

Using the Direct Pay List

This list was developed for producers that need a nutrient management plan, but would rather work with a planner that can be paid directly from the Commonwealth from designated funds. Funds supporting the Direct Pay program can only be used to support writing nutrient management plans in Bay drainage areas. There is also a special provision to support nutrient management plans written in conjunction with the DCR Litter Transport Program when that litter is applied to fields outside the Bay drainage area.

The Direct Pay program applies to situations where the producer may not currently work with a planner OR the planner they are using is not able to write/revise a plan for them in a timely period to meet the requirements of the cost-share practice(s) the producer is signed up for with the district.

Providing this list is **NOT** to imply a producer is required to select a planner from the Direct Pay list. **IF** their current planner provides good service, and updates their plan to them in a timely period, they need to continue with that planner.

All planners on this list are Virginia certified nutrient management planners, and have elected to participate in the Direct Pay program. Most planners accept the Direct Pay fees as complete payment for their plan writing services. However, planners may offer additional services beneficial to producers for a fee. Producers need to ask planners to explain their fee schedule before hiring them to write their plan.

The Direct Pay list is specific to planners participating in the Direct Pay program. It does not represent all planners that offer plan writing services. The complete list of planners offering plan writing services is titled the "Directory of Virginia Nutrient Management Certified Planners For Hire" and can be found at the following web address: <https://www.dcr.virginia.gov/soil-and-water/document/nmdir.pdf>. This directory contains all the Virginia nutrient management certified planners that will **write plans for a fee**. It also offers a full description of the planners business, and services as given to us by each planner. With the exception of the planners listed in the Direct Pay list, planners in the "Directory" will be charging producers a **fee for all their services including plan writing**. Producers may use this directory as another source to select a planner. If you need a paper copy of this document please contact David Kindig.

If you have any questions about the Nutrient Management Program or the Direct Pay program feel free to contact David Kindig. He is the Training and Certification Coordinator for the Nutrient Management Program.

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How do I go about finding a planner?

- Go to either list and determine that a planner works in your area. Note-planners travel, so where they have their place of business should not particularly be used to determine your selection, rather the area they have listed in which they will offer their services.
- Contact the planner by phone or email. Planners constantly make contact with new clients all the time. Do not hesitate to call them, you will find they are courteous and professional.
- How do I know they are right for my operation? There are a list of questions below to give you some idea of what to ask. Select a few to get the conversation started, and the discussion that follows should help you decide what to do. If you do not see any familiar names on the lists, you may want to call more than one planner to get an idea of who may best meet your needs.

➤ **Select two or so “suggested” questions a farmer may ask to make a planner selection:**

- Are you familiar with the crops I grow?
- What information will I need to provide for you to write my plan?
- How quickly do you typically respond to questions?
- What is preferred correspondence – email, text, phone, on farm visit?
- What is your typical turn around time for plan updates, when needed?
- Approximately how many times do you visit/contact your clients through the life of the plan?
- Fee schedule- will ALL your services be paid through the Direct Pay Program?
- What other services do you offer that may be a benefit to my operation – soil sampling, manure sampling, crop scouting, etc
- Will you work with fertilizer suppliers to help them plan fertilizer applications base on my plan?

Name and Address	Area(s) Served	Types of Plans
Applewhite, Chris (804) 357-8184 E-Mail: chrisapplewhite@verizon.net	Virginia.	Mainly crop plans.
Bowman, Frank (435) 845-1221 (7p) E-Mail: frank.bowman@deq.virginia.gov	10 SWCD Areas.	
Burnette, Lacy (540) 874-3265 (M-F, 8a-5p) E-Mail: laburne1@vt.edu	Am willing to write plans for all SWCDs as long as soil test data, manure/biosolid analysis, and field information such as crop rotation is provided. Located in Roanoke, VA and have completed nutrient management plans in both central and Southwest Virginia.	Crop and/or animal plans with manure.
Dews, Al 804-338-7438 dews@hughes.net	Will write plans for producers working with any SWCD in the Bay watershed.	Crop and /or animal plans with manure.
Flory, Elizabeth "E.B", LLC (540) 817-5149 (4:30p-9:00p, S-S) E-Mail: ebflory5@gmail.com	Virginia. SWCD Areas 2, 3, 4, 5, 6, 7, 9, 10, 31, 34, 39.*	Crop and/or animal plans with manure.
Fowler, Daniel Fowler Crop Consulting, Inc. (252) 813-3060 E-Mail: dffowler@hotmail.com	Greensville, Isle of Wight, Southampton, and Sussex Counties.	Mainly crop plans.
Givens, Daniel (540) 599-7220 E-Mail: danielegivens@gmail.com	Skyline, Mountain Castles, Big Walker, and Blue Ridge SWCDs.	Crop and/or animal plans with manure.
Guy, Trevor (804) 370-4951 E-Mail: trevorcq@vt.edu	Caroline, Essex, King and Queen, King William, Hanover, Spotsylvania, King George, and Richmond Counties.	Crop and/or animal plans with manure.

Name and Address	Area(s) Served	Types of Plans
<p>Gwaltney, Wesley (757) 641-9021 (anytime) E-Mail: wgwaltne@vt.edu</p>	<p>Southside, Tidewater, and Piedmont Regions. Also, Shenandoah Valley, Headwaters, Lord Fairfax, Thomas Jefferson, Culpeper, John Marshall, Peanut, Chowan Basin, and VA Dare SWCDs.</p>	<p>Crop and/or animal plans with manure.</p>
<p>D. Lyle Jarrett, III Environmental Agronomics (757) 630-3520 E-Mail: lylejarrett@mindspring.com</p>	<p>20, 22, 9, 8, 41, 43, 17, 1, 30, 15, 13, 32, 36, 40, and 38 * SWCDs.</p>	<p>Crop and/or animal plans with manure.</p>
<p>Kossler, Dan Potomac Agronomic Services, LLC (540) 993-3752 E-Mail: kosslerdji@gmail.com</p>	<p>Virginia.</p>	<p>Crop and/or animal plans with manure.</p>
<p>Long, Robert S. (Bobby) Long's Farm Supply, Inc. (434) 610-0590 (8a-6p) E-Mail: longsfarmsupply@gmail.com</p>	<p>Southside, Lake Country, Pittsylvania, Halifax, Robert E. Lee, Piedmont, Peter Francisco, and Peaks of Otter SWCDs.</p>	<p>Crop and/or animal plans with manure.</p>
<p>Maybach, Peter M & M Consulting, Inc. (540) 229-9601 E-Mail: pete.mmcons@gmail.com</p>	<p>Fauquier, Loudoun, Prince William, Culpeper, Madison, Rappahannock, and Albemarle.</p>	<p>Crop and/or animal plans with manure.</p>
<p>Money maker, James R. (540) 461-0640 (9a-6p) E-Mail: jmoney maker2780@gmail.com</p>	<p>Headwaters, Natural Bridge, and Mountain Castles.</p>	<p>Crop and/or animal plans with manure.</p>
<p>Moody, Harrison (804) 731-3103 E-Mail: harrison.moody@hotmail.com</p>	<p>Dinwiddie, Amelia, Nottoway, and Hanover Counties. South and Central VA. 12, Piedmont, 38, Appomattox, 12, 40, 39, 19, and 46 SWCDs.*</p>	<p>Crop and/or animal plans with manure.</p>

Name and Address	Area(s) Served	Types of Plans
Mundie, Scott (804) 445-5082 E-Mail: wstfarms@yahoo.com	Three Rivers, Tidewater, Northern Neck, Hanover/Caroline, and Tri-County/City SWCDs.	Mainly crop plans.
Owens, Desmond Crop Solutions Inc. (804) 694-9558 E-Mail: cropsolutions2013@yahoo.com	Tidewater, Northern Neck, Colonial, VA Dare, and Three Rivers SWCDs.	Mainly crop plans.
Roller, Jon (540) 578-4296 E-Mail: jon@ecosystemsolutions.us	Headwaters, Shenandoah Valley, Thomas Jefferson, Hanover/Caroline, Henricopolis, Three Rivers, and Natural Bridge SWCDs.	Crop and/or animal plans with manure.
Sanders, James Hunter (804) 456-8001 E-Mail: hunter18@vt.edu	Lord Fairfax, Shenandoah Valley, Headwaters, Natural Bridge, Peaks of Otter, Blue Ridge, Patrick, Pittsylvania, Halifax, Lake Country, Chowan Basin, Peanut, Virginia Dare, Eastern Shore, Southside, Robert E. Lee, Peter, Francisco, Thomas Jefferson, Culpeper, John Marshall, Tri-County/City, Northern Neck, Three Rivers, Tidewater, Hanover/Caroline, Monacan, Henricopolis, Colonial, James River, Appomattox River, and Piedmont SWCDs.	Crop and/or animal plans with manure.
Scruggs, Eric (804) 525-8894 (8a-7p) E-Mail: escruggs@vt.edu	Hanover/Caroline, Three Rivers, Monacan, James River, Henricopolis, Colonial, Tri-County/City, and Culpeper SWCDs.	Mainly crop plans.
Smith, Christy F. SmithAg & Environmental, Inc. (757) 678-6129 E-Mail: christy@smithagronomic.com	All SWCDs.	Crop and/or animal plans with manure.
Snoddy, Houston N. (540) 721-2073 E-Mail: bmhslh@embarq.mail	Buckingham County.	Crop and/or animal plans with manure.

Name and Address	Area(s) Served	Types of Plans
Withers, Daniel 804-761-5594 dannywithers.86@gmail.com	Will write plans for producers in any SWCD Bay drainage area including the Eastern Shore, except the counties of King & Queen, King William, and Essex.	Crop and/or animal plans with manure.
Winslow, Stanley J. Tidewater Agronomics, Inc. (252) 333-0212 (8a-5p) E-Mail: stan@tidewaterag.com	Virginia Beach, Chesapeake, Suffolk, Isle of Wight, Prince George, Southampton, and Sussex Counties.	Mainly crops.
Yancey, Matt (540) 820-9685 (M-F, 8a-5p) E-Mail: yancey@vt.edu	Shenandoah Valley, Headwaters, Lord Fairfax, Thomas Jefferson, Culpeper, and John Marshall SWCDs.	Crop and/or animal plans with manure.

*Some planners have a list of numbers shown in the “Area(s) Served”. Please use the numbered list on the following page to identify the SWCD’s the planner will serve.

Virginia's Soil and Water Conservation Districts

- 1 Tidewater (804) 693-3562, Ext 5
- 2 Thomas Jefferson (434) 975-0224
- 3 Southside (434) 542-5405
- 4 Natural Bridge (540) 463-7124, Ext 5
- 5 Piedmont (434) 392-3782, Ext 5
- 6 Blue Ridge (540) 483-5341, Ext 4
- 7 Culpeper (540) 825-8591
- 8 Northern Neck (804) 313-9102
- 9 Shenandoah Valley (540) 433-2853,
Ext 3
- 10 Robert E. Lee (434) 352-2819
- 11 New River (276) 236-7191
- 12 James River (804) 732-6550
- 13 Lord Fairfax (540) 465-2424, Ext 5
- 14 Skyline (540) 381-0071
- 15 Peanut (757) 357-7004, Ext 6
- 16 Mountain (540) 839-4616 or
(800) 254-3854
- 17 Tri-County/City (540) 656-2401
- 18 Colonial (757) 645-4895
- 19 Chowan Basin (434) 336-6251, Ext 4
- 20 Eastern Shore (757) 787-0918
- 21 Northern Virginia (703) 324-1460
- 22 Virginia Dare (757) 382-6616
- 23 Holston River (276) 628-8187, Ext 4
- 24 Daniel Boone (276) 346-1531, Ext 3
- 25 Clinch Valley (276) 889-4650
- 26 Scott County (276) 386-3951
- 27 Lonesome Pine (276) 926-6621
- 28 Evergreen (276) 706-3064
- 29 Tazewell (276) 979-4190
- 30 Hanover-Caroline (804) 537-3009
- 31 Pittsylvania (434) 432-9455,
Ext 3079
- 32 John Marshall (540) 347-3120, Ext 3
- 33 Halifax (434) 476-7923
- 34 Peaks of Otter (540) 587-7645
- 35 Prince William (571) 379-7514
- 36 Loudoun (571) 918-4530
- 37 Big Walker (276) 484-9365
- 38 Monacan (804) 556-4936
- 39 Peter Francisco (434) 983-7923
- 40 Henricopolis (804) 501-5175
- 41 Headwaters (540) 248-0148
- 42 Appomattax (804) 469-7297, Ext 5
- 43 Three Rivers (804) 443-2327, Ext 101
- 44 Patrick (276) 694-31214
- 45 Mountain Castles (540) 400-0707
- 46 Lake Country (434) 738-0150
- 47 Big Sandy (276) 935-7750 or
(276) 935-7751