

Communicating with new partners is challenging.

- It can be difficult to identify and reach your audience.
- Starting conversations can be intimidating.

## **Communication tips**

Effective communication can lead to relationships and collaborations that protect and improve drinking water sources. Here are some pointers on opening dialogue with new partners.

#### Be open-minded.

Producers know their land, and every situation is different.

Start conversations with an initial idea.

Get the conversation going and see what the producer is interested in.

### Be patient.

Building relationships and partnerships takes time.

# Use all of the tools in your toolbox.

Social media, phone calls, and in-person visits can help you reach people.

## Protecting drinking water with continuous cover

Row-crop agriculture in coarse-textured soils can leach nitrate from fertilizer to shallow aquifers. Keeping living cover on soil year-round through strategies such as perennial vegetation, cover crops, and easements can reduce contamination of public and private drinking water sources.

## Growing Kernza® to reduce nitrate in drinking water

Kernza is an intermediate wheatgrass crop. Researchers at the University of Minnesota and The Land Institute developed Kernza over nearly two decades of traditional plant breeding. Kernza's long, dense root system can help prevent soil erosion and store nutrients, such as nitrogen. Growing Kernza in vulnerable wellhead areas can protect sources of drinking water from nitrate contamination. Learn more at https://www.youtube.com/watch?v=hG\_o1Obe\_Gs.

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