Using Social Science to Identify "Prime Prospects" for Buffer Restoration

Matt Keefer and Alex Metcalf
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Ph.D., Forest Resources and Human Dimensions of Natural Resources - Penn State

- Private Lands Conservation
- Social Psychology
- Rural Sociology
- Social-Ecological Systems Theory
- Spatial Analysis
- Mixed Methods Research
- Quantitative Analysis





New HD research methods

Metcalf and co-authors in the journal

Montana to investigate non-response

bias in the National Woodland Owner

Survey, and provide improved estimation

land use and ownership data from

Read the new paper by Lab director Alex

Forest Science which used spatially explicit

paper

equations.

Female Hunter Motivations

State agencies are beginning to realize

that hunter recruitment and retention

will depend on better understanding and

engaging female hunters. Read the new

paper by Lab director Libby Covelli

differences between male and female

motivations for deer hunting in South

Metcalf and co-author exploring

Dakota.

Grad student awarded grant

to study mountain lions

Lab member Lara Brenner will use a

\$20,000 grant to study the effect of

hunting on mountain lions.

A social-ecological systems

Sage-Grouse conservation

to conservation of the Greater-Sage

grouse in California and Nevada.

Read a new paper by Lab director Alex

Metcalf about using a systems approach

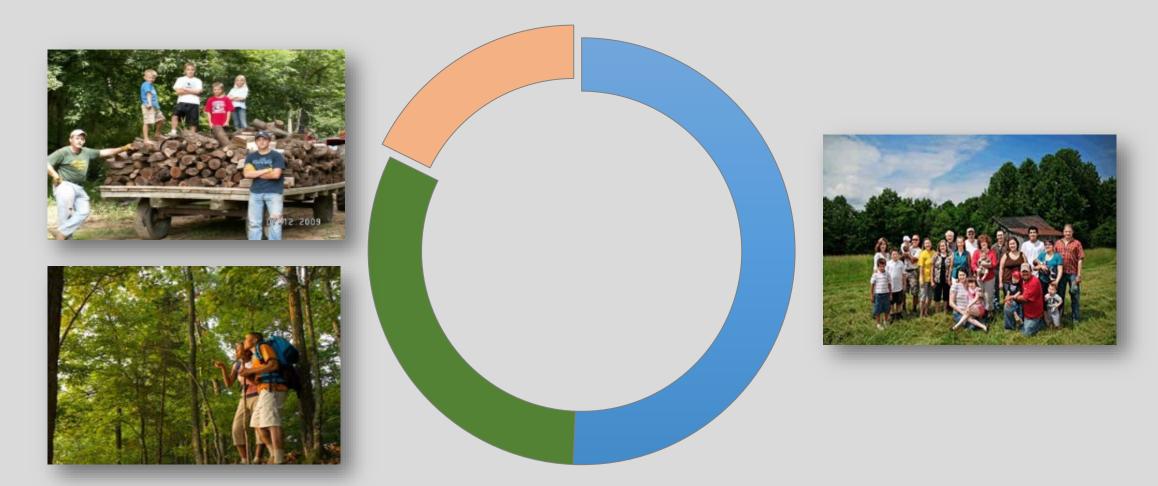
approach to Greater

Buffer Restoration is a SOCIAL endeavor as much as it is biophysical

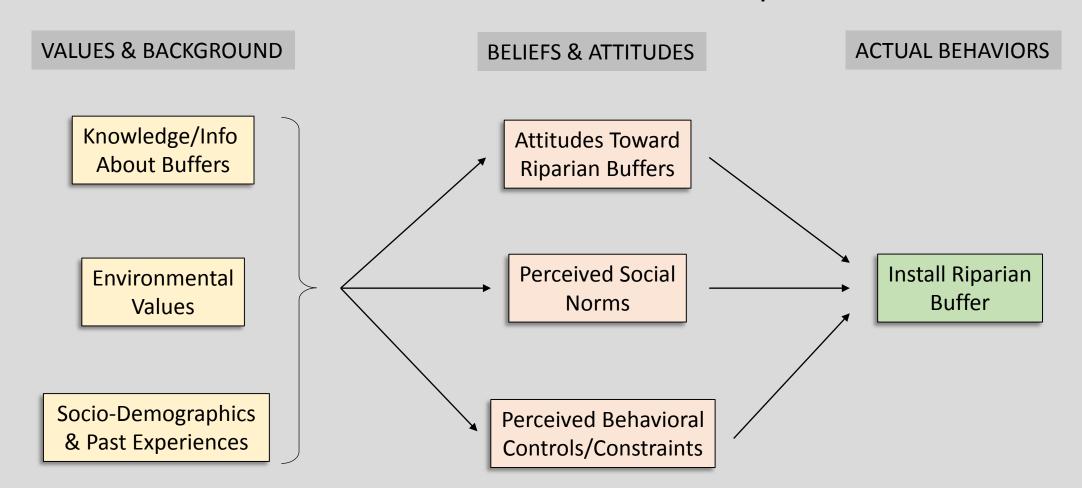




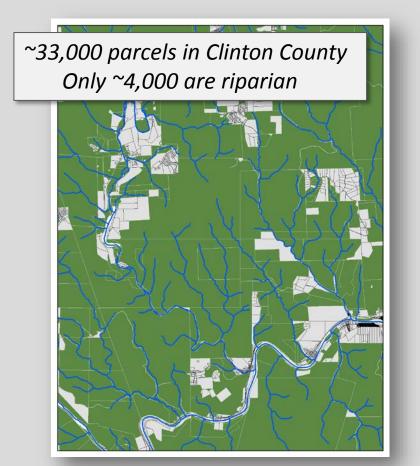
• One size does not fit all – landowners are diverse!

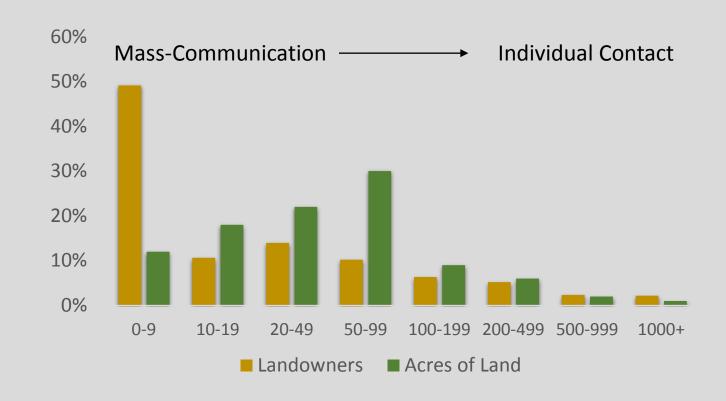


• What motivates landowners to take stewardship actions?



- Prioritize landowners, not just buffers (acreage, agriculture, absentee)
 - Or, "prime prospects" find willing landowners in high priority areas





"Prime Prospects" Concept

Can we identify landowners who might be more willing than chance alone to install a buffer?

- Begin with a smaller population
- Use consumer data analysis
- Use targeted marketing techniques
- Increase success rates

Partnership among Penn State, University of Montana, and PA DCNR Funding from PA DCNR/USFS and R. K. Mellon Foundation

Analysis Steps

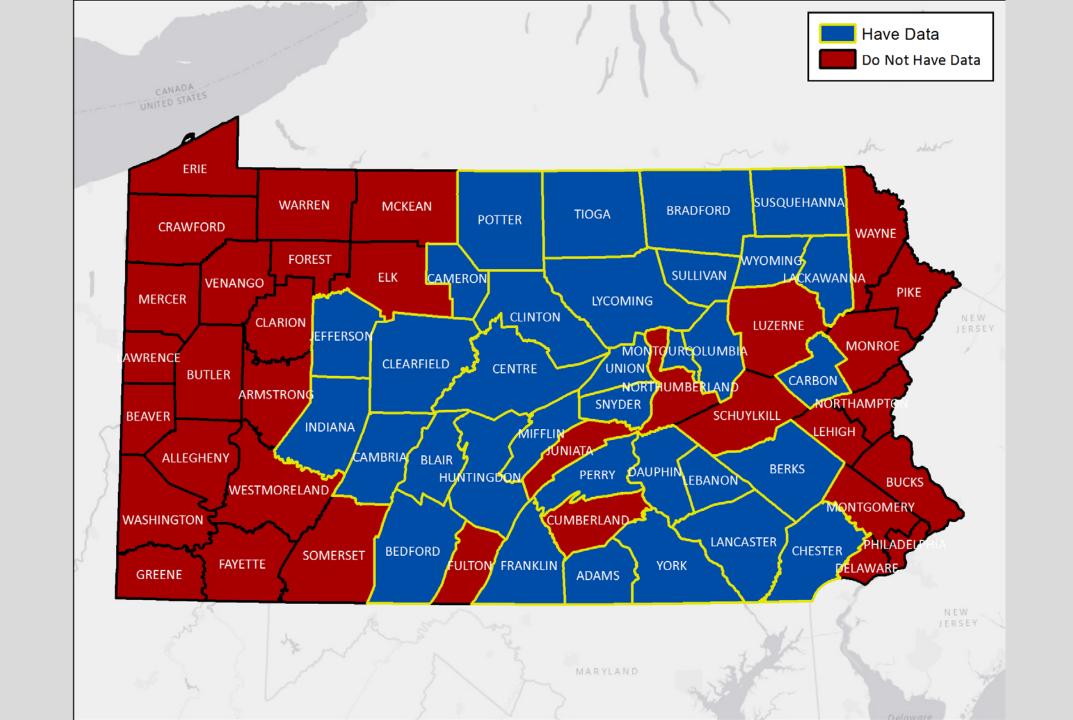
- 1. Map land use, streams, and buffer gaps (collaborating with Chesapeake Conservancy)
- 2. Compile parcel data of PA landowners (currently 33 counties in PA)
- 3. Identify owners of buffer gaps (merge #1 and #2)
 - a. GIS map of buffer gap owners
 - b. Could begin prioritization, segmentation, and outreach

Analysis Steps

4. Consumer Data Analysis:

- Publicly available data about landowners to build profiles of past participants and identify likely future participants
- What landowners are most likely to install a buffer and where are they located on the landscape
- a. Use past participants to build a model of landowner characteristics
- b. Using consumer data, identify buffer gap owners matching past participants
- c. Generate landowner lists by county, watershed, etc. for use in targeted outreach

All while maintaining landowner confidentiality!



Research Component

Does the consumer data approach improve outreach efficiency?

- Random outreach vs "Prime Prospects"
- Effects of different messaging
- Important to track success and failures to refine mechanisms for technical assistance

Progress and Next Steps

Landowners with buffer gaps identified—data coming shortly

 Landowners with buffer gaps and "score" based on consumer data analysis—this spring

Efficiency testing

Begin developing strategies and lists for outreach

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