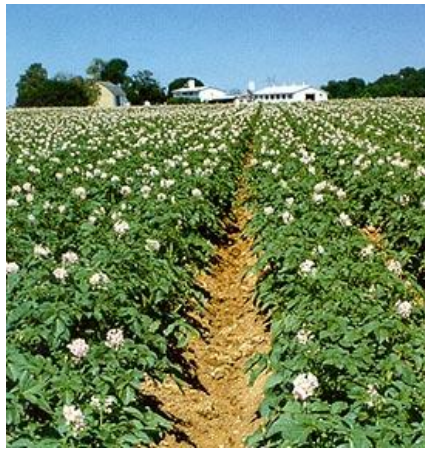


Developing a Research Instrument for Uncovering Benefits and Barriers to Phosphorus Reduction Management Practices in the Agricultural Landscape of the Innisfil Creek Subwatershed



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CBSM Research and Strategy Report

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1. EXECUTIVE SUMMARY

Community-Based Social Marketing (CBSM) has been employed internationally as a method of fostering sustainable behaviour. CBSM employs specific tools, developed through the science of behavioural psychology, to assist people to adopt behaviours that have a beneficial impact on the environment. While traditional communications strategies focus on communicating the benefits of adopting a behaviour through mass-media advertising, CBSM strategies focus on fostering the behaviour change through personal contact with people, and seek to remove the barriers which might reduce the likelihood of adoption of the preferred behaviour.

CBSM projects have typically focused on changing or moderating simple behaviours such as switching off lights and recycling. Farming practices are much more complex and changing farmer practices is challenging as this often involves adopting a range of new or modified practices and potentially investment in new technology, rather than fostering discrete behaviours. The application of CBSM strategies to such complex behaviours is unique and has the potential for breakthroughs where resistance has been difficult to overcome in past efforts to encourage more sustainable practices.

This research project focuses on reduction of nutrient loading in watercourses from agricultural operations. The Innisfil Creek subwatershed was chosen as a study site because it is dominated by agricultural land uses (78%) and there are serious water quality issues due to elevated nitrogen and phosphorus (P) concentrations in surface waters. Based on 2006 CANWET modelling, the primary source of P in the subwatershed is fertilizer applied to cropland.¹ Implementation of agricultural Best Management Practices (BMPs) is projected to reduce phosphorous loading by 24% relative to current conditions. Examining the likelihood of adoption of favourable P-reduction BMPs using CBSM strategies was therefore the research objective of this Canada-Ontario Agreement (COA) project.

With the focus on P reduction, the CBSM project methodology employed a background literature review, a meeting of 'P Experts', and 3 focus group meetings of equine, cash crop, and potato farmers to identify the benefits and barriers of P-reduction BMPs commonly used by the local farming community in the Innisfil Creek subwatershed. From this qualitative data, a list of phosphorous Best Management Practices (P-BMPs) was developed and ranked according to impact and probability of adoption to determine which behaviours warranted further exploration in a future research instrument – a quantitative survey – during the next phase of the project. The top ranked BMPs identified included:

For Cash Crop Farmers

- Maintain wind breaks for erosion control
- Establish appropriate riparian buffer zones
- Use of cover crops after harvest

For Potato Farmers

- Apply fertilizers to land at appropriate rate, time and place
- Install site appropriate buffer strips at appropriate field drainage locations
- Install (or maintain) farm level wind breaks

Equine Farm Owners/Managers

- Complete an Environmental Farm Plan (Equine tailored)
- Install site appropriate buffer strips at appropriate field drainage locations
- Maintain septic systems through regular pumping of septic tanks

The key barriers to adoption of the above P-BMPs uncovered by the study's research were: lack of knowledge (e.g. equine farm owners lack information on how to participate in the Environmental Farm Plan (EFP) Program); lack of motivation (e.g. low motivation to increase frequency and number of field sites for soil testing); inconvenience (e.g. few programs in place to support installation of windbreaks); and, a lack of social pressure (e.g. economic sustainability of crop production trumping environmental sustainability of aquatic habitat and water quality).

The study's findings recommend the initiation of a CBSM pilot program for equine farms drawing on the recommendations found in this report. The pilot program should be developed in conjunction with the equine community so that the willingness to implement behaviour changes can be measured and evaluated during the pilot phase.

For the Cash Crop and Potato farmers, further research is required to determine the willingness to change behaviours based on the individual CBSM tools and the target behaviours that will be selected for a CBSM strategy. Recommendations on next steps for further research are included in this report.

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2. INTRODUCTION AND BACKGROUND

The Situation

The Innisfil Creek subwatershed, located in south-central Ontario, comprises 491 km² of area with watercourses, which eventually drain into Georgian Bay. Land use activities in the area are dominated by intensive agriculture uses, with extensive acreage in the potato, sod, carrots, onion, and cash crop sectors.

Water quality, based on total phosphorus and total suspended solids levels, received an “F” grade in the Innisfil Creek Subwatershed Report Card (Nottawasaga Valley Conservation Authority, 2007), identifying both non-point (diffuse source) and point source (direct source) contributors.

Recognizing the water quality issues in a subwatershed dominated by intensive agricultural activity, the Ontario Ministry of Agriculture and Rural Affairs (OMAFRA) and the Nottawasaga Valley Conservation Authority (NVCA) developed a two-phase, Community-Based Social Marketing project to identify and test pilot opportunities that may achieve desired behavioural change in the management of nutrients in agriculture operations. The agencies retained Lura Consulting for the first phase of the project, with the purpose of identifying potential behavioural changes in the management of nutrients in the agricultural community, the barriers to adoption of the new behaviours, and the benefits of potential phosphorus reduction that would accrue by altering current management practices.

Purpose of the Project

In 2007, the governments of Canada and Ontario signed a new Canada-Ontario Agreement (COA) – Respecting the Great Lakes Basin Ecosystem to continue actions to restore and protect the Great Lakes environment. Under the 2007-2010 COA, Annex 3 - Goal 1 is ‘to encourage and enhance Great Lakes sustainability to achieve social, economic and aquatic ecosystem well-being.’ Specifically, Annex 3 - Goal 1, Result 1.1 (a) (2007-2010 COA 3.1.1 a) commits to:

Develop a coordinated multi-year action plan to increase Basin residents’ awareness and appreciation of the Great Lakes, including better understanding of the relationship between social and economic well-being and healthy aquatic ecosystems.

The Ontario Ministry of the Environment, in consultation with COA party-agencies (i.e., Ontario Ministry of Natural Resources, Ontario Ministry of Agriculture Food and Rural Affairs, and Environment Canada), is developing a CBSM initiative for phosphorus reduction in the Ontario Great Lakes basin. This project, led by the Ontario Ministry of Agriculture, Food and Rural Affairs in partnership with the Nottawasaga Valley Conservation Authority, seeks to add to the understanding of the phosphorus issue with respect to agricultural practices in the Innisfil Creek subwatershed, and assist in addressing the COA commitment to increase Great Lakes Basin residents’ awareness, protection and appreciation of the Great Lakes.

Recognizing there are existing and ongoing programs (e.g. Environmental Farm Plans) that are addressing stewardship in the agricultural community, the purpose of this two-phase project is to:

1. Identify barriers to, and benefits of, better nutrient management in the agricultural industry, leading to phosphorus reduction in the water courses of the Innisfil Creek subwatershed; and
2. Change land practice behaviours within the agricultural community to BMPs that will reduce phosphorus loading in the subwatershed, with the goal of establishing a social norm.

While urban and other rural residential and industrial sources may also be a causal agent of phosphorus input to the water courses of the subwatershed, this study did not explore the behaviours of those target audiences.

The purpose of this report is to:

1. Document the CBSM research methods, including the literature review, consultation with partners/experts, and focus groups, used to develop a list of potential target behaviours;
2. Describe the target audiences selected and list of potential desired behaviours derived from research;
3. Describe barriers to, and benefits of, adoption of the behaviours;
4. Document the method of selection of a shortlist of behaviours; and
5. Outline recommendations of next steps for the development of a CBSM pilot and implementation strategy.

Readers of this report will recognize that the phosphorus loading issue varies from watershed to watershed, based on a number of factors such as the percentage of natural land cover, land uses, extent of paved urban area and roadways, population, topography, best management practice implementation and other hydro-geological watershed characteristics. Further targeted research will be required to determine specific local attitudes and behaviours and the associated barriers and benefits to changing those behaviours for the residents of different watersheds.

Community-Based Social Marketing

The research study was carried out using the principles of Community-Based Social Marketing (CBSM). CBSM seeks to determine preferred behaviours and who should be performing them (referred to as target audiences) in order to implement behaviour change strategies that have a positive, sustainable impact. In order to maximize adoption of the desired behaviours, research is conducted to determine the barriers to adoption, and strategies are developed to remove those barriers. As well, the benefits of adoption are determined so that the potential positive impact of the behaviour can be assessed, as well as communicated to the target audience to provide motivation. The behaviours with the most potential for meaningful impact have fewer barriers (which increases the likelihood that they will be adopted by more people in the target audience) and greater benefits.

A fundamental principle of CBSM is that behaviour change is most effectively achieved through initiatives delivered at the community level. Unlike traditional mass-media advertising campaigns, CBSM employs direct, personal contact with the target audience.ⁱⁱ

3. RESEARCH METHODOLOGY OVERVIEW

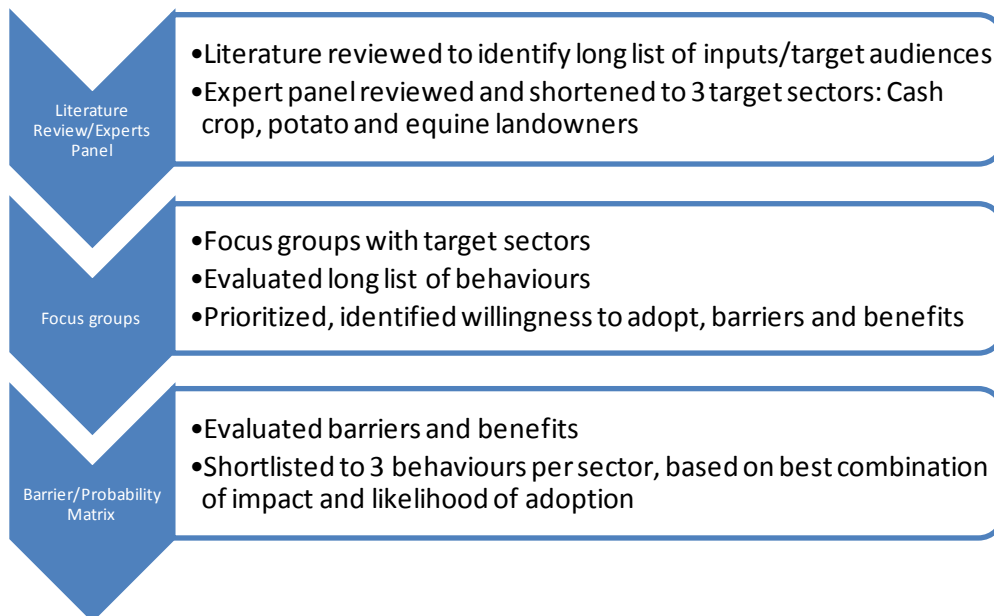
This report focuses on steps 1 and 2 of the CBSM strategy development and implementation process:

1. Identifying benefits and barriers to adoption of desired behaviours; and
2. Assessing potential impact of behaviours and developing strategies to remove the barriers to their adoption.

This project followed a 3 step research approach (see Figure 1 Research approach) to developing a list of target audiences and preferred behaviours for sustainable nutrient management in the subwatershed.

The first step identified the target audiences for a CBSM campaign. A long list of potential phosphorous inputs was developed through a review of literature on the subject and examination of activity in the study area. That list was evaluated in a workshop by a group of 16 experts in phosphorous sources and impacts. The experts distilled the list to 3 significant sources: cash crop farmers, potato farmers, and equine landowner/managers. These three groups were identified as being the most important sources of phosphorous in the watershed and the groups which should be targeted for promotion of BMPs. In the language of Community-Based

FIGURE 1 RESEARCH APPROACH



Social Marketing, they were identified as the “target audience” for behavioural change.

The second step was to determine the Best Management Practices (termed “target behaviours” in CBSM parlance) that the target audiences should be encouraged to undertake. A long list of BMPs was developed and evaluated in three focus groups: one for each of the three target audiences. In the focus groups participants were asked to provide input on each of the behaviours listed. Their input

included prioritization of the BMPs, whether they were already being performed, and their impact on phosphorous reduction. In addition, the barriers to adoption were identified for each BMP. The list of BMPs explored during the focus groups can be found in Appendix C.

In the third and final step, the input from the focus groups was evaluated to develop a list of three BMPs for each of the three target audiences, based on a combination of likelihood of adoption and the most impact on phosphorous reduction. The evaluation was conducted with the use of a standard CBSM tool, a barriers and benefits impact/probability matrix. The methodology involves assigning numeric values to the impact and probability of adoption of a series of potential behaviours, and then adding these numbers together. This approach readily identifies those behaviours which have the best combination of impact and probability of adoption.

The behaviours with the highest probability and impacts were used to develop the study findings and recommendations.

Limitations of the Research

Although the information gathered through the research was comprehensive, a limiting factor was the attendance at the equine focus group, which was limited to only two participants. In order to gather more input, interviews were conducted with 6 equine landowners after the focus group, bringing the input for the equine group up to the level of the other two sectors.

4. RESULTS

This section of the report explains how the Target Audiences and BMPs were selected and evaluated. Each of the following headings refers to a step in an iterative process used to generate and evaluate a long list of Target Audiences and BMPs and narrow down to the most important to pursue in the Innisfil Creek subwatershed.

Literature Review

An extensive review of available literature was conducted to seek information on:

- Best Management Practices for nutrient management;
- Community-Based Social Marketing programs related to agriculture, water and water quality;
- The effects of phosphorous on water bodies; and
- The health of the Great Lakes, particularly Lake Huron.

A complete list of references of the documents that guided this portion of the research can be found in Appendix A.

A long list of potential target audiences was identified that would be applicable to the Innisfil Creek subwatershed. The list included the following sources of phosphorous:

- Agricultural land uses (including Specialty farms – sod farms, potato farms)

- Municipal land uses (including stormwater, sewage treatment plants)
- Erosion – wind and water
- Rural Residential land uses (including golf courses)
- Rural Natural Land Uses

This list was brought forward for analysis to the next stage of the research, the Experts Group Workshop.

Experts Group

The group of experts on phosphorus, agricultural, and BMPs topics was assembled for a workshop in September 2009. The Experts Group comprised staff from University of Guelph, Ontario Soil and Crop Improvement Association, OMAFRA, NVCA, and Nottawasaga Futures and Lura Consulting.

The purpose of the workshop was to confirm and prioritize the full list of target audiences that had been identified during the literature review as the leading causes of excess phosphorus loading in the Innisfil Creek subwatershed.

The Experts Group reviewed the list of potential phosphorous sources in the subwatershed. After discussion and analysis, the group determined the three most significant contributors and recommended that these would be the most suitable to be targeted for promotion of BMPs to reduce phosphorous loading in the subwatershed. The recommended target audiences were:

1. Cash crop farmers;
2. Potato farmers; and,
3. Equine landowners

The notes from the workshop, including details on the discussions that led to the determination of the target audiences, can be found in Appendix C.

The Experts Group also provided guidance on a prioritized list of BMPs for the target audiences, which was helpful in distilling the long list BMPs down to three for each target audience.

Focus Groups

Based on the recommendations from the Experts Group, three target audience focus group meetings were held in Alliston in early December 2009, one with each of the groups identified above. The purpose of the focus groups was to explore the long list of over 40 selected BMPs and identify the barriers to adoption of the BMPs. The full list of BMPs evaluated can be found in Appendix C.

In each of the focus groups, participants were asked to provide input on all of the BMPs in the list. The tool in Appendix C was used to gather some of that input. As well, in a discussion facilitated by Lura Consulting, the participants discussed each of the behaviours. The facilitator sought to determine participants' perceptions and level of understanding of phosphorous loading from their operations and the barriers

to adopting BMPs in their operations. This information was recorded to inform the decisions on shortlisting the BMPs for each of the three target audiences.

A summary of the findings from the focus groups can be found in Appendix B.

Shortlisting BMPs for Each Target Audience

Following the completion of the focus groups, an analysis of the information on BMPs was conducted for each of the three target audiences.

For each BMP, barriers to implementation and the impact of phosphorous reduction were evaluated and a score for each factor was assigned. The analysis of impacts and probability is a subjective analysis, and the scores assigned were derived from the literature review, Experts Group advice, target audience focus group findings and professional experience.

The scoring for the impact of the BMPs ranges from zero to four with zero (0) meaning that there is no impact to four (4) where there is the highest impact of the behaviour on phosphorus reduction, water quality benefits or on sustainability of that particular behaviour. For the barriers, the range of scores is from zero to four, with zero (0) being no probability of the behaviour being adopted due to barriers to four (4) which would be the highest probability of adoption.

The values in the matrix were derived with input from some members of the Expert Group and were entered into an impact/probability matrix, which is included here as Table 1. The behaviours are organized by target audience.

Table 1: Innisfil Creek Subwatershed - Evaluation of Impact and Probability
 Per Behaviour (Input from expert group and target audience focus groups)

ID	BEHAVIOUR	IMPACT				PROBABILITY					Sum of Avgs.
		Which behaviour will result in the highest reduction of P to watershed? (range: 0-4)	Which behaviour will have additional water quality benefits? (range: 0-4)	Which behaviour is the most sustainable? (range: 0-4)	Avg.	Which behaviour will be the most affordable to promote to my audience? (range: 0-4)	Which behaviour will be the most affordable for my audience to adopt? (range: 0-4)	For which behaviour will it be easiest to show a link to the problem? (range: 0-4)	Which behaviour has the fewest barriers to overcome (range: 0-4)	Avg	
	Cash Crop Sector										
CF1	Proper Storage of Fertilizer	0	0		0	0	0	0	0	0	0
CF2	Maintain septic system: pump every 3-5 years	1	1	2	1.33	2	2	3	2	2.25	3.58
CF3	Prepare a EFP	2	2	2	2.0	3	3	2	3	2.75	4.75

ID	BEHAVIOUR	IMPACT				PROBABILITY					Sum of Avgs.
		Which behaviour will result in the highest reduction of P to watershed ? (range: 0-4)	Which behaviour will have additional water quality benefits? (range: 0-4)	Which behaviour is the most sustainable? (range: 0-4)	Avg.	Which behaviour will be the most affordable to promote to my audience? (range: 0-4)	Which behaviour will be the most affordable for my audience to adopt? (range: 0-4)	For which behaviour will it be easiest to show a link to the problem? (range: 0-4)	Which behaviour has the fewest barriers to overcome (range: 0-4)	Avg	
CF4	Install windbreak (s)	2	2	2	2.0	3	2	2	1	2.0	4.0
CF5	Maintain Windbreak (s)	2	3	4	3.0	3	3	3	3	3	6.0
CF6	Establish appropriate riparian buffer zones	3	3	3	3.0	4	2	3	2	2.75	5.75
CF7	Use of cover crop after harvest	3	4	4	3.33	3	3	4	3	3.25	6.58
CF8	Apply P fertilizer at appropriate rate using GPS technology	3	2	3	2.67	2	2	3	2	2.25	4.92

ID	BEHAVIOUR	IMPACT				PROBABILITY					Sum of Avgs.
		Which behaviour will result in the highest reduction of P to watershed? (range: 0-4)	Which behaviour will have additional water quality benefits? (range: 0-4)	Which behaviour is the most sustainable? (range: 0-4)	Avg.	Which behaviour will be the most affordable to promote to my audience? (range: 0-4)	Which behaviour will be the most affordable for my audience to adopt? (range: 0-4)	For which behaviour will it be easiest to show a link to the problem? (range: 0-4)	Which behaviour has the fewest barriers to overcome (range: 0-4)	Avg.	
	Potato Farming Audience										
PF1	Apply P fertilizer at appropriate rate using soil testing	3	3	3	3	2	1	3	1	1.75	4.75
PF2	Apply P fertilizer at appropriate rate using GPS technology	3	3	2	2.67	2	2	3	2	2.25	4.92
PF3	Apply fertilizers to land at appropriate rate, time and place	3	3	3	3.0	3	3	3	3	3.0	6.0

ID	BEHAVIOUR	IMPACT				PROBABILITY					Sum of Avgs.
		Which behaviour will result in the highest reduction of P to watershed ? (range: 0-4)	Which behaviour will have additional water quality benefits? (range: 0-4)	Which behaviour is the most sustainable? (range: 0-4)	Avg.	Which behaviour will be the most affordable to promote to my audience? (range: 0-4)	Which behaviour will be the most affordable for my audience to adopt? (range: 0-4)	For which behaviour will it be easiest to show a link to the problem? (range: 0-4)	Which behaviour has the fewest barriers to overcome (range: 0-4)	Avg.	
PF4	Apply nutrients (manure) in the spring, summer and fall (depending on crop) and at the right rate	2	2	1	1.67	2	1	3	2	2.0	3.67
PF5	Install site-appropriate buffer strips at appropriate drainage locations	4	4	3	3.67	3	2	4	2	2.75	6.42
PF6	Install farm level wind breaks	3	3	3	3.0	3	2	4	3	3.0	6.0

ID	BEHAVIOUR	IMPACT				PROBABILITY					Sum of Averages
		Which behaviour will result in the highest reduction of P to watershed? (range: 0-4)	Which behaviour will have additional water quality benefits? (range: 0-4)	Which behaviour is the most sustainable? (range: 0-4)	Avg.	Which behaviour will be the most affordable to promote to my audience? (range: 0-4)	Which behaviour will be the most affordable for my audience to adopt? (range: 0-4)	For which behaviour will it be easiest to show a link to the problem? (range: 0-4)	Which behaviour has the fewest barriers to overcome (range: 0-4)	Avg.	
	Equine Farm Audience										
E1	Complete Equine Adapted EFP	4	3	3	3.33	2	3	3	2	2.5	5.83
E2	Apply rotational grazing practices in pasture lands	2	3	3	2.67	3	2	3	3	2.75	5.42
E3	Apply nutrients (manure) in the spring, summer and fall and at the right rate	2	3	3	2.67	2	0	2	2	1.5	4.17

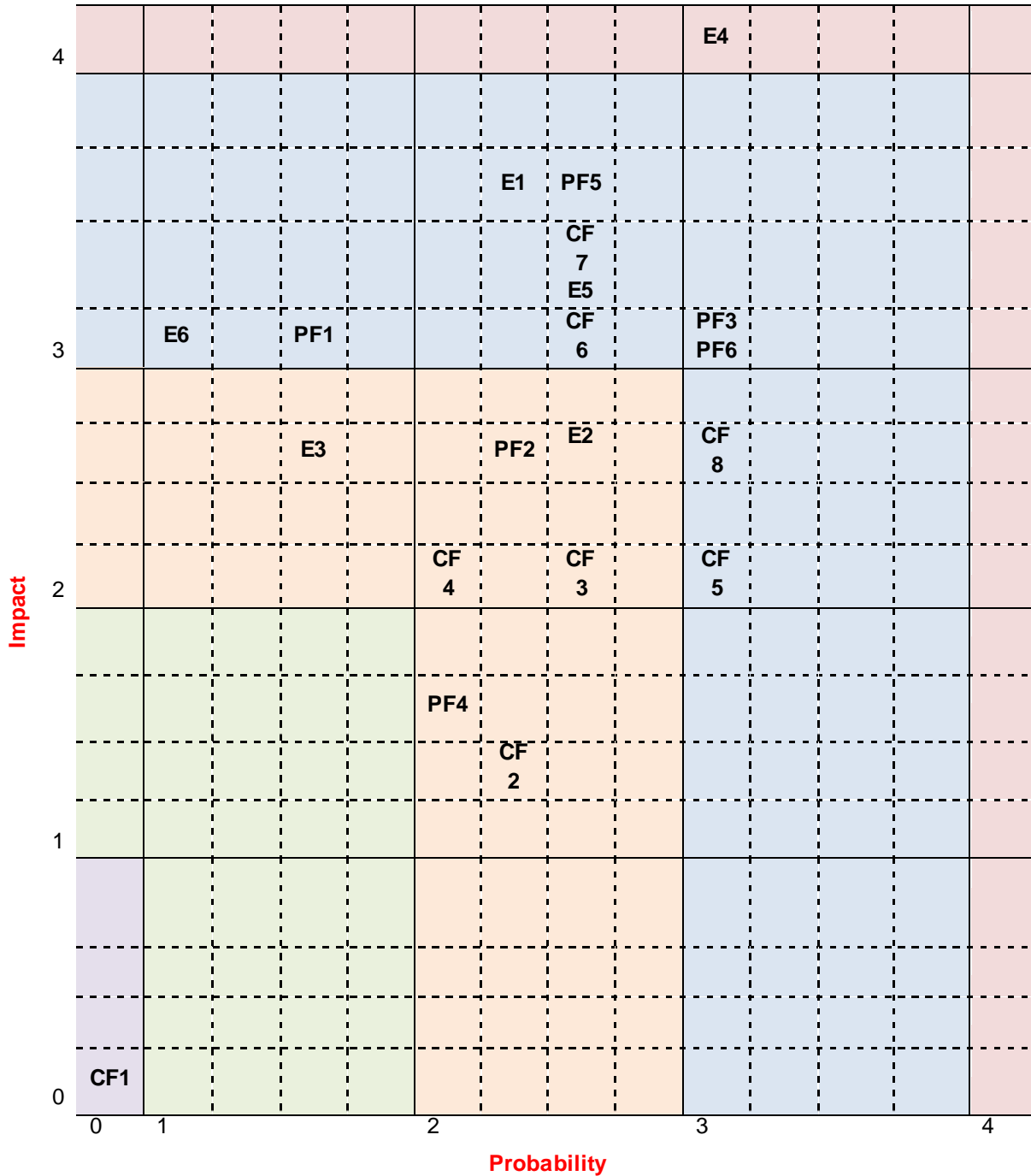
ID	BEHAVIOUR	IMPACT				PROBABILITY					Sum of Avgs.
		Which behaviour will result in the highest reduction of P to watershed ? (range: 0-4)	Which behaviour will have additional water quality benefits? (range: 0-4)	Which behaviour is the most sustainable? (range: 0-4)	Avg.	Which behaviour will be the most affordable to promote to my audience? (range: 0-4)	Which behaviour will be the most affordable for my audience to adopt? (range: 0-4)	For which behaviour will it be easiest to show a link to the problem? (range: 0-4)	Which behaviour has the fewest barriers to overcome (range: 0-4)	Avg.	
E4	Install site-appropriate buffer strips at appropriate drainage locations	4	4	4	4	3	3	3	3	3.0	7.0
E5	Maintain septic systems through regular pumping	3	4	3	3.33	3	2	3	3	2.75	6.08
E6	Employ manure storage BMP	4	3	2	3.0	1	1	2	1	1.25	4.25

Note: For each audience above, the three behaviours that scored highest are highlighted in grey.

UNCOVERING BENEFITS AND BARRIERS TO AGRICULTURAL PHOSPHORUS REDUCTION IN INNISFIL CREEK SUBWATERSHED

The respective values assigned to the impacts and the probabilities of adoption were plotted in a graph to illustrate the findings and graphically illustrate the combined value for each behaviour. In the graph below, the BMPs which warrant the most attention are up and to the right.

Table 2: Probability & Impacts Graph



Note: See ID codes on previous table to identify behaviours

The result of the analysis is a shortlist of three BMPs for each of the target audiences.

- Cash Crop Sector
 - Maintaining wind breaks (CF5)
 - Establish appropriate riparian buffer zones (CF6)
 - Using cover crop after harvest (CF7)
- Potato Producers Sector
 - Apply fertilizers to land at appropriate rate, time and place (PF3)
 - Install site appropriate buffer strips at appropriate field drainage locations (PF5)
 - Install (or maintain) farm level windbreaks (PF6)
- Equine Farm Owners/Managers Sector
 - Complete an Environmental Farm Plan (E1)
 - Install site appropriate buffer strips at appropriate field drainage locations (E4)
 - Maintenance septic systems through regular pumping of septic tanks (E5)

5. BARRIERS AND BENEFITS

Through the process of identifying the BMPs for each target audience, barriers and benefits for each of the preferred practices were also established. This section is organized by target audience and describes each BMP, the associated barriers to adoption, and the benefits of adoption. Each of the barriers and benefits listed below were identified in the focus groups and represent the statements made.

Cash Crop Sector

Maintaining Wind Breaks (CF5)

Many farm properties throughout the subwatershed have vegetative wind breaks that were established in the past as part of programs to target wind erosion of farm soil. The social norm was to install wind breaks with young trees and then let them mature. Maintenance instructions for the wind breaks were either never given to the farmers or have been forgotten as the wind break grew. Over time, many of the wind breaks have grown into a solid vegetative wall with little or no wind porosity. If the wind break is a solid mass of material, the wind will simply flow over the wind break and continue on with the eroded soil from the farm. On the other hand, if the wind break is maintained through silvicultural practices by removing approximately one third of the trees as they grow, this will slow the wind allowing the soil to be deposited on the adjacent field and not deposited in the watercourses with the resulting phosphorus loading. The best farm wind breaks will act much like a snow

fence with thirty percent porosity to slow the wind and deposit the snow/soil on the lee side of the windbreak. As farm equipment has improved and increased in size, there has been a general farm practice to remove fencerows and associated wind breaks to allow for a larger and more equipment-friendly field layout. Maintaining a wind break involves removing dead and diseased trees and approximately every third tree to maintain thirty percent porosity.

Barriers identified by farmers to establishing wind breaks include:

- Mixed messages from government in the past about the use of wind breaks. Programs have been offered to incent farmers to both install and remove wind breaks creating confusion about the best practice;
- Perception of reduction in crop yields caused by wind breaks;
- Lack of understanding of the wind dynamics associated with wind breaks and soil movement by the wind;
- Wind breaks installed in the past using inappropriate plant material, that have little beneficial effect;
- Belief that the wind break will bring additional wildlife to the farm field, resulting in crop losses;
- Belief that there is no benefit for the small associated cost of this activity.

Benefits to this behaviour include:

- Soil maintained on farm;
- Firewood from wind break thinning;
- Reduction in home heating costs.

Establish appropriate riparian buffer zones (CF6)

The establishment of riparian buffers zones adjacent to farm fields has been scientifically demonstrated to significantly reduce soil erosion and the subsequent nutrient deposit into the surface water of creeks and streams. A generic buffer of 10 to 30 meters along a riparian zone has become the norm but is not always the best approach to providing a vegetative filter for field runoff. An enhanced buffer zone at the intersecting portion of the riparian zone and the low or drainage portion of the field would provide additional nutrient filtration. The remainder of the field could have a reduced buffer strip since drainage off the field does not flow through those areas. The overall impact is reduced farm land loss to the riparian buffer, with increased effectiveness of nutrient filtration and soil erosion from the targeted buffer.

Barriers identified by farmers to establishing appropriate riparian buffer zones include:

- Loss of farm land to riparian buffer establishment and thus reduction in farm income;

- Harder to work with farm equipment on non-square or rectangular fields that would result from targeted buffer zones on the low or drainage portion of the field/riparian zone;
- Cost of establishment of the buffer strip on a riparian zone;
- Cost to maintain and keep noxious weeds from buffer strip;
- Not seen as a benefit to farm or landowner;
- Society benefits, so society should pay for establishment and loss of crop land (alternative land use services concept).

Benefits to this behaviour include:

- Incentive programs to establish buffers do work, especially if farm in-kind resources are properly valued;
- Social norm, especially if other landowners on the same stream have installed a buffer.
- Reduction in nutrient loss from fields to streams
- Improvement in overall stream water quality

Using cover crop after harvest (CF7)

After the fall harvest of cash crops, fields are sometimes left as bare soil until the following spring when they are planted to a new crop again. The use of cover crops can provide multiple benefits to the farm, through reduction of soil erosion, increase in soil nutrients and organic matter to name a few.

Barriers identified by farmers to this behaviour include:

- Lack of knowledge about this BMP;
- Cost of establishing the buffer crop and lack of knowledge of financial benefits of this BMP;
- Not knowing the best cover crop to use, following the harvest of different crops;
- Changing or non-conducive spring or fall weather patterns do not allow for consistent planting the same type of cover crops on a yearly basis.

Benefits to this behaviour include:

- Increased yields and reduction of crop input cost;
- Increased organic material in the soil;
- Reduced erosion.

Potato Producers Sector

Apply fertilizers to land at appropriate rate, time and place (PF3)

Potato farmers apply fertilizers based on historical practices and previous yield, or with the use of soil tests. Soil testing is infrequently used in this subwatershed by potato producers, since the application of fertilizers is used throughout the season to increase crop yield.

Install site appropriate buffer strips at appropriate field drainage locations (PF5)

The establishment of riparian buffers zones adjacent to potato fields has been demonstrated to reduce soil erosion and the subsequent nutrient deposit into the surface water of creeks and streams. The generic equal sized buffer usually of 10 to 30 meters along a riparian zone has become the norm but is not always the best approach to providing a vegetative filter for field runoff to the riparian zone. An enhanced buffer zone at the intersecting portion of the riparian zone and the low or drainage portion of the field would provide additional nutrient filtration. The remainder of the field could have a reduced buffer strip since drainage off the field does not flow through those areas. The overall impact is less farm land loss to the riparian buffer, with increased effectiveness of nutrient filtration and soil erosion from the targeted buffer.

Barriers identified by farmers to installing site appropriate buffer strips include:

- Loss of farm land to riparian buffer establishment and thus reduction in farm income;
- Harder to work with farm equipment on non-square or rectangular fields that would result from targeted buffer zones on the low or drainage portion of the field/riparian zone;
- Cost of establishment of the buffer zone;
- Cost to maintain and keep noxious weeds from buffer zone;
- Not seen as a benefit to farm or landowner;
- Society benefits, so society should pay for establishment and loss of crop land (alternative land use services concept);
- Too dependent on lay of the land for establishment of field rows and turning strip for equipment.

Benefits to this behaviour include:

- Properly placed and designed buffer will reduce the amount of land removed from agricultural production;
- Incentive programs to establish buffer strips do work, especially if farm in-kind resources are properly valued;

- Social norm, especially if other landowners on the same stream have installed a buffer.

Install (or maintain) farm level wind breaks (PF6)

See discussion under CF5 on wind breaks. The only difference is that the potato farmers identified the need to keep wind breaks at the farm level and not at the field level, due to planting and harvesting equipment needs.

Barriers identified by farmers to appropriate farm level wind breaks include:

- Mixed messages from government in the past about the use of windbreaks. Programs have been offered to incent farmers to both install and remove wind breaks creating confusion about the best practice;
- Perception of reduction in potato crop yields caused by windbreaks at the field level;
- Lack of understanding of the wind dynamics associated with wind breaks and soil movement by the wind;
- Wind breaks installed in the past using inappropriate plant material that have little beneficial effect;
- Belief that the windbreak will bring additional wildlife to the farm field, resulting in crop losses;
- Belief that there is no benefit for the associated cost of this activity.

Benefits to this behaviour include:

- Soil maintained on farm;
- Firewood from windbreak thinning.

Equine Farm Owners/Managers Sector

Complete an Environmental Farm Plan (Equine tailored, E1)

Many equine farm owners do not associate with traditional farm programs and activities, and as a result have not been inclined to participate in the Environmental Farm Plan program. If an equine tailored EFP could be developed this would be welcomed by the equine farm community.

Barriers identified by farmers to completing an Environmental Farm Plan include:

- Lack of knowledge in farm environmental BMPs;
- Lack of understanding on BMPs for phosphorus reduction;
- Lack of knowledge that the EFP exists and the results from this activity.

Benefits to this behaviour include:

- Social opportunity for equine farm owners to gather and share farm and business experiences in the EFP workshop format.

Install site appropriate buffer strips at appropriate field drainage locations (E4)

See above discussion for PF5. For Equine farm owners, buffer strips on riparian zones represent an additional cost that they are willing to share if incentives are provided to establish a buffer strip and horse exclusion fencing to protect the watercourse.

Barriers to this behaviour include:

- Cost of establishment of the buffer zone;
- Cost to maintain and keep noxious weeds from buffer zone.

Benefits to this behaviour include:

- Properly placed buffer will provide aesthetic appeal for the property;
- Incentive program to establish buffer, especially if equine in-kind resources are properly valued;
- Social norm, especially if other equine farms on the same stream have installed a buffer.

Maintain septic systems through regular pumping of septic tanks (E5)

Proper maintenance of septic systems ensures an operating system that does not leak. During the research phase of the project, it was determined that there is a lack of awareness of septic systems amongst the equine group. Some people in this sector have moved from urban settings into rural areas and are new to septic system maintenance and installation.

Barriers to this behaviour include:

- Lack of knowledge of septic operations;
- Lack of knowledge of effects of improperly maintained septic system and water quality effects.

Benefits to this behaviour include:

- Longer operating term for properly maintained septic systems will mean less cost in the long run

6. ADDITIONAL RESEARCH FINDINGS

Beyond the findings regarding barriers and benefits, the research process identified other important aspects of the target audiences and preferred BMPs.

The following describes relevant findings of the research with respect to BMPs and program delivery. This list can inform the design of further research, particularly with crop and potato farmers.

Behaviour findings:

1. **The traditional crop and potato agricultural audiences have a good understanding of phosphorus issues and a relatively good understanding of the impacts.** With high value crops such as potatoes, Innisfil Creek farmers are well informed of nutrient management BMPs to maximize yields, while at the same time they understand there may be negative environmental impacts to the local watercourses relative to phosphorus inputs, however these farmers are willing to consider phosphorus reduction BMP options to reduce the negative impacts. (in support of behaviours PF3).
2. **Wind and water soil erosion are suspected to be major contributors of phosphorus in the Innisfil Creek subwatershed based on evidence of ‘dirty snow’ and muddy streams during storm events.** Relatively few programs are in place to support installation of wind breaks to combat wind erosion. There are no existing programs that deal with maintenance of wind breaks. Water erosion is being dealt with in an ad-hoc manner through a variety of programs that confuses the local agricultural audience (in support of behaviours PF5,6 and CS5,6,7).
3. **Phosphorus inputs to agricultural lands in the Innisfil Subwatershed are a lesser problem than wind and water erosion.** Farmers do not tend to over-apply nutrients, but rather apply the right amount at the right time to maximize yields and save money (in support of behaviour PF3).
4. **A significant barrier to action is that equine farm owners lack information on what they can do to assist with reducing phosphorus inputs to the subwatershed.** The Environmental Farm Plan does not generally target this farm audience and equine farm owners do not circulate amongst traditional farm organizations that could provide the necessary information on incentive programs and BMP adoption (e.g. behaviour E1).
5. **Equine farm owners generally do not have the required knowledge to have their septic systems properly maintained.** With many of the equine farm owners being ex-urbanites and new to rural living, they do not have the history or family connections to understand the need to properly maintain their septic systems. Failure of these septic systems will cause excess phosphorus to enter the watershed (e.g. behaviour PF5, 6).

Targeted program delivery findings:

6. **An effective organizational structure that will organize and coordinate the CBSM program is essential.** This can be as small as a chairperson and a volunteer committee or a partnership of many different organizations, including the conservation authority, local, provincial and federal governments, research and education institutions, landowners and conservation groups.
7. **Program flexibility is important to allow people to participate in a manner that is convenient and within their reach.** The focus should be on reasonable and practical behaviours, which can be tailored for different areas of the subwatershed and the priorities of local partners. It is best to start with the behaviours that are easiest to adopt and work toward the more difficult behaviours as the target audience gains understanding on the topic.
8. **Timing of a program can influence the program's success, as certain behaviours apply to certain seasons.** The distribution of materials and attempts to gather commitment from the target audience should be scheduled based on the behaviour being promoted. For instance, all farmers should be targeted in the winter season for education on nutrient management BMPs because this is the time of year when there are fewer responsibilities on the farm to attend to.
9. **Program materials should be informative and written in plain language.** Most CBSM programs use posters, distribute information brochures, fact sheets, and guides. Vivid and clear language allows people to best understand the behaviour and the benefits of undertaking the activity.
10. **Great partnerships are essential in the overall success of a campaign.** The Chicago Wilderness Alliance is a good model for the collaborative approach to conservation endeavours, growing from 34 founding organizations to more than 170 participating members. Ideally, the more groups and organizations are participating in a program, the more it gains recognition, and the less effort or resources are needed by each to achieve their individual missions.

7. FURTHER RESEARCH DIRECTIONS TO DEVELOP AN INNISFIL CREEK SUBWATERSHED CBSM STRATEGY

It is recommended that further research on crop and potato farm operations be conducted to further substantiate the findings from this research, particularly with respect to barriers to participation. The generic survey tool in Appendix D could be adopted and implemented using an on-line survey device such as Survey Monkey to confirm the willingness to change behaviours for these target audience. It could also be administered in person, either door-to-door or at an agriculture event. It would be best if a farm organization, such as OSCIA or OFA, conducted the survey as farmers would likely be more comfortable in talking with their peers. Government or government agencies should not conduct the survey, as farmers may be less forthcoming in answering questions.

Following this additional research, it will be possible to improve the barriers and benefits matrix above to determine which behaviours should be targeted for a CBSM pilot program. Through developing a pilot CBSM program to test and evaluate the validity of the strategies for changing target behaviour, there is greater certainty that the audience will actually change behaviour. This will result in the greatest reduction of phosphorus to the Innisfil Creek subwatershed.

After the additional research is conducted, a pilot project should be conducted. Pilot projects provide an opportunity to test CBSM strategies in the field to determine their effectiveness. Sometimes the pilot program will include different approaches to the same end (such as providing one group with an incentive to adopt a BMP and asking a commitment from another, without an incentive) to evaluate the cost-effectiveness of the different approaches. Pilot programs usually identify improvements that can be made to the approach, and sometimes can determine that a component of the strategy is ineffective and should be abandoned. It is important to determine these improvements with a small and relatively inexpensive pilot scale before embarking on a more expensive and rollout. For that reason, it is recommended that all CBSM strategies be piloted on a small scale before the program is rolled out to a larger audience.

After the pilot project is conducted and the CBSM strategy is finalized, the strategy can be rolled out to the full NSVCA watershed. .

It is possible to initiate a CBSM pilot program for equine farms using the recommendations noted above. The pilot program should be developed in conjunction with the equine community so that the willingness to implement behaviour changes can be measured and evaluated during the pilot phase.

8. CONCLUSION

The research conducted through this project has indicated that the three agricultural farming audiences of equine, cash crop, and potato farmers are very willing to do the right thing with respect to best management practices for the reduction of phosphorus to the subwatershed. However, the research suggests that there is a combination of a lack of knowledge among farm operators about the cumulative effects of excess phosphorus in the subwatershed, along with a lack of understanding about which BMP is best for their specific farm operation to reduce the most phosphorus on their property. Operators feel that it is important that they conduct their farm operations in the most environmentally and economically sound manner with the highest regard for land stewardship practices while also maintaining profitability. Sustainability of farm practices to reduce phosphorus in the subwatershed would be best fostered through a CBSM strategy that will ultimately develop a societal norm for these activities. Further, the identified barriers to participation are relatively few. These findings hold true across all three target farm categories. Further research involving cash crop and potato farmers is necessary to substantiate the target behaviours that should be piloted in an CBSM strategy.

An effective phosphorus CBSM strategy can be built on the strong foundation of a very high participation in the Environmental Farm Plan and other stewardship programs by the agricultural community in the Innisfil area.

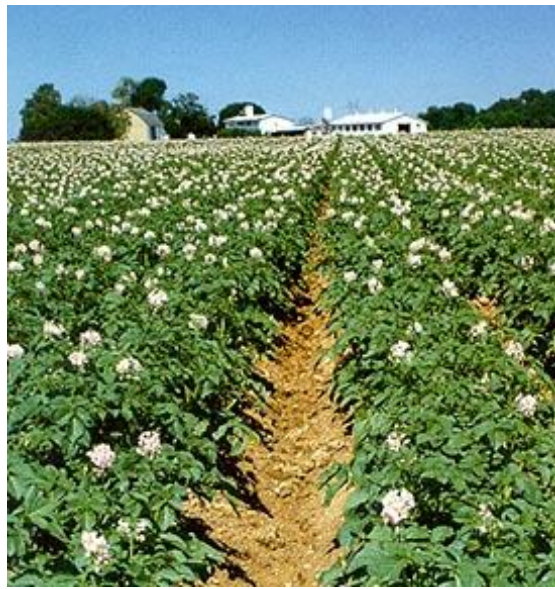
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Appendix A Literature Review - Bibliography

INNISFIL CREEK SUBWATERSHED PHOSPHORUS MANAGEMENT

COMMUNITY-BASED SOCIAL MARKETING PROJECT



January 2010

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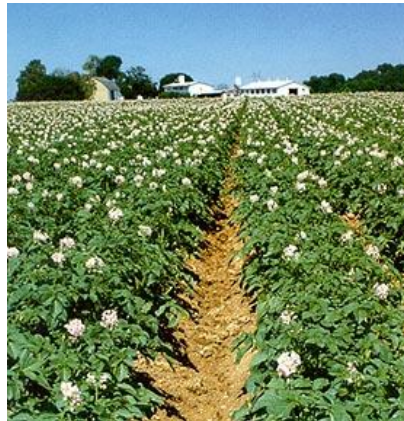
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Appendix B Focus Group Summary Notes

FOCUS GROUP SUMMARY INNISFIL CREEK SUBWATERSHED



January, 2010

Appendix B

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1. FOCUS GROUP SUMMARY REPORT

This report describes the results of the three focus groups that were conducted to determine the behaviours for reducing phosphorus inputs to the Innisfil Creek Subwatershed.

The findings from the focus groups have been used to develop a Phosphorus Reduction - Community-based Social Marketing strategy for the Innisfil Creek subwatershed. This report describes the important findings and recommendations that arise from the focus group research that was conducted.

The methodology questions and findings are presented below.

Equine Focus Group

Questions

The following questions were posed to guide the equine farm owner/manager focus group conversation in seeking to determine benefits and barriers that were top of mind for the equine farm owners and their relative willingness to change behaviours related to specific actions for reducing phosphorus inputs to the watershed. Due to the small turn out for the equine focus group this list of questions were posed during phone interviews to Innisfil watershed equine farm owners to confirm the findings from the focus group.

1. What does 'poor' water quality mean to you?
2. Do you see a connection to nutrients such as phosphorus and nitrogen and algae growth or poor water quality?
3. What connection is there between what you do on the land and how that could affect water quality in nearby streams or the Great Lakes?
4. What BMP's are used by equine farms in the Innisfil Area?
5. How many equine farms have prepared an Environmental Farm Plan or intend to do so in the area? Why or why not?
6. What do you do on your horse farm to reduce phosphorus build up and run off?
7. Do you have a water course or stream running through your property?
8. How to you store and deal with manure on your farm?
9. Do you rely on local farmers to assist with manure removal?
 - How much? 100% 50% 25% none
10. What do you do to remove and/or deal with accumulated manure?
11. What do you see as the major sources of P from the farmsteads and fields in the area as well as other places in the watershed?
12. Do you think P from fertilizer application and/or storage of fertilizer are a bigger concern than P from overland flow from intense storms, spring snowmelt flow, infiltration, tile drainage?
13. Do you follow a grazing management planning (BMP #2403) as an equine BMP?
14. What prevents equine farms in the Innisfil area from adopting best management practices related to Phosphorus?

15. What would motivate you to adopt recommended BMPs?
16. Do you have targeted buffer strips adjacent to water courses? Equine exclusion fencing from water courses? (practice code 1003)
17. Are soil tests done for pasture management? (soil tests eligible only if part of NMP; practice code 2401) Pasture and exercise paddocks: soil erosion control planning (practice code 2404) or farmyard facilities runoff control management if needed (category 5)
18. What do you do to minimize bare soil on your farm? (category 15)
 - Nutrient Management planning (practice code 2401)
 - Grazing management Planning (practice code 2403)
19. Do you think there is any loss of nutrients from your fields in wind or water erosion?
20. What practices have you done in the past to stop this nutrient loss?
21. How did you learn about fertilizer applications? From their family? From CCA? From university?
22. How do you get information on phosphorus and nutrient management? (Family, friends, Ontario Farmer publications, technical advisors, other?)
23. If we were to ask you to install various soil erosion barriers, what would it take to get you to do this?
24. What do equine farmers see as the benefits to:
 - a. Preparing a Nutrient Management Plan or Strategy
 - b. Preparing an Environmental Farm Plan
 - c. Installing buffer strips on water courses
 - d. Installing equine exclusion fencing from water courses
25. What do equine farms see as the downside to:
 - a. Preparing a Nutrient Management Plan or Strategy
 - b. Preparing an Environmental Farm Plan
 - c. Installing buffer strips on water courses
 - d. Installing equine exclusion fencing from water courses
26. What has prevented or would prevent equine farms from:
 - a. Preparing a Nutrient Management plan
 - b. Preparing an Environmental Farm Plan
 - c. Installing buffer strips on your property
 - d. Installing equine exclusion fencing on your property
27. What encouraged or would encourage equine farms to:
 - a. Prepare a Nutrient Management plan
 - b. Prepare an Environmental Farm Plan
 - c. Install buffer strips adjacent to water courses on your property
 - d. Install equine exclusion fencing adjacent to water courses on your property
28. How willing would equine farms be to:
 - a. Prepare a Nutrient Management plan
 - b. Prepare an Environmental Farm Plan
 - c. Install buffer strips adjacent to water courses on your property
 - d. Install equine exclusion fencing adjacent to water courses on your property
29. Would equine farms be more or less likely to use one or more of these BMPs? Why or why not?
30. Where do you obtain information on land stewardship practices and nutrient management for your farm?
31. Who do you trust to give you the best information on land stewardship and nutrient management practices for your farm?

Summary of Findings - Equine focus group/interviews:

- Most do not fully understand phosphorus outputs from equine farm or home operations and the equally do not fully understand the phosphorus inputs to the watershed from their farm
- Most have not completed an environmental farm plan
- Many are ex-urbanites and new farmers and do not have all the knowledge of the requirements or best management practices (BMPs) for nutrient management both for farm and home operations
- Most are eager to learn and a suite of education programs on BMPs and nutrient management programs would be welcome by the equine farm group
- A land and nutrient stewardship kit for new equine farm owners would be welcome and useful
- Networking and equine farm/stable tours are good method to impart nutrient management information
- Demonstrating cost saving through proper rotational grazing and nutrient management would be an incentive to implement these BMPs
- Better information distribution on equine farm incentives for BMP activities was felt to be required
- Riparian buffer strips are welcome and most would be willing to install with incentive funding
- Cost to implement BMPs is of concern, since most do not have a farm income from the equine operations on the farm
- Many are not familiar with septic systems operations and maintenance and have little knowledge of home phosphate inputs to the watershed
- The highest level of trust for sources of information on these topics is from the municipality and equine associations followed by OMAFRA.
- Other sources of trusted information was from Veterinarians and Feed mills

Crop Farms Focus Group

Crop and Potato Focus Group Questions

The following questions were posed to guide the crop farmer's focus group conversation in seeking to determine benefits and barriers that were top of mind for the crop farmers and their relative willingness to

change behaviours related to specific actions for reducing phosphorus inputs to the watershed.

1. What does 'poor' water quality mean to you?
2. How would you define poor water quality?
3. Do you see a connection to nutrients such as phosphorus and nitrogen and algae growth in the Great Lakes?
4. What connection is there between what you do on the land and how that could affect water quality in nearby streams or in the Great Lakes?
5. Using the BMP table: (Appendix C) Work through each BMP and record your response.
 - i. What BMPs do your (and the group) think are poor, good or best for P-reduction?
 - ii. What BMP's are used by farmers in the Innisfil Area?
6. Would farmers be more or less likely to use one or more of these BMPs? Why or why not?
7. How many farms have prepared an Environmental Farm Plan or intend to do so in the Innisfil Creek area?
8. What do you do on your farm to reduce phosphorus build up and run off?
9. Do you have a water course or stream running through your property?
10. What do you see as the major sources of P from the farmsteads and fields in the area as well as other places in the watershed?

11. Do you think P from fertilizer application and/or storage of fertilizer are a bigger concern than P from overland flow from intense storms, spring snowmelt flow, infiltration, tile drainage?
12. What prevents farms in the Innisfil area from adopting best management practices related to Phosphorus?
13. What would motivate you to adopt recommended BMPs?
14. Do you have buffer strips adjacent to water courses?
15. Are soil tests done for nutrient management?
16. What do you do to minimize bare soil time on your farm?
17. Do you think there is any loss of nutrients from your fields caused by wind or water erosion?
18. What practices have you done in the past to stop this loss?
19. How did you learn about fertilizer applications? From their family? From CCA? From university?
20. How do you get information on phosphorus and nutrient management? (Family, friends, Ontario Farmer publication, technical advisors, other.)
21. If we were to ask farmers to reduce their fertilizer application amount, what would it take to get you to do this?
22. If we were to ask you to install various soil erosion barriers, what would it take to get you to do this?
23. What do farmers in the Innisfil area see as the benefits to:
 - a. Preparing a Nutrient Management plan
 - b. Preparing an Environmental Farm Plan
 - c. Buffer strips on water courses
 - d. Install or maintain wind breaks
24. What do farmers see as the downside to:
 - a. Preparing a Nutrient Management plan
 - b. Preparing an Environmental Farm Plan
 - c. Buffer strips on water courses
 - d. Install or maintain wind breaks

25. What has prevented or would prevent farmers from:
 - a. Preparing a Nutrient Management plan
 - b. Preparing an Environmental Farm Plan
 - c. Installing buffer strips on your property
 - d. Install or maintain wind breaks
26. What encouraged or would encourage farmers to:
 - a. Prepare a Nutrient Management plan
 - b. Prepare an Environmental Farm Plan
 - c. Install buffer strips on your property
 - d. Install or maintain Wind breaks
27. Where do you obtain information on land stewardship practices?
28. Who do you trust to give you the best information on land stewardship practices?

Summary of Findings – Crop Farmers focus group:

- Crop farmers understand nutrient management and specifically phosphorus causes and inputs to the watershed from farm or home operations
- Fertilizers for farm use are stored at the farm suppliers operation and not at farm locations due to the regulations and strict storage and handling requirements that the farmers do not want to manage due to cost and potential environmental issues. Most crop farmers contract out fertilizer applications and do so at the right method, right rate, right place and right time based on soil testing and historical knowledge of applications rates and specific crop requirements
- Soil testing is completed on a regular basis and utilized to provide nutrient application prescriptions
- Wind erosion of soil from crop-free fields is generally handled with cover crops, but not every year, depending on the seasonal weather and crop harvesting schedules and end date of the harvest
- Wind breaks for soil erosion are not favoured at the field level but are acceptable at the farm level, due to the size of equipment used for planting and harvesting
- Wind breaks of material other than trees would be more acceptable due to the yield loss adjacent to traditional treed wind breaks
- Established treed wind breaks are generally not maintained with a 30% porosity to be more effective
- Variable rate application of fertilizer is being used by more farmers using GPS technology

- The GPS technology is used by crop farmers for planting, nutrient management and harvesting operations with great success including banding fertilizer spreading every 2.2 meters
- Riparian buffers are welcome and utilized, however if a channelized stream is present, erosion remains an issue during spring run-off
- There is a general willingness for designing increased riparian buffers to target specifically field drainage if the shape of the field can be maintained, rather than increase buffers to a standard size such as 90 meters for the entire field/riparian interface
-
- Many are very familiar with septic systems operations and maintenance and have little or no need for further knowledge on home phosphate inputs to the watershed
- The highest level of trust for sources of information on the topic of nutrient management is from the farm organizations, farm fertilizer supply operations and

Potato Farm Focus Group

Focus Group Questions

The questions that were posed to guide the potato farmer's focus group conversation were similar to the questions posed to the crop farmers as listed above. More emphasis was placed on water and wind erosion from potato farms due to amount of bare soil left after harvesting was completed until the next crop is planted. The questions were framed to determine benefits and barriers that were top of mind for the potato farmers and their relative willingness to change behaviours related to specific actions for reducing phosphorus inputs to the watershed.

Summary of Findings – Potato farmers focus group:

- Most potato farmers have a superior understanding of nutrient management and specifically phosphorus causes and potential inputs to the watershed from farm or home operations
- Fertilizers for farm use are stored at the farm suppliers operation and not at farm locations due to the regulations and strict storage and handling requirements that the farms do not want to manage due to cost and potential environmental issues. Most potato farmers contract out fertilizer applications and do so at the right method, right rate, right place and right time based on soil testing and historical knowledge of applications rates and specific crop requirements
- Potato farmers in the Innisfil subwatershed regularly rotate their potato fields to other crops such as sod to manage high phosphorus levels, if the terrain and soil type are conducive to this rotation

- Soil testing is completed on an regular to infrequent basis since potato farmers find that the application rates for phosphorus do not change year over year, based on the soil test results. They tend to use historical crop yields to forecast the nutrient application rates.
- Confirmed confidentiality of soil testing results would be seen as an incentive to complete more soil testing for proper nutrient management planning
- Wind erosion from bare soil is generally handled with cover crops (winter wheat/rye), but not every year, depending on the seasonal weather and crop harvesting schedule end dates in the fall
- Wind breaks for soil erosion are not favoured at the field level but are acceptable at the farm level, due to the size of equipment used for planting and harvesting
- Established treed wind breaks are generally not maintained with a 30% porosity to be more effective
- Variable rate application of fertilizer is being used by more potato farmers using GPS technology
- The GPS technology is used by potato farmers for planting straight rows that in turn results in less crop loss to damage during harvesting. If the GPS unit is already exists on the farm, then it is also used for nutrient management and with great success and at a substantial cost savings
- Many are very familiar with septic systems operations and maintenance and have little or no need for further knowledge on home phosphate inputs to the watershed
- The highest level of trust for sources of information on the topic of nutrient management is from the farm organizations, farm fertilizer supply operations and from professional nutrient management specialists

Appendix C Phosphorus BMPs List

**Innisfil Focus Groups
December 2009**

Best Management Practices for Phosphorus Reduction

Best Management Practice	Comments	BMP in General Use In Innisfil Creek Area y/n (Circle one)	Is this BMP Best (B), Good (G) or Poor (P) for Phosphorus Reduction? (Circle One)
<i>Manure Management (Engineering)</i>			
Septic Management		Y N	B G P
Manure storage		Y N	B G P
Livestock Yards		Y N	B G P
Washwater Management		Y N	B G P
Fertilizer Storage		Y N	B G P
Reduce P content in manure		Y N	B G P
Spills management and Contingency Plans		Y N	B G P
<i>Non-Point Source</i>			
Nutrient Management Planning – 10 steps		Y N	B G P
Determine and interpret P-Index for fields		Y N	B G P
Soil Test		Y N	B G P
Nutrient Use Efficiency		Y N	B G P
Variable Rate Technology		Y N	B G P
<i>Crop Nutrient Management</i>			
Right Method Right Rate Right Place Right Time		Y N	B G P
<i>Manure Management (Agronomic)</i>			
Manure test Rate of application – follow NMP, calibrate + maintain application equipment		Y N	B G P
Right time – avoid rain, no winter application, when crop can use, split applications		Y N	B G P
Right Place – P-Index-based separation distances, surface inlets, avoid steep slopes		Y N	B G P
Right Method – Inject, Incorporate		Y N	B G P
Pre-till on tile drained land		Y N	B G P
Monitor tile outlets and surface inlets		Y N	B G P

Best Management Practice	Comments	BMP in General Use In Innisfil Creek Area y/n (Circle one)	Is this BMP Best (B), Good (G) or Poor (P) for Phosphorus Reduction? (Circle One)
Soil Management			
Organic matter additions		Y N	B G P
Timely tillage		Y N	B G P
Sub-surface Drainage		Y N	B G P
Cover Crops		Y N	B G P
Crop Rotation		Y N	B G P
Soil Conservation Practices			
Reduced Tillage		Y N	B G P
Residue Management		Y N	B G P
No-Till		Y N	B G P
Erosion Control Practices			
Field Buffers		Y N	B G P
Strip Cropping		Y N	B G P
Contour farming		Y N	B G P
Grazing Management plan		Y N	B G P
Erosion Control Structures			
Grassed Waterways		Y N	B G P
Water and Sediment Control Basins		Y N	B G P
Diversion terraces		Y N	B G P
Spillways and grade control structures		Y N	B G P
Surface Inlets with Flow restrictors		Y N	B G P
Riparian and Watercourses			
Buffer Strips		Y N	B G P
Tile Outlet Protection		Y N	B G P
Streambank protection		Y N	B G P
Livestock exclusion		Y N	B G P
Constructed Wetlands		Y N	B G P

Appendix D Further Research Questionnaire

Barriers and Benefits of Nutrient Management in () Area Generic Questionnaire

Survey Background

This generic survey has been developed to assist in conducting Community-Based Social Marketing research for nutrient management in the agricultural sector.

This version of the survey is intended to serve as a starting point. Organizations wishing to use it should feel free to change it as they see fit in order to gather the information that they require for planning purposes.

This survey is designed to:

1. Determine and assess the historical and current nutrient best management practices (BMPs) taken by local farmers and other rural landowners (e.g. equine, sod, etc.)
2. Assess the knowledge and understanding of BMPs for nutrient and erosion control and the attitude towards the practices;
3. Develop a baseline against which progress can be measured in later research;
4. Determine barriers to the adoption of nutrient BMPs, and opportunities to remove those barriers; and,
5. Gain a better understanding of CBSM motivational tools and techniques that would ensure local farmers and landowners change their behaviours and implement nutrient BMPs.

Survey

A. Introduction

Hello, my name is _____ and I am calling on behalf of _____. We are conducting a survey on issues of interest to people who live in rural Ontario and are farming or raising livestock on rural lands.

Please be assured that we are not selling any products or services, nor are we acting on behalf of any private company. This research will be conducted to develop programs for farmers and rural landowners to assist with improving water quality in the Great Lakes area.

Is the property where you live a farm, agricultural operation or rural property that livestock or horses are kept?

Yes – continue

No – thank you for your time.

This survey will involve me asking you a variety of questions about your farm, your land and how you manage it. There are no right or wrong answers to these questions. We are simply interested in your opinions. Your answers will be kept confidential. I am going to begin with a question about the ownership of your property

Questions

FARM/LAND STATUS

1. Do you currently:
CODE ONE ONLY

- a. Own all your farm/land
- b. Rent all your farm/land
- c. Own and rent farm/land
- d. Neither own or rent, but work on this farm/land

2. Would you classify the farm/land as a:
CODE ONE ONLY

- a. Commercial Farm
- b. Hobby Farm
- c. Rural property
- d. Other property (specify _____)

3. What is the size of the property you own? (own only, rent is next question)
CODE ONE ONLY

- a. 1 – 25 acres
- b. 25 – 50 acres
- c. 51 - 100 acres
- d. 101 - 250 acres
- e. More than 250 acres
- f. Not Applicable

4. What is the size of the property you presently rent?
CODE ONE ONLY

- a. 1 – 25 acres
- b. 25 – 50 acres
- c. 51 - 100 acres
- d. 101 - 250 acres
- e. More than 250 acres
- f. Not Applicable

5. What crops or livestock do you farm?
DO NOT READ – CODE ALL THAT APPLY

- a. Potato
- b. Row crops – no till
- c. Row crops – conventional till
- d. Cash crops – carrots, onions, oriental vegetables
- e. Sod
- f. Corn
- g. Soya
- h. Equine
- i. Hog
- j. Cattle
- k. Dairy
- a. Other Animals (please name) _____
- b. Other Crops: (please name) _____
- l. Other...

KNOWLEDGE OF WATER AND WATER QUALITY

6. Would you say that the quality of streams, lakes and rivers in your area are:
CODE ONE ONLY

- a. Excellent
- b. Very Good
- c. Good
- d. Satisfactory
- e. Poor
- f. Very Poor
- g. Don't know

7. If you have a stream close to or on your property, would you say that the water quality of that stream is:

CODE ONE ONLY

- a. Excellent
- b. Very Good
- c. Good
- d. Satisfactory
- e. Poor
- f. Very Poor
- g. Don't know
- h. n/a – no stream close to or on property

8. How would you describe good water quality in streams in your area?

DO NOT READ – CODE ALL THAT APPLY

- a. Clear water
- b. Healthy fish population
- c. Benthic population
- d. No algae
- e. No weeds
- f. Lots of weeds/plant growth
- g. No debris
- h. Approved for swimming the Health Unit
- i. Other _____
- j. Other _____

9. How would you describe poor water quality in streams in your area?

DO NOT READ – CODE ALL THAT APPLY

- a. Smell of water
- b. Dead Fish
- c. Muddy
- d. Nutrient loading
- e. Algae
- f. High E-coli count
- g. Garbage or debris
- h. Weed growth
- i. Farm animal access to stream
- j. Closed to swimming
- k. Other _____
- l. Other _____

MANAGEMENT PRACTICES

10. Has an environmental farm plan or stewardship plan been developed for your farm/land?

CODE ONE ONLY

- a. Yes, and I have implementing all of it
- b. Yes, and I have implementing part of it
- c. Yes, however I have not implemented it yet
- d. No
- e. Don't know/Not Applicable
- f. Refused to answer

11. (If yes to 10) How effective has your environmental farm plan been for improving the environmental health of surface water quality on or near your farm?

CODE ONE ONLY

- a. Very effective
- b. Somewhat effective
- c. Not very effective
- d. Not at all effective
- e. Don't know
- f. Refused to answer

12. Do you have a nutrient management plan for your farm/land?

CODE ONE ONLY

- a. Yes, and I have implemented all of it
- b. Yes and I have implemented part of it
- c. Yes, however I have not implemented it yet
- d. No
- e. Don't know/Not Applicable
- f. Refused to answer

13. Do you have a nutrient management strategy for your farm/land?

CODE ONE ONLY

- a. Yes, and I have implementing all of it
- b. Yes and I have implemented part of it
- c. Yes, however I have not implementing it yet
- d. No
- e. Don't know/Not Applicable
- f. Refused to answer

14. (If yes to 12 or 13) How effective has your nutrient management plan or strategy been for improving the environmental health of surface water quality on or near your farm?

CODE ONE ONLY

- a. Very effective
- b. Somewhat effective
- c. Not very effective
- d. Not at all effective
- e. Don't know
- f. Refused to answer

15. How impactful would you say farming/land use practices are on the water quality of the _____ creek watershed?

CODE ONE ONLY

- a. Very impactful
- b. Somewhat impactful
- c. Not very impactful
- d. Not at all impactful
- e. Don't know
- f. Refused to answer

16. What types of farming/land practices have the most impact on the water quality of the _____ creek watershed?)

DO NOT READ – PROBE – CODE ALL THAT APPLY

- a. Improper fertilizer spreading
- b. Improper manure spreading practices
- c. Conventional till, soil left bare for part of year
- d. Livestock/animal access to creek, riparian zone
- e. No nutrient management plan
- f. No Environmental Farm Plan
- g. No riparian buffer strip
- h. Removal of riparian vegetation (plants, shrubs, trees)
- i. Other _____
- j. Other _____
- k. Other. _____

17. What types of farming/land management best management practices have the most impact on improving the water quality of the _____ creek watershed?)

DO NOT READ – PROBE – CODE ALL THAT APPLY

- a. Nutrient management planning
- b. Proper manure management practices
- c. Soil conservation (No-till, or conservation till practices)
- d. Restricted livestock/animal access to creek, riparian zone
- e. Erosion control (Strip cropping, contour farming, field buffers)
- f. Environmental Farm Planning
- g. Streambank buffer strip
- h. Tile outlet protection
- i. Constructed wetlands
- j. Planting shrubs, trees)
- k. Other _____
- l. Other _____
- m. Other. _____

18. How often is soil erosion (by wind or water) occurring on your farm?

CODE ONE ONLY

- a. Often (more than once a year)
- b. Not very often (once a year)
- c. Seldom
- d. Very rarely
- e. Rarely
- f. Never
- g. Don't know
- h. No response

19. What time of year does soil erosion happen on your farm/land?

DO NOT READ – PROBE – CODE ALL THAT APPLY

- a. Spring
- b. Summer
- c. Fall
- d. Winter
- e. Only after heavy rain
- f. Only on windy days
- g. Don't know
- h. No response

20. How often does soil erosion caused by water happen on your farm/land?

CODE ONE ONLY

- a. Often (more than once a year)
- b. Not very often (once a year)
- c. Seldom
- d. Very rarely
- e. Rarely
- f. Never
- g. Don't know
- h. No response

21. How often does soil erosion caused by wind happen on your farm/land?

CODE ONE ONLY

- a. Often (more than once a year)
- b. Not very often (once a year)
- c. Seldom
- d. Very rarely
- e. Rarely
- f. Never
- g. Don't know
- h. No response

NUTRIENTS (FERTILIZER)

22. Do you use fertilizers in your farm operations?
CODE ONE ONLY

- a. Yes
- b. No (skip to next section)
- c. Don't know/Not Applicable
- d. Refused to answer

23. If yes, what kind of fertilizer(s) do you use?
DO NOT READ – PROBE – CODE ALL THAT APPLY

- a. Fertilizer 1 _____
- b. Fertilizer 2 _____
- c. Fertilizer 3 _____
- d. Fertilizer 4 _____
- e. Don't know/Not Applicable
- f. Refused to answer

24. How do you calculate the amount of fertilizer that you use?
DO NOT READ – PROBE – CODE ALL THAT APPLY

- a. Traditional practices / based on past use
- b. Based on crop planted
- c. Based on past yields from that piece of land
- d. Follow nutrient management plan
- e. Based on training received
- f. Based on soil testing
- g. Based on crop yields
- h. Based on professional advice/plan
- i. Don't know/Not Applicable
- j. Refused to answer
- k. Other _____
- l. Other _____

25. Have you heard about or are you using technologies that could help improve fertilizer use?
CODE ONE ONLY

- a. Yes
- b. No (skip to question 27)
- c. Don't know/Not Applicable
- d. Refused to answer

26. What technologies have you heard about?
DO NOT READ – PROBE – CODE ALL THAT APPLY

- a. GPS
- b. Technology 2 _____
- c. Technology 3 _____

- d. Technology 4_____
- e. Don't know/Not Applicable
- f. Refused to answer

27. On a scale of 1 to 10 where 1 is Not Interested at All and 10 is Very Interested; how interested are you in learning more about new technologies such as GPS to help improve fertilizer application and use?

CODE ONE ONLY

Not Interested at All→	1	2	3	4	5	6	7	8	9	10	Very Interested	DK	RTA
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28. On a scale of 1 to 10 where 1 is Not Likely at All and 10 is Very Likely; how likely is that you would use new technologies to help improve fertilizer application to your farmland?

CODE ONE ONLY

Not Likely at All→	1	2	3	4	5	6	7	8	9	10	Very Likely	DK	RTA
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NUTRIENTS (MANURE)

29. Do you use manure on your farm?

CODE ONE ONLY

- a. Yes
- b. No (skip to next section)
- c. Yes, I have used it but not anymore
- d. Don't know/Not Applicable
- e. Refused to answer

30. Is manure produced on your farm?

CODE ONE ONLY

- a. Yes
- b. No
- c. Don't know/Not Applicable
- d. Refused to answer

31. When do you apply manure to your fields and crops?

DO NOT READ – PROBE – CODE ALL THAT APPLY

- a. Spring
- b. Summer
- c. Fall
- d. Winter
- e. In more than one season
- f. According to my nutrient management plan

- g. Don't know/Not Applicable
- h. Refused to answer
- i. Other _____

32. How do you calculate the amount of manure that you need to apply?
DO NOT READ – PROBE – CODE ALL THAT APPLY

- a. Traditional practices / based on past use
- b. Based on crop planted
- c. Based on past yields from that piece of land
- d. Follow nutrient management plan
- e. Based on training received
- f. Based on soil testing
- g. Based on crop yields
- h. Based on professional advice/plan
- i. Don't know/Not Applicable
- j. Refused to answer
- k. Other _____
- l. Other _____

EROSION CONTROL - RIPARIAN BUFFER STRIPS

33. Are you familiar with riparian buffer strips?
CODE ONE ONLY

- a. Yes
- b. No
- c. Somewhat familiar
- d. Don't know/Not Applicable
- e. Refused to answer

34. Do you have any riparian buffer strips in your property?
CODE ONE ONLY

- a. Yes
- b. No
- c. Don't know/Not Applicable
- d. Refused to answer

35. On a scale of 1 to 10 where 1 is Not Very Important and 10 is Very Important; how important would you consider the usefulness of buffer strips?
CODE ONE ONLY

Not Very Important →	1	2	3	4	5	6	7	8	9	10	←Very Important	DK	RTA
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36. On a scale of 1 to 10 where 1 is Not Interested at All and 10 is Very Interested; how interested are you in learning more about buffer strips?

CODE ONE ONLY

Not Interested at All →	1	2	3	4	5	6	7	8	9	10 ←Very Interested	DK	RTA
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37. On a scale of 1 to 10 where 1 is Not Likely at All and 10 is Very Likely; how likely is it that you would install a buffer strip in your property?
CODE ONE ONLY

Not Likely at All →	1	2	3	4	5	6	7	8	9	10 ←Very Likely	DK	RTA
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38. On a scale of 1 to 10 where 1 is Not Interested at All and 10 is Very Interested; how interested are you in becoming more aware about best management practices for nutrient management techniques for farmers/landowners?
CODE ONE ONLY

Not Interested at All →	1	2	3	4	5	6	7	8	9	10 ←Very Interested	DK	RTA
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EROSION CONTROL - WIND BREAKS

39. Are you familiar with farm wind breaks?
CODE ONE ONLY

- a. Yes
- b. No
- c. Somewhat familiar
- d. Don't know/Not Applicable
- e. Refused to answer

40. Do you have any vegetative (shrub or trees) wind breaks on your property?
CODE ONE ONLY

- a. Yes
- b. No
- c. Don't know/Not Applicable
- d. Refused to answer

41. (If yes to 39) Are there wind breaks on your property?
DO NOT READ – PROBE – CODE ALL THAT APPLY

- a. Surrounding each field
- b. Only on the farm property lines

- c. Only surrounding the home/barns
- d. Both around the barns and fields.
- e. Don't know/Not Applicable
- f. Refused to answer
- g. Other _____

42. (If yes to 39) How often do you maintained your windbreaks by thinning, pruning or planting new stock in gaps in the windbreak?
CODE ONE ONLY

- a. Yearly
- b. Every 2-5 years
- c. Every 5 – 10
- d. Every 10 year plus
- e. Never
- f. Refused to answer
- g. Other _____

43. On a scale of 1 to 10 where 1 is Not Very Important and 10 is Very Important; how important would you consider the usefulness of wind breaks for controlling soil erosion?
CODE ONE ONLY

Not Very Important →	1	2	3	4	5	6	7	8	9	10	←Very Important	DK	RTA
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44. On a scale of 1 to 10 where 1 is Not Interested at All and 10 is Very Interested; how interested you are in learning more about installing and maintaining wind breaks?
CODE ONE ONLY

Not Interested at All →	1	2	3	4	5	6	7	8	9	10	←Very Interested	DK	RTA
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45. On a scale of 1 to 10 where 1 is Not Likely at All and 10 is Very Likely; how likely is it that you build new wind breaks in your property?
CODE ONE ONLY

Not Likey at All →	1	2	3	4	5	6	7	8	9	10	←Very Likely	DK	RTA
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INFORMATION SOURCES

46. Marketing channels and strategies

What information have you received in the past about best management practices concerning water quality in your area?

DO NOT READ – PROBE – CODE ALL THAT APPLY

1. SPECIFY _____
2. None
3. No answer / don't know

47. Where did you get this information?

DO NOT READ – PROBE – CODE ALL THAT APPLY

- a. Conservation Authority
- b. Other environmental organization (NGO)
- c. Ontario Ministry of the Environment
- d. Ontario Ministry of Agriculture, Food and Rural Affairs
- e. Local municipal / township office
- f. Other government offices
- g. Library
- h. Family
- i. Friends
- j. Neighbours
- k. Television programs
- l. Other _____
- m. Other _____

47. Thinking back to where you have received information on nutrient management, what sources do you remember?

DO NOT READ – PROBE – CODE ALL THAT APPLY

- a. Newspaper articles
- b. Government publications
- c. Brochures
- d. Television/Radio
- e. School/University
- f. Environmental groups
- g. Scientific papers/Journals
- h. Internet
- i. Farmers' Association
- j. Other farmers
- k. Other _____

48. What is the best way to provide information to you on nutrient management and water quality?

DO NOT READ – PROBE – CODE ALL THAT APPLY

- a. Newspaper articles
- b. Government publications
- c. Brochures

- d. Television/Radio
- e. School/University
- f. Environmental groups
- g. Scientific papers/Journals
- h. Internet
- i. Farmers' Association website or listserve
- j. Other farmers
- k. Other _____

DEMOGRAPHICS

And, now I'd like to ask you a few final questions for statistical purposes only. Your answers to these questions will be kept confidential.

49. I am going to read some age groups, please indicate which one you fall into.
CODE ONE ONLY

- a. 18-25
- b. 26-35
- c. 36-45
- d. 46-55
- e. 56-65
- f. 65- 75
- g. 75 or older
- h. Refused to answer

50. Into which of the following categories would you put the total annual income in 20XX of all the members of your household, including yourself, before taxes and deductions?

CODE ONE ONLY READ IF NECESSARY

- a. 1 - \$10,000 or less
- b. 2 - \$10,001 to \$25,000
- c. 3 - \$25,001 to \$50,000
- d. 4 - \$50,001 to \$75,000
- e. 5 - \$75,001 to \$100,000
- f. 6. - More than \$100,000
- g. 12 - No answer
- h. 13. - don't know

51. What is the highest level of education that you have reached?
CODE ONE ONLY

- a. Some Grade School
- b. Grade School Graduate
- c. High School Graduate
- d. Some College or University
- e. College or University Graduate
- f. Some Graduate Studies
- g. Post-Graduate Degree
- h. Refused to answer

52. Have you taken any specialized agricultural education?
DO NOT READ – PROBE – CODE ALL THAT APPLY

- a. Agriculture certificate
- b. Agriculture Diploma
- c. College/University Degree in Agriculture
- d. Post-Graduate Degree in Agriculture
- e. Continuing Education Courses in Agriculture
- f. Advanced Agriculture training
- g. None
- h. Not applicable
- i. Refused to answer

53. Do not ask

Gender M / F

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