

## **Appendix A: Contract Features and Example Enrollment Questions**

The possible levels of all contract features and five example enrollment questions are described below. The levels shown in the example questions below are placeholders. In the survey, the levels shown in enrollment questions will be determined by an experimental design developed using NGene, a commonly used design software, and optimized for specified models.

### **Levels of Contract Features**

#### **Cover crop seed mix**

- Any single species or multi-species mix
- Multi-species mix (includes a legume)

#### **Contract length and flexibility**

Must cover crop...

- 1 year
- 3 out of 3 years
- 2 out of 3 years
- 5 out of 5 years
- 3 out of 5 years
- 10 out of 10 years
- 7 out of 10 years

#### **Earliest cover crop termination date**

- 2 weeks before cash crop planting
- 4 weeks before cash crop planting

#### **Application time and location**

- 1 hour via a website
- 2 hours via a website
- 1 hour for a staff member visit to your farm
- 2 hours for a staff member visit to your farm
- 2 hours at your county seat
- 3 hours at your county seat

#### **Contract processing time**

- 1, 3, or 9 months

#### **Professional advice before and after planting**

- General agronomist with private company
- Cover crop agronomist with Extension

- General agronomist with Extension
- Cover crop agronomist with NRCS
- General agronomist with NRCS

**Payment provider**

- USDA
- State government
- Private agribusiness
- Non-governmental organization

**Per acre payment (per year of cover cropping)**

- 5, 25, 40, 60, 80, 100, 120, or 199 \$/acre/year

**Five Example Enrollment Questions**

Q1 (Shown in questionnaire)

|   | <b>Contract A</b>                       | <b>Contract B</b>                            |
|---|---|--|
| Cover crop seed mix                           | Any single species or multi-species mix | Multi-species mix (includes a legume)        |
| Contract length and flexibility               | Must cover crop 3 out of 3 years        | Must cover crop at least 2 out of 3 years    |
| Earliest cover crop termination date          | 2 weeks before cash crop planting       | 4 weeks before cash crop planting            |
| Application time and location                 | 2 hours for you to visit a website      | 3 hours for you to visit to your county seat |
| Contract processing time                      | 2 months                                | 3 months                                     |
| Professional advice before and after planting | General agronomist with private company | General agronomist with NRCS                 |
| Payment provider                              | Private agribusiness                    | USDA   |
| Per acre payment (per year of cover cropping) | \$25 per acre                           | \$60 per acre                                |

## Q2

|   | <b>Contract A</b>                     | <b>Contract B</b>                          |
|---|---------------------------------------|--|
| Cover crop seed mix                           | Multi-species mix (includes a legume) | Multi-species mix (includes a legume)      |
| Contract length and flexibility               | Must cover crop 1 year                | Must cover crop at least 7 out of 10 years |
| Earliest cover crop termination date          | 4 weeks before cash crop planting     | 4 weeks before cash crop planting          |
| Application time and location                 | 2 hours for you to visit a website    | 1 hour for you to visit a website          |
| Contract processing time                      | 3 months                              | 1 month                                    |
| Professional advice before and after planting | General agronomist with NRCS          | Cover crop agronomist with NRCS            |
| Payment provider                              | State government                      | USDA                                       |
| Per acre payment (per year of cover cropping) | \$5 per acre                          | \$40 per acre                              |

## Q3

|   | <b>Contract A</b>  | <b>Contract B</b>                    |
|---|--|--------------------------------------|
| Cover crop seed mix                           | Any single species or multi-species mix                  | Any single or multi-species          |
| Contract length and flexibility               | Must cover crop at least 3 out of 5 years                | Must cover crop 10 out of 10 years   |
| Earliest cover crop termination date          | 4 weeks before cash crop planting                        | 2 weeks before cash crop planting    |
| Application time and location                 | 2 hours for a program staff member to visit to your farm | 2 hours for you to visit a website   |
| Contract processing time                      | 2 months   | 3 months                             |
| Professional advice before and after planting | General agronomist with Extension                        | Cover crop agronomist with Extension |
| Payment provider                              | Private agribusiness                                     | Non-governmental organization        |
| Per acre payment (per year of cover cropping) | \$120 per acre   | \$25 per acre                        |

## Q4

|   | <b>Contract A</b>                            | <b>Contract B</b>  |
|---|--|--|
| Cover crop seed mix                           | Any single species or multi-species mix      | Multi-species mix (includes a legume)                    |
| Contract length and flexibility               | Must cover at least 2 out of 3 years         | Must cover crop 5 out of 5 years                         |
| Earliest cover crop termination date          | 2 weeks before cash crop planting            | 4 weeks before cash crop planting                        |
| Application time and location                 | 3 hours for you to visit to your county seat | 2 hours for a program staff member to visit to your farm |
| Contract processing time                      | 9 months                                     | 2 months   |
| Professional advice before and after planting | Cover crop agronomist with Extension         | Cover crop agronomist with NRCS                          |
| Payment provider                              | Private agribusiness                         | State government   |
| Per acre payment (per year of cover cropping) | \$100 per acre                               | \$199 per acre   |

## Q5

|   | <b>Contract A</b>                         | <b>Contract B</b>                                   |
|---|---|---|
| Cover crop seed mix                           | Multi-species mix (includes a legume)     | Any single species or multi-species mix             |
| Contract length and flexibility               | Must cover crop at least 3 out of 5 years | Must cover crop 1 year                              |
| Earliest cover crop termination date          | 2 weeks before cash crop planting         | 2 weeks before cash crop planting                   |
| Application time and location                 | 1 hour for you to <b>visit a website</b>  | 3 hours for you to <b>visit to your county seat</b> |
| Contract processing time                      | 2 months                                  | 1 month   |
| Professional advice before and after planting | General agronomist with Extension         | General agronomist with NRCS                        |
| Payment provider                              | USDA                                      | State government                                    |
| Per acre payment (per year of cover cropping) | \$5 per acre                              | \$40 per acre                                       |