

## OJT Training Module Cover Sheet

**Title: 024 How to present soil survey program benefits to landowners to gain access permission in your soil survey area.**

**Type:**      Skill      Knowledge

**Performance Objective:** Trainee will be able to:

- Understand connectivity of soil survey to conservation planning.
- Describe NRCS incentive programs that may interest landowners and influence the landowner's decision regarding access.

**Target Proficiency:**

- Awareness    Understanding    Perform w/ Supervision  
 Apply Independently    Proficiency, can teach others

**Trainer Preparation:**

- Trainer should be familiar with the assigned reading/review material in the lesson plan that follows.
- Be familiar with Form AD-1026 (HELC & WC Certification).

**Special Requirements:**

Initiate an external learning request with a SF-182 in AgLearn for this activity. Instructions and a template are located on the training webpages for OJT modules.

**Prerequisite Modules:**

None

*Recommended* preparation includes Interpersonal Communication training series in AgLearn.

**Notes:**

Additional preparation/development may include:

- 025 How to effectively communicate and maintain professionalism with sometimes angry or uncooperative landowners and the general public when attempting to gain access to private property.

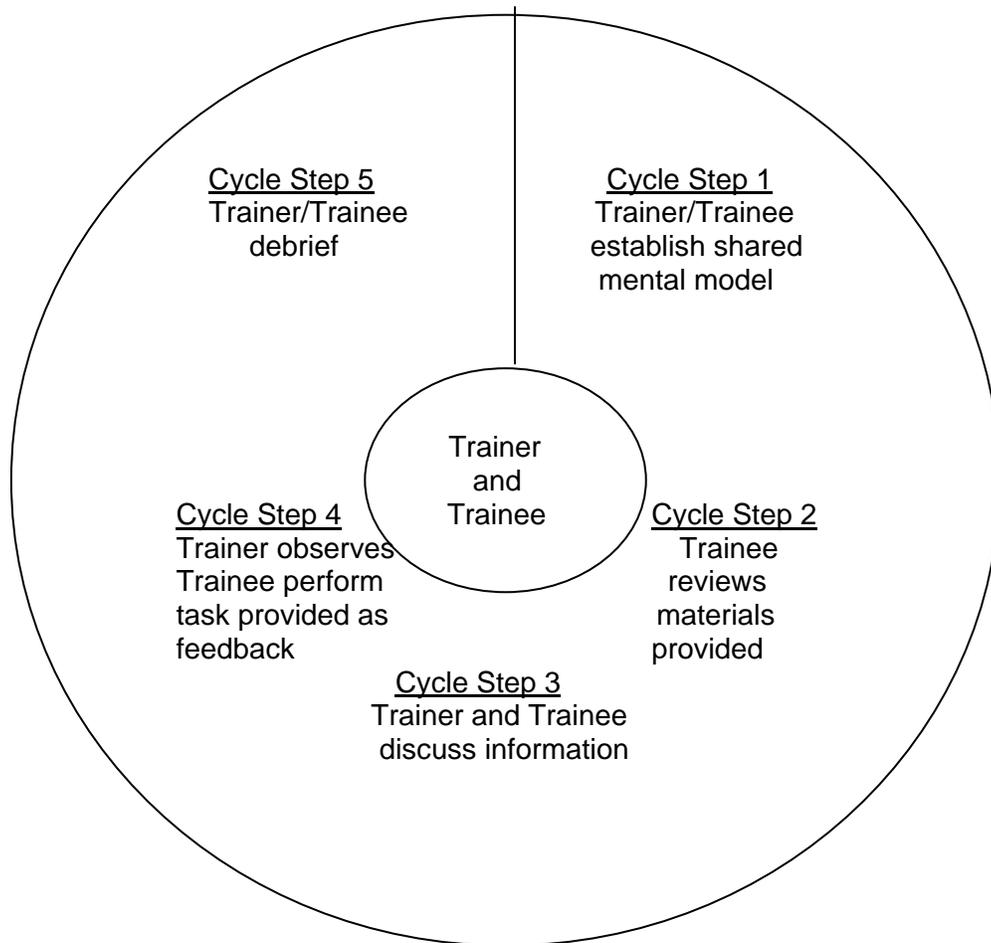
**Authors:**

Delaney Johnson  
Marc Crouch  
Shawn McVey

**Approved by:**

Marc Crouch

# The Five-Step OJT Cycle for Declarative Training (Knowledge)



## OJT Module Lesson

Title: 024 How to present soil survey program benefits to landowners to gain access permission in your soil survey area.	
WHAT	WHY, WHEN, WHERE, HOW, SAFETY, QUALITY
Cycle step 1	Trainer and trainee review objectives of module.
Cycle step 2	<p>Review enabling legislation for conducting soil surveys (<b>General Manual Title 430, Part 402.3</b>) using <a href="http://directives.sc.gov.usda.gov/RollupViewer.aspx?hid=16988">http://directives.sc.gov.usda.gov/RollupViewer.aspx?hid=16988</a></p> <p>Review any significant state legislation specific to your states.</p> <p>If available, review local brochures or job aids developed for publicizing and using soil surveys.</p> <p>Review current NRCS Farm Bill Conservation Programs that are prominent in your area and discuss how soil survey information is used in each program.</p>
Cycle step 3	Trainer asks trainee to:
1. Name why soil surveys are conducted and what types of information can be developed from these inventories.	<p>Discuss the enabling legislation for conducting soil surveys in the context of beneficial information use.</p> <p>Discuss the information contained in any locally developed brochures or publicity for soil surveys.</p>
2. Name some Farm Bill programs that use soil survey information. What information is used?	<p>Have the trainee list three or four Farm Bill programs (common to the area) that use soil survey information.</p> <p>Discuss what soil survey information would be used in these Farm Bill programs and overall conservation planning. Examples might include prime and important farmland soils (and all the associated soil properties) for easement programs or slope and surface texture properties for erosion calculations.</p>
3. Discuss basic Farm Bill program eligibility.	<p>Trainer should supply the appendix of form AD-1026 (use 2006 or newer date).</p> <p>Discuss how every Farm Bill program participant must complete the form certifying compliance with an NRCS HEL conservation plan and also the Wetland Compliance provisions, both of which depend on soil survey information.</p> <p>Discuss that by signing the form, a landowner agrees to allow</p>

	USDA personnel access to land enrolled in Farm Bill programs.
4. Discuss the reasons for updating soil surveys.	Discuss why old soil surveys need to be updated. Examples might include: While soils themselves have not changed, the use and management of the soil does change over time; old soil surveys did not collect sufficient information (expanded classification, soil property information, depths) now needed for modern soil interpretations and Farm Bill programs (hydric soils for wetland compliance, prime and important farmland soils for easement programs) and information delivery (Web Soil Survey versus hard copy publications).
5. Identify non-ag users of soil survey information.	<p>Ask the trainee to name some non-agricultural users of soil survey information and specifically what information they use. Examples might be hydrologic soil groups or land capability classification.</p> <p>Trainer should explain the concept of technical assistance and how the soil survey feeds into this service.</p>
6. Identify potential uses of soil survey information for conservation planning.	<p>Ask the trainee to evaluate an example parcel (in the field or in the office using imagery) for conservation planning needs and Farm Bill programs that might be of interest to a landowner. Perhaps some practices are readily apparent (terraces, animal walkways, encroachment of development) that can be discussed.</p> <p>Trainer and trainee should discuss some possibilities along with the types of soil survey information that would be needed to develop a conservation plan and to meet the eligibility requirements for various Farm Bill programs.</p> <p>Ask the trainee to recap these ideas in the context of answering a landowner's question about why he or she should grant access to the land for soil survey activities and what the information would be used for. The need for soil information to develop conservation plans and landowner eligibility for USDA programs should be mentioned as primary benefits to landowners as reasons to grant employees access to the land.</p>
7. Identify procedures used in your soil survey area to gain access	Review again any existing brochures used in your survey area and how you use them. Outline procedures you follow in contacting landowners in your survey area.
Cycle step 4	Have the trainee review the steps and ideas above and then ask a landowner for permission to access the land for soil survey. Keep the conversation focused on the landowner benefits of having a soil survey. If necessary, the trainer should be available to assist with the conversation.

Cycle step 5	Trainer can debrief trainee and address any concerns.
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## OJT Module Lesson Measurement of Learning

Title: <b>024 How to present soil survey program benefits to landowners to gain access permission in your soil survey area.</b>	
<b>WHAT</b>	<b>WHY, WHEN, WHERE, HOW, SAFETY, QUALITY</b>
Trainee's learning is measured.	Have the trainee complete the attached quiz below to reinforce the concepts in this module.
Apply knowledge gained to field work.	The trainee can describe the benefits of soil surveys and successfully influence landowners to grant access to property for soil survey activities.

### **SF-182**

Trainee and/or supervisor access Aglearn to verify completion of the module via its SF-182.

## Quiz

1. True or False? One aspect of the enabling legislation for soil surveys is the idea that public agencies need soil survey information to conserve land and water resources.
2. True or False? Landowners who sign the AD-1026 (HELC & WC Certification form) automatically grant permission for USDA personnel to access land enrolled in Farm Bill programs.
3. True or False? Changes in the way we deliver soil survey information have not resulted in the need to update old soil surveys.
4. True or False? Soil survey information benefits the agricultural community and not the non-agricultural community.
5. Which of the following soil information is used in conservation planning?
  - A) Hydric soils.
  - B) Soil depth.
  - C) Soil texture.
  - D) All of the above.
6. Which of the following is NOT a soil survey program benefit to landowners?
  - A) Adjusted gross income caps for program eligibility.
  - B) Basic inventory of prime and important farmland soils on the property.
  - C) Classification and location of hydric soils.
  - D) Development of modern soil interpretations.