



United States  
Department of  
Agriculture

National  
Agricultural  
Statistics Service

Agricultural  
Statistics Board

Washington  
D.C. 20250



May 2021

# NRCS Conservation Practice Adoption and Motivation Pilot Study

Interviewer's Manual  
Version 4: Forestry  
Practices

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# Chapter 1: NRCS Conservation Practice Adoption and Motivation

## Background

The Conservation Practice Adoption and Motivation (CPAM) pilot survey is a reimbursable survey that the Natural Resource Conservation Service (NRCS) has contracted the National Agricultural Statistics Service (NASS) to collect. The information collected during the pilot survey which is being conducted with a small sample across four states will be used to make decisions going forward for a larger, national survey that will be conducted in 2022. The four states involved in the pilot study, Nebraska, Oregon, Oklahoma, and Pennsylvania, were chosen due to the diversity of agriculture within each state along with the contrast of agricultural practices between the states.

There are four different questionnaire versions for the CPAM pilot study:

- Version 1 – Crop Practices
- Version 2 – Confined Livestock Practices
- Version 3 – Grazing Practice
- Version 4 – Forestry Practices

The surveys conducted in each state will vary based on the agricultural and forestry enterprises within each state. The questionnaires are designed to obtain information about producer adoption of various conservation practices, past and present, participation in technical and financial assistance programs, and motivations for practice adoption or non-adoption (e.g., on-farm conservation, financial return, producer time and effort, and off-farm environmental benefits). The question format between all the versions is very similar, though the specific questions and practices are different for each version. There are some classification and demographic questions that are similar across versions to facilitate comparisons between versions.

## Employer

You are an employee of the National Association of State Departments of Agriculture (NASDA). Work on this survey is covered by a cooperative agreement between NASDA and NASS. Introduce yourself as a NASDA employee working for the (your State) Field Office of the USDA, National Agricultural Statistics Service.

## Responsibility

Accurate information collected directly from farmers and ranchers by trained interviewers provides the best possible information for developing a national survey for 2022. When you contact survey respondents, it is your responsibility to:

- obtain cooperation from selected operations,
- remind respondents of the confidential nature of the data,
- explain the uses of the data collected,
- collect quality data on survey items.

Once you have completed data collection, you are responsible for returning all completed questionnaires to your RFO in a timely manner and before the survey due date. Keep in mind the confidential nature of

the data you have collected. Protect the data and the respondent's personal information with utmost care and respect.

## Survey Results

There will be no published results from the CPAM pilot study. Instead, the responses, along with the method of response, will be used to refine the survey questionnaires to reduce the time required to complete each survey and identify most efficient survey data collection method. By responding the operator will help create the foundation of the national survey by making data collection easier and more accurate. NASS and NRCS will review survey responses and use them to refine survey questions and identify the most effective mode of data collection.

The data collected will be for research and development purposes only. The sample size is much too small to draw any statistical conclusions. Because the sample size is small, however, it is important to obtain as many completed surveys as possible, maximizing the amount and diversity of information gathered in the pilot study. Most operations will be using only a subset of the practices asked about in each questionnaire version. In fact, there will be some practices that are in use on only a handful of operations, making it important that we collect as many pilot surveys as possible.

## Chapter 2 – Terms and Definitions

Version specific or Global?

**AUM** – Animal Unit Month, or the amount of forage required by an animal unit for one month. An animal unit is generally one mature cow of approximately 1,000 pounds and a calf as old as 6 months, or their equivalent. Animal unit equivalents vary somewhat according to kind and size of animals.

**Financial Assistance** – A payment or grant that helps defray the cost of installing or implementing conservation practices.

**Technical Assistance** – Direct consultation with the farmer, rancher, or landowner that may include developing a conservation plan for the operation or the planning, design, and layout for structures (such as grassed waterways, terraces, waste storage facilities, fences, and livestock water facilities in pastures) and management practices (such as nutrient management, irrigation water management, grazing management, and forest stand improvement). Technical assistance does not include community workshops, internet resources, farm shows and conventions, and information not directly specific to your operation.

**Conservation Stewardship Program** - The Conservation Stewardship Program (CSP) helps producers build on their existing conservation efforts by providing technical and financial assistance to attain higher stewardship levels in an environmentally beneficial and cost-effective manner. For example, if you have been planting a cover crop, you may decide to try an enhancement for multi-species cover crop or implement a deep-rooted cover crop to break up soil compaction. Payments are annual to support ongoing improvements on the farm, as opposed to other programs that typically provide financial assistance for specific practices when the practice is completed.

## Chapter 3 – Enumerator Procedures

### Questionnaire

The Conservation Practice Adoption and Motivation (CPAM) Survey has 4 different questionnaire versions. This manual contains information for version 4, forestry practices. The questionnaire was developed in cooperation with the National Resource Conservation Service (NRCS) and is directed at finding out what conservation practices are currently being used or have been used in the past, whether technical or financial assistance was received, why operators choose to adopt the practice, and why they may have chosen to continue, expand, or discontinue the practice.

### Method of Interviewing

The Conservation Practice Adoptions and Motivation Survey may be collected by mail, phone (CATI), fax, internet, or personal phone interview by Computer Assisted Personal Interview (CAPI). Currently there are no plans for in person interviews. All sampled operations receive a copy of the questionnaire through the mail, with telephone follow-up by field enumerators via CAPI and associated Data Collection Centers (DCCs). Telephone enumerators at the DCCs will utilize the Blaise CATI (Computer Assisted Telephone Interview) Instrument, which automatically delivers forms and manages call backs and appointments.

Operations assigned to CATI follow-up will receive a letter and a copy of the questionnaire in the mail. The operator may choose to complete and return the questionnaire by mail or complete the questionnaire online at [agcounts.usda.gov](http://agcounts.usda.gov). If the operation reports data by either of these methods, they will become ineligible for calling through CATI.

Some operations will be held for Regional Field Office enumeration and will be collected by telephone, mail, fax, or field phone interview.

## Burden Statement

Federal regulations require that all questionnaires used by agencies of the Federal government provide a burden statement – an estimate of the average time required to complete the questionnaire. This regulation is administered by the Office of Management and Budget (OMB), which has the duty of approving and overseeing all government data collection efforts. The public may respond to the Office of Management and Budget regarding any aspect of a survey.

The burden statement appears on the front page of each version of the CPAMS Questionnaire. The average time indicated on the burden statement represents the average completion time estimated for completion. If respondents ask, "How long will this take?" note the burden statement average time requirement and never directly contradict it. However, you may provide additional information, such as, "The official average for this survey is 60 minutes, but the interviews I have been doing in this area are averaging around 30 - 45 minutes."

### **SAMPLE BURDEN STATEMENT**

The information you provide will be used for statistical purposes only. Your responses will be kept confidential and any person who willfully discloses ANY identifiable information about you or your operation is subject to a jail term, a fine, or both. This survey is conducted in accordance with the Confidential Information Protection provisions of Title V, Subtitle A, Public Law 107-347 and other applicable Federal laws. For more information on how we protect your information please visit: <https://www.nass.usda.gov/confidentiality>. Response to this survey is voluntary.

According to the Paperwork Reduction Act of 1995, an agency may not conduct or sponsor, and a person is not required to respond to, a collection of information unless it displays a valid OMB control number. The valid OMB control number is 0535-0264. The time required to complete this information collection is estimated to average 60 minutes per response, including the time for reviewing instructions, searching existing data sources, gathering and maintaining the data needed, and completing and reviewing the collection of information.

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## Confidentiality

Reports received from individual operations remain confidential and are used only for research and development purposes for the larger national survey that will be conducted in 2022. There will be no data published using the information collected during the CPAMS pilot study.

It is your responsibility to inform the respondent that this is a voluntary survey and assure them their report is confidential. A respondent has the right to know under what authority the information is being collected, the purpose for the information collected, and how information about their operation will be used. See your NASDA handbook for additional information regarding confidentiality.

## Completing the Interview

The primary operator for the targeted operation, or a partner, should be your first point of contact. The person on the operation who is most familiar with conservation practices will be best able to provide the information that is being asked in the CPAMS questionnaire.



Encourage respondents to have any records of conservation contracts or easements on hand, or other records that involve the use of conservation practices such as written plans. Using records makes for more reliable reporting.

Make sure you are familiar with and understand the questionnaire. Review the survey letter, survey instructions, and other materials. Prepare an introduction and be prepared to answer questions about the survey purpose, uses of the data, and items on the questionnaire.

Ask questions in the order they appear on the questionnaire. Do not skip questions unless instructions printed on the questionnaire allow you to do so. Read statements and questions fully and exactly as written.

Following are examples of the type of instructions that you may find on the questionnaire.

### Enumerator Instructions

Enumerator instructions may be included with some questions. Enumerator instructions are provided to you so that you will complete the questionnaire correctly. Enumerator instructions are enclosed in square brackets. They should not be read to the respondent.

Example:

[Verify name and mailing address of this operation. Make any corrections necessary (including the correct operation name) on the label and continue.]

### “Include” and “Exclude” Statements

“Include” and “exclude” statements appear with many questions. “Include” and “exclude” statements are provided to help you and the respondent clarify the meaning of the question. Read the “include/exclude” statements so that the meaning of the question is clear.

### “Skip” Instructions

Sometimes you may encounter questions which instruct you to skip a question or section based on a particular response. Follow the “skip” instructions when they appear with questions. If the interview is being completed via CATI or CAPI, the instrument is programmed to automatically “skip” when appropriate.

**Example:**

Note that depending on the response (“Yes” or “No”), you may continue or skip to the next question or next section.

201 1  Yes - Go to Item 2

3  No - Complete Items 1a and 1b below, then go to Section 4 - Nutrient Management on page 9

Sometimes you will need to probe to get an adequate answer to a question, for example, when the answer isn't precise enough or if you think the respondent didn't understand the question. Probing is important to verify unusual data or correct misreported data. Be careful that you don't appear to be questioning or challenging the respondent's answers, but clarifying an answer given.

## Reference Dates

The CPAMS questionnaire asks about different reference periods such as previous year, within the last 15 years, or at any time in the past. Be sure to read the questions carefully and only refer to the date referenced for each question.

## Important Reminders

As you complete the questionnaire:

Make good notes. This is especially important when you find unusual situations.

Record your answers in whole numbers (no decimals) and pay attention to if the question is asking for acres or percentages.

When completing a paper questionnaire, make all entries clear and easy to read. Use a black #2 lead pencil. Do not use ink or a mechanical pencil, as questionnaires will be scanned.

Answers must be written entirely within the box or space provided (including YES and NO check boxes). If the answer to a question is "none", enter a dash (-) NOT a zero unless specified by the instructions.

## Call Back Procedures

Plan each phone call for a different time of day or early evening. Use the following instructions as a guide.

### First Attempt

If the operator or partner is not present, but is expected shortly, make an appointment to call back later or, if interviewing in person, wait for the interview. It is very important for you to keep the appointment or to call back if it cannot be kept.

If the operator or partner will not be available until after the survey is over, interview a knowledgeable person such as a spouse, son, daughter, or hired person. Try to interview the person most knowledgeable about the farming operation.

### Follow-up Attempts

If a follow-up call is required after the first attempt, try again to interview the operator or partner. If they are still unavailable, set up an appointment if possible.

### Final Attempt

If the operation is assigned for CATI enumeration, your supervisor will determine the number of attempts for call-backs.

## Refusals

There are always respondents reluctant to provide information and some will refuse completely. When a refusal occurs, note the reason why the operator refused. If possible, try to determine if the operation is still in business and what commodities (crops, livestock, etc.) are produced. Do not become discouraged when you get a refusal. On the next interview, continue to greet the operator with an easy, friendly manner.

## Supervision

All questions regarding data collection should be directed to your NASDA supervisor. Contact your supervisor with questions or problems as soon as they arise. Your supervisor or Regional Field Office may contact some of your respondents after you interview them as part of a Quality Check.

## Materials

Materials used in the Agricultural Labor Survey are listed below. Your supervisor is responsible for furnishing all necessary materials. Notify your supervisor if you are running low on supplies.

### All Enumerators

- Interviewer's Manual
- Blank questionnaires
- Black lead pencils
- Copy of Survey Letter
- Copy of EDR Instructions

### Field Enumerators

- CAPI iPad
- NASDA Identification Card
- Motor Vehicle Accident Report Kit
- NASDA Employee Handbook

## Survey Response Rate

A minimum 80% response rate is required by OMB and is expected from all Regional Field Offices.

## Feedback

Everyone involved in the survey is encouraged to recommend changes to clarify or improve survey materials and procedures. Forward all recommendations to the CPAMS administrator in your Regional Field Office, who will forward them to the Survey Administrator in HQ. This will be very important due to the nature of the pilot survey and feedback is greatly welcomed.

## Chapter 4 – Operation Identification and Screening

### Operation Identification – Name and Address Labels

#### Operator

The person responsible for the day-to-day decisions for the land operated is considered the operator and is listed on the label. The operator could be the owner, hired manager, cash tenant, or share tenant. If land is rented or worked on shares, the tenant or renter is the operator.

#### Farm Name

A farming operation may or may not have a farm name listed on the label. If the farm does not have a farm name, the operation will be listed under an individual operator. If the respondent indicates the operation has a farm or ranch name, ask the respondent if this name should appear on the label. This will help the Regional Field Office know whether to update the label for future surveys and can be checked against the List Sampling Frame to identify potential duplication.

Names such as "The Old Smith Place," "Jones Farm," etc., should not be included if they are used only to identify different parcels of land in the respondent's operation. The farm or ranch should do business and be known by the operation name.

#### Name and Address Labels

Here is an example of a questionnaire name and address label. The format of the label in your Regional Field Office may differ from this example but will contain the same basic information.

BARCO B BA BAR BARCO B BA BARCO B C  
State, POID, Tract, Survey ID numbers  
CASI Respondent Survey Code,      Strata, Sequence #  
Operation Name,                      District, County  
Operator Name,                      ODStatus, Supervisor, Enumerator  
Address  
City, State, Zip-Zip4

SURVEY CODE = 11-22222221-AA1AAA 71      10000  
RIVER VALLEY FARM                      20      129  
JOHN SMITH                              00 307 359  
12345 RIVER RD  
OURTOWN DE 12590-4582

## Target Operation

The ‘target’ of this CPAM survey pilot study is going to be the sampled operation. Regardless of other operating arrangements; partnerships, multiple operations, managed operations, etc., the target will be the operation that is listed on the label and the land (owned and leased) that it operates. The respondent should be the person most involved in the conservation practice decision making. If all operators are equally involved in the conservation practice decisions, then any one of them can respond.

## Operation Target Examples

### Example 1. Individual Target Name on label.

```
BARCO B BA BAR BARCO B BA BARCO B C
10 300123890 01 01 2315 125698 00
SURVEY CODE=10-300123891-GMX78Q 71 10000
                                20 129
DENNIS R. SCOTT                  00 307 359
12345 RIVER RD
OURTOWN DE 12590-4582
```

In the example above, there is no operation name listed, so the target will be Dennis R. Scott. **You should collect data for Dennis R. Scott’s agriculture operation.** If Dennis is involved in more than one operation, you should collect data only for the operation for which he is the individual operator.

### Example 2. Combination of Names with Individual Target Name on Label.

```
BARCO B BA BAR BARCO B BA BARCO B C
10 300123890 01 01 2315 125698 00
SURVEY CODE=10-300123891-GMX78Q 71 10000
  BILL & JOE FORD                  20 129
  BILL FORD                        00 307 359
  12345 RIVER RD
  OURTOWN DE 12590-4582
```

In example 2, the operation name is Bill & Joe Ford, so the target will be the partnership by the name of Bill & Joe Ford. **You should collect data for the partnership named on the label only.** Bill or Joe may also be involved in a different operation, or even jointly in an operation by a different name, but you will only want to complete the survey for the Bill & Joe Ford operation.

**Example 3. Operation Name and Target Name on label.**

```
BARCO B BA BAR BARCO B BA BARCO B C
10 300123890 01 01 2315 125698 00
SURVEY CODE=10-300123891-GMX78Q 71 10000
  WINDY ACRES FARM                20 129
  RALPH DEAN                       00 307 359
  12345 RIVER RD
  OURTOWN DE 12590-4582
```

In example 3, the operation name is Windy Acre Farm, so Windy Acres Farm is the target. **You should collect data only for Windy Acres Farm, and no other operations.** The operator, Ralph Dean, may be involved in other operations, but you will want to collect data only for the land operated (owned and leased) by Windy Acres Farm.

## Chapter 5 – Questionnaire

### Face Page and Screening

On the front page, after confirming the address or making updates is a screener questions that will determine if the operation is in-scope for the survey. The operations is in scope if the following are true:

- Operation was in business for any time during 2020
- On January 1, 2021, the operation managed forest or woodland (regardless of ownership) on the land operated by the sampled operation (owned or rented).

If the operation meets all the conditions, then it is considered in-scope for the CPAM forestry survey, and you would proceed to Section 1. If either of the conditions are not met, then you would go to Section 15 on the back page of the questionnaire.

The operation may still have agriculture such as crops or livestock so make sure you take notes if they are still operating a farm or ranch. We will not be doing any substitution for the CPAM survey, so if the operation has been turned over to someone else, collect the contact information and then conclude the survey.

### Section 1 – Land Use

The purpose of Section 1 is to collect some operational data for all the acres operated in order to classify the operation later for comparison of operations of different sizes and types. This section contains questions about land use, conservation programs, livestock inventories, and organic production.

#### Questions 1-2

For land use, there are questions about land owned, rented or leased, along with land rented out to get a total acres operated on January 1, 2021. Some things to watch:

- Owned land should include all land owned by the operation, not just cropland.
- Land rented or leased, again should include all acres that the operations pays to rent or rents on a share basis or flexible arrangement. This includes any land leased on a short-term basis or AUM basis as of January 1, 2021.
- Land rented to others needs to include any land (owned or leased) that is rented or leased by another operator or operation.
- Calculate a total by following this formula: Owned land + rented land – land rented to others = total land operated on January 1, 2021.

#### Questions 3-4

Once the total land operated is established you will need to further establish, of the total acres, how many are cropland, grazing land or pasture, woodland not pastured, and other land. The sum of the items in question 3 should equal the total land reported in question 2. The acres reported in question 4 should be accounted for in question 3a.

**Question 5** is to find out if the operation produced organic products according to the USDA National Organic Program (NOP) standards or if the operation is in the process of transitioning to the USDA NOP in order to sell their production as certified organic. Only if the operation has at least some of their production in the USDA NOP they would answer 'yes'.

**Question 6** asks how the operation acquired the woodland or forest that is operated. There can be more than one selection made. If the acquisition method is not listed, specify how they got the woodland, but be concise in your answer as there is a character limit.

Question 6a. is asking from whom the woodland was acquired. Again, this question can have multiple answers, and this should be for the woodland owned or rented. If the person or entity that the woodland was acquired from is not listed, specify where the land came from.

Question 6b. asks what year the respondent initially acquired any of the woodland or forest that they currently operate.

**Question 7** asks if during the last 10 years did the sampled operation earn any income from forestry activities. The income can be from timber harvesting, recreational purposes, or other non-timber products.

**Question 8** asks what percentage of the sample operation's gross income, on average, comes from the forest or woodland that is operated. Enter a 0 if no income was derived from the woodland or forested land on the operation. Do not count income for leasing out the woodland to another operation.

## Section 2 – Technical Assistance

Technical assistance (See Terms and Definitions in Chapter 2) is available from several different sources. This section is devoted to finding out which sources of technical assistance the operation has used in the past. Federal agencies such as NRCS provide technical assistance, but there may be other state or local conservation agencies, university extension services, or even advisors that can be hired.

### Question 1

The respondent may or may not have received technical assistance (TA) in the past. If they have received TA, check 'yes' and ask 1a. If they haven't received TA, skip to 1b. For question 1a, TA from universities (extension services) should be included in the State or local resources. If the respondent is unsure about where a TA source falls in the 3 categories, make a note and it can be researched later.

Regardless of whether the respondent or their operation received or sought out any technical assistance, they should provide their agreement or disagreement with each of the statements in question 1b.

**Question 2** is a screener asking whether the respondent has a forest management plan in 2020, based on the definition of a forest management in the question. If the answer is 'yes' that they had a plan, ask question 2a. If the answer is 'no', go to Section 3 on page 6.

Question 2a. asks the source of TA used to develop the forest management plan.

## Section 3 – Forest Stand Improvement

Section 3 asks about any methods used to improve the forest stand, such as removing undesired trees and undergrowth.



**Question 1** is a screener used to determine if the operation has ever done any forest stand improvement at any time on the woodland and forest operated. If the answer is ‘yes’, skip to Question 2, but if the answer is ‘no’, then complete the table 1a. rating the respondent’s agreement with the statements about forest stand improvement. Record any additional reasons in 1b. Once both 1a. and 1b. have been completed, go to Section 4 on page 9.

**Question 2** asks a series questions about conservation objectives in implementing forest stand improvement activities. The respondent can choose multiple objectives so make sure to ask each one and record the answer.

**Question 3** and all the sub-questions are about the first year that forest stand improvement was implemented.

Question 3 establishes the first year when forest stand improvement was used anywhere in the respondent’s operation. A 4-digit year, such as 2005, is required. Question 3a. asks for a percentage of the forest land where forest stand improvement was used during the first year, not to exceed 100%.

Question 3b. is about technical or financial assistance that the respondent may have received in the first year forest stand improvement was used. If the respondent received technical expertise or information for planning or implementation that was provided by (or reimbursed by) federal, state, local government, check ‘yes’ for technical assistance. If the respondent received assistance to help defray the cost of adoption, from any source, check ‘yes’ for financial assistance.

Respondents who check ‘yes’ for financial assistance should also provide the number of acres covered by the forest stand improvement (where financial assistance was received) and the percentage of actual forest stand improvement costs covered by financial assistance.

If no financial assistance was received, then the last two columns of the table should be left blank. For question 3b.i. ask if any of the financial assistance was from a federal source such as NRCS. If the financial assistance was from a non-federal source (e.g., state, local, private), enter a 0 for the percent and move to question 3c.

Question 3c asks the respondent to assess the importance of a series of conservation, financial, and other factors in deciding to use forest stand improvement for the first time.

**Question 4** asks if the respondent has expanded the percent of forest land that has had forest stand improvement since the first year it was used. If the respondent has expanded the forest stand improvement to cover a larger percent of woodland after the year reported in question 3, check ‘yes’ and ask questions 4a and 4b. If the operator never expanded forest stand improvement, answer ‘no’ and go to Section 4 on page 9.

Question 4a gathers information on technical and financial assistance received for expanding the portion of woodland covered by forest stand improvement after the initial year identified in question 3. If the respondent received additional technical expertise or information for planning or implementation that was provided by (or reimbursed by) federal, state, local government, check ‘yes’ for technical assistance. If the respondent received additional funds to help defray the cost of improvement, from any source, check ‘yes’ for financial assistance.

Respondents who check ‘yes’ for financial assistance should also provide the number of acres covered by the forest stand improvement (where financial assistance was received) and the percentage of actual forest stand improvement costs (such as updates to machinery) covered by financial assistance.

If no financial assistance was received for expanding use of forest stand improvement, then the last two columns of the table should be left blank. For question 4a.i. ask if any of the financial assistance was from a federal source such as NRCS. If the financial assistance was from a non-Federal source, enter a 0 for the percent and move to question 4b.

Question 4b asks the respondent to assess the importance of a series of factors in deciding to expand the percentage of woodland where forest stand improvement is used.

## Section 4 – Woody Residue Treatment

Woody residue treatment is the process of removing the woody residue from the forest or woodland that is in the form of dead or cut trees, also referred to as “slash”.

**Question 1** is a screener used to determine if the operation has ever done any woody residue treatment at any time on the woodland and forest operated. If the answer is ‘yes’, skip to Question 2, but if the answer is ‘no’, then complete the table 1a. rating the respondent’s agreement with the statements about woody residue treatment. Record any additional reasons in 1b. Once both 1a. and 1b. have been completed, go to Section 5 on page 12.

**Question 2** asks about a series of potential objectives for engaging in woody residue treatment activities. The respondent can choose multiple objectives so make sure to ask each one and record the answer.

**Question 3** and all the sub-questions are about the first year that woody residue treatment was implemented.

Question 3 established the first year when woody residue treatment was used anywhere in the respondent’s operation. A 4-digit year, such as 2005, is required. Question 3a. asks for a percentage of the forest land where woody residue treatment was used during the first year, not to exceed 100%.

Question 3b. is about technical or financial assistance that the respondent may have received in the first year woody residue treatment was used. If the respondent received technical expertise or information for planning or implementation that was provided by (or reimbursed by) federal, state, local government, check ‘yes’ for technical assistance. If the respondent received assistance to help defray the cost of adoption, from any source, check ‘yes’ for financial assistance.

Respondents who check ‘yes’ for financial assistance should also provide the number of acres covered by the woody residue treatment (where financial assistance was received) and the percentage of actual woody residue treatment costs covered by financial assistance.

If no financial assistance was received, then the last two columns of the table should be left blank. For question 3b.i. ask if any of the financial assistance was from a federal source such as NRCS. If the financial assistance was from a non-federal source (e.g., state, local, private), enter a 0 for the percent and move to question 3c.

Question 3c asks the respondent to assess the importance of a series of conservation, financial, and other factors in deciding to use woody residue treatment for the first time.

**Question 4** asks if the respondent has expanded the percent of forest land that has had woody residue treatment since the first year it was used. If the respondent has expanded the woody residue treatment to cover a larger percent of woodland after the year reported in question 3, check 'yes' and ask questions 4a and 4b. If the operator never expanded woody residue treatment, answer 'no' and go to Section 4 on page 9.

Question 4a gathers information on technical and financial assistance received for expanding the portion of woodland covered by woody residue treatment after the initial year identified in question 3. If the respondent received additional technical expertise or information for planning or implementation that was provided by (or reimbursed by) federal, state, local government, check 'yes' for technical assistance. If the respondent received additional funds to help defray the cost of improvement, from any source, check 'yes' for financial assistance.

Respondents who check 'yes' for financial assistance should also provide the number of acres covered by the woody residue treatment (where financial assistance was received) and the percentage of actual woody residue treatment costs (such as updates to machinery) covered by financial assistance.

If no financial assistance was received for expanding woody residue treatment, then the last two columns of the table should be left blank. For question 4a.i. ask if any of the financial assistance was from a federal source such as NRCS. If the financial assistance was from a non-Federal source, enter a 0 for the percent and move to question 4b.

Question 4b asks the respondent to assess the importance of a series of factors in deciding to expand the percentage of woodland where woody residue treatment is used.

## Section 5 – Controlled (Prescribed) Burning

**Question 1** is a screener used to determine if the operation has ever done any controlled (prescribed) burning at any time on the woodland and forest operated. If the answer is 'yes', skip to Question 2, but if the answer is 'no', then complete the table 1a. rating the respondent's agreement with the statements about controlled burning. Record any additional reasons in 1b. Once both 1a. and 1b. have been completed, go to Section 6 on page 16.

**Question 2** and all the sub-questions are about the first year that controlled burning was implemented.

Question 2 establishes the first year when controlled burning was used anywhere in the respondent's operation. A 4-digit year, such as 2005, is required. Question 2a. asks for a percentage of the forest land where controlled burning was used during the first year, not to exceed 100%.

Question 2b. is about technical or financial assistance that the respondent may have received in the first year prescribed burning was used. If the respondent received technical expertise or information for planning or implementation that was provided by (or reimbursed by) federal, state, local government, check 'yes' for technical assistance. If the respondent received assistance to help defray the cost of adoption, from any source, check 'yes' for financial assistance.

Respondents who check 'yes' for financial assistance should also provide the number of acres covered by the controlled burning (where financial assistance was received) and the percentage of actual controlled burning costs covered by financial assistance.

If no financial assistance was received, then the last two columns of the table should be left blank. For question 2b.i. ask if any of the financial assistance was from a federal source such as NRCS. If the financial assistance was from a non-federal source (e.g., state, local, private), enter a 0 for the percent and move to question 2c.

Question 2c. asks about a series of potential objectives for engaging in controlled burning activities. The respondent can choose multiple objectives so make sure to ask each one and record the answer.

Question 2d. asks the respondent to assess the importance of a series of conservation, financial, and other factors in deciding to use controlled burning for the first time.

**Question 3** asks if the respondent has expanded the percent of forest land that controlled burning was used since the first year it was used. If the respondent has expanded the controlled burning to cover a larger percent of woodland after the year reported in question 3, check 'yes' and ask questions 3a and 3b. If the operator never expanded controlled burning, answer 'no' and go to Section 6 on page 16.

Question 3a gathers information on technical and financial assistance received for expanding the portion of woodland where controlled burning was used after the initial year identified in question 3. If the respondent received additional technical expertise or information for planning or implementation that was provided by (or reimbursed by) federal, state, local government, check 'yes' for technical assistance. If the respondent received additional funds to help defray the cost of controlled burning, from any source, check 'yes' for financial assistance.

Respondents who check 'yes' for financial assistance should also provide the number of acres covered by the controlled burning (where financial assistance was received) and the percentage of actual controlled burning costs (such as hiring contractors) covered by financial assistance.

If no financial assistance was received for expanding the controlled burning, then the last two columns of the table should be left blank. For question 3a.i. ask if any of the financial assistance was from a federal source such as NRCS. If the financial assistance was from a non-Federal source, enter a 0 for the percent and move to question 3b.

Question 3b. asks the respondent to assess the importance of a series of factors in deciding to expand the percentage of woodland where controlled burning is used.

**Question 4** asks the percentage of forest land that controlled burning happens regularly (regular use is defined as having a schedule for burning or doing controlled burning on an as needed basis). If the response is '100%', go to question 5, otherwise ask questions 4a. and 4b.

If controlled burning is limited on the operation, proceed with question 4a. making sure to ask both factors as a potential reason for limiting prescribed burning. Question 4b. should be filled out if there is an additional reason that limits the use of controlled burning.

**Question 5** asks about the last year that controlled/prescribed burning was used. If the respondent already reported using controlled burning on their operation in 2020, put 2020 in the cell and go to Section 6 on page 16. Do the same thing if they respond that they used controlled burning in 2021.

If the last year that controlled burning was used is 2019 or earlier, ask question 5a. If the respondent does not plan to use controlled burning at all in the next 3 years, check 'no' and ask 5b. If the respondent does plan to use controlled burning again in the next 3 years, then you will check 'yes' for question 5a. and go to section 6 on page 16.

The table for 5b. should only be completed if the respondent hasn't used controlled burning since 2019 or earlier and has no plans for controlled burning in the next 3 years. Question 5b. asks the respondent to assess the importance of a series of factors in deciding to stop controlled burning.

## Section 6 – Establishing Vegetation

Establishing vegetation is the process of planting desirable plants or enhancing the growth or natural regeneration of native plants.

**Question 1** is a screener used to determine if the operation has ever done any establishment or enhancement of vegetation at any time on the woodland and forest operated. If the answer is 'yes', skip to Question 2, but if the answer is 'no', then complete the table 1a. rating the respondent's agreement with the statements about vegetation establishment. Record any additional reasons in 1b. Once both 1a. and 1b. have been completed, go to Section 7 on page 19.

**Question 2** asks a series of potential objectives for establishing or enhancing understory plant vegetation. The respondent can choose multiple objectives so make sure to ask each one and record the answer.

**Question 3** all the sub-questions are about the first year that establishing or enhancing understory plant vegetation was implemented. Question 3 and all the sub-questions are targeting the first year, along with the decision to use establish or enhance vegetation for the first time.

Question 3 established the first year establishment or enhancement vegetation was used anywhere in the respondent's operation. A 4-digit year, such as 2005, is required. Question 3a. asks for a percentage of the forest land where establishment or enhancement of vegetation was used during the first year, not to exceed 100%.

Question 3b. is about technical or financial assistance that the respondent may have received in the first year establishment or enhancement of vegetation was used. If the respondent received technical expertise or information for planning or implementation that was provided by (or reimbursed by) federal, state, local government, check 'yes' for technical assistance. If the respondent received assistance to help defray the cost of adoption, from any source, check 'yes' for financial assistance.

Respondents who check 'yes' for financial assistance should also provide the number of acres covered by the establishment or enhancement of vegetation (where financial assistance was received) and the percentage of actual establishment or enhancement of vegetation costs covered by financial assistance.

If no financial assistance was received, then the last two columns of the table should be left blank. For question 3b.i. ask if any of the financial assistance was from a federal source such as NRCS. If the financial assistance was from a non-federal source (e.g., state, local, private), enter a 0 for the percent and move to question 3c.

Question 3c asks the respondent to assess the importance of a series of conservation, financial, and other factors in deciding to establish or enhance vegetation for the first time.

**Question 4** asks if the respondent has expanded the percent of forest land that has had establishment or enhancement of vegetation since the first year it was used. If the respondent has expanded the vegetation to cover a larger percent of woodland after the year reported in question 3, check 'yes' and ask questions 4a and 4b. If the operator never expanded vegetation, answer 'no' and go to Section 7 on page 19.

Question 4a gathers information on technical and financial assistance received for expanding the portion of woodland covered by establishment or enhancement of vegetation after the initial year identified in question 3. If the respondent received additional technical expertise or information for planning or implementation that was provided by (or reimbursed by) federal, state, local government, check 'yes' for technical assistance. If the respondent received additional funds to help defray the cost of establishing or enhancing vegetation, from any source, check 'yes' for financial assistance.

Respondents who check 'yes' for financial assistance should also provide the number of acres covered by the establishment or enhancement of vegetation (where financial assistance was received) and the percentage of actual costs for establishment or enhancement of vegetation (such as seed or machinery costs) covered by financial assistance.

If no financial assistance was received for expanding vegetation, then the last two columns of the table should be left blank. For question 4a.i. ask if any of the financial assistance was from a federal source such as NRCS. If the financial assistance was from a non-Federal source, enter a 0 for the percent and move to question 4b.

Question 4b asks the respondent to assess the importance of a series of factors in deciding to expand the percentage of woodland where establishing or enhancing of vegetation is used.

## Section 7 – Wildlife Habitat Management

**Question 1** is a screener used to determine if the operation has ever done any wildlife habitat management at any time on the woodland and forest operated. If the answer is 'yes', skip to Question 2, but if the answer is 'no', then complete the table 1a. rating the respondent's agreement with the statements about wildlife habitat management. Record any additional reasons in 1b. Once both 1a. and 1b. have been completed, go to Section 8 on page 23.

**Question 2** asks about a series of potential objectives for engaging in wildlife habitat management. The respondent can choose multiple objectives so make sure to ask each one and record the answer.

**Question 3** and all the sub-questions are about the first year that wildlife habitat management was implemented.

Question 3 establishes the first year when wildlife habitat management was used anywhere in the respondent's operation. A 4-digit year, such as 2005, is required. Question 3a. asks for a percentage of the forest land where wildlife habitat management was used during the first year, not to exceed 100%.

Question 3b. is about technical or financial assistance that the respondent may have received in the first year wildlife habitat management was used. If the respondent received technical expertise or information for planning or implementation that was provided by (or reimbursed by) federal, state, local government, check 'yes' for technical assistance. If the respondent received assistance to help defray the cost of adoption, from any source, check 'yes' for financial assistance.

Respondents who check 'yes' for financial assistance should also provide the number of acres covered by the wildlife habitat management (where financial assistance was received) and the percentage of actual wildlife habitat management costs covered by financial assistance.

If no financial assistance was received, then the last two columns of the table should be left blank. For question 3b.i. ask if any of the financial assistance was from a federal source such as NRCS. If the financial assistance was from a non-federal source (e.g., state, local, private), enter a 0 for the percent and move to question 3c.

Question 3c asks the respondent to assess the importance of a series of conservation, financial, and other factors in deciding to practice wildlife habitat management for the first time.

**Question 4** asks if the respondent has expanded the percent of forest land that has wildlife habitat management practiced since the first year it was used. If the respondent has expanded the wildlife habitat management area to cover a larger percent of woodland after the year reported in question 3, check 'yes' and ask questions 4a and 4b. If the operator never expanded wildlife habitat management area, answer 'no' and go to Section 4 on page 9.

Question 4a gathers information on technical and financial assistance received for expanding the portion of woodland covered by the wildlife habitat management plan after the initial year identified in question 3. If the respondent received additional technical expertise or information for planning or implementation that was provided by (or reimbursed by) federal, state, local government, check 'yes' for technical assistance. If the respondent received additional funds to help defray the cost of improvement, from any source, check 'yes' for financial assistance.

Respondents who check 'yes' for financial assistance should also provide the number of acres covered by the wildlife habitat management (where financial assistance was received) and the percentage of actual wildlife habitat management costs covered by financial assistance.

If no financial assistance was received for expanding wildlife habitat management area, then the last two columns of the table should be left blank. For question 4a.i. ask if any of the financial assistance was from a federal source such as NRCS. If the financial assistance was from a non-Federal source, enter a 0 for the percent and move to question 4b.

Question 4b asks the respondent to assess the importance of a series of factors in deciding to expand the percentage of woodland where wildlife habitat management is practiced.

**Question 5** asks about the last year that wildlife habitat management was practiced. If the respondent already reported using wildlife habitat management practices on their operation in 2020, put 2020 in the cell and go to Section 8 on page 23. Do the same thing if they respond that they practiced wildlife habitat management in 2021.

If the last year that wildlife habitat management was practiced is 2019 or earlier, ask question 5a. If the respondent does not plan to practice wildlife habitat management at all in the next 3 years, check 'no' and ask 5b. If the respondent does plan to resume wildlife habitat management again in the next 3 years, check 'yes' for question 5a. and go to section 8 on page 23.

The table for 5b. should only be completed if the respondent hasn't practiced wildlife habitat management since 2019 or earlier and has no plans for resuming wildlife habitat management in the next 3 years. Question 5b. asks the respondent to assess the importance of a series of factors in deciding to stop wildlife habitat management.

## Section 8 – Conservation Stewardship Program

**Question 1** is a screener to determine if the sampled operation (not the respondent) has ever been enrolled in the Conservation Stewardship Program (CSP). If the answer is 'yes', continue by asking questions 1a. If the answer is 'no', the operation has never been enrolled in CSP, you will move on to Section 9 on page 24.

Question 1a. is another screener to see if the sampled operation ever received any financial assistance through their enrollment in CSP for the enhancement of a practice. If 'yes', the respondent should indicate whether they have received financial assistance for an enhancement to any of the practices listed in question 1b and the percentage of actual costs of applying the enhancement. If the operation has not received any financial assistance, proceed to Section 12 on the next page.

## Section 9 – Demographics

**Questions 1 – 5** are a series of questions that are to be used for classification purposes of the operator. If there is more than one operator involved with the operation, try to collect the demographics of the principal operator if possible. If there is no principal operator or more than one principal operator, then collect the demographics of the person who would be making a majority of the conservation practice decisions.

**Question 6** transitions to ask specifically about the legal status of the sampled operation. There are 4 options; family or individual, partnership, corporation, or other. Based on the selection of the operating arrangement, ask the additional questions, if any, about legal status.

## Section 10 – Conclusion

**Question 1** is to be filled out if the sampled operation is no longer in business and the business has been sold or turned over to someone else. Do your best to collect the operation name, operator's name, address, and phone number. If possible, find out if the operation was in business on June 1, 2020.

**Question 2** can be comments that are related to anything on the survey, changes in the operation, or anything else that was communicated to you, such as reason for refusal.

At the end of the survey try and collect the operation email, the best phone number, the respondent's name, and the respondent's phone number if different from the operation phone number. Fill out the date in the correct month/day/year format. Conclude the survey by thanking the respondent for their time.