



Photo by Sidney Spencer Lazy J2 Ranch

RESOURCE MANAGEMENT SYSTEMS, LLC

STEVE AND JANE BARKER
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Resource Management Systems, LLC

Our Mission

We help people manage working landscapes

We work with agricultural producers, private land owners, tribes, state and federal agencies, researchers, universities, producer groups, and environmental groups to continue to improve the management of the natural resources we all depend on.

Consulting: Year 1



- ❧ Became Director South for Arizona Section, Society for Range Management.
- ❧ Formed a Limited Liability Company
- ❧ Learned what facebook was all about. Started a daily plant identification contest.
- ❧ Learned to “tweet”
- ❧ Became a cooperator with the Agua Fria - New River NRCD, and plan to help them update their long range plan. Also helping East Maricopa NRCD update their long range plan.



Today's Plant. What is it?

Consulting: Year 1



- ☞ Signed up as an NRCS Earth Team Volunteer and assisted the NRCS Chandler Field Office with a ranch plan update to support their EQIP application.
- ☞ Became certified as an NRCS Technical Service Provider for design of grazing/forages conservation practices
- ☞ Helped ARS with a watershed project



Consulting: Year 1



- ❧ Providing technical assistance to a ranch in southern Arizona to develop a Coordinated Resource Management Plan.
- ❧ Just started with another ranch in southern Arizona with USFS to update ecological site map, inventory current conditions and revise the management plan



Consulting: Year 1

- ❧ Worked with First Nations Development Institute to provide conservation planning training to 8 Navajo Technical Service Provider applicants.
- ❧ Signed a contract with Agricultural Research Service at the Jornada Experimental Range to assist with NRCS CEAP efforts.
 - ❧ Dynamic Rangeland Health Erosion Model (DRHEM) to characterize erosion and hydrology risks associated plant community changes on selected Ecological Sites in Arizona, Utah, and New Mexico.
 - ❧ collecting ceptometer data to develop plant growth models for creosotebush, triangle bursage and annuals for the APEX model.



Consulting: Year 1



- ❧ Went fishing – got nothing
- ❧ Went mule deer hunting – got nothing
- ❧ Put 15,000 miles on my old truck since March



Opportunities as a Technical Service Provider

- ❧ TSPs are individuals or businesses that are certified to provide conservation technical assistance on behalf of USDA.
- ❧ To qualify, TSPs must have the education, experience, and credentials to ensure that they are prepared to deliver high quality technical assistance in support of conservation practices within an area of expertise.
- ❧ Technical assistance may include conservation planning, design, installation, and checkout of approved conservation practices which meet specific NRCS standards and specifications for each practice.

Who Hires You



☞ TSPs are hired by farmers, ranchers, private businesses, nonprofit organizations, or public agencies to provide these services on behalf of the Natural Resources Conservation Service (NRCS).



TechReg



- ⌘ TechReg is the authorized registry of TSPs.
- ⌘ Farmers, ranchers as well as the general public can search for certified TSPs on TechReg by State or the category of conservation services TSPs provide.
- ⌘ TSPs also use TechReg to apply for certification and manage their profiles.
- ⌘ <http://www.nrcs.usda.gov/wps/portal/nrcs/main/national/programs/technical/tsp/>

Two Main Categories



Conservation Activity Plans

Conservation Practice Design, Installation and Checkout

There are multiple categories within these and you must request certification in each item you want to provide assistance for

Conservation Activity Plans



- ❧ Comprehensive Nutrient Management Plan
- ❧ Nutrient Management Plan
- ❧ Forest Management Plan
- ❧ Feed Management Plan
- ❧ **Grazing Management Plan**
- ❧ Prescribed Burning Plan
- ❧ Integrated Pest Management
- ❧ Irrigation Water Management Plan
- ❧ Agricultural Energy Management Plan - Headquarters
- ❧ Agricultural Energy Management Plan - Landscape
- ❧ Comprehensive Air Quality Management Plan
- ❧ Drainage Water Management Plan
- ❧ Conservation Plan Supporting Transition from Irrigation to Dryland Plan
- ❧ Conservation Plan Supporting Organic Transition
- ❧ Fish and Wildlife Habitat Plan
- ❧ Pollinator Habitat Plan
- ❧ IPM Herbicide Resistant Weed Conservation Plan

CAP Grazing Management Plan



Eligibility Option 1 - Certification

- ☞ **Conservation Planning Training:** Successful completion of the NRCS approved training course (available in AgLearn): Conservation Planning-Part 1 (Modules 1-5).
- ☞ **Grazing Certification:** Certification by at least one of the following: 1) **Certified Professional in Range Management**, 2) **Certified Range Management Consultant by Society for Range Management (SRM)**. 3) **Certified Grassland Professional** by the American Forage and Grassland Council (AFGC).

CAP Grazing Management Plan



Eligibility Option 1 - Certification

- ✧ **Grazing Management Plan Development:** Develop a Grazing Management Plan (110) that meets the criteria listed in Section III of the FOTG and meets the principles provided in Chapter 11 of the National Range and Pasture Handbook Title 190 - vi- NRPH and submit the plan by email, or send a paper copy by mail to your resident State TSP Coordinator.

CAP Grazing Management Plan



Eligibility Option 1 - Certification

- ❧ **National Planning Procedures Handbook:** Knowledge and understanding of National Planning Procedures Handbook – Title 180 - Part 600
- ❧ **FOTG Knowledge:** Knowledge of the NRCS electronic Field Office Technical Guide as related to the specific criteria to be addressed in the development and implementation of a NRCS Grazing Management Plan.
- ❧ **Planning Tools Proficiency:** Provide documentation of knowledge, skills and abilities to fully utilize Grazing Management Planning tools. (e.g., CGraz, GSAT, etc...)

CAP Grazing Management Plan



Eligibility Option 2 – Education and Experience

- ❧ **Grazing Education:** Bachelor or higher level degree in agronomy, range management science, agriculture, or other plant science and 1 year of experience and knowledge successfully planning, design, layout, or managing Grazing/Forage practices associated with this category.
- ❧ **Grazing Experience:** 5 Years experience in planning, design, layout, inspection, or managing Grazing/Forages practices associated with this category.

CAP Grazing Management Plan



Eligibility Option 2 – Education and Experience

✧ **Grazing Management Plan Development:** Develop a Grazing Management Plan (110) that meets the criteria listed in Section III of the FOTG and meets the principles provided in Chapter 11 of the National Range and Pasture Handbook Title 190 – vi- NRPH and submit the plan by email, or send a paper copy by mail to your resident State TSP Coordinator.

Grazing References: Provide two locations or customer references where technical service has been provided that can verify your experience and proficiency planning, designing, installation/layout, and checkout of Grazing/Forages practices.

CAP Grazing Management Plan



Eligibility Option 2 – Education and Experience

- ❧ **Conservation Planning Training:** Successful completion of the NRCS approved training course (available in AgLearn): Conservation Planning-Part 1 (Modules 1-5).
- ❧ **FOTG Knowledge:** Knowledge of the NRCS electronic Field Office Technical Guide as related to the specific criteria to be addressed in the development and implementation of a NRCS Grazing Management Plan.
- ❧ **National Planning Procedures Handbook:** Knowledge and understanding of National Planning Procedures Handbook – Title 180 - Part 600
- ❧ **Planning Tools Proficiency:** Provide documentation of knowledge, skills and abilities to fully utilize Grazing Management Planning tools. (e.g., CGraz, GSAT, etc...)

CAP Grazing Management Plan



Grazing Management Plan Less Than 100 Acres	\$ 736.44
HU-Grazing Management Plan Less Than 100 Acres	\$ 883.73
Grazing Management Plan 100 to Less Than 1500 Acres	\$ 1,933.16
HU-Grazing Management Plan 100 to Less Than 1500 Acres	\$ 2,319.79
Grazing Management Plan 1500 - 5000 Acres	\$ 3,221.93
HU-Grazing Management Plan 1500 - 5000 Acres	\$ 3,866.31
Grazing Management Plan Greater Than 5000 Acres	\$ 4,142.48
HU-Grazing Management Plan Greater Than 5000 Acres	\$ 4,970.97

What Does the TSP Provide



Background and site information

- ❧ Landowner information – name, address, operation, size
- ❧ Location and plan map of parcel

Identify Client Objectives

Existing Conditions

- ❧ Vegetative species, diversity, and condition by land use, ecological site and forage suitability group.
- ❧ Animal types, (breed and species including wildlife) and number
- ❧ Acres available
- ❧ Fencing
- ❧ Documentation of existing practices/history/grazing records
- ❧ Current forage and roughage conditions
- ❧ Current Animal demand/forage balance (livestock and wildlife)
- ❧ All Resource concerns (not meeting Quality Criteria)

What Does the TSP Provide



Desired Future Conditions

- ❧ Animal Demand / Forage/Roughage Balance
- ❧ Fencing
- ❧ Adequate Water Source(s)
- ❧ Plant species composition
- ❧ Monitoring Plan

What Does the TSP Provide



Grazing Land Planning Documentation

- ❧ Conservation plan map –existing boundaries, fields, watering systems, fence, ecological sites by pasture
- ❧ Soils map – legend, interpretations, forage suitability index for grazing activities, ecological site descriptions
- ❧ Resource Concerns addressed by the conservation plan
- ❧ Contingency plans for winter, drought, fire, flood mud, mortality, bio- security, etc.
- ❧ Planned Animal demand /forage balance (livestock and wildlife)
- ❧ Conservation plan (record of decisions) to address the resource needs for the “Grazing Management Plan”.

What Does the TSP Provide



Practices requiring site-specific specifications:

- ❧ **314** Brush Management
- ❧ **315** Herbaceous Weed Control
- ❧ **382 Fence**
- ❧ **511** Forage Harvest Management
- ❧ **512** Forage and Biomass Planting
- ❧ **528 Prescribed Grazing**
- ❧ **548** Grazing Land Mechanical Treatment
- ❧ **550** Range Planting

Additional practices for planning consideration do not requiring site-specific specifications:

Deliverables for the Client



- ❧ **A hardcopy of the plan that includes:**
- ❧ Cover page – name, address, phone of client and TSP; Total Acres of the Plan, signature blocks for the TSP, producer, and a signature block for the NRCS acceptance.
- ❧ Soils map and appropriate soil descriptions
- ❧ Resource assessment results
- ❧ For required practices - specifications on how each practice will be applied; when the practice will be applied, and the extent (acres or number) that will be applied.
- ❧ For all other planned practices identify in the plan when the practice will be applied, the extent, the practice location, and for structural practices locate the practice on the conservation plan map.

Deliverables for NRCS Field Office:



- ☞ Complete Hardcopy and Electronic copy of the client's plan (MsWord copy) and other appropriate digital supporting documents.
- ☞ Digital Conservation Plan Map with fields, features, and structural practices located.
- ☞ Digital Soils Map

How Well Does It Pay



Average Arizona Ranch is 20,000 acres. If you had a template ready and knew what you were doing.....

- ❧ 1 day to meet with producer, identify goals and objectives, review planning area.
- ❧ 1 day to get base maps assembled, pre-mapping, print ecological site guides, assemble field inventory gear, forms etc.
- ❧ 10 inventory transects at 2 transects/day = 5 days
- ❧ 1 day to summarize data – less if you automate field data collection
- ❧ 1 day to identify resource concerns and develop planned practice schedule, complete required practice designs
- ❧ 1 day to develop soil maps, conservation plan map, assemble plan documentation for delivery
- ❧ 1 day to meet with rancher, get signatures, provide plan to producer.

What Does It Pay?



For a 20,000 acre ranch

☞ \$4142.48 / 10 days = 80 hours = **\$51.78/hr**

For a 60,000 acre ranch

☞ 30 transects=15 days (80 additional field hours), 16 more hours of data summary and practice design.

☞ \$4142.48 / 176 hours = **23.53/hour**

2013 TSP Practice Design Payment Rate



Pima County

- ❧ Standard 4 wire fence for livestock - 1 mile
 - ❧ Design \$942
 - ❧ Installation \$0
 - ❧ Checkout \$394
 - ❧ **Total \$1336**
- ❧ Prescribed Grazing, 20,000 ac
 - ❧ Design \$1034
 - ❧ Installation \$0
 - ❧ Checkout \$1448
 - ❧ **Total \$2482**

Technical Service Providers



- ❧ Are independent contractors
- ❧ Are hired by farmers, ranchers, land owners
- ❧ Can negotiate their own rate with their clients
 - ❧ Both will know how much NRCS will pay
- ❧ NRCS pays the producer, the producer pays the TSP
- ❧ Producer can assign NRCS payment directly to the TSP
- ❧ Check it out on TechReg

Resource Management Systems, LLC

**Will Work For Food
Producers**

Thanks