

**Broome County, New York - 2001 Agricultural Producer Survey - 83 Responses**

**Section I: The Farm Operation**

1) What is your farm operation's acreage?

<b>18,287</b>	<b>Total Acres</b>
<b>223</b>	<b>Average Acres</b>

<b>Land Owned</b>	<b>Total Acres</b>	<b>Average</b>
<b>Total acres owned</b>	<b>17,031</b>	<b>230</b>
<b>Tillable acres capable of being cropped</b>	<b>10,240</b>	<b>174</b>
<b>Crop acres (continually rotational)</b>	<b>4,932</b>	<b>130</b>
<b>Permanent pasture</b>	<b>3,248</b>	<b>49</b>
<b>Woodland</b>	<b>5,166</b>	<b>80</b>

<b>Land Rented</b>	<b>Total Acres</b>	<b>Average</b>
<b>Total acres owned</b>	<b>3,053</b>	<b>134</b>
<b>Tillable acres capable of being cropped</b>	<b>2,465</b>	<b>130</b>
<b>Crop acres (continually rotational)</b>	<b>1,904</b>	<b>173</b>
<b>Permanent pasture</b>	<b>267</b>	<b>38</b>
<b>Woodland</b>	<b>192</b>	<b>64</b>

2) Have you sold any Agricultural zoned land owned in Broome County in the last 10 years?

<b>22</b>	<b>Yes</b>
<b>56</b>	<b>No</b>

<b>1794</b>	<b>Acres Sold</b>
<b>82</b>	<b>Average</b>

**What happened to the land you sold?**

**Reason for selling property?**

<b>7</b>	<b>Being developed for homes</b>
<b>4</b>	<b>Sold to a non-farmer, rented to a farmer</b>
<b>3</b>	<b>Idle</b>
<b>3</b>	<b>Sold to a farmer</b>
<b>1</b>	<b>For son's home</b>
<b>1</b>	<b>For use as a single horse farm</b>
<b>1</b>	<b>Gave to daughter to build her house</b>
<b>1</b>	<b>Pasture; hay cut</b>
<b>1</b>	<b>Sold land to lumber company</b>
<b>1</b>	<b>Still being cropped</b>
<b>1</b>	<b>Stone quarry</b>
<b>1</b>	<b>Timberland</b>
<b>1</b>	<b>Town needed land for building and parking</b>
<b>1</b>	<b>Town of Barker "Barn"</b>

<b>10</b>	<b>Not good for farming</b>
<b>7</b>	<b>Supplement income</b>
<b>1</b>	<b>Capital to expand</b>
<b>1</b>	<b>Cutting back operation</b>
<b>1</b>	<b>Estate sale</b>
<b>1</b>	<b>Family</b>
<b>1</b>	<b>Had to pay the high taxes</b>
<b>1</b>	<b>reduce capital gains tax</b>
<b>1</b>	<b>Sold dairy cows</b>
<b>1</b>	<b>Town need "Salt" barn</b>
<b>1</b>	<b>Town needed land</b>
<b>1</b>	<b>Wanted to seel building</b>

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3) Have you purchased any Agricultural land in Broome County in the past 10 years?

17	Yes
64	No

1517	Acres Purchased
82	Average

Year Purchased	
1991	1
1992	2
1994	1
1995	2
1997	1
1998	4
1999	2
2000	2

Reason for purchasing property?

9	Needed more land to farm
9	Buffer from encroaching non-farm neighbors
4	Real estate investment
1	To prevent encroachment on well

4) Is your farm located within an Agricultural District?

69	Yes
6	No

5) Did you raise any crops during the 1999/2000 calendar year?

62	Yes
19	No

6) Please indicate how much of each crop you grew during the 1999/2000 calendar year.

	Acres	Average
Alfalfa	1,837	77
Other hay	5,754	113
Corn/silage	1,310	69
Corn grain	302	34
Small grains	262	19
Fruit	13,000 bushels	13,000
Timber	540	180
Timber Sales (\$)	124,200	15,525
Pasture	1,420	65
Potatoes	50 bushels	50
Maple syrup	370 gallons	185
Vegetables (including sweet corn)	1,580 bushels	316
Pumpkins	100,000 pounds	100,000

7) Did your farm produce any milk in 1999/2000?

8	Yes
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12,058,687	pounds total
1,507,336	pounds average

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8) Did you raise any livestock for business purposes?

47	Yes
29	No

9) How many animals listed below were in your farm operation in the 1999/2000 calendar year?

	Number	Average
Cow dairy	2,981	186
Replacement heifers	2,455	153
Beef	806	30
Hogs	61	20
Sheep	578	96
Horses/ponies	280	18
Goats	108	36
Aquaculture	50	50
Poultry	580	116
Rabbits	140	70

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10) Did you house or board any livestock during the 1999/2000 calendar year?

17	Yes
51	No

11) How many of the following livestock did you board or house in 1999/2000?

	Number	Average
Beef cattle	173	19
Dairy cattle	530	265
Heifers	500	500
Sheep	3	3
Swine	4	4
Chickens	130	65
Goats	40	40
Horses	64	8
Turkeys	45	45
Geese	30	30
Ducks	20	20

12) Did your farm provide or sell any services in 1999/2000?

Farm tours	\$8,100
Equipment sales	\$21,000
Equipment repairs	\$1,000
Custom machine work	\$18,720
Trucking	\$2,000

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**13) In 1999/2000, did you sell any:**

	<b>No.</b>	<b>Tons</b>	<b>Sales</b>
Sand	1	14,000	\$10,000
Stone	2	10,000	\$11,000
Gravel	3	50,000	\$58,000

**14) With regard to your farm's principal product, please answer the following:**

	<b>Average</b>
<b>What percentage of your total dollar sales are DIRECT?</b>	58.4%
<b>What percentage of your total dollar sales are DIRECT WHOLESALE?</b>	45.1%
<b>What percentage of your total dollar sales are TRADITIONAL WHOLESALE?</b>	70.5%

**15) Which of the following  
DIRECT market channels  
do you use to sell your products?**

<b>Your own roadside stand</b>	14
<b>Other farmers</b>	9
<b>Pick-your own</b>	9
<b>Farmers markets</b>	5
<b>Mail-order</b>	4
<b>Community supported agriculture</b>	3
<b>NONE</b>	20

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**16) Where do you sell your agricultural products?**

**What percent of your primary agricultural products do you sell that way?**

<b>Outlet</b>	<b>Products</b>	<b>No.</b>	<b>Average %</b>
<b>Co-op</b>	<b>Milk</b>	<b>5</b>	<b>100%</b>
<b>Direct marketing</b>	<b>Beef</b>	<b>14</b>	<b>50%</b>
	<b>Hay</b>	<b>6</b>	
	<b>Vegetables/fruit</b>	<b>8</b>	
	<b>Lamb</b>	<b>4</b>	
	<b>Hogs</b>	<b>2</b>	
	<b>Christmas trees</b>	<b>2</b>	
	<b>Milk</b>	<b>2</b>	
	<b>Others</b>	<b>8</b>	
<b>Wholesale</b>	<b>Beef</b>	<b>3</b>	<b>49%</b>
	<b>Hay</b>	<b>2</b>	
	<b>Christmas trees</b>	<b>2</b>	
	<b>Milk</b>	<b>2</b>	
	<b>Others</b>	<b>6</b>	
<b>Auctions</b>	<b>Beef</b>	<b>14</b>	<b>57%</b>
	<b>Calves/cull cows</b>	<b>9</b>	
	<b>Lambs</b>	<b>2</b>	
	<b>Others</b>	<b>6</b>	
<b>Retail</b>	<b>Miscellaneous</b>	<b>4</b>	<b>75%</b>
<b>Farmers' markets</b>	<b>Miscellaneous</b>	<b>2</b>	<b>51%</b>
<b>Mail-order</b>	<b>Miscellaneous</b>	<b>2</b>	<b>8%</b>
<b>U-pick</b>	<b>Miscellaneous</b>	<b>3</b>	<b>34%</b>
<b>Groceries</b>	<b>Miscellaneous</b>	<b>3</b>	<b>37%</b>
<b>Restaurants</b>	<b>Miscellaneous</b>	<b>1</b>	<b>5%</b>
<b>Other</b>	<b>Miscellaneous</b>	<b>3</b>	<b>58%</b>

**17) Approximately what percent of your agricultural products are sold outside Broome County?**

<b>Less than 1%</b>	<b>14</b>
<b>1 to 24%</b>	<b>13</b>
<b>25 to 50%</b>	<b>8</b>
<b>51 to 75%</b>	<b>4</b>
<b>More than 75%</b>	<b>26</b>

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18) Where do you sell your agricultural products? What percent of your products do you sell there?		No.	Avg. %
		Broome	21
Chenango	12	32%	
Tioga	7	64%	
New York	6	79%	
Tompkins	4	56%	
Otsego	4	50%	
Canadaigua	2	65%	
Bronx	2	100%	
Cortland	2	18%	
Westchester	1	25%	
Nassau/Suffolk	1	25%	
Cayuga	1	70%	
Delaware	1	5%	
Mixed Counties, NYS	2	30%	
Bradford, PA	1	30%	
Lancaster, PA	1	30%	
Outside of NYS	1	57%	

19) What are some of the reasons that you sell your agricultural products outside Broome County?	No market(s) for products in Broome County	22
	Selling prices are higher	17
	Customers reside there	3
	Milk hauler	2
	Casual sales	1
	Demand stronger with larger farms in the West	1
	Dependent upon where person lives	1
	Developed through roadside sales	1
	Live close to County line	1
	Local stores bias and lack of information	1
	Mail order	1
	No auction houses	1
	On demand	1
	Standing hay sold to neighbor in Tioga County	1
	Take product to auctions	1
When someone needs hay	1	

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20) About percent of ALL your marketable products were NOT sold in 1999/2000? 28%

21) What were the reasons for this?

	Lack of markets	11
	Poor quality/damaged	6
	Kept for own use	6

22) Where do you purchase your farm supplies?  
Please estimate the percentage you purchase from each of the following for a typical year.

	No.	Avg. %
Broome County	64	58%
Cortland	40	44%
Chenango	18	41%
Tioga	9	36%
Mixed counties	7	36%
Delaware	5	27%
Otsego	3	8%
Seneca	3	17%
Greene	1	50%
Madison	1	90%
Monroe	1	60%
Onondaga	1	20%
Sullivan	1	25%
Wayne	1	50%
Outside of NYS	22	38%

23) In the past five years, have you considered.....?

	Adding new crops or animal species	25
	Entertainment farming or agri-tourism	13
	Organic production	13
	Providing custom services	11
	Producing high-value crops	9
	Value-added products	7

24) Are you interested in your farm business growing and/or diversifying?

	Yes	No	Not sure
Growing	37	22	13
Diversifying	18	16	17

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25) What alternative enterprises, if any, have you explored?

Can you also tell us what happened?

Custom work

Hay sales

Goats, but limited market for meat; to market cheese and milk

Weaving business was very successful but no can't compete with Chinese

Wholesale Christmas ornaments very successful; but shipping too high

Trucking

Custom cropping

Raising steers

Board and training horses - still in process

Feed stores - still in process

Aquaculture - found too much investment, little return

Planning retirement - phasing out livestock, will sell hay

Bakery - done well

Gift shop - very successful

Reduced U-pick and now depend on over the counter sales - done very well

Organic vegetable production - local buyers do not want to pay a premium for this.

We switched from heifer replacement to beef

Investigated entertainment. Cost of insurance and labor were the deciding factors

Christmas trees, market flooded, deer problem, want to grow hardwood for future generations

Fruit and vegetables are doing very well, but big deer problem

Raising different crops for sale, land not productive enough

Crops and vegetables eaten by deer and turkeys

Teaching riding to high school and college kids, need a teacher in each school to be leader of club

Greenhouses for berry production

Jam and jelly production

Farm museum, education center

Part-time "woodmizer" sawmill, doing wood lawn products considered for near future

Investigating composting

Hunting leases

Organic farmer 25 years, marketed 100% of custom grown products directly to steady customers

Would grow more vegetables - specialty for ethnic local population and strawberries

Custom services. As business grew, not enough time or profit margin to put up capital

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26) What do you think would be the impact of the following factors on your farm's profits over the next 10 years?

	Major impact	Limited impact	No change	Not sure
Available markets	41	17	6	4
Changing consumer tastes	27	21	8	8
Higher consumer incomes	20	20	17	10
USDA commodity programs	11	22	24	11
Labor availability	16	15	25	6
Wage rates	16	16	23	6
Environmental regulations	35	23	7	5
Financing availability	14	16	26	9
Agricult land availability	20	18	27	3
Property taxes	38	15	4	1
Capital gains tax	28	17	14	4
Alternative enterprises	13	20	17	8
NAFTA and/or GATT	17	12	21	15
Cost-profits margin of selling	42	9	9	7
CRP-Conserv Reserve Prog.	9	23	22	15
Labor regulations	13	23	23	5
Insurance	31	27	12	0
Support services and bus.	16	30	11	6
Pesticide availability	16	18	27	4
Energy cost	36	26	7	0
Feed cost relative to milk price	18	7	27	8
Media image	20	17	18	11
Others	3	0	0	0

27) How many years do you feel your present farm operation will continue?

Less than a year - in process of exiting farming	2
1-5 years	21
6-10 years	23
11-15 years	10
16 or more	22

28) What percentage of your gross sales was required to operate your farm operations last year?

**86%** average of GROSS SALES in 1999/2000

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29) If you have scaled down your farming operation or stopped providing certain products during the past 5 years, what changes were made and why do you feel they occurred?

- Labor, lack of quality (2 responses)
- Age, cutting back (2 responses)
- Not enough profit selling milk
- Less field corn due to deer damage
- Less alfalfa due to deer damage
- Weaving - Chinese competition
- Less cattle
- Lack of local farms
- Reduced beef from 23 to 5 - sell calves each year
- Not as much U-pick
- No longer raise grain or oats for feed, job getting easier
- No longer farm, subsistence farming, no profit
- Poor milk price
- Quit raising corn and grain as well as beef due to health and age
- The farming operation has been strictly curtailed
- Removed 75% of apple trees - goal is to raise enough apples to satisfy U-pick demand
- Had to stop growing fruit trees, Christmas trees, hardwood seedlings - deer damage
- Less haying due to weather and labor
- Had to sell tractor, haying equipment to pay taxes and mortgage
- Sweet corn eaten by deer and turkeys
- Used saddles and tack offered on Internet (very cheap)
- Horses are cheaper and harder to sell on Internet because of newness
- Stopped commercial vegetable products because lacked suitable land
- Reproduction problems
- Shut down broiler operation - lost market
- In process of transferring ownership; a gradual process
- Death of spouse; sold cows and young stock
- Could not find suitable employees and could not afford adequate compensation

30) Have you begun to develop an estate plan?	Considering plan	21
	Beginning plan	19
	Completing plan	20
	Not considering	18

31) Do you feel that estate taxes might create a barrier to holding on to the farm for future agricultural purposes?	Yes	36
	No	38

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32) How would you characterize your agricultural enterprise? Would you consider it to be a...	Sole proprietorship	60
	Partnership	16
	For profit corporation	3
	Non-profit corporation	3
	Limited liability company	2
	Other	0
33) Which category best represents your gross annual sales for a typical year?	Less than \$10,000	36
	\$10,000 to \$29,999	22
	\$30,000 to \$59,999	6
	\$60,000 to \$99,999	5
	\$100,000 to \$249,999	7
	\$250,000 to \$500,000	3
	Over \$500,000	5
34) Do you consider yourself to be a full or part-time farmer?	Full-time	38
	Part-time	40
How many hours per week do you devote to farming?		31.22 hours average
Do you have off-farm employment?	Yes	31
	No	14
What percent of your total work time (both off and on-farm) is allocated to your farming operation?		47% average
35) Is your spouse involved in your farm operation?	Yes	38
	No	26
What percentage of your spouse's work time is devoted to the farming operation?		40% average
Does your spouse have off-farm employment?	Yes	32
How many hours per week?		24.96 hours average
36) What percentage of your family income comes from sources OFF THE FARM?		71% average

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37) How many years have you operated and/or owned a farm (include all other farms you've owned and operated, as well as this one)? 29% average

38) How many more years do you plan to continue to farm? 15.03 years average

39) How many years have you worked in farming? 45.44 years average

40) What year were you born?

Year	No.	%
1909-1919	4	5%
1920-1925	9	11%
1930-1939	16	20%
1940-1949	31	39%
1950-1959	17	21%
1966-1967	2	3%
1973	1	1%

41) Does your family have...

	Yes	No	Not sure
COMPREHENSIVE Health Insurance	64	8	2
CATASTROPHIC Health Insurance	19	21	3
OTHERS:	5	0	0
Disability policy	1		
Medicare & Supp	1		
HMO	1		
Medicare	1		
Term/life	1		

42) Is your insurance provided by an off-farm job?

	Yes	No	Not sure
COMPREHENSIVE Health Insurance	51	19	0
CATASTROPHIC Health Insurance	17	15	1
OTHERS:	2	0	0
Supplemental insurance	1		
Medicare	1		

**Section 2: Your Employees**

1) How many full-time, seasonal workers, or family members worked on your farm in 1999/2000?

	Number	Average
<b>NON-FAMILY MEMBERS</b>		
<b>Year-round workers:</b>		
Full-time	66	4.4
Reg. Part-time	32	2.9
<b>SUB-TOTAL</b>	<b>98</b>	<b>3.8</b>
<b>Seasonal workers:</b>		
Full-time	6	1.2
Part-time	32	2.7
<b>SUB-TOTAL</b>	<b>38</b>	<b>2.2</b>
<b>TOTAL</b>	<b>136</b>	<b>6.0</b>
<b>FAMILY MEMBERS</b>		
Partner	13	1.4
Spouse	22	1.0
Children	49	2.0
Relatives	18	1.8
<b>TOTAL</b>	<b>102</b>	<b>6.2</b>

2) What is your average hourly rate for the following workers?

<b>Full-time</b>	1	\$9.00
	1	\$8.00
	2	\$7.50
	3	\$7.00
	1	\$5.25

<b>Part-time</b>	1	\$8.50
	4	\$7.00
	2	\$6.50
	6	\$6.00
	1	\$5.15
	1	\$5.00
	1	\$5.25
	1	\$4.75

<b>Seasonal</b>	1	\$7.00
	3	\$6.00
	1	\$5.50
	1	\$5.00

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3) Do you provide your employees with other benefits such as insurance, housing, milk, meat, etc.?  Please list those benefits:	Housing	5
	Meat	5
	Insurance	3
	Milk	2
	Meals	1
	Produce	1
	Retirement	1

4) Do you use migrant workers in your operation? None

5) What barriers have you experienced in using migrant workers? N/A

6) If using migrant workers were a viable option for you, would you consider hiring them?	Yes	8
	No	23

7) Overall, how would you rate your employees' work ethics?

Excellent	12
Good	17
Fair	7
Poor	1
Very Poor	0

8) Overall, how would you rate your employees with respect to the quality of their work?

Excellent	11
Good	17
Fair	4
Poor	1
Very Poor	0

9) In which of the following categories does your business have problems recruiting employees?

Category	Not a problem	A real problem	Not sure
Skilled	13	8	9
Semi-skilled	11	10	10
Unskilled	18	5	8

10) If your business has a problem recruiting in any of these categories, please describe the nature of your recruiting problem.

Available labor has low-level skills	12
Wage requirements high for skilled labor	8
Poor work attitudes	7
High competition for skilled employees	5
High cost of training employees	2
Skilled labor reluctant to migrate here	1
DOES NOT APPLY	18

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**11) Over the next two years, do you think that your business will experience an increase or decrease in the number of its employees? Or do you think things will remain pretty much the same?**

<b>Increase</b>	<b>5</b>
<b>Same</b>	<b>30</b>
<b>Decrease</b>	<b>8</b>
<b>Not sure</b>	<b>7</b>

**12) A list of training resources follows. Indicate if any of the following have been a source of trained employees for your business.**

<b>Previous job experience</b>	<b>15</b>
<b>On the job training</b>	<b>10</b>
<b>Cornell Cooperative Extension</b>	<b>4</b>
<b>Community college/universities</b>	<b>2</b>
<b>BOCES</b>	<b>1</b>
<b>Customized job training</b>	<b>1</b>
<b>NYS Job Service/Department of Labor</b>	<b>1</b>
<b>Targeted Job Tax Credits</b>	<b>1</b>
<b>Other</b>	<b>1</b>

**Section 3: Factors Affecting Your Future**

**1) How useful is the farm management information you receive from the following?**

	<b>Useful</b>	<b>Not useful</b>	<b>Don't use or receive</b>
<b>Other farmers</b>	<b>104</b>	<b>4</b>	<b>7</b>
<b>Farm publications</b>	<b>57</b>	<b>5</b>	<b>4</b>
<b>USDA agencies (NRCS, FSA)</b>	<b>46</b>	<b>9</b>	<b>8</b>
<b>Soil &amp; Water Conservation District</b>	<b>46</b>	<b>11</b>	<b>7</b>
<b>Agri-Service</b>	<b>37</b>	<b>7</b>	<b>19</b>
<b>NYS Dept. of Agriculture &amp; Markets</b>	<b>31</b>	<b>20</b>	<b>13</b>
<b>Cornell-Cooperative Extension</b>	<b>27</b>	<b>6</b>	<b>6</b>
<b>Newspapers</b>	<b>21</b>	<b>31</b>	<b>10</b>
<b>Non-farming friends/relatives</b>	<b>20</b>	<b>20</b>	<b>25</b>
<b>Computer/satellite link</b>	<b>9</b>	<b>24</b>	<b>20</b>
<b>Television/radio</b>	<b>9</b>	<b>35</b>	<b>11</b>

<b>2) What type of changes do you anticipate making in your farming operation during the next 10 years?</b>	<b>No change</b>	<b>20</b>
	<b>Diversify enterprises/markets</b>	<b>17</b>
	<b>More livestock</b>	<b>14</b>
	<b>Major capital improvements</b>	<b>12</b>
	<b>Retire</b>	<b>11</b>
	<b>Sell land</b>	<b>5</b>
	<b>Fewer livestock</b>	<b>4</b>
	<b>More acreage</b>	<b>4</b>
	<b>Sell whole farm</b>	<b>4</b>
	<b>Less acreage</b>	<b>1</b>
	<b>Off-farm job</b>	<b>1</b>

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**3) What do you hope to/intend to do with your land upon requirement?**

<b>Transfer to family members who plan to farm</b>	<b>39</b>
<b>Transfer to family member for non-farm use</b>	<b>16</b>
<b>Sell to other farmers</b>	<b>14</b>
<b>Sell to non-farmers</b>	<b>11</b>
<b>Other:</b>	<b>7</b>
<b>Build houses</b>	
<b>Additional crops</b>	
<b>Live there</b>	
<b>Get as much as possible when I sell</b>	
<b>Not sure</b>	
<b>Hard to sell farm</b>	
<b>Live on farm as a subsistence farmer</b>	

**4) To what extent will the following factors have a negative impact?**

	<b>A lot</b>	<b>Somewhat</b>	<b>Not at all</b>
<b>Farm income</b>	41	17	9
<b>Taxes</b>	38	23	9
<b>Federal regulations</b>	36	10	11
<b>State regulations</b>	35	11	11
<b>Local land-use regulations</b>	31	19	17
<b>Watershed regulations</b>	28	10	16
<b>Need new equipment</b>	22	27	18
<b>Development pressures</b>	16	26	21
<b>Need new facilities</b>	15	21	27
<b>Non-farm neighbors</b>	14	30	20
<b>Capital available</b>	11	24	23
<b>Traffic</b>	10	25	25
<b>Labor shortage/turnover</b>	10	16	34
<b>Ability to expand/diversify</b>	8	26	25
<b>Credit available</b>	6	21	34
<b>Other</b>	2	0	0
<b>Age</b>	1	0	0
<b>Available Farmer's Market</b>	1	0	0

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**5) How effective are the following in supporting and promoting agriculture in Broome County?**

	<b>Effective</b>	<b>Ineffective</b>	<b>Not sure</b>
<b>Cooperative Extension</b>	<b>63</b>	<b>6</b>	<b>6</b>
<b>Farm Bureau</b>	<b>53</b>	<b>12</b>	<b>10</b>
<b>Soil &amp; Water Cons. District</b>	<b>49</b>	<b>10</b>	<b>14</b>
<b>Veterinarians</b>	<b>42</b>	<b>14</b>	<b>18</b>
<b>4-H</b>	<b>33</b>	<b>16</b>	<b>22</b>
<b>County Ag. &amp; Farmland Bd.</b>	<b>31</b>	<b>10</b>	<b>27</b>
<b>NYS Ag &amp; Markets</b>	<b>29</b>	<b>17</b>	<b>23</b>
<b>Farm supply/equip dealers</b>	<b>27</b>	<b>16</b>	<b>19</b>
<b>FFA</b>	<b>24</b>	<b>15</b>	<b>32</b>
<b>Banks and other lenders</b>	<b>23</b>	<b>23</b>	<b>23</b>
<b>NYS DEC</b>	<b>21</b>	<b>29</b>	<b>21</b>
<b>County Government</b>	<b>10</b>	<b>33</b>	<b>26</b>
<b>County Planning &amp; Ec. Dev.</b>	<b>5</b>	<b>30</b>	<b>34</b>
<b>Chamber of Commerce</b>	<b>5</b>	<b>38</b>	<b>28</b>
<b>NYS DOS</b>	<b>3</b>	<b>31</b>	<b>35</b>
<b>NOFA</b>	<b>2</b>	<b>0</b>	<b>0</b>
<b>Forest owner groups</b>	<b>2</b>	<b>0</b>	<b>0</b>
<b>NYS DOL</b>	<b>1</b>	<b>35</b>	<b>34</b>
<b>IDA</b>	<b>1</b>	<b>37</b>	<b>31</b>
<b>Grange</b>	<b>1</b>	<b>0</b>	<b>0</b>

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**6) How interested are you in the following topics?**

	<b>Very</b>	<b>Some</b>	<b>Little</b>	<b>None</b>
<b>Energy costs/energy conservation</b>	42	26	5	2
<b>Environmental regulations</b>	37	25	6	5
<b>Marketing strategies</b>	34	21	9	8
<b>State finance incentives for farming</b>	31	22	9	8
<b>Pesticide and fertilizer regulations</b>	30	26	8	10
<b>improving your woodlot</b>	28	24	9	11
<b>Influencing potential customers</b>	27	23	10	10
<b>Alternative farming opportunities</b>	26	22	11	15
<b>Opportunities for local processing</b>	24	21	13	14
<b>Estate planning</b>	23	31	13	7
<b>Business plan</b>	23	25	11	11
<b>Resource conservation</b>	21	32	8	5
<b>Regulations on employing workers</b>	13	20	11	27
<b>Labor availability</b>	12	12	18	29
<b>Tax information on employees</b>	10	15	14	30
<b>Labor issues</b>	9	18	15	26
<b>Health care for employees</b>	6	13	19	21
<b>Other</b>	1	0	0	0
<b>Loans for farms</b>	1	0	0	0

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## Section 4: State and Federal Agencies, Policies & Programs

- 1) If you've had the opportunity to deal with any of the following city, state, or federal programs, policies and agencies in the last five years, please indicate your satisfaction or dissatisfaction with each.

State Agencies	Very Satisfied	Satisfied	Not Satisfied	Very dis-satisfied	No Contact
NYS Dept. of Environmental Conservation	11	25	7	3	28
NYS Dept. of Agriculture & Markets	9	20	4	1	34
Community college/universities	7	17	3	2	38
NYS Dept. of Transportation	3	8	4	2	52
NYS Dept. of Health	2	9	4	3	53
Empire State Economic Development	2	4	4	0	58
NYS Dept. of Labor	1	5	5	2	54
NYS Public Utility Commission	1	3	3	3	56

Federal Agencies	Very Satisfied	Satisfied	Not Satisfied	Very dis-satisfied	No Contact
Farm Service Agency	28	10	4	1	21
USDA - US Dept. of Agriculture	22	21	2	1	23
Federal Emergency Management	3	7	2	2	55
Rural Development	3	7	5	5	47
Environmental Protection Agency	2	6	2	1	53
Small Business Administration	1	5	2	3	51
Occupational Safety & Health	1	3	2	0	63
US Dept. of Commerce	1	2	2	4	56
Cooperative Extension	1	0	0	0	0

State or Federal Policies & Programs	Very Satisfied	Satisfied	Not Satisfied	Very dis-satisfied	No Contact
Highway programs	1	12	1	3	52
Energy credit program	1	9	4	3	50
Public training provider (BOCES)	1	8	3	1	54
Worker's Compensation	1	5	10	4	50
Unemployment Compensation	0	2	4	2	61
Small business policy	0	2	5	3	58
State welfare programs	0	0	6	7	55

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2) **Should the state government put more, less, or the same amount of effort in the following if it is to help Broome Co. farmers?**

**How important is this to you as a Broome County Farmer?**

	<b>More</b>	<b>Same</b>	<b>Less</b>	<b>Very</b>	<b>Some</b>	<b>Not</b>
<b>Establish/improve markets</b>	69	9	0	51	17	2
<b>Lower taxes of goods, inheritance</b>	62	30	0	41	17	1
<b>Tax incentives</b>	59	10	2	39	15	1
<b>Preserve/protect farmland</b>	57	10	2	43	13	4
<b>Provide incentives</b>	49	15	0	35	18	4
<b>Keep insurance prices down</b>	43	7	3	43	10	4
<b>Help find alternative cash crops</b>	43	21	0	32	26	8
<b>Incentives - new approaches</b>	41	20	2	27	24	3
<b>Reduce imports</b>	37	19	6	29	17	9
<b>Enhance financing opportunities</b>	32	23	7	19	23	9
<b>Funding for ag-research</b>	31	26	4	22	25	5
<b>Export opportunities</b>	31	20	6	18	21	10
<b>Grant to develop new products</b>	28	31	2	21	22	8
<b>Fertilizer, pesticide regulation</b>	22	30	16	28	21	6

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**Section 5: City and County Departments**

1) City and County Departments	Very Satisfied	Satisfied	Not Satisfied	Very dis-satisfied	No Contact
Broome Co. Cooperative Extension	39	23	3	8	10
Broome Co. Chamber of Commerce	5	4	4	2	56
Broome Co. Health Department	2	7	3	3	57
Broome Co. Planning & Econ. Development	1	1	2	1	59
Office of Employment & Training	0	2	3	0	62
Broome Co. IDA	0	1	2	0	66

2) Should the local government put more, less, or the same amount of effort in the following if it is to help Broome Co. farmers?

How important is this to you as a Broome County Farmer?

	More	Same	Less	Very	Some	Not
Establish/improve markets	49	11	0	34	20	4
Property taxes	65	2	0	58	6	1
Foster reliable labor	19	28	3	15	24	11
Provide info. on financing/training	20	28	5	12	32	9
Enhance financing opportunities	24	26	4	19	24	14
Education/training	29	21	5	13	27	13
Health care	35	19	3	30	20	7

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**3) What are the three greatest problems you have had or are experiencing in agriculture that you feel government agencies - either at the local, state or federal levels may be able to help with?**

<b>16</b>	<b>Lowering taxes.</b>
<b>13</b>	<b>Restoring/improving markets for products and in new areas such as horse breeding.</b>
<b>12</b>	<b>Improving prices.</b>
<b>11</b>	<b>Protecting the right to farm.</b>
<b>6</b>	<b>Addressing NAFTA and import problems.</b>
<b>6</b>	<b>Miscellaneous</b>
<b>5</b>	<b>Helping to ensure intergenerational transfers of family farms</b>
<b>5</b>	<b>Increasing labor availability</b>
<b>5</b>	<b>Limiting increases in energy, production, equipment and other costs of inputs.</b>
<b>4</b>	<b>Copying with environmental and other regulations.</b>
<b>4</b>	<b>Developing and supporting the timber industry</b>
<b>4</b>	<b>Funding ditching and repairs and other soil and water conservation measures.</b>
<b>4</b>	<b>Keeping government out of farming and reducing its scope</b>
<b>3</b>	<b>Controlling animal damage.</b>
<b>3</b>	<b>Helping to access resources available.</b>
<b>2</b>	<b>Improving understanding and fairness toward agriculture in land use regulation.</b>
<b>2</b>	<b>Increasing public awareness of the value of agriculture.</b>
<b>2</b>	<b>Protecting farmland from development and purchasing conservation easements.</b>

**Section 6: Plans for Renovation and Expansion**

1) Does your agricultural business have a written business plan?	Yes	7
	No	56
	Not sure	3

2) Please indicate which business activities you have done in the past five years and/or plan to do in the next five years.

	Done in past 5 years	Plan to do in 5 years
Starting other business ventures	16	12
Improve facilities	41	24
Change work/business hours	14	9
Participate in joint marketing efforts	8	7
Attend business training	17	11
Computerize record/inventory	19	20
Develop a partnership/corporation farm	10	3
Expanding existing business	17	15
Automation/reduce dependence hired labor	13	10
Downsizing	15	8
Other	2	0
Sold cows	1	0
Construct new facilities	0	1

3) If needed, is land available for your business expansion?

To purchase:	Yes	28	To rent or lease:	Yes	38
	No	23		No	15

# Broome County, New York - 2001 Agricultural Producer Survey - 83 Responses

## 4) What are the obstacles to your business expansion, if any?

12	Poor prices for products produced and lack of profit potential.
7	Lack of local markets.
5	Age.
5	Lack of capital and other resources.
4	Labor availability.
3	Lack of time.
3	Miscellaneous.
3	Poor location, proximity to developed areas.
2	Government and taxes.

## 5) How much do you plan to spend for land; machinery, and buildings on your farm operation in the next four years?

Land	
Less than \$25,000	55
\$25,000-\$50,000	1
\$50,000-\$75,000	1
\$75,000-\$100,000	1
\$100,000-\$200,000	0
More than \$200,000	1

Machinery	
Less than \$25,000	44
\$25,000-\$50,000	13
\$50,000-\$75,000	7
\$75,000-\$100,000	0
\$100,000-\$200,000	2
More than \$200,000	1

Building	
Less than \$25,000	47
\$25,000-\$50,000	11
\$50,000-\$75,000	1
\$75,000-\$100,000	1
\$100,000-\$200,000	1
More than \$200,000	1

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<b>6) In planning for business expansion or improvement, from which of the following organizations have you requested assistance?</b>	<b>Broome Co. Cooperative Extension</b>	<b>22</b>
	<b>Financial Institution</b>	<b>17</b>
	<b>Accountant and/or Financial Planner</b>	<b>15</b>
	<b>Agri-business</b>	<b>11</b>
	<b>FSA</b>	<b>11</b>
	<b>Real Estate Firm</b>	<b>4</b>
	<b>Small Business Admin.</b>	<b>3</b>
	<b>Broome Co. Indust. Dev. Agency</b>	<b>1</b>
	<b>Chamber of Commerce</b>	<b>1</b>
	<b>Farm Credit</b>	<b>1</b>
	<b>NYS Empire State Dev.</b>	<b>1</b>
	<b>Public Official</b>	<b>1</b>
	<b>Small Bus. Dev. Center</b>	<b>1</b>
<b>7) Do you use any of the following as a source of business credit?</b>	<b>Local bank</b>	<b>36</b>
	<b>Farm Credit Service</b>	<b>21</b>
	<b>Credit card</b>	<b>18</b>
	<b>Implement dealer</b>	<b>18</b>
	<b>Credit union</b>	<b>17</b>
	<b>Family</b>	<b>13</b>
	<b>Out-of-county bank</b>	<b>3</b>
	<b>Small business loan</b>	<b>3</b>
	<b>Do not buy on credit</b>	<b>2</b>
	<b>USDA Rural Development</b>	<b>2</b>
	<b>Insurance company</b>	<b>1</b>
	<b>State programs</b>	<b>1</b>

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**Section 7: Assessing Your Community**

1) How satisfied are you with this community in terms of the following factors and features?

	Very Satisfied	Satisfied	Not Satisfied	Very dis-satisfied	Not Sure	N/A
Scenic area	29	27	6	0	1	4
Services (fire, health, etc.)	22	48	7	1	2	0
Location	17	40	5	0	1	0
Access to higher education	17	35	3	0	1	4
Reliability of utilities	14	40	8	0	1	0
Housing	14	39	5	0	1	6
Recreational opportunities	14	38	5	0	1	3
People	13	44	6	3	0	2
Business environment	13	36	20	4	2	2
Schools	13	35	15	4	0	0
Level of crime/vandalism	13	30	12	6	1	1
Land availability	12	37	8	3	1	1
Size of community	8	42	11	2	0	3
Proximity of markets	8	33	15	1	1	2
Arts and cultural activities	8	31	4	1	2	11
Cost of living	6	39	17	5	0	0
Commercial bank services	6	34	6	1	2	9
Proximity of supplies	5	40	21	2	1	1
Land costs	4	32	11	8	1	6
Quality of labor force	4	27	13	5	3	9
Wage rates	4	25	17	4	2	7
Work ethic	4	23	14	8	1	9
Building costs	3	29	21	4	1	2
Abundant labor	3	20	9	10	4	16
Vocational training	2	22	9	1	6	12
Local taxes	2	15	28	17	2	1
State income taxes	2	14	28	15	2	0
Overall cost of doing business	1	30	25	8	0	1
Labor costs	1	25	13	3	3	11
Sales taxes	1	14	29	13	3	1
Unemployment Compensation	1	13	10	3	5	22
Employee training	0	22	6	1	7	16
Transportation costs	0	17	26	9	3	7
Energy costs	0	11	37	9	2	0
State corporate taxes	0	7	12	6	3	26

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2) How satisfied are you with the following locally available services?

	Very Satisfied	Satisfied	Not Satisfied	Very dissatisfied	Not Sure	N/A
<b>Transportation</b>						
Delivery services (UPS, etc.)	19	51	0	1	1	1
Access to roads/highway	16	53	3	0	0	2
Road maintenance	11	51	10	1	1	1
Airport facilities	8	45	8	2	1	8
Public parking	7	38	7	1	2	16
Public transportation	7	32	5	1	6	20
Access to shipping	6	36	4	0	5	18
Access to railroad	1	18	9	2	10	30
<b>Utilities</b>	<b>Very Satisfied</b>	<b>Satisfied</b>	<b>Not Satisfied</b>	<b>Very dissatisfied</b>	<b>Not Sure</b>	<b>N/A</b>
Water supply	12	37	6	0	0	18
Telecommunication	8	51	5	2	0	3
Energy resources (LP, oil)	8	39	11	8	0	5
Electricity	7	46	13	9	1	0
Waste water treatment	3	26	9	4	5	25
Natural gas	3	17	8	4	2	34
<b>Personal Care/Protection</b>	<b>Very Satisfied</b>	<b>Satisfied</b>	<b>Not Satisfied</b>	<b>Very dissatisfied</b>	<b>Not Sure</b>	<b>N/A</b>
Fire protection	16	50	5	1	2	1
Health care/hospital	14	48	9	2	0	0
Police protection	12	51	6	3	2	0
Ambulatory services	10	48	5	1	3	6
Day care	4	25	5	1	5	26
<b>Other</b>	<b>Very Satisfied</b>	<b>Satisfied</b>	<b>Not Satisfied</b>	<b>Very dissatisfied</b>	<b>Not Sure</b>	<b>N/A</b>
Solid waste disposal	8	41	4	0	6	11
Code inspections/permits	5	34	21	4	6	7
Hazardous waste disposal	5	27	9	1	10	17
Other	0	0	0	0	0	0

3) Do you feel that your community (local and county-wide) has a positive or negative attitude towards agriculture and farmers?	Positive	38
	Negative	38

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4) Please explain why you think so.

<b>26</b>	<b>Lack of awareness of agriculture and the challenges and opportunities it presents.</b>
<b>13</b>	<b>Lack of political power with relative decline in farm base population.</b>
<b>8</b>	<b>Farmers are hurt by taxes and regulation and receive little protection themselves.</b>
<b>7</b>	<b>Farming is perceived as contributing to the economy, culture and environment.</b>
<b>4</b>	<b>People willing to support agriculture until it costs them.</b>

5) Do you feel that agriculture in Broome County is perceived by your community as a vital segment of its economy?

<b>Yes</b>	<b>13</b>
<b>No</b>	<b>62</b>

6) Explain why you think this is so.

<b>11</b>	<b>Lack of understanding as to how the food supply works or agriculture in general.</b>
<b>4</b>	<b>Lack of farm base.</b>
<b>3</b>	<b>Over-regulation and over-taxation of land</b>
<b>1</b>	<b>Economy has made it impossible to be a fulltime farmer.</b>
<b>1</b>	<b>Farms smell.</b>
<b>1</b>	<b>Fresh products availability.</b>
<b>1</b>	<b>People do care about farmers' lives.</b>

7) If Broome County had a "buy local" campaign, would your business be interested in participating?

<b>Yes</b>	<b>34</b>	<b>Are you interested as a...</b>	<b>Buyer</b>	<b>8</b>
<b>No</b>	<b>17</b>		<b>Seller</b>	<b>17</b>
			<b>Buyer &amp; Seller</b>	<b>27</b>

8) How would you feel about town government ordinances that would protect agriculture uses in locations where farming is now the principle activity and allow other uses by permit?

<b>Oppose</b>	<b>8</b>
<b>Undecided</b>	<b>11</b>
<b>Might support</b>	<b>22</b>
<b>Definitely support</b>	<b>31</b>