

APPENDIX 2

Agricultural Producer Survey - Responses
Agribusinesses Survey - Responses
Non-Farm Resident Survey - Responses

**Fulton County Agricultural Development and Farmland Protection Plan
Appendix 2 - Agricultural Producer Survey - 21 Responses**

1) Please tell us, by town(s), where the land you farm is located.	Bleeker	0
	Caroga	0
	Johnstown	5
	Northampton	0
	Perth	4
	Broadalbin	4
	Ephratah	4
	Mayfield	6
	Oppenheim	2
	Stratford	1

Have you considered relocating outside Fulton County?	Yes	2
	No	18

If yes, why?

Too many houses.

Considered Wisconsin because farms were affordable and area is farm-oriented.

	Acreage	Average
2) How many total acres of land do you farm within Fulton County?	4,446	211.7
How many acres of this farmland do you rent or use that belongs to other landowners?	1,279	127.9
How many acres of the land you own is simply idle (not presently used for buildings, crops or pasture or as an active woodlot)?	333	41.6
How many total acres of land, if any, do you farm outside of Fulton County?	30	30.0
Fulton County created New York State recognized Agricultural District No. 1 in 1977. If your farm is part of that District, please tell us how many acres of the farmland you own or rent is in it.	1,863	232.9

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3)

Crop Acreage in 2000

	Acres	Average
Hay	1,180	118
Timberland	653	73
Silage corn	457	65
Grain corn	238	79
Other field crops	149	30
Other vegetables	41	21
Christmas trees	32	16
Small fruits or vineyards	9	5
Potatoes	5	3

Number of Animals in 2000

	Animals	Average
Dairy cows	550	92
Sheep	427	214
Beef cattle	351	50
Dairy heifers	307	31
Calves	175	25
Horses/ponies	36	12
Poultry	30	30
Dairy goats and sheep	28	9
Hogs	4	2
Rabbits	2	2
Holstein steer	1	1

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4) How do you sell what you produce?

Sell directly to consumers (farm stands, U-pick, mail order, CSA, etc.)	11
Sell through auction or to broker, dealer or other third party	8
Sell to a cooperative or dairy/food processor	7
Sell directly to other businesses or organizations for use in their operations	5

Do you operate a roadside stand?	Yes	4
	No	17

If so, is it a seasonal operation?	Yes	4
	No	6

Do you need additional help with direct marketing?	Yes	5
	No	7

If your answer to the last question was yes, please check the appropriate category or categories below:	Product distribution	3
	Promotional campaign/advertising	2
	Business planning and related help	2
	Identifying and evaluating markets	1
	Internet site development	1

5) What percentage of your household income comes from your farm operations?	Less than 25%	9
	25-49%	6
	50-75%	2
	More than 75%	4

What percentage of your farm income comes from retail sales or other direct marketing?	Less than 25%	8
	25-49%	0
	50-75%	1
	More than 75%	3

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6) Is any of the land you farm under the Agricultural Assessment Program?	Yes	11
	No	8
Are you aware of New York assessment breaks on new farm buildings?	Yes	11
	No	8
Have you taken advantage of the assessment break for farm buildings?	Yes	7
	No	11
Are you aware silos and commodity sheds are tax-exempt under State Law?	Yes	12
	No	6
Are you aware of the STAR School Tax Exemption?	Yes	17
	No	1
Did you receive a STAR School Tax Exemption?	Yes	12
	No	6
Are you aware of the school tax credit New York offers farmers?	Yes	10
	No	9
Do you qualify for the school tax credit New York offers farmers?	Yes	4
	No	9
Did you get a refund of school taxes as a farmer last year?	Yes	2
	No	17
Will you get a refund of school taxes as a farmer this year?	Yes	2
	No	16
Are you aware of the tax credit for the rehabilitation of Historic Barns?	Yes	11
	No	7
Have you ever challenged your real property assessment?	Yes	14
	No	4
Was it through a local assessor?	Yes	13
	No	2
Was it at Grievance Day?	Yes	10
	No	3
Were you successful in gaining a reduction?	Yes	11
	No	4
Did you receive the reduction you requested?	Yes	9
	No	6

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7)	Do you sell or lease hunting or fishing rights to any portion of your property?	Yes	0
		No	20
	Do you lease any portions of your property for other recreational activities?	Yes	1
		No	18
	Do you lease property out for cell towers, mining/quarrying, utilities, etc.?	Yes	2
		No	17
8)	If you've had problems with neighbors your farm operation please indicate the type(s).	Boundary or trespassing conflict	6
		Manure application or odor complaint	4
		Stray animals or animal conflicts	4
		Dumping/littering issue	3
		Slow-moving vehicle complaint	2
		Noise complaint	1
		Mud on road	1
		Crop leaves blowing off dump truck	1
	If so, how was the complaint resolved?	Not resolved	4
		Compromise	3
		Voluntary change in farm practices	3
		Dropping of complaint after farmer explanation	2
		Litigation	1
		Movement of complainer out of area	1
9)	How much do regulations (environmental and other) impact on your business?	Very negatively	5
		Slightly negatively	8
		Not at all or positive	4

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10) How long do you personally expect to be farming?	Less than 5 years	1
	5 to 10 years	3
	10 to 20 years	7
	More than 20 years	7

If you retire, what do you expect to do with your farm/land?	Transfer to family for farming	10
	Sell to other farmers	5
	Transfer to family for non-farm use	4
	Sell to non-farmers	0

11) Which one of the following would most help you to keep your land in agriculture?

Increased farm profitability	10
Lower property taxes	9
Availability of someone else to take the farm over	5
Ability to sell or lease development rights and get back some equity	4

12) Please rate the importance of each of the following to the future of farming in Fulton County.

	Very Important	Somewhat Important	Not Important	Not Sure
Right to farm laws	14	8	0	0
Health insurance cost reductions	13	6	1	0
Capital gains & estate tax reform	11	8	2	1
Property/liability insurance cost reductions	11	8	5	1
Limiting increases in other property taxes	11	7	3	0
State school tax reform	10	5	1	1
Workmens comp. insurance cost reductions	10	2	2	0
Environmental regulation reform	8	9	2	0
Utility cost reductions	8	6	5	2
Direct marketing of products to consumers	7	11	3	0
Financing availability	7	10	1	1
Agriculture district development	7	9	1	0
Development of new products and markets	7	8	4	0
Income tax cuts	7	6	4	0
Availability of skilled labor	6	8	3	0
Estate planning education	5	9	0	0
Access to support businesses	5	8	0	0
Disaster relief payments	4	7	4	0
Consumer "buy local" education	4	2	2	0
Youth agricultural education	4	1	4	0
Labor regulation reform	3	9	4	0
Farm neighbor education	3	8	3	1
Agricultural land cost	3	7	4	0
Government support payments	3	6	3	2
Purchase of development rights programs	2	4	8	1

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		Average
13)	How many years have you been farming at your current farm location?	27
	How many years have you farmed elsewhere in Fulton County (if at all)?	21
	How many years have you farmed outside of Fulton County (if at all)?	12
14)	Are you a full or part-time farmer?	
	Full-time	9
	Part-time (Less than 40 hours/week)	11
	Do you have income from off the farm?	
	Yes	15
	No	4
15)	What proportion of your work time is devoted to your farming operations?	
	20% or less	1
	21-40%	5
	41-60%	6
	61-80%	1
	81-100%	7
16)	Is any other member of your family actively involved in the farm operation?	
	Yes	11
	No	9
	Does your spouse have income from off farm?	
	Yes	13
	No	6
17)	What proportion of your family/spouse's time is devoted to the farming operation?	
	20% or less	11
	21-40%	3
	41-60%	3
	61-80%	0
	81-100%	3
18)	Is your farm/business a member of a marketing cooperative?	
	Yes	3
	No	18
	Do you participate in any buying groups or associations?	
	Yes	4
	No	17
	Is there a need for additional buying cooperatives for farmers?	
	Yes	12
	No	5
19)	Please indicate the approximate percentage of materials, supplies and services used in your operation that you purchased from enterprises located within Fulton County?	
	Less than 25%	10
	25-49%	4
	50-74%	3
	75-100%	2

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20) Do you utilize any migrant labor?	Yes	0
	No	19

21) Which category best represents your gross annual sales for a typical year?	Less than \$10,000	2
	\$10,000 - \$24,999	8
	\$25,000 - \$49,999	1
	\$50,000 - \$99,999	3
	\$100,000 - \$249,999	2
	\$250,000 - \$499,999	2
	\$500,000 - \$999,999	1
	\$1,000,000+	0

22) Rate government help to agriculture in the following (F-fair, G-good, E-excellent):

	Federal			State		
	F	G	E	F	G	E
Planning/zoning matters	5	4	0	4	6	1
Provision of services	8	3	1	7	5	0
Keeping taxes reasonable	11	1	0	10	3	0
Protecting right to farm	6	5	0	6	6	0
Loans and grants	5	5	0	7	3	0

	County			Town		
	F	G	E	F	G	E
Planning/zoning matters	3	7	2	6	4	1
Provision of services	7	5	0	3	4	1
Keeping taxes reasonable	10	2	0	6	5	2
Protecting right to farm	4	6	1	4	5	2
Loans and grants	8	1	0	7	1	0

23) Have you, in the past 5 years:	Purchased additional equipment	16
	Raised additional animals	8
	Renovated building(s)	8
	Constructed new building(s)	7
	Brought inactive acreage into production	7
	Leased or purchased additional animals	6
	Rented additional acres	6
	Hired additional employees	6
	Diversified into additional farm ventures	3
	Purchased additional acres	2

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24) If you did not expand, what were the primary reasons?	Age of owner/operator	6
	Poor profit margins	5
	Satisfied with current size	4
	Personal or other reasons	3
	Environmental or other governmental restrictions	2
	High cost of additional labor	2
	Lack of available land to rent	1
	Lack of available labor	1
	Lack of available land to be purchased	1

25) Please indicate those changes you expect to make in the next 5 years, if any:

I expect to construct new building(s)	9
I expect to renovate building(s)	8
I expect to purchase additional equipment	7
I expect to raise additional animals	7
I expect to hire additional employees	5
I expect to direct market some or all of product	5
I expect to include more family members in the operation	5
I expect to bring inactive acreage into production	5
I expect to purchase additional acres	4
I expect to lease or purchase additional animals	4
I expect to add new technology	4
I expect to diversify into additional farm ventures	4
I expect to convert to rotational grazing	3
I expect to use more custom services	3
I expect to offer custom services to others	3
I expect to rent additional acres	3
I expect to specialize in parts of the business	2
I expect to transfer ownership to others	1
I expect to contract with other farmers for products	1

Does your farm/business currently own or lease enough property to expand?	Yes	12
	No	6

How much capital do you think your farm/business will need for renovation and/or expansion?	Less than \$10,000	0
	\$10,000 - \$24,999	2
	\$25,000 - \$49,999	6
	\$50,000 - \$99,999	3
	\$100,000 - \$249,999	3
	\$250,000 - \$499,999	2
	\$500,000 - \$999,999	0
\$1,000,000+	0	

26) Have you had difficulty receiving the necessary amount of financing to develop or expand?	Yes	4
	No	13

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If you were offered financing, were the terms reasonable?	Yes	6
	No	2
	Not Sure	2

What programs or institutions have you approached for financial assistance?	Commercial bank or savings and loan	9
	Farm Credit Agency	6
	Private investors or other	2
	Local revolving loan fund	1
	USDA loan/grant programs	1

27) Over the LAST 5 years, have the following increased, stayed the same or decreased for your operation? (Check one for each factor and do not consider short-term price changes.)

	Increased	Same	Decreased
Your number of customers	6	8	2
Your sales quantity volume	10	7	1
Your sales dollar volume	11	5	2
Your profit	7	7	4

Over the NEXT 5 years, do you expect the following to increase, stay the same or decrease for your operation? (Check one for each factor and do not consider short-term price changes.)

	Increased	Same	Decreased
Your number of customers	7	8	1
Your sales quantity volume	11	7	0
Your sales dollar volume	13	5	0
Your profit	12	4	2

28) From which of the following sources do you regularly seek information on agricultural issues such as production, regulations, farm programs, etc.?	Farm magazines/books	15
	Cornell Cooperative Extension	13
	Soil & Water Conservation Dist.	11
	Farm Bureau	9
	Other farmers	9
	NYS Dept. of Ag & Markets	8
	USDA (NRCS, FSA)	8
	Agricultural businesses	8
	Computer/Internet	6
	Newspapers	6
	Television/radio	5
Friends/relatives/other	4	

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29) Which of the following measures would be most helpful to the long-term economic success of your farm operation?

More flexible rules for School Tax Refund, etc.	10
Help in negotiating lower utility rates	10
Additional right-to-farm protections	9
More reasonable environmental regulations	8
Help in identifying/developing new markets	7
Additional loan/grant financing	6
Help in negotiating better pricing	6
Zoning ordinances that protect agriculture	6
New York State in Northeast Dairy Compact	6
Assistance and training in direct marketing	5
Technical assistance with rotational grazing	5
Agricultural awareness and career training	5
Help with nutrient management programs	5
Woodlot management assistance	5
Ability to sell/lease development rights for cash	4
Help in identifying/developing new niche businesses	4
Help with marketing and sales promotions	4
Tax-abatements for new agri-business ventures	4
Assistance with farm transfer/estate planning	4
Additional promotion of ag tourism in County	3
Assistance in organizing buyer groups	3
Help in securing or managing labor	3
Business planning assistance	3
Development of business alliances among farmers	2
Recruitment of additional farmers to County	2
Help in developing ag tourism opportunities	2
Help in obtaining processing services	2
Technical assistance with forward pricing/futures	1
Assistance in establishing CSA's	1
Help in accessing export markets	1

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30) Please list up to three of your own ideas for retaining and improving agriculture in Fulton County in each of the following categories:

Ideas for farmers to implement:

- | | |
|---|--|
| 6 | Improve marketing and access to markets and directly to consumers. |
| 2 | Keep farms neat and maintained. |
| 2 | Improve business practices. |
| 2 | Do not pollute water supplies, groundwater, spilling manure on roads, etc. |
| 1 | Increase management of forest land on farms. |
| 1 | On-farm processing. |
| 1 | Be neighbor friendly. |
| 1 | Conserve energy. |
| 1 | Diversification. |
| 1 | Tour of farms. |
| 1 | Implement or improve grazing systems. |
| 1 | Having custom work done. |
| 1 | Cooperative purchasing. |

Ideas for County government to implement:

- | | |
|---|--|
| 6 | Property tax relief to land owners who maintain "open space" for forestry, farming & outdoor recreation. |
| 5 | Protect land for farming through purchase of development rights and other measures. |
| 2 | Consolidate many services that the Town and County are providing and help lower costs. |
| 2 | Promote direct marketing and better access to all markets. |
| 2 | Encourage young farmers to locate here |
| 2 | More Ag Districts |
| 2 | Support and improve right to farm |
| 1 | IDA or similar revolving low interest loans for business start-up/expansion. |
| 1 | There should be a county highway system. |
| 1 | Property assessment should be done by one assessor appointed by the County for the whole county. |
| 1 | More programs to help farms. |
| 1 | Help keep agri-businesses |
| 1 | Work with Town government to keep zoning from being too restrictive |

Ideas for Town government to implement:

- | | |
|---|--|
| 5 | Continue supporting right to farm. |
| 3 | Support zoning that enhances "open space." |
| 2 | Lower taxes. |
| 2 | Farmland protection. |
| 2 | Promotion of more local farm product sales. |
| 1 | Control costs of Town highway department to help lower costs. |
| 1 | Advertise for farmers. |
| 1 | Recognize unique problems facing farmers such as manure spreading, spraying, moving equipment. |
| 1 | Better fire protection (Mayfield). |
| 1 | Rights to have other enterprises on farm land. |
| 1 | Push more ag education in schools. |

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Ideas for others to implement:

3	Public education regarding farm and value of agriculture practices.
2	Curtail acquisition of State land in the Adirondack Park region.
2	Sensible anti-pollution laws and regulations.
1	Financially and programatically support private landowners who manage their land.
1	Agricultural education in schools.
1	Help in securing affordable financing.
1	Consolidate schools or take other measures to control taxes.
1	Promote off farm business and sales.
1	Impose tariffs on beef from other countries.
1	Ease regulation on small farms.
1	Protect the right to farm.

My concerns for the future are:

6	Profitability.
5	Lack of young people interested in farming.
4	Environmental regulations and restrictions on rights to farm.
4	Lack of markets, processors and auctions.
3	Inability to secure adequate land resources for the larger operations as housing increases.
2	Need to meet open space objectives through public/private partnerships.
2	Affordable insurance and other taxes.
2	Labor and labor regulations.
2	Foreign competition with subsidies and cheap labor
2	Lost number of farms and agribusinesses.
2	Run away spending from poor support from Town Board.
2	Even more dangerous conditions on highways for farm equipment due to drivers

**Fulton County Agricultural Development and Farmland Protection Plan
Appendix 2 - Survey of Agribusinesses - 5 Responses**

NOTE: This survey is for businesses, such as those listed in No. 4 below, who serve the agriculture industry.

1) Please tell us, by town, where your closest place of business (feed mill, office, processing plant, etc.) is located: (CHECK ALL THAT APPLY)	Bleeker	0
	Broadalbin	0
	Caroga	0
	Ephratah	0
	Johnstown	1
	Mayfield	1
	Northampton	0
	Oppenheim	0
	Perth	0
	Stratford	1
	City of Johnstown	0
	City of Gloversville	0
	Albany County	0
	Hamilton County	0
	Herkimer County	0
	Montgomery County	1
	Saratoga County	0
	Schoharie County	1
	Schenectady County	0
	Elsewhere in NYS	0
Out-of-State	0	
2) How many people do you employ locally?	Full-time	31
	Part-time	8
3) How long has this business been in operation at this location?	Less than 5 years	0
	5-10 years	1
	10-20 Years	2
	More than 20 years	2
4) What type of agri-business do you operate?	Logger/forester	1
	Dairy Artificial Inseminator	1
	Government Agency	1
	Financial/insurance	1
	Equipment dealer	1
	Equipment repair	1
	Seed/agri-chemical	1
5) Please tell us what percentage of your business comes from the farm community?	Less than 25%	0
	25-49%	1
	50-74%	0
	75% or more	4

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Please tell us what percentage of your business comes from Fulton County?	Less than 25%	2
	25-49%	1
	50-74%	1
	75% or more	0
6) How valuable to your business are your farm customers, considering the amount of activity promptness of payment and seasonality of business in general?	Not all that valuable	0
	Somewhat valuable	0
	Quite valuable	1
	Extremely valuable	4
7) Over the LAST 5 years have you:		
	Added new products lines for farmers	3
	Increased agricultural inventories & sales	3
	Increased your operation size	3
	Grown your service area to hold market share	2
	Added new product lines for non-farmers	1
	Decreased your operation size	1
	Grown your service area to increase market share	1
	Stayed the same size, more or less	1
Over the NEXT 5 years do you expect to:		
	Increase agricultural inventories & sales	3
	Increase your operation size	3
	Add new product lines for farmers	2
	Grow your service area to hold market share	2
	Add new product lines for non-farmers	1
	Decrease your operation size	1
	Grow your service area to increase market share	1
	Stay the same size, more or less	1
8) Based on your business activity, what trends have you observed regarding agriculture in Fulton County?	A change in emphasis to other types of farms	3
	A smaller number of larger operations	2
	More sophisticated farm operations	2
	More part-time farms	2
	Movement of farms out of the County	2
9) If you have NOT expanded in the last 5 years what were the primary reasons?	Regulatory obstacles	1
	Loss of market share	1

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Appendix 2 - Survey of Agribusinesses - 5 Responses**

10) Over the LAST 5 years, have the following increased, stayed the same or decreased for your operation?
(Check one for each factor and do not consider short-term price changes.)

	Increased	Stayed the Same	Decreased
Your number of customers	2	1	2
Your sales quantity volume	3	0	1
Your sales dollar volume	3	0	1
Your profit	2	0	2

Over the NEXT 5 years, do you expect the following to increase, stay the same or decrease for your operation? (Check one for each factor and do not consider short-term price changes.)

	Increased	Stayed the Same	Decreased
Your number of customers	1	2	2
Your sales quantity volume	2	2	0
Your sales dollar volume	3	1	0
Your profit	2	1	0

11) If you're planning to expand or renovate, how much capital do you think your farm/business will need?

Less than \$10,000	0
\$10,000 - \$24,999	0
\$25,000 - \$49,999	1
\$50,000 - \$99,999	0
\$100,000 - \$249,999	1
\$250,000 - \$499,999	0
\$500,000 - \$999,999	1
\$1,000,000+	0

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12) Please rate the importance of each of the following to the future of farming in Fulton County.

	Very Important	Somewhat Important	Not Important	Not Sure
Health insurance cost reductions	4	1	0	0
Environmental regulation reform	4	1	0	0
Workmens compensation insurance cost reductions	3	1	0	1
State school tax reform	3	2	0	0
Right to farm laws	3	1	1	1
Development of new products and markets	3	1	1	0
Youth agricultural education	2	3	0	0
Utility cost reductions	2	2	0	0
Property/liability insurance cost reductions	2	2	0	1
Limiting increases in other property taxes	2	3	0	0
Labor regulation reform	2	3	0	0
Estate planning education	2	3	0	0
Direct marketing of products to consumers	2	2	1	0
Capital gains & estate tax reform	2	3	0	0
Availability of skilled labor	2	3	0	0
Agriculture district development	2	3	0	1
Income tax cuts	1	3	0	1
Financing availability	1	4	0	0
Consumer "buy local" education	1	4	0	0
Access to support businesses	1	4	0	0
Purchase of development rights programs	0	2	2	1
Farm neighbor education	0	5	0	0
Agricultural land cost	0	4	1	0

13) Have you had difficulty receiving the necessary amount of financing to develop or expand?	Yes	1
	No	4
If you were offered financing, were the terms reasonable?	Yes	3
	No	1
What programs or institutions have you approached for financial assistance?	Farm Credit Agency	4
	Commercial bank or savings and loan	2
	Industrial Development Agency	1
	USDA loan/grant programs	1

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14) Which of the following measures would be most helpful to the long-term economic success of your customers and yourself?

Additional loan/grant financing	4
Additional right-to-farm protections	3
Help in identifying/developing new markets	3
Help in identifying/developing new niche businesses	3
Help with marketing and sales promotions	3
Labor management training	3
More reasonable environmental regulations	3
New York State in Northeast Dairy Compact	3
Assistance and training in direct marketing	2
Help in negotiating better pricing	2
Ability to sell/lease development rights for cash	2
Additional promotion of ag tourism in County	2
Agricultural awareness and career training	2
Help in securing migrant or other labor	2
Assistance with farm transfer/estate planning	2
Business planning assistance	2
Zoning ordinances that protect agriculture	2
Help with nutrient management programs	2
Woodlot management assistance	2
Technical assistance with forward pricing/futures	1
Help in accessing export markets	1
Assistance in organizing buyer groups	1
Development of business alliances among farmers	1
Tax-abatements for new agri-business ventures	1
Recruitment of additional farmers to County	1
Help in developing ag tourism opportunities	1
More flexible rules for School Tax Refund, etc.	1
Help in negotiating lower utility rates	1
Help in developing quality certification program	1

15) Please list up to three of your own ideas for in retaining and improving agriculture in Fulton County in each of the following categories:

Ideas for farmers to implement: 1) Need to learn better business practice.

Ideas for County government to implement: 1) Support right to farm
2) Ease regulations where possible

My concerns for the future are: 1) The aging of farmers

**Fulton County Agricultural Development and Farmland Protection Plan
Appendix 2 - Non-Farm Resident Survey - 150 responses**

These questions below are to help us understand the views of the non-farm community as we prepare the County Agricultural Development and Farmland Protection Plan.

1) Please tell us, by town, where, you reside.	Bleeker	1
	Broadalbin	14
	Caroga	6
	Ephratah	0
	Johnstown	37
	Mayfield	19
	Northampton	9
	Oppenheim	2
	Perth	8
	Stratford	2
	City of Johnstown	11
	City of Gloversville	2
	Outside of County. I'm 2nd home owner	20
2) Please tell us your age group by answering for the head of your household.	< 25 years	0
	25-49 years	43
	50-64 years	51
	65+ years	56
3) How many persons are in your household?	1 persons	28
	2 persons	62
	3 persons	33
	4 persons	11
	5+ persons	21
4) How long have you lived in Fulton County?	< 5 years	7
	5-9 years	6
	10-14 years	11
	20+ years	107
	2nd home owner	20
5) If you lived elsewhere before coming to Fulton County, where was this?	Another rural area of NYS	36
	Metropolitan New York/NJ	11
	Another Northeast state	8
	Outside the Northeast	5
6) Have you ever lived on a farm?	Yes	32
	No	116

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7) Have you ever owned or operated a farm?	Yes	13
	No	138
8) Do you live near (within 1/4 mile) of a farm?	Yes	53
	No	98
Is or was that farmer a good neighbor?	Yes	53
	No	3
9) When was the last time you visited a farm?	Within last year	62
	Within last 2-10 years	44
	10+ years ago	31
	Never	7
10) Which of the following best represents your view of Fulton County agriculture over the last 5 years?		
Agriculture is a declining industry with no future growth potential		29
Agriculture is holding its own as an industry and may have some future growth potential		28
Agriculture is an expanding industry with significant future growth potential		5
Agriculture is important to this County for a variety of reasons, both economic and non-economic.		94
11) Please estimate the size of the County's agricultural industry based on your observations.	Less than \$5,000,000	43
	\$5,000,000 - \$10,000,000	60
	More than \$10,000,000	26
12) Do you feel that the County should take steps to help preserve farmland?	Yes	130
	No	7
	Not Sure	13
13) Should agricultural business be encouraged to expand in Fulton County?	Yes	127
	No	2
	Not Sure	17

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14) Do you patronize or participate in any of the following?

Fruit and vegetable stands	129
Stores featuring other local farm products	129
U-Pick fruit or vegetable operations	78
Christmas tree farms	72
Stores featuring local dairy products	70
Local sawmills	43
Custom-cut meat processors	28
Horse farms or stables	22
Farm tourism sites (corn mazes, etc.)	12
Farm open houses	8
Local egg producers	1
Wool from sheep farms for textile crafts	1
Farmers' markets	1
Community gardens	1
Maple syrup operations	1
Visit family farms	1
CSA's (Community Supported Agriculture)	0

15) What features, if any, cause you to spend more for food?

Superior taste	91
Produced locally (Fulton County & environs)	90
Leaner and less fat	73
Produced in New York York State	67
Convenience	62
Produced on farm of known high standards	55
No pesticides	53
Superior nutrition	53
Produced on known family farm	50
Produced in Adirondacks	49
No hormones or antibiotics	48
Produced in Mohawk Valley	46
Large selection	46
Animals humanely treated	42
Produced in North Country	33
Organically produced	34
Pasture-raised	29
Produced on farm managed for water quality	15

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16) Have you ever experienced problems with a farm neighbor regarding any of the following?	Odors	16
	Slow-moving vehicles	13
	Manure application	12
	Noise	5
	Boundary/trespass issues	4
	Drainage issues	3
	Fencing problems/cattle loose	3
	Dogs	2
	Pesticide use	1
	Personal issues	1

17) Please tell us whether you agree or disagree with the following statements:		Agree	Disagree
	Agriculture and farming are high-technology industries	106	20
	Farmers are good neighbors	142	1
	Farmers get paid too little for their labor	129	13
	Farmers need to act more like other businesses and compete	66	51
	Farming enhances the scenic beauty of Fulton County	127	12
	Farming is positive for the environment	117	14
	Farming presents a good career opportunity for bright, enterprising individuals	68	55
	Farming preserves valuable open space to the County	129	7
	Loans and grants to develop farm enterprises in the area are important	127	9
	Local farmers deliver generally high-quality products	124	5
	Tax breaks for farmers are important	114	13
	Farmers get too many tax breaks already	14	110
	This really isn't a farm area any more and encouraging more farming is pointless	11	114
The price of most farm food commodities is relatively low	98	25	

18) Are you interested in visiting a farm from time to time?	Yes	94
	No	46

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19) Please list up to three of your own ideas for retaining and improving agriculture in Fulton County in each of the following categories:

Ideas for farmers to implement:

- 11 Keep farms well maintained especially fences, buildings, signs, etc.
- 9 Start a co-op for milk, cheese and butter, etc..
- 6 Diversify - grow and raise variety of crops and animals.
- 5 Sell direct to customers - local stands, farmers markets, niche markets, etc..
- 5 More farm stands in local community.
- 5 Help farmers keep their farms.
- 4 School trips, group tours to farms to see how they work.
- 4 Keep up-to-date on farming; new technology.
- 3 I believe farming and tourism would be good for Fulton County.
- 3 Sensitivity for neighbor's property re noise and manure storage.
- 3 Tax breaks.
- 3 No hormones or messing with nature.
- 3 Hire lobbyists, public relations and promote tourism, products.
- 3 More advertisement (newspaper, TV, etc.).
- 2 Providing land and expertise to local "city" people to grow vegetables like a "Co-op."
- 2 Pay more to farmers for products.
- 2 Organic produce, no pesticides.
- 2 Get DEC, EPA out of their hair.
- 2 On-going compliance to Health Dept standards.
- 2 Grants.
- 2 Low interest loans.
- 2 Avoid water pollution.
- 2 Clean up roadways
- 2 Treat their animals humanly
 - Best left to those who know more about this
 - Save old barns
 - Sharing time and/or equipment
 - More visibility in local grocery stores
 - Work with sportsmen and people won't feel the way they do about farmers.
 - Open houses.

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Ideas for Town government to implement:

- 18 Tax breaks
- 5 Why not open a farmers' market in each town and sell produce, cheese, etc..
- 5 Pride, get people to clean up their property
- 2 Restrict development in farm areas
 - Limit building lots to 1 acre or more
 - Work together with County
 - Amish are spoiling farm image
 - Advertising
 - Make better use of State and Federal programs already available.
 - Let the free market work
 - Using jail persons to help paint barns, fix fencing, etc.
 - Encourage big chain stores to sell local dairy/produce products.
 - Buy local products for schools, etc.
 - Advertise "NY State - Grown in Fulton County"
- Education
 - Meet with farmers to help improve production and needs
 - Advertisement of local foods and farms
 - Do not restrict the farmers on everything
 - Become more familiar with farm operations
- Low interest loans
- Zoning
- Exemptions
- Grants
- Export local brands, example - sweet corn
- Work with farmers on uses for unused farm land - community gardens, etc.
- Agricultural zoning and taxing policies
- Town-wide clean up day
- Having laws protecting farmers from law suits involving accepted farm practices.
- Use road signs for directions
- Keep roads in good condition
- Preserve farm and pass laws favorable to farming.
- Let farmers pay taxes in product
- Composted manure free for home gardening
- Community gardens
- Handle wetlands with common sense
- Become more involved with agriculture
- Get a sister city/town in the south United States to exchange ideas
- Garbage pickup
- Promote farming through Chamber of Commerce

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Ideas for County government to Implement

- 14 Tax breaks
- 13 Grants and loans to help farmers.
- 3 Larger farmers' markets
- 2 Jail work crews for trimming brush lots, farm upkeep.
- 4 Incentive programs
 - Make it difficult to convert farm property
 - More police checks on open trucks with silage
 - Encourage tourism at a historic region and at the same time farms.
 - Get information to farmers on crop products in high demand
- 2 Promote buy local idea
 - An old fashion way of farming
 - Garbage pick up already doing recycle
 - Make better use of State and Federal programs already available
 - Emergency funds for poor crop
 - Help farmers whenever they need help - money or otherwise
 - Zone areas for farming
 - Do not loan U.S. dollars to someone in Turkey to start a cheese factory
- 3 Set up program to educate farmers on better business practices
 - Some subsidizing
 - Favorable tax treatment for open land
 - If farmers are willing to be good producers of their crops, reduce taxes for a few years until back on feet.
 - Wean farmers off subsidies
- 2 Community gardens
- 4 Cooperation with farmers/don't tie their hands
- 2 Stop allowing farm land to be used for housing development
 - Appearance and pride
 - Support agriculture stability and growth
 - Keep in touch with New York State Farm Bureau and needs of farmers
 - The natural way of farming
 - Improve recreation trails for snowmobiles and 4-wheelers
- 2 Having laws protecting farmers from law suits involving accepted farm practices
 - Restrict mining operations
 - Have a farmer's Co-op do the factory and it would increase income for them
- 8 Promotion of ag industry
 - Composted manure free for home gardening
 - Remove the middleman and allow the farmer to get a good price
 - Push realtors to sell pre-existing homes
 - Create a farm assistance public citizen committee
 - Improve road marking signs poorly placed
 - Keep good water quality
 - Community service work crews in field trip
 - Use common sense on what is wetlands
 - Create incentive scholarships for local children or out of towners to return to area to work
 - Show pride in ownership; keep buildings and lots cleaned and maintained

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Ideas for others to implement:

- 7 Open a farmers' market in town and sell produce, cheese, etc.
- 3 Promote local farm products
- 2 Inspect farms for health issues
- 2 Support of local growth - products, produce, dairy, etc.
 - Educate the citizens on local economic impact
 - Make low-interest loans available
 - Break on land tax for farmed lands
 - Too many middle men causing dairy products to cost too much
 - Guidance for farmers to avoid damage to neighbors through their construction projects and habits
 - Less government control
 - Clean up industrial site (example bike trail)
 - Learn more about farming and what is involved in the day to day operations
 - Farm equipment is very expensive so farmers should get a tax break on implements
 - Advertising breaks
 - Farmers have tough jobs and are under-appreciated
 - Buy and store local goods (non-perishables)
 - Farmers in our area need to be innovative and educated
 - More money for milk
 - Form Co-ops to sell produce
 - Promote farming in local education
 - Spotlight farm families in local news
 - If their crops have had a bad year, waive their loan payments for a year
 - Encourage unused land to be planted with trees, etc.
 - Put numbers on commercial properties
 - Organic growing practices
 - Support existing farms and establishment of new farms
 - Encourage farmers to continue agriculture
 - More Ag Day programs for children to be exposed to
 - Create incentive scholarships for local children or out of towners to return to area to work
 - Show pride in ownership; keep buildings and lots cleaned and maintained
 - Educate children on food option alternative sources
 - Buy county and state produced farm products
 - Community gardens
 - Visit farming operation for insight