3.43	3.42	3.44	3.18	3.55	3.40	3.70	3.15	3.29	3.70

Cheaspeake Bay Trust and Partners -- Ag Landowner Survey Data Breakouts -- August 2015  
 17I.The Nature Conservancy

	COLLECTED BY=			=====LOCATION OF FARM=====						=====WHO FARMS=====			=====ACRES=====		==AGE OF RESPONDENT=				=====LIVES=====	
	ALL	Phone	Mail	Jun- iata	Lanc/ York	All PA	Mid- Shore	Lower Shore	All MD	Self	Famly Membr	Outof Famly	<100	100+	<50	50-64	65+	On Land	Away	
	281	115	166	35	98	131	71	72	143	129	60	131	114	166	46	87	141	208	67	
	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	
Trust a lot (5)	45	22	23	4	13	17	13	14	27	15	8	25	15	30	7	15	23	29	16	
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	
Above average (4)	49	22	27	7	19	26	12	9	21	24	15	28	15	34	12	18	18	35	14	
	17%	19%	16%	20%	19%	20%	17%	12%	15%	19%	25%	21%	13%	20%	26%	21%	13%	17%	21%	
Average (3)	85	22	63	10	27	37	24	24	48	37	8	43	35	50	11	29	43	61	22	
	30%	19%	38%	29%	28%	28%	34%	33%	34%	29%	13%	33%	31%	30%	24%	33%	30%	29%	33%	
Below average (2)	44	11	33	5	17	21	10	11	21	28	12	12	21	23	9	13	22	37	6	
	16%	10%	20%	14%	17%	16%	14%	15%	15%	22%	20%	9%	18%	14%	20%	15%	16%	18%	9%	
Do not trust (1)	26	6	20	2	9	10	5	11	16	16	7	10	10	16	-	7	17	20	4	
	9%	5%	12%	6%	9%	8%	7%	15%	11%	12%	12%	8%	9%	10%		8%	12%	10%	6%	
Have not heard of this organization	32	32	-	7	13	20	7	3	10	9	10	13	18	13	7	5	18	26	5	
	11%	28%		20%	13%	15%	10%	4%	7%	7%	17%	10%	16%	8%	15%	6%	13%	12%	7%	
Mean	3.17	3.52	3.00	3.21	3.12	3.17	3.28	3.06	3.17	2.95	3.10	3.39	3.04	3.25	3.44	3.26	3.07	3.09	3.52	

Chesapeake Bay Trust and Partners -- Ag Landowner Survey Data Breakouts -- August 2015  
 17J.Chesapeake Bay Trust

	COLLECTED BY=			=====LOCATION OF FARM=====						=====WHO FARMS=====			=====ACRES=====		==AGE OF RESPONDENT=			=====LIVES=====	
	ALL	Phone	Mail	Jun- iata	Lanc/ York	All PA	Mid- Shore	Lower Shore	All MD	Self	Famly Membr	Outof Famly	<100	100+	<50	50-64	65+	On Land	Away
	292	124	168	39	101	138	73	74	147	130	61	149	117	173	43	103	138	212	72
	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100
Trust a lot (5)	41	23	18	6	11	17	13	12	25	15	8	27	14	26	6	17	17	27	13
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Above average (4)	54	31	23	8	20	28	15	9	24	25	17	32	18	36	10	26	18	37	16
	18%	25%	14%	21%	20%	20%	21%	12%	16%	19%	28%	21%	15%	21%	23%	25%	13%	17%	22%
Average (3)	73	21	52	11	28	39	19	15	34	26	10	37	31	42	10	24	39	56	17
	25%	17%	31%	28%	28%	28%	26%	20%	23%	20%	16%	25%	26%	24%	23%	23%	28%	26%	24%
Below average (2)	59	12	47	6	19	24	12	21	33	35	10	20	24	34	9	16	31	41	15
	20%	10%	28%	15%	19%	17%	16%	28%	22%	27%	16%	13%	21%	20%	21%	16%	22%	19%	21%
Do not trust (1)	46	18	28	7	16	22	10	13	23	24	11	23	19	27	4	14	25	36	7
	16%	15%	17%	18%	16%	16%	14%	18%	16%	18%	18%	15%	16%	16%	9%	14%	18%	17%	10%
Have not heard of this organization	19	19	-	1	7	8	4	4	8	5	5	10	11	8	4	6	8	15	4
	7%	15%		3%	7%	6%	5%	5%	5%	4%	8%	7%	9%	5%	9%	6%	6%	7%	6%
Mean	2.95	3.28	2.74	3.00	2.90	2.95	3.13	2.80	2.96	2.78	3.02	3.14	2.85	3.00	3.13	3.16	2.78	2.89	3.19

Chesapeake Bay Trust and Partners -- Ag Landowner Survey Data Breakouts -- August 2015  
 17K.Chesapeake Wildlife Heritage

	COLLECTED BY=			=====LOCATION OF FARM=====						=====WHO FARMS=====			=====ACRES=====		=====AGE OF RESPONDENT=====			=====LIVES=====	
	ALL	Phone	Mail	Jun- iata	Lanc/ York	All PA	Mid- Shore	Lower Shore	All MD	Self	Famly Membr	Outof Famly	<100	100+	<50	50-64	65+	On Land	Away
	279	117	162	36	102	136	65	74	139	127	58	138	121	158	44	104	125	205	68
	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100
Trust a lot (5)	34	18	16	4	10	14	9	12	21	13	5	20	11	23	3	18	13	20	14
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Above average (4)	52	30	22	7	20	27	10	14	24	28	15	33	17	35	11	25	16	41	10
	19%	26%	14%	19%	20%	20%	15%	19%	17%	22%	26%	24%	14%	22%	25%	24%	13%	20%	15%
Average (3)	72	10	62	7	22	29	22	20	42	26	11	36	29	43	10	24	36	53	18
	26%	9%	38%	19%	22%	21%	34%	27%	30%	20%	19%	26%	24%	27%	23%	23%	29%	26%	26%
Below average (2)	49	12	37	8	18	25	8	14	22	33	10	15	23	26	9	15	24	34	13
	18%	10%	23%	22%	18%	18%	12%	19%	16%	26%	17%	11%	19%	16%	20%	14%	19%	17%	19%
Do not trust (1)	39	14	25	5	15	19	9	11	20	18	9	20	20	19	4	11	22	29	8
	14%	12%	15%	14%	15%	14%	14%	15%	14%	14%	16%	14%	17%	12%	9%	11%	18%	14%	12%
Have not heard of this organization	33	33	-	5	17	22	7	3	10	9	8	14	21	12	7	11	14	28	5
	12%	28%		14%	17%	16%	11%	4%	7%	7%	14%	10%	17%	8%	16%	11%	11%	14%	7%
Mean	2.97	3.31	2.80	2.90	2.91	2.93	3.03	3.03	3.03	2.87	2.94	3.15	2.76	3.12	3.00	3.26	2.77	2.94	3.14

Cheasapeake Bay Trust and Partners -- Ag Landowner Survey Data Breakouts -- August 2015  
 17L.Family members

	COLLECTED BY=			=====LOCATION OF FARM=====						=====WHO FARMS=====			=====ACRES=====		==AGE OF RESPONDENT=			====LIVES=====	
	ALL	Phone	Mail	Jun- iata	Lanc/ York	All PA	Mid- Shore	Lower Shore	All MD	Self	Family Membr	Outof Family	<100	100+	<50	50-64	65+	On Land	Away
	286	117	169	32	106	136	68	75	143	133	62	141	119	166	42	104	132	213	66
	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100
	86	30	56	9	24	33	27	24	51	40	21	42	32	53	12	32	38	64	20
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
	82	32	50	13	27	38	17	25	42	44	21	37	33	49	18	23	40	62	17
	29%	27%	30%	41%	25%	28%	25%	33%	29%	33%	34%	26%	28%	30%	43%	22%	30%	29%	26%
	71	24	47	5	37	42	14	14	28	36	15	37	31	40	8	31	31	52	18
	25%	21%	28%	16%	35%	31%	21%	19%	20%	27%	24%	26%	26%	24%	19%	30%	23%	24%	27%
	15	6	9	2	5	7	3	4	7	4	1	9	6	9	3	6	6	10	5
	5%	5%	5%	6%	5%	5%	4%	5%	5%	3%	2%	6%	5%	5%	7%	6%	5%	5%	8%
	21	14	7	3	5	8	5	8	13	4	2	12	13	8	-	7	12	16	4
	7%	12%	4%	9%	5%	6%	7%	11%	9%	3%	3%	9%	11%	5%		7%	9%	8%	6%
	11	11	-	-	8	8	2	-	2	5	2	4	4	7	1	5	5	9	2
	4%	9%			8%	6%	3%		1%	4%	3%	3%	3%	4%	2%	5%	4%	4%	3%
	3.72	3.55	3.82	3.72	3.61	3.63	3.88	3.71	3.79	3.88	3.97	3.64	3.57	3.82	3.95	3.68	3.68	3.73	3.69



Cheasapeake Bay Trust and Partners -- Ag Landowner Survey Data Breakouts -- August 2015  
 17M.Agricultural retailers

	COLLECTED BY=			=====LOCATION OF FARM=====						=====WHO FARMS=====			=====ACRES=====		=====AGE OF RESPONDENT=====			=====LIVES=====	
	ALL	Phone	Mail	Jun- iata	Lanc/ York	All PA	Mid- Shore	Lower Shore	All MD	Self	Family Membr	Outof Family	<100	100+	<50	50-64	65+	On Land	Away
	287	120	167	33	105	136	66	78	144	130	54	150	121	165	36	107	139	214	68
	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100
Trust a lot (5)	15	6	9	1	3	4	5	5	10	5	2	8	7	8	1	5	8	10	5
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Above average (4)	30	6	24	3	11	13	7	7	14	17	7	9	10	20	10	9	10	23	7
	10%	5%	14%	9%	10%	10%	11%	9%	10%	13%	13%	6%	8%	12%	28%	8%	7%	11%	10%
Average (3)	125	35	90	12	46	57	34	34	68	59	21	63	49	76	15	52	57	92	30
	44%	29%	54%	36%	44%	42%	52%	44%	47%	45%	39%	42%	40%	46%	42%	49%	41%	43%	44%
Below average (2)	52	26	26	5	21	26	8	16	24	27	13	33	21	31	5	21	26	40	10
	18%	22%	16%	15%	20%	19%	12%	21%	17%	21%	24%	22%	17%	19%	14%	20%	19%	19%	15%
Do not trust (1)	29	11	18	5	11	16	5	8	13	12	4	16	12	17	3	9	15	21	8
	10%	9%	11%	15%	10%	12%	8%	10%	9%	9%	7%	11%	10%	10%	8%	8%	11%	10%	12%
Have not heard of this organization	36	36	-	7	13	20	7	8	15	10	7	21	22	13	2	11	23	28	8
	13%	30%		21%	12%	15%	11%	10%	10%	8%	13%	14%	18%	8%	6%	10%	17%	13%	12%
Mean	2.80	2.64	2.88	2.62	2.72	2.68	2.98	2.79	2.88	2.80	2.79	2.69	2.79	2.81	3.03	2.79	2.74	2.79	2.85

Cheaspeake Bay Trust and Partners -- Ag Landowner Survey Data Breakouts -- August 2015  
 17N.Private agricultural consultants

	COLLECTED BY=			=====LOCATION OF FARM=====						=====WHO FARMS=====			=====ACRES=====		==AGE OF RESPONDENT=			=====LIVES=====	
	ALL	Phone	Mail	Jun- iata	Lanc/ York	All PA	Mid- Shore	Lower Shore	All MD	Self	Famly Membr	Outof Famly	<100	100+	<50	50-64	65+	On Land	Away
	276	109	167	32	98	128	68	72	140	121	61	138	105	171	39	97	136	208	62
	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100
Trust a lot (5)	24	5	19	1	9	10	9	5	14	10	5	9	9	15	5	10	8	14	10
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Above average (4)	50	14	36	5	14	19	14	13	27	22	10	23	17	33	13	23	14	36	13
	18%	13%	22%	16%	14%	15%	21%	18%	19%	18%	16%	17%	16%	19%	33%	24%	10%	17%	21%
Average (3)	125	46	79	13	48	59	29	37	66	68	26	59	43	82	14	43	67	94	27
	45%	42%	47%	41%	49%	46%	43%	51%	47%	56%	43%	43%	41%	48%	36%	44%	49%	45%	44%
Below average (2)	36	16	20	5	13	18	9	7	16	11	8	23	14	22	3	10	22	30	5
	13%	15%	12%	16%	13%	14%	13%	10%	11%	9%	13%	17%	13%	13%	8%	10%	16%	14%	8%
Do not trust (1)	21	8	13	4	6	10	3	7	10	9	5	12	9	12	1	8	11	16	5
	8%	7%	8%	12%	6%	8%	4%	10%	7%	7%	8%	9%	9%	7%	3%	8%	8%	8%	8%
Have not heard of this organization	20	20	-	4	8	12	4	3	7	1	7	12	13	7	3	3	14	18	2
	7%	18%		12%	8%	9%	6%	4%	5%	1%	11%	9%	12%	4%	8%	3%	10%	9%	3%
Mean	3.08	2.91	3.17	2.79	3.08	3.01	3.27	3.03	3.14	3.11	3.04	2.95	3.03	3.10	3.50	3.18	2.89	3.01	3.30

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 170.Farm neighbors

	COLLECTED BY=			=====LOCATION OF FARM=====						=====WHO FARMS=====			=====ACRES=====		=====AGE OF RESPONDENT=====			=====LIVES=====	
	ALL	Phone	Mail	Jun- iata	Lanc/ York	All PA	Mid- Shore	Lower Shore	All MD	Self	Famly Membr	Outof Famly	<100	100+	<50	50-64	65+	On Land	Away
	300	130	170	33	107	138	74	82	156	128	60	158	123	175	36	111	147	228	67
	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100
Trust a lot (5)	54	18	36	8	16	24	14	13	27	23	8	27	27	25	9	20	22	37	15
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Above average (4)	75	25	50	8	24	32	22	19	41	32	16	37	33	42	14	27	34	56	17
	25%	19%	29%	24%	22%	23%	30%	23%	26%	25%	27%	23%	27%	24%	39%	24%	23%	25%	25%
Average (3)	109	50	59	10	44	52	24	33	57	47	20	62	38	71	8	46	53	85	23
	36%	38%	35%	30%	41%	38%	32%	40%	37%	37%	33%	39%	31%	41%	22%	41%	36%	37%	34%
Below average (2)	25	13	12	4	8	12	5	7	12	12	7	11	11	14	4	9	12	19	6
	8%	10%	7%	12%	7%	9%	7%	9%	8%	9%	12%	7%	9%	8%	11%	8%	8%	8%	9%
Do not trust (1)	26	13	13	2	10	12	6	8	14	10	6	15	10	16	-	7	18	22	4
	9%	10%	8%	6%	9%	9%	8%	10%	9%	8%	10%	9%	8%	9%		6%	12%	10%	6%
Have not heard of this organization	11	11	-	1	5	6	3	2	5	4	3	6	4	7	1	2	8	9	2
	4%	8%		3%	5%	4%	4%	2%	3%	3%	5%	4%	3%	4%	3%	2%	5%	4%	3%
Mean	3.37	3.18	3.49	3.50	3.27	3.33	3.46	3.28	3.36	3.37	3.23	3.33	3.47	3.27	3.80	3.40	3.22	3.31	3.51

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18. Sometimes we want to get together with a small group of people in a focus group to talk in more detail about these issues. This is research, not an attempt to sell you anything or persuade you. This discussion would occur in the next several weeks, a

	COLLECTED BY=			=====LOCATION OF FARM=====						=====WHO FARMS=====			=====ACRES=====		=====AGE OF RESPONDENT=====			=====LIVES=====	
	ALL	Phone	Mail	Jun- iata	Lanc/ York	All PA	Mid- Shore	Lower Shore	All MD	Self	Family Membr	Outof Family	<100	100+	<50	50-64	65+	On Land	Away
	390	200	190	51	136	185	87	110	197	171	80	199	168	220	55	134	190	294	88
	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100
Definitely	32	14	18	2	11	13	9	10	19	8	5	21	15	17	3	11	18	21	11
	8%	7%	9%	4%	8%	7%	10%	9%	10%	5%	6%	11%	9%	8%	5%	8%	9%	7%	12%
Probably	68	26	42	10	24	34	20	14	34	29	13	32	25	43	8	26	34	49	19
	17%	13%	22%	20%	18%	18%	23%	13%	17%	17%	16%	16%	15%	20%	15%	19%	18%	17%	22%
About 50/50	98	51	47	9	29	38	23	37	60	45	24	51	43	55	16	34	46	76	19
	25%	26%	25%	18%	21%	21%	26%	34%	30%	26%	30%	26%	26%	25%	29%	25%	24%	26%	22%
Not that interested	191	108	83	30	71	99	35	49	84	88	38	94	85	104	28	62	92	147	39
	49%	54%	44%	59%	52%	54%	40%	45%	43%	51%	48%	47%	51%	47%	51%	46%	48%	50%	44%
(Do not read): Not sure/ Refused	1	1	-	-	1	1	-	-	-	1	-	1	-	1	-	1	-	1	-
	%	%			1%	1%				1%		1%		%		1%		%	

Cheasapeake Bay Trust and Partners -- Ag Landowner Survey Data Breakouts -- August 2015  
 19. Just a few final questions to help classify this survey. What is your age?

	COLLECTED BY=			=====LOCATION OF FARM=====						=====WHO FARMS=====			=====ACRES=====		=====AGE OF RESPONDENT=====			=====LIVES=====	
	ALL	Phone	Mail	Jun- iata	Lanc/ York	All PA	Mid- Shore	Lower Shore	All MD	Self	Famly Membr	Outof Famly	<100	100+	<50	50-64	65+	On Land	Away
	393	200	193	51	135	184	89	112	201	171	82	200	169	222	55	134	194	297	88
	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100
Less than 35	8	2	6	1	4	5	2	1	3	8	2	1	6	2	8	-	-	6	2
	2%	1%	3%	2%	3%	3%	2%	1%	1%	5%	2%	1%	4%	1%	15%			2%	2%
35 to 49	47	25	22	11	19	30	5	10	15	32	13	12	22	25	47	-	-	42	5
	12%	12%	11%	22%	14%	16%	6%	9%	7%	19%	16%	6%	13%	11%	85%			14%	6%
50 to 64	134	73	61	13	52	65	29	38	67	68	30	72	53	81	-	134	-	98	33
	34%	36%	32%	25%	39%	35%	33%	34%	33%	40%	37%	36%	31%	36%		100%		33%	38%
65 or over	194	95	99	26	55	79	52	60	112	58	36	111	81	112	-	-	194	145	47
	49%	48%	51%	51%	41%	43%	58%	54%	56%	34%	44%	56%	48%	50%			100%	49%	53%
(Do not read): Not sure/ Refused to say	10	5	5	-	5	5	1	3	4	5	1	4	7	2	-	-	-	6	1
	3%	2%	3%		4%	3%	1%	3%	2%	3%	1%	2%	4%	1%				2%	1%

Cheasapeake Bay Trust and Partners -- Ag Landowner Survey Data Breakouts -- August 2015  
 20. How many years have you personally been involved with farming?

	COLLECTED BY=			=====LOCATION OF FARM=====						=====WHO FARMS=====			=====ACRES=====		=====AGE OF RESPONDENT=====			=====LIVES=====	
	ALL	Phone	Mail	Jun- iata	Lanc/ York	All PA	Mid- Shore	Lower Shore	All MD	Self	Famly Membr	Outof Famly	<100	100+	<50	50-64	65+	On Land	Away
	363	200	163	50	124	172	83	100	183	165	78	182	158	203	50	129	175	278	78
	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100
Less than 20	69	35	34	12	17	29	18	22	40	27	16	41	38	31	23	27	18	44	25
	19%	18%	21%	24%	14%	17%	22%	22%	22%	16%	21%	23%	24%	15%	46%	21%	10%	16%	32%
20-34	97	59	38	10	38	48	17	30	47	50	19	49	44	53	21	46	28	76	20
	27%	30%	23%	20%	31%	28%	20%	30%	26%	30%	24%	27%	28%	26%	42%	36%	16%	27%	26%
35-49	63	27	36	10	20	29	13	19	32	37	11	21	19	44	6	26	30	53	9
	17%	14%	22%	20%	16%	17%	16%	19%	17%	22%	14%	12%	12%	22%	12%	20%	17%	19%	12%
50 or more	125	70	55	17	46	62	35	25	60	48	31	67	54	71	-	28	96	100	23
	34%	35%	34%	34%	37%	36%	42%	25%	33%	29%	40%	37%	34%	35%		22%	55%	36%	29%
(DO NOT READ) Not sure/ Prefer not to say	9	9	-	1	3	4	-	4	4	3	1	4	3	4	-	2	3	5	1
	2%	4%		2%	2%	2%		4%	2%	2%	1%	2%	2%	2%		2%	2%	2%	1%
Median	36.0	35.0	40.0	37.0	37.0	36.0	42.0	30.0	35.0	35.0	38.0	31.5	30.0	40.0	20.0	30.0	50.0	40.0	25.0

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 21. Do you live on your farmland or live somewhere else?

	COLLECTED BY=			=====LOCATION OF FARM=====						=====WHO FARMS=====			=====ACRES=====		==AGE OF RESPONDENT=			=====LIVES=====	
	ALL	Phone	Mail	Jun- iata	Lanc/ York	All PA	Mid- Shore	Lower Shore	All MD	Self	Famly Membr	Outof Famly	<100	100+	<50	50-64	65+	On Land	Away
	393	200	193	51	136	185	89	111	200	171	82	200	170	221	55	133	194	298	88
	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100
Live on the land	298	160	138	41	117	157	60	75	135	150	69	142	128	169	48	98	145	298	-
	76%	80%	72%	80%	86%	85%	67%	68%	68%	88%	84%	71%	75%	76%	87%	74%	75%	100%	
Live somewhere else	88	36	52	9	17	26	29	32	61	18	12	54	38	50	7	33	47	-	88
	22%	18%	27%	18%	12%	14%	33%	29%	30%	11%	15%	27%	22%	23%	13%	25%	24%		100%
(Do not read): Not sure/ Prefer not to say	7	4	3	1	2	2	-	4	4	3	1	4	4	2	-	2	2	-	-
	2%	2%	2%	2%	1%	1%		4%	2%	2%	1%	2%	2%	1%		2%	1%		

**4**

## **Focus Group Materials and Transcripts**



*Denton & Salisbury, MD (September 22, 2015); Lancaster & Mifflintown, PA (November 5, 2015)*

Recruit 8. Incentive \$100.

Recruiter: \_\_\_\_\_

Respondent Name: \_\_\_\_\_

Hello, my name is \_\_\_\_\_ with OpinionWorks. I am calling to follow up on a survey of agricultural landowners that you completed in the last week or so. *(Pause.)*

In the survey you indicated that you might be interested in attending a focus group discussion. I am calling with some details about that. *(Pause.)*

First, I just need to confirm some information from the survey so we are sure to have a good cross-section of landowners from your area. *(If necessary):* We're not trying to sell you anything, but just to hear your opinions and experiences.

1. Just to confirm, do you own or manage farmland in Maryland or Pennsylvania? (If yes): In what county or counties? *(Code all that apply.)*

Group A  
1 Juniata, PA

Group B  
2 Lancaster, PA  
3 York, PA

Group C  
4 Caroline, MD  
5 Kent, MD  
6 Talbot, MD

Group D  
7 Dorchester, MD  
8 Somerset, MD  
9 Wicomico, MD  
10 Worcester, MD

97 None of these/Other county (Thank and terminate.)

99 Not sure/Prefer not to say (Thank and terminate.)

2. Is the land farmed by you personally, by someone else in your family, or by someone outside the family?  
*(Allow multiple responses.)*

1 Farmed by you personally

2 Someone else in your family

3 Someone outside the family

3. What do you produce on the farm? \_\_\_\_\_  
\_\_\_\_\_

4. Do you have any areas that are normally saturated with water such a shallow pond, wetland, marsh, or wet woods?
5. Do you have any farm fields where the yield is lower because they are prone to occasional flooding?
6. Do you have any areas that may once have been wet many years ago before they were ever cultivated and farmed?

Need at least one yes:	Yes	No	Not sure
4. Normally saturated	1	2	3
5. Occasional flooding	1	2	3
6. Once wet	1	2	3

7. *(Optional):* Has extreme weather over the last few years caused you difficulty on the farm? *(Listen for sociability.)*

Denton & Salisbury, MD (September 22, 2015); Lancaster & Mifflintown, PA (November 5, 2015)

8. Have you ever investigated, or do you actually participate in a conservation program that is meant to preserve wet areas on your land or restore them to natural habitat?

1 Do not participate, and have not investigated

3 Participate(d)

2 Do not participate, but have investigated

(If do not participate continue with Q.10.)

(If participate, ask Q.9 to determine eligibility for group.)

(If participate):

9. What program is it?

(OK to continue with Q11: CRP, CREP, Conservation Reserve; others, ask Q10.)

10. Tell me about your experience with that program. (Listen and probe to understand if still in program or how long ago, if experience was positive or negative, if person is a firm advocate or detractor.)

11. If you were told about a program to help you preserve or restore wet areas on your land as a way of providing wildlife habitat and protecting local streams, and if the program paid enough to cover your costs of participating, without forcing you to give up too much control of what happens on your land, how likely would you be to seriously consider it?

1 Definitely would  
would not

2 Probably would

3 Might or might not

4 Probably would not

5 Definitely

12. Tell me a little bit more about why you said {Q11 answer}. (Thank and terminate those who are strongly against.)

### Invitation

We are asking a small number of people to participate in a discussion about some of the things we have talked about. This will be a friendly discussion and will take about 2 hours. You will receive refreshments and \$100 as soon as the group is over for your help. It will take place on {date} at about {time}. Can we include you in this group?

1 Yes

2 Maybe/Depends

3 No (Thank and terminate.)

- C1. We are tentatively looking at holding this group on September 22, 23, or 24. Is that generally a time that will work for you?

1 Yes

2 No/Not sure (Note any limitations or alternatives.)

(If yes):

- C2. Once we have the date and location finalized, we will send you a written confirmation with the details of the location and time. Would you prefer that by...?

e-mail ..... 1

standard U.S. mail ..... 2

text ..... 3

Email address (confirm carefully): \_\_\_\_\_

(If text): Mobile number \_\_\_\_\_

Mailing/Street address (collect even if confirming by email):

\_\_\_\_\_

*Denton & Salisbury, MD (September 22, 2015); Lancaster & Mifflintown, PA (November 5, 2015)*

If we need to call you between now and the group, what is the best phone number?

---

C3. We are not sure yet what time of day we will hold these groups. Which of these would work for you? *(Mark all that apply.)*

1 Breakfast      2 Mid-morning      3 Lunch      4 Mid-afternoon      5 Dinner time

C4. So that I am sure we have a good age distribution, what is your age? *(Read categories.)*

1 Less than 35      2 35 – 44      3 45 – 54      4 55 – 64      5 65 or older

C5. Gender *(By observation)*

1 Female      2 Male

Thank you very much. You should expect a written confirmation in the next few days. *(Also let them know they can call our office (410-280-2000) in case they have any other questions.)*

*Denton & Salisbury, MD (September 22, 2015); Lancaster & Mifflintown, PA (November 5, 2015)*

**A. Introductions (:15)**

1. Moderator introduction and ground rules.
2. Respondents introduce selves: Name, where you live, a little bit about your farm: size, crop mix, how many years or generations in the family, who farms it
3. Storytelling to lower inhibitions:
  - What are some of the challenges of farming today?
  - What do you enjoy about being out on your land? What brings you satisfaction?

**B. First Impressions (:20)**

1. When I say the word “wetland,” what comes to mind? (If necessary): Is “wetland” a positive or a negative association?
2. Does anybody have a wetland area on your property – including shallow ponds, marsh, wildlife ponds, or wet woods?
  - What are the positives and negatives of having a wet area on your property?
  - Does a wet area like that have a purpose?
3. Are you aware of any programs that are meant to help you preserve wet areas on your land, or restore them to natural habitat, through technical or financial assistance? Such programs might be offered by agencies such as the Natural Resources Conservation Service, Farm Service Agency, or the Department of Agriculture, or through private grantors such as Ducks Unlimited.
  - What do we know about these programs?
4. Describe program; give the sell.
  - a. Give me your first reaction to this concept. (Explore initial reactions, positive and negative. Create a running list of positives and negatives, posted on the wall.)
  - b. Why do you think some of these agencies are offering farmers money to do this?
  - c. What benefits could come from participating in a program like this? (Unaided.)
  - d. Here are three reasons a landowner might consider participating in a program like this. Tell me how viable you think each one is.
    - To receive a rental payment for the land that is in the program.
    - To create wildlife habitat, for example, for hunting.
    - To improve water quality in nearby streams and creeks.
  - e. What are your questions and reservations about participating in a program like this? (Explore and list.)

**C. Program Characteristics (:30)**

There are quite a few different programs available to preserve and restore wet areas on your land. The details can get complicated, but they have a few basic things in common. Let's explore your reactions to each of those.

1. Payment model: The payment you will receive could be a one-time cash incentive meant to cover costs of participating in the program, or it could be a rental price per acre, paid out over the life of the contract.
2. Term of contract: These contracts can range from 10 years to in perpetuity.
3. How the work gets done: For any physical restoration work on your land, the contract may specify who selects the contractor (you or the funder), and whether competitive bids will be required. There may also be the opportunity for you to do some of the work yourself.

*Denton & Salisbury, MD (September 22, 2015); Lancaster & Mifflintown, PA (November 5, 2015)*

4. Easement: The program may require creation of an easement covering the area being protected or restored.
5. Site visits or inspections: The funder may require periodic inspections to ensure that you keep the project in place.
6. Program sponsor: The program may be sponsored by a Federal agency, state agency, or a non-profit entity like Ducks Unlimited, The Nature Conservancy, or Chesapeake Bay Trust.
7. Summing up:
  - What would the ideal program look like?
  - Would a higher rental payment help you overcome some of the concerns you have expressed?

**D. Process of Discovery (:30)**

1. Let's imagine you had heard programs like this were available and before you would consider signing up you wanted to know more about them. What would be the process you would go through to check this out?
  - Tell me the first thing you would do, the second thing, etc.
  - Who would you ask for information or advice?
  - Would you look online? If so, where?
2. How do new methods that change how you farm or manage the land first get introduced to the farming community in this area? An example of that would be cover crops, but there could be other examples.
  - Where do you first hear about changes like this?
  - Who (individual or organization) turns out to be influential in helping farmers adopt new practices?
  - Give me an example of how something new was introduced and caught on in the past two or three years.
3. When someone wants to get information to you about a new practice for your farm, how do you want to receive that information? For example, do you want information mailed to you? Do you want to go online and look it up yourself? Do you want to hear about it at a Farm Bureau meeting? Hear about it from your neighbors?
4. What groups do you belong to?
5. Give us some advice. Let's get back to the wetlands programs. If we wanted to get information out about the benefits to farmers of programs to preserve and restore natural wet areas on farmland in this area, with the goal of actually getting farmers to sign up...
  - a. Who should be the key messengers describing the benefits and details of these programs?
  - b. What would you need to know to be reassured this was a good decision for you?
  - c. How would you want to receive that information?
  - d. What key ideas should be stressed? (Water quality, hunting habitat...refer to list of benefits developed above.)
  - e. What ideas should be avoided?

Closing thoughts?

*Group 1: Denton, MD (September 22, 2015)*

**Moderator:** Thanks, I appreciate you showing up so early. We may get a few more. I think there's one or two more people, they may come on in. Maybe they've got things going on. We're going to just talk a little while about ... similar to the CREP program. I'm just interested in ... I'm not selling or promoting anything, by the way. I'm just trying to find out things like programs semi-similar to that, what do you know about them? What do you think about them? What's the proper way to present those sort of things? Do they work or don't they work, and how could it be modified? Things like that. Why don't we start with, if you don't mind, introductions always pretty good. I do record a session. I try not to take a lot of notes. I have the sloppiest handwriting you can imagine anyway, so just so you know, I'm kind of recording some of our conversation here. Why don't we start, well, lady's first. Just an introduction, if you don't mind. Your name, tell us a little about maybe where your farming property is, whether you're farming or you're managing, any other thing that might be interesting to the rest. Do you know any of these folks over here?

**Respondent:** No, I do not.

**M:** You guys in this little community, you don't all know each other?

**R:** My name is Paula and I have property in Henderson Valley. We moved down here about 21 years ago. I wanted to start a cut flower farm, which I did. I have about 25 acres. It's planted by Tom Richards. He plants corn and soy beans. I have about 25 acres of woods which I have lumbered the last couple of years. I do not grow flowers anymore. I found I made a lot of mistakes when I started it, and I couldn't get help. I've sort of retired from that.

**M:** So you're managing, you're not actually doing the farming on your –

**R:** That's correct. Somebody else is doing it for me. He lives right behind me. He just goes from his property right to mine.

**M:** And it's soy beans?

**R:** Soy beans and corn.

**M:** But you have some you're doing lumbering on?

**R:** I have about 25 acres of woods and I did do some lumbering. There was some wood that was good.

**M:** Okay. I appreciate you being here. Hey, Wayne.

**R:** I'm Wayne from Marydel address. I live right between Marydel and Henderson, and do a little bit of hay farming. I do own about 80 acres of woods, maybe 90 acres. And that's pretty much it.

**M:** So you're doing the farming in that case?

**R:** Yes.

**M:** I've got horses up near Westminster. That's too far to come for hay.

**R:** You're probably paying about 10 bucks a bale.

**M:** I'm buying the big round ones now. Super big, you know.

**R:** About \$10?

**M:** A little more than that by the time they're delivered and they roll them off because I don't want to go get them. You know what it's like. It's a big difference than throwing 200 of those little bales up there. I get real tired of that stuff real fast.

**R:** Them \$5 add up when you sell them.

**M:** Yeah, I'm sure. But I just roll that big thing out there and put a cover over it, and the horses love that just fine.

**R:** That's actually my hobby, that little bit of farming. I do about 30 acres, maybe. I work as a dispatcher here at Win Transport in Federalsburg.

**M:** So this is a triple for you then, right? You said you were double dipping today. This is triple dipping.

**R:** Well, the farming deal don't really pay much. (laughs) It pays for the equipment that's about it.

**M:** That isn't bad. Hi, Steve.

**R:** I'm Steve. I live in Federalsburg. I got 140 acres down near Vienna, about 40 tillable and nine in timber. Just timbered it all. The ground is tilled by Harold Harding [phonetic]. He grows corn and beans, and then every fourth or fifth year he grows watermelon. I got creek program. I got two ponds. I got some trees out front and several ditch banks. I got 14 acres of it, 11 or 12. All told it's like 12 acres.

**M:** So you're managing the properties? Yeah, I heard the history of your family there for a little while. It's a shame you miss that stuff.

**R:** Yeah.

**M:** Good morning, George. How are you?

*Group 1: Denton, MD (September 22, 2015)*

- R: Good. My name's George. We own 135 acres up behind Henderson. About 50 of it's tillable. It's in corn and soybeans. We have a farmer farm it. The rest is in woods and wetlands. We primarily like to raise deer and shoot waterfowl. And that's what we've graded the farm off for.
- M: I think I know some people that lease some property down there from you maybe.
- R: I got plenty of deer.
- M: So do we. I don't even want them where I am at the moment. What are the challenges in farming today?
- R: Shoot.
- M: Oh! That bad, huh?
- R: Well, the equipment's the main thing.
- R: Yeah, fuel.
- R: Hay's not that bad unless you buy one of them self-stackers or something. But the beans and corn combines half a million dollars by the time you get [inaudible].
- R: Yeah.
- M: Big bucks in that stuff.
- R: Two hundred some thousand dollars for a tractor.
- R: Help is a big situation. She was saying a while ago, you cannot find anybody that wants to physically do anything.
- R: I just bought a kicker baler and five new kicker wagons because of that. I can get Amish to unload it in the meantime, but I'm not going to do it anymore. I'm 58 years old.
- M: So you're going the other way? You can't get the help so you're going with the more sophisticated equipment?
- R: I don't know if it's more sophisticated. It's more-
- R: It's more mechanical.
- R: Yeah. It's more mechanical, and the bales aren't as uniform where they get thrown in the baler.
- R: You bust more, and all that crap.
- R: That's what I used when I was growing flowers. My last employees were Amish girls. I had to go pick them up and drive them home, and negotiate the pay with their parents. But I didn't even have to tell them what to do. They knew exactly what to do. When we were finished they got the broom and cleaned my drying barn and they were wonderful.
- M: That's not really what I want to talk about, but there is a huge difference in people working today. That big 41 inch snow we had two years ago, three years ago? It just caved in the roof of my barn. I got a huge barn. Boy, those Amish ... I couldn't even figure out how to repair it because there's not a nail or spike in it. It was built by the Amish a long time ago. That's who I had to get. They just rolled in and worked and worked and worked. I don't think they said a word. Yeah, they did a good job.
- R: They were raised they have to work.
- M: Yeah.
- R: Our kids are raised to be spoiled.
- R: I think what society has done, everybody wants it better for their kids, and we've made it too damn better.
- M: Too better.
- R: Too easy.
- M: George, what kinds of challenges in farming do you see?
- R: First of all, like the fellas are saying, it's the price of the equipment. I mean, just buying a new tractor or something -
- R: Even used equipment.
- R: Right. The price of equipment's bad. Then on the maintenance of it, and the daily operation of it, it's the cost of fuel. The cost of fuel is a big thing. I've just come back from out west, and I've noticed all through Nebraska and Iowa, diesel fuel is considerably cheaper than gasoline. Everything out there looks like they're running on diesel. Here, the closest diesel fuel I've seen to gasoline was just driving down here this morning, was right up there across from the old Cindy's. That was within a penny right there. [crosstalk] Yeah, that was within a penny right there out west, diesel fuel is cheaper. I don't know why that is, but fuel cost when you're running an operation is a real cost.
- M: Sure.
- R: Any money that goes out of pocket, that's a real cost.



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- R: You're running equipment that's sucking up 10-15 gallon an hour, it don't take long.
- M: Yeah, you go in a hole pretty quickly with that. Let's talk a little bit about wetlands. You mentioned wetlands. What do you think about them? What comes to mind when I mention wetlands?
- R: Well, I have wetlands and I converted in ... It was a wet spot and it was hard for the farmer to plant there so I converted into wetland pond through the CREP program.
- M: So you went the other way?
- R: Meaning instead of filling it in?
- M: Yeah.
- R: Yes. Because it was useless for him to use. And I always wanted a pond, so we went that way.
- M: Yeah, okay. What else comes to mind? What images do you get from wetlands?
- R: Federal government.
- M: (laughs) Federal government?
- R: Yeah, pain in the ass. Yeah.
- R: When they declare it wetlands, you don't own it!
- R: You're in trouble!
- R: You can't even look at it.
- R: Yeah, right, you're in trouble.
- M: So, you mean when the government declares it as wetlands –
- R: I got a partner right now in this brokerage business that owns about 2300 acres. You probably know him, Chris Magnum.
- R: Oh yeah.
- R: He's got a pivot. It would be a complete circle if he took out a point of trees of about 10 trees. They will not let him do it because it's wetlands, so he's got to run that irrigation all the way this way, come all the way back around this way.
- R: I tell you what happens, you do that on a long system, if it's a hot, dry summer on a long system, by the time you get from –
- R: Back around.
- R: – all the way back around, it's dried up and stuff is dying. If you could keep it ongoing, you could let it run 24 hours a day, go around and around and around.
- R: If I'm not mistaken that particular pivot is about 13 tires long or something?
- R: That's what I was thinking. I know which one you mean.
- R: It's one of the longest ones around.
- R: It's long.
- R: And it takes it, I don't want to misquote him, but it was either 24 or 48 hours to make a complete circle.
- R: And it won't make it because [crosstalk].
- M: What's the down side of that? Just the cost of doing that? The –
- R: The down side is he owns the property.
- R: He owns the property, [crosstalk] but they won't let him take 10 or 12 trees out so he can go on around.
- R: If it's not affecting the other 50 acres or whatever it is, they ought to let him take that little piece out. I mean, it's all about the wetlands, well, that's fine. Well, when he bought that property, or when that property – his father-in-law bought it and left it to him – when he bought it, there wasn't nothing about no wetlands. It's kind of after the fact, you know what I mean?
- M: Yeah. Just the concept of it, forgetting about government intervention and so forth, is a wetlands a positive thing, a negative thing? Removing it from the restrictions. Just the fact that wetlands may be on your property.
- R: I think we need some. I'm not saying they ought to fill them all in. But there ought to be ... The government needs more common sense.
- R: A lot more! A lot more!
- R: That's what the whole thing boils down to. It needs common sense.
- R: Um hum. That's it, right there.



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- R: When you take half a man's field away because that's wetlands now, and he can't farm it no more, that's cruel.
- R: There's places on the Shore – I got a friend that's got a spot in the middle of his field that is growing wetlands, and they will not let him till it. So it becomes a weed haven. You know, it just fills up with all kind of–
- R: And then a mosquito haven.
- R: Yeah, a mosquito haven, and all kind of crap. They won't let him drain it. Not knocking geese, or nothing, because I love to go goose hunting, but when they started coming in, the swan and the geese, the swan pull up everything that's there and eat it roots and all. So they haul away dirt like a little dump truck, every time. That hole gets bigger and bigger and bigger. Over the years, next thing you have there, you've got two acres.
- M: So it's growing on its own.
- R: Oh, yeah.
- R: Now common sense, inject some common sense into this. You have a low area, and you can drain that low area. Put a water control structure in. Drain that thing out, farm through that, put your boards back in in the fall.
- R: Then you can have ... Right.
- M: Then you can go both ways.
- R: We've done 50 acres. We've graded out, put water control structures in. Didn't go around looking for a lot of help. The only thing we asked for is, "Leave us alone." You know?
- M: I can understand that.
- R: If it's low and you're tilling it, they won't stop you from tilling it. But if you quit tilling it for a little bit, then they tell you you can't.
- R: Then they'll come in and say – somebody will come out and they'll find some damn grass. Or a weed, or a cattail –
- R: Yeah, some damn weed, or some [crosstalk]
- R: Yeah, right. And now you've got a problem. Now they want to come around and talk to you.
- M: Because it'd be protected, yeah. How many of you have ... You have wetlands on your property. You mentioned you do. You do, Steve, too?
- R: I'm sure I do.
- R: I do. I do in the woods. [crosstalk]
- R: Probably everybody on the Shore has got it, to be technical.
- R: I think we may abut each other? Out on Bee Tree Road. Are you on Jackson Lane?
- R: No, we're out Bee Tree Road, where you make the sharp turns. You know where David Harris' farm is?
- R: Oh yeah, the other way.
- R: Has the foreign chicken houses? We're adjacent to his property.
- R: Oh, you're the other way on Bee Tree. Okay.
- M: What –
- R: Do you have a Loorsong [phonetic]?
- R: Pardon?
- R: Do you have a Dennis Loorsong?
- R: It's not familiar.
- M: Don't recognize that name?
- R: You're close to Steele Road? Out past Steele Road? Which side of 311 are you on? Towards Delaware, or towards, Delaware?
- R: No. We're the other way. Steele Road is below us one road, I think.
- R: Yeah, and then that next road up there goes to the left, that dirt road.
- R: Yeah.
- R: Dennis lives right in between, on the right there.
- R: Okay.
- R: He's got the big gardens. I do a 50/50 deal with him, with his hay.

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- R: Okay.
- M: What are the positives of wetlands? What's the potential value of protecting them? I know it's giving you some issues, quite frankly, but what's the positive behind wetlands?
- R: It's wildlife habitat.
- M: Well, okay.
- R: That's probably number one.
- R: Yeah.
- R: I've got two ponds, and if – getting back to government regulations – I have a ditch that runs across my farm. And because of it being bad on both sides of the ditch to the point you couldn't till it, I wanted to put a pond and have the ditch feed the pond, and go out of the ditch, for the water control.
- M: Right.
- R: But, oh, no. I could not do that. So they put two ponds. And now I've got two ponds, a bank, a ditch and a wetlands. So now it took up more of my ground with their ideas versus mine. And they won't listen to common sense.
- M: Have you been compensated in any way?
- R: Oh, yeah. They paid for the pond. But they won't listen to common sense. They will not listen –
- M: Well, let me jump back to that in a minute. Hi, Leonard, how are you?
- R: Okay.
- M: Appreciate you coming this morning. There's coffee over there if you haven't had any.
- R: Okay. Sorry I'm late.
- M: I made a pot or two. Not a problem!
- R: I've been hustling around for half an hour trying to find this place.
- M: Really? This big old building way out [crosstalk]. Nothing out here! You go to the Walmart and turn left. (laughs) Something like that. Tell us a little –
- R: Not if you come from the other way.
- M: Okay, well, then you're lost.
- R: Walmart's on the right.
- M: Okay. Give us a little thumbnail sketch of your property. Are you a farmer, or are you managing?
- R: Well, I wasn't sure if I should be here, but I got a letter, and I thought, well, at least I'll come. I don't plan to get an honorarium or anything. If I can have some input today, fine.
- M: Sure!
- R: But I'm not really – I'm a hobby farmer, really. I wanted to be a farmer when I was a kid in Kansas. So I'm in the heartland still, but yeah, I'm more of a –
- M: Tell us a little about your property down there.
- R: Well, only thing I've got is 69 acres. It's mostly wooded, except for about 20 acres, a little bit less. I have beef cattle, registered beef cattle, Angus. I've got some ... I had a pond put in, and I've had some fencing put in, and some pines put in through programs. I haven't necessarily participated in the programs. It was something I thought I should pay for myself. Like they want 25 foot distance from the ditch to where you're pasturing. So I only put 15, and I put fence posts in and it's tall grass there, so it's actually better off and I can manage it better. I didn't get paid for doing it this way, but I could have.
- M: So in your case, it worked out a little bit easier for you, a little bit better for you. That's kind of the things that–
- R: Yeah, and I had a pond put in, and I had some pines put in.
- M: Now is that around – we're kind of focusing on wetlands. Do you have a wetland on your property?
- R: Yes. In fact a good bit of it's wetlands.
- M: Okay. That's pretty much what we're going to talk about, and programs that revolve around that. I was looking at the positive side of having wetlands without the oversight of any other government or private organization. So, habitat. What other positive things do we see out of having wetlands?
- R: If it's done right, it will drain areas that would otherwise be wet.
- R: Well, our whole 15 acres is clear – 12 acres, whatever it is – it'd be underwater if it wasn't for the ditches.
- R: Right.
- R: And I've got ditches as big as this room almost going through. They're 22 to 28 feet wide.

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- R: Yeah. That's them tax ditches?
- R: Yeah. And then I went to get a permit to put a building up, and a man told me, over here to the county office, he said, "Well, you need to be 100 foot off a ditch." I said, "You need to come to my farm. Because the way you sapsuckers have put ditches through here there's no way that 100 foot, I can't build nothing!" [crosstalk] I said, "I can't -" Well, when he come back it was a secondary ditch and it only had to be 25 feet away. So I got my barn.
- M: Any help to the environment from wetlands?
- R: Yeah, the wetlands, if they're properly maintained or set up, they'll filter water. They're a very good water filtration system.
- R: Yes.
- M: Okay. And that's pretty much what ... It sounds like many of you have found out about or are participating in various programs. I'm interested in your awareness of basic programs that are really put together to kind of help preserve the wet areas. Some of these there may be some technological changes, there may be financial assistance in doing those. Are you aware of any programs that might be presented by any one of a number of sources, Farm Service, or maybe the Natural Resources, or private, Department of Ag?
- R: Well, they're the ones that helped me put in the wildlife pond. The Birds Unlimited actually came back and gave me some money. My pond, this morning, it was filled with geese and heron, and the white ones, Egrets.
- R: We have a wildlife pond also.
- M: What organization did you work with?
- R: It was through the CREP program here in this building, or in the building when it was down the road.
- M: Okay. Leonard, what familiarity or awareness do you have of programs like that?
- R: I had a wildlife pond put in. We have a bald eagle come in and catch a fish. We had fish put in. It's not a very big pond, but it gives you wildlife, they'll come and drink there. It's next to our garden so we have to kind of control fencing and stuff so we can have the best of both worlds. We had that dug out and we had a big mound put and we had to wait to get it hauled off. We ended up having more useful places and the wildlife did as well. We have fish in there and, let's see ... I'm familiar with a neighbor who has a ditch across his field. Originally the farm was 90 some acres, and we have 69. I wanted to buy the rest of it, but he was renting it, and he ended up buying it. There's a ditch in there, and it's because there's a ditch in there, and it runs through my field, he gets involved in getting ... He has certain programs.
- M: Okay. Wayne, what programs might you be aware of similar to that?
- R: I'm aware of the wetlands. My neighbor put - I don't know how many acres, quite a few acres in wetlands. They dug a pond, and planted all kind of trees. They come out and looked at my woods. I don't know why, but they didn't offer me anything. It was too late, or broke, or didn't suit them.
- M: Interesting.
- R: Yeah. I had one guy come and saw - a very nice man, I can't remember his name. Young guy. He rode around in a golf cart with me. I took him all through the woods. He really liked the way things looked with the moss and stuff along the ditches and down in the woods' low spots. He really liked that. He said, "They're going to love this." But for some reason they didn't.
- M: The wildlife, you mean?
- R: For the program. They didn't accept them. For turning the woods into wetlands. I was going to turn all the woods into wetlands. Like everybody else, I was planning on paying off the mortgage. (laughs)
- M: So you're not sure why it didn't happen?
- R: No.
- M: Interesting. Steve, awareness of or your reaction to programs like that?
- R: I've got two ponds. One's about an acre, and the other's about 3/4 of an acre. They dry out when it's super dry like it is now. But now I have got probably 80 acres that should be in the wetlands program. It is bad. I mean, when it was wet, I had water in spots in that woods that was probably 4 foot deep. But nobody wants it.
- M: Interesting.
- R: If you have wetlands, like my woods are wet, can you get money for that?
- R: Yeah. My neighbor put his in a lifetime deal. They had two different programs. They had one for lifetime and they had one for 30 years. I wasn't interested in lifetime, because I figured in 30 years then it would be out and my kids could do what they want with it, because I'd be gone or wouldn't give a crap. Then there would be no restrictions. So I wanted the 30 year plan. So maybe that's why it got kicked. I don't know.

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- R: And who does that?
- R: Yeah, I'd like to know who does that, too.
- R: Yeah, who does the wetlands like in woods?
- M: Let's walk through a scenario of this. Then maybe we can explore that. Again, I'm not promoting anything specifically. I'm not sure what would work for you or what wouldn't work for you. I'm just trying to find out your general reaction. We understand what kind of program we're talking about. We know that it potentially is sponsored or brought to you by, it could be the Federal government, it could be the State government potentially. It could be a non-profit like Ducks Unlimited, Chesapeake Bay- [crosstalk] Give me your reaction. That's why I put these charts up here. I'm looking for the good things of something like that, and the bad things, or the negatives, not bad. What do you see in these ... What's your reaction to these kind of programs? Just give me your reaction and I'll decide whether it's a positive or a negative.
- R: I've got a couple of reactions. The first one, like I said earlier before you came in here, I think it's stupid because the government is giving away money they don't have. That money needs to go towards the deficit but that's all ... I'm not going to change that.
- R: That's irrelevant. You can't change that.
- R: But that's irrelevant. You can't change that. But, like me, I would say that they would have been a fool to give it to me. But I was told how much I qualified and how good it looked. I thought they was going to [crosstalk].
- M: I guess, stupid's not going to play. It must be over here, but a different word than stupid ... Not rational?
- R: It's common sense. You don't give away money you don't have.
- R: Right.
- R: My thing is, I understand what you're trying to say. Why give it to us when we got other stuff that really needs it worse?
- R: Exactly! And when the farmer needed money and they had money, they wouldn't give it to them. But my woods I kind of understand. If it was me, if I had control of it, I wouldn't have even offered me the program. It's woodlands. We ride horses through it. There's deer in it. Nobody hunts it. Because I don't let anybody hunt it, because my wife rides horses back there sometimes. And the only restrictions I was going to have was I couldn't change anything. I could still ride horses back there, I could still hunt back there. So it's no disadvantage to me at all. It's not taking anything at all away from me, and was going to give me a couple hundred thousand dollars [crosstalk]
- M: Well, that sounds like it belongs over here, like a real positive for you.
- R: For me, but for the government, it's stupid. Why give me money for something like that that is not going to inconvenience me at all. I'm not going to change nothing I do with it.
- M: Well, don't you balance that with what we talked about the potential positives, cleaner water, better environment, animal habitat?
- R: How's it going to be any cleaner if I don't do anything different?
- M: Didn't we just say that the fact that it exists as a filtration system?
- R: Yeah, but it never hurt. I guarantee you [crosstalk]
- R: I couldn't perc my grounf anyway. No way in the world I could perc what I got.
- M: Why would you perc it? Why wouldn't you just leave it?
- R: That's what I'm saying! There's nothing in the world I can do with it but hunt on it, or ride horses on it. So why pay me?
- R: That's exactly right.
- R: And don't get me wrong, I have my hand right out.
- R: I've got my hand out too! If you're going to give it away, might as well give it to me!
- R: Exactly! But my honest opinion is, it's stupid! Because nothing's going to change for me. It's still going to be wetlands. I'm still going to ride horses there. I'm still going to hunt there once in a while.
- R: You're still going to pay taxes on it.
- R: I'm still going to pay taxes on it. Exactly!
- M: Did they not do a good job of telling you the benefits to the environment?
- R: But I'm not going to do anything to change the environment, that's my point!
- R: We're not changing anything! We're not changing one single gall-darn thing!
- R: I'm not changing nothing! Well, let me rephrase that. There was two little [inaudible] that went to the ditch, that I haven't seen water run out on twice in 15 years.

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- R: I thought you put a bunch of ditches in?
- R: They've been there forever. They're county ditches. But the woods is low.
- R: The county ditches, see, that drains the water out. I've heard farmers say the water comes out of these ditches and goes down. You know, the rivers so fast that you end up the subsoil moisture, that the crops have less moisture because these ditches are put in.
- R: Oh, they'll suck the water right away from them.
- R: Yeah!
- R: So there's disadvantages to having ditches put in.
- R: All they was going to give ... Them ditches been there forever. They're county ditches. And I'll pay taxes on them just like everybody else. [crosstalk]
- R: But it'd be better if they weren't there from the standpoint of -
- M: That may be a negative. What are some of the positive things? I understand, you don't want people to give you money just so you can ride your horses -
- R: Well, no. Hey, I want them to, but I think it's stupid on their part. Don't get me wrong!
- M: But, we're talking about these kind of programs. What's the positive side of things? Potentially, you could've-
- R: If it was somebody was going to change it, or do construction on it, or something like that, or maybe log it, then, yeah, I would say, "Give them money to leave it like it is if they want it to stay."
- M: What do you think, George?
- R: That was probably the thrust of the program, was to keep the land from being developed.
- R: Exactly.
- M: Was that on the positive side, or the negative?
- R: I think the positive side. [crosstalk]
- R: It would never have been developed anyway. [crosstalk]
- R: Let me back up. Look at [inaudible]. If you got the right amount of money you can put anything any-damn-where.
- R: None of that could be there right now.
- R: If you got the right amount of money, you can put anything anywhere.
- R: I haven't found that to be true.
- R: Have you got enough money to pay for everything you want done?
- R: Well, I don't know, but I mean I know our farm could be subdivided four times, and that was it. It couldn't be along the ditch going [crosstalk]. No, I'm talking about my place in Caroline County is only four sub-units back in 1970, or whenever it was formed, they could have four. And there are four, and they can't be developed unless they change something.
- R: If you look at a map, how many 911 addresses are for that place? How many numbers is issued to that area of your ground?
- R: Area of my ground?
- R: Yeah.
- R: Two.
- R: No, I bet there's more than that.
- R: No.
- R: What's the first number next to you? Just say it's 10. What's yours? 12? Then the next one's like 50?
- R: You mean mailboxes?
- R: Yeah. 911 addresses are potential development areas.
- R: Well, if they're potential development areas, so that would be true for us. But that's not true, unless they've changed the rules.
- M: Now, wait a minute. I'm not sure that's exactly where we want to go with this. I understand what you're saying. The program we're kind of talking about, trying to find out general reactions to it. So, if on the positive side, maybe there'll be less development. Is it a positive that whoever was going to support this was going to pay you even though you didn't think it was prudent?
- R: Oh yeah.
- R: It wouldn't perc anyway. I'm telling you, they would never give me a building.

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- R: I didn't buy it to try to earn money.
- R: Right. Right. Right. Right.
- R: Well, I didn't either. But I sure would be though.
- M: But you'd be paid to participate and in a moment I might want to know why they might be willing to do that for you. What else you see that's either a positive or a negative? What do you think, Paula?
- R: Positives or negatives?
- M: Yeah, just a general reaction, and I'll decide where to put it. What do you think of programs like this? You're actually participating in a CREP program –
- R: I am.
- M: – which is not necessarily –
- R: My positive is I'm getting some money for planting my ditches, which keeps the runoff from going into the Chesapeake Bay. My wildlife pond drains the farm nutrients into the wildlife pond. In fact, the Horn Point comes and tests my water and there's a gentleman who is a Ph.D. –
- M: Why don't you sit over here, so I can see you?
- R: – there is a gentleman who is a Ph.D., and I cannot think of his name right now, who has come and pulled frogs and amphibians and salamanders out of my wildlife pond and actually tested them for disease, missing legs or whatever. He has found that there've been no problems at all. In fact, he's found that in Caroline County there's been no problems with the frogs or amphibians at all. There's none of this problems that they have in some other states. So there's an advantage, that the wildlife stays healthier.
- M: Yeah, okay, that's right. Somebody is testing that.
- R: Yeah, he pulled out all kinds of things from my wildlife pond, and they were all fine.
- M: Michael, to catch you up just a little bit, we're talking – give me a thumbnail sketch of your farming atmosphere. Are you managing, or are you farming?
- R: I'm farming.
- M: And give me a description of your crops and your property.
- R: Kent County. Corn, soybeans, wheat, rotation. Everything's no-till. Quite a few wildlife ponds. I manage it intensively for waterfowl and deer. On the upper Chester River watershed.
- M: All right. To just kind of fast forward for you, we are talking a little bit about programs that have to do with wetlands on your property for which there's potentially some financial help to get this thing done and so forth. We're trying to find out if people's general reaction to these programs, whether you – are you participating in anything like that at the moment?
- R: Uh huh.
- M: Do you remember the name of that program?
- R: WHIP.
- M: You're in the WHIP program?
- R: Uh huh.
- M: Give me a thumbnail sketch of what that is. Anybody else familiar with WHIP? I know CREP pretty well, but–
- R: It was a cooperative between WHIP and Ducks Unlimited. So we put a two and a half acre pond in. And I have another one the was through CREP maybe and it was a four and a half acre pond.
- M: So, we're looking for general reaction to programs like that. You tell me how you feel about it, and I'm going to decide whether – is it a positive concept or a negative concept. And then we'll delve into those a little bit. So, any reactions to any of these programs? Anything we didn't touch on?
- R: I would probably be able to have ponds put in for ducks and – because our area, there's several acres that are wet. In fact, a fellow that used to hunt and fish, he said if you have that dammed off and have a bunch of acres for ducks and [inaudible].
- M: So, where are you putting that in your –
- R: I haven't done anything with it.
- M: No, in your thought pattern? Would you view that as a – ?
- R: I would consider that a positive.
- M: So it's habitat.
- R: You kind of write small.
- M: I spelled that wrong. That's okay.



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- R: Wildlife.
- M: It says wildlife habitat. In here it's known as a scribble. Remember I told you I had poor handwriting? [laughter]
- R: I was getting ready to say, you're right!
- M: Thanks a lot! [laughter]
- R: Where it says sucks the water, that should be on those tax ditches. Those big, deep ... That's not just wetlands. It's just them tax ditches. Them huge tax ditches.
- M: What do you call those?
- R: Tax ditches.
- M: Explain that concept to me.
- R: They build a ditch and it's huge. I got one running through my property up there in Caroline County. It's about five foot deep and about twenty foot wide at the top and three or four foot wide at the bottom.
- M: What's the negative of that?
- R: It sucks the water from everything.
- M: Okay, so that's -
- R: The positive is you can farm.
- R: The positive is it drains farm ground surface water away quick.
- R: Yeah, the positive is that, like me, there's 12 acres that I wouldn't be able to do nothing on [crosstalk].
- R: It sucks the water away quick. If you have a horrendous downpour, it's gone in no time.
- R: That Cold Springs ditch, it's grown up a lot now since it's been so dry. But before that, water would ... I mean, it had a heck of a current through it.
- R: I live on what they call a [inaudible] meadow public drainage ditch association. It drains all the way from 318 to [inaudible].
- M: Michael, what's your reaction to any of these programs? Evidently you're participating in two of them.
- R: Very positive.
- M: Tell me what the positive comes from.
- R: It enabled me to build some barns that I didn't have the finances for at the time. It's habitat, and I'm very much about wildlife.
- R: Me, too.
- R: And not just to hunt them. Just having them around, seeing them is a very positive thing. They're there after hunting season well into February and March. It's very enjoyable.
- M: Are you a hunter?
- R: Yes. Getting older, you don't hunt as much, but you look a lot more. [laughter]
- M: I still do it. I just don't get up as early to do it! Why do you think ... Wayne expressed an interesting point. I'll try not to use the same word, but ... He said he wasn't sure why in the heck they're paying for this sort of thing. Why do you think you're being paid to participate in these kinds of programs?
- R: Well, what he's talking about is two different things. He's doing something that they helped create the pond. He didn't get a whole bunch of money to put in his pocket.
- R: Right.
- R: But you got ducks and hunters and things that you enjoy, which is like having money.
- R: I have two ponds, one on each farm, on each side of it. They're not very big but the geese just go back and forth. There's one domestic. Nobody knows where he comes from, and about 50 Canadian Geese, and they just go from pond to pond.
- R: That could be a negative, too.
- R: They eat a lot around. [crosstalk]
- M: That's not bad. So, it's nice to build a habitat but sometimes the wildlife is -
- R: Destructive.
- R: That's kind of up to the individual, because you can put propane guns in. You can do things to steer them away from your farm.
- R: They become immune to that. [crosstalk]

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- M:** Why is some agency paying for this to happen? Whether it's money for you, or it's to get the work done? Why are they doing that?
- R:** Trying to get a positive thing done for the value, I'm sure, for the Chesapeake Bay area.
- M:** You're saying for the environment, for the Bay.
- R:** Right.
- M:** Some of those programs are responsible –
- R:** And in some cases you get more farm land. You know, like farmers interested in getting more farm land.
- R:** This is why I say we need common sense. Just like all this giving farmers money not to develop property. Why don't they just quit giving building permits?
- M:** I'm sorry?
- R:** Why don't they just cut off building permits? All right, we can't issue no more building permits. Not for this year, or not for housing developments, or ... That would be so simple. It'd be so cheap.
- R:** Yeah.
- R:** But they'd rather give somebody two, three, half a million dollars for ... Okay, sign this paper and you can't develop this land. Well, if I don't sell you a building permit you can't develop it anyway!
- M:** He's a good guy! He doesn't want to take the money!
- R:** No, I'm just saying –
- R:** They're denying your right to develop your property without compensation.
- R:** Yeah, but it shouldn't be developed anyway.
- R:** Back in the 80s, when the farmers really needed help, and the farmers were broke and everything was bad, the government wouldn't give them no money. The government had money. Now the government doesn't have any money and it's giving hand over fist. You know what I mean? It just don't make sense to me. And, no, I wouldn't turn it down if they wanted to write me out a big check, either. Don't get me wrong. I'm not stupid. But I just think the common sense needs to come back into effect here.
- M:** So they're doing this maybe to potentially help the Bay, help the environment, what other reasons might they be funding things like this?
- R:** Long term, people in [inaudible] they like it because it's not developed that much. They want to keep it that way.
- M:** Yeah, did I say that? Development constraints, development building plans ... Yeah, I did say, "Stops development." Well, maybe that's a negative. I said here [crosstalk] if you weren't able to develop your property, maybe that's a negative. But maybe over here lack of development is a positive too.
- R:** Yeah, it is for a lot of people. That's why [crosstalk]
- R:** Yeah, it'd keep people from migrating down here!
- R:** And I'm not saying never sell another building permit, I'm saying this year –
- R:** Limit them.
- R:** Exactly! This year maybe not, so next year you can get a permit to develop something. But it'd be a lot cheaper –
- R:** Slow it up a little bit.
- R:** Exactly, and maybe our taxes would be lowered a little bit if they'd quit giving all this money away. Because Caroline County really does suck when it comes to taxes.
- R:** Well, they just break it off when they get the chance.
- R:** I think one of the disadvantages is that you're under the government's control once you sign that piece of paper. You really have to make sure you're doing everything by the rules. You have to make sure you're not breaking any rules by not planting the right thing, or not cutting at the right time.
- R:** But when you get that check, you should be doing what you say you'll do.
- R:** Right.
- M:** If I take Paula's word and say, "Under government control" which one of these lists does that go on? The positive list, or the negative list?
- R:** To me that's a negative.
- R:** That's a negative. Any time the government starts messing with what you're doing, it's a negative. I don't care what they say. It's a negative.



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- R: I mean, there's a lot of good programs just like your pond deal. Like you say, you didn't pocket a whole bunch of money out of that, to me, that's a good deal.
- R: It was a wash.
- R: Exactly, and it helps the environment.
- R: [crosstalk] Same with me.
- R: Yeah, but it helps the environment, and even if you got a little bit. I'm talking about, you're not going to get enough to go buy another farm –
- R: Oh no.
- R: – and that's what upsets me. And not because they're doing it. I don't blame the farmers at all. I just think it's dumb on the government-
- R: Yeah, I don't blame the farmers for taking the money.
- R: No. Exactly.
- M: Here's three possible reasons that people like yourself may participate in these. Let's see how viable these things are. You could receive rental payments for the land. Is that a positive characteristic?
- R: I think it's a positive, but I don't think it should be for a lifetime. There should be years involved where they don't take control forever.
- R: You sign a contract for either 10 or 15 years.
- M: They are, you mentioned 30 before, but I've heard that there's 10 year contracts and there's lifetime contracts.
- R: Everything I've done has been 15.
- R: I've got trees in 15 year. And my ponds are in, I believe they were in 10 years.
- R: I'm pretty sure mine, the deal they were offering was 30 years. Because, 30 years or life.
- R: Maybe that was a different type of program.
- R: Yeah. Because I remember thinking [crosstalk]
- M: Okay. The fact that you'd be ... What's happening, George?
- R: We took ground that wasn't suitable for farming, a couple acres that just wouldn't produce, we put that in CREP. Then we turned around and worked with Ducks Unlimited and put two barns in.
- M: So you couldn't use the land anyway?
- R: It wasn't productive. It really didn't pay.
- R: If you planted it, it would drowned out.
- R: So then we put that in the ponds. Into – what do they call them? – those dry grass ponds, or whatever.
- R: Wetlands enhancement.
- R: Whatever. I don't know. They use all the terms [crosstalk]
- M: I'm glad you got some benefit, or some dollars, out of non-productive land anyway.
- R: Well, we got the dollars to put the ponds in. Otherwise [crosstalk]
- R: Mine was a break even situation.
- R: You don't make any money. You don't lose any money. Like you said, it's break even.
- R: You get paid, though, for the ponds now, don't you?
- R: Yeah. We get the CREP payment. We turned around and put a well in. And run pipe to the ponds, and we can put water in the ponds if it's dry and we want water.
- M: So one of the other benefits, well, we don't know whether it's a benefit yet or not, but other characteristics of these is there's a wildlife habitat built. We already established that. How strong of an inducement is that to participate in programs like this?
- R: I like it. For me, it's a very good thing.
- R: I think it's a good thing.
- R: I have deer. I have ducks. I mean I do when they have water. Geese.
- R: It's a matter of build it and they will come.
- R: There's a turkey, now I got turkeys, I didn't have turkeys before. [crosstalk]
- R: You want to talk money? You want to talk dollars and cents. You get the right place and the right water, you can make the conditions right. It's a lot of money in hunting.

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- R: Oh, yeah. A lot.
- M: What do you mean? Tell me? What's the money ... You're making a lot of money?
- R: You can.
- M: Or it costs a lot of money?
- R: No. You can make money. You can rent your land out.
- M: Oh, because it's now wildlife habitat?
- R: Right. You can make that a real positive.
- R: Yes. It's taken hunting from the average guy here on the Shore ... The average guy on the Shore can't afford to rent ground for goose and duck hunting any more. That's what it's done to ...
- M: I've noticed the price has gone way up.
- R: The normal Joe can't afford it no more. So that is definitely a money making situation.
- M: For the land owner?
- R: Right.
- R: And the guide services and [inaudible] sales, and everything else.
- R: And reduces the herd population.
- R: Yeah, and that's another thing. I got so many dag-gone deer, good golly! I seen 30 the other night, in one little teeny herd. I had corn, I had 40 rows that you might as well not even run a combine through. They just ate it up.
- M: So you almost need the hunting?
- R: Oh, yeah, you've got to have it or I'd have so many dag-gone deer you wouldn't be able to walk out there.
- R: Farmers get permits to shoot deer out of season.
- R: And that improves too because they pay for the permits. The people out of the area are paying for the Maryland permits to hunt. You do pay for licenses, right?
- R: Oh yeah!
- R: Oh yeah!
- M: To hunt? Oh, sure.
- R: They get theirs off the top.
- M: But it's not big bucks to hunt. You're talking about a hunting license?
- R: Out of state license.
- M: Oh, out of state. That's right. Yeah, they cost a bit.
- R: A hundred and something, isn't it? A hundred and something?
- R: It depends. Some states are even like two or three hundred dollars.
- M: Yeah, and it depends on ... You know here we've got the duck stamps, and things. It can cost.
- R: It's quite expensive.
- M: But those programs, what is that money used for? That goes into those license -
- R: Well, part of that money goes to the Pittman-Robertson Act.
- M: Yeah, that's exactly where it comes ... Yeah, correct.
- R: It also goes to game wardens, and so forth.
- M: Yeah.
- R: Right. To take care of the grounds and everything.
- M: It's put back into the land again. [crosstalk] The environment, yeah. Good. It's good you know that.
- R: That Pittman-Roberson Act is for [inaudible] and that is a big development for wildlife and -
- M: Exactly. We talked about rental payments, wildlife habitat. Water quality, knowing that that is part of the program you're buying into as such, is that an inducement to participate?
- R: It's a big plus.
- R: Oh yeah.
- R: It should be for some people. For some they wouldn't care about that.
- M: Do you think people don't care about that? Don't you care about the water quality?
- R: I think people should care more about it.

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- R: I mean, I grew up on the Bay. It improves the environment.
- R: But a lot of them aren't landowners.
- R: I love the environment and everything, but they've got to be realistic in some of their controls.
- R: Well, that's like the ditch. I think that's ridiculous that you can't do anything in the Cool Springs Ditch from March to, I forget what the dates are, but because of the fish spawning.
- R: Yeah.
- R: There ain't never been a fish spawn in them ditches since they built it. [laughter; crosstalk]
- M: Give me a thumbnail sketch of what you were calling unrealistic government controls.
- R: Well, I got several ditches, and you're not supposed to cut from April to August in the ditches because of, I don't know why.
- R: Wildlife.
- R: Yeah, but I have trees growing in my ditches, and I don't want the trees in the ditches because it's going to make a terrible mess eventually. They grow up when it's wet season they grow quick. And it's hard on my equipment cutting them damn things back down. I mean, I got trees that are inch and a half, two inches around in a year and a half.
- R: Does your ditch committee take care of that?
- R: No. It's on my property.
- R: Oh, so it's not part of the tax ditch?
- R: No. It's not tax ditch, no. It's the CREP ditches. So they tell you when you can cut.
- M: What's the problem with the trees growing? Doesn't mother nature take care of that?
- R: No. The trees grow up and eventually it will clog that ditch right off.
- R: Yeah, they get so big you can't cut them down.
- R: Yeah, they get so big. I got a bush-hog that's side mount and I reach out and drop in there. And I had some this year that I had to stop and get off, get the chainsaw, raaaaa, cut them down. It's just because they get so dag-gone big around so quick.
- M: There's a lot of different programs available. As we mentioned a couple of them, the CREP program, the WHIP program, I don't want to get into talking about a specific program. My impression is that they can be pretty detailed, pretty complicated. Have you been able to work your way through all that when you participated in CREP?
- R: I think so. I'm still confused. I have some papers I got in the mail about replanting that I still have to go over, and I –
- M: [laughing] So, I don't want to talk about the specifics of any one given program, but let's talk about some of the characteristics, see how you feel about some of these things. The actual payment model, I guess we could call it that, there's a couple different ways that that can happen. There could be a one-time cash payment for whatever is happening, for participating in the program. It can be a rental price per acre, maybe paid out over the time of the contract. Is there a preference for a way that you would receive payment for participation?
- R: I'm fine with getting it every year as your contract goes and then re-sign. It works fine.
- R: I think if you put a big project in, like a big pond, it's nice to get paid for that. And get that paid for.
- R: They pull money from different places. They probably pulled money from CREP, from Ducks Unlimited. I mean, that's what they did with us.
- R: They paid for the pond, and then they paid for 10 years after that.
- R: Right. The yearly rent was the yearly rent. It's separate per acre. And you sign the contract for that. That's fine. But if you're doing, like you say, a project, we needed the money. You know. So they took the quantities and told you how much they were going to pay based on the quantities. All I was looking for was what quantities do you have, and how much money was coming in because I had our bills to pay on the back end to make this thing work.
- M: So if it's a major project, you want that covered and then maybe periodic payments if that seems to be better, but you don't want to be heavily out of pocket in the beginning.
- R: Right. Yeah, you couldn't afford it.
- R: No, you couldn't do it then.
- M: That makes a lot of sense. What about the term of the contract? We had some rationales, I think Wayne did not want to go into perpetuity for lifetime, and so forth. What's the most viable? I think you said you have a 10 year contract with CREP?

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- R: I had a 15 and when it just got renewed, I decided to do 10 years because I got an increase, and I said, "Well, I'm not going to wait another 15 years." Of course, it could go the other way in 15 years, or 10 years. So mine are in 10 years now.
- M: What do we think?
- R: Mine are in 10 years. Well, my trees are in 15. But of course it takes that long for a tree to get any size to be able to use it.
- R: But then you're stuck with them, too.
- R: Yeah, but where I planted them, I needed them.
- M: Is 10 years – is there anything less than that, by the way?
- R: I didn't see it.
- R: Not that I've heard of.
- R: I would think 6 to 10 would be reasonable.
- M: So that's a reasonable time?
- R: I wouldn't think less than 10 would be worth the government even messing with. [crosstalk]
- M: So you're okay, we talked about unrealistic – I'll say government controls, for a 10 year period, you're okay committing to that? That seems to be a viable, reasonable time?
- R: That's reasonable. I think any really long term – like you were talking about 30 – you don't know what's going to be in 30 years.
- R: Exactly. That's why I didn't want to do a lifetime, because –
- R: Yeah, you just don't know.
- R: In 30 years there might be a whole lot different way for the kids to go with the farm.
- R: They might turn around and want to do whatever they want to do. They might be able to do anything.
- M: Tell me a little bit about how the work got done. A couple different models with that. Maybe the contract talks about a contractor doing work, may talk about competitive bids. Another option may be that you could do some of the work yourself. What's the most viable way of having that kind of work done?
- R: When they did my ponds I did my own CREP ditches and all the banks. You know you get so far off the bid ditch, you know? Which I'm sure, you probably did yours, too, didn't you? You planted your own CREP program? But the ponds, the county had a contractor come in and push them out and set them up and I was tickled to death with them. Even a guy I knew, and it was done and gone.
- R: But in my case, I managed ours to do that. They had a certain amount they paid. They paid somebody by the cubic yard.
- R: That's what they did with me.
- R: So the contractor either took it or –
- R: Either took it or didn't.
- R: Right. It wasn't a matter of bids. "This is what we pay."
- R: We pay X for a 2 acre pond, for numbers sake, "Froa 2 acre pond, we pay \$10,000." Or whatever, so deep.
- M: So at that point is it up to you to find somebody to do it for that price?
- R: No, the county had, I guess they had three or four guys actually doing it at the time. You know, one was doing this for this guy, and another was doing that one. When he got done, he'd move over to you, or whatever.
- R: It probably wasn't the guy you wanted though, in my case. Caroline County?
- R: Yes.
- M: So that worked out all right?
- R: No, Dorchester.
- M: Paula, how did that work out, any work you had done?
- R: My husband and I couldn't do it so they came in and did it. I have a shallow water pond so I don't have a deep water one. They just paid me. I don't remember, it's been a while, but I think they just paid me. I don't remember if I laid out money first and then they reimbursed me. Then I got extra money from Ducks Unlimited. When I got that check I was shocked because I didn't know about it. It was a pleasant surprise.
- M: You didn't anticipate that?

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- R: No. And the trees, we had trees planted on about two acres. Once we put the pond in, I knew the farmer couldn't get over to that area to farm, so they suggested trees, and they came in and planted them. I had to pay for the trees up front, and I was reimbursed.
- R: I paid for my trees up front and then they reimbursed me for the trees.
- M: So are you most comfortable, sort of letting the agency that's financing, that's behind this do the negotiation, have the people do the work, as opposed to you doing it yourself, or you doing the ... ?
- R: I'd want to pick the contractor.
- M: Okay.
- R: I'm the exception to the rule.
- M: Well, okay. Why would you want to pick the contractor? Let me find that out first.
- R: Because there's some better than others. [crosstalk]
- M: So why are you different?
- R: Because I work in heavy construction. [crosstalk] I've got all the equipment I wanted and the expertise. I mean, I have grading –
- M: So, you guys need some help, call George.
- R: Well, George is getting out of it. Everything was by the cubic yard.
- R: What's your last name, George?
- R: Burris. Burris.
- R: Birth? B-I-R-T-H?
- R: B-U-R-R-I-S. We had GPS dozers. I mean, we could do everything.
- M: Oh, you had big stuff!
- R: All I wanted to know was how many yards and how much a yard?
- M: So you did it yourself. Have you ever professionally done other work? Maybe some of these other kind, not necessarily for the people in the room?
- R: Not on this small scale. I mean, we worked sort of, bigger.
- M: So you're doing big stuff anyway.
- R: We were. I'm out of it now. But at the time I was in it up to my eyeballs.
- R: The farmer who plants my land, Tom Richards, he did my ditches. Because our property is right next to each other so it was just easier for him to plant and take care of it. And then, we're both on the ditch committee, so he sort of manages the ditch.
- M: But nobody had an issue with how that was done for you? You felt comfortable with the way the decision was made? And –
- R: I'm like Michael, I got to pick the guy that I wanted to do it. So I just picked the guy that was right around the corner, you know.
- M: Did you want to do that? Did you care about that? Or were you satisfied with the way it was done anyway?
- R: Oh, I'd rather they gave me the option. Have this guy to do it, or this guy to do it.
- M: Okay, so you were okay. What about easements? Maybe necessary in some of these projects to create some sort of an easement covering an area that's being protected. Anybody have that situation, by the way?
- R: What we call an easment.
- M: A right of way.
- R: So they can get in any time they want? [crosstalk]
- M: Well, I think we're separating that between site visitations, which is another category. But an easement might be just to create access because you're changing a boundary or something to that effect. Nobody had an issue with that?
- R: No, not on my property.
- R: The guy who our property goes around, I had to give him a permit to ... The water goes through my property, I think, or he couldn't be in the program.
- M: Well, in effect, that's what we're talking about.
- R: Yeah. I was happy to do that.
- M: So in order to get this done, if it required some sort of an easement, access, or right-of-way – ?
- R: It could be a problem with whoever wouldn't allow it.

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- M:** Any other thoughts, concerns about that?
- R:** Easements, if it goes on the deed, I ain't having it.
- M:** Say that again?
- R:** If it goes on the deed, I'm not having it.
- M:** Okay.
- R:** I wouldn't want it on the deed. I wouldn't have any restrictions on the deed.
- M:** So as long as it wasn't a permanent access.
- R:** If they want access, access is one thing.
- R:** It's a right-of-way. [crosstalk]
- R:** I ain't granting somebody permanent –
- M:** You see a difference between giving them temporary access and making it a part of the deed or –
- R:** Right.
- R:** In my case, it was a right-of-way.
- R:** Yeah, you gave them a water right-of-way.
- R:** Yeah, because you have to have easement when it comes to the ditches, because you have to be able to dig them, or whatever, dig them out, or –
- R:** That's a right-of-way. [crosstalk]
- R:** Them ditches, I'm not familiar with the ditches.
- R:** The tax ditches?
- R:** Yeah. How do they help wildlife?
- R:** I don't see where they do.
- R:** They just drain the land.
- R:** No, they don't help wildlife, I don't think. Because like –
- R:** I don't think they do. They just –
- R:** 90% of what I own would be underwater if it wasn't for the ditches.
- R:** In that case, it would help the wildlife.
- R:** Well, you got a bad spot that they won't put in the CRP program, it'll drain it out.
- M:** So, it drains it. But we're still a little bit confused about the benefit of the tax ditch, right?
- R:** I don't know how it helps the bank. I'm just wondering.
- R:** Well, them tax ditches been there for a long time. They wasn't worried about the bank when they put them tax ditches in.
- R:** I think they were put in ... I was think they were ... My grandpa, I inherited my grandfather's property and I think he moved down there in the 60s.
- R:** A lot of the tax ditches were put in in the 70s and 80s.
- R:** I'll tell you how long ago it was. My neighbor's 94. We bought his farm. When they was digging that tax ditch, he wanted it to go straight, and they said, "No, we got to go this way because there's a mud duck down there." The next morning he told them he shot that f-ing mud duck, they can go straight. [Laughter] Now they'd lock him up, so it's been a good while since that was done!
- M:** What about, another potential part of the contract may be site visitations. What do you think about that? Whatever the organization is that's helping you finance this, put this in, they may want to do periodic inspections.
- R:** I think that has to be in their rights if they spent the money.
- R:** I mean, if they gave you the money, they have a right to see what you spent it on.
- R:** Yeah, yeah.
- R:** That's the way I look at it.
- R:** That's what I said about the right-of-way. You've got to have the right-of-way if they're going to give you that kind of money to do it.
- R:** I don't have any problem with that. You know. I ain't giving them a piece of ground that they can call theirs.
- R:** I don't think they expect that, really.
- M:** Nobody has any problem with that? You okay with – ?



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- R: The only thing about the site visitation, I think they have an obligation to call you and let you know they're going to do it.
- R: Yeah.
- R: And when they're going to do it.
- R: Especially if it's hunting season.
- R: It's just not carte blanche, walk on any time. But mutual agreed upon dates or terms, or anything like that. Yeah, I know out west they're having a lot of problems with that. Here on the Eastern Shore, I don't think we have so much a problem with they want to look at what they've done, make sure it's being maintained according to the contract. But I think all these chicken ranchers want to know when somebody's going to be around.
- R: Yes.
- R: Because there's a big thing with the [crosstalk]
- M: So a negative may be an unannounced visit.
- R: Right.
- R: Anything that's announced, I don't think is a problem.
- R: No.
- R: You don't have any problem with somebody. Your frog guy comes to our pond.
- R: Oh, does he? Yeah. He's a nice guy.
- R: He comes to our ditches. And I saw him out there taking water samples the first time, and me and him had to have a talk. And he told me who he was and what he's doing. And I don't have a problem. If he'd a been somebody looking to stir up – because there's four chicken houses over there – wants to raise Cain with my buddy with the four chicken houses.
- M: Well, you want to know. You want to know who's on your property.
- R: Right. Right.
- R: So, I'm going to say anything that's announced, and you know what's going on, you really don't have a problem. You want water quality. Everybody wants the water to get better.
- M: Okay, that makes sense.
- R: And they do call me. The Horn Point and University of Maryland, when they're going to come out, they always call me and say, "Can we come? We're going to be on your property. We'll knock on your door, or ring your bell." They always do that. They're very good about that.
- M: Just a clarification of what you said a moment ago, make sure I had this right. You said that a right-of-way is okay, but an easement is a legal setting that probably becomes part of the deed, almost always does. You'd have a problem with that.
- R: I'd have a problem.
- R: I think the right way, it should be written in the contract when they give you the money. And that shouldn't have anything to do with the deed. You don't have to touch the deed, so it covers everybody.
- M: Anything that winds up being ultimately permanent change, especially the deed, you have a problem with.
- R: Yeah, right.
- R: Why should you give somebody a permanent deal like that when you're only going to do a 10 year contract?
- R: Yeah.
- M: That makes sense.
- R: It doesn't work.
- M: Okay. Let's talk a little about the potential program sponsors and who you might prefer to work with. These sponsors can be the federal government, it could be a state government organization, it could be a non-profit, like Ducks Unlimited. I think you mentioned you had worked with them. Could be like a Nature Conservancy, Chesapeake Bay Foundation, something like that. Tell me about making a decision about working with an organization. Somebody bringing a plan like this to you. Who do you prefer to work with.
- R: Somebody with common sense.
- M: Okay, common sense. That could be anybody. Say it's a federal government behind this program?
- R: I said somebody with common sense. [laughs]
- R: The problem with the federal government –
- M: You answered my question.

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- R: – and I know, I've got some information about this. The federal government, they'll do their damndest, but it can't be one size fits all. And that's where they get in trouble, because they get tied up in a lot of regulations. One size doesn't fit all. You can't do on the Eastern Shore what they do out west. It doesn't work. But they're still a one size fits all deal. And they're a bureaucracy that's hard to change.
- M: Okay. State government. Comfortable working with state government?
- R: We're still back to the same thing!
- M: Not much different?
- R: Common sense!
- R: But that's who's doing a lot of your contracts.
- R: I know, but a lot of them are, whew. If you end up dealing with Army Corps ... I ended up dealing with the Army Corps of Engineers.
- R: Well, that's tough enough.
- R: But I'm going to tell you what, you deal with the Army Corps of Engineers, you might as well deal with this desk.
- R: But I don't think it matters who it is as long as you agree to the terms.
- R: Yeah. But you still got to have a starting point that's negotiable.
- R: Yeah, that's what I'm saying. If you don't agree with it, just don't do it.
- R: The government, they won't ... Like George told, a lot of them, they get stuck. And they will not negotiate because it says this is the way it is. It works out west. It doesn't work here. Like he said, it does not work here!
- R: When we first wanted to put our house down, the Army Corp of Engineers came in and said we could not put a road up the middle of our property. Right in the middle of our property! Because they said so. We ended up putting it where it was, which is fine. But we have 70 acres, and we can't put our house in the middle of it?
- M: Do they not give you some rationale for that?
- R: They said it would be wet driving up to the house. There was a little wet on the ground. They didn't really call it wetlands.
- R: That's what you build a [inaudible] for.
- R: Now, what I can see, you have a lot of, all states have land conservancies. You've got the Eastern Shore Land Conservancy in Maryland and a couple more. Every state has some of these organizations. If you can partner with one of them, and put them between you and the government –
- M: So, give me an example of who you'd partner with, that you'd feel comfortable. I know who you're talking about some organizations, but, you want a buffer between you and one of those two government formats. Who might that be?
- R: Right. Well, here you've got the Eastern Shore Land Conservancy in Maryland is a semi-government thing. They get money from the government, but they –
- M: You comfortable working with the Eastern Shore Land Conservancy?
- R: I've had good dealings with them.
- M: Also?
- R: I've never dealt with them.
- M: What other groups or organizations might you feel comfortable dealing with?
- R: Well, I have dealt with DU. They were fine.
- R: See, they'll partner with Eastern Shore Land Conservancy. You have to get in that kind of arena sometimes, depending upon what you want to do.
- M: What about your dealings with Ducks Unlimited? Did you deal with Ducks Unlimited directly, or a check just showed up?
- R: No! Yeah, a check just showed up. It was –
- M: Did you know that they were sponsoring the – ?
- R: No. I had no idea. We had talked about putting in a pond, and decided on this shallow pond and after it was done, I got a check.
- M: What other groups might you feel comfortable dealing with? Chesapeake Bay Trust? The Nature Conservancy? Any of those?
- R: Any of them, as long as they're a buffer between us and the state and the federal.



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- R: Some of them will take you, some of them won't. See, I'm familiar with more out west. You'd have to have a lot of acres to get in with some of the organizations. 25 acres wouldn't get you in with one of the – I'm going to say Open Lands, but it would get you in with [inaudible]. It all depends on ... and then they work with you.
- M: Okay. Of all these elements of various programs we talked about, what would the ideal program look like? Somebody develops a program, looks at the positives, the negatives. What would the ideal program be? Give me like two or three particulars of how you would put a program together that would foster wetlands on your property. What would the payment look like, or the reimbursement for the work done? Which format did we talk about?
- R: The way they do it now, it works pretty good.
- M: Which is?
- R: So much a yard, so much money.
- M: So much a?
- R: A yard.
- M: A yard? Okay.
- R: For putting a pond in.
- M: Oh, okay.
- R: So much a yard, so much money. Now, you get into after that you're going to go into your yearly payment. Which is right now working for basically 10 years.
- M: So we said, cover the initial payments, and then we're okay to piece out after that?
- R: Then you're into a payment with CREP. It's so much, how much your yearly payment's going to be. In that, the only thing I want to look at in that format is, they'll tell you in CREP, "You can't plant it." Okay, you understand that going in. In the pond, you can plant certain things in the pond. I'd like them to look at that. There's things I think they could do there.
- M: Tell me a little bit more about that. Do you mean different kinds of things could be planted there?
- R: Yeah. It'd be your millets. One millet you might be able to plant, one millet you might not be able to plant.
- M: Don't they have people that analyse that, look at that? Herpetologists or that's the wrong term, but -
- R: You mean wild rice, or whatever?
- M: They don't have environmentalists that work with that, then come up with a best solution.
- R: They gave me a schedule, what you could plant. And I really didn't like what you could plant.
- R: Corn wasn't more than one of them, was it?
- R: No. [laughter]
- M: So if we look at the payment methodology, the term of the contract, we don't want it to be for life primarily, 10 years, 15 years in some instances seems to be, as long as the contract for the work being done, if you want to do the work in your case, you're able to do that. Maybe you can specify or have something to do with determining who does the work. We don't want to get involved with a legal easement. What else? Site visitations as long as they're announced are just fine. We would need a buffer in between a government agency and ourselves in order to work with this. Okay. So, let's say we found out about a program, or we heard about a program like this. Now you've all had some experience with it, quite frankly, so you're way ahead of the game. But if you didn't know anything about it, how would you go about finding out? Here on the Shore, with the area that you're familiar with, what do you do down here to find out what these programs are all about?
- R: I came down here, and knocked on the door.
- R: I got mine through word of mouth.
- R: The ASCS office.
- M: I'm sorry?
- R: ASCS office-
- R: The county extension office.
- M: Yeah, the county extension office, right. So, word of mouth, was that a friend, neighbor, relative?
- R: Friends.
- R: I think I read it in the newspaper, or Delmarva Farmer.
- R: If they have these programs, they look at your ground via satellite or something, anyway, and they think you're eligible, they ought to mail you a flyer or something saying, "Look, we're coming up with this new program. Would you be interested in looking at possibly participating in this new program?"

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- M:** And where are you going to see that notice, or hear about that?
- R:** They should mail them to you, or email them to you, you know. I mean they look at your ground. I'm sure they do, they have satellites and whatever now. If they think you're eligible for it, just send you a note, would you be interested in participating in – ?
- R:** Yeah, I wish I knew about more things that were going on.
- R:** Yeah, I do, too. A lot of it ... I found out about one that's over with. Done.
- R:** Uh huh.
- M:** Mail. What other ways do you get information about either farming, or programs like this, or new developments in farming?
- R:** Delmarva Farmer.
- M:** Delmarva Farmer? How many of you use the internet to kind of search for things? You might have to call your brother up to ask him about that.
- R:** I do [inaudible]
- M:** Is that a regular occurrence? Do you use the internet to search for things, or is it just answering emails from your kids once in a while, or grandkids, in my case?
- R:** No. I'm on it every day. If I'm interested in something, you can get on the internet, you can find out about anything you want to know.
- M:** I'm just wondering, in our case, how much of a resource that actually is.
- R:** It's more time constraints trying to find time to do it.
- R:** Yeah, that's my problem.
- R:** I think the letter would be a better idea because there's a lot of people don't even have a computer. I know it's hard to believe, but –
- R:** A lot of people don't. Believe it or not.
- R:** I have coffee, and I'm the youngest one [inaudible].
- R:** I'm basically computer illiterate. I can [knocking], I got a 14 year old grandson, he's there.
- M:** Well, hire him to do that for you! [laughs] Give him a ride. Let him drive your truck, and he'll work on it for you.
- R:** I'd like to find out, well, I have these 25 acres of woods and I did log some of it. But I'd like to see if I could put it into some other program so I could get some income. My husband passed away a year ago, and things are tight. So, yeah.
- M:** As a farmer, is there a resource that you can reach out to, or somebody that you –
- R:** County Agent, or a forester.
- M:** County Agent. What else? I mean, it seems to me there should be –
- R:** A forester, you know.
- R:** Yeah. That's who I dealt with, I got a forester.
- R:** Yeah, but the problem with them is a forester's hard to catch. Very hard to catch.
- R:** Yeah, this guy's retiring.
- R:** They're out fighting fire some of them.
- R:** The county extension agents, I deal with the ones down in [inaudible]. You've got to catch them also.
- M:** Now do you identify the county extension as a person, or an organization?
- R:** Well, the one that would know what you need would be a person. You go to the office, and you get two secretaries, and they say, "No, we don't know anything about that program."
- M:** So, I guess that's what I'm looking for.
- R:** You travel all the way down there.
- M:** There's a person you know that person's first name and you're comfortable dealing with them.
- R:** Well, they changed it. It was Gene Speer. Now they changed it. I'm not sure what his name is, but yeah, there's one guy down there that knows the head of the unit, he knows what's going on.
- M:** Okay. How else do you reach out for information? Michael, how did you find out about the programs you participated in?
- R:** Through the conservation office.
- M:** Did you reach out to them? Did they reach out to you?

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- R: I reached out to them.
- M: So how did you even find out that it was there? What did you go to them with, what kind of a step did you take? Did you say, "What's available?" Or did you go and say, "Hey, I've heard about this program"?
- R: Yeah, I did, what's available.
- M: And you had an idea at that point you wanted to do something with wetlands? Yeah, I just don't know how much outreach any of these organizations are doing to people like you.
- R: There's a monthly newsletter that comes out [inaudible]. There's a paragraph about different things that are happening. And you'll see new CREP programs and sign up by such-and-such, and wheat cover crops, sign up by a certain date. We always look at those.
- M: Is there any other ... I divert just a little bit. I don't guess I want to call it a phenomenon, but is there any other new developments in farming? I mean, if we're talking about wetlands here, is there another development or characteristic new to farming that has caught on? Cover crops or something like that? Is there anything new and a couple of years ago nobody knew about it, or 10 years ago, but now it's become pretty well known to farmers?
- R: Well, the cover crops is huge. Hundreds of thousands of acres.
- M: Is there other developments like that? And it doesn't have to be crop-oriented.
- R: Yeah, there's a ... What's that new disk they've got now? Turbo tilling. That's relatively new in the past three years.
- M: Yeah, other methods, maybe there's new equipment that you're using. Yeah, the turbo tilling is a –
- R: And there was programs to help pay for equipment, for conservation equipment. I never heard about that until I missed that one.
- R: There's one out now that pays for something to do with chicken manure.
- R: Delaware's got a program, or has had a program that was [inaudible].
- R: Yeah, but this turbo tilling, this friend of mine, they're paying for his disk, his turbo till disks because he's turbo tilling x number of acres.
- M: Is that in Maryland?
- R: Yeah, it's in Dorchester County, but he bought a nice turbo disk.
- R: I think they have a program too where you can borrow equipment from the county. I think Tom was going to borrow something for the ditch, or some piece of equipment.
- R: Yeah, a lot of the counties have a no till drill, so you can drill [crosstalk]
- M: It's interesting to me that you say, "I think there is, I think there," is there not a good resource for farmers to reach out and get information like this? When you say, "I'm not sure" –
- R: Well, because I have Billy farm it, somebody else farm it for me.
- M: Okay, that can make a difference, yeah. Ways you get information. Do you prefer direct mail? Mail. Not direct mail. That's a different kind of term. But, you know. Getting things in the mail. Do you read those things? If you got something that said, Maryland State Government on it, would you read it right away? Would you –
- R: Oh yeah. I look at everything.
- M: Wayne's not sure!
- R: If it says government, I'll look at it.
- R: I'll look at it because they might be coming to take me away!
- R: Government or court, I'll look at it.
- M: So that's a good thing. All right. The internet, Farm Bureau, anybody go to meet ... are there Farm Bureau meetings that anybody attends?
- R: Yeah.
- M: How often do they happen?
- R: They have something every year, you know, like a picnic, and queen contest, different things. But Farm Bureau, I go to about two or three a year.
- M: Anybody else attend those sort of things? Now you introduced yourself when you first came in here as a hobby farmer, is that right?
- R: Yeah, I wanted to be a farmer when I was a kid. I couldn't afford to get started, so I kept going to school. Got a job so I could finally be in a hobby farm.

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- M:** Okay, so you didn't grow up from the time, in the whole family, generations behind you and so forth. So do you typically reach out for more information to things like that, to learn? I mean, Steve grew up –
- R:** Well, I grew up on a farm.
- M:** Yeah, okay.
- R:** We were in 4H and FFA, and my brother was an FFA teacher and stuff, so I've always had people around that, farm related.
- M:** Do farmers belong to any other groups or associations in the area?
- R:** I used to belong to an association especially for flower growers when I was heavy into growing them, but I don't any more.
- M:** No other associations, memberships, information resources that you use? Well, I'm glad that you came to this meeting today. At least you got to share a few ideas and get a doughnut and a cup of coffee out of it, huh? Let's kind of summarize by looking at, we know that we're talking about this wetlands concept, to kind of move back to that for a second. If you were in charge of getting the message out to people like yourself, what do you think the primary benefit of what we've talked about, what would your message be to people? What should the message talk about?
- R:** Concerning the wetlands?
- M:** Yeah.
- R:** Would be to help the water quality.
- M:** Okay.
- R:** Wetlands help water quality.
- R:** I think it would be really important to educate people on the importance of wetland habitat.
- R:** Yes.
- M:** So, somehow it's got to talk about ... We did list some benefits, the water quality. Well, is habitat, is that a big one? Obviously if you're going to rent the property, later. So that might be the most important characteristics to get out?
- R:** Uh huh.
- M:** What other things would you tell people? Ways that you would help try and convince them? If the goal is to get the message out, and get people like yourselves to participate, sign up so to speak, tell them about some of the benefits, water quality, habitat. What else do you tell them?
- R:** It all really comes back to water quality, doesn't it?
- R:** Income potential, too.
- M:** Okay, income potential. Has income potential been a barrier to participating in any of this? In other words, did it ever come to a point where you said, "Gee, that's just not enough money. I'm not going to do this"?
- R:** Not for me.
- R:** No.
- R:** Yeah, for me they wanted me to put trees in and I didn't think it was worth it. Because basically when you put trees in the ground, you've taken everything out of production, for almost forever. And there was a time in life when land was running for 40, 50, 60 bucks, and there's two or 300 dollar an acre crop land now that has kind of gone back the other way, but when grain prices turn around again, it'll go up again.
- R:** On the other hand, I put ... I used the tree program to create a seclusion barrier. I did like, I forget how many rows it is, like 10 or 12 rows of trees right across the front to break people from looking and seeing what's happening in my wildlife situation.
- R:** I used it where I couldn't ... Where I knew it would be too difficult for them to plant, so I put it in trees.
- M:** In your instance, would a higher return on dollars and cents have persuaded you to go along with that, the trees you were talking about?
- R:** Probably not.
- M:** Okay. So it's not a dollars and cents issue. Nobody feels you participated in this and then come up financially short?
- R:** No.
- R:** I wouldn't do my whole farm in it, nothing like that.
- M:** No, of course not.
- R:** I'd just, like I say, I used it for a seclusion barrier.

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- M:** Do one more thing for me. I'm going to tell this young lady you're going to leave here in a few moments and get a cup of coffee and a doughnut. Think about, so I know what positive things to talk about, things that we have to stress that would make people want to participate in it. Is there anything we want to stay away from? Or change? Think about that for a second. Let me see if I can track her down. I'll come right back in here.
- R:** While he's gone, I want to find out, how do you rent your land for hunting? How do you get people?
- R:** We don't rent it. You know, it's my friends and my son.
- R:** Yeah, that's what I've been doing. I've just been –
- R:** Like, hunting land, it's an ad in the paper.
- R:** Oh yes.
- R:** Just an ad in the paper?
- R:** It's an ad in the paper.
- R:** You put an ad in the paper-
- R:** In the Lancaster Farmer.
- R:** Lancaster Farmer's a big one.
- R:** I would suggest, tell a few friends.
- R:** Yes, just tell a few friends.
- R:** Because I do let in people that used to own our farm, I let his son hunt, and that's all so far.
- R:** Well, if you lease it, then you can't let other people hunt.
- R:** Right. They have control over it.
- R:** If you lease it, then they control who can hunt.
- R:** Okay.
- R:** And my point about an ad in the paper is that you don't know who will apply first.
- R:** That's right.
- R:** There could be some trigger happy crazy people.
- R:** Yeah, and I don't want that.
- R:** Exactly.
- R:** Yeah.
- R:** That's why I don't allow hunting on our property. I'll let a few friends, and I let a grandson kill a deer there, and stuff like that. But I have control of it.
- R:** I've got two sons and three grandsons.
- R:** So just keep like it I've got it and let the neighbor? Okay.
- R:** Or you can, like I say, tell a few friends that you're interested in leasing it. But then you know who's coming to you.
- R:** About 25 acres in woods.
- R:** See you could lease that to some bow hunters and just tell them no fire arms and you got two guys –
- R:** The only thing with bow hunting is it can get gruesome. If you don't want to see a deer running around with an arrow sticking of him, and blood squirting out, you don't want to do that.
- R:** Yeah. It's funny. When we lived in New Jersey, my son got his license first time he got a deer and it went up the mountain behind our house and he tracked it, and he never got a deer the rest of his life. He tracked it though until he got it, and brought it home.
- R:** That's good. But I mean, you can see, if you let bow hunters on, you can see that. I was just curious about that.
- M:** What's happening with the bow hunters? They're in season.
- R:** Yeah, September –
- M:** September 15?
- R:** I was just getting advice from these gentlemen on getting hunters.
- R:** Renting the land out.
- M:** Oh, renting the land out. I got to tell you, I live up north of Baltimore. Number of the organizations I belong to, those people are desperate for places to hunt.
- R:** I'm just concerned. I don't want people shooting at each other on my property.

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- M:** Well, my experience is they're very, very respectful with property. They –
- R:** Because it's so hard to find.
- R:** Yeah, but you do get them occasional nuts.
- M:** Well, you get rid of those people real fast.
- R:** Well, if they lease it for a year, you can't get rid of them until that year's up, can you?
- M:** You can always put a codicil in there, you know, if they're going to dress a deer, and leave the stuff laying on your property, things you don't want to have happen, you know, if they camp out –
- R:** But then you got to police it, you know. So then you're committing yourself to a situation where you got to stay watching.
- R:** Yeah.
- R:** My experience with dressing a deer is that the buzzards and the eagles have it gone in a day. [crosstalk] I got one in your front yard, but you leave it out there, and it's gone in a day.
- R:** I got one spot on the farm where we dress deer. And it's right off a side lane, and in two days everything's gone. It's gone.
- M:** Yeah, it gets eaten up pretty quickly. We had one hit by a car that went in the woods and died. I smelled that thing. What the heck is that? But two or three days later, it was gone.
- R:** Skeleton.
- M:** Yeah. Then I just threw some lime over the rest of it, and got it out of there. Okay, let me delve into one little quick area then we'll talk a little bit about things to avoid in getting this message out. I'm interested in this concept of the buffer that we're talking about between you and a government agency. How does that person, that maybe one of these other organizations like maybe Ducks Unlimited, or the Farm Bureau or something, how do they approach you? How do they get to you, or how do you meet that person? How do they get involved?
- R:** I don't know, but I think the idea is that people are more comfortable dealing with a buffer than dealing with the government.
- M:** Yeah. I think that's true. I can understand that because of some of these restrictions that we thought about here.
- R:** Chesapeake Wildlife Heritage. They're out of Easton. They do a great job. And they're a private organization. They'll come in and get you lined up in a government program and do what you need.
- M:** I know who they are. So how do they get to you?
- R:** I'm trying to think how I met them. I don't know.
- R:** You almost have to meet them. You have to make the call. You have to know who's [crosstalk] You make the call, they'll come talk to you. And then they'll work with you. They want to get a sense of what you want to do. And then they try and see how it'll fit in with what's going on.
- M:** Are you comfortable with someone from an organization like that reaching out to you? Maybe they should start contacting farmers in the area.
- R:** That's just what I was thinking about the mail. Yeah. If they don't contact you, you don't know about it. I mean, somebody's got to take the first step.
- M:** So you don't go to meetings, or hang around the ... You don't see them over at Tractor Supply, or ... You've got to know who they are, and reach out to them, so far. But you would be comfortable if they were to reach out to you?
- R:** Sure. I mean, that would be beneficial to them and us. That would keep their job going, because that's their obvious job. And it would give us the benefit of having them available.
- M:** Do you read correspondence that might show up in the mail from organizations like that? I know you read government, not because you want to, but you're afraid.
- R:** Well, Wildlife Heritage has a quarterly newsletter that goes out, so it's really worthwhile, they talk about the projects that they've been involved in.
- M:** Now, I'm sorry, tell me again what newsletter that was?
- R:** Chesapeake Wildlife Heritage.
- M:** Oh, the Heritage newsletter. Yeah, okay.
- R:** Ned Gerber is the head of that.



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- M:** What kind of things, if we're promoting plans similar to this. We know what to say positively. What do we avoid? Is there anything that you don't want to know about, or the kind of things that might turn you off in being involved in something like this?
- R:** A badge.
- M:** A badge? You mean somebody showing up with one? [laughs] A badge. How about an embroidered tee shirt? Is that all right?
- R:** I have a friend in my garden club who will not be involved in any of these programs because she knew somebody in, I think it was Queen Anne County, and they wanted all their money back for some reason. And it was some minor ... I don't know the details. But I think that would scare me.
- R:** Some minor infraction.
- R:** Yeah, yeah. And this friend of mine will not be involved at all because the government –
- M:** So she was involved in a program and something happened that the program wanted its money back? You don't know what happened, huh?
- R:** Yeah, I don't know.
- R:** When it was audited.
- R:** Excuse me?
- R:** That was in the paper. Something similar to that, and it was the government. The farmer entered in to an agreement ... I'm thinking it had something to do with putting ponds and things in. I think it came through the Farm Service, Department of Agriculture. They did, you're talking like \$900,000. But then, when it was audited by the government, the government said it didn't qualify for the program at that time, but the time it was signed, it did. It got to be a big hassle over a lot of money. I mean this wasn't a couple of bucks.
- M:** 900,000
- R:** This was 900 more. And that really turned everybody off doing everything because I'm going to say the local agency said it was fine –
- R:** And the government said it wasn't?
- R:** And the bureaucrats said it wasn't. The money had been paid. You know, big fight. Legal bills, the whole thing. So now you have –
- R:** Al, we're going to leave in a second anyway if you want to wait, but I can tell you where it is. Any final thoughts to pass on? I'm not a government organization. I'm just a researcher.
- R:** What is your role here? And who are you from? Are you from an agency?
- M:** Yes, this organization. Just looking at previous participation. What's worked, what doesn't. What would be the message, how to get other people like yourselves involved in this concept and feel good and comfortable about it. Did we miss anything? Anything we didn't talk about?
- R:** I haven't gotten into some of these things because of the regulations. It's kind of a hobby for me, so if it's a good thing to do ... Farmers did a lot of these things for years without getting paid for it. You know like, we would have cover crops because they we could get fertility back to the crop that's growing. And it was a smart thing to do. So I think a lot of these things a person should be willing to do it whether they get paid for it or not.
- M:** Well, you said that. That you had done a couple of things without even getting any remuneration out of it.
- R:** Yeah, and also I avoid regulations.
- M:** I know what regulations are, but was there a specific regulation you had an issue with?
- R:** Well, no, not specific. But in general, these are things I would want to do myself anyway. So why should I go to someone and have them tell me I ought to do it? You know, with cattle you prevent manure and stuff from getting in the ditches and stuff like that. You protect it, and you, it's just kind of common sense kind of thing.
- M:** Okay, I understand. All right. Any other issues? Anything we missed? You got to get back to your day's worth of activities? Wayne said he's got to get back to work. I'm not so sure.
- R:** I got to go make some money. The government don't give me any! [laughter]
- M:** Okay. Folks, I appreciate your time and your help and your good thoughts. You can hang around as long as you like and eat up the rest of that food. You can take off and get back to your property. But, have a great day! I appreciate it.
- R:** Thank you. Thank you very much.

[END]

*Group 1: Denton, MD (September 22, 2015)*



*Group 2: Salisbury, MD (September 22, 2015)*

**Moderator:** I'll get this gizmo to work. There we go. What did they tell you about why you came?

**Respondent:** \$100. [laughter]

**M:** If I had a star I'd give you the gold star for the day.

**R:** [inaudible] That \$100 will get your attention.

**M:** Yeah. Not why you came. Why did they tell you to come? We're going to spend a little time talking about ...

**R:** I wanted to hear about it. You wanted to hear about us.

**M:** Oh. You want to hear about it. You can't get educated. I'm trying to get educated. You're going to do the talking. I'll do the listening. We are going to talk about some of the programs, primarily dealing with things around wetlands and so forth. What I'm interested ... I'm not promoting or selling anything. I'm just trying to find out what's been happening here, what works for you folks, what doesn't work, how would you have modified things, change things in going forward which you may have an interest in. This is Rick, even though his card says something else over here. [crosstalk] Yeah, he's close to it. You're actually here because you all own farmland as such. You're either working it or managing it. We'll do a little introduction and figure out what that's all about, and then we'll get started. Why don't we start over here with Larry. If you don't mind, just your name. Tell me a little bit about your farm area, maybe size, crops, that sort of thing. Are you working it? Has it been in your family for 10 generations?

**R:** No. I had some farmland down back Shelltown area. Probably only have 50 acres of farmland, another 1,000 acres of marsh and timber.

**M:** Farmland. What's growing – are you growing anything on there or are you ... ?

**R:** Some of it's corn.

**M:** Yeah. You're just managing it? You're not working it?

**R:** Correct.

**M:** Yeah, okay. I appreciate you being here. Hi, Ernest. How are you doing?

**R:** Good.

**M:** You forget the question?

**R:** No. My name's Ernest Prince. I live on Wetipquin Road. I have 135 acres of timber. I bought it for the timber.

**M:** You manage it yourself?

**R:** Yes. I have a forester that comes around every few years.

**R:** Every three years.

**R:** Yeah. A few years, three years.

**R:** You pay him money so he can send in your report to the tax office. [laughter]

**R:** If it's five years [inaudible].

**M:** All right. How long have you had that?

**R:** 1986, I believe.

**M:** Oh, it's pretty new. That's not too old. Good. Tell us a little bit about your situation, Rick.

**R:** All right. I am Rick Nelson. Princess Anne, Somerset County. My whole family for generations have been farmers. I actively farmed up until about 15 years ago when I figured it was better enough to sell insurance to farmers than try to farm it. I've got 88 acres. I rent that out to my cousin. I used to have poultry and hogs and the whole gamut. Like I said, about 15 years I got rid of all that and got into the insurance business. I do deal with a lot of farmers and see what they're going through. The majority of what I sell is crop insurance and farm owner's insurance.

**M:** Crop insurance for farm owners? Okay, good. I appreciate you being here. Hello, Bobbie. How are you?

**R:** Hi, I'm Bobbie Jones. I can't say we inherited, but my dad bought some acreage in Worcester County in '56. My brother, my niece and I now own it. It's 83 acres, 60 of which is tillable which we lease out. 13 timber, which we had timbered a couple years ago. I'm here to learn whatever there is.

**M:** Okay. I appreciate you being here.

**R:** Dad always said, "Go. You might learn it."

**M:** Hi.

**R:** Hi, I'm Tom. I currently live in Chincoteague. I have 80 acres of timber right outside her lot. My wife's family has a farm that I currently help my brother-in-law till. Mainly, I usually just am around when it's planting and harvesting time. He does most of the managing and stuff like that. That's about 500 acres right here, 4 or 450.

**M:** Hi, Ron. How are you doing?

*Group 2: Salisbury, MD (September 22, 2015)*

- R:** Fine. Ron Adams. I have two farms, small farms, 76 acres in Snow Hill, Worcester County. It's about 25 acres tillable which is in [inaudible], the rest is in [inaudible], 15 acres is Conservation Reserve, CRP. The rest is in woodland. I have a family farm down in Somerset County that's been in the family over 100 years. That's all in CRP. It was 85 tillable acres. The rest is in marsh, timberland.
- M:** You're not actively cropping anything?
- R:** No, I don't farm. I just manage it. I'm now retired from that state.
- M:** Okay, all right. Leslie, how are you?
- R:** Hi, good. I'm Leslie Passano from Talbot County in Trappe. I've lived next door to the property that we now own for 30 years. I've always felt like it was mine because I got to enjoy it. We have 170 acres. 60 some are in woods. The rest tillable with a lot of filter strips for CREP and WHIP.
- M:** You all ... I was going to say "gentlemen." What do I say? Gentle people farmers, as opposed to ...
- R:** I was going to say ... what do they say for us gentle women in Congress? Gentle women?
- M:** Yeah, I think so.
- R:** I'm representing three people here.
- M:** Oh, okay. Good. You can answer for all of the people then.
- R:** Sure. I'm the only local one.
- M:** Easy questions at the first ... what are the challenges in farming today? What do you run into? What do you know that the people that are working your properties run into?
- R:** Government.
- M:** Okay. I could have bet that would come up. Okay. What else?
- R:** I think in my area if you [inaudible] there's a lot of pressure of a lot of poultry complexes. It used to be you'd have a farmer who had maybe two chicken houses, maybe three. Now in the last five or six years, you'd have people come in, buy 20 acres and filling it right up with chicken houses. That's called a bad kind of relationship between rural homeowners and farmers to a certain extent because they come and go. They'll put 10 or 12 chicken houses. I'm talking about it used to be chicken houses were about 16,000 square feet. Now, they're 36,000 square feet and they fill every one up. The fans, the air quality ... I know I've got a big farm down by me. It seems like every hour either a feed truck or a live haul truck coming by. I'd say in Somerset County right now farmers are getting a lot of pressure to curtail some of their farming operations. What happened is the poultry integrators are given incentives. They don't come out and say, "Okay, you can build a house." They'll say, "You build two or three. I'll give you \$150,000 if you put chickens in it." They've created an atmosphere where you're getting these big blocks of chicken houses. Of course, you've got your normal stuff too with the government regulations and of course we are coastal. We've got a lot of wetlands. In Somerset County, unlike probably up around Trappe or something, I'd say probably the average size field, maybe 10 acres. We rely a lot on ditches. There's a lot of stuff coming with Phosphorus Index and everything. If they come to Somerset County anyway and start saying, "Okay. We want a buffer strip of 30 or 50 foot around each ditch," you're probably taking 15 to 20% of land map. Somerset County is a little bit unique compared to maybe some of the fields in central Maryland anyway.
- R:** The fields on our farm down there was 85 tillable acres, 24 fields. We already [inaudible] like six acres. When you did, like you said, a buffer strip, it really took just about every field –
- M:** It takes up a lot of it.
- R:** – qualified, the whole field to qualify. About the chicken houses, I have a nephew who works for planning and zoning, not only in Somerset County, but Worcester County. He's got 76 chicken houses right now being processed for permits in Worcester County. To me, they're no longer agriculture. I think they really should come under commercial when you get into 10 chicken houses ... that size.
- R:** Most of those are absentee land owners.
- M:** Yeah. I'm sure they probably are.
- R:** The problem is, though, you've got a double-edged sword here because these people who want to do that they'll come into a farm and they'll pay \$10,000 an acre, versus you come in and sell farmland, it's gone down some now maybe 4 or \$5,000 an acre. If you're looking at a farmer and you need cash flow and you've got a section, you'd rather get \$10,000 an acre than 5.
- M:** You sell out. What's the problem with the chickens? You talked about traffic and processing trucks and so forth. Are you talking about ... ?
- R:** Runoff and they're getting rid of the fertilizer. Chicken manure is a problem because of phosphorus and stuff like that. A lot of problems involved there. Of course, it's really been in the news in Somerset, and Accomack County in Virginia, too. Same thing.

*Group 2: Salisbury, MD (September 22, 2015)*

- M:** I hear that. We were this morning up in the Denton area talking to some farmers. Is that –
- R:** I don't think they have the pressure like we do. You've got Tyson's and Perdue.
- M:** You've got the big processors here.
- R:** It's really boomed in the last five, ten years, the big mega chicken farms.
- M:** Interesting. Any other big problems or issues or challenges in farming you can think of?
- R:** Not with farming, but one of my big issues is phragmites. When they get into wetlands, it's taking over.
- M:** Let's talk about that because I think that's really where I want to go, obviously. Let some words jump into your head. If I say wetlands, what do you think about? What comes to mind?
- R:** Marsh.
- M:** Marsh? That's a descriptor of the wetland itself. Any word that would come into your mind.
- R:** Flooded woods.
- M:** Flooded woods?
- R:** An area that stays under water biggest part of the year. Could be a low area on your farm, backwoods or not ditched or whatever. It stays wet.
- R:** Poor drainage areas, basically.
- M:** Anything else related to ... as opposed to a descriptive word of what a wetland is?
- R:** I don't know if you qualify field ponds. I don't know. They're man-made.
- M:** I didn't know whether you were going to jump right into your impression or image of or concerns about wetlands. Let's take a look at that. Your own property. Let's say, how many of you have wetlands on your property? Yeah, you mentioned you did.
- R:** I have 22 acres that they consider poor drainage.
- R:** We all have ditches, right?
- R:** Oh, yeah.
- R:** We all need ditches. Is that considered a wetland?
- M:** It's [crosstalk]. It would be. Sure. The area around it could be.
- R:** That's all of Delmarva.
- R:** We've had two berms. Well, we've had one berm put in about two years ago, three years ago, where they created a wetland on the pretty much lowest point of – the farm is divided up into three different sections. We are waiting on the second berm right now and the soil all has been tested, and possibly putting a third one in. From what I can tell, half the time we couldn't get the crop up. It would be mid December or something like that. When something freezes up we might be able to get it in because in the fall it would be wet.
- R:** Do you have that under some program?
- R:** Yeah, the state.
- R:** WRP? [inaudible]
- R:** I know it's state. I know the guy is named Bill.
- M:** You know the person at the program as well?
- R:** Yeah, right. They come in and they build a berm and we've got a valve. We flood it in, I think, September. That water stays there all winter long.
- M:** Let's talk about that for a second. What are the either positives or negatives of having wetlands on your property?
- R:** From a farmland, I expect, I'd say it's unproductive. It's unproductive for a farm.
- M:** Oh, unproductive? Okay.
- R:** Somebody with nature, maybe honey or whatever, but if you're looking at somebody working as a farmer it's probably more of a liability than an asset for his productive standpoint.
- M:** What else? What other impressions or feelings do you have about wetlands?
- R:** You can't do anything with it as far as building on it or [crosstalk]. You can build a pond on it. That kind of stuff.
- R:** I think I speak for farmers that anytime you've got something like that, you've got more of a chance of MDE, government regulations have an oversight everything you do. If you've got some kind of wetland or something like that, they're more apt to come after your farm to see what you're doing than somebody else on there just because wetland is unproductive.

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- R: My just 22 acres on my property is considered poor drainage. It's ditched, but it becomes wetland probably a little more than half the year depending on the rainfall. Right now, it's dry as a bone all the way through it. It's good drainage through the ground in some areas, but sometimes it's wetlands. Sometimes it's not. That's a problem because only certain trees grow there and cypress trees aren't worth a dime here in Maryland.
- R: Gum trees.
- R: Gum trees. Yeah.
- M: What's the purpose of the wetlands on your property? What function do they serve?
- R: The filtration.
- M: Filtration of ... ?
- R: If you've got a field, you've got the wetland between you and a main body water drainage. Naturally, it would affect the runoff. The wetland would absorb that before it got into the stream or in your groundwater, sort of like a filtration.
- M: It cleans the water? Filters it as it's ... ?
- R: I would think so.
- R: Yes, indeed. It does, because when the low end the water ... you step in the water where it's spongy, it's clean, it's foamy. You can tell the difference after it's laid there awhile. It never gets stagnant.
- M: What other purpose is there?
- R: It has its own ecosystem for wildlife.
- R: That's a good point.
- M: Yeah. Wildlife creates a habitat.
- R: Including the frogs. The tadpoles that come forth in the springtime from standing water is pretty amazing.
- R: In Somerset County, you've got to put the mosquitoes in there. [laughter; inaudible]
- M: You get some of those, too.
- R: If you have stagnant water, you're going to have a wetland.
- R: To feed the frogs.
- R: In Shelltown I know you do.
- R: That's the good thing about ours. When it's wet wet through the summer, you have the freshwater mosquitoes. Normally, during normal seasons it's dry, so the mosquitoes aren't that big of a problem. I would like to see it either a wetland or a dry land, one or the other. If it were a wet ...[laughter]
- M: As opposed to what, semi wet?
- R: Yeah. I'd rather see it stay dry where you could either crop it or tree it or stay wet and have a wetland habitat. It's not open enough for ducks or stuff like that, but most of the stuff you find in it are critters.
- R: Isn't this all because we're so flat? The water can't go anywhere. You don't have this problem in Pennsylvania and the western shore.
- M: Up and in Pennsylvania or something?
- R: Yeah.
- M: Up in New York? Yeah, obviously. That might create them more so there. You have it naturally, necessarily.
- R: I have a question. I thought wetland meant something that was wet all the time and marshy. Evidently, it can be dry part of the time and still be considered a wetland?
- R: You've got nontitle wetlands and title wetlands.
- M: That's the proper definition. Yeah. It can come and go.
- R: Then, what is the definition? How many months does a spot have to be wet in order to be considered nontitle?
- R: Yeah. I'm looking for a definition. What is a definition of a wetland?
- M: What do you think? Anybody attach a time frame to it?
- R: I don't think so. I think you'd have to talk to your tax assessor. [crosstalk]
- R: Oh, yeah. Any water is going to stand 20, 24, 25 inches below the surface from Quantico down the peninsula. There's a layer of clay about 30 inches thick, solid clay all the way through.
- M: It's more than the runoff that lasts a day or so. When you say a puddle, it's a functioning pond or a marsh or—
- R: What they look at, too, from what I understand, they look at the type of vegetation, that helps determine whether [crosstalk]. The non-title wetland, the type of soil [crosstalk].

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- M:** Correct. There's a unique type of vegetation that will begin to grow in these eco areas. That's why.
- R:** Certain grasses only grow where it's wet.
- M:** Exactly.
- R:** "A wetland is a land area that is saturated with water either permanently or seasonally, just that it takes on characteristics of the distinct ecosystem."
- M:** Yeah, that's the true definition. What is that, Wikipedia? It sounds like one of those. [crosstalk; laughter]  
Yeah. It does take on unique characteristics, but it can be wet all the time or seasonally, but it is more than you said, after a rainstorm you might have some water.
- R:** I'm near Berlin. Yeah. We get tremendous rain and there's sometimes, not on – the other's wheat field that gets a little bit of water, but it's gone, you know, within 24 hours.
- M:** Right. If it's gone that doesn't qualify. It has to hang around a little longer than that.
- R:** That's what I'm looking for, is what is a definition?
- R:** Then, ditches would be considered wetlands.
- R:** Some ditches are. [crosstalk]
- R:** When we dig ditches?
- R:** You get different grasses growing in them.
- R:** This spring there's a lot of farmland around here you consider wetland. I've seen water two foot deep in cornfields for a month.
- M:** At what season down here?
- R:** Early.
- M:** I heard several of you in your introduction talk about various programs. I'm interested in understanding a little bit about how many of you are aware of programs that deal in this wetland area, either developing them or restoring them and through either some technical or financial assistance that might come from an organization like Natural Resources or maybe the farming agency, the Department of Agriculture, that might be behind the effort to either restore or create these wetlands? Anybody aware of any of these programs?
- R:** I know the programs exist, but I don't think there's that much of an outreach thing with the agencies. More times I hear it from another farmer. I put my land in just like some of these berms make wetlands out of the woods and their stuff. I don't really see a whole lot in my area of an outreach with the agencies, unless if you want to hear more you have to find out for yourself, find out who the person is to contact and teach a lot of research. Last week, I was looking at my farm to do something to my farm. You go on the internet and do it, of course you know how that goes. It goes right in a circle. If you had one point of contact ... okay, here's what I got. What kind of programs? Instead of going to five different agencies, what kind of programs are available if I want to turn my woods into a wetland? Of course, if you talk about ag land preservation everybody knows about that, but I know there's not much money in that and the waiting list on that is two or three years, probably. [inaudible] I just don't think there's a lot of outreach with the agencies to implement.
- R:** They don't have a lot of money either. We signed up one farm that was 100 acres. They were supposed to come in and plant oak trees. That was three years ago. We still haven't seen the first tree.
- M:** Now, did that have to do with wetlands or that was repairing buffers?
- R:** WRP, which is wetland restoration.
- M:** Anybody else aware of any of these programs?
- R:** On my wife's farm we probably got 20 acres of CRP ground where it's the head of the stream. The one berm is at the very head water. That stream flows into the Wye River. We're absolutely at the head water of it. We have CRP ground on both sides of that stream. Past the woods I know that we've got to keep it cut 15 feet away from the woods. The stream is in the center of the woods. It's probably 50 yards wide on each side. That's a different program than ...
- M:** A little bit, but CRP, CREP, is in the ballpark of the kinds of things we're talking – that type of program. Is that real new to anybody? Anybody not aware of some of those?
- R:** I'm not aware of anything. I live in the D.C. area. I come over here.
- M:** You had a long drive today, didn't you, to get here?
- R:** We have an old house here we use to go to the beach. [crosstalk]
- R:** Generally, what I'm aware of is somebody said that they were approached by somebody or so and so to do something with their place or something, but I've never been approached to do anything.
- R:** I know in this survey that was mailed to me, probably to you all, too, asked would I be willing to put any of my land in it and I put "no." Like you're saying, I'm already in CREP, I'm already in WHIP, there's not a lot of



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... it's all these little chock blocks of a little bit of tillable land. My husband wants to, I'm like, "No. That's the only altitude I have." It's along the bank and I actually ride horses. I like to be able to go up and down and it's the only change of terrain is where it would be.

**M:** Your husband sides with an equine lover?

**R:** Yeah, exactly. I said, "No. I don't want to be approached because I have so little that would satisfy." Though, my farmer does at the opposite end of the property. He made his own berm and he floods it for hunting and then he drains it. He makes his own wetland for the winter and then goes back to tilling it.

**M:** So you all have some basic knowledge of this type of program, either talking WRP or CREP or CRP. Let me do something. Let's see if I can understand a little bit of your impression, folks. I'm going to use the blackboard here for a minute. Okay? Come and join me for a minute. [inaudible] what you know about these programs and how you feel about them. If I looked at them in two perspectives, there's some positive characteristics and those might be negative characteristics. What's your general impression of these kinds of programs?

**R:** One positive would be I think most of the programs would give you a financial compensation for putting your land into one of those programs.

**M:** This stuff is hard to write with. What else? Okay. There's some compensation, money in your pocket, let's say. What else?

**R:** I feel like I'm trying to bring wildlife back to my farm. I heard quail again so that may be happening. Yeah. I got so excited my daughter starts calling to it. I said, "Don't. He's going to think it's me. He's the only one around."

**M:** Okay. Wildlife, maybe habitat. Just because they're in order doesn't mean ... at the top of your head, what do you think about?

**R:** On the negative side, you're going to be selling some rights. To develop wetlands, you're giving up something and you can't restore it back. It's not going to be reversible. Really, once you make that decision, remember what's the economic situation that starts in 20 years, 30 years. I'll give you an example. When they did the CRP, when they started way back when, you either put in grass or trees. Grass I think probably was 20 years. They were given \$100, \$125, whatever. At that time, corn and grain prices were down low. That looked real good to a landowner, but he's committed for 20 years. In the meantime, farmers have been surpassing that. If you're making a decision it's going to last you a lifetime, almost.

**M:** You're talking about the contract and you're saying it was a long-term, longer term contract. Are there shorter term contracts if I don't want to go out 20 years?

**R:** There's 10. With CRP, CREP.

**M:** Long-term contracts, on the negative side.

**R:** I'm having problems with my ... I haven't been able to find the support with my grass strips. I'm getting all these woody plants that's taking so much effort and time to get rid of. That's becoming a big problem for me.

**M:** Undesirable vegetation?

**R:** Yeah.

**M:** There's another word for that.

**R:** Invasive?

**M:** Invasive. Maybe it's not invasive.

**R:** It's not invasive. It's the forest is trying to reforest itself naturally, but I'm trying to keep it as a grass. Maintenance. You would call it grass maintenance.

**M:** [inaudible] Invasive plants.

**R:** I've also got invasive wildlife. I'll give you an example. I sell a lot of crop insurance. Actually, my father-in-law across the road sold his farm. There used to be a lot of deer pressure from the back of the farm where the woods was. Well, the farmer next to us 10 years ago planted his as CRP. Now, the trees and habitat there are conducive to a big deer population. Now, you've got a deer population hitting on both sides of the farm. If you're a wildlife lover, it's great. If you're a farmer, you don't like deer. They will eat up ... yeah, in one way wildlife can be great, but on the other hand if it's not kept under control it can be a problem.

**M:** Okay. Maybe not invasive, but wildlife.

**R:** We took 18 acres out of production that we were tilling every year. Seven out of 10 years [inaudible].

**M:** Okay. You could no longer produce on that land because it's tied up. Larry, I expected you to jump up in there and say the first word you said in the group.

**R:** What's that?

**R:** Government.

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- R: That's just the regulations. It's what goes with it if you're going to sign up for any of one of the programs.
- M: Isn't that a wonderful thing to have a lot of regulations?
- R: Government oversight?
- R: No.
- M: That belongs over here?
- R: Yeah. The only good thing is the compensation.
- M: We got that. By the way, my negative list is getting longer than the other one. What is it about the government that you have cause for concern with?
- R: The government in farming, when you're talking about farming, it's got a habit of starting in a program or something, volunteer or not too many restrictions, and then also they go mandatory. I'll give you an example, nutrient management. I was the President of the Farm Bureau. Nutrient management was a volunteer program. They got every farmer on it. It was 98% successful. Then, the new administration comes in. Now, they make it mandatory. Now, all of a sudden you've got Phosphorus Index. I'm not against all that. It's got good science behind it, but when it comes to agricultural farming and things that deal with the government, a lot of times they get their nose in the door and all of a sudden it gets worse. I think that's a lot of fear with the government. "You took our money. You did this wetlands. Now, we will place an additional regulation on it."
- M: Okay, so government regulations that you have to abide by. Foot in the door. What do you want to call that? Once they're in ... ?
- R: You sold your soul to the devil? [laughter]
- R: Intrusion.
- M: Okay. I'll put intrusion, whatever that means.
- R: When it was voluntary like he said before, you didn't have to do anything. Once you get the government in, now you have to have a plan. It's got to be approved.
- R: You've got fines.
- R: Written.
- R: They'll check up on you.
- R: Yeah. It's going to cost you thousands of dollars just to get the plan administered.
- M: Is that all part of the regulations?
- R: Yeah.
- R: Monitoring [inaudible] Coming on your property and looking at it.
- M: The fact that somebody is coming and monitoring, checking on it and so forth.
- R: Yeah. You feel like you're invaded [inaudible].
- R: On the positive side on the government, I've had in Snow Hill, the farm I've had in CRP, not CREP, CRP since 1986 and it's only been inspected, at least to my knowledge, one time they ever looked at it. I have not really had a problem with that.
- M: Did they let you know when they were coming?
- R: They sent me a letter. It's been probably 10 years ago they sent a letter. What they checked on was some of the woods land and some of the cover crop, grassland. They just checked on the grassland.
- M: What was the positive side of that?
- R: I was just saying I haven't really found them to be really inspecting, inspecting, inspecting over. Over-inspecting, you'd say. Over-monitoring.
- M: The fact that they're in there, they check on certain things and make some adjustments. You're okay with that?
- R: It makes you pretty independent within the contract.
- M: How do I express that as a positive? Do you feel you have a degree of independence under that contract?
- R: I think so, relatively speaking. I haven't had any problems.
- R: They're not looking over your shoulder. [laughter]
- M: I won't say inspections because they may make corrections of things you may not notice. Maybe there's a positive side of those kind of things. The first thing up here was these dollars. Why do you expect that this particular agency, whoever it is, could be state government, federal government, could be a non-profit like Ducks Unlimited, it could be a farm bureau, it could be a number of things, why do you get compensation for this?

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- R: It would be one of two reasons. If you've got productive land that you're taking out, you're losing income. The other thing, if you're creating another wetland for filtration of water, you're actually benefiting the whole community. Why shouldn't everybody pitch in? You're helping more than just your water quality, you're helping the water quality down the road, down the river or whatever.
- M: It is actually compensation because you may be out of production.
- R: Everybody benefits, the community benefits from some of these programs because of water management.
- R: I don't think they would get many people in the program if they didn't give some type of compensation.
- R: That's why I say another positive is that you're building consistency in a very broad area. If you lived at Delmarva Peninsula probably 20 years ago compared to now, you're probably in a lot better shape environmentally than we were 20 years ago because of the programs.
- R: Definitely. Definitely.
- M: Good point. Okay. So the environment ...
- R: Benefits.
- M: It benefits.
- R: It's consistent.
- R: If the environment benefits, you're talking about the whole community. The community should have some kind of ... through their taxes. That's why I feel that the landowner should be compensated for doing it. You're taking a man out of production. He's losing income or he's benefiting the whole water quality of the region.
- R: Of course, you have to maintain it. There's money. It costs, particularly grasslands. You've got to mow it every once in a while. It's expensive [inaudible].
- M: Is that, as far as you know, been a fair and reasonable compensation?
- R: I've heard some say that most of it's a bid process, isn't it? Like ag land preservation. You put a bid in. I don't know about wetlands restoration. I don't know about that.
- R: They appraise it.
- R: Appraise it?
- R: Yeah.
- R: The other thing, too, is just like with the woodland that you make into a wetland, well, you're not going to harvest any trees off that. You lost that income. So I guess that's still [inaudible] income.
- M: Yeah. There's no question about that. There is compensation for either loss of production – I can't grow crops on there, I can't harvest the trees or whatever. My question was as far as you know, do you think that compensation is fair and reasonable? Am I able to do this and then put money in my pocket and feel good about it?
- R: I just don't want it to start to act like preservation which isn't exactly this. I do know one guy that did get into one of those programs. It was on Dividing Creek. I think he got like 2,500 or \$3,000 an acre. I would say look at my [inaudible].
- R: Can I ask you a question? I don't know. Our development land rights have been sold. We get a huge tax write-off, but if we didn't, does putting it in those programs offer tax incentives? Does it make a difference?
- R: I know with ag land preservation [inaudible] you've got to pay capital gains on ag land preservation. There's no tax thing. If you bought that farm for X amount of dollars and you sold that ... my father did it and he had to pay capital gains on that. There wasn't any tax benefit if simply income on ag land preservation.
- M: The other side of that is, do you know if there's money going to you? Is that considered income that you are paying taxes on or is it X compensation?
- R: CRP.
- M: The berm. Like I said, that might be CRP, too.
- R: They sent us the paperwork on it.
- R: It's taxable income, CRP, but we can write it off.
- R: They pay us \$300 an acre for 15 years.
- M: We can add to our list up there. We understand a little bit about ... actually, we understand quite a bit about the potential benefits to the environment, to wildlife and so forth. There's three reasons typically why landowners like yourselves would get involved in this. One is you receive a rental payment. The other one is you're helping create a wildlife habitat and improve water quality. As Ernest said, the water is filtered. What about the water quality on your own property?
- R: [inaudible]



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- M:** Is it pretty good or you're not sure?
- R:** On my property in Somerset County since it's not being farmed in the ditches and stuff the water is a lot clearer, obviously, than it was when it was being farmed and you've got runoff. Big difference.
- M:** Would you say it's a good quality of water? Okay. Any others?
- R:** Better. I don't know what good is, but better than it was when it was being farmed.
- M:** Better is a nice term. Okay.
- R:** You don't have ... down there where I'm at it's almost all timber. Probably only 25% of it's farmed. You don't have the nutrients in the water, in your drinking water, in your well water down there that you have in other areas.
- M:** So you'd say it's better also?
- R:** Right.
- M:** What's the other general impression? Bobbie, you have any feeling about this?
- R:** Our well is good. If we're talking about drinking water our water is excellent.
- M:** It could be drinking water. It could be just generally the quality of the water. [crosstalk] It's not mosquito ridden, stagnant water?
- R:** I think we're talking two different things.
- R:** Yeah. I think you are, too.
- R:** If you're talking about well water that filters through versus water running out of the Potomac River or the Choptank River or whatever filling algae. Then, that's where you've got all the blooms or whatever. We're talking two different qualities, I believe. I'm talking, I've got my 20 foot well. I've got no problem with water. I wouldn't particularly want to drink the water that's coming right off my farm. I think the biggest risk of that is it's washing the nutrients. Naturally, some is going to come off me. You can't not help that. That's dumping into an estuary that's going to be high in phosphorus or nitrogen. You've got an algae bloom. You're going to affect that quality of water. I think that quality of water takes a lot longer time than groundwater because just the filtration going down 200 some feet.
- M:** It's a better quality of groundwater that's being filtered down there because of the wetlands? [crosstalk]
- R:** You hope, but I was at some function. They said that there's such old chemicals sitting in the ground in the old groundwater that leeches out. That's got another 50 years to go before it's moved on. Maybe we're sending better water down to it, but I don't think it's coming out any better.
- M:** But it's better than keeping up old habits. At least they're saying ... even if they said it's 50 years.
- R:** Yeah. I couldn't say our water is better in the ditches.
- R:** I don't know about the chemical composition, but I can tell you my farm down in Somerset when it was being farmed and you've got plows and the soil disturbed, when you have a big rain the ditches would be just muddy. Now, when it rains you can look in the ditches and the water is clear because you don't have the soil erosion. It's a big difference in that. I don't know about the quality of the water as far as chemicals. I don't know.
- R:** Yeah. The erosion has improved, just the 1,000 foot buffer that they put on all the rivers and stuff has improved that.
- R:** Yeah. I'm seeing our creek fill up. Over the years I've been there it keeps getting shallower and shallower. We've got our neighbor across the way. They've got 600 acres with the filter strips. I was hoping to see a little bit clearer water in our water. When you walk in, you can see at least a foot and a half. We still have the big algae bloom. I don't feel like I'm seeing much of a change.
- R:** One thing I've realized too is there's a lot of outer sources of pollution. You talk about the sewer plants and everything like that. I think, speaking as a farmer, I know this might be off the subject a little bit, I think that farming has come a long way in 20 years. I'm not saying it can't do more. You talk about plowing the fields, now by no-tills just about. Cuts down on erosion, just like the theory with the phosphorus. The old science was that phosphorus adheres to the soil because of negative and positive forces in it. It stays there. Now, the new science in the last 10 years says it will transverse through the ground. You can't [inaudible] them farmers for science that they didn't even know existed. I think farmers are great at adapting to new ways to protect the environment. I think us as landowners have no problem doing it, too, but then it's also you've got to make a living, especially a farmer. He's living on that land. He's not going to give up land value without any compensation. It's nice for the water quality and everything else, but he's not going to go broke doing it. You've got to have that incentive.
- M:** Maybe that was the answer to my question before about why are they're paying you. They've got to pay you to get you to do those sort of things.

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- R:** It's benefiting the landowner, not the farmer.
- M:** Oh, yeah. That's correct.
- R:** That hurts the farmer because we take out more acreage away from them from their livelihood.
- R:** I remember in Worcester County when the CRP program started, a lot of farm owners were putting their property in CRP. There was a big backlash against the person who was administering the program, the farm services agency guy, because they were claiming he was trying to talk all of these farm owners into putting their property in CRP and he was hurting the farmers because they were losing property.
- M:** That's an interesting thought, and you're right. That's why we ask you to be here as land owners, not land renters or leasers. Although you may be working the property you still own it. Is there push back from the people that you're renting to about some of these programs? Do they ask you about it? Are they concerned about it?
- R:** I think they do, but the concept with farm bureau and farmers has always been is farmer says, "It's my land. I should be able to do what I want with it." A farmer really can't really go back. If I decided to put my 40 acres of tillable land into something like that, the farmer can't say too much because I'd just turn around and say, "Didn't you just get finished saying that a farmer should have the right to do whatever he wants with his land as long as it's legal?" That's a basic principle of farming. You might have a little bit of backlash, but I don't see a whole lot because it comes back and you shoot yourself in the foot.
- R:** I'm seeing my farmers staying busy a little bit on the off season trying to maintain the other strips. He's got the bigger equipment on other properties. He's planted my strips. I'll beg him, "Please, come and bush hog because you can do it in an hour and it takes me five." I think he's got a little bit of side business from it, but not a lot. I don't hear him complaining about it.
- M:** I didn't know what the relationship between the people that you're renting to with respect to these kinds of ... some issues may be. Wetlands and so forth.
- R:** Personally, a lot of ground is doing a little better, aware of the environment or not, because I think it sucks some of that water that work through areas that used to stay wet a lot.
- M:** Some of the land that they're working ...[crosstalk]
- R:** What we took out it makes some of the stuff that we had ...
- M:** It makes the land more farmable.
- R:** I don't think you could put one program or one thing which just makes you maybe see, Leslie may have seen maybe, because every farm is a little bit different. Everybody's got a little bit different thing what they want. You can't really go in and say, "Everybody, if you've got 40 acres of woods, a berm is the right thing for you, to flood that." Everybody's got every farm issue and every person is unique in what they want to see their farm do. They may be leaving their thing to their kids. Their kids may have a whole different idea on what to do. It's kind of everybody's decision. One program is not going to fit everybody.
- M:** It's not. Let's use that. There's lots of these programs. We mentioned a few names of them. Poor Tom can't remember the name of the program. I think that's typical because they tend to be ... how should I say this? Complicated. I want to talk about the concept of the programs for a moment, not necessarily a specific program or the depth of the program. There's several different pieces of each one of these. There is a payment model. You can either get a lump sum payment or you could opt for, let's say, a rental per acre, which you mentioned, over a period of time. If you are involved or would be involved in a program like this, what would be your preference?
- R:** It's taxable. It's kind of whatever tax situation you're in. Again, everybody's going to be a little bit different.
- M:** Could be. Okay. Lump sum payment, or ... ?
- R:** I think a lot of it would depend on your age, too. If you're young you might want periodic, where if you're 80 years old you can get a big lump payment if you need the money. I think age might factor in that.
- M:** Okay. That sound right, Larry?
- R:** Mm-hmm (affirmative).
- M:** What are you going to opt for? You're not an old guy.
- R:** I've done it all.
- M:** Yeah. Which is the better model for you? What's worked out better for you?
- R:** The last one we did with WRP it was cash up front. They were supposed to come in and do some more work, and then they don't have any more money to finish it.
- M:** Oh, that's what you said earlier. You're not sure if they had the money to do it. Yeah. It's specific to the individual and their situation. There's not a general model that you want. If it required a lot of upfront work to

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- do this restoration of a wetland or something, would it be better to get a lump sum upfront to cover all of that?
- R:** We're supposed to pay for all that.
- M:** Yeah. You need to pay for it. Maybe they pay for it over time through this rental fee.
- R:** When they do the work, for the WRP easement, and they're supposed to do the work and then reimburse you when you do that, but they don't have any money to do that.
- R:** Right. I was going to say I know several people that are involved in these different kinds of programs. I thought that the government hired the contractors and stuff to do the work.
- R:** It works both ways. You can hire them or they hire them.
- M:** It can.
- R:** Just like what Rick said about the aggies. We've got one right now. They don't have any money. They're going to offer him 60% of what the appraised value was. Do you want to take that or ... ?
- M:** Let's pick up on the contract work that's being done. A couple of different models with that for the physical restoration. There may be competitive bids for the work to go out. You may be able to do the work yourself if you have the capability and get reimbursed for that. Is there a preference one way or another?
- R:** You probably have an option on that. I think you should have an option.
- M:** You do. That's what I'm looking for is a preference. The agency may specify a couple people and let you make a choice. There may be competitive bids to go out.
- R:** I think if somebody is going to come on my property and going to do something I want to check because I'm still living there. Let's say I'm still living there. Some of you are absentee. In my situation I'm still living there. Whatever they want, I want to make sure it's done right and still looks good. I'm wanting to have a say in who did it.
- R:** Yeah. I would think the landowner would want the option. That's a no brainer.
- R:** Inspect it afterwards. It doesn't matter if I do it or I go out for bids. It really doesn't matter, I don't think, as long as the requirements are met.
- M:** Okay. Does that sound right, Tom?
- R:** Yeah. I don't know that we had the option of making the berm because if we would have, I don't know if they paid. I think it was somewhere around 50 grand. If we could have done it cheaper I think I would have liked to. If I thought I could have got it done for 20 I would have liked to have made 30 grand on it. I don't think we had that option. [laughter]
- M:** Actually, with some of these there is the option that you can do the work yourself in some instances. Those things are potentially available to you. Bobbie, with your property did you get close to any of these? Any work done on your properties?
- R:** No. Dad bought it in '56, okay? It's very good farmland. When you have really good producing land, turning it into something else doesn't seem very appealing to me.
- R:** Plus, you're not going to get as much money for compensation, probably.
- R:** It's just a place that the family goes and hangs out there in the summertime and the farmer farms the fields. It's the way it is, but we did have some timber which we had timbered. That's just sitting there, coming back on its own, but the fields themselves produce really, really good. I don't know what possible interest we would have. My brother, who is one of the owners, he knew somebody in another state who developed wetlands and it became a huge problem for the limitations that were put on him after he developed the wetlands, what he had to do and what he couldn't do and so on. My brother said, "That's a terrible deal." Now, I don't even know where that was, but I know it wasn't in Maryland.
- M:** Do you remember any of the particulars that turned him off about that?
- R:** I have no idea. Anyway, you only have to have one bad experience.
- M:** Sure. One of the other elements of a program like this is the contract term. How do you make a decision between a 10 year term and a lifetime term?
- R:** I'll just give my farmer's example. I've got 40 some acres of woods. If I were to turn that into wetlands [inaudible] forever. If I was going to put some of my 40 acres of timberland in it, I'd want something a little shorter term, because I do have another use for it. My woods have got no pine. It's got gum. Trees that are tarwood, but it's worthless. That 40 acres to me could stay in wetlands forever, versus my [inaudible]. Again, what are you putting into the program and is it feasible to take it out? Just like some of these that put in CRP put in grassland. You can get that tilled back up and then next year after the contract runs out to work it, but you've got some of these that put it in woods where you can't do anything with that. You may get a 20 year

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- contract, but you're not ever going to do anything with that. Once the pines go up in 40 years you can do it. It's like whether you're dealing with wetlands, forest land, tillable or whatever.
- M:** You don't want to get locked in. What have you done in the past with terms of contracts, Larry? You said you've been in a number of programs.
- R:** Most of them I've extended several of them for another 15 years.
- M:** 15 years was ... ?
- R:** I don't plan on doing anything else with it.
- M:** Pretty much where you bought into it, 15 years?
- R:** If I had a place that I could set aside and make a wetland, just make it an open-ended contract, I would do it in order to keep development of people coming.
- M:** That's an interesting concept. You don't want to see the land developed? [crosstalk]
- R:** I did. I know, but I'm just saying if I hadn't and if I had a piece of property that was just really a challenge for the farmer and was always wet. If that was my setup, which it isn't, I would be motivated to say, "Yeah, 100 years. No problem." I'd write that off for 100 years.
- R:** I have 3,200 foot of road frontage. I've been told that I could get money from the Nanticoke River Foundation not to develop it. By the same token, I really don't want to develop it anyway, but I sure would like to have a pond where this 22 acres would drain into it, and then from there go to the river or something like that.
- M:** Yeah, understandable.
- R:** If somebody would offer me to do that for nothing I would let them have it for forever. You know?
- R:** [inaudible]
- M:** Another element of the contract is potentially an easement. How do you react to that being part of your contract?
- R:** What type of an easement?
- M:** There we go. What do you think about ... ? Is it right of way? Is it easement? Easement is a legal binding contract, part of the deed, if the requirements for the creation of this require access to an area. You used the term easement a moment ago, didn't you? You've entered into a contract.
- R:** That's what Ron was saying about inspections. It all depends on what kind of easement you've granted.
- R:** You do that when you bring electric on your place.
- R:** There's all kinds of easements.
- R:** It's a contract. It's a conservation easement. All the terms of that contract are spelled out.
- R:** Easements don't terminate. They run with the land.
- M:** Correct.
- R:** I think everybody knows that if you're going to take government money from a program, you're going to give up something. I don't think anybody thinks I want to get \$3,000 an acre plus I'm going to do whatever I want whenever I want. You know you're going to give up something. You've got to make up your mind yourself is to benefit, whether it's going to be compensation, wildlife, or whatever, is that worth the liability part I'm going to give up? Each landowner is going to have to weigh that for himself.
- M:** No question about that. That's why I said up there, is the compensation worth to you ... ? On the negative side, you may be ... I don't want to say giving up, but in essence the changes that are made. You're all familiar with some kind of easement. That doesn't seem to be a real big issue with you.
- R:** I'll give you a little story on that. Like I said, the farm I have in Somerset County was in the family. My parents put in a conservation easement. Most of the farmland was put in CRP and conservation easement. Now the CRP is running out this year. Now, because it's an easement we're not continuing CRP. That's fine and good for the woodland. That's no big deal, but for the farmland, the land that's in grasslands, I still have to maintain it and you can't put it back in farmland. You could let it grow up in trees, I guess, but if you wanted to keep it as open land you've got to mow it. You've got expenses there. All of a sudden you've got no income off the land, but you've got expenses.
- R:** Why can't you till it?
- R:** Because with a conservation easement you can't replant it. It's still has to stay.
- M:** Yeah. He's got to maintain it in perpetuity.
- R:** It's got to be maintained just like a CRP.
- R:** It all depends on the kind of easement. You can have a conservation easement. [crosstalk]

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- R: For timber, yeah. You can have a conservation easement. You can add in. There's still timber in your land and everything.
- R: That's what I'm saying.
- R: Until it runs out.
- R: Woodsland is not a real problem because you can sell the trees eventually, but the grasslands, you've got to maintain it.
- M: Yeah. You've got to maintain it. Right.
- R: It costs you money. Just the mowing and spraying or whatever to control the gums and phragmites and stuff.
- R: Does that run out? [crosstalk]
- R: No, it's lifetime. [crosstalk]
- R: I inherited it so I inherited an easement.
- R: And the maintenance.
- R: And the maintenance. [laughter]
- R: If you sell it, they have to inherit it, too, right?
- R: You're not going to get as much money for it.
- R: It's in the deed. [crosstalk]
- R: Your parents got money for the easement.
- R: It was good for my parents because they got money. They needed money at the time. It was good for them.
- R: Your taxes should be a lot less.
- R: It went down some, but still, when you've got no income ...
- R: Yeah. That's true.
- R: Any taxes is not good.
- M: Sure. It depends on what it is, but it could be an okay thing or in your case a burden, potentially.
- R: Long-term burden.
- R: I have a question. Is it true that once you have established wetlands they stay there forever? You can't ever turn it back into dry land?
- R: I have no idea.
- R: [inaudible] 16 years. [crosstalk]
- R: You're not in a wetland program are you?
- R: I don't think it is a wetland program. We made a wetland. Like I said, we drain it every spring, plant different grasses, flood it in the fall.
- R: My vision of a wetland is something that stays wet year around. Am I incorrect on that?
- M: It doesn't have to. The formal definition says that it could be seasonal or it could be wet at certain times and dry at certain times.
- R: Am I correct on that that once it is established as a wetland it has to remain a wetland?
- M: Are you talking about ... ?
- R: No, because Tom just said that he has – a lot of people, I don't know too many, but it sounds like what you have. You can sign up for this WRP and you can use them as a hunting property. They drain them in the spring, plant crops, it's good for ducks, geese, and everything else.
- M: It depends on the relationship that you're in, primarily.
- R: What you're saying is ... [crosstalk]
- M: – the term of the contract. The contract, not relationship [crosstalk]
- R: In other words, what he's talking about is a man-made wetland. It was not a wetland before. They may be able to get out of that after so many years.
- R: Yeah, after 15 years. We have to keep it as a wetland for 15 years.
- M: Yeah. That was the term of the contract you entered into.
- R: We could either keep it like it is and the state will continue to pay us or we renegotiate whatever yearly figures for the number of acres.
- R: Fill it in and build on it.



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- R: I think that's where you run into problems if you want to change it. If you want to develop a piece of it or you want to change it, that's when you start to run into ... they'll come in and say, "Oh, this is a wetland." You don't even know that it is. That's maybe part of your angle of your question.
- R: EPA is into everything, aren't they?
- R: Yes, because there's this language about everything east of the Appalachians comes to the Chesapeake Bay. Everything is a runoff. It goes to that.
- R: Absolutely.
- R: It could be in Garrett County. It doesn't matter. It could be a stream. It could be anything.
- R: Anywhere in Delaware, New Jersey, Pennsylvania, West Virginia, Virginia.
- R: Yeah, all of that.
- R: Five states.
- M: Bobbie, you mentioned EPA. One of the elements that we're talking about with this program is who are the sponsors behind it? The sponsors can be the federal government, the state government, could be as I mentioned before a non-profit like Ducks Unlimited. It could be the Nature Conservancy. It could be Chesapeake Bay Trust. Any one of a number of organizations. How do you feel about working with some of those organizations, or is there one you would prefer to work with over others?
- R: I don't know. I'd have to talk to them. I think if I could get a pond and a wetland and sell development rights, I'd sell some development rights.
- M: It doesn't make any difference. Would you prefer – would you feel more comfortable working with the Chesapeake Bay Trust or the federal government?
- R: I find that working with people with Extension Services and people like that are wonderful. [crosstalk] I don't have any complaints about any of the people where I go in and sign. They've been very helpful.
- R: I'd have to talk to both of them before I would consider one over another one.
- R: When we had the farm put in CREP, Ducks Unlimited contributed to making one of the ponds, but I don't remember how much they contributed. They contributed to making the pond. I've never heard from them since and that was in 2001.
- M: What did you expect to hear from them?
- R: I don't know. At least come out and check it and see if it meets their specifications or whatever.
- M: Your contract was with ... ?
- R: It wasn't really a contract. They just paid part of constructing the pond.
- M: Who did you deal with in that instance?
- R: I dealt with Farm Service Agency.
- M: Okay. Anybody from the Farm Service Agency come and check? Inspections are typically a piece of that.
- R: The first time I seen that project – that was the Somerset project – was checked was last year. It was put in, in 2001. They did come and check it. He didn't check the pond, but he checked my whole property to see if it was managed properly.
- R: I would think a lot of that could be done by air.
- R: Yeah, probably is.
- R: Without even stepping foot on a property. With the way things have developed today, [crosstalk] they have cameras that tell you what kind of chemicals are in the ground from the air.
- M: It sounds like a Spielberg movie here.
- R: Does the picture actually do that or do they penetrate the surface with some kind of ray or something? I don't know.
- M: I'm not sure it's a ray.
- R: I know. That's exaggeration, but I'm saying it's ... you don't know.
- M: All right. Let's pick up on what you just said.
- R: Let me just interject this because what you're saying is really funny. It could be a wives tale, but about five years ago in Talbot County I heard [inaudible] got fined huge for burying trash on his farm. Apparently, I don't know if they had some kind of penetration or they saw it from the air or something, but he had buried it.
- M: Yeah. I have not even heard of that. I'm not sure.
- R: I heard that. I heard it from more than one person. They talked about it.
- M: Interesting.

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- R: I'm sure they could measure the density of the ground and stuff like that pretty easy.
- M: Let's pick up on what Ernest said. He said, "I don't know, but ..." That intrigues me because you weren't sure who some of you were dealing with. If you heard about a program you had some level of interest in that would be a benefit to you or a benefit to the environment or to wildlife or habitat, how would you go about finding out more about it?
- R: Good question.
- M: You'd use the internet. What would you type in there? What would you look for?
- R: If it was wetlands I'd look for wetland programs.
- M: Okay. That might be a reasonable start. How else do we find out about any of these things that are happening?
- R: The FSA office.
- M: I'm sorry. Which office?
- R: Soil Conservation Office.
- M: Soil Conservation Office?
- R: Extension Service.
- M: An Extension Service? What else?
- R: In Somerset County they're already there in Princess Anne.
- M: Are you giving me an answer or are these things you've done?
- R: I know it's where people go to. I have not personally done it, but they keep up on ... the Soil Conservation in Princess Anne, anyway, keeps up on a lot. I'm not saying they're experts on everything, but I think if you go in there. Your planning and zoning also, because they're the ones that administer, or does in Somerset County, a lot of programs. I'd say planning and zoning or Soil Conservation would probably be the ... if you're not going on the internet doing your own research, probably the resources a person would use.
- M: I'm looking for your go-to resource for information about either farming or programs that impact your land. Is there a resource? Do you feel comfortable that you know who to go to? So many of you walked in here saying, "I have things I want to learn." What do you do?
- R: I've went to the state forestry on different occasions, but not to look for a program.
- R: I think that'd be a big benefit if you're looking for something, a one pointed source of information. It's a broad topic at first, but if there was one go-to person, but I don't know if there is one go-to person that can lead you through the process. You tell them. You tell them your situation on the farm. Here's what I'd like to do. "Okay. I think this program would be good for you. Here's where you start." I think you've got multiple agencies. I don't think you've got a single agency that does that.
- R: I'm in Talbot County. I just go into the Extension Service.
- M: You go to the Extension Service?
- R: Yes. Somebody directs me. There's so many agencies in that building. They just steer me and I say, "Okay," because I don't understand what they all do.
- R: The chicken guy who inspected my brother-in-law's chicken houses that he has on another farm told him about the program for [inaudible].
- M: What did he hear about ... ? How do you hear about new methods of either farming or techniques of farming? How do you learn some of these?
- R: Word of mouth, a lot of it.
- M: Who does that come from?
- R: Other farmers.
- M: Other farmers?
- R: Farmers and stuff.
- R: The farm bureau has some, the state farm bureaus. They're dealing with farmer's issues and something new that comes up, to a certain extent, but they're not, like I said, the expert on all these different types of conservation programs.
- M: There's so many of them. I'm not sure any one person is. Do you have an example of anything that maybe has been introduced to farming that's made a major change in it and how you might have learned of that? What comes to mind to me is maybe cover crops.
- R: I think county agencies and state agencies always have a booth at state fairs and farm shows and stuff like that.

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- R: I hear about it from my farmer.
- M: You're as close to the information source as the person working your land as opposed to you the owner?
- R: Just a little bit. If I have a question and if he's available, I'll ask him. We know a lot of the same people in the farm service area. I don't know.
- R: You're mentioning cover crop [inaudible], but you know why?
- M: My question was, yeah, how do ... ?
- R: Everybody knows it cover crops. It's cost share now. They actually make money by putting in a cover crop. The State has this flush tax, and everything else, that's part of what it goes there. It's successful because again it goes back to compensation. Everybody knows cover crop is good for soil erosion and everything else on there. [inaudible] The one that really put that over the edge was because the State started cost sharing.
- M: Cost sharing? Yeah.
- R: Money, money, money.
- R: Unfortunately, that is ...
- M: So, it comes back to the great motivator is the dollars and cents behind it.
- R: You're just trading one for another. Either they're going to work all that land and get X or, let's say it's a landowner. He's going to rent it out and expect a certain amount to come in, or he's going to trade and get a little bit from this pot and a little bit from that pot and at least get the same amount. Your landowner is trading one for another.
- M: Is it really a balancing act? I've heard stories of unproductive land that I was able to do something with this with wetlands, and actually turned it into cash production land. In other words, it was just sitting there not being used. All of a sudden, now I'm collecting X dollars per acre for it. It's not a tradeoff, necessarily. It actually went from a neutral to a positive.
- R: How rare is that, though?
- M: I've heard a couple of stories this morning about that.
- R: It's a no brainer. If you've got a piece of property that is unproductive, you've got zero cash coming in for it and you get something for it, plus help the environment, where's the loss at? In that situation, there is no negative really as far as I'm concerned. If I'm unproductive and no potential of getting anything from it, I can turn it into something beneficial to the environment, plus I can make a little money on it. It's a win.
- R: That's what I thought about these 22 acres. It's not doing anything else. The cypress down south brings a pretty dollar because cypress doesn't rot.
- M: But not up here.
- R: Huh?
- M: Not up here.
- R: Not up here. I called the forestry agent and went over and talked about cleaning this area out and then planting cypress. He said, "You wouldn't get a dime a log for it up here. Cypress is a forest wood," this, that and the other. He said, "Nobody handles it. You'd have to ship it down there. By the time you ship it down there, to the mills down there, it really wouldn't be worth anything." What do I do with it? Leave it there? If somebody would pay me to put a pond there I'd put a pond there and let them have it. They wouldn't even have to pay me if they paid to put the pond in, a wildlife pond. Anything like that just to clean up the brush. Something where you could get a piece of equipment in and maintain it and make it look decent.
- M: I heard earlier somebody said there wasn't much of an outreach. You didn't know about some of these programs because outreach would be from the source coming to you. How do you want to hear about programs like this? What's the best way to contact you to let you know that these things are available?
- R: I know they do as far as a lot of farm extension agents, they've got pest management or something like that. I think the farm Extension Service is a great outlet, a tremendous outlet. Everybody's got great contacts with them and everything else. There could be something in there. "Okay. We've got this group coming in. Is anybody interested in the information? How about in a meeting?" If there's something through the mail .... I think everybody else is like I am – you get a bunch of junk mail, you're probably not going to open it up. But if you have something advertised through the Extension Services, as an example, I think it would be a good way to start.
- M: How does the Extension Service communicate with you?
- R: I get a newsletter.
- M: Okay, a newsletter.



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- R: If you got an email from somebody that looked decent, if you got an email from the Farm Extension Service about this or that or even an index of things that they do without going to look for it or something.
- R: They also put bulletins around, too, because I know my office when they were doing something like that they always come around to the businesses a month ahead of time. "Okay. There will be a meeting from the Extension Service about this," in my area the way people publicize through the mail, the newsletter.
- M: It sounds like the Extension Service is the go-to information source.
- R: Being a total absentee person, I would love to get an email about any information –
- R: So would I.
- R: – because whenever I do, I look into it because I'm an outsider.
- M: How could Bobbie get on the list, either the newsletter list or the email list for the Extension? How did you get on that?
- R: By signing up for the program.
- M: Signing up for something? Yeah. [crosstalk]
- R: You can go right to the Worcester County office. [crosstalk]
- R: Years ago, long before mother died, my brother looked into the CREP program. We were really seriously looking at that. It came down to, "Send us the paperwork. We'll read it." They said, "No," and that was the end of it.
- M: Who said, "No"?
- R: I don't recall. Whoever it was. It was a long time ago. We asked to give us a copy of what we would have to sign. It never came.
- M: You didn't get it?
- R: No. It never came. I think you have to know what you're getting into.
- M: Yeah, that's my point.
- R: On anything, which means read the fine print.
- M: That's what I'm saying. If you hear about this and you want to know more about it so you can make a decision, how are you going to learn?
- R: If you can't ...
- R: The Chesapeake Bay Foundation sends out ... if I ever take the time. Or, is it the Bay Journal, that newspaper? They're constantly on top of what's coming out of D.C. and the state house in Maryland.
- R: Where do you get a subscription to that at?
- R: It's the Chesapeake Bay Foundation. You have to donate. The Bay Journal ... my parents have been sending in a subscription forever. Once in a while, once six months I might read it, but it's so current about what's going on, the fisheries.
- R: That's a good magazine.
- R: It is a good magazine. It covers the whole Bay, farming.
- M: That's a resource for you, too.
- R: Aquaculture. All of that stuff.
- R: I get the Delmarva Farmer, the Lancaster Farmer.
- M: I'm sure you can contact any of these organizations and get on some sort of a mailing list or a newsletter list or at least portal access to their website to get this information.
- R: I think what Bobbie is looking for though is probably the FSA office. It's where to start.
- R: Just general, so I'm not totally in the dark because we are totally in the dark.
- M: Before you leave, Larry will give you a couple words of wisdom about who to contact. You're up in the D.C. area you said, typically. Yeah.
- R: You're in Berlin. You go to Snow Hill and you go into the FSA office and sign up.
- M: There you are.
- R: It's as simple as that.
- R: That's one more thing to do.
- M: Yeah, of course. Do you belong to any special groups in the area? I don't want to say, to use the term necessarily social groups like social networking and so forth, but are there meetings of farmers or landowners? Does the Extension do any periodic presentations about what's happening, what's going on?

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- R:** I don't think in the state of Maryland you have the money to do the things that they used to do. They used to advertise in the paper once in a while. Even when they were changing hunting laws they would have a meeting in three or four areas in the state for hunters to go to and voice their opinion on and stuff. You don't hear much about any of that stuff anymore.
- R:** The Farm Bureau is the biggest agriculture thing, but the Farm Bureau is a lobby group. To me, they have something that's coming up in the law, a law change or possible law change. So, when they have meetings it's in regards to that 98% of the time, not this new conservation program that's coming out. They don't really set up meetings for that because they're a lobbying group. They're going to do things that affect, whether it's national level or state level or whatever. They're going to call a meeting. "Okay. We need to call your congressman because somebody's going to introduce this bill." That's what the Farm Bureau is all about.
- M:** Yeah. Some of you had land passed down to you. You acquired it that way. Do you have a succession plan? Is your land going to go down to your children or that's the end of it? What do you think?
- R:** My situation, it's probably sold, because they live on the West Coast.
- M:** You're going to ... ? Yeah, okay. I was just wondering if the generation coming behind you if they're going to inherit the land.
- R:** Yes. I bought mine specifically for the timber for retirement for a portion of my retirement, IRA. Like I tell my grandkids, "Hey, you take care of the trees and the trees will take care of you."
- M:** You're passing it onto you them?
- R:** Oh, yeah.
- M:** Are they interested? Or, maybe they're not even at that age yet. You look like a pretty young guy to me.
- R:** Yeah. They all are interested in it.
- M:** They're seeking information. The younger generations have different ways of finding things out.
- R:** My son does. He was going to come here whether he was compensated for it or not from Pasadena, but he had other things he had to do this evening. He works for Anne Arundel County Board of Education. He had other things he had to do this evening. Oh, yeah. They're very interested in it.
- M:** Okay. So, let's summarize this way. We talked about the programs. We have some of your barriers or hesitations about a program. We know something about what you think are the benefits of it. If we put together a program – I'm using the collective "we" – if it's a program that's going to go out to people like yourself we know we a little bit about how to get it out. Some of you are on the internet. Some of you will read mail if it comes to you, maybe through the Extensions, newsletters and so forth. For this wetlands project, what do we point out as the benefits? What are you going to react to? How do we sell – bad word, I suppose – but how do we sell the concept of getting involved in a wetlands project?
- R:** Get more landowners to put wetlands in to restore wetlands.
- M:** Yeah. I've got to give you an inducement to do that. [crosstalk]
- R:** Compensation. [crosstalk]
- R:** That's why I'm here. \$100.
- R:** Some flexibility. [crosstalk] You're not locked in, which is attractive.
- R:** If it's 15 years [inaudible] you can't tell. Grain prices change. Three days ago they were \$8 a bushel.
- R:** I think the word "wetland" scares people away. You're thinking, oh, it's permanent, but if it's a flexible wetland, short term contracts, that would be a little bit more ...
- R:** That would be good if you wanted to get rid of it. If you needed money, you might have to say, "In 15 years you don't have it. You can close this up."
- M:** Do you most of you have Leslie's feeling that a wetland sounds like it's permanently forever?
- R:** My brother lives in Texas. When I called him and told him I was coming to this meeting because daddy always said, "Go. You'll learn something." He said, "That's a permanent situation. EPA gets involved. Just don't want have anything to do with that." [crosstalk]
- R:** Wetlands is permanent. When I think of wetlands I think of EPA –
- R:** That's what he said.
- R:** – whether it's real or not.
- R:** That's not what Tom's describing. [crosstalk]
- R:** If we have real information and if it's printed because if it's not in writing it don't matter.
- M:** Okay. So, we should emphasize financial compensation, contract length, flexibility and length of the commitment.

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- R: I think the other thing with that is you're not supposed to break a contract in a contract, no matter who's got the best lawyer. Just like EPA now trying to change the definition of a word. They're not changing the law. They're changing the definition. Trying to change the definition of the wetland [inaudible]. We all know about that story. Me, personally, you think of wetlands, you think of EPA. You've got a contract. How valid is that contract? The contract reads exactly the same, but they can change an interpretation or phrase on that. Now, all of a sudden after 15 years you can take it out, but this stipulation. How strong is that contract?
- R: Take it to the Supreme Court.
- M: There's the lawyer in him talking. What about all the benefits? The air quality, the water quality, habitat? Is that something to stress? Do you think that people like you ... ?
- R: I wouldn't be that naive. I think somebody that's independently wealthy that doesn't care about the money, well, you'll get them anyway. Most of your average land owners is going to be looking for some compensation because that farm is probably his greatest asset. I know most farms they don't have the big 401Ks or whatever. Their biggest is that farm they live on. They're going to maximize. They're not going to give part of it away for unfortunately, environmental or whatever, unless they have to.
- R: Right, just like my other 108 acres. Just take the timber out of it, it's developable.
- R: Sell those rights off and it's gone forever. If you sell those development rights off then it's gone.
- M: That's what you said. That's your legacy. Nice to take care of the animals, but, take care of me first.
- R: Unfortunately, or fortunately, that's realism.
- R: That's life. I'm retired. I don't need the money that it'll bring in. What I timber off it now can go to the grandkids' education and whatever. That's what it was purchased for, that and recreation. Like I said, I'd love to have that pond, but I can't afford to do it.
- R: I don't think it's a selling point, the environment part. I think it's understood. It's not the headline. It's sort of in the copy.
- R: That's going to appeal only to a very few people that's got, like I said, plenty of money. They don't really but most people it's going to be compensation.
- M: Okay. Hardcore dollars and cents, contract length, and get the information out to you. Yeah. Let me check with this young lady who checked in with us. Did we miss anything here you want to convey to me again? I'm not necessarily selling anything. I'm just finding out how you feel about these things, but if we create a program to help these organizations reach out to you ... ? Let's see if we missed anything here that we didn't talk about tonight.
- R: Mine is a partnership for a family corporation. If enough of them decide to sell it, they can sell it. That's up to them.
- R: Ours is going to our 15 year old daughter. Don't ask her now.
- R: Oh, no. [laughter]
- R: It's like I said, if you've got a farm, and you've got half a million dollars in a 401K and they say, "Can you give up \$100,000 for environmental programs?" It's the same thing you're doing with your land. It's one asset to another. How many people are going to take \$100,000 out of their 401K to help the environment? It ain't going to happen. The farmers they're the same way. You're giving a part of your hard asset away.[inaudible]
- R: We've got a situation where we've got 20 acres. When they bought the farm in 1911, there was 20 acres of woods, but we're right on the edge of Talbot and Queen Anne County and the 20 acres is in Queen Anne's County. The whole farm, 480 acres, is in Talbot County. 100 years ago, they got in a horse and buggy and they drove in to Easton and filed a deed with the courthouse, but never did it to Queen Anne's County. For 20 acres they've been paying since the 20s or 30s the same. It's not theirs. It's in the name of Charles [inaudible] or something. The only way to get that property into the family name would be ...
- R: Call an attorney. [laughter]
- R: There's been more money spent on attorneys than the property is worth. It's not eminent domain. I don't know what I'm thinking of. If I cut your yard, if I cut this six inches for 20 years and you never told me not to, I can say it's mine.
- R: Eminent domain.
- R: Adverse possession.
- R: I had a road behind my office that was actually my property [inaudible] block it off at least once a year. The reason I found out about it is I added on to the office. They had all these setback regulations. I said, "That's my road." They said, "No, it's not. You didn't block it off once a year [inaudible]."
- R: I had almost the same situation that I had. The county road went to the edge of my property. Then, they changed the county road to another way to get out to Nanticoke Road. Then, when they did that the new road cut off a corner of my property prior to me owning it. Then, for separating that land the county took that

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- and gave a right of way to that old road. It was a dirt road at the time. Now, that dirt road is mine and I now have to [crosstalk] properties.
- R:** I was telling the group here, I know it probably sounds like people listen to us and think we're just a bunch of greedy land owners, but I was giving an analogy a little while ago. I said that farm is probably the biggest asset, the land you own. It's no different than if somebody, most people's their greatest asset may be their 401K. My question was if somebody had \$500,000 in their 401K and somebody came to them and said, "Can you give them \$100,000 out of the goodness of your heart to help the environment?" How many people do you think would give it? It's the same thing with land owners. It's not that it's greedy. It's that is their biggest asset. They can't do it. I just use that analogy – it's not that they're greedy –
- M:** Oh, I didn't think it was greedy. It makes a lot of sense.
- R:** – because some people may interpret it as that way but if you use that analogy, you say, "You've got a big bank account. How about you just give \$100,000 to this thing?" How many takers are you going to have?
- M:** That goes back to when I was back up there and said why do you suppose the government or the organization, Ducks Unlimited, is giving you money for doing that? It's because you probably wouldn't do it otherwise. That's a big piece of the pie. Here's another piece I was thinking of. You talked a little bit about water quality, not necessarily your wells and so forth. We all said that as it comes down over the wetlands it's filtered over a period of time. You've got 50 years to go potentially, but it's going to get cleaner and cleaner and cleaner. Do you ever worry about or think about the impact of runoff and water going into the Bay?
- R:** Every time it rains.
- R:** All the time. I think about the stuff that comes off of our highways. There's salt and stuff. The chemicals they put on the road in the wintertime. But you know what? Some of the prettiest flowers you see are along the side of the road when it grows up. I think about that all the time.
- M:** What are you worried about?
- R:** I don't think anything we put on our land is anywhere near as bad as what is coming out of Baltimore City into the harbor.
- R:** Exactly.
- M:** That's an interesting thought. We do groups up in upper Maryland and they say all the bad stuff comes down from the farms in Pennsylvania.
- R:** Pennsylvania, New York.
- R:** It's all of us.
- R:** It's all of us. You drive your car. You get an oil leak and you don't fix it. All of a sudden you've got black when it rains. Where does it go to? We all have somebody in the city, they over-fertilize their lawns.
- M:** What's the impact of some of this run-off going into the Bay? The Bay is the largest estuary in the world. What's the impact? Is there a negative impact or ... ? [crosstalk] I'm sorry?
- R:** Right now there's no fish out there to be caught.
- M:** That may be the biggest one. [crosstalk] It's a seafood state. The fish, the crabs, oysters.
- R:** I think some of the science is flawed, I really do. If we're going to talk about the difference with the crabs, I know when I was in high school all summer I caught crabs. That was my summer job from 6th grade to two years after I graduated. I drove from St. Michael's to Tilghman to see a rock fish because there just wasn't none then. Then, we were catching 25, 30 crabs a day. Then, 10 years later we were catching the crabs. All of a sudden we couldn't catch any. We caught so many rock fish. I'm tired. Just physically it started to be work now ...
- R:** I don't like to swim in the Choptank. I won't swim in it.
- M:** Oh, okay. I didn't even think about the recreational aspect.
- R:** Yeah. Like you were saying, the releases of the towns. They shut down [inaudible] Creek. I'm not on that, thank goodness. We're a little town. That's not even Baltimore. [crosstalk]
- R:** I'm sorry.
- M:** Go ahead.
- R:** In the late 70s and late 60s I did a lot of work in Pennsylvania and northern Maryland. I can remember when they started no-till, all the guys said, "Well, there's the damnation of the Bay. That stuff's going down the Susquehanna and kill all the seaweed and all the grass." For a while, that's what everybody thought that's what happened to it, but they say it's the sediment and the exclusion of light that is killing the seaweed. For a long time, people blamed it on the farmers and their no-till. [crosstalk]
- R:** I can tell you the grass is back.

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- R: In some areas. [crosstalk]
- M: There's been a lot of effort to restore the Bay. It's probably within your 50 year period or longer.
- R: I think that they made improvement. Is there room for more improvement? Yes. What you've got to realize too is you've got ... how many people live in the Chesapeake Bay watershed and they're getting more and more people all the time? The cities, the sewer, the farmers, you name it. That's what it is. There's no easy answer. Every group blames another group.
- R: You can drive 150 miles into West Virginia and you can see a sign, "The Chesapeake Bay Watershed Begins Here." [laughter] Upstate New York.
- M: It's a huge area.
- R: "Chesapeake Bay Watershed Begins Here."
- R: Actually, I do mission work in southeast Kentucky. Even in Kentucky I saw a sign, Chesapeake [crosstalk].
- R: Oh, my gosh.
- R: Is that right?
- R: In southeast Kentucky.
- M: Did we miss anything? Anything we didn't discuss or any other information?
- R: I think we solved all the problems.
- M: Yeah, I'm pretty sure. [crosstalk]
- R: I'll add one thing about the title wetlands. The grasses to help with the shorelines. Talbot County has the most shoreline on any county in the Chesapeake Bay.
- R: I thought that was Dorchester County. Dorchester County has got the most shoreline. [crosstalk]
- R: How about Somerset County? [crosstalk]
- R: I don't live in Dorchester. I read that somewhere. [crosstalk]
- M: What was your question?
- R: Anyway, I would think that wetlands should – it would be nice to have more support along the bay edges, along all creeks, along all the tributaries, and not decimate the banks with riprap and things, and help support the turtles. They need beaches and things like that. I don't know what kind of support. I'm not having erosion, but I've got neighbors, friends who are. I keep saying, "Go to Oxford. They're doing a living shoreline thing." I don't know if there's that big push. Everybody wants to have that perfect rock riprap, which just is terrible for the bank. That's grasses.
- M: Okay, good point. Look for that in a future newsletter. Folks, thanks. I appreciate your help this evening.
- R: I would like to be on any email list for any information.
- M: Okay. I'll send you my stuff.
- R: They emailed to me. Somebody's got it.
- M: We'll see if we can get you on a few lists.
- R: Okay. I'd like that.
- M: Terrific. Thanks. You folks have a good evening.
- R: Here you go, Bobbie.
- R: Oh, thank you.
- M: There you are. See, you're already on a list.
- R: Conservation Choices for Maryland Farming.

[END]



*Group 3: Lancaster, PA (November 5, 2015)*

**Moderator:** My name is Wayne Jacobs. We'll talk for a little while. I'll kind of fill you in with the subject matter. You were asked to be here because you are – that's how we knew who you were – you're landowners in the area. You may be working the property. You may be managing the property. I'll find out a little bit about that. We're going to talk about a couple of programs and a little bit about your feelings about them and how they fit into your farming perspective. So, if you don't mind, let's do a quick introduction. Susan, will you push that out just a little bit for me? That's for everybody. Okay. I guess we're okay. Susan, if you wouldn't walk around that way, if you don't mind. By the way, I do record the sessions. I try not to take a whole lot of notes. I have a tough time reading my handwriting sometimes anyway. Just your name, so I have it collected and maybe just a little thumbnail sketch about your farm. Are you working it? Are you managing it? How long it's been around? Just a thumbnail sketch. Maybe crops and that sort of thing.

**Respondent:** Sure. My name is Susan Lindsay. I have inherited a farm outside of Lewisberry in Northern York County, a farm that has been in my family since World War II, so I am third-generation. I do not see anybody coming up behind me to take it over. My goal is to make sure that it doesn't end up with little pink houses in the fields. I think it's a lovely property. It's not a manicured property. It's not pristine. It just happens to be a very pretty setting. It's a little over a hundred acres; half fields, half forest. My heart has been in this property since I was 6 years old, so I want to make sure that whatever I do conserves it for whatever happens to it. That's it in a nutshell.

**M:** Good point. Are you working any part of it?

**R:** There is a farmer who farms the fields, yes. At the moment, they have hay in them.

**M:** Okay. Your role is managing the area as such.

**R:** Mm-hmm (affirmative)-

**M:** I appreciate your time. That is Dale. Go ahead, Dale. Tell us a little bit about your farmland.

**R:** I also have a farm that came through my family. It's a dairy farm, about 100 acres with what we purchased a couple of years ago. We milk 70 cows and I think the first deed I saw on it that would have been in our family, was 1895 or something like that.

**M:** Wow. You're working it yourself?

**R:** Yeah, at the present time, we're kind of working it, maybe transitioning it to my son, but we didn't get too far with that.

**M:** Okay. Some of those things we'll be thinking about, as the property owner, you'll be the decision-maker and the input for that may be for the person working it. That's why I'm trying to understand exactly what your role is with that. Hi, Dave. How are you?

**R:** Good. My name is David Miller. We have Miller Plant Farm in York County. We have about a little over 200 acres that we control. We don't farm at all, but we control it. We grow about 50 acres of vegetables in the summer. We have a CSA. We have retail outlets. We also in 2011 opened a brand new garden center that we built because my son was coming into the business and my nephew is in the business. Therefore, we're incorporated, but I'm the principal owner.

**M:** Has most of that business been in your family for a long time?

**R:** It has been. My great grandfather bought the farm in 1910, so we're a little over a hundred years.

**M:** Wow.

**R:** I'm the fourth generation and my son's the fifth.

**M:** A lot of legacy in this room so far. Hello, Richard. How are you?

**R:** Fine. I'm Richard Todd. I live in Dillsburg, Pennsylvania. It's Northern York County. I have 93 acres and it's in the Conservation Reserve Acreage Program. I've got a couple of cats and horses and other things around there.

**M:** Tell me about how that program works for you.

**R:** I'm not getting rich on it [laughter] but it pays my insurance and my taxes every year.

**M:** With that, there's so many of these programs, what does it do relative to your property?

**R:** It keeps it in sod. It keeps it from washing away.

**M:** Okay, so it's a wetlands property?

**R:** It's not really wetlands, but it's hills. We had it contoured when we got it ... My dad got it in '59. I had it contoured right away because they were plowing up and down the fields, just trying to save some of the soil. It's very marginal.

**M:** Is there any kind of crops being grown on it at the moment?

**R:** No, not right now. We had corn, wheat, oats, hay and that kind of thing, but we fed out 80 head every year of Black Angus steers. That takes a lot of mine to feed 80 head all year round without the [crosstalk].

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- M:** Yeah, exactly. Okay. I appreciate you being here. Hi, Kirk.
- R:** Kirk McClelland. I have a farm, about 120 acres, in Glen Rock, Pennsylvania. My wife and I bought that in 2000, so a relatively new acquisition compared to some of the people around here. I don't farm it. I work full-time as an engineer down in Maryland. My plan is on retirement to start raising animals on the property, but I do lease it out right now. It's in corn, soybean, hay; it gets rotated around. Have had cattle on it in the past. When we bought it – there was an extensive amount of stream frontage on the property, over 2,000 feet – when we bought it, the cattle were allowed to graze everything down to the stream and the stream was substantially degraded. My personal feeling is that we need to be stewards of the land and so we talked to the farmer, took the cattle out, and I joined a CREP program to have the flood plain reforested. Also was able to get a grant from the Isaak Walton League to do stream restoration, so they went and did the permitting. Between CREP and that, the stream was restored. It was recently, a couple of years, removed from the impaired list in Southern York County, so it's been a success. There's a thriving trout population in there now and the trees are 20 feet tall now. Looking good.
- M:** Good. We'll talk a little bit about it. You have some experience with CREP, so some of those things we can talk a little bit about. Elizabeth, appreciate you making the effort to be here.
- R:** At least I didn't have to walk here.
- M:** You got pushed in your little buggy. That's good.
- R:** Yeah. I'm actually Betsy. [inaudible] is my last name. I basically have –
- M:** Do you prefer that? Betsy?
- R:** Betsy, yeah.
- M:** Okay.
- R:** I've basically been a farmer since I was in my early 20's. There hadn't been any farmers in my family for many generations, but I was crazy about horses as a kid. Had a couple of horses. Anyway, I have a farm now. This is actually my third farm in the state of Pennsylvania. It's 60 acres. It's mostly all open. There's some patches of woods, which is nice because then you can get firewood. I've been raising sheep for 40 years. When I moved down in 2001, I brought my Welsh ponies with me. I've been raising Welsh ponies for 30 years, purebreds. I left my sheep in northern ... Sold them. Sold out up there and I used to have 250 ewes up in northern PA. There sure is a difference in the quality of the soil.
- M:** Yeah, interesting.
- R:** I had 175 acres and lots of the land I didn't use that much, but wow, I moved down here and 60 acres, you could hardly could put up ... Well, we've had 150 sheep on there and we lost – what, 25 ponies?
- R:** Yep.
- R:** A pretty good size [inaudible].
- M:** I appreciate you being here. This is your chauffeur/bodyguard/friend...
- R:** Husband, actually. Coincidentally, I'm a farmer also, but my farm is in western PA.
- M:** Oh, okay.
- R:** Near West Alexander. I bought that farm in '75. It's 120 acres. For many years, I raised beef cattle and hogs. I'm semi-retired from that now. My farm is basically just fallow now.
- M:** So nothing being raised or grown on it at the moment?
- R:** Not at this time. I also raised up to 300 colonies of bees as well, so I was pretty active during that period. Betsy and I met about two years ago and we were married last spring.
- M:** Oh, congratulations.
- R:** So, I joined her on her farm. I help her with the sheep and the ponies.
- R:** He's basically doing all of that work for me.
- R:** [crosstalk] For the last couple of months since she broke her leg.
- M:** I'm sorry; your first name was ...?
- R:** John.
- M:** John. Okay.
- R:** Our farm is in – what is it in? Farmland preservation?
- R:** Oh, yeah.
- R:** That's important.

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- R:** That's how I was basically able to stay there because I had come down from Tioga County and bought the farm together with my previous husband. Then it turned out that he wasn't really a farmer and I was doing all the work.
- M:** Tell me how ... It's a farmland preservation program?
- R:** Yeah. It's in farmland preservation, which means it can never ... We could build another house on it, but the house would have to be lived in by an employee or someone in the family. They can never break up the property. It was really nice, otherwise I wouldn't have been able to keep the farm. The last farm I had I sold and put all my cash so that I didn't have to pay a mortgage or anything. Then my husband went and got his part mortgaged and didn't ask me. I ended up having to assume the mortgage and everything. I knew about farmland preservation, so I signed up for that and I got that. That's a really great program.
- M:** I'm not going to talk as much about specific programs, as about the elements of programs, but that's all right. Why don't you tell me a little about how has farming changed today from what it has been? Many changes in farming? Is it the same? Pretty much the same? Differences?
- R:** Vegetable farming has changed dramatically.
- M:** How?
- R:** A lot more drip irrigation, a lot less overhead. Nutrients can be put right in the root zone, rather than broadcasting.
- M:** So technology's really moved in on that?
- R:** Yeah, it really has changed. We now have biodegradable plastic. That's been a big improvement. We aren't sending tons of plastic to the landfill that will be just the same in a thousand years; it's going to be just the way you put it in there. It's actually made out of a corn starch base and the microbes in the soil actually feed on it. It lasts long enough for us. It starts to break up, but usually the crop's over and I can go right in with winter wheat; it's not an issue. In the spring, you can't find any of them.
- M:** How about that. Interesting.
- R:** It's about two and a half times as expensive as plastic, but when you think about your retrieval costs and all and then taking it to the landfill, it's the right thing to do.
- M:** Yeah. How else has farming changed? Anything come to mind, specific? Technologically, methodology ...?
- R:** One thing I can say is the government has stuck their hands in a lot more. Like with the sheep, there's a disease called scrapie and now you have to have your flock registered in the state. Each state has to have a scrapie I.D. or whatever, so when they go to market there's a tag with your flock identification on it.
- M:** So they can trace it back.
- R:** So they can trace it back, but it's a very ... We have Katahdins, which are hair sheep. Katahdins virtually never get it. It's really particular breeds of sheep that are more ... But anyway, it's really caused a lot of problems for the farmers because you have to put an ear tag on each sheep and their ear tags come out all the time. It's just -
- M:** Regulations. We're talking technology. There's a little bit more regulation with it. All right. As we talk, maybe there's be some other things that'll come up. If I use the term "wetlands", what comes to mind? What do you think about when I say wetlands?
- R:** Any area that is wet so many days of the year. I don't remember the exact definition, but it's a lot more rigorous than most people recognize. I'm actually a retired construction manager, so the whole deal about improving sites for building, any time you have any area that meets the definition of wetlands and it has certain plants, it has certain soil characteristics, etc. It may not actually appear wet to most people, but when you start building on it or farming on it, you have EPA regulations that are pretty stringent and getting worse.
- M:** Is that what you mean by "rigorous"?
- R:** Rigorous, yes.
- M:** The regulations behind it?
- R:** Yes, it's very rigorous. Yes.
- M:** What other things come to mind about wetlands? Do you think positively, do you think negatively?
- R:** It's important for water quality.
- M:** Okay. Quality of water. How does that happen?
- R:** Through treatment, basically. Filtering and biological uptake of nutrients and things like that in a wetland system.
- M:** Okay.



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- R: It's also an estuary, if you will, for all kinds of wildlife and amphibians and even some fish, depending on where it's located.
- M: What else comes to mind? Susan, anything specific when I say wetlands?
- R: I think of frogs and cattails. [laughter]
- M: Okay. Let's see, what classification would they be? That's part of the ... Frog estuary maybe.
- R: They would be amphibians, for sure.
- M: Okay.
- R: We have a brook that runs straight through our 60 acres and actually joins another brook that comes under the road. All of the barn and all is set way back off the road. We're in kind of the middle of a rectangle, so there's a lot of wetlands. The conservation people came and said they wanted me to put my stream in the wetlands thing where you plant all these trees and then you have to mow around them and all this stuff. Boy, we have a lot of stream frontage and it's small. It's not a really big stream, but it's year-round. The one that runs through most of our property starts from a spring on the neighbor's ... It's clean. We're at the very beginning. It goes into the Chesapeake Bay and we're at the very beginning.
- M: So it's small here? At the origin.
- R: Yeah, well, [inaudible]. Yeah, but it's [inaudible] year-round ... Supposedly, there's an underground lake underneath [crosstalk]
- M: So you do have wetlands as such on your property?
- R: Yeah, but I do not like what the conservation – their idea of planting all these trees and marking ... I wouldn't let them do it.
- R: The barrier kind of thing.
- R: The barrier thing was 20 feet on either side –
- M: Riparian barrier.
- R: – and you couldn't put animals in there. The former owners of my place had it for 30 years and they had cattle. I will tell you there was cattle. Boy, they make a mess, but the sheep can't stand getting their feet wet.
- R: Yeah, sheep don't get in the stream and they don't cause erosion for that reason.
- R: They actually keep down the rosebushes and all that junk. They were far better for conservation than ... I've planted trees there because the former owners had literally taken all the trees out before they sold the farm and sold it to that builder.
- M: Right. How many others have wetlands on your property? Richard ... It looks like everybody. Describe it just a little. Give me a thumbnail sketch of your wetlands.
- R: Stream frontage, so it's low-lying areas that flood periodically on either side of the stream, and stream's wetlands too. So it's a fairly large portion of my property, probably 15% of it.
- M: 15%? Interesting. Richard, what's it look like?
- R: I have an area along the creek that's like all marsh. You can't even get in there with a tractor or anything. It's really marshy. It keeps water on it, 6 inches year-round, and it's spring-fed. I'd like to put a low-level pond in there, a little shallow pond for ... I've got geese coming in there, so I'd like that have that for geese and maybe for fire protection.
- M: So it's kind of an estuary. You've got some hunters and things, when you talk about the geese?
- R: I've got hunters, but the geese aren't there right now. They settle on the back and make these nests and then they [crosstalk].
- M: Dave, describe the wetlands on your property.
- R: We have several springs on the property, two different creeks. We built a pond at the head of one of them for irrigation and we have several areas that are traditionally what we call "winter springs". They usually dry up in the summer. They can actually farm. I don't know if that classifies as a wetland, but they are kind of looked at as hindrances when it comes to farming. It's not something that we like. Over the years, we've tiled a few spots like that. Tiled them out so they would be a little more productive. I have a few places that ... The one creek that runs through is through our pasture and that's eroded pretty bad. It is pretty bad. I don't know what to do about that. It never used to happen until there was so much building upstream. It's really not a problem that we created. It's the run-off from all the pavement and roofs –
- M: Residential or commercial building.
- R: Mm-hmm (affirmative).
- M: Interesting.
- R: Our stream runs into the [inaudible] only maybe a half mile behind our place.

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- M:** Wow. I know exactly where that is. Dale, tell me a little bit about the wetlands on your property.
- R:** I'd say probably half of our southern border is the Conestoga River and then the parcel that we purchased five years ago or whatever has a tributary going past our [inaudible] and it's actually through it. In that area there is probably a half acre maybe or more ... Similar to what you were saying that's really boggy. It just has grass on it now.
- M:** Okay. Susan?
- R:** I have too many photos of multiple tractors stuck in fields because one got stuck and another went in to try to pull it out and it got stuck too! They're not large sections, but they are in fields that are planted and in a rainy season it happens every year. Someone else said you didn't know whether you had enough land to really call it a wetland. I don't remember who. I feel that way too. It's annoying that in the middle of these fields that are completely level there are sections that bog down in wet weather.
- M:** Wind up being a ... Yeah. What's the purpose of a wetlands? We talked a little bit about what you think when I say the word, but what do you think the purpose of wetlands are? Kirk mentioned one, filtration, or water purification. What other ...?
- R:** They produce a lot of area for wildlife.
- M:** Mm-hmm (affirmative). Habitat?
- R:** Oh, yeah. [crosstalk] really. We have a lot of wetlands because we're basically in a valley. We've got hills on either side and we're in the valley and we have some fields that are just ... We can only mow those fields if it's really dry in August and not quite all of it because there's weeds and stuff growing. I will tell you, wetlands, when I first moved there, I thought, "Oh gee, what am I going to do with this land that's so low, but it's really flat?" I'll tell you, it's a huge advantage for pasture because when it gets dry in the summer, that grass really grows there. That's where it'll keep on growing in a drought so that we still have pasture for the sheep and ponies.
- M:** Okay. I said we're going to talk about programs in general, so I'm wondering if you're aware of programs that are really meant to either preserve or restore wetland areas. They may be done through technological methodologies or financial assistance. They may be brought or backed by natural resources conservation services, a farm service agency, maybe the Department of Agriculture. Sometimes it's independent or private organizations like Ducks Unlimited. Are you aware of some of those programs?
- R:** Yeah, the CREP program.
- M:** Yeah, that's one.
- R:** They have several different programs. Some are for upland, some are for streams. The program that I'm in, they required reforestation of the flood plain, but in stream buffer areas, and then they lease that back or rent it each year at a rate per acre, which is actually more than I get for my crop land. In my mind, it's a good program. It's allowing ... They'll rent that back for 10, 15 years in term and then after that it goes back to whatever, which by that time the trees will be mature and it'll be harvest-able forest at some point beyond that. I view that as a good program. It provides much better water quality in the stream, restored that stream section. Provides great habitat. That was area that really couldn't be farmed reliably and as pasture land, the cattle that were in there were just tearing up the stream [crosstalk].
- M:** Let's talk about that a little bit. If you could move your scooter down here a little ...
- R:** Yeah. Does that organization harvest the trees as well? Or do you harvest the trees [crosstalk]?
- R:** No. They don't have an easement or anything on there. It's simply crop rental for the acreage. It's sponsored by NRCS. USDA and NRCS, I guess are in cooperation. They're the ones that pay the rent each year. They come out and inspect it. Make sure that the trees are healthy. We had some deer browse that took a large toll on the trees initially, so that was tough. The mowing, you only do that for the first year and then you let it go. Just enough to get the trees to establish and put the tree protectors around.
- M:** Let's see if we can make a list of some of those things. We're just talking about the general programs, any of them. It could be CREP, could be any one of the number of programs that you're aware of. Maybe we could look at what are the positive characteristics and then what might be negative characteristics. Tell me first impressions, whether that's on the positive side or the negative side. General impression of this type of program.
- R:** I think it's great.
- M:** Okay, give me a reason.
- R:** A reason. Just the very basic one is that the stream was restored and came off the impaired list, so habitat has really ... And water quality has improved greatly.
- R:** Who put it on the impaired list?

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- R: The Pennsylvania Department of Natural Resources, I guess. They're the ones. They've come back out and surveyed it and decided that it was no longer impaired.
- M: So the stream itself has been restored through this program and habitats returned. What other impressions do you have?
- R: Erosion. Inhibits erosion.
- M: Oh, inhibits it... Okay. Or, slows ...
- R: Reduces or whatever.
- M: Slows the erosion, inhibits erosion. What other things? Just general impressions about ... Anything that you'd think about when you think about these programs. Your involvement in these programs. How they're brought to you. The ultimate outcome. How you live with it.
- R: Through the program, it actually provided a source of revenue that the land otherwise really couldn't generate. Now, that's not perpetual and it's not substantial, but it's something. It pays the taxes.
- R: If I may, what order of magnitude are you talking about, of acres?
- R: Roughly \$100 an acre.
- R: A hundred an acre.
- R: Wildlife habitat.
- M: Okay, so it restores ... I'll say wildlife. It increases or brings the habitat in.
- R: Yeah, I've got turkeys there I never had before and rabbits running around, deer ...
- M: Good Thanksgiving.
- R: I don't know. I think they're too ... When I first bought my property and they came in, Soil Conservation and all wanted me to go in CREP and all. The former owners had cattle and they had taken down all the big trees that were along the brook. I didn't really realize it because we actually bought in December. We weren't really out on the land. When we went down along the stream, there were all these huge stumps like this and they had had it clear-cut. I was told by people that went along the road there it used to be the nicest, most beautiful place and that they just ruined it.
- M: Involvement in this program, what can you say about it? Either positive or negative because of it.
- R: Well, I think what they wanted to do would have caused more problems for me. I ended up doing my own planting [crosstalk].
- R: She's planted literally thousands of trees. Literally.
- M: Why would it ... I guess I'm looking for something to write here. Why would it have caused you more problems?
- R: Because I would have had no way for my animals to get water. They wanted to put in stream crossings. I did put one stream crossing in and they were supposed to pay, I don't know, 70% of it. I had to put a fence in and all this stuff. They turned out ... It destroyed the stream [crosstalk]
- R: You're using the stream water and your livestock couldn't have got to the ...
- R: Right, but I put one stream crossing in, okay? It actually caused damage to the brook. The reason is because the water comes down and I have fence that ... You have to keep fenced so your livestock ... What ended up happening is that all the silt that comes down when you have any kind of flooding water would end up coming down and filling up the stream crossing. Making huge mud and basically destroyed everything.
- M: Was it constructed properly?
- R: Oh, yeah. They had to come out and they ran the whole thing for the actual stream crossing. I was supposed to have two more put in and I said, "No way". It actually caused this farm more problems.
- R: Their rules are too inflexible. They don't take account of the different species that may be on the farm. For example, as she said, sheep do not cause erosion like cattle do.
- R: They also keep down all the leaves. They will eat multi-flora rose and poison ivy and all that goldenrod and stuff like that, so you end up with ... The nice grass that grows along the brook, they keep all those icky weeds and stuff out so that ... When we first came there, there were all these rosebushes that came in because they had taken down the trees. Then, when you get a big flood of water, and I'll tell you there've been times it looks like the Mississippi River, because supposedly my 60 acres – 900 acres shed onto my land. So when water comes –
- R: A lot of it ... It's a lot of water.
- R: You could have a swim club over there.
- R: Yeah. Anyway, the problem was that because they took the cattle out and everything and there were no trees there, and wow, you've got a multi-flora rose this big? They've got a lot of root system. The water

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- comes up, grabs above the bush and huge amount ... All the roots come out of there and oh, it was horrendous.
- M:** [inaudible]
- R:** Tremendous.
- M:** Other things when you think about. Dale, what are the issues that come to mind when we talk about these kind of programs, either positive or negative?
- R:** Maybe in certain cases it would be loss of farm-able land.
- M:** I'm sorry?
- R:** Loss of farm-able land.
- M:** Oh, okay. Yeah. What else? Not able to use some of the land? Yep. What other things? Dave?
- R:** I think when you view your farm as a business, a lot of baggage comes along with those program. They restrict you in a lot of ways and they kind of hold that money over your head, like you've got to follow everything to the T or you don't get it.
- M:** Give me an example of some of the restrictions.
- R:** Everything has to be done to their specifications. All the land improvements. When you're trying to make a living on the land, if you have land and you don't need the income, that's one thing. I guess the other thing that I don't like about the government programs is that us farmers are pretty quick to complain about entitlements, but every time there's money to be had we have our hands out first and I don't understand the involvement the government has in farming. I guess I'm just backward or conservative or whatever, but I don't understand all the regulation. You talk about things that have changed in farming? That's it. The government has their hand in everything.
- R:** Especially concerning food.
- R:** Yep. Everything. It's a drag on the economy. Now, whether it's needed, that's really not the point. The point is that we still have to deal with it, whether it's needed or not. Whether it's sheep or cattle, you've still got to deal with it. There's no exceptions. Everyone is supposed to fit into one box, one size fits all. [crosstalk] It just doesn't work. If you need to make a living off that land, it makes it ... You view things differently.
- M:** So they're not flexible relative to your situation.
- R:** Yep. I like to preserve the environment too, but there are certain decisions you have to make when you're looking to earn a living from that land.
- R:** For example, if you have 60 acres and you lose 10 acres to some type of a preserve, that's a significant portion of the grazable land you have.
- R:** It is. Yep.
- R:** Then you take away all the ... I don't know. I know that stream crossing they made really did a lot of damage.
- R:** I think a lot of the rules are made by people that never farmed.
- R:** Mm-hmm (affirmative).
- R:** They never see their land through that lens.
- R:** I do know that when I first moved there we had a lot of stream frontage. I mean, all the way through [inaudible]. I didn't even ... They said they'd pay and whatever. I didn't even care how much they paid. I said, "No way you're going to tell me what to do". I planted all these trees and I still have problems with some sections because we've all of a sudden got much more water than we ... It comes down and, wow.
- M:** Susan, you've been in farming a long time. What kind of impressions do you have?
- R:** As an outsider, I've been farming for a long time. A year ago – I'm curious if any of you in your county have been invited to a meeting by an agricultural agency trying to convince you to sell the development rights to your property? I'm sorry. I don't remember. You're in York County. I don't remember who else is [crosstalk]
- R:** That's what I did.
- R:** Okay.
- R:** That's the Lands Trust type thing.
- R:** There was someone from the Lands Trust there, but you don't get any money from Lands Trust. You just donate as-is. They offer about half as much per acre as a developer would offer you. They want you to sell the development rights to your property, so the property never develops the way it would with the little pink houses in the fields. You have to, before they'll take the land –
- M:** Which is what you want. That's what you said originally.

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- R: Yes. Yes. However, before they'll take the land, you need a soil conservation program – plan – and a water conservation plan. If you have animals, a manure conservation plan and what-have-you. So, you need to have everything spic-and-span before your property is accepted. Now, they will offer you people to help you with all of those, but they're two years behind so nobody's going to be able to help you for awhile in putting all these things together. I wonder what's to prevent the county somewhere down the line from selling the property? Remember, my perspective, guaranteeing that the land doesn't develop. I'm gone. What if somewhere down the line the county says, "You know, we can make money off this property ..."
- R: Or, we're going to build a school here.
- R: Yeah.
- M: Let me see how this fits [crosstalk]
- R: I'm listening to what you're saying about hoops you have to jump through, rules that people make that you have to abide by ...
- M: So how do we apply that to ... What you're talking about doesn't specifically apply to our wetlands ...
- R: Not to wetlands per se, but to agencies ...
- M: Right. I guess we're talking about agencies being [crosstalk]
- R: Are we only talking about wetlands here? I'm sorry. I didn't understand that.
- M: Well, yes, that's correct. However, I'm still interested in your opinion. If you think – I was involved in this other program, I heard about it, and I'm concerned. That's relatable. So, you're concerned about ... In that instance you were actually selling your property. I guess that's not the right term, but [crosstalk]
- R: My first connection with your agency was a survey that you sent to me. There was a whole list of agencies on there. "Are you aware of all of these agencies? Would you trust these agencies to – ?"
- M: Good point.
- R: I didn't know those agencies, for the most part. They were unfamiliar to me.
- M: So whether to trust them or not. I'm not talking about a specific agency or anything here, just how do you feel about programs and the involvement with ... If I said that, because you've got a couple of things here of government is inflexible and potentially decisions are made by non-farmers, if it was ... One of these could be brought to you by Ducks Unlimited, which is an independent organization. Do you feel differently about involvement of an organization like that? If they were to approach you about it or they were to finance the restoration of wetlands?
- R: I think they're more interested in outcomes than maybe rules and requirements and the rest of the things, so to that extent it's a good thing.
- M: You're saying the non-government entities may be more interested in the outcome than ...
- R: Yeah. When I joined CREP, I had a grant from the Isaak Walton League that allowed me at the same time that I was preserving the stream buffer to come in and do a stream restoration. So, they restored the sinuosity in the stream. They stabilized the banks. They put grade structures in so that it's not moving back and forth across the flood plain,] and between the two programs, it was a very effective resolution to what was done. It wasn't just throwing it into conservation. It was actually to effect some repairs in cooperation with that. It didn't cost me anything out of pocket, which was also good as well, but I can certainly appreciate the regulations kind of thing. They come out every year and inspect. They say, "You have deer browse damage, so we're not going to pay for those acres". There is that kind of stuff that goes on, so you have to work with them to do that. In my other life, I'm an engineer. Worked with a highway agency for 30 years and part of my responsibility was roadway design, but I recognize the permitting for wetlands that we would always have to go through in order to take a wetland. When you take it, you have to replace it as part of the Corps of Engineers regulations. It strikes me that there's a market opportunity there for people with land to deal maybe directly with those that are taking it as opposed to through a government agency in order to provide mitigation in areas that make better sense. A highway department will slap a wetland down next to a roadway that doesn't necessarily provide any habitat. Certainly not habitat you want to attract animals to. It's a forced [inaudible], whereas on a farm with a lot of stream frontage may be a great opportunity to provide wetland mitigation that actually works. Provides flood control. Provides habitat. Provides a lot of those sorts of things and also provides a living to a farmer or what-have-you without maybe the rules that a government agency is involved in these programs.
- M: Yeah. If we think back to what we said some of the positives were of this wetlands restoration or maintaining it: wetlands, wildlife habitat, improvement of water quality and, quite frankly, as you mentioned, there's some rental payments, some money that would go to the farmer. Why do you think these government agencies are willing to offer money for performing these changes to your property? Or maintaining the property in a certain way? What do you think?
- R: Reduce run-off.



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- M:** Well, why would they pay for that? Why do you think – ?
- R:** They're in there at the Chesapeake Bay Foundation. That's another outfit that pays, helps to pay for the conservation programs.
- M:** Yeah, so why do they do that? I'm trying to get at ...
- R:** They're trying to improve the water quality in Chesapeake Bay. My last job was in Aberdeen Proving Ground and I spent some time on the water. The Corps of Engineers has an artificial island that's one mile by two miles and at its peak it's going to be like 48 feet high. It's all silt that they've dredged out of Chesapeake Bay. Imagine how much silt that is. One mile by two miles by 48 feet high. That's a lot of silt. They have a channel program going on all the time, where they're dredging to keep the channels up. That silt that goes in Chesapeake Bay is incredible.
- M:** Water quality. Improving the water quality might be an ultimate reason to do this.
- R:** Of course, the whole blue crab and oyster and everything else, the fisheries that are in the Chesapeake Bay.
- M:** Yeah, maintain the marine life.
- R:** I think it's socially and politically desirable as well. Every now and then we get a referendum on the ballot that says, "Would you support payments to conserve [inaudible] or improve quality or restore wetlands", so the general population is supportive of those things whether they own farms or don't or never set foot on one.
- M:** Yeah. Any other rationale you think that they would be doing this?
- R:** When you have that in your conservation program about you keep nitrates from going down, the phosphates and all that stuff from going down into the Chesapeake Bay.
- M:** Yeah, so the end result [crosstalk]
- R:** You got your manure tank or whatever you have, then you can only spread manure in so many places during the year, or how does that work?
- R:** [inaudible] every winter and so forth.
- R:** Yeah, [inaudible] every winter.
- M:** Okay. Let's see if we can break some of these programs up a little bit. By the way, you have a lot more negatives than positives. Positive is revenue, habitat, prevention of soil erosion, things like that.
- R:** I would say land stewardship might be added as a positive also.
- M:** Okay.
- R:** We all feel some responsibility to the land just because we are farmers.
- M:** We can add positives or negatives as we go along with that. Let's talk a little bit about the various elements of the programs. I'm not going to pull a program and talk about that one specifically. Just talk about some of the general things that are in some of these programs that I've heard you mention. With all of these programs, there is a payment model by some methodology. There's either a one-time cash payment or there would be maybe a rental price per acre as we heard paid over the lifetime. Is there a preference for that? I guess that's what we're looking for. If you were going to be involved in a program like this, and some of you have already been there, is a one-time payment more attractive or less attractive than per-acre payments over the course of the life? Makes no difference?
- R:** I think for me the reason I could even stay there because my husband left. He wasn't a real farmer anyway. I had that farm on my own and I had two kids to raise too. If I had not been able to put it in farmland preservation and gotten that, because he got a mortgage on his half ...
- M:** Were you getting per-acre payments or a one-time payment?
- R:** It was a one-time payment for farmland preservation. I think they're great as far as they had been ... You know, like conservation people came out, but they never made me change a thing. My barnyards run down pretty close to the stream and stuff like that, but I know how to manage them. Where my animals, the barnyard, are locked right near the barn for the winter and things like that. I have as many fish and crayfish and all as I did when I moved there.
- M:** So the one-time payment worked well for you?
- R:** Oh, yeah. I wouldn't have been able to stay there without it.
- M:** You've been involved in one of these programs, right?
- R:** I'm in CREP, so I get an annual payment. It's limited to, I think the initial term was, 10 years with one option to renew up to five more years. So, I'm about done and then it's over. Unlike a conservation there's no easement put on my property so it's always stayed in my name. There's no encumbrances, if you will, on it which to me was a positive. It sort of depends on all those things. You can look and say, well, if I say an

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- annual payment, am I sure that there'll always be an appropriation there, that it's available to be paid? Would I rather take a lump-sum and deal with it or invest it like I want to?
- M:** Okay, so there's some decisions to be weighed. Will the money continue to be around? If you're making the decision and you're 80 years old, that might be different than if you've got two children you're raising at the time. I don't know. Dave, if you ever were involved, would you have a preference?
- R:** I think I'd prefer not the one-time payment. I would prefer to spread it out.
- M:** Over a period of time.
- R:** Yeah.
- M:** Okay.
- R:** Tax implications, if nothing else.
- R:** Yeah.
- M:** Well, okay, there's something else to contend with.
- R:** Yeah, but if you want to pay a mortgage, a one-time payment is great.
- R:** Yeah.
- M:** One of the other elements of these kind of programs is, as Kirk just mentioned, the term of contract. How long are you comfortable getting involved in a project like this? What do you think, Susan? We're talking about the term of the contract that you'd be involved with with this agency.
- R:** How many more years do I have to live?
- M:** Well, as Kirk said, they're capped typically, so they can be short-term, long-term ... Yours was what? 10 years, you said?
- R:** Mm-hmm (affirmative).
- M:** Does that sound like a reasonable time? Shorter? Longer? What kind of things do you think about that would make a decision about the length of the contract?
- R:** I think it depends how much control you're giving up on that piece of land. If you're giving up a lot of control, 10 years can be a long time and things can really change at the end of that.
- M:** Yeah, but why would you be concerned about that? Because of potential changes over the course of time.
- R:** If you put a lifetime easement on it, a permanent easement, and at some point in your future you need to sell the property, does that impact your ability to sell it? Does it reduce the value at that point? Any of those sorts of things are important. Passing onto your kids. Higher taxes on farmland here in Southern York County is pretty outrageous. So, even being able to keep the land because of the extent of the tax payments is an issue.
- R:** [inaudible]
- R:** Yeah.
- M:** Yeah.
- R:** There is another issue. Taxation is really very high on so-called unimproved land or farmland.
- R:** Gee, I think it's low.
- R:** Well, my taxes in western PA on twice the acreage are a third of what she pays.
- M:** Is that right? Wow. Big difference.
- R:** Yep.
- M:** You mentioned these –
- R:** Yeah, but the neighbor across from me that has less than an acre and just a little split-level pays more taxes than I do.
- M:** Well, it might be because of the value of what's on the property.
- R:** I couldn't believe it.
- M:** You brought up the term "easement". Tell me about your ... Some of these programs you get involved in might involve an easement. What's your thought about or concern about ...?
- R:** We looked at the Farmland Trust, the same program you were talking about, because they came around in our community. In that case, it's my impression that they're looking for a conservation easement on the entire property. Our thoughts were we wouldn't mind putting a conservation easement on the stream systems that wouldn't or shouldn't ever really be developed or utilized intensely in the name of water quality and what-not, but I don't know that that's an option through that program there.
- M:** Did you ask that question? I'm interested in ... When you say people are inflexible ...

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- R:** They weren't really forthcoming in the meeting, I found. It was kind of like, "Well, sign up and we'll come out and look at your property and we'll talk about it". I'd rather know a little more before I start.
- M:** Sure. What concerns you about easements?
- R:** An easement is a long time and you don't know what your family will endure, what your children and your grandchildren ... It may be a situation where the easement lowers the value of the property. We're in an area where houses are being built on all sides of us.
- R:** That sort of thing can affect even the viability of the farm. We've had neighbors moved in against our woods and they're complaining because a tree falls down and we don't go in and clean it up. It's not a park. It's a woods. So, folks move into these areas and the housing and then they don't like the smells, they don't like the manure, so it starts to encroach on a farm's ability to even do what they want to do. In our township, they start putting things on plaques that say, "Do you realize that you're buying a house that is next a farm or in farmland?" You need to be aware that there's going to be smells and things like that that you have to deal with to protect the farming, but it's an issue.
- R:** What's in PA [inaudible] passed the Farmlands [inaudible] Act a few years ago, which said basically, "You can't sue me because I spread manure next to your house".
- R:** Right, but could all that intense development pressure affect the viability over a long term as a farm and then you've got an easement that you can't do anything with, but you also can't operate because [crosstalk]
- M:** Most of you, your land's been there for generations in the family, so I can see you're looking for the long-term perspective, who you're going to pass it down to.
- R:** Everybody wants to build a house in the country and be the last person to do it.
- Group:** Right. Yes.
- R:** Every one of them. The first thing they say when they meet you as a landowner who has a large tract of land that's undeveloped, they say, "We hope you never sell your land". [crosstalk] "Except give us first chance".
- Group:** Yeah. (laughter)
- R:** Just an acre. Just give us an acre or two.
- R:** Right in the middle. [laughter]
- M:** Yeah, nobody really wants any neighbors.
- R:** That's right. I agree. At some point ... I don't know if Farm and Natural Lands Trust would be interested in our property because of that. We're already surrounded by homes. Does it make sense to spend the money to put an easement on something that's already surrounded? We're just southwest of York. From our place, we can see the country club. That whole thing, that whole way of life is kind of creeping towards the farm.
- M:** Moving down.
- R:** And does it make sense to preserve land that's that valuable?
- M:** Yeah.
- R:** Maybe we should invest our money in buying up these tacky houses and tearing them down and putting them back into farmland.
- R:** Yeah.
- M:** Also, the work being done is another characteristic of a program like this. The contract may state there's got to be multiple bids. It may say that you could do the work. It can say that the agency will determine who's going to do the work and you might approve it. What would your thought be if you were involved? Do you want to supervise? Do you want to select the people that are going to do the work? We're talking about the restoration of the wetlands. Would you prefer to do it yourself?
- R:** For myself, I think that would depend again how much control I'm giving up and the length of the contract as well. Yeah, just the whole structure.
- R:** For me, I think it would depend on the project itself. I mean, if it's a huge project or something that requires a lot of soil movement and everything else to restore, I'd rather let them select it and have someone that has done it before and knows what they're doing.
- M:** If you're not in the large land movement business or know somebody that is, so you'd be more comfortable letting – what would your involvement be? Do you want to approve of that? How much involvement would you want? You're going to let the agency take care of all of that, but do you still want involvement or is that carte blanche? You know what they're going to do and you'll let them do it?
- R:** [inaudible] have approval, authority over the plans. With the stream work that I did, the company that took care of it actually procured the grant through Isaak Walton and did the work and the permitting and everything. Even a company like that that does this on a regular basis, it took over a year to permit the



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- activities through Pennsylvania DER and the Corps of Engineers. If I had tried to handle that, it would take forever. [crosstalk]
- M:** Okay, so there is some advantages.
- R:** Certainly, but I said I want to know what's going on. I want to have authority to pull the plug if I don't like what it's developing into.
- M:** Okay.
- R:** Yeah, the EPA is involved in everything. You can't do nothing without the EPA being ... They want to control every little ripple or run-off you have on your property. There's a little dry run behind my barn that I use to drive to with the truck or back the truck up and unload stuff. One big rain, four inches last year, that thing is four foot deep now. Don't even get near it. It's that deep now where it just took everything out.
- M:** A program like this may require site visitations for inspections periodically. What's your thought about that?
- R:** That would be fine with me.
- M:** Not a problem?
- R:** I have limited understanding of wetlands, so I would like to know what an expert thinks.
- M:** Okay. Is there any concern about it?
- R:** I've told them and they've come out, like I said, they come out all the time and inspect. I basically said I don't mind you coming out, but I want to know when you're going to be there. I don't want people traipsing across the property.
- M:** So you just want notification of it?
- R:** Yeah, I just want notice.
- R:** Yeah, it's your property.
- M:** Yeah, to know who's there, what are they traipsing around for. Sure.
- R:** If you're out hunting or something and you don't expect someone to be out there in those woods, you don't want to shoot somebody by accident because you didn't know they were there, or anything like that.
- R:** I would want to be with there with them, too. Take me with you when you go look at this.
- M:** Maybe there's something for you to learn along the way.
- R:** Yeah.
- M:** Sure. There could be numerous program sponsors. Just a general reaction: How favorable are you to a program like this being brought to you by the Federal government? How many of you would be favorable of that? I don't know to what degree. A lot of head shaking ...
- R:** They used to have a program where they would pay you 50 or 75% of these projects. Like I wanted to put that pond in, but they said there was no money [crosstalk]
- M:** I don't mean the amount of remuneration for it. I just mean who's behind it. How do you feel about a program like this being brought to you by the Federal government? Dave's not so sure ...
- R:** I wouldn't [crosstalk]
- R:** In the past, in Washington County where I have my farm, the local soil conservation service, which was basically an adjunct of the Federal government, was cooperative, easy to work with, flexible, etc. I can't speak for them now because I haven't had any involvement with them for a decade or more, but they were good.
- M:** That was Federal at that point.
- R:** But they were the local people and most of them were from the area. They knew the area, they knew the farms, and they knew the people.
- M:** Okay. Are you more comfortable working with a state organization or a state agency?
- R:** I think at this point virtually every program that's out there has the Federal government and probably the State in there in some way. CREP is cooperative on Federal and state. All of these things, so maybe the question is, is there an alternative that doesn't involve that and would that be preferable? I would certainly say so.
- M:** Would that be the non-profit side? The Chesapeake Bay Trust? Ducks Unlimited? Are you more comfortable dealing with agencies like that? We're not sure? Rich thinks maybe.
- R:** I think that Ducks Unlimited, I'd rather go with them and get away from the government altogether.
- R:** I have a question. There are some areas ... I've planted lots of trees along my brook and have for the last ... A lot of them now are really big and really doing their jobs, but then there's certain places it seems that the water coming down my brook, and I'm at the very head, it comes from springs. There's some areas, though,

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- that I can't control. Because the water that can come down is so enormous that it literally washes over, and I have some banks that are –
- M:** I see what you're saying.
- R:** – getting close to the height. The brook itself is going down into the ground –
- R:** So, what's your concern about that?
- R:** Is there a ... I never thought about it. We have certain areas that it keeps getting washed down [crosstalk], whole sections of soil, and the banks now, some of them are as tall as this room.
- M:** Well, it's a little –
- R:** I'm wondering –
- M:** It's a little off target of what we're talking about. However, it sounds like, we talked about erosion and so forth, maybe there's some program out there that may help with that.
- R:** Yeah, that's what I'm wondering. Is there –
- M:** I don't know of one and I don't know that anybody specifically knows of one, but I would say that there probably is something that could look at that and maybe there's some help or advice.
- R:** Put in a .... what?
- R:** I had thought that it was a perfect thing for putting gabions around where the stream changes direction to reduce the erosion and to provide a barrier against the water, but it would require some engineering beyond our ability to do. Also, your –
- M:** It's a good point. Okay, let's pick up right there for a second. If you had a question like that or you heard about some program that you might be interested in or even want to know if something existed like that, how would you find out about it? What I'm looking for is, what's your information resource? She wants to look for somebody that can help her with this erosion issue. Where do you go to look? Or, if you thought maybe I want to take advantage of one of these wetlands offers?
- R:** Soil Conservation?
- M:** What would be your first... I guess I'm trying to understand [crosstalk] –
- R:** Or FSA?
- R:** Yeah, that's ...
- M:** FSA?
- R:** Farm Service Agency.
- M:** Yeah.
- R:** NRCS.
- R:** Yeah. They're real familiar with the programs and put you in touch with the right people.
- M:** Okay, so you know a couple of sources to go to.
- R:** Extension Service may be another one.
- R:** They don't [crosstalk]
- M:** Are you just ... Are you grabbing at those or are these resources that you've actually used?
- R:** I've used the FSA and NRCS.
- R:** Mm-hmm (affirmative).
- M:** What would be your ... How would you go about doing that? I guess the first thing you'd do is contact one of these agencies you're familiar with, comfortable with?
- R:** I think it helps building relationships with people in those agencies. It makes me somewhat more comfortable with it.
- M:** How many of you have a relationship with any of those? Farm Service or NRCS or Extension? Is there a person there that you go to, a name on an office door or a title of somebody? I'm not sure that I understand how you would proceed with those sort of things. Do you have a resource or do you just get on the Internet and search?
- R:** I like FSA because they're familiar with your farm.
- R:** Yeah.
- R:** They know. They have maps. They have elevations. They have highly erodible lands. They know all that and I think they can point you in the right direction if you tell them what you're trying to do.
- M:** Okay, so that's an organization –

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- R: We terraced our one farm. We had so much trouble with the grade and we terraced it. They helped us with that. There was some grant money available for the [inaudible] Creek Watershed and we made use of that. Stopped the problem. Really worked super.
- R: Oh, that's nice to know. I never asked them about ...
- M: What other ... Are there any other sources that you use for information?
- R: NRCS is the one who administers the CREP grant. We don't really have a contact, but we don't hesitate to drop in and they're always very helpful.
- M: Okay, so you do have a go-to source for information. I guess that's an important characteristic to try and understand. How do you typically hear about changes in farming methodologies or technologies or any of those things?
- R: Lancaster Farming. Lancaster Farmer magazine.
- M: Oh, you go to specifically the Lancaster Farmer magazine, okay.
- R: Recently there was an article on the front page about farm and erosion control.
- M: How else? What other avenues do you have for hearing? Some of these agencies, FSA and so forth, they're go-to agencies, but how do you keep up-to-date with what's happening and the changes? How did you find this biodegradable plastic resource?
- R: Well, I kind of found out through distributors and salesmen and I'm sure it was advertised at some point in Lancaster Farmer also. If you read that, if you page through that regularly, you will be kept up-to-date.
- M: How do you get to these suppliers? Do you meet with them periodically? Do you have to call them? Are there meetings that happen in this building that they bring in professionals?
- R: For vegetable growers, there are always the Mid-Atlantic Vegetable Conferences in Hershey and that's a premier place for vegetables growers. They have seminars there. They have concurrent educational sessions. They have a pretty big trade show and you get to talk to the suppliers there and things.
- M: Good point. How many of you participate in those kinds of things, seminars? I see there's a couple of them going on here in this building today. I don't know what the subject matter was, but maybe that's the same sort of thing you're talking about from Hershey. Others of you participate? Dale, do you participate?
- R: No, I don't participate in something like that, but for dairy there's probably a dozen different publications which come free of charge. Magazines and so forth. That, along with FSA who sends me weekly or biweekly emails on different program changes and so forth.
- M: Okay. Susan, how do you keep up? You're more on the management side.
- R: I'm strictly an Internet user.
- M: Mm-hmm (affirmative).
- R: So I'm picking all of your brains in being here today.
- M: Okay, that's a viable source for finding any of these organizations that we're talking about. There's no question about it. They're all there someplace. Do you use that as a resource to kind of keep up-to-date with what's happening? Any other resources come to mind?
- R: Facebook. They have all these groups now. Things like we raise ponies.
- M: I'm not sure of that ... That might be for [crosstalk] for the sale of your product, yes.
- R: Oh, yes.
- R: Not only that, but it's not just advertising, but it's information about and suppliers and so forth and education.
- M: So you're using social media to keep up-to-date?
- R: Yeah, because they have the different groups now. They have -
- M: Yeah, there are other people-
- R: They've got a group called like Get your Horse a Ride, so you can get animals transported all the way across the country, which we've used.
- M: Yeah, you're talking to people who are in the same general business you are and finding out what they're experiencing.
- R: Yeah.
- R: Most companies now have a Facebook page and if you like their page, you get all their updates. It's at least something to tip you off that there's something new to search further on. It's not so much purely information. It's not like a Google search, but it still gives you an idea of what they're working on.
- M: How do you want to be communicated to? If I had a wonderful program that I wanted to introduce to you, what's the best way to let you know about it? I don't, by the way, but -

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- R: [laughter] too bad.
- R: For me, I would say email.
- R: Email, yeah.
- M: You're frequent users of email.
- R: Mail.
- M: Regular old –
- R: Snail mail.
- M: Yeah, good. At least you've got the term down, snail mail. That's what it is. What other ways might there be? Dale, how do you like to get information?
- R: I get so many emails that I pretty well just delete everything that comes other than what I know, so it might be hard to get me that way. I don't know. Phone calls are typically unwanted, so probably snail mail or just an advertisement in a magazine or something like that.
- M: What kind of publications do you typically read? I know you said there's a lot of them in the dairy industry, but anything stand out?
- R: Farm Journal, Pennsylvania Farmer, Dairy Today, Progressive Farmer. There's a whole scat of them.
- M: Do you belong to other groups? Is there a dairy farmers association that you belong to, or any of you belong to?
- R: There's a Pennsylvania Sheep and Wool Growers Association.
- M: Okay. What else? What there organizations do any of you belong to? Anything? Susan? Dale?
- R: Holstein Association.
- R: It's a very active Vegetable Growers Association in this state.
- M: Yeah, I even know quite a bit about that.
- R: Yeah, and the auctions have started playing such a big part in vegetable production that you get things through the auction too.
- M: Richard, do you belong to any organizations that deal in the general farming atmosphere?
- R: [inaudible]
- M: Kirk?
- R: I used to belong to the Pennsylvania Farmers Association, something like that.
- R: Farm Bureau too.
- M: Farm Bureau [crosstalk]
- R: [inaudible]
- M: The program that we're talking about, what's the chief benefit? If you're going to receive something by whatever methodology that you'd like to receive information, what are the key factors that we want to present about a program like this? That would have you be interested in it or consider it or at least not delete it from Dale's email? What are the most important characteristics we talked about for this program? Susan, what do you think?
- R: That list of pluses that you have up there.
- M: Okay. Which one stands out as the most important to you?
- R: I'm trying to read your handwriting.
- M: You'll ... That's a ...[laughter]
- R: Yeah, I agree. That is a little difficult.
- R: Habitat ...
- M: Usually ...
- R: Revenue.
- M: Good luck, is all I can say.
- R: Stewardship.
- M: Yeah, okay, there's –
- R: Habitat, revenue, stewardship.
- M: There's primarily habitat. There's a revenue. Stewardship and restoration of ... Habitat, that's wildlife. Erosion, prevention of erosion, those kinds of things.
- R: They're all good. It's not a huge list and it's all good.

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- R: From my perspective I'm thinking about transferring the farm to the next generation. I was able to purchase the farm and we doubled the count numbers that were there in order to pay for it. At some point in time, maybe my son could sell off the development rights and he would be able to pay for it, but where does it go from there? It seems to me there's an awful lot of old farmers that aren't thinking about how they're going to transfer their farm to the next generation and the revenue stream is not large enough to cover the mortgage and what that farm's worth. Yeah, you can sell the development rights, but then what about the next generation?
- R: I can say one thing. When I sold my development rights to pay off my mortgage, but then after my kids – my youngest is now 19 and now I'm always there by myself, farming by myself, and I put my farm up for sale and I found out that the fact that the development rights had been sold did not affect the price at all. It was way ... Just this ... You could get ... Because people –
- R: I guess what I'm saying is you used the development rights to keep that farm for yourself. Now, if you wanted to pass it on to the next generation and get something for your retirement or whatever from the farm, what are they going to use to buy that farm?
- R: My kids are ... I have a doctor daughter and all kinds of stuff like that.
- R: I see your point, there's no big chunk of money they can get.
- R: The money's already gone, yeah, so ...
- R: You're running out of those pools of money.
- R: Right. Exactly. So, I think the one up there, revenue, would be probably top because somehow we need to –
- M: That's a good point, yeah. Let me get back to Kirk who's actually collected some revenue for these. Was that a big piece of the decision? The reason I ask that is I'm thinking, "Well, maybe if they offer a little bit more money, more people would be interested". That's a ridiculous question... You're always interested in more money, but how much of a decision was the financial part versus the betterment of the environment to you?
- R: To me, we entered this program within a year or two of having purchased the place, so my primary objective at that point was to restore the stream alley. It was terribly eroded. The stream would move 20 feet a year. So, that was my objective. I was able to do that through these two grant programs that paid all the costs, so it was no out-of-pocket. I wasn't really concerned about the revenue. It was something that would offset the taxes a little bit on the rest of the place. So, that met my needs, but now as I'm looking forward, I have the same goal to pass it onto my kids, but how do I do that? How are they able to support ownership in the family? Hopefully in a hundred years my kids will be sitting here saying the same thing. It's been in the family for a hundred years. That looks pretty bleak between inheritance taxes and all those sorts of things.
- R: And development pressure.
- R: Yeah! How do they ever pay to foot the bill even to take it on? That's a big challenge. For me, I was only able to buy it because I had income from a steady job. Any other way, there would be no way we'd have been able to buy that place. My kids, it's a challenge. I don't know that they could make enough off it to stay there and pay the taxes.
- M: So, it's a nice thing. It's a good thing. It's a helpful thing, but it may not be the whole picture.
- R: Right.
- R: That was the main reason that we incorporated was the ability to gift shares from one person to another without paying taxes. Over a course of 10 years, my father had gifted me just about all the shares. I have three other people that have shares, but I have about 80%. I'm now at the age where I need to start that with my son and my nephew, is gift them shares every year and slowly pass the ownership of the farm to them. Now, that doesn't ... They aren't paying me for land, which if you need that for retirement, that's another issue.
- M: Doesn't work, yeah.
- R: Yeah, but as far as passing it, incorporation. It has its drawbacks. I'm an employee. I pay unemployment on myself. I can't lay myself off. It has some disadvantages, but if your main objective is to pass it to the next generation, that has worked very well for us. You pay corporate tax. It has disadvantages, but as opposed to not having a way to pass it to the next generation, [crosstalk]
- M: That's your cessation plan, is ...
- R: Yeah.
- M: Yeah.
- R: It helps that I have two brothers that are lawyers too. [laughter; crosstalk] They come in handy. I'm not a big fan of lawyers.
- M: Everybody should have a lawyer and an accountant in your family.

*Group 3: Lancaster, PA (November 5, 2015)*

- R:** I don't know if it works for inheritance, but there's an alternative to full incorporation and that is the LLC, Limited Liability Company, which gets you almost everything you would have as an incorporated thing, but it's cheaper and less onerous. The tax filings are much less than it would be as a corporation and you don't have to pay corporate taxes. That's important. That's an alternative for a lot of people.
- M:** I have one more subject I want to talk about, but thinking about this overall wetlands program that we talked about, any other final thoughts or concerns or questions about it? Did we cover everything?
- R:** Can I ask you who is footing the bill for you today? Who's your client?
- M:** My client is the research company that's doing the research for this, but it is one of the conservation efforts that is looking for just this – what's important to you?
- R:** Private sector? Public sector? Federal, state?
- M:** Private-public operation. Just trying to find out ... These programs are ubiquitous, as you can imagine. You said you saw a long list of these things and you didn't recognize –
- R:** In the survey.
- M:** Exactly. I guess we're just collectively trying to find out what do people respond to and what's important and things like that. It's confusing and it's onerous and what changes could potentially be made.
- R:** So, repeat your question about wetlands? Maybe we can go around the room and give you an answer.
- M:** Oh, lingering concerns or ... Go ahead.
- R:** I think if Federal EPA gets their way we have not begun to see the restrictions on farmers, the changes that we're going to see with regard to wetlands. If a hose leaks for five minutes, it's now a wetland. That's almost literally going to be the way it's going to be if Federal EPA gets their way.
- M:** So you see an ongoing concern about increasing regulations.
- R:** Oh, yes. Much, much more than we've ever seen before.
- M:** Good point. Any other creeping concerns as we go forward about what we've talked about? Anything?
- R:** I think one of the challenges maybe is the existence of a clearinghouse. I'm not sure there is one for obtaining information about all these various programs that may exist, and there are tons of them. Some agencies know their programs. They don't necessarily know what else is out there. There is no one source as far as I know that you could go to to compare programs or determine what's best for your particular circumstances.
- M:** Okay. Any other concerns before I move onto this other subject? Okay? All right.

[END]



*Group 4: Mifflintown, PA (November 5, 2015)*

**Moderator:** Come in. Let me see if everything is going on here. My name is Wayne Jacobs. William, can you hear me okay?

**Respondent:** I don't hear too well.

**M::** I noticed that (laughs). I'll speak up a little bit. Anything you don't know, raise your hand.

**R:** Okay.

**M::** If you can't understand, that's all right, just raise your hand. We'll ... I had a little megaphone. Let me see. Nothing here, but we'll be all right. My name is Wayne Jacobs. I've come all the way from Maryland to eat ice cream with you. I haven't had any yet so, we'll live with that. There's plenty of stuff over there. This is a relaxed, easy conversation. We're going to talk about a couple of programs. All of you were recruited because you are landowners. I'll use the term farmers. Ideally, you may be ... I have the lowest seat in the place. It's like, can you still see me? You are actively working property or maybe managing property and I'm just interested in finding out a little bit about some of the environmental/ farming programs that you may be involved in or aware of and general reaction to them. Why don't we start with a quick introduction. Ben, maybe you can give us an idea, just a name. By the way, tape recorder. I don't like to take a lot of notes. I can't read it later anyway. There's a camera back there that I'm also – collect some information, your voice and so forth. If you wouldn't mind, Ben, just the name so I capture that and tell me a little bit about ...

**R:** My name is Ben Crago.

**M::** There you go. You're ... A little bit about your, maybe your farm, your size? Are you working, are you managing crops?

**R:** No farm, it's eighty two acres of woodland.

**M::** Okay.

**R:** In Juniata, as far as where we're at here and also in Potter County.

**M::** Okay, so it's all woodland?

**R:** All woodland.

**M::** Okay, and yourself? Has it been in the family for a long time?

**R:** The property in Potter County has.

**M::** Is that separate from the eighty two?

**R:** Yeah, it's ... By air miles it's probably a hundred and fifty miles north of here.

**M::** Is that woodland or is that worked?

**R:** It's all woodland.

**M::** All woodland, too? Okay. Is it eighty two in combination of the two properties or eighty two ...

**R:** No, it's eighty two here, a hundred and ninety six in Potter.

**M::** All woods, though? Okay. You do anything to sell the lumber, do you –?

**R:** Timber.

**M::** Okay, all timber work. Okay, and that's been in your family for ...

**R:** Well, that has. The others came from my wife's side of the family and we've timbered it once where I did a select cut on the eighty two in black log.

**M::** Okay. Appreciate your time. Hi, Eric. How are you?

**R:** Good.

**M::** Got you in the middle of a bite but go right ahead. Are you a farmer, a manager of area?

**R:** I'm a farmer. We farm roughly 400 acres. We have broilers and beef cattle.

**M::** How long has that been ... How long you been doing that? You haven't been doing it that long, but has it been ...

**R:** I guess it would be the fifth generation.

**M::** Fifth generation? Been around for a long time, huh?

**R:** It's the last two. What the last name on that?

**R:** Brubaker.

**R:** Brubaker.

**M::** What? You don't know them?

**R:** No, I don't.

**M::** There's somebody you don't know here, Harry?

*Group 4: Mifflintown, PA (November 5, 2015)*

R: Very much, yeah.

M:: I thought you knew everybody.

R: No, there's Brubakers in the western half, too.

M:: Been beef cattle for most of that time?

R: Yeah, as far as I know we've had cattle on the farm for ...

M:: Okay. Hi, Harry. How are you?

R: I'm fine. I'm great, I think.

M:: Tell me about your land.

R: Well, we've got 55 acres of farmland. It's in the CREP program. That's where it's at now and then we've got sixty five acres of woodland that we manage, timber every now and then. That's about it.

M:: Has that been around for a while?

R: Yeah, it's been – I really inherited it through my wife – there's four of us that have it. My father in law and mother in law, they passed on. The kids got it, my wife is one of the kids, so I ended up in the [inaudible].

M:: Lucky man, okay. Hi, Mark.

R: Good evening.

M:: It is good evening isn't it? It's evening time already. I left Maryland really early so here I am. Tell us a little bit about your property.

R: Sure, I ... We're involved with a family farm. There are sixty three acres, five and a half of that, we're in the CREP program, riparian barrier. It is currently a crop farm. It is in an organic program and there's probably, well, the balance of the five and a half would be production agriculture. Then there's about eight hundred fifty acres of woodland that is managed for select cut timber.

M:: Are you managing it?

R: We do, yeah.

M:: You harvest it?

R: Yeah, we take care of the marketing and so forth. There's a forester involved so ...

M:: Yeah, okay. I appreciate you coming out this evening and ... William? Tell us about ... Now is this .... Was that your bodyguard or is that?

R: No, she makes sure that I don't get into trouble.

M:: I'm sorry. May I call you by your first name. What is your first name?

R: Jean.

M:: Jean? Okay, Jean. I appreciate you helping William hearing. Maybe one of the two of you can tell me a little bit about your farming property?

R: I have one hundred twenty three acres. I'm retired. It's mostly farmland. We raise corn and beans. I don't do it. I rent it out. I'm retired.

M:: Okay, so you're managing the property. You have other tenant farmers? Somebody else working the property for you?

R: Yes.

M: Yeah, okay, and it's all corn and beans? 123 acres?

R: Sometimes barley, but mostly it's beans and corn.

M:: Okay, let me understand a little bit about farming in this area now. What are the challenges in farming today? Has it changed? More things to be worried about, concerned about? Think so? Mark's shaking his head.

R: Regulatory constraints primarily. Not necessarily well thought out common sense regulatory constraints.

M:: By whom?

R: Chesapeake Bay bullshit artists.

R: Yeah, primarily, the state and federal, the EPA, and of course in Pennsylvania the DEP.

M:: Well, okay, state and fed, and that's a different regulatory organization you were talking about?

R: Yeah, Chesapeake Bay people. We've actually had conflicts where we've cut and we've had the State say, in the past prior to the end of last year, it was a 35 foot setback in any riparian area. Chesapeake Bay came in and said it's 75 and I told them you go argue with the people in Harrisburg. Just get the hell out of my face.



*Group 4: Mifflintown, PA (November 5, 2015)*

- M::** Okay, we'll talk a little bit about some of those, some of those programs may be programs that may be backed by one of the organizations, state or federal or maybe one of the independents, the Ducks Unlimited types of organizations. We'll talk about all of those things. We're thinking about how farming has changed in the past X number of years. Eric, anything come to mind?
- R:** There's a lot more technology involved now. I haven't been farming real long. I'm only 30 but just in the years since I started farming, the technology has really changed.
- M::** Give me an example of how technology has changed. I know a good bit of it but ...
- R:** We've just recently, we've put GPS on our sprayer and also for our grain drill to plant cover crops and stuff. That's one of the biggest technologies ...
- M::** Yeah, cover crops. Sure. It was interesting to say, technology. Somebody we talked to this morning was talking about biodegradable plastic sheeting, which I thought was pretty innovative. You don't have to take it up and get rid of it now. Just melts and it actually has (phone rings) chemicals in it. That's the end of that. (phone vibrates) This thing is vibrating, shake your teeth. Anything else come to mind? Innovations? New things, more – is farming easier? Is it more difficult?
- R:** Well, I'll tell you what. I don't farm anymore but it's got to be easier. I started ...
- R:** It's easier. Better equipment.
- M::** Okay, better equipment. Yeah.
- R:** It's ...
- R:** The margins are slimmer and it's tighter. This young man here probably has the best handle on that but most of the guys I know, they're making less money now than they did in the 1950's.
- M::** Because of the margins you're talking about?
- R:** Yeah.
- R:** You say you're making less money. Now, the beans and the corn are paying for ... If you're selling beans, you're making money.
- R:** I wouldn't say great money. There were a couple years ago it was good but it's not real good right now.
- M::** What is that? Is that market price, is that commodity?
- R:** Between the price has come down also, I mean, every year the seed, the fertilizer, fuel, grain ...
- M::** Oh, okay.
- R:** I can understand the more money situation, because today when you buy a tractor it's 100,000 dollars. Whenever we bought a tractor years ago, it was 10,000 dollars, but that's a farmer's choice to buy that. I go out west, I see how the farmers out there farm, crop farmers ... When they go to work, they've got a forty two row corn planter out there and they've got a GPS. They can't even see the end of the field. They cannot see the other end of the field and they hitch her up and let her go. Everything is run by GPS.
- M::** It's automated for them?
- R:** It's automated and I was actually ... This friend of mine was putting in drain tile and they had a machine there with a reel pipe on it, six inch, four inch, whatever, and the hills, the hills and fields ain't level. This machine went along and it laid that pipe, but maybe an inch of slope to a couple hundred feet and it went up and down with the terrain. It was all run by satellites.
- M::** That's a big difference in farming.
- R:** It's in the past and I, myself, I see a big tractor coming down around the valley, it's got 8 wheels on it, 8 tires on it. Where do you farm with that at?
- M::** It's a big difference.
- R:** Big difference. We had a farm [inaudible].
- R:** I passed a combine coming from East Waterford and the guy was going the other direction. I don't know who it was because it wasn't one of the Brubakers there because most of the stuff those guys have got is not John Deere. [crosstalk]
- R:** It's work farm, right?
- R:** Yeah.
- R:** It's quite big [inaudible].
- R:** The neighbor going up the valley and I know that had at least an eight row corn picker head for it if it wasn't a ten.
- R:** That's a little one. [crosstalk]

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- M::** There's been a good bit of changes. Let me see if we can ... Let me steer the conversation to, I guess the subject I'd really like to concentrate on now that I understand a little bit about how farming changes. If I use the term, wetlands, what comes to mind? What do you think of? Talking about wetlands, William.
- R:** Yeah, I hear you.
- M::** What comes to mind when I indicate wetlands?
- R:** Swamp.
- M::** Okay. What else? Could be good, negative, positive, whatever. [crosstalk]
- R:** The definition that you get out of dumb environmental people is any casual water course that when you're working in the woods, we have to either put water brakes into it or quote drainage pipe.
- M::** Are you saying it's not well defined?
- R:** Yes. It's definitely ... It's ...
- M::** Or it has lots of different definitions?
- R:** It's a catch 22 depending on who you're dealing with and whether they got it in for you. [laughter]
- M::** Okay, so what else about wetlands when I mention it? What other things come to mind?
- R:** Wetlands, I think of as someplace that's always wet, always saturated. Cattails, wetland-type plants and those kinds of things. Not the seasonal ...
- R:** The seasonal springs?
- R:** The corner of the yard that gets damp when it rains. That's not a wetland.
- M::** Okay, but does it always have to be wet twelve months out of the year?
- R:** When I think of wetlands, I think of consistently wet.
- R:** That's what I would consider a wetland. Something that was –
- R:** I think the government ...
- R:** – under water all the time.
- R:** The government – I don't like to get into government, but the government has wetlands. They take it too far. There's a farmer out here, he's got a 20 acre field that's got a wet weather spring here and a wet weather spring there, and he farms. He's farmed for 50 years. All of a sudden the government comes along and says, "You can't farm that." Why? "It's wetlands." Who declared it wetlands? Somebody sitting in an office with expenses.
- R:** Some strange person. Some out of town man.
- R:** What's that?
- M::** How do you put an expression to that if we're saying what do you think of wetlands, would you just say characterize that as?
- R:** I need some help.
- R:** It's not clearly defined, Harry, is really what it comes down to and ...
- R:** Like I said, farmer's farmed that land for 30, 40, 50 years and all of a sudden, a government man comes out there walking around –
- R:** Some stranger.
- R:** – that writes on a piece of paper and he says you can't farm this anymore. Why can't I? It's wetlands. It's not wetlands. I'm the man who's been farming it. We've got some springs on our farm, it's red shale and you're going to have it where you have red shale.
- M::** Do that for me. Let's talk about each one of your properties then. Do you have wetlands on your property?
- R:** Yes we do.
- M::** Give me a description of it. See if we can make, build the picture of what wetlands really are.
- R:** Well, I'm going to tell you, this wetland was created. My father in law farmed that farm and it was hardly ever wet. Maybe a small spring. Okay, they started no-tilling. What happens when you no-till? The ground does not get rotated, does not get tore up. Underneath, there is ground underneath. It's solid so water has to go somewhere. If it can't go through that, it's going to come to the top.
- M::** Because it hasn't been tilled?
- R:** Pardon?
- M::** Because it hasn't been tilled?
- R:** Because it hasn't been tilled.

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- R: Yes, it's compacted.
- R: Impact in patches, it's going to come to the top. That's what's ...
- R: You're saying if it has been no-tilled it's compacted?
- R: If it's not plowed and turned over, it's going to be compacted.
- R: I would disagree with that. We've been no-tilling for 30 years and ...
- R: You're tearing it up somehow.
- R: Nope. We do not. Nothing.
- R: Otherwise you got a big tractor there that weighs 3 tons, 4 tons. You're telling me that's not going to impact that ground down to spring after winter freezes it up?
- R: Nope, we have places in our fields where every year when we come by in the fall we would make rutts as deep as a combine. We started no-tilling. It fixed all that up. The water drains down through the soil. It definitely ... We've seen a difference in it.
- R: It all depends what type of soil.
- R: That's true, that's true.
- M:: That could be the answer. Maybe different types of soil? [crosstalk]
- R: It depends on ... There's guys out and you get a four inch rain and they're out on it with a big chucker tractor. It will compact it, but we watch if it rains, we stay off the ground.
- R: I'll give you a good example. Go up to Mifflin County, and see who's working in the ground first.
- M:: What do you mean by that?
- R: The guy with a bunch of equipment, heavy equipment, or a Dutchman with a team of horses?
- R: Well, you don't have to go there. All you got to do is go down to Cedar Springs.
- R: It's in Juniata County also. That ground for them horses, that's never been run over with a ...
- M:: No heavy equipment?
- R: No heavy equipment. It's not compacted. It's loose.
- M:: That better drainage there, you're saying?
- R: Better drainage. I think it's better drainage.
- M:: You think it's a heavy equipment compacting?
- R: Well, that's my common theory of thinking, that's it.
- M:: Okay.
- R: When he's working, he says no, but I don't think it's good for the ground to be run over like he was saying, combine and pushing it out and sinking, clear down to the sub-soil. Now, the hard pan is where it's going.
- M:: Regardless of the soil for a second, think about – I'm trying to understand what the wetlands on your properties looks like. Let's do that. Ben, tell me – you have wetlands on your property evidently by shaking your head. Give me a description of it. I mean, are you talking about ...
- R: Black Log Creek runs and literally bisects the property.
- M:: You have a creek?
- R: Yes.
- M:: A little creek, are you talking about a –
- R: Well ...
- M:: – could you float a canoe in it?
- R: Right now if you ain't wearing hip boots, you ain't going across it. [laughter]
- M:: Okay. Is that typical or is that because it's been wet?
- R: It's partially because of the fact that the stream is a meander and it quote is in an area that doesn't have a lot of slope in that particular area so consequently the stream is soft on the banks. If you go in there and you try to take a skidder through it, you're in trouble. The only time you can really work that area is when it's frozen.
- M:: Okay, and that runs the length of your property? A good part of it?
- R: Well, I would say that basically it's like the county – it's long and skinny, and the wetlands, the creek bottom area there is probably half the distance across as what it would be going up and down the sides of the mountain on either side.
- M:: Okay, so your wetlands is an actual – you went from creek to stream, so I guess it's substantial.

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- R: Yeah, and [inaudible] County's almost totally ... There you can almost work it right to the edge of Cross Fork Creek.
- M:: Okay. Eric, describe the wetlands on your property.
- R: We have a small stream that runs through our property and there's 2 or 3 acres that there's some springs come up. There's cattails in there and some walnut trees and just some ... It's not real big but it all lays flat.
- R: You got creek willow?
- M:: It's always wet?
- R: One or two of them. Not a lot but there's a few in there.
- M:: Fed by the stream?
- R: Well, there's actually a lot of springs going onto the stream right there.
- M:: That's wet most of the year? All year?
- R: Yeah, most of it's wet all the time.
- M:: Yeah. Harry, give me a description of the wetlands on your property.
- R: Well, the one spot is a field that has been farmed whenever it was farmed but it leeches out on top of ground and it's pretty wet. There's no cattails or anything because it's ... We control and we mow, control weeds and spray weeds and stuff. Then we've got six or eight acres that's got a stream bed, it goes through it. That's a wet and dry spring. In the spring of the year, you're going to have running water. Right now you might have a little running water because this rain lately, but it's mostly dry.
- M:: Mostly dry? Yeah.
- R: My boy and I, we took that field. We turned that into a propaganda game commission. For game.
- R: Propagation.
- R: Our own game – propa – whatever you want to call that.
- M:: Yeah, so ...
- R: It had to be done, we –
- M:: You don't farm it, you use it as a habitat?
- R: – we left ... It was all full of trees and ... What happened really, here my in laws inherited this farm 30 years ago, 20 years ago, right? Well, they didn't do nothing to it. No maintenance. I was working electric work away at home. I didn't have time to be farming and so they left it, they farmed it out and then 15 years ago they put it in the CREP program. That was a mistake because you can't control weeds by mowing one-third of your farm every year. I was born and raised in a dairy farm. You've got to mow your ... You've got to mow to get to keep the weeds down. You don't even have to spray them really. I started controlling weeds by pulling wild mustard out on my hands and knees and [inaudible] is the day I'd missed (laughs). That's how we've ... You've got to mow and this is where we took that field and we did it, grew up in walnut trees, so we just started cutting them all. We didn't want a million walnut trees. Of course, it might have paid 50 years from now, but this is now, so we just turned it into ... We posted it so nobody could kill all of the rabbits and we started training dogs, trialing dogs, so we got a little business there in that field.
- M:: Yeah. Is that for yourself or you're selling the rights to hunt on the property?
- R: No, we don't let anybody in. The last time I let somebody in and they shot 50 or 20 rabbits and I wasn't happy.
- M:: Yeah, okay.
- R: I mean, if you want ... Like I told Jake, if somebody old ... I mean, I'm not saying you're old, but somebody ...
- M:: Thanks a lot. This guy gives me ... [laughter]
- R: Somebody that's crippled or some kid, twelve year old kid wants to hunt, wants to shoot a couple rabbits, we'll take him on. It's going to cost him something.
- M:: It's a source of income.
- R: Mine.
- M:: Yeah.
- R: I'm retired.
- M:: You said you'll take them. Is there any revenue generation from the habitat?
- R: No, no, it's not ... No, I don't even think money.
- M:: See that's big on the Eastern Shore.
- R: I know what Eastern Shore is like but that's ...

*Group 4: Mifflintown, PA (November 5, 2015)*

- M::** Okay, Mark, tell us about your wetland area.
- R:** Ours is at the source of a main stream. It is fairly, the bank's fairly low. Primarily probably 9 months a year it's very wet. Not a large area. I would say maybe a half an acre to an acre and then probably depending on rain, late August, right now the water runs when it rains, but usually 9 months or 10 months a year it's a steady stream and spring fed so when they come up they tend to run out around the edge. Then about halfway down, many, many, many years ago, the stream bed was actually changed for... because it would flood in the spring and create problems with the pasture land so they took it from a meandering stream and took it straight down to the road. That's only about 50%. The upper part is the natural ...
- M::** So it is effectively what wetlands would be classified as ... Yeah, okay. All right. William, what's your wetland area look like? Don't have any?
- R:** Not to speak of, no.
- M::** No water on your property at all? No wet areas?
- R:** Well, on the outskirts of the farm there is a stream but that doesn't affect us whatsoever.
- M::** That's your property? You say on the outskirts. Is that on your property?
- R:** Yeah, I would say so. Part of it, anyhow.
- M::** Is it a significant part of your property or borders a good ...?
- R:** No, it just borders –
- M::** Okay.
- R:** – I couldn't call it wetland at all.
- M::** Okay, what are the positives or negatives of wetlands? Well, let's think about the positives first. What are the positive characteristics of having wetlands any place, whether it's your property or just in general in this area?
- R:** The positive from the standpoint of wildlife is that it is definitely a recruitment area, and just what Harry's talking about. If you get an area that has technical term biodiversity because of all the different types of shrubs and grasses and everything else, you're going to have a lot of songbirds, you're going to have a lot of wildlife, deer, wood cock, grouse, you name it, it's there. All except for pheasants because the clean farming that takes place today, you don't see any pheasants.
- M::** Don't see the pheasants.
- R:** You got a lot of predators today. As far as pheasants, you got fox, you got the neighbor's cats, [laughter] you've got dogs, you've got coyotes, the hawks ...[crosstalk]
- R:** People dumping their pets ...
- R:** You've got it all. I mean, you [crosstalk]. When I was a kid, I didn't understand and know the difference. I don't because I grew up hunting pheasant, and it was fenced roads. Every farm, there were fencers between every field. You don't have that today.
- R:** I don't think that, Harry, when we were kids, I don't figure there were fields that were any bigger than maybe 20 to 25 acres.
- R:** Yeah, you're probably right.
- R:** A lot of fencers.
- M::** Yeah, a lot of fencers, sure.
- R:** A lot of fence rows.
- M::** Sure, they kept it small.
- R:** I hunted a lot in my time, I used to ... I did my share.
- M::** A positive of the wetlands is the habitat. It creates a habitat.
- R:** A habitat, yeah.
- M::** What else? What others?
- R:** It acts as a filter for the stream bed to cut down on sedimentation, and that part of it I understand. I had enough training at Penn State that, okay, I get that part of it.
- M::** The ultimate good of that is it filters the runoff so the ultimate benefit is ...
- R:** There's less sedimentation in the stream.
- M::** Okay, which would convert to?
- R:** Cleaner water.
- M::** Cleaner water. Yeah, okay.

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- R: The biggest problem that we've got is – I don't know, Mark, you're on a well? Okay. Harry?
- R: Yeah.
- R: When I was in East Waterford, we were on a well. The biggest problem you got is nitrates in your well water and that's the biggest thing that we're getting hammered on all the time and he's got to deal with the nutrients. Anytime that you've got poultry houses or you've got a feed lot, you've really got problems controlling the nutrient. Well, excuse me. I'd like to say to all these people from the city is, do you want to starve to death? That nitrogen isn't going to kill you in your water.
- M:: If I say – well, staying on a positive for a second. Any other positive characteristics of wetlands?
- R: Well, the biggest thing is that anytime that you've got a green space you're going to have a better quality of life for everybody: the people, the animals. It's better for everybody.
- M:: That's interesting. Better quality if you're talking about green space, which is part of the wetlands. Okay. What are the negative sides? What are the downsides of wetlands?
- R: Can't use it. [laughter]
- M:: Can't use it?
- R: You can't use it for ...
- R: You're paying taxes on it but you can't do anything with it. [laughter]
- R: Right.
- R: If you think you can use it, the government won't let you use it. [laughter] Yeah, that's a bad one there, yeah.
- M:: What else? Anything else you can think of?
- R: Well, the biggest thing from the woodland standpoint is that if you've got a woodlot, you're constrained on when you can and cannot cut even though it's private ground. It's a different story if we're cutting on State ground. I understand that program.
- M:: Wait a minute, you say when you're on State ground, not wetland property? Is that what you – ?
- R: Well, I'll give you the classic, all right, because I belong to Trout Unlimited. I also belong to a group here in Juniata County called Lost Creek Trout Club. We cannot put structure in the streams to improve the habitat for the trout without getting the blessing of the Fish Commission and about 6 or 7 other regulatory groups. If he wants to put drains in a field, you've got to kiss the Pope's ring on numerous occasions to get the ability to put that drain in. When you're working in the woods, you have to be cognizant of the runoff because if you start to discolor the stream, somebody's going to show up on your doorstep wanting to know what you're doing.
- R: In other words, your land is not your land. It's controlled.
- R: Correct.
- M:: Again, so it's this regulatory issue. Well, let me delve into that just a little bit. There are a number of programs, CREP being one I heard mentioned here, that really are intended to preserve the wetlands. Either restore land to wetlands or preserve the wetlands that are there and they can be ... There's a number of organizations, I'll call them, or agencies, that can be done by the Natural Resource Conservation Service, maybe a farm service, maybe Department of Ag. It could be an independent or private organization such as Ducks Unlimited. So are you aware of some of those kinds of programs, CREP being one of them?
- R: The big thing about it is – here's a good one right now – the Lost Creek Watershed, that group was just awarded just about 400,000 dollars to go out here and do improvements and whatnot on the golf course on Lost Creek, okay? They're going to use it as a poster child to try and get some of the landowners downstream to come onboard as well as some of the people ... You've actually got two drainage issues. You've got Little Lost Creek and Lost Creek. Little Lost Creek is really in that category like Black Log Creek. It's a very gentle grade, doesn't have a lot of slope and it's a very slow moving stream. To get it to come back to a cold water stream will require years and years of work.
- M:: You talk about restoring it to – ? Okay.
- R: Yeah, to get it to be a cold water stream. It has not been a cold water stream in my lifetime. Mark's shaking his head.
- R: I would never, I – yeah.
- R: It never was, probably in our parents' lifetime. The problem you've got is, okay, now you're trying to bring back something that hasn't been there. On the other hand, Harry and I drive down there, whatever, because I've got this mad, crazy idea to kill ducks. You go down to Salisbury and you go across to Kent Island and I was going across for years and years on 50 and there was nothing there but marsh. Now it's nothing but townhouses and yet the same clowns who come and did that crap come up here and try to tell us how we're supposed to live. That don't sit well.



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- M::** That was inside of one of these potential programs we're talking about?
- R:** Yeah, because what they did down there was for the marsh that they ate up, they went and put one of these quote rain gardens in, [laughter] somewhere on the Eastern Shore. There's places you can drive by and you will see the mound like for a rain garden to catch the runoff, but the reality is, that's not a tradeoff for a sea marsh, that's a tidal flat.
- M::** Interesting. Well, let's do this, because there's lots of these kinds of programs, CREP being one that some –I don't want to talk about a specific program but just those programs that deal with either the regeneration or the restoration or the maintenance of wetlands properties and I hear some positives and negatives, so if we make a list and put positives over here, and negatives of these specific programs, just tell me what comes to mind. What do you think of either on the positive or negative side?
- R:** Well, the negative side is the taxation issue. It doesn't matter whether it's usable land or unusable land. We're still paying school taxes on it. There's no relief, there's no break, you're going to pay school taxes on it whether you're able to profit from it or not.
- M::** Define school tax – you're referring to actual school taxes because you're –
- R:** Yeah.
- M::** – you're living in the area so the money ... Okay, all right. I understand that. So what, I guess? I mean, everybody pays taxes. Relate that to the wetlands. Why are you concerned about paying the taxes? I understand that. [crosstalk]
- R:** Well, the big thing about it is that you can't use it. [crosstalk]
- M::** Being taxed [crosstalk]
- R:** Being penalized.
- R:** Right.
- R:** You're being penalized.
- M::** You're paying taxes on property you can't use.
- R:** Correct.
- M::** That's clear. What else?
- R:** That's one. The second one that bothers me is the regulatory discrepancies that occur between here and the developers who get away with bloody murder.
- R:** Because they pay off.
- R:** Such as the sewage plants that don't draw sewage right in the river.
- R:** Oh, how about the one in East Waterford where they jammed it down everybody's throat and it's been underwater eight times, yet they put dye in everybody's septic system not once, not twice, but three times and it never appeared in the stream beds so how did this genius idea of forcing those people to build a sewage system that has now cost them half a dozen residents because people have just moved out of the community.
- M::** How do we classify that? It's regulation, but the regulation's only – how does the regulation impact? Are you saying, inconsistent regulation?
- R:** Yes. Yes.
- M::** Okay. You're not supposed to be able to [crosstalk].
- R:** That is true.
- M::** Sorry. What else? Other things about these kinds of programs that deal with wetlands? What's a positive side of any of these things?
- R:** Habitat for wildlife.
- M::** Okay. So we've got habitat.
- [side conversation]
- R:** Sedimentation.
- R:** So, the sedimentation, and he said, Ben said, related that as sedimentation equals cleaner water?
- R:** Yeah.
- M::** Okay, so you've got habitat and clean water on the positive side. Anything else? Remember, assuming you're participating in a program like this what are the benefits? What are the positive things to you?
- R:** One of the things that benefits any of them that would actually be actively livestock farming, I know from what these programs are with the soil and water people, if you allow them to fence so that your animals are kept off the stream bed, they will actually subsidize the cost of the fencing.

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- R:** We actually did that. We left our beef cattle. We put fences in. We kept the like 30 foot setback from the stream –
- M::** You constructed some kind of a buffer and you were ...
- R:** Did they plant any trees there?
- R:** No, it's just all grass.
- M::** Now you're characterizing it as paying for the fencing. All right, so positive side may be ...
- R:** Reduced cost.
- M::** Okay. Reduced cost of the improvement or the ... Okay, what else can happen? What other kinds of things – either positive or negative. I do have regulations, I've got taxation, can't use it. Over here I've got habitat, cleaner water, the agency will help pay or pay for the improvement.
- R:** They don't pay all of it, but do you have any idea what it cost you when they did it?
- R:** I'm thinking –
- R:** Around 70% of it?
- R:** – we went with [inaudible] and I'm thinking – they have just a flat rate that they pay. We actually did our own fencing so we came out but I think it's like they figure roughly 75% it pays.
- M::** It's some percent, 75% maybe. What else? Is not – you're participating in CREP, right? – is there not a revenue stream even after that? I shouldn't use the word stream but since we're talking about it. Is there a continuing revenue source for you?
- R:** For a period of time there's a per acre remuneration which is made up of 2 or 3 different sources actually.
- M::** You receive some dollars for a period – is that for the period of the contract and is that unfamiliar to any of you? Are you aware of that?
- R:** I know it's there but I've never had it because everything's timberland so it's ...
- R:** You can't grow in CREP with the timberland so ...
- R:** No. [laughter]
- R:** Some of the programs you put wood in that.
- M::** Is that substantial or equitable?
- R:** They won't allow us to plant chestnut for free.
- M::** The amount you received?
- R:** It contributes towards the real estate tax but it's not complete.
- M::** Well, when you say it's not complete, what's the gap analysis on that? Something you're being paid, do you still think there is a gap that you could be getting more some other way?
- R:** Not on the acreage that's in the riparian barrier program.
- M::** Okay.
- R:** No, I would say no.
- M::** In essence, it's found money for you for that. You couldn't get any revenue –
- R:** Correct.
- M::** – you put it in this CREP program. Now you do have at least some revenue stream. Not a lot maybe, but it helps pay the taxes when you're ...
- R:** No, you don't get much. They don't give you enough money to spray it, reseed it if you have to ... No, I don't think you're paying out any on ...
- M::** Well, let me ask you this. Maybe help me understand that. You've got this wetland area that you were getting some revenue per acre because you have it, but the maintenance of it, the ongoing maintenance of it, you say there's not enough ... What has to happen to it?
- R:** Let's look at it this way, Wayne. When diesel fuel was up pushing 4.50 a gallon, all right, and you've got a piece of machinery out there whether it's a skidder or his tractor, okay? We're sucking down six to seven gallons an hour, okay? Now diesel fuel's down around 2 dollars and 50 cents a gallon. There's a big difference in your overhead.
- M::** Yeah, can be, but Mark, what do you have to do to your property? What maintenance do you have to perform on that property that's in the CREP program?
- R:** You monitor it for particular types of inappropriate growth weeds and so forth, like multiflora rose, and some of the other ...
- M::** Now, is it your responsibility to keep those out?



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- R: To keep those out.
- R: Obnoxious weeds. That's what you're supposed to ... Just like they say foxtail grass is not obnoxious. Well, the neighbor did not spray one year and they carried foxtail grass in. Okay, the next – and thistles – the next year ...
- R: That's the other one.
- R: It snowed thistle seeds and foxtail grass seeds in our place.
- R: Everybody's got to be on board with the program or nobody wins.
- R: Right, if you've got two farms together, all of you, you got to do the same thing. That guy didn't do nothing. I don't know how he got away with it.
- M:: There is some upkeep maintenance and so forth.
- R: Oh, yeah, you've got to ... They won't even let you mow a third of your fields, like a third of this field is a third of that field and a third of that. That's the way it was in the beginning. Now you can mow just a third of your farm. Once in a while I asked them, I – we had thistles bad. The only way to get rid of that stuff is mow it, so I went in and I hit the table a little bit, "Now we got to mow a little bit." I said, "I'd like to mow the whole farm." Where's it at? And I showed him on the map and all this. Okay, you're granite so ...
- M:: Some of your land that was under one of these programs at the time?
- R: Yeah, CREP program, yeah. I went into the office and because I don't think they know anything about farming. [laughter] They go to college, they go to Penn State and [laughter] – what did I start here?
- M: That's okay. That's what I am. Maybe one of these things, these regulations in fact, these are governed by people who may not be farmers.
- R: Right. That's right.
- R: That's a big ...[crosstalk]
- R: Or the farmers don't get any input with the legislature.
- R: Our farm was just checked. This guy was from pheasants of a pheasants of something ...
- R: Pheasants Forever.
- R: Pheasants Forever.
- R: Yeah.
- R: Now he would after he walked around he took pictures of this and that and he'd done a decent job but he went to school. He knew the types of grass I had planted and I told him about the weeds situation. This guy says, anyway, we're going to go to control ... We had foxes. They're still ... We done it right, but like I said, there's not enough money to do it right. They don't give you enough money to do it right. We might get, we got 50 acres –
- R: Wayne, I don't want to dominate the conversation but one of the things I've run into during the course of my career is the fact that way too many of the governmental people don't have the science background. They're either with DEP, which is the State of Pennsylvania, or they're with the feds, and when you've got a guy who's the regional director for this area for sewage enforcement who has a political science major, tell me how well that works? We've got somebody in the Bureau of Forestry in the area who has a degree in fine arts in quote literature. [laughter] Now, that young lady does not belong in the forestry business. [laughter]
- R: It's not funny but it happens.
- R: But that's true.
- M:: That's interesting. In a minute I want to talk about where you get some of these resources from and who you're going to and that will play ... Why do you think that these agencies are paying farmers to do this? Why is there a revenue stream? Why are they willing to help you restore it?
- R: The general public wants it.
- R: Yeah, the general ... okay, here we go. The Chesapeake Bay situation. That starts up in Clearfield Mountains, west of Clearfield.
- R: As well as in New York State around Cooperstown.
- M:: Yeah, that's correct.
- R: That starts up there.
- R: Yeah. As well as clear out at Bedford with the Juniata.
- R: Yeah, right. That's a big thing and I agree on buffers, stream buffers. I agree with that because if you've got water running all the time like Lost Creek out there. They put a buffer in that there. It don't look good because you can't mow it. They don't mow it but, see, them trees, that's what they open up the ground with

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your tree roots along the stream beds. That let's water run and go in. Whenever our stream's running you can see the clean water coming out along the bed of the stream out of the dark. You can see it because it's really wet in there. You can see that water running and we don't need a buffer there because it's dried up every year, it dries up. I agree with big buffers, but the big buffers, some places, is going to take a lot of farmland.

**M::** Interesting.

**R:** I'm going to say that coincides with – I served on the Conversation District Board in our county and we hear talk about them like any spring over there, they're saying maybe 100 foot buffer, 120 foot buffer. Well, I'm not saying there's not certain places, certain farms, but they want to regulate that every ditch, stream, anything that can have water run through is 120 foot and that's not a practical approach because we have some stream beds that unless it rains three inches they're completely dry the rest of the year.

**R:** Right, that's the way with ours.

**R:** I still think a small buffer's good, but you take 120 foot, that is a lot.

**M::** The rules are applied inconsistently you're saying?

**R:** Not necessarily inconsistently, it's just that ...

**R:** There's not much common sense.

**R:** Yeah.

**M::** What's your role in that you served on the board there for the conservation for that area. Is that an advisory – you're obviously a farmer so you're there advising, giving advice?

**R:** We mostly, we have to approve nutrient management plans. The employees do all the day to day work and we meet once a month just to approve stuff that needs board approval.

**M::** Your thought was that these agencies are willing to pay for this sort of thing to farmers. Public demand? Are there other reasons that they may do this? You're saying to satisfy the public?

**R:** And clean water. There's definitely stuff, practices that help improve the clean water.

**R:** Yeah, buffer's do really help that.

**R:** Well, if you want good proof of it, all you have to do is go to Maine. [laughter] Our guys here would scream bloody murder, but it's 75 feet on a stream bed and 200 feet around the lake or a pond.

**M::** Is that the requirement there?

**R:** That's the requirement up there and one of the things that they did, they started this back in the late 80's, early 90's. It has, shall we say, caused some consternation with some of the property owners because now they basically own very large pieces of ground that they can't do anything with because they've got a wetland that's going down through.

**M::** They move back.

**R:** Well, 75 feet left and right – Eric's talking 120 feet – now you're 150 feet and you've got a lot of property, once again, you're being taxed but you can't use it.

**M::** Yeah. One of the reasons – well, there's rental, these payments, rental payments you talked about, habitat. I'm on the positive side over here, and cleaner water. How would you characterize your water? William, how do you – do you think your water is clean and pure? If we're saying one of the benefits of this is cleaner water –

**R:** We just had our water tested and it was okay.

**M::** Good. Okay. How about the rest of you?

**R:** My water's good.

**R:** Plus, we don't have animals or anything on it and I haven't had in years so we're in good shape.

**M::** Mark?

**R:** Yeah, we're good.

**M::** Quality of your water?

**R:** We have hard water. [laughter; crosstalk]

**M::** Well...

**R:** You can't change the chemicals.

**R:** You can't do much about limestone. [laughter; crosstalk]

**M::** That's what you get because you live up here. I used to live up this way.

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- R:** Part of the problem, Wayne, is the fact that, as I've stated before, whether we're using animal product as fertilizer or whether they're using –
- R:** Commercial.
- R:** – commercial fertilizer, you're going to get nitrogen runoff which ends up in the aquifer, no ifs, ands, but, ors, or nors. It's going there. With a buffer system, it'll help to cut down on it but the problem that you still have is, it's going to be above the level that the federal government says is acceptable.
- M::** You're saying it works but doesn't work well enough to satisfy the regulatory desire.
- R:** Right. The situation is ludicrous to the point, and I'm going to use the Potter County property as an example. There are only two active farms in the area that are in the watershed for Cross Ford Creek, okay, but guaranteed if you check the water going along our property, you will find that it's got nitrates in it, okay? It's leeching because the farms are on the top of the mountains up there.
- M::** Doesn't have a choice. [crosstalk]
- R:** We get nitrates even from decomposed leaves out in the woods.
- R:** Exactly. That's the other ... That's the thing because when my grandparents were part of the lumbering operations that happened, it was a type of situation those guys cut down all of the pine forest so now you've got a deciduous forest, and as Eric points out, you have got lots of leaf litter this time of year and that stuff's going to decompose.
- M::** Do you think that the – driving up here, do you think that farmers in, let's say, Lancaster County feel differently –
- R:** Sure.
- M::** – than you do?
- R:** Yeah.
- M::** Because of the topography?
- R:** Well, part of it's the topography, but the other side of it is, you've also got a situation where, all right, Black and Tuscarora townships, and Mark knows where I'm going with this, you've got a situation where the State owns the top of the mountain. They own some areas down the sides but primarily the bottom of the valley is owned in private hands, so like my property in Black Log, it is the type of situation that's prototypical of that situation, because on the Mifflin County side, I'm up against the state line and it's the type of situation where on the Shade Mountain side, I've still got private property above me to the state line but it's a type of situation where nobody could farm that ground because it was so steep and Potter County is fairly typical of that type of landscape because the only places they can farm up there are the tops of the mountains.
- R:** Everything that grazes potatoes, so there you go.
- M::** I'm just interested in from your perspective of wetlands and the impact of them, whether the lower lands, Lancaster County and so forth – Mark, do you think they would have different problems, different issues or be more in agreement to the wetland issue?
- R:** I would tend to think that the wetland issue is pretty general across systems, across the ag land, frankly, so I don't think it would be that much different in Lancaster County. They would have the same issues and concerns.
- M::** All right, let's delve into the actual programs a little bit more, and just in general, I'll talk about pieces not a specific program. These programs can have multiple different kinds of payment models. You can get one-time payment, you can get a per acre payment over a lifetime. If you were going to participate in one of these what are the advantages or disadvantages of any of them? Which would you prefer? You already are involved.
- R:** Riparian barrier is, riparian barrier under, it's CREP too. They are per acre annually divided into two payments and they just happen to come about the time the tax [inaudible] are due.
- M::** Was that your choice to participate that way [background laughter]? As opposed to a one-time payment?
- R:** Once a year payment.
- M::** Okay, how about the rest of you? William, if you were to participate in a plan like this, what payment model would you be interested in?
- R:** Not at all. I own the property, I want to do what's proper to do in my view.
- M::** You'd be willing to do it without a payment maybe? Do what's right, you just you're not ... The payment plan is not going to have an impact on –
- R:** I want complete control of my own property.
- M::** Yeah, okay. That's fair. Eric?

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- R:** We don't get any payments as far as wetlands but I see advantages, like we get – I can't even think what the program name is off the top of my head – we get paid for cover cropping and different stuff and we found that doing that that there's definitely like ... Some of the stuff that we've done that they pay us for like once the program's done we're not going to do it because we don't see a benefit or anything from it. Then there's other stuff where we've seen, yeah, that makes a big difference.
- M::** Well, that's the benefit outcome. I was just looking for the way you were being paid.
- R:** The way we were paid?
- M::** I'm looking at the various elements of a program.
- R:** Okay. We just get paid once a year and normally at the end of November, beginning of December.
- M::** Okay, how about the term of the contract? Length of contract to get involved with? Typically there, the more frequent one is around ten years. Does that sound about the right time frame? Longer, shorter?
- R:** Our farm, I just go along with the other three people. I'm not going to argue. They put it in for 15 years. That was entirely too long.
- M::** Why?
- R:** The longer it goes, trees – the good lord takes part of it. He wants to turn it back to a woodland. You understand? I don't care what you do, you've got a field out here ... Say you've got an acre of woodland or an acre that's perfectly good soil to farm. He fences that off 10 years he's going to have trees and you don't have to plant the trees.
- M::** What's a better time frame? I understand what you're saying. Long term, you can't tell what's going to happen.
- R:** I'd put it in for five years because it takes that long for your trees to get established and you can mow it, keep them down.
- M::** Okay, so shorter contracts then. If ten years is the middle you don't want to go in the top side, 15 view is too long.
- R:** We went 15 years but if it was up to me I would never go back in, I guarantee.
- M::** Mark, are you comfortable with the 10 year you brought in? Would you like it to be...?
- R:** We did 15 and for the riparian barrier that probably was good because those take time to establish that, but on some of the other types of programs that's probably too long.
- M::** Too long? 15? Okay. How about the getting the work actually done? You've had some done. You said you used, somebody used, did work for you?
- R:** As far as the fencing?
- M::** The actual construction.
- R:** We did that ourselves. We have our own [inaudible] stuff so we did that.
- M::** Some people can't do that but these contracts can be written where there's competitive bids, maybe you can do the work yourself, maybe there's other kinds of stipulations. Any preference for that?
- R:** I think it depends on what you're doing. When we did the riparian barrier we planted our own creek. We provided the labor. Some of the programs are probably pretty involved and when you're actively engaged in working you don't have time to be fussing with that.
- M::** It could be a time issue, it could be a technology issue. [crosstalk]
- R:** The trees, Mark. What did they give you?
- R:** We picked them.
- R:** But what did they give you? They gave you a list. What did they give you?
- R:** They were all native species.
- R:** Yes, but what did they give you? Was it white oak? Was it red oak? No. The oaks that you got were chestnut oak or the other possibility were scarlet's and pin. [crosstalk]
- M::** What's the issue with that if they're native species?
- R:** There's no money in them.
- R:** I don't remember. I'd have to look at the list.
- M::** Oh, you mean if you're timbering?
- R:** Yeah, and the thing about it is if you're going to own the property, and William's comment is the best one, you're going to try to have an income off of it, Wayne, and the big thing about it is we've now got, thanks to some far sighted people, we've now got the ability to plant American chestnut. However, somebody in the government allowed individuals to get ahold of, we'll call it patents for lack of anything else, but control the

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- genealogy of those plants and if you go to buy a chestnut tree that is American chestnut that is one of the blight free ones, you'll pay forty bucks for one seedling.
- M::** What's your point with that?
- R:** The point is when they come out with these programs instead of giving the people plants that will make them no revenue, give them plants that will generate an income stream. TU has the right idea in the aspect that they'll try to partner with the Boy Scouts or whoever to go out here and plant like it's your place or wherever after it's fenced, but the bad part about it is the trees they're planting are button wood. Well, excuse me, nobody needs another sycamore tree. I'm sorry, it's a lousy gum tree.
- M::** Did they give you [crosstalk; laughter] There was a list, though. Were any of those timber-able eventually or?
- R:** Some of them would be.
- M::** Maybe they would?
- R:** Without looking at the list, I can't remember.
- R:** But they'll give you white pine. They'll give you larch. None of that stuff in this area really are money trees anymore. [crosstalk]
- M::** Maybe they're not money trees. [crosstalk] Let me see. William, what's your thought about what we're talking about?
- R:** I may be a radical, I don't know.
- M::** That's okay, we're not going to throw you out either way, you're all right.
- R:** Okay. I can't see for the amount of money that's involved to get involved with a program that will restrict you using the property the way you choose to do.
- M::** If I look on the positive side of that, if some of that land could be converted to do good like pure water habitat and so forth, and then you'd still get paid –
- R:** Then it would be justified, but other than that, I can't see any.
- M::** For you to participate, you'd need to be convinced of the benefit to –
- R:** Right.
- M:** It's not going to hurt you because it's not usable property for you anyway or you're not using it –
- R:** Right.
- M::** – and it would benefit nature or pure water or – what was your term, better life? – live a better ... Yeah.
- R:** The biggest thing about this is it goes back to the taxation issue. Instead of giving a check, why not just excuse these riparian areas in the amount of acreage that's in them from taxation. If you're going to give control up to the government ...
- M::** That's an interesting thought, okay.
- R:** It'll never happen.
- R:** No.
- M::** Maybe not, but –
- R:** The greedy SOBs want their money.
- M::** It's nice to think about it. [laughter] A couple of other elements of –
- R:** On the flip side of the money thing, some of the programs for the amount of dollars spent, I wouldn't say that you get – sometimes I think they could send their dollars more wisely.
- R:** Right.
- M::** What do you mean for the amount of dollars spent? [crosstalk] You mean the cost?
- R:** \$100,000 – I'll give you an example – my cousin, he's an excavator and when he did some projects here when they gave the stimulus money, he said he could have did the same project, he could have did two of them for what he did one for because of all the extra money that the government, because of all the extra planning, the –
- M::** He got paid more than he thought ...
- R:** He just said he could have did two jobs for what the government spent on one just because of the –
- R:** And a lot of times it's impact studies and other stuff that eats up tax dollars for, wait a minute, we're just throwing money down a rat hole.
- M::** Okay. Let me touch on a couple more elements. Easements are sometimes an issue in these. Do you have an easement attached to your contract of any type?

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- R: Meaning that?
- M:: Whatever it might mean. It could mean access, it could mean unrestricted access, it could mean ...
- R: I believe there is some broad – where they choose to come and walk through and check it maybe ...
- M:: Well, that's more of the inspections, potentially. That sometimes, that's in these contracts that there's access to the property so they can check on things periodically.
- R: I'm not aware of any easement.
- R: Part of the easements I'm thinking more of have the grassland reserved program like they pay you so much per acre and they consider that an easement, it has to always stay in grassland.
- M:: That could be.
- R: You still own the land but it ... That's what I picture, is there's some ...
- M:: Restrictions on it. Sure.
- R: You're actually renting it to them –
- M:: Yeah.
- R: – for a price and they want it to be ready for [crosstalk].
- R: It's kind of like having a power line over your property where the power line goes through and he can farm it as a field but I can't build anything or put a structure –
- R: You can't because ... What you've got there is you've got the government again, I'm going to let them [inaudible] because like right now, there's people being cheated on the East Coast. I was a lineman, well, I'm still a lineman but not working, but this big pipeline is supposed to go across. People here and there aren't letting it go but there's people there that's hurting because they need the material, equipment, the product.
- R: Well, the typical situation right now is they're holding up that pipeline down here at [Inaudible] Wharf going in for the conversion from natural gas from coal.
- M:: Let me pick on Harry for a second. What would it take for you to get involved in a wetland program?
- R: What would it take for me to get involved?
- M:: Yes, use you as an example.
- R: Actually, I don't think I would get in it because I don't like other people like the government controlling the land that I have.
- M:: Well, okay, let's say that it's an independent organization that, a private organization like you'd be dealing with Ducks Unlimited or something?
- R: The same. It would be the same. The same, someone else's ...
- R: You've always got someone else wanting to be in control of your land. That's what you get.
- M:: How can you get involved in one of these programs? What do you want to hear that you wouldn't feel you're losing control?
- R: Well, if they would come around and maintain it and keep it the way I wanted it kept, I would probably do something like that. That's the only thing I know would convince me.
- R: That would never happen.
- R: No. [laughter]
- M:: We don't have any restrictions here, so ...
- R: Right, they'd probably still want to [inaudible] but that's the only way I would.
- M:: What would you need to know or to hear that would allow you to feel comfortable with that? You're saying it would be maintained the way you want to. Again, if you're saying, I don't want to lose control –
- R: Okay, take that six, eight acres we've got there. There might be fifty rabbits in there. They might come in there and do something to kill my rabbits or ... They want to spray that weed, they don't want that weed in there, they don't come in there and spray that, no, that's ...
- M:: Do they need to, whoever this agency is, do they need to come and spend time with you, hear what you have to say about it, what your needs and wants may be? Is that the kind of – ?
- R: I probably don't tell you but I'm reluctant to stepping over the fence. I just like ...
- M:: Sure, I understand that, but that's maybe why I'm picking on you, so what would it take to get somebody that's hard fast against it to get involved in a program like this? Would more money be a motivating factor?
- R: No. [laughter] No, I don't ...



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- M::** If it's taking a portion of your land out of service, you can't use it, and then you can mentally put together a degree of revenue that you're losing because I can't farm it, I can't work it, I can't use it, and I'm losing X dollars, if you would be compensated that amount of money? I know that's not your situation, but ...
- R:** I understand. Take the rabbits, back to the rabbit field. I've got six acres, right? No amount of money that could make me change that. That rabbit field is something else. I figure let somebody else come in here and be in control?
- M::** Well, you keep bouncing back to that and I guess that's what I'm trying to find out what can happen that you don't feel you are losing control? A moment ago you said –
- R:** I have no idea what it would take to make me. [laughter]
- R:** It would never happen. How would someone else's company [crosstalk]
- M::** Here's the scenario. We're in a church, we could probably make anything happen is the answer to that.
- R:** I am 77 years old and I'm set in my ways.
- R:** How old are you?
- R:** 77.
- R:** You're a young man. [laughter]
- R:** I knew he was going to say that. [laughter]
- R:** I'm 94. [crosstalk]
- M::** What would – I'm convinced, you almost said that a moment ago, you said if they would do it the way I want it to, I may be more comfortable.
- R:** I might be, I might be, but there's a lot of thinking to do. It's ...
- M::** If they ... I'm trying to understand, if you were involved in a decision and it was, take some of the negatives, they were farm type people helping you make the decision or working with you ...
- R:** I don't know, like I said ...
- R:** It sounds good but it will never happen.
- R:** Right.
- M::** Remember, we're not supposed to put up barriers at this point. It's good enough to know that you have this concern about it but what's going to get by that concern? It's never going to happen, but if it did happen, would you feel more comfortable?
- R:** I can't see how it could happen. [laughter]
- R:** You hit a hard egg this time. [laughter]
- M::** That's all right.
- R:** Wayne, maybe I could help you a little.
- M::** Well, wait a minute. Let's move on to –
- R:** No, I want to bring this up. This young man here because he sits on the soil board, he deals with two people that I know reasonably well - Brett Leech and Teddy Stark - and Brett is very much what I'll call a local kid even though he's not a child anymore.
- M::** Go ahead.
- R:** The whole thing about it is, a lot of times guys like him can get his ear or Harry's ear and they can explain the program in [inaudible] terms that our people understand.
- M::** That's where I was going. If somebody would present the program – this is the next section I want to talk about – if somebody were to work with you [crosstalk] – wait a minute, work with you and provide you information that's somebody like you that maybe understands farming, maybe understands your situation. It seems to me that you're over here and then there's these agencies over here and they don't communicate properly. What do you do – let's do this, if you hear about a new program, not that you're going to hear about it in here, but if you're at the bureau, farm bureau, or one of your neighbors tells you about a program, how do you find out about it? How do you research that program and find out if it's anything you could be interested in?
- R:** Ask questions.
- M::** Of who?
- R:** Ask questions.
- M::** Well, of who?
- R:** Of the people that's establishing this program [crosstalk].

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- M::** What I'm saying is, do you have a go to source for farming information?
- R:** It would either be a conservation district or ag extension.
- M::** Does that sound right?
- R:** Yeah.
- M::** Who do you go to for information about farming? Who did you used to go to maybe, but – ?
- R:** The county agent.
- M::** Okay, I don't mean – are these people you actually use or, I know you think, well, I'm creating a situation where you've got to come up with an answer, but who would you really rely on, where do you go for things? Farming agent?
- R:** You belong to the Grange?
- R:** No, but that's a good start.
- M::** Okay. [crosstalk] that may be a – these are people that you have confidence to give you good information? That's what I'm looking for.
- R:** The farm bureau.
- M::** The farm bureau?
- R:** I don't watch much TV, but I watch dumb TV, that I call it. RFD is a rural farm country TV channel. Do you ever watch it?
- R:** I watch it, I don't get it at my house but I've watched it a few times.
- R:** I mean, it is very, very – the men on there, they're interesting, they're smart men, they're all about whatever, raising the land and doing the ... I watch that a lot.
- M::** That's a viable –
- R:** [inaudible] agency that you usually would go for information.
- R:** I think the biggest thing is when you have someone that wants to help instead of telling you how and instead of, if they want to help you with something instead of telling you how to do it.
- M::** Interesting, okay, and that's kind of where we were going with Harry a moment ago. How do they talk to you? What makes the difference between telling you to do something and helping you to do something? How do you know the difference?
- R:** Well, go back to his rabbits, if he says I want to create rabbit habitats, they come in and help him create that instead of telling him, well, we'll give you this money but you have to do this, this and this. Then you come in and say, here's what you need to do or what is the best thing for rabbit habitat or whatever.
- R:** Right. Another thing, you take my boy and I, we don't – when we started this project 8 or 10 years ago, he, him and a buddy of ours, a friend of ours started to cut trees down, he was cutting them down to the ground. I said, whoa, where are the rabbits going to hide? What do you mean? Under the tree. I said how can the rabbit get under that tree when you've got it cut down, it's laying on the ground? I said, you cut it up, and you cut it up. We cut it three, 2 and a half, three feet. We do not cut, we hinge it. We let the bark stick on that way next year, you will see how that log land there, you will see limbs growing this big around. At the end of the year, they're ten feet long.
- M::** It creates the habitat. Sure.
- R:** That's creating habitat but it's creating –
- R:** Cover.
- R:** – cover for you to cut down for next year or two years after that. They won't agree to that, the State, I know how the State does it.
- M::** You're saying if one of these information sources would work with you and understand that from your perspective, if you want to keep it a rabbit area, it's okay to do that but here's some better ways to do it that will help us and help you. I haven't sold Harry yet but he's working on it. [laughter] How do you want to be communicated with, how does – if there's something new in farming like cover crops or maybe new equipment or a farming procedure, how do you like to learn about those things?
- R:** I just learned this year about a cover crop that [crosstalk].
- M::** How did you learn?
- R:** By asking questions, like what is that guy doing planting turnips?
- M::** Who did you ask?
- R:** I don't know but it wasn't, what's that story from?



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- M::** It doesn't have to be –
- R:** Radishes. They get that long and that big around. That keeps the ground from impacting.
- M::** How do you like to get your – Harry likes to look at this television show he's talking about. How else do we, if we're going to impart information to you, email, letter, what works?
- R:** Actually, you need to do it more than one way because depending on what age group you're looking at they're going to want emails, they're going to want it on paper, or they may even want to go to a community meeting.
- R:** People my age, we like to get our smartphone and read it. [crosstalk]
- M::** I understand. There's the information highway and the information dirt path.
- R:** Your phone works there.
- R:** But I was saying, like he said, we need different, depending what age group and stuff.
- M::** There's multiple ways, multiple methods.
- R:** Cover crop is just now. I always did cover crop my garden. When we were on the farm, we'd sow wheat with my dad, we'd sow wheat just for cover crop far down into spring because your ground has to have humus. You don't have to use some kind of fertilizers more, you've got to just use stuff that's got a lot of humus and you've got to have that and we used that.
- M::** Now how did you learn – you said you just heard about cover crops yet you seem to know a lot about them.
- R:** I seen these, I thought they were turnips ...
- M::** How did you get educated about cover crops? You said you just learned about them.
- R:** Just coming up through the years, with my dad. Through the years when I was 10 years old.
- R:** It's not a new concept. I think it's different materials.
- R:** Yeah, you're right. Instead of weed, it's radishes. That's a different method.
- R:** I was going to use it on my garden this year but I didn't get the chance, but I think the information needs to be disseminated in multiple ways.
- M::** Methodology you're saying, you're saying electronically or snail mail or ...
- R:** Something that you could read and digest.
- R:** Digest.
- R:** Look at it, right.
- M::** Yeah, what's the most important thing we talked about with this wetlands area? If something was going to be devised to get the message out to you what this is all about and tell people – you are the target that's designing what's going to happen going forward, so what's the most important message to tell people about the wetlands projects we're talking about?
- R:** I'd say the way it's going to help you, the way it's going to help your land, that's what I'd say.
- M::** Which is...give me an idea of what inspired you from what we talked about.
- R:** Well, take a buffer. Your cleaner water.
- M::** Okay. Cleaner water.
- R:** You want to educate the population you want to get to what the positives are.
- M::** Yeah, sure, so what are you saying to them? What's the one or two most important things to tell people?
- R:** I think in our area just the number of hunters and the wildlife that –
- R:** Habitat. The environmental impact, positive impact of [inaudible] up the sediment out of the water.
- R:** See, all hunters turn into maniacs when hunting species. [laughter]
- R:** Well, Harry, I started in Virginia, I'm going to New York, and then I'll be hunting here.
- M::** You've got a different set of hunters up here than I [laughter]. Well, maybe you're right. Could be. I want to move on to one final subject about a piece of your farm equipment. Before I do that, any other key issues about this wetlands project that we didn't discuss? Anything you want to impart to me that we didn't touch on?
- R:** I think, Wayne, you will find that if you give them some kind of a tax break a lot more of the people would be willing to participate.
- R:** That's a good point.
- R:** Taxes is a big thing today. It's bigger now than it ever was because that's the only way government gets this money.

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- R:** That's true, that's right.
- M::** That's interesting.
- R:** It starts in your local government. That is the only place that your government gets money.
- M::** That may be an important issue. Even William was inspired for a moment there, his eyebrows went up and down, he was, tax break, yeah? Is that more important to you than revenue? You say you're not interested in the money?
- R:** You were studying a while ago. I just about said, do you have property tax in Maryland?
- M::** No, we're – what? Are you kidding me? [laughter]
- R:** I knew the answer to that question before I asked it.
- M::** I think we have the same that Hollywood, California has, we're right in the level with – of course, we have property tax in Maryland.
- R:** I knew the answer to that question before I asked it.
- M::** Why is that significant?
- R:** Pennsylvania is the highest tax state in the United States.
- M::** I don't know, but ...
- R:** This is why he can't even pronounce it. [crosstalk] It's a wonder he hasn't brought it up.
- M::** I would think that Marylanders would come up here and argue with you about their tax rates.
- R:** People in Pennsylvania drive into Delaware and buy a refrigerator.
- M::** Now that's a different story. Delaware is ... They don't have the same tax structure.
- R:** None of them do.
- M::** There are four states that they don't have an income, they don't have a sale tax. There's different types of tax structures. Maryland's not one of those. Maryland –
- R:** They have a ... I don't know what it's called.
- R:** Harry, we could be lucky enough to move to Cal-Hampshire and there if you're a legislator you only get a hundred bucks a year.
- M::** Enough about taxes. [laughter]

[END]