

Incorporating Conservation Programs

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Pheasants Forever Inc. and Quail Forever



- ▶ Quail Forever & Pheasants Forever's mission is to conserve quail, pheasants, and other wildlife through habitat improvements, public access, education and conservation advocacy.
- ▶ Grassroots non-profit conservation organization
- ▶ “Boots on the ground” Farm Bill Biologists
- ▶ Learn more at missouripfqf.org

Technical Assistance



- ▶ On farm field visits to evaluate resources and discuss producers' priorities
- ▶ Conservation Plans
 - ▶ Identify producers' objectives and analyze the natural resource concerns on the land
 - ▶ Include tools and resources customized for each customer
- ▶ Voluntary collaboration between the conservation planner and customer



Profit vs. Loss

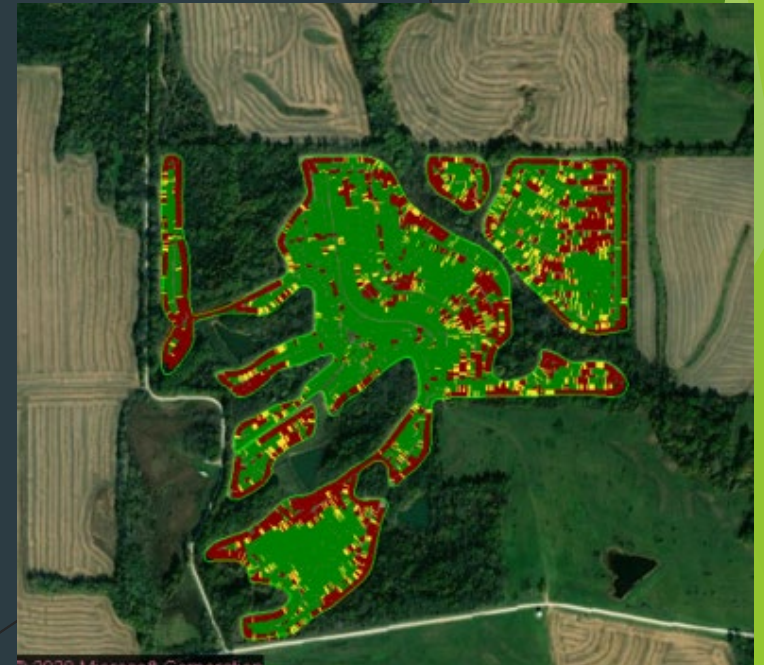
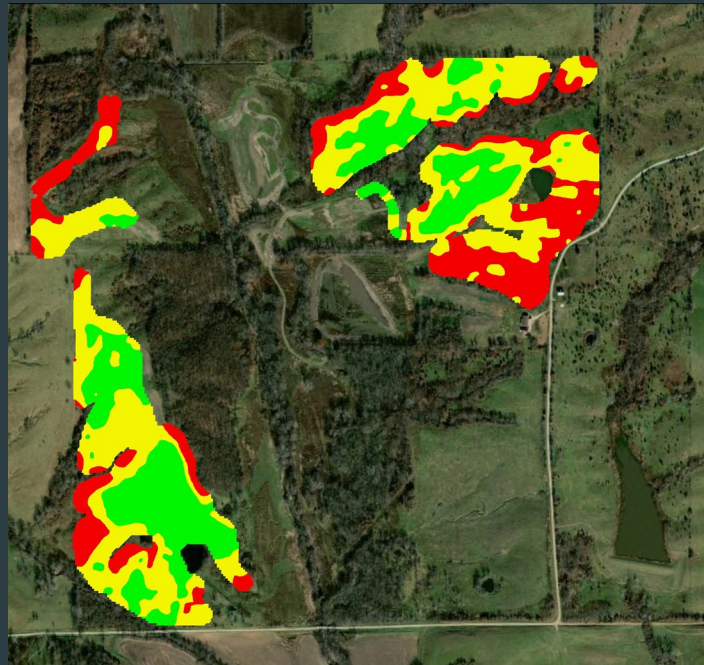
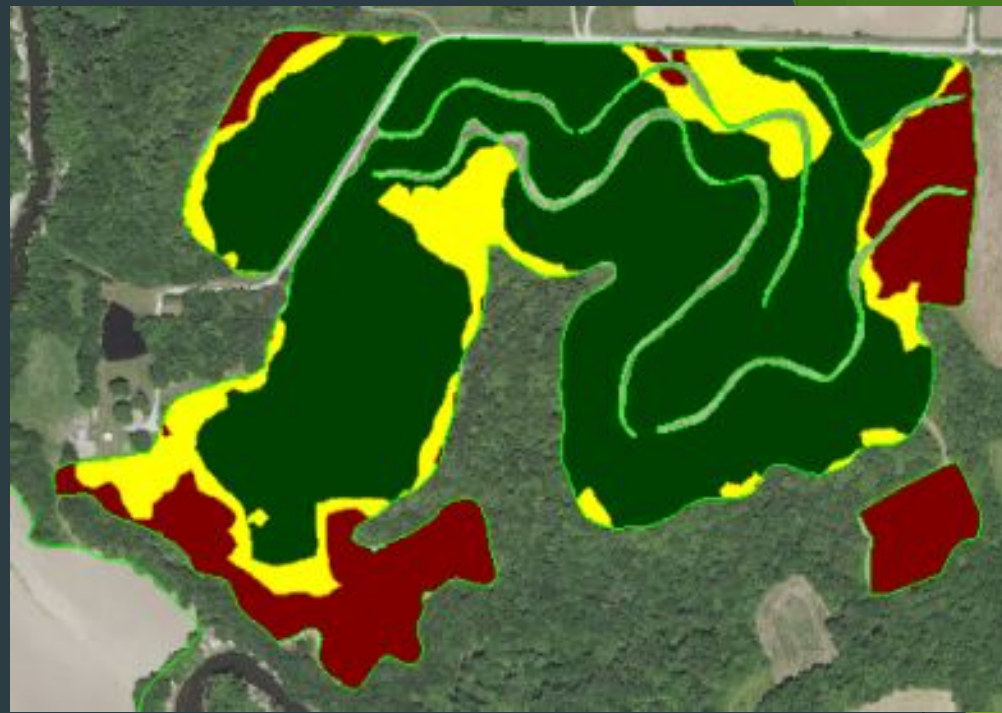
Calculate inputs and income to know
your break-even yield

2019 Crop	Corn-Grain	
2019 Planted/Harvested Area	77.7 acres	
2019 Crop Expenses		
Expense	Explanation	\$/acre
Land	Cash Rent, Land Payment, Liability Insurance, Property Taxes	
Crop Insurance	Cost for Crop Insurance secured, RP, CAT, etc.	
Tillage Cost	Include all tillage passes, from fall 2018 through planting	
Agronomy Services	Cost of soil sampling, running recs, crop consulting services	
Dry Broadcast Fertilizer	Cost of P/K based fertilizer. MAP, DAP, MESZ	
N Fertilizer	Cost of N based fertilizer. Anhydrous, Urea, Super U, UAN, etc.	
	Cost of all crop protection products, including	
Crop Protection	herbicides/fungicides/insecticides	
Application	Cost of application, spraying, spreading, gas application	
Cash Crop Seed	Seed cost including treatment	
Planting	Planting pass cost	
Starter Fertilizer/Extra Insecticide/ Biologicals	Cost of all products applied with planter other than seed	
Harvest	Harvest cost	
Grain Hauling	Grain- Trucking cost	
Grain Storage	Storage costs for 2019 crop	
Cover Crop Seed- Fall 2018	Seed cost cover crop fall 2018, if used	
Cover Crop Application- Fall 2018	Cover application cost Fall 2018- If used	
	Direct costs for practices such as tile, terracing(leverage over life of improvement)	
Capital Improvement Costs		
Total Expenses Crop Year 2019		\$ -

2019 Crop Income			
Income	Explanation	\$/acre	Grain Price @ time of sale
Grain Sales	Income from grain sales		
Gov't Payments	PSA Payments, MFP, ARC/PLC		
Field Specific Program Payments	Program payments; FY 19 NRCS EQIP, SWCD Cost share, MDC Cost Share, etc.		
Crop Insurance Payouts			
Other Income	Cover crop forage, bales, etc.		
Total Income Crop Year 2019		\$ -	



Using yield data
and ROI to
identify
problem areas





Field Edge Effects

- ▶ Tall trees along the edge can negatively effect yield
- ▶ Competition for moisture, sunlight, nutrients. Etc.



Yield vs. Profit: Finding a Balance

- ▶ Edge feathering removes the vertical edge
- ▶ A diverse native vegetative edge can increase yield
- ▶ Both practices create great wildlife habitat
- ▶ Considering inputs, it makes business sense to transition areas of negative profit to wildlife habitat, forage, or other use



Photo: Adam Jones



Financial Assistance

- ▶ Federal (USDA-NRCS, FSA)
 - ▶ Environmental Quality Incentives Program (EQIP)
 - ▶ Conservation Stewardship Program (CSP)
 - ▶ Conservation Reserve Program (CRP)
- ▶ State/Local (MDC, QF, DNR, etc.)
 - ▶ Landowner and Community Assistance Program (LCAP)
 - ▶ Habitat Challenge Grant (HCG)
 - ▶ Missouri Outdoor Recreational Access Program (MRAP)
 - ▶ State Cost-share





Environmental Quality Incentives Program (EQIP)

- ▶ NRCS' flagship program to help producers apply conservation practices on their land
- ▶ Provides financial and technical assistance to address natural resource concerns
- ▶ Available to the **Landowner** or the **Operator**
 - ▶ Operator must have control for the duration of the contract (i.e., Lease agreement) and landowner consent



EQIP

- ▶ Applications accepted year-round
- ▶ One time payment for practice implementation
- ▶ 1-5 year contract
- ▶ Cost-share rates approximately 75% of the expected implementation cost
- ▶ Make improvements too....
 - ▶ Air, Soil, and Water Quality
 - ▶ Wildlife Habitat
 - ▶ Timber Stand Improvement
 - ▶ Grazing systems
 - ▶ Prevent soil erosion





Conservation Stewardship Program (CSP)

- ▶ Helps agricultural producers take their conservation activities to the next level
- ▶ Contract with the **Operator**
 - ▶ Lessee must have control for the duration of the contract (i.e., Lease agreement)
- ▶ Applications accepted year-round
- ▶ 5-year contract:
 - ▶ Receive annual payment for the conservation already implementing
 - ▶ Cost-share for enhancements/practices addressing new resource concerns



CSP

- ▶ Considers conservation and resource concerns on the whole Farm/operation
 - ▶ All tracts
- ▶ At time of application must meet stewardship threshold for at least two priority resource concerns **AND** meet or exceed at least **one additional** resource concern by the end of the contract
- ▶ Example:
 - ▶ Current Management of no-till, crop rotation, and cover crops meets soil health and water quality resource concerns
 - ▶ Implement wildlife habitat planting and edge feathering to meet wildlife habitat resource concerns by the end of contract





Conservation Reserve Program (CRP)

- ▶ Key conservation program offered by the Farm Service Agency
- ▶ Provides yearly rental payments for farmers to remove environmentally sensitive ag land from production and establish permanent vegetation
- ▶ Requires cropping history: Cropped 4 of 6 years 2012-2017
- ▶ 10-15 year contracts
- ▶ Annual payment is based on soil rental rates
 - ▶ In 2021, CRP now offers higher rental rates and incentives than previous years



CRP Soil Rental Rates: Missouri's Top 10 Counties

County	2021 County Average Rate
Atchison	\$186
Scott	\$184
Holt	\$175
Nodaway	\$170
Saline	\$168
Clinton	163
Livingston	\$161
Mississippi	\$160
Caldwell	\$156
Marion	\$154



Conservation Reserve Program (CRP)

- ▶ Cost-share for establishment of the vegetation
- ▶ Cover Maintenance Required:
 - ▶ Control noxious weeds and trees for life of contract
 - ▶ Complete at least one management practice years 4-6 of the contract



CRP: General vs. Continuous

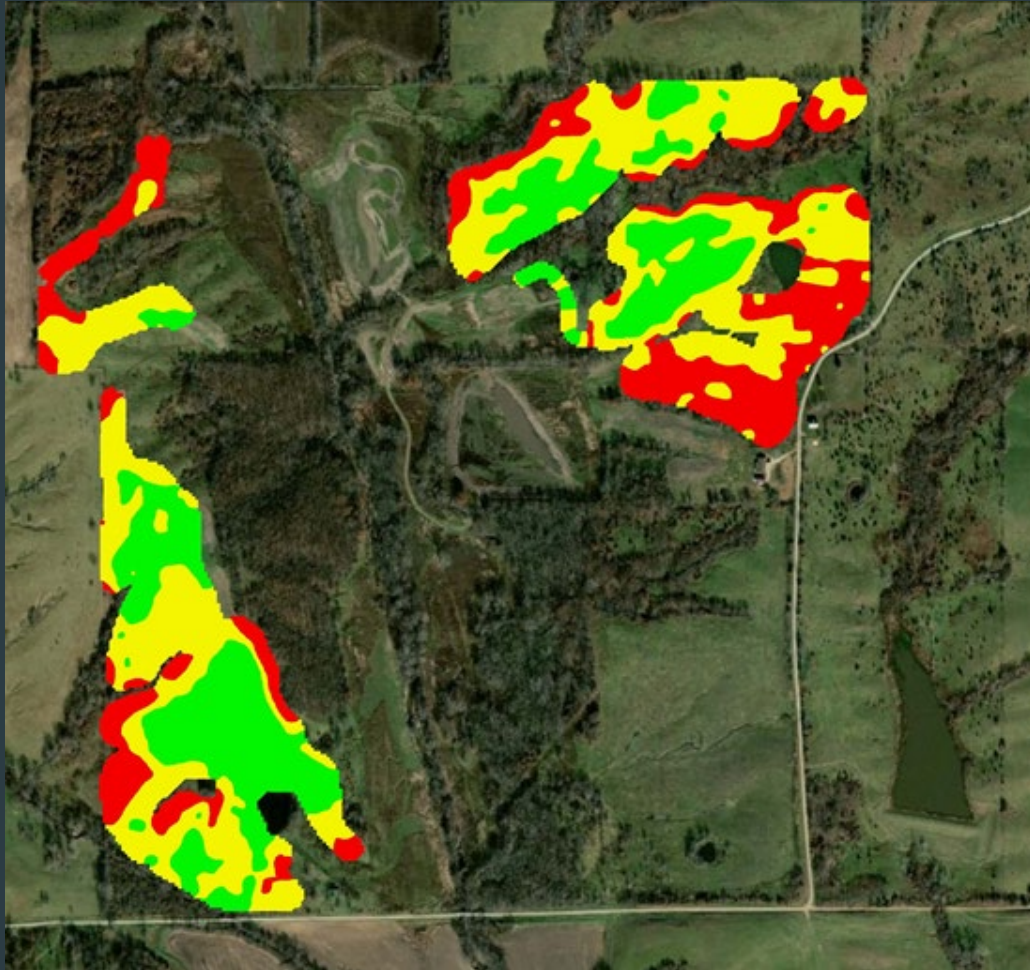
General

- ▶ Typically, whole field enrollments
- ▶ Submit an offer outlining the rental rate, conservation practice, number of acres, etc.
- ▶ Offers compete against all others nationally and offers above a certain score are accepted for contracts
- ▶ Your choice of conservation practice influences your score
 - ▶ Native and wildlife friendly offers provide more points

Continuous

- ▶ Typically portions of fields
- ▶ Automatic acceptance if acres available
- ▶ Extra incentives available for signing-up and establishment cost-share with Climate Smart practices
- ▶ Great option for unprofitable acres!





Turning Red Acres Green

- ▶ Enroll 48 unprofitable acres in CRP
- ▶ Rental rate: \$145/acre/year
- ▶ Annual payment of almost \$7,000
- ▶ Farm the best and conserve the rest



Landowner and Community Assistance Program (LCAP)

- ▶ Administered through the Missouri Department of Conservation
- ▶ Provides cost-share to landowners wanting to create or enhance fish, forest, and wildlife resources
- ▶ Cost-share depends on location within MDC priority geographies: 50, 75 or 90% of cost
- ▶ Most practices are similar to EQIP
- ▶ Great for small projects



Habitat Challenge Grant (HCG)

- ▶ Partnership between the Missouri Department of Conservation and Quail Forever
- ▶ Quail habitat focused projects on private lands
- ▶ Missouri PF/QF chapters contribute funds that are matched 1:1 by MDC
- ▶ Cost-share and available practices follow LCAP
- ▶ Great for small projects



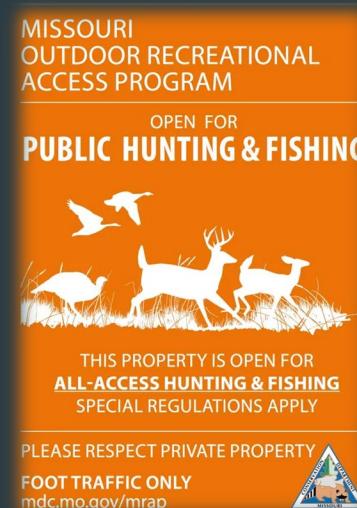
Missouri Outdoor Recreational Access Program (MRAP)

- ▶ MDC provides annual incentive payments to private landowners who open their land to public recreational use such as hunting, fishing, and wildlife viewing.
- ▶ Property is open to foot traffic only for the authorized use
- ▶ The landowner is not limited to the activities allowed for public access
 - ▶ You can continue to hunt, fish, farm the property
- ▶ Most payments are \$15-25/acre
- ▶ Special incentives available for enhancing wildlife habitat on the property
- ▶ Standard commitment is 3 years



MRAP Access Options

- ▶ All access hunting and Fishing
- ▶ Archery Hunting
- ▶ Fishing
- ▶ Small game and turkey hunting
- ▶ Wildlife Viewing
- ▶ Youth Hunting and fishing



Cost-Share Galore

- ▶ There are lots of cost-share opportunities
- ▶ Federal Farm Bill programs are the most popular
- ▶ Identify your goals and needed improvements to your property
- ▶ Work with your local USDA offices to discuss programs best suited for you
 - ▶ QF Farm Bill Wildlife Biologist are also here to help you navigate these programs



Thank you!

Connect
with Us!



Missouri
Quail Forever



MissouriPFQF.org

