

## Fertilizer sales tracking methods - discussion

### August 18, 2014

#### ACTIONS

- Karl Berger will give a brief summary of today's call to the Urban Stormwater Workgroup on September 23.
- Matt Johnston will complete the analysis of AAPFCO nonfarm fertilizer data for 2008-present.
- Marcia Fox will talk to DDA about the fertilizer sales data and the dataset that was used in the Urban Nutrient Management expert panel report.
- Maryland will determine if the categorization of nursery as "nonfarm" is consistent with what has been done in the past.
- Matt Johnston encouraged the USWG to request information from the state chemists on their methods for reporting nonfarm sales statistics, such as what is included in their categorization of "farm" and "nonfarm" fertilizer in each state.

#### CALL SUMMARY

1. Karl Berger (MWCOG) reviewed the Urban Nutrient Management expert panel recommendations, which established several statewide credits (phosphorus in all states). The report requires verification of all credits within 3 years. The credits were established in the report based on best professional judgment, however must be verified based on fertilizer sales data in each state.
2. Matt Johnston (UMD) reviewed current fertilizer data use in the model. There is no fertilizer sales data used directly in the model; however there are plans to use sales data for farm fertilizer in the future.
  - a. MDA has data from the Annual Implementation Reports, which outline fertilizer use at the farm level. MDA will share the AIR data.
  - b. Berger: The UNM expert panel used data from Scott's fertilizer. DE also had a database, which was included in the report.
    - i. Marcia Fox (DNREC): DE will talk with their state chemist to get more information about this dataset.
    - c. MDA: Is there a discussion of adding legacy P to urban land?
      - i. Johnston: The Modeling Workgroup will be discussing legacy applications.
3. Carol Holko (MDA) reviewed Maryland's fertilizer reporting using the Uniform Fertilizer Tonnage Reporting System, which will be implemented soon.
  - a. The fertilizer sales data will be reported by the people selling the fertilizer (like Scott's) to the retailers.
  - b. Many registrants report monthly, however the law specifies annual reporting.
  - c. Non-farm includes nursery/greenhouse in MD's reporting now.
  - d. Will MD be able to identify anomalies like Baltimore City that would have a higher proportion of sales than use?
    - i. MDA: Not currently.
  - e. WV: Are there high and low P fertilizers for sale in states without regulations? And is there a price difference?
    - i. No one knew.
4. Discussion
  - a. Matt Johnston asked that the Urban Stormwater Workgroup ask the state chemists to define their methods for reporting non-farm sales statistics. Information like where nursery and greenhouse are categorized in each state will be very important.

- b. Berger: Recommend that there be an attempt to reconcile the discrepancies between nationally reported data and the data from the UNM expert panel report.
- c. Norm Goulet: Karl will give a 5 minute verbal summary of this call to the Urban Stormwater Workgroup on September 23rd. If Matt has this analysis complete for the last 5 years, we will share that information too.
- d. Berger: Would other states be interested in hearing from MDA how things are going once the system is in place?
  - i. DDOE is hoping to align with other states methodologies.
  - ii. DE will talk to DDA about fertilizer sales data, and provide Matt with this information.
  - iii. VA is moving forward on tracking commercial applicators; however they are not tracking the manufacturers as MD is. VA will be participating in a national effort (ag connections, through the Fertilizer Institute) to report to a national tonnage system.
  - iv. Maryland will determine if the categorization of nursery is consistent with what has been done in the past. They may consult some of the larger operations.
  - v. DDOE may explore a survey rather than sales data to determine how much of the turf in DC has phosphorus applied.
  - vi. PA was not on the call.
  - vii. WV may ask an intern to review what is available to people in the retail stores.
  - viii. Johnston: It will be very important to find out what is included in farm and nonfarm at each state level (because all states other than DC report both farm and nonfarm fertilizer sales).
  - ix. NY will need to consult with their department of agriculture, which handles collection of fertilizer data.

#### 5. Next steps

- a. What are the current loading rates based on available sales data?
- b. How do we track this information moving forward?

#### Participants:

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