



LORD FAIRFAX

SWCD

**SOIL & WATER
CONSERVATION DISTRICT**

We work with the people who work the land.

What is Technical Assistance

Pete Benedetto



We work with the people who work the land.

Technical Assistance includes Salesmanship

- Conservation pays \$\$\$
- What makes Conservation Practices Work?
- How to make farm calls
- Attending farm shows and meetings
- Calling prospective applicants
- Walk in applicants

OBJECTIVES OF THE VIRGINIA AGRICULTURE COST SHARE PROGRAM

1. Reduce the delivery of agricultural nonpoint source pollution into the watercourses of the state by:
 - a. properly managing nutrients (nitrogen and phosphorous) to make them less available to runoff;
 - b. reducing sediment delivery into streams, rivers, lakes and estuaries;
 - c. managing farm production activities in an environmentally sound manner;
2. Increase Technical Assistance in Soil and Water Conservation District (District) offices to help landowners install Best Management Practices (BMPs) that will improve offsite water quality.
3. Provide **cost sharing** to assist landowners in implementing BMPs.
4. Provide BMPs to improve water quality with secondary production benefits to ensure continuous use.

Good technical assistance leads to a satisfied producer



Layout of new practices



Inspecting Pasture Grazing System Components



Animal Lanes and hardened stream crossing

Measuring fence



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Determining Eligibility for Virginia cost share





Prior to Board Approval

- Review records
- Locate farm on GIS
- Enter tracking program data
- Generate contact form
- Aerial map, topo, soils maps
- Field visits and data collection
- Participant signs application
- Develop cost estimates
- Erosion calculations
- Generate ceu
- Prepare reports for Ag Committee
- Report to Board
- RR

Engineering Technical assistance

- Landowner signature on Conservation Plan
- Field survey
- Design data sheets
- Pressure worksheets
- Environmental evaluation
- Cultural review
- T&E species review
- Design-cover sheet, design, drawings, O&M, 700s, aerial plan map
- E

The Application Process



Prior to Board Approval

- Review records
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After Board Approval

- Enter in tracking
- Forward conservation plan, estimate, fence/well policy with approval letter
- Go over
- Mail approval letter and DCR practice specs
- After



Engineering and Installation

- Landowner signature on Conservation Plan
- Field survey
- Design data sheets
- Pressure worksheets
- Environmental evaluation
- Cultural review
- T&E species review
- Design-cover sheet, design, drawings, O&M, 700s, aerial plan map
- E

The Application Process

OBJECTIVES OF THE VIRGINIA **AGRICULTURE COST SHARE PROGRAM**

1. Reduce the delivery of agricultural nonpoint source pollution into the watercourses of the state by:
 - a. properly **managing nutrients** (nitrogen and phosphorous) to make them less available to runoff;
 - b. reducing sediment delivery into streams, rivers, lakes and estuaries;
 - c. managing farm production activities in an environmentally sound manner;
2. Increase Technical Assistance in Soil and Water Conservation District (District) offices to help landowners install Best Management Practices (BMPs) that will improve offsite water quality.
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Determining technical needs.



23+ Dairies in the Lord Fairfax District participate in Ag programs



- Dairy waste is a significant concern in the Lord Fairfax District



- Lagoons and pits are eligible animal waste storage practices that prevent discharge into state waters



- 68 + poultry producers in the Lord Fairfax District
- One of top turkey growing areas in Virginia

1. All poultry operations have nutrient management plans

Litter Sheds help improve water quality by storing wastes during winter for spreading at proper time, rate, and location.



Nutrient Management Plans are required for many practices

- What is a nutrient management plan?
- Why is it used?
- Who has to have one?
- What does it cost and who pays for it?
- To be eligible many practices require a Nutrient Management Plan be on file



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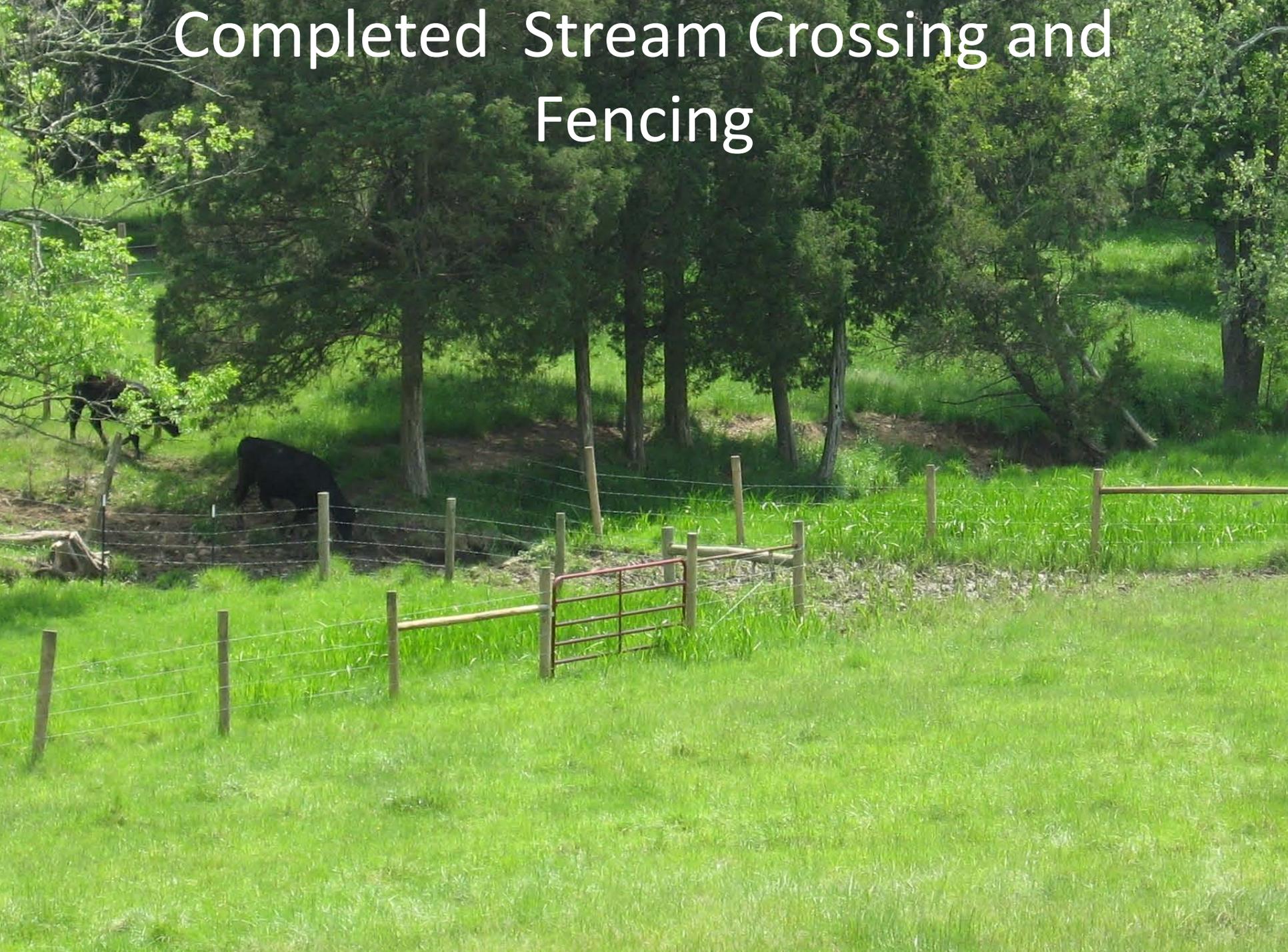
Fencing the Stream Didn't Work





900 Cattle operations in Shenandoah County alone, many are eligible for fencing and water programs that exclude livestock from streams.

Completed Stream Crossing and Fencing



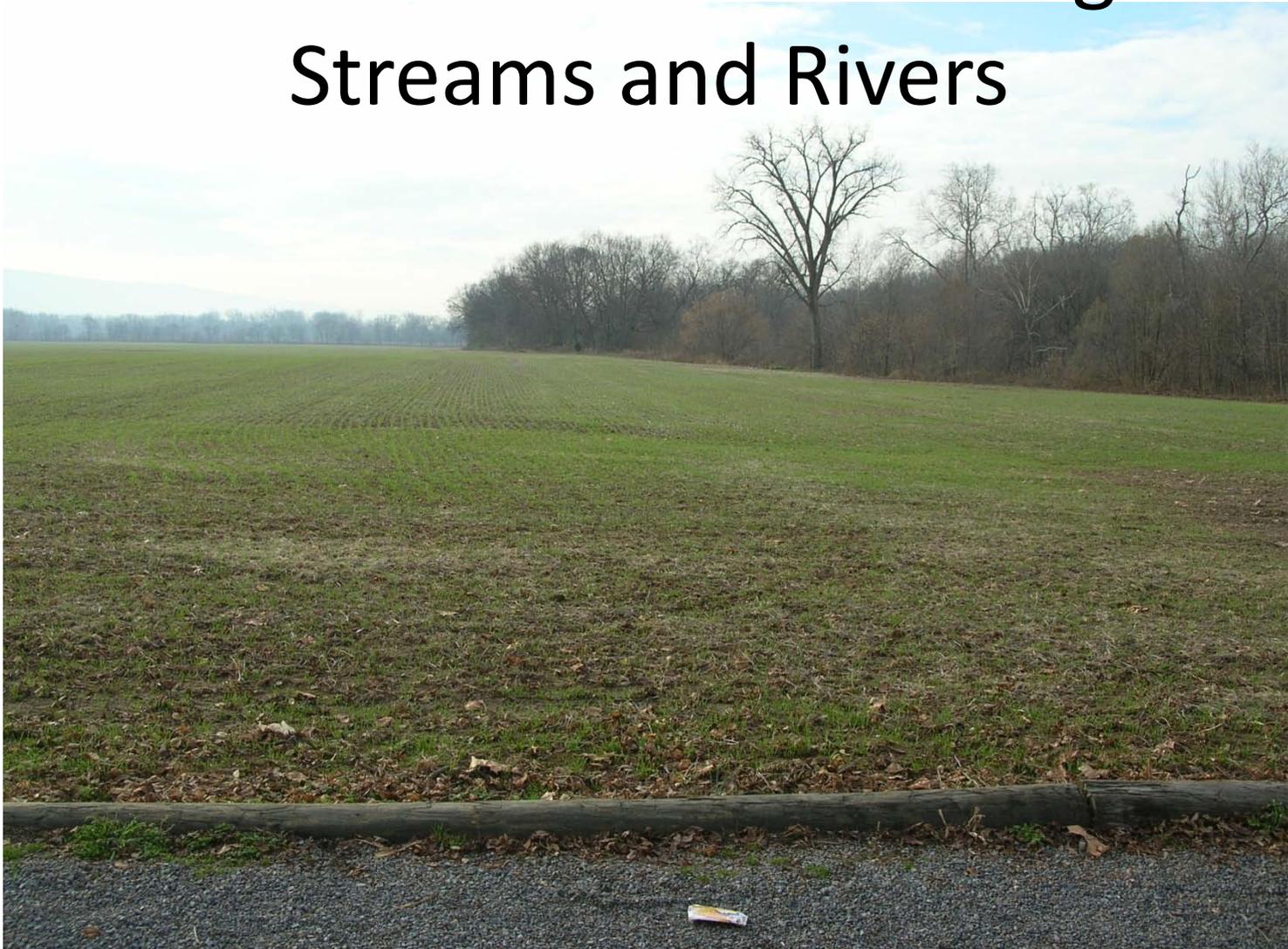
Completed Pasture Division Fencing with Off Stream Water Troughs



Completed off-stream water facility



Agronomy Practices Reduce Sediment Losses and Nutrient Leaching into Streams and Rivers

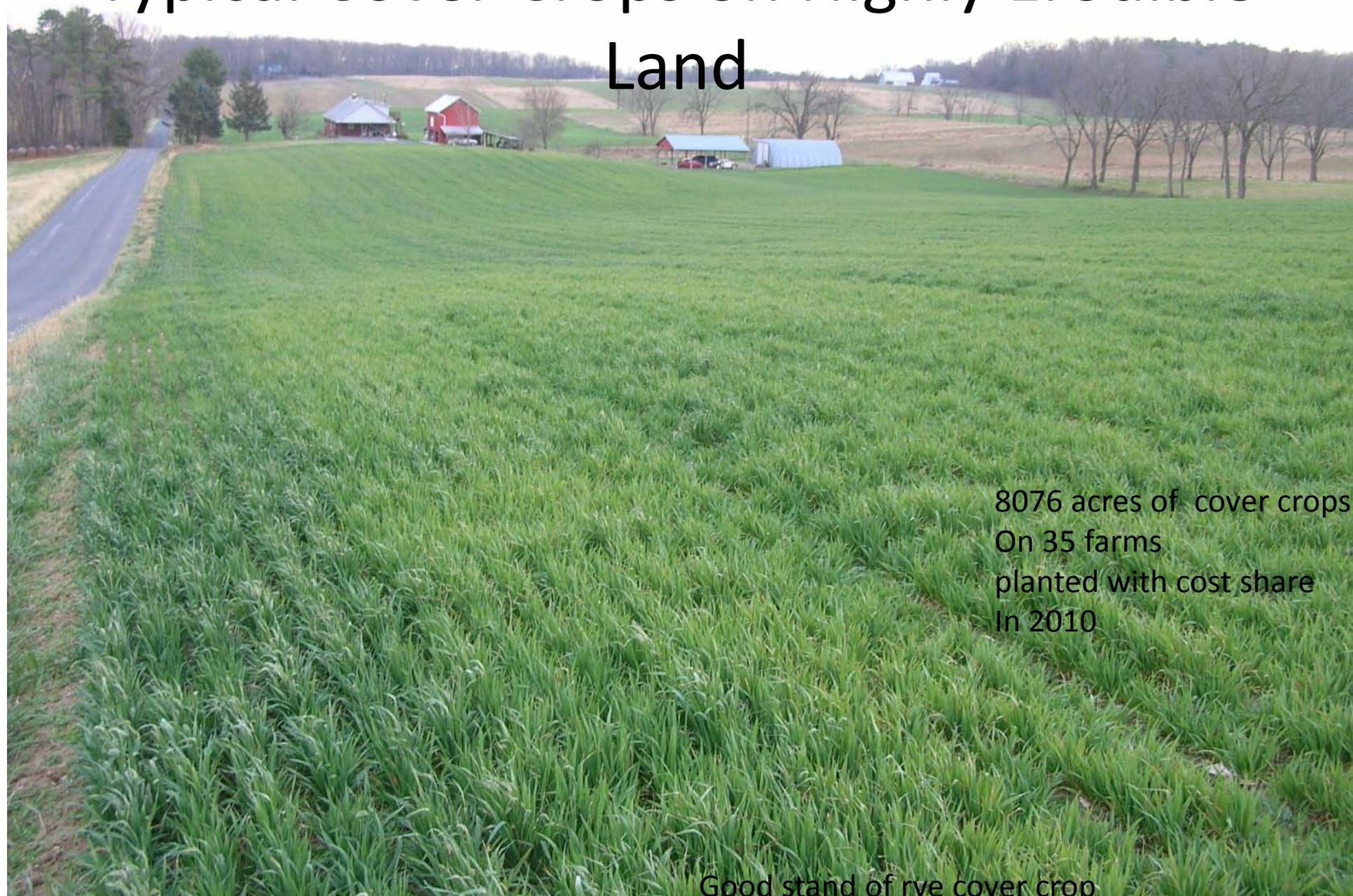


Winter wheat cover crop Recently up

- 
- Hay and pasture seedings
 - 840 ac planted on 27 farms in 2010

Orchardgrass/alfalfa establishment

Typical Cover Crops on Highly Erodible Land



8076 acres of cover crops
On 35 farms
planted with cost share
In 2010

Good stand of rye cover crop

Agronomy and Nutrient Management Technical Assistance

35 farms 8076 acres 2010

44 farms 5049 acres 2011

16 plans 7987 acres 2010

6 plans 2872 acres 2011



**COVER CROPS and NUTRIENT MANAGEMENT
Are PRIORITY Best Management Practices**

CASE STUDIES

Case file of Landowner 1

- Owner is a VOF conservation easement holder who wanted to establish buffers between his pasture and the Shenandoah River.
- Technical staff planned his Best Management Practice BMP to exclude cattle from the river.
- Drawings and specifications were provided for a gravity watering trough developed from an existing spring on the property.



Buffers



River Exclusion Fence with Buffers



Setting the Trough



Pipeline Installation



Trough



Buffers and Wildlife



Practice Nears Completion



Pipeline, trench, and springbox inspection



Yow! algae!!



Spring Intake



Overflow



Salesmanship

- Customer Service is Job #1
- Best reference is a satisfied producer
- Marketing and Advertising by District staff talking to farmers, going to farmer meetings, livestock sales, news articles and notices in papers, On the Farm Radio spots, exhibits at agricultural events, word of mouth .

Case #112 - Owner holds a
VOF easement and wants
to work with farmer to
exclude cattle from river



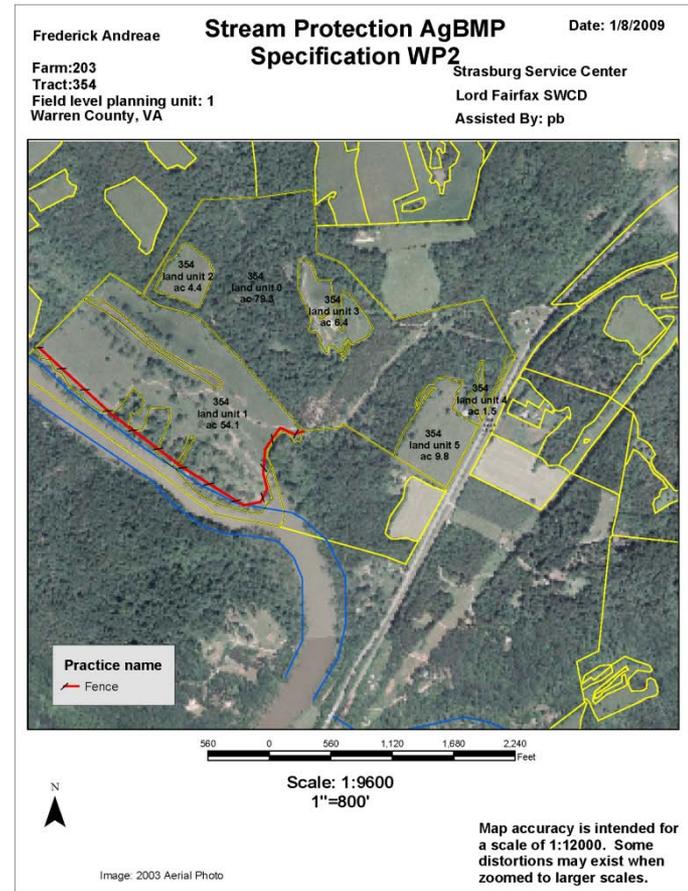
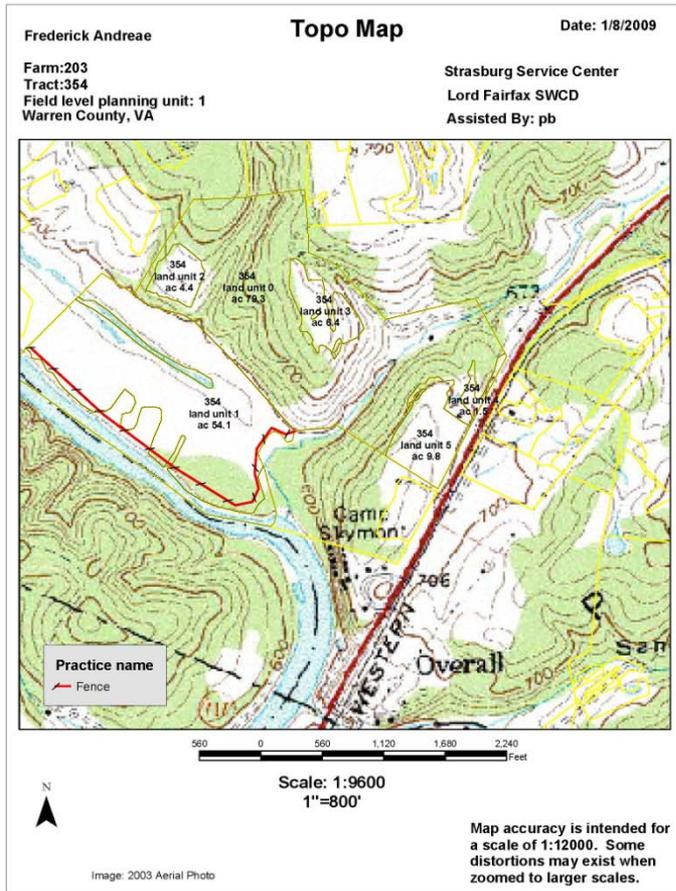








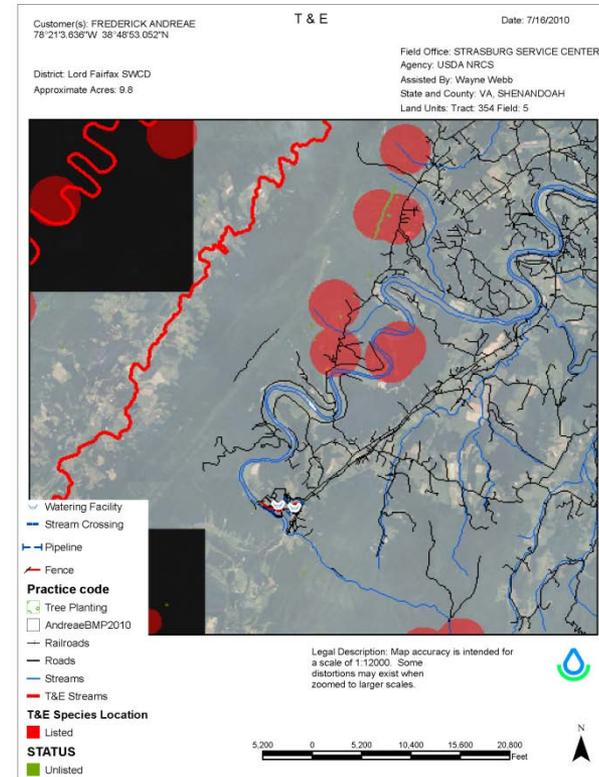
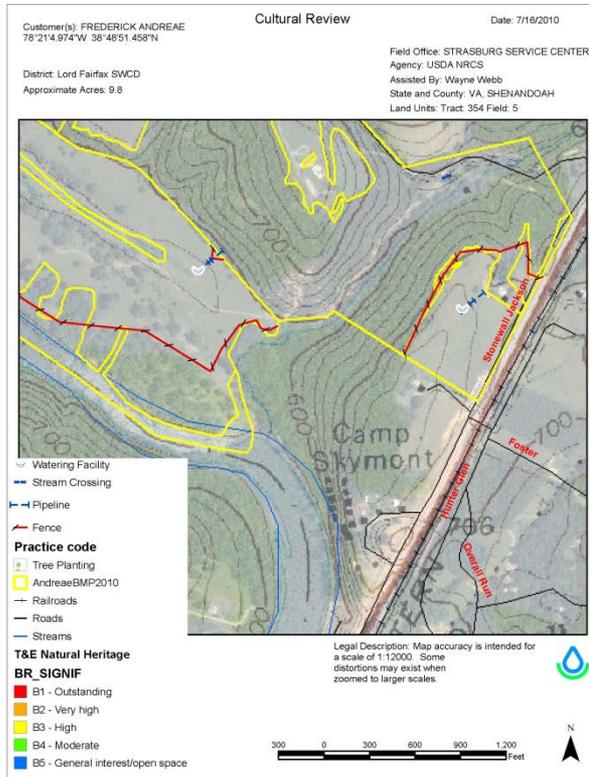
Planning and Design



Paperwork Documentation

Fencing Plan and Design

Threatened and Endangered Species Review



Reviews by Local, State, and Federal Agencies

Cultural resources review



Flooding hazards Review



To Be Continued.....

Case file of Farmer 3







Bringing it Together

Conservation Easement in Warren County



Agriculture Best Management Practice in Warren County





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