

# Outdoor Heritage Fund Grant Application



The purpose of the North Dakota Outdoor Heritage Fund is to provide funding to state agencies, tribal governments, political subdivisions, and nonprofit organizations, with higher priority given to projects that enhance conservation practices in this state by:

**Directive A.** Providing access to private and public lands for sportsmen, including projects that create fish and wildlife habitat and provide access for sportsmen;

**Directive B.** Improving, maintaining and restoring water quality, soil conditions, plant diversity, animal systems and by supporting other practices of stewardship to enhance farming and ranching;

**Directive C.** Developing, enhancing, conserving and restoring wildlife and fish habitat on private and public lands; and

**Directive D.** Conserving natural areas and creating other areas for recreation through the establishment and development of parks and other recreation areas.

## Exemptions

Outdoor Heritage Fund grants may not be used to finance the following:

- A. Litigation;
- B. Lobbying activities;
- C. Any activity that would interfere, disrupt, or prevent activities associated with surface coal mining operations; sand, gravel, or scoria extraction activities; oil and gas operations; or other energy facility or infrastructure development;
- D. The acquisition of land or to encumber any land for a term longer than twenty years; or
- E. Projects outside this state or projects that are beyond the scope of defined activities that fulfill the purposes of Chapter 54-17.8 of the North Dakota Century Code.

## NO CONSIDERATION:

In addition to those specific items in law that are ineligible for funding, in the absence of a finding of exceptional circumstances by the Industrial Commission, the following projects will NOT receive consideration for funding:

- A completed project or project commenced before the grant application is submitted;
- A feasibility or research study;
- Maintenance costs;
- A paving project for a road or parking lot;
- A swimming pool or aquatic park;
- Personal property that is not affixed to the land;
- Playground equipment, except that grant funds may be provided for up to 25% of the cost of the equipment not exceeding \$10,000 per project and all playground equipment grants may not exceed 5% of the total grants per year (see Budget Form for how this will be calculated);
- Staffing or outside consultants except for costs for staffing or an outside consultant to design and implement an approved project based on the documented need of the applicant and the expenditures may not exceed 5% of the grant to a grantee if the grant exceeds \$250,000 and expenditures may not exceed 10% of the grant to a grantee if the grant is \$250,000 or less (see Budget Form for how this will be calculated);

- A building except for a building that is included as part of a comprehensive conservation plan for a new or expanded recreational project (see Budget Form for definition of comprehensive conservation plan and new or expanded recreational project); or
- A project in which the applicant is not directly involved in the execution and completion of the project.

## Application Deadline

Applications for this grant round cycle are due on **March 1, 2016 at 5:00 p.m. CT**. All information, including attachments, must be submitted by that date. See instructions below for submission information.

## Instructions

Please download this Word document (available on the Industrial Commission/Outdoor Heritage Fund Program website at <http://www.nd.gov/ndic/outdoor-infopage.htm> ) to your computer and provide the information as requested. You are not limited to the spacing provided except in those instances where there is a limit on the number of words. After completing the application, save it and attach it to an e-mail and send it to [outdoorheritage@nd.gov](mailto:outdoorheritage@nd.gov) or print it and mail it to the address noted in the next paragraph.

Attachments in support of your application may be sent by mail to North Dakota Industrial Commission, ATTN: Outdoor Heritage Fund Program, State Capitol – Fourteenth Floor, 600 East Boulevard Ave. Dept. 405, Bismarck, ND 58505 or by e-mail to [outdoorheritage@nd.gov](mailto:outdoorheritage@nd.gov). The application and all attachments must be received or postmarked by the application deadline. You will be sent a confirmation by e-mail of receipt of your application.

You may submit your application at any time prior to the application deadline. Early submission is appreciated and encouraged to allow adequate time to review your application and ensure that all required information has been included. Incomplete applications may not be considered for funding. **Any item noted with an \* is required.**

**Oral Presentation.** Please note that you will be given an opportunity to make a ten-minute Oral Presentation at a meeting of the Outdoor Heritage Fund Advisory Board. These presentations are strongly encouraged.

**Open Record.** Please note that your application and any attachments will be open records as defined by law and will be posted on the Industrial Commission/Outdoor Heritage Fund website.

Name of Organization \* Pheasants Forever Inc.

Federal Tax ID# \* 41-1429149

Contact Person/Title \* Rachel Bush, North Dakota State Coordinator

Address \* 502 21<sup>st</sup> Avenue NE

City \* Jamestown

State \* ND

Zip Code \* 58401

E-mail Address \* [rbush@pheasantsforever.org](mailto:rbush@pheasantsforever.org)

Web Site Address (Optional) [www.pheasantsforever.org](http://www.pheasantsforever.org)

Phone \* (701) 403-4853

Fax # (if available): n/a

List names of co-applicants if this is a joint proposal: n/a

**MAJOR Directive: (select the Directive that best describes your grant request)\***

Choose only one response

**Directive A.** Providing access to private and public lands for sportsmen, including projects that create fish and wildlife habitat and provide access for sportsmen;

**Directive B.** Improving, maintaining and restoring water quality, soil conditions, plant diversity, animal systems and by supporting other practices of stewardship to enhance farming and ranching;

**Directive C.** Developing, enhancing, conserving and restoring wildlife and fish habitat on private and public lands; and

**Directive D.** Conserving natural areas and creating other areas for recreation through the establishment and development of parks and other recreation areas.

**Additional Directive: (select the directives that also apply to the grant application purpose)\***

Choose all that apply

**Directive A.** Providing access to private and public lands for sportsmen, including projects that create fish and wildlife habitat and provide access for sportsmen;

**Directive B.** Improving, maintaining and restoring water quality, soil conditions, plant diversity, animal systems and by supporting other practices of stewardship to enhance farming and ranching;

**Directive C.** Developing, enhancing, conserving and restoring wildlife and fish habitat on private and public lands; and

**Directive D.** Conserving natural areas and creating other areas for recreation through the establishment and development of parks and other recreation areas.

**Type of organization: (select the category that describes your organization)\***

- State Agency
- Political Subdivision
- Tribal Entity
- Tax-exempt, nonprofit corporation.

**Project Name\* Precision Ag Business Planning Pilot – Soil, Access and Habitat**

**Abstract/Executive Summary. An Executive Summary of the project stating its objectives, expected results, duration, total project costs and participants.\* (no more than 500 words)**

Pheasants Forever and partners will work directly with North Dakota operators in a 4-county pilot area to deliver 500 acres of a Soil Habitat cover option with a focus on reducing saline/sodic areas which will in turn provide restored wildlife habitat and additional acres of new hunting access for North Dakota sportsmen and women. We will accomplish these goals through an innovative and flexible approach utilizing precision agriculture business planning that helps farmers increase profitability by integrating technology, economics and environmental performance. The outcomes of this project will include three of the four Outdoor Heritage Fund Directives with a focus exclusively on private land and achieving increased wildlife habitat and access along with improved soil and water conditions. We respectfully request \$312,873 from the Outdoor Heritage Fund which will be leveraged with \$165,440 in partner funds from ND Natural Resources Trust, AgSolver, ND operators, local Pheasants Forever Chapters and the ND Game and Fish Department.

In North Dakota, saline and sodic soils are one example that pose significant challenges to agricultural production. Increased salinization in the eastern half of the State has been accelerated by the current wet-cycle. NDSU Extension cites over 90% of North Dakota farms and ranches experience reduced productivity as a result of salinity, with 5.8 million acres impacted statewide. The unfortunate, but realistic situation is that net farm income in 2016 will be the lowest since 2002 according to USDA, which represents a 56 percent decline from its recent high. This staggering drop is due primarily to declines in commodity prices while input costs have stayed relatively stable.

One of the great results of this project will be to help North Dakota farmers improve profitability by harnessing precision agricultural technology at a sub-field level to identify acres that are chronically costing them money to farm. We will offer precision business planning consultative services using Profit Zone Manager™ to provide a new tool to increase farm profitability by exploring alternative options on areas such as saline soils. We propose a 5 year, farmer-friendly Soil Stewardship Agreement that includes the opportunity to hay and graze. Funding from this grant will help with Soil Habitat cover option establishment costs, Soil Stewardship Agreement payments and precision business planning.

If successful, Pheasants Forever anticipates expanding this innovative approach to other counties and more operators across North Dakota.

**Project Duration:\* 36 months**

**Amount of Grant request\* \$312,873**

**Total Project Costs\* \$466,221**

*(Note that in-kind and indirect costs can be used for matching funds)*

**A minimum of 25% Match Funding is required. Amount of Matching Funds\* \$ 147,348**

Total Matching Funds:	\$ 147,348
Cash	\$ 42,036
In-Kind	\$ 100,706
Indirect	\$ 4,606

Non Matching Funds: \$6,000 from North Dakota Game and Fish Department

Please indicate if the matching funds will be in-kind, indirect or cash.

**Source(s) of Matching Funds\***

*Please provide verification that these matching funds are available for your project. Note that effective as of July 1, 2015 no State General Fund dollars can be used for a match unless funding was legislatively appropriated for that purpose.*

Letters of commitment are attached that show documented financial support as reflected in the attached budget table.

**Certifications \***

X I certify that this application has been made with the support of the governing body and chief executive of my organization.

X I certify that if awarded grant funding none of the funding will be used for any of the exemptions noted on Page 1 of this application.

**Narrative**

**Organization Information – Briefly summarize your organization’s history, mission, current programs and activities. \***

*Include an overview of your organizational structure, including board, staff and volunteer involvement. (No more than 300 words)*

Pheasants Forever (PF) is a 501(c)3 non-profit organization dedicated to the conservation of pheasants, quail, and other wildlife through habitat improvements, public awareness, education and land management policies and programs. Formed in 1982 in response to declining pheasant populations, PF has grown to over 140,000 members and 650 chapters across North America. The board of directors includes the President/CEO and 16 volunteers from across the country. One key to PF’s success has been the model of empowering local chapters to decide how funds are raised and invested to impact the Pheasants Forever mission. North Dakota is currently home to 27 Pheasants Forever chapters, 200 volunteers and more than 4,000 members. Pheasants Forever chapters hold annual fundraising events, support statewide partnerships and programs, work on habitat projects, and promote youth outdoor education. North Dakota Pheasants Forever currently works with

landowners to improve habitat through our youth pollinator habitat program (2015 OHF) and our pollinator habitat partnership (2014 OHF) as well as longstanding local partnerships and programs that assist landowners, provide quality habitat, improve hunter access and engage youth. In 2015, Pheasants Forever launched a Precision Agriculture Business Planning Initiative to drive our collaboration with agriculture into the 21<sup>st</sup> century. Pheasants Forever's tagline is "The Habitat Organization" and we bring a unique model and mission that empowers local people to impact local habitat for pheasants and other wildlife in meaningful ways across North Dakota.

**Purpose of Grant – Describe the proposed project identifying how the project will meet the specific directive(s) of the Outdoor Heritage Fund Program \***

*Identify project goals, strategies and benefits and your timetable for implementation. Include information about the need for the project and whether there is urgency for funding. Please indicate if this is a new project or if it is replacing funding that is no longer available to your organization. Identify any innovative features or processes of your project. If your project includes tree/shrub/grass planting, please provide a planting plan describing the site design, planting methods, number of trees/shrubs by species and stock size, grass species and future maintenance. A statement certifying that the applicant will adhere to USDA-NRCS tree/shrub/grass planting specifications along with the name of the governmental entity designing the planting may be substituted for a planting plan. If your project includes Section 319 program funding, please provide, in detail, the specific best management practices that will be implemented and the specific projects for which you are seeking funding. Please note that if your proposal provides funding to an individual, the names of the recipients must be reported to the Industrial Commission/Outdoor Heritage Fund. These names will be disclosed upon request.*

Pheasants Forever continually seeks and implements new and innovative ways to work with farmers and ranchers to demonstrate how conservation can improve their operation and quality of life. With the advent of precision agriculture technology, we believe they can harness this information to increase return on investment (ROI) while also providing water quality benefits, improving soil health and creating wildlife habitat. Pheasants Forever believes working collaboratively with private landowners to reach their goals is the best way to accomplish this. The main underpinning of this strategy is the integration of precision agriculture technology with business planning and environmental performance metrics to showcase how conservation can improve profitability. This is a paradigm shift since conservation programs have sometimes been viewed by operators as sacrificing economic opportunities rather than augmenting. The key advancement is evaluating opportunities at a sub-field scale rather than the historic view of entire fields.

With the current reduction in commodity prices, operators are exploring new options for non-profitable acres. Pheasants Forever believes profitable agriculture and conservation of our soil resources and wildlife habitat are not only possible, they are a win-win possibility. The Precision Ag Business Planning Pilot offers operators the opportunity to deploy Profit Zone Manager™ (PZM) on their farm to identify and validate revenue negative acres by analyzing machine data (yield data) and personalized crop budgets. During the business performance review and planning steps, alternative land-use options including forage, conservation, or cover crop seed production will be explored which may result in increased profits on those acres and a greater ROI over the entire field. Profit Zone Manager™ clearly demonstrates to operators the financial impacts of farming the "trouble spots". Profit Zone Manager™ allows operators to better understand what parts of a field (down to a 3 meter accuracy) make them the most profit and which areas are costing them money to farm.

In North Dakota, saline and sodic soils are one example that pose challenges to agricultural production. Increased salinization in the eastern half of the State has been accelerated by the current wet-cycle. NDSU Extension cites over 90% of North Dakota farms and ranches experience reduced

productivity as a result of salinity, with 5.8 million acres impacted statewide. However, the effects of salinity are not always visible, but by utilizing an operators own data they can identify acres which are revenue negative, irrespective of underlying cause. Due to the increased focus on soil health and reduction in productivity from saline soils and other factors, we selected a four-county area (Ransom, Sargent, Dickey and LaMoure) for a pilot to demonstrate how on farm decisions aided by precision agriculture technology can increase the bottom line while also increasing benefits to soil, water and wildlife.

North Dakota has witnessed nearly a 50% decline in Conservation Reserve Program acres over the past decade, and with that we have seen corresponding population declines and reduced harvest for many of our most popular game species. In turn we have also experienced a 33% decline in the number of acres enrolled in the PLOTS access program; reducing public access and hunting opportunities for sportsmen and women. Even though CRP is an attractive option for producers to enroll unproductive areas, the 2014 Farm Bill reduced the national CRP cap to 24 million acres. This reduction makes opportunities for producers to enroll more competitive and the likelihood of sustaining Continuous CRP allocations more difficult. With limited options available, some operators are likely making the decision to farm their revenue negative acres. Utilizing PZM™ to pinpoint areas within fields that are revenue negative and providing workable options through the Outdoor Heritage Fund are necessary to address the resource concerns and needs of North Dakota operators.

If the operator chooses, the OHF Precision Ag Business Planning Pilot will include;

- 1) Precision Business Planning with PZM™ of their entire operation. After analysis, operators will be encouraged to pass information received regarding revenue positive acres onto their agronomist to explore additional opportunities to further improve ROI. Operators will also receive one-on-one consultation of revenue negative acres with a Certified Precision Ag Business Planner and provided with a suite of alternative land use options to help increase their ROI. Enrollment into CRP or other USDA program, establishment of forage, or cover crop seed production are a few options that may be explored. However, the Soil Habitat cover option through the OHF Precision Ag Business Planning Pilot can be selected if operators are interested in a shorter-term option with more flexibility, such as the ability to hay or graze.
- 2) A 5-year Soil Stewardship Agreement with Pheasants Forever to establish a soil conserving cover on operator designated revenue negative acres;
  - a. Provide operators with one-time up-front payment of \$80.74 per acre per year for the 5-year Soil Stewardship Agreement period (75% of the 4-county pilot area average NASS cropland cash rent) x 5;
  - b. 75% of the Soil Habitat option establishment cost (total cost = \$157/ac). Cover mixes will be developed using the NRCS Forage and Biomass Planting (512) standard or the NRCS Salinity and Sodic Soil Management (610) standard;
- 3) Exploration of options to increase access to sportsmen and women, which include;
  - a. Submittal of an application for a minimum of 80 acres that includes the new Soil Habitat cover option acres, as open access to sportsmen and women through the North Dakota Game and Fish Department's PLOTS program. In lieu of a PLOTS access payment, the landowner will have 80% of the cost of PZM™ covered by OHF;
  - b. If the landowner chooses not to participate in PLOTS or the NDGFD is unable to accept the offered acres into the PLOTS program, the landowner will be provided with Landowner-Sportsman Council "Walking Hunters Welcome" or "Ask Before

You Enter” signs and asked to post on the 80 acres which are included in the 5 year Soil Stewardship Agreement and have 50% of the PZM™ cost covered by the OHF.

- c. A producer not interested in providing access may have 25% of the PZM™ cost covered by the OHF.

The percent of cost for PZM™ analysis not covered by the ND OHF will be covered by other project partners.

The Precision Ag Business Planning Pilot offers new and innovative ways to address directives A, B and C of the Outdoor Heritage Fund. Directive B, is met by using current precision agriculture technology to identify and validate revenue negative acres to explore alternative land uses and subsequent profitability, conservation being one option explored. By offering a Soil Habitat cover option through OHF to operators, soil health and water quality will be improved. The Precision Ag Business Planning Pilot provides North Dakota operators new tools to increase stewardship on their lands. By providing the Soil Habitat cover option through OHF to operators, Directive C is met, by creating nesting, brood rearing and winter cover for wildlife. Directive A, is met by enrolling revenue-negative acres identified by and enrolled into Pheasants Forever’s 5 year Soil Stewardship Agreement, into the NDGFD’s PLOTS program at no cost to the Department or by posting the areas with North Dakota Landowner-Sportsman Council “Walking Hunters Welcome” or “Ask Before You Enter” signs.

Over the next 36 months the goals of this project are to develop a new model that works for North Dakota operators to increase their ROI, improve soil health, water quality and wildlife habitat. To accomplish that we plan to;

- 1) Partner with 23 operators to utilize PZM™ to identify and validate revenue-negative acres on their operations,
- 2) Enroll a minimum of 500 acres of revenue negative acres into 5 year Soil Stewardship Agreements and,
- 3) Gain additional acres accessible to sportsmen and women through then NDGFD’s PLOTS program or Landowner-Sportsman Council signs by prioritizing operators interested in providing access to sportsmen and women.

**Management of Project – Provide a description of how you will manage and oversee the project to ensure it is carried out on schedule and in a manner that best ensures its objectives will be met.\***

*Include a brief background and work experience for those managing the project.*

Rachel Bush, North Dakota State Coordinator, will be the project lead, oversee and assist with the delivery of this grant. Rachel has been employed and an active volunteer with Pheasants Forever since 2011. Rachel has a B.S. in fisheries and wildlife management from Lake Superior State University (2002) and a M.S. in Zoology from North Dakota State University (2006). Prior to becoming the North Dakota State Coordinator, Rachel spent 4-years as a PF Farm Bill Biologist, working with private landowners, farmers and ranchers to enroll and implement voluntary conservation programs. During her time with PF she has assisted over 2,100 landowners and impacted over 46,000 acres for wildlife habitat conservation efforts. Rachel helped develop and submit a 20,000 acres State Acres For wildlife Enhancement (SAFE) proposal to the Farm Service Agency. Having grown up on a farm

Rachel enjoys working with private landowners and appreciates the value in finding options that work for agriculture and conservation.

Jordan Croatt, Biologist, will be responsible for on-the-ground delivery working one-on-one with ND operators during the business planning phase. Jordan will provide and evaluate alternative land use opportunities to operators participating in the Precision Ag Business Planning Pilot. Jordan has been an employee and volunteer with Pheasants Forever since 2012. During his time with PF, Jordan has worked with over 1100 producers and landowners and developed over 300 conservation plans for enrollment into voluntary conservation programs. Prior to coming to Pheasants Forever, Jordan attended Bemidji State University where he earned a B.S. in Biology and a Minor in Geographic Information Systems. Jordan's roots in agriculture and conservation come from growing up on a family farm in western Minnesota where he continues to enjoy help out when time allows. Through these experiences Jordan has come to believe that there is room for conservation on every farm and enjoys working collaboratively with farmers and landowners to find the best practices for their operation.

**Evaluation – Describe your plan to document progress and results. \***

*How will you tell if the project is successful? Please be specific on the methods you will utilize to measure success. Note that regular reporting, final evaluation and expenditure reports will be required for every grant awarded.*

Success will be measured by the number of North Dakota operators who utilize PZM™ to identify revenue negative acres and receive business planning consultation, enroll into 5 year Soil Stewardship Agreements, and successfully establish their Soil Habitat cover option. The number of operators able to utilize PZM™ analysis, acres impacted, number of contracts enrolled and additional access acres will be reported in status and final reports.

**Financial Information**

**ATTACHMENT: Project Budget – Using the standard project budget format that is available on the website at <http://www.nd.gov/ndic/outdoor-infopage.htm> , please include a detailed total project budget that specifically outlines all the funds you are requesting. Note that a minimum of 25% match funding is required.\***

The project budget should identify all matching funds, funding sources and indicate whether the matching funds are in the form of cash or in-kind services. Effective July 1, 2015 no State General Fund dollars can be used for a match unless funding was legislatively appropriated for that purpose. As noted on the standard project budget format, certain values have been identified for in-kind services. Please utilize these values in identifying your matching funds. **NOTE: No indirect costs will be funded.**

X I certify that a project budget will be sent to the Commission\*

**Sustainability – Indicate how the project will be funded or sustained in future years. \***

*Include information on the sustainability of this project after all the funding from the Outdoor Heritage Fund has been expended and whether the sustainability will be in the form of ongoing management or additional funding from a different source.*

Profit Zone Manager, clearly demonstrates to producers what acres are costing them money to farm. We feel by helping producers realize this information they will be more informed regarding future land management decisions after expiration of the Precision Ag Business Planning Pilot.

Revenue negative acres can result from a myriad of causes, some within the control of the producer and some not. The Precision Ag Business Planning Pilot was designed to affirm what most producers already know about their less productive acres and to give producers the flexibility to manage their operations and adapt to changing climates, both economic and environmental.

The power of sustainability is realized with PZM™. After analysis ND operators will have a clear picture of what it is costing them to farm non-productive acres as well as ROI for alternative land uses. Updated PZM™ analysis will be available to agreement holders after the Precision Ag Business Planning Pilot expires if they choose to invest in this paradigm shift.

**Partial Funding – Indicate how the project will be affected if less funding is available than that requested. \***

If provided less funding than requested, Pheasants Forever will scale back the number of PZM™ analysis offered impacting fewer North Dakota operators and fewer habitat and access acres will be created. Should less funding be awarded, PF will scale back the accomplishments and evaluate how to best proceed and achieve results with a reduced budget.

**Partnership Recognition - If you are a successful recipient of Outdoor Heritage Fund dollars, how would you recognize the Outdoor Heritage Fund partnership? \* Please note it is a requirement that there be signage at the location of the project acknowledging the funding from the Outdoor Heritage Fund if appropriate for your project.**

Landowners signing a 5 year Soil Stewardship Agreement with Pheasants Forever will be required to place signage at the project site. Signs, agreements, program guidelines, application materials, etc. will include the North Dakota Outdoor Heritage Fund logo along with Pheasants Forever and other program partner logos. Additionally, we expect multiple press releases to promote this opportunity to North Dakota operators and to highlight accomplishments and techniques. Once projects are completed tours and workshops will be conducted to highlight this new model and on-the ground successes to both additional operators and resource professionals.

## **Scoring of Grants**

All applications will be scored by the Outdoor Heritage Fund Advisory Board after your ten-minute oral presentation. The ranking sheet(s) that will be used by the Board is available on the website at <http://www.nd.gov/ndic/outdoor-infopage.htm> .

## **Awarding of Grants\***

All decisions on requests will be reported to applicants no later than 30 days after Industrial Commission consideration. The Commission can set a limit on duration of an offer on each application or if there isn't a specific date indicated in the application for implementation of the project, then the applicant has until the next Outdoor Heritage Fund Advisory Board

regular meeting to sign the contract and get the project underway or the commitment for funding will be terminated and the applicant may resubmit for funding. Applicants whose proposals have been approved will receive a contract outlining the terms and conditions of the grant. Please note the appropriate sample contract for your organization on the website at <http://www.nd.gov/ndic/outdoor-infopage.htm> that set forth the general provisions that will be included in any contract issued by the North Dakota Industrial Commission. Please indicate if you can meet all the provisions of the sample contract. If there are provisions in that contract that your organization is unable to meet, please indicate below what those provisions would be. \*

## **Responsibility of Recipient**

The recipient of any grant from the Industrial Commission must use the funds awarded for the specific purpose described in the grant application and in accordance with the contract. The recipient cannot use any of the funds for the purposes stated under Exemptions on the first page of this application.

If you have any questions about the application or have trouble submitting the application, please contact Karlene Fine at 701-328-3722 or [kfine@nd.gov](mailto:kfine@nd.gov)

Revised: December 16, 2015

Pheasants Forever  
Precision Ag Business Planning Pilot – Soil, Habitat, Access  
03/01/2016  
Budget Standard Form

Please use the table below to provide a detailed total project budget that specifically outlines all the funds you are requesting and the matching funds being utilized to fund this project. Please note if the matching funds are in the form of cash, indirect costs or in-kind services. The budget should identify all other committed funding sources and the amount of funding from each source. Match can come from any source (i.e. private sources, State and Federal funding, Tribal funding, etc.) Effective as of July 1, 2015 no State General Fund dollars can be used for a match unless funding was legislatively appropriated for that purpose. Note a minimum of 25% match funding is required. An application will be scored higher the greater the amount of match funding provided. (See Scoring Form.)

Please feel free to insert columns and rows as needed. Please include narrative to fully explain the proposed budget.

Note that NO INDIRECT COSTS will be funded from the Outdoor Heritage Fund. Also by law several items are ineligible for funding -- see Exemptions in the Application Form. Effective June 10, 2015 the following guidelines were approved by the Industrial Commission:

**NO CONSIDERATION:**

In addition to those specific items in law that are ineligible for funding, in the absence of a finding of exceptional circumstances by the Industrial Commission, the following projects will NOT receive consideration for funding:

- A completed project or project commenced before the grant application is submitted;
- A feasibility or research study;
- Maintenance costs;
- A paving project for a road or parking lot;
- A swimming pool or aquatic park;
- Personal property that is not affixed to the land;
- Playground equipment, except that grant funds may be provided for up to 25% of the cost of the equipment not exceeding \$10,000 per project and all playground equipment grants may not exceed 5% of the total grants per year; (See Definitions/Clarifications below)
- Staffing or outside consultants except for costs for staffing or an outside consultant to design and implement an approved project based on the documented need of the applicant and the expenditures may not exceed 5% of the grant to a grantee if the grant exceeds \$250,000 and expenditures may not exceed 10% of the grant to a grantee if the grant is \$250,000 or less; (See Definitions/Clarifications below)
- A building except for a building that is included as part of a comprehensive conservation plan for a new or expanded recreational project; (See Definitions/Clarifications below)
- A project in which the applicant is not directly involved in the execution and completion of the project.

Project Expense	OHF Request	Applicant's Match Share (Cash)	Applicant's Match Share (In-Kind)	Applicant's Match Share (Indirect)	Other Project Partner's Share (match)	Other Project Partner's Share (non-match)	Total Each Project Expense
Precision Business Planning	\$ 36,600	\$ 18,600	\$	\$	\$ 13,800 (in-kind)	\$	\$ 69,000
Soil Habitat Cover Option Establishment	\$ 58,875	\$	\$	\$	\$ 19,625 (in-kind)	\$	\$ 78,500
Soil Stewardship Agreement Payments	\$ 202,000	\$	\$	\$	\$ 67,281 (in-kind)	\$	\$ 269,281
Project Signs	\$ 500	\$	\$	\$	\$	\$	\$ 500
Direct to Project Staff	\$ 14,898	\$ 23,436	\$	\$	\$	\$	\$ 38,334
NDGFD PLOTS	\$	\$	\$	\$	\$	\$ 6,000	\$ 6,000
Indirect Cost	\$ 0	\$	\$	\$ 4,606	\$	\$	\$ 4,606
<b>Total Costs</b>	<b>\$ 312,873</b>	<b>\$ 42,036</b>	<b>\$ 0</b>	<b>\$ 4,606</b>	<b>\$ 100,706</b>	<b>\$ 6,000</b>	<b>\$ 466,221</b>

\$36,600 is requested from the ND OHF to cover the cost of Precision Ag Business Planning which includes analysis with Profit Zone Manager.

\$58,875 is requested from the ND OHF to cover 75% of establish costs for 500 acres of Soil Habitat cover option on revenue negative acres identified through PZM™. Cost includes chemical seedbed preparation, seed cost, seeding operation and mechanical weed control; total establishment cost \$157/ac. Establishment rates were calculated from the "North Dakota Conservation Component Codes" utilized by USDA Farm Service Agency. The remaining 25% of this cost will be assumed by landowners enrolling into the 5-year Soil Stewardship Agreement which will be considered in-kind match of \$19,625.

\$202,000 is requested from the ND OHF to provide Soil Stewardship Agreement payments to operators that enroll revenue negative acres into the Soil Habitat cover option. Soil Stewardship Agreement payment rates are calculated as 75% of the 4-county pilot cropland cash rent NASS rates (\$80.74/ac x 5 (# of years) \* 500ac). The 4-county pilot average cropland cash rent NASS rate is \$107.65/ac. The remaining 25% will be contributed by the landowner as in-kind match (\$67,281) for the 5-year Soil Stewardship Agreement.

\$500 is requested from the ND OHF to cover the cost of required signage. 20 signs at \$25/ sign.

\$14,898 (5% of ND OHF request) is requested for direct to project personnel costs to manage and promote projects enrolled in the Precision Ag Business Planning Pilot.

\$18,600 is being provided as cash match by Pheasants Forever Chapters and Partners to cover the cost of Precision Ag Business Planning not covered by OHF.

\$13,800 is being provided as an in-kind contribution from AgSolver towards the cost of Precision Ag Business Planning not covered by OHF.

\$23,436 cash match is provided by Pheasants Forever for on-the-ground personnel expenses to enroll and fulfill the Precision Ag Business Planning Pilot.

\$6,000 is being provided as non-match dollars from the NDGFD to manage and enroll PLOTS agreements in association with the Precision Ag Business Planning Pilot.

Indirect cost (\$4,606) are calculated using Pheasants Forever's federally approved indirect rate of 20.07%.

I am requesting the 5% (\$14,898), to serve as a reimbursement of my time as project lead to fulfil this grant. Activities I anticipate in association with the execution of this grant will be promotion of the pilot, selection of applicants, coordination with field staff, development and

execution of Soil Stewardship Agreements, managing reimbursements and payments to applicants, and coordination with other partners on the access component. I estimate this grant with constitute approximately 15% of my time.

The Precision Business Planning line item represents the cost of utilizing Profit Zone Manager software for 23 operations at \$3000 per operation. This is the going market rate, in addition this company has offered 20% in-kind.

In-kind services used to match the request for Outdoor Heritage Fund dollars shall be valued as follows:

- Labor costs \$15.00 an hour
- Land costs Average rent costs for the county as shown in the most recent publication of the USDA, National Agricultural Statistics Services, North Dakota Field Office
- Permanent Equipment Any equipment purchased must be listed separately with documentation showing actual cost. (For example: playground equipment)
- Equipment usage Actual documentation
- Seed & Seedlings Actual documentation
- Transportation Mileage at federal rate
- Supplies & materials Actual documentation

More categories will be added as we better understand the types of applications that will be submitted. We will use as our basis for these standards other State and Federal programs that have established rates. For example the North Dakota Nonpoint Source Pollution Management Program has established rates. If your project includes work that has an established rate under another State Program please use those rates and note your source.

### **Definitions/Clarifications:**

**Building** - Defined as "A structure with a roof either with walls or without walls and is attached to the ground in a permanent nature."

**Comprehensive Conservation Plan** - Defined as "A detailed plan that has been formally adopted by the governing board which includes goals and objectives--both short and long term, must show how this building will enhance the overall conservation goals of the project and the protection or preservation of wildlife and fish habitat or natural areas." This does not need to be a complex multi-page document. It could be included as a part of the application or be an attachment.

**New and Expanded Recreational Project** means that the proposed building cannot be a replacement of a current building. The proposed building must also be related to either a new or expanded recreational project--either an expansion in land or an expansion of an existing building or in the opportunities for recreation at the project site.

**Playground equipment calculation** - Only the actual costs of the playground equipment (a bid or invoice showing the amount of the equipment costs must be provided) - cannot include freight or installation or surface materials or removal of old equipment, etc.

**Staffing/Outside Consultants Costs** - If you are requesting OHF funding for staffing or for an outside consultant, you must provide information in your application on the need for OHF funding to cover these costs. For example, if you are an entity that has engineering staff you must explain why you don't have sufficient staff to do the work or if specific expertise is needed or whatever the reason is for your entity to retain an outside consultant. If it is a request for reimbursement for staff time then a written explanation is required in the application of why OHF funding is needed to pay for the costs of that staff member(s) time. **The budget form must reflect on a separate line item the specific amount that is being requested for staffing and/or the hiring of an outside consultant.** This separate line item will then be used to make

the calculation of 5% or 10% as outlined in the law. Note that the calculation will be made on the grant less the costs for the consultant or staff.

Recommended by OHF Advisory Board: October 17, 2013

Approved by Industrial Commission: October 22, 2013

Revisions recommended by OHF Advisory Board: January 22, 2014

Approved by Industrial Commission: January 29, 2014

Revisions recommended by OHF Advisory Board: May 13, 2014

Approved by Industrial Commission: May 27, 2014

Revisions recommended by OHF Advisory Board: June 3, 2015

Approved by Industrial Commission: June 10, 2015

# NORTH DAKOTA GAME & FISH DEPARTMENT

*"Variety in Hunting and Fishing"*

*GOVERNOR, Jack Dalrymple*

*DIRECTOR, Terry Steinwand*

*DEPUTY, Scott A. Peterson*

*100 North Bismarck Expressway  
Bismarck, North Dakota 58501-5095*

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March 1, 2016

Karlene Fine, Executive Director  
North Dakota Industrial Commission  
ATTN: Outdoor Heritage Fund Program  
State Capitol – Fourteenth Floor  
600 East Boulevard Ave., Dept. 405  
Bismarck, ND 58505

RE: Pheasants Forever – Precision Ag Business Planning Pilot

Dear Ms. Fine:

The North Dakota Game and Fish Department's (Department) mission is to protect, conserve and enhance fish and wildlife populations and their habitats for sustained public consumptive and non consumptive use. The Department's Private Land Initiative is the mechanism for delivering the mission on to the private landscape.

The Precision Ag Business Planning Pilot compliment the PLOTS - Working Lands Program, which assesses the current habitat value of active farms and ranches and provides options to landowners to improve their operation, create additional wildlife habitat and provide public access. Department private lands biologists will inform landowners about options available through this proposal and identify ways to enhance lands already enrolled in PLOTS as well as enroll new lands into the program. The Department is supporting the Precision Ag Business Planning Pilot grant proposal as a supporting partner and will provide \$6,000 in non-match for one private lands biologist's time promoting, enrolling, and monitoring PLOTS agreements.

We are pleased to provide our support of the Precision Ag Business Planning Pilot grant proposal and look forward toward its future opportunities and accomplishments.

Sincerely,



Terry Steinwand  
Director, North Dakota Game and Fish Department



Keith Trego  
*Executive Director*

1605 East Capitol Avenue, Ste. 101  
Bismarck, ND 58501-2102  
(701) 223-8501  
FAX: (701) 223-6937

March 1, 2016

Karlene Fine, Executive Director  
North Dakota Industrial Commission  
ATTN: Outdoor Heritage Fund Program  
State Capitol – Fourteenth Floor  
600 East Boulevard Ave., Dept. 405  
Bismarck, ND 58505

Dear Ms. Fine:

This letter is written in strong support of Pheasants Forever's **Precision Ag Business Planning Pilot – Soil, Access and Habitat (PA) Outdoor Heritage** grant proposal.

The interrelationships between production agriculture and conservation represented in the PA grant request demonstrate a sound business approach as well as a vision of the agriculture/conservation partnerships of the future.

Sound business management decisions are required for profitable farming; those same sound business decisions can also benefit natural resource management. Today's technology enables agricultural producers to understand as never before which acres are making a profit for their operation and which are not. This knowledge provides the entry into the 21<sup>st</sup> century partnership that is PA. As the producer identifies unprofitable acres the decision of what to do with those acres becomes a realistic part of their business management.

With landscape level profit and loss data in hand, producers can choose to confer with PF farm bill biologists to explore programs employing profitable land use options for their farms that would also reduce soil erosion, benefit water quality and enhance wildlife habitat.

The PA Pilot program represents the ideal intersection of cutting edge farming technology with voluntary private land conservation. It is our pleasure to be a funding partner for this innovative, visionary proposal as well as give it our strong endorsement.

Best regard,

Keith Trego, Executive Director  
North Dakota North Dakota Natural Resources Trust

*"Dedicated to the preservation, enhancement, restoration and management of wetlands and associated wildlife habitat, grasslands, and riparian areas in the state of North Dakota."*