

Yates County, New York
Agricultural Development and Farmland Enhancement Plan

Survey Summary

Cover Letter

Agricultural Producer Survey

Agribusiness Survey

Non-farm Resident Survey

Yates County Agricultural Development and Farmland Protection Plan Agricultural Producer Survey

Please DO NOT complete this survey if you are simply a landowner renting farmland to a farmer. All information is STRICTLY CONFIDENTIAL (see cover letter) and will only be used in a total form.

1) Please tell us, by town, where your farm is principally located within Yates County?

<input type="checkbox"/> Barrington	<input type="checkbox"/> Jerusalem	<input type="checkbox"/> Potter
<input type="checkbox"/> Benton	<input type="checkbox"/> Middlesex	<input type="checkbox"/> Starkey
<input type="checkbox"/> Italy	<input type="checkbox"/> Milo	<input type="checkbox"/> Torrey

2) How many total acres of land do you farm within Yates County? Acres

How much of the farmland that you rent or use belongs to other landowners? Acres

How much of the land you own is simply idle (not used for buildings, crops, pasture or as an active woodlot)? Acres

How many total acres of land, if any, do you farm outside of the County? Acres

How many acres of the land you farm (own or rent) is within an Ag District? Acres

Have you relocated your farm from elsewhere to Yates County? Yes No

3) Please tell us the type and the size of your farm enterprise(s) by acres and/or animals:

CROP ACREAGE IN 2001		NUMBER OF ANIMALS IN 2001	
<input type="text"/>	Grapes	<input type="text"/>	Tree fruits
<input type="text"/>	Vegetables	<input type="text"/>	Christmas trees
<input type="text"/>	Grain corn	<input type="text"/>	Maple trees
<input type="text"/>	Silage corn	<input type="text"/>	Timberland
<input type="text"/>	Hay	<input type="text"/>	Dairy cows
<input type="text"/>	Other field crops	<input type="text"/>	Dairy heifers
<input type="text"/>	Herbs, flowers & perennials	<input type="text"/>	Calves
<input type="text"/>	Small fruits (other than grapes)	<input type="text"/>	Beef cattle
<input type="text"/>	Nursery/greenhouse	<input type="text"/>	Sheep
<input type="text"/>	Other crops: _____	<input type="text"/>	Rabbits
		<input type="text"/>	Fish
		<input type="text"/>	Deer or exotic species
		<input type="text"/>	Sheep for Meat & Wool
		<input type="text"/>	Other animals: _____
		<input type="text"/>	Dairy Goats
		<input type="text"/>	Dairy Sheep
		<input type="text"/>	Meat Goats
		<input type="text"/>	Hogs
		<input type="text"/>	Poultry
		<input type="text"/>	Bee colonies
		<input type="text"/>	Horses/ponies

4) How do you sell what you produce? (CHECK ALL THAT APPLY)

Sell to a cooperative or dairy/food processor

Sell through auction or to broker, dealer or other third party

Sell directly to consumers (farm stand, U-pick, mail order, Consumer Supported Agriculture)

Sell directly to other businesses or organizations for use in their operations

Do you operate a roadside stand? Yes No

If so, is it a seasonal operation? Yes No

Do you need additional help with direct marketing? Yes No

If you answered yes to the last question, please check the appropriate category(ies) below:

<input type="checkbox"/> Product distribution	<input type="checkbox"/> Developing product lines
<input type="checkbox"/> Identifying and evaluating markets	<input type="checkbox"/> Promotional campaign/advertising
<input type="checkbox"/> Internet site development	<input type="checkbox"/> Business planning and related help

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<p>5) What percentage of your household income comes from your farm operations?</p> <table border="0" style="width: 100%;"> <tr> <td><input type="checkbox"/> 0-25%</td> <td><input type="checkbox"/> 50-75%</td> </tr> <tr> <td><input type="checkbox"/> 25-50%</td> <td><input type="checkbox"/> 75-100%</td> </tr> </table>	<input type="checkbox"/> 0-25%	<input type="checkbox"/> 50-75%	<input type="checkbox"/> 25-50%	<input type="checkbox"/> 75-100%	<p>What percentage of your farm income comes from retail sales or other direct marketing?</p> <table border="0" style="width: 100%;"> <tr> <td><input type="checkbox"/> 0-25%</td> <td><input type="checkbox"/> 50-75%</td> </tr> <tr> <td><input type="checkbox"/> 25-50%</td> <td><input type="checkbox"/> 75-100%</td> </tr> </table>	<input type="checkbox"/> 0-25%	<input type="checkbox"/> 50-75%	<input type="checkbox"/> 25-50%	<input type="checkbox"/> 75-100%
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<p>6) Is any land you farm under the Agricultural Assessment Program? Are you aware of New York assessment breaks on new farm buildings? Have you taken advantage of the assessment break for farm buildings? Are you aware silos & commodity sheds are tax-exempt under State Law? Are you aware of the tax credit for the rehabilitation of Historic Barns? Are you aware of the school tax credit New York offers farmers? Do you qualify for the school tax credit New York offers farmers? Did you get a refund of school taxes as a farmer last year? Will you get a refund of school taxes as a farmer this year?</p>	<input type="checkbox"/> Yes <input type="checkbox"/> Yes <input type="checkbox"/> Yes <input type="checkbox"/> Yes <input type="checkbox"/> Yes <input type="checkbox"/> Yes <input type="checkbox"/> Yes <input type="checkbox"/> Yes <input type="checkbox"/> Yes	<input type="checkbox"/> No <input type="checkbox"/> No <input type="checkbox"/> No <input type="checkbox"/> No <input type="checkbox"/> No <input type="checkbox"/> No <input type="checkbox"/> No <input type="checkbox"/> No <input type="checkbox"/> No
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<p>7) Do you sell or lease hunting/fishing rights to any of your property? Do you lease any of your property for other recreational activities? Do you lease property for cell towers, mining/quarrying, utilities, etc.?</p>	<input type="checkbox"/> Yes <input type="checkbox"/> Yes <input type="checkbox"/> Yes	<input type="checkbox"/> No <input type="checkbox"/> No <input type="checkbox"/> No
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<p>8) Have you had neighbor problems concerning your farming operation? If yes, what was the nature of the complaint?</p> <table border="0" style="width: 100%;"> <tr> <td><input type="checkbox"/> Manure application complaint</td> <td><input type="checkbox"/> Compromise</td> </tr> <tr> <td><input type="checkbox"/> Boundary or trespassing conflict</td> <td><input type="checkbox"/> Mediation</td> </tr> <tr> <td><input type="checkbox"/> Drainage issue</td> <td><input type="checkbox"/> Litigation</td> </tr> <tr> <td><input type="checkbox"/> Dumping/littering issue</td> <td><input type="checkbox"/> Voluntary change in farm practices</td> </tr> <tr> <td><input type="checkbox"/> Other odor complaint</td> <td><input type="checkbox"/> Movement of complainer out of area</td> </tr> <tr> <td><input type="checkbox"/> Noise complaint</td> <td><input type="checkbox"/> Dropping of complaint after explanation</td> </tr> <tr> <td><input type="checkbox"/> Slow-moving vehicle complaint</td> <td><input type="checkbox"/> Not resolved</td> </tr> <tr> <td><input type="checkbox"/> Chemical use or other issues</td> <td></td> </tr> </table>	<input type="checkbox"/> Manure application complaint	<input type="checkbox"/> Compromise	<input type="checkbox"/> Boundary or trespassing conflict	<input type="checkbox"/> Mediation	<input type="checkbox"/> Drainage issue	<input type="checkbox"/> Litigation	<input type="checkbox"/> Dumping/littering issue	<input type="checkbox"/> Voluntary change in farm practices	<input type="checkbox"/> Other odor complaint	<input type="checkbox"/> Movement of complainer out of area	<input type="checkbox"/> Noise complaint	<input type="checkbox"/> Dropping of complaint after explanation	<input type="checkbox"/> Slow-moving vehicle complaint	<input type="checkbox"/> Not resolved	<input type="checkbox"/> Chemical use or other issues		<input type="checkbox"/> Yes <input type="checkbox"/> No	<p>If yes, how was the complaint resolved?</p>
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<p>9) How much do regulations (environmental and other) impact on your business?</p> <table border="0" style="width: 100%;"> <tr> <td><input type="checkbox"/> Very negatively</td> </tr> <tr> <td><input type="checkbox"/> Slightly negatively</td> </tr> <tr> <td><input type="checkbox"/> Not at all or positive</td> </tr> </table>	<input type="checkbox"/> Very negatively	<input type="checkbox"/> Slightly negatively	<input type="checkbox"/> Not at all or positive	<p>10) How long do you personally expect to be farming?</p> <table border="0" style="width: 100%;"> <tr> <td><input type="checkbox"/> Less than 5 years</td> </tr> <tr> <td><input type="checkbox"/> 5 to 10 years</td> </tr> <tr> <td><input type="checkbox"/> 10 to 20 years</td> </tr> <tr> <td><input type="checkbox"/> More than 20 years</td> </tr> </table>	<input type="checkbox"/> Less than 5 years	<input type="checkbox"/> 5 to 10 years	<input type="checkbox"/> 10 to 20 years	<input type="checkbox"/> More than 20 years	<p>If you retire, what do you expect to do with your farm/land?</p> <table border="0" style="width: 100%;"> <tr> <td><input type="checkbox"/> Sell to other farmers</td> </tr> <tr> <td><input type="checkbox"/> Transfer to family for farming</td> </tr> <tr> <td><input type="checkbox"/> Sell to non-farmers</td> </tr> <tr> <td><input type="checkbox"/> Transfer to family for non-farm use</td> </tr> </table>	<input type="checkbox"/> Sell to other farmers	<input type="checkbox"/> Transfer to family for farming	<input type="checkbox"/> Sell to non-farmers	<input type="checkbox"/> Transfer to family for non-farm use
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<p>11) Which one of the following would most help you to keep your land in agriculture?</p> <table border="0" style="width: 100%;"> <tr> <td><input type="checkbox"/> Ability to sell or lease development rights and get back some of the equity tied up in the land</td> </tr> <tr> <td><input type="checkbox"/> Availability of someone else to take the farm over</td> </tr> </table>	<input type="checkbox"/> Ability to sell or lease development rights and get back some of the equity tied up in the land	<input type="checkbox"/> Availability of someone else to take the farm over	<table border="0" style="width: 100%;"> <tr> <td><input type="checkbox"/> Increased farm profitability</td> </tr> <tr> <td><input type="checkbox"/> Lower property taxes</td> </tr> </table>	<input type="checkbox"/> Increased farm profitability	<input type="checkbox"/> Lower property taxes
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<input type="checkbox"/> Increased farm profitability					
<input type="checkbox"/> Lower property taxes					

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

	Very Important	Somewhat Important	Not Important
State school tax reforms made	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Limiting increases in other property taxes	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Environmental regulation reform	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Labor regulation reform	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Income tax cuts	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Capital gains & estate tax reform	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Right to farm laws	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Agriculture district maintenance/expansion	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Purchase of development rights programs	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Direct marketing of products to consumers	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Development of new products and markets	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Consumer "buy local" education	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Youth agricultural education	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Farm neighbor education	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Estate planning education	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Utility cost reductions	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Reducing property/liability insurance costs	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Reducing workmen's compensation costs	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Reducing health insurance costs	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Financing availability	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Agricultural land cost	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Access to support businesses	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Availability of skilled labor	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Government support payments	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Disaster relief payments	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Conservation cost share programs	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

13) How long have you been farming at your present location? 0-10 years 10-20 Years 20+ years

How long did you farm outside Yates County (if at all)? 0-10 years 10-20 Years 20+ years

14) Are you a full or part-time farmer? Full-time Less than 40 hrs/wk

Do you have income from off the farm? Yes No

15) What proportion of your work time is devoted to your farming operation?

0-20% 40-60% 80-100%

20-40% 60-80%

16) Is anyone else in the family involved in farm operations? Yes No

Does your spouse have income from off farm? Yes No

17) What share of your family/spouse's time is devoted to the farming operation?

0-20% 40-60% 80-100%

20-40% 60-80%

18) Is your farm/business a member of a marketing cooperative? Yes No

Do you participate in any buying groups or associations? Yes No

Is there a need for additional buying cooperatives for farmers? Yes No

Is there a need for additional selling cooperatives for farmers? Yes No

If you are in a cooperative now, does it perform well? Yes No

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19) Please indicate the approximate percentage of materials, supplies and services used in your operation that you purchased from enterprises located within Yates County?

<input type="checkbox"/> 0-25%	<input type="checkbox"/> 50-75%
<input type="checkbox"/> 25-50%	<input type="checkbox"/> 75-100%

20) Do you utilize any migrant labor?

If yes, please rate your experience:

<input type="checkbox"/> Poor	<input type="checkbox"/> Fair
<input type="checkbox"/> Good	<input type="checkbox"/> Excellent

21) Which category best represents your gross sales for a typical year?

Less than \$10,000	<input type="checkbox"/>	\$100,000 - \$249,999	<input type="checkbox"/>
\$10,000 - \$24,999	<input type="checkbox"/>	\$250,000 - \$499,999	<input type="checkbox"/>
\$25,000 - \$49,999	<input type="checkbox"/>	\$500,000 - \$999,999	<input type="checkbox"/>
\$50,000 - \$99,999	<input type="checkbox"/>	\$1,000,000+	<input type="checkbox"/>

22) Please rate local government support of agriculture in the following: (Check ONE for each.)

	Very Supportive	Somewhat Supportive	Not Supportive
Planning/zoning regulations	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Provision of services	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Keeping taxes reasonable	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Protecting right to farm	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Loans and grants	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

23) Have you, in the past 5 years, expanded by any of the following? (CHECK ALL THAT APPLY)

<input type="checkbox"/> Purchased additional acres <input type="checkbox"/> Rented additional acres <input type="checkbox"/> Constructed new building(s) <input type="checkbox"/> Raised additional animals <input type="checkbox"/> Leased or purchased additional animals	<input type="checkbox"/> Brought inactive acreage into production <input type="checkbox"/> Purchased additional equipment <input type="checkbox"/> Renovated building(s) <input type="checkbox"/> Hired additional employees <input type="checkbox"/> Diversified into additional farm ventures
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24) If you did not expand, what were the primary reasons? (CHECK ALL THAT APPLY)

<input type="checkbox"/> Satisfied with current size <input type="checkbox"/> Age of owner/operator <input type="checkbox"/> High cost of additional labor <input type="checkbox"/> Poor profit margins <input type="checkbox"/> Environmental or other governmental restrictions	<input type="checkbox"/> Lack of available land to be purchased <input type="checkbox"/> Lack of available land to rent <input type="checkbox"/> Lack of available labor <input type="checkbox"/> Personal or other reasons
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25) What changes do you expect to make in the next 5 years, if any? (CHECK ALL THAT APPLY)

<input type="checkbox"/> I expect to purchase additional acres <input type="checkbox"/> I expect to rent additional acres <input type="checkbox"/> I expect to construct new building(s) <input type="checkbox"/> I expect to raise additional animals <input type="checkbox"/> I expect to lease or purchase additional animals <input type="checkbox"/> I expect to direct market some or all of product <input type="checkbox"/> I expect to convert from dairy to crops <input type="checkbox"/> I expect to add new technology <input type="checkbox"/> I expect to contract with other farmers for products <input type="checkbox"/> I expect to add other partners <input type="checkbox"/> I expect to include more family members in the operation	<input type="checkbox"/> I expect to bring inactive acreage into production <input type="checkbox"/> I expect to purchase additional equipment <input type="checkbox"/> I expect to renovate building(s) <input type="checkbox"/> I expect to hire additional employees <input type="checkbox"/> I expect to diversify into additional farm ventures <input type="checkbox"/> I expect to specialize in parts of the business <input type="checkbox"/> I expect to convert to rotational grazing <input type="checkbox"/> I expect to use more custom services <input type="checkbox"/> I expect to offer custom services to others <input type="checkbox"/> I expect to transfer ownership to others
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26) Does your farm/business presently own sufficient property to expand? Yes No

How much capital do you think your farm/business will need for renovation and/or expansion?	Less than \$10,000 <input type="checkbox"/>	\$100,000 - \$249,999 <input type="checkbox"/>
	\$10,000 - \$24,999 <input type="checkbox"/>	\$250,000 - \$499,999 <input type="checkbox"/>
	\$25,000 - \$49,999 <input type="checkbox"/>	\$500,000 - \$999,999 <input type="checkbox"/>
	\$50,000 - \$99,999 <input type="checkbox"/>	\$1,000,000+ <input type="checkbox"/>

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

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

What programs/institutions have you asked for financial help? (CHECK ALL THAT APPLY)

<input type="checkbox"/> Commercial bank or savings and loan	<input type="checkbox"/> USDA loan/grant programs
<input type="checkbox"/> Local revolving loan fund	<input type="checkbox"/> Empire State Development Corporation
<input type="checkbox"/> Industrial Development Agency	<input type="checkbox"/> Farm Credit Agency
<input type="checkbox"/> Small Business Administration	<input type="checkbox"/> Private investors or other

28) 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	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Your sales quantity volume	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Your sales dollar volume	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Your profit	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

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.)

	Increase	Stay the Same	Decrease
Your number of customers	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Your sales quantity volume	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Your sales dollar volume	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Your profit	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

29) From which of the following sources do you regularly seek information on agricultural issues such as production, regulations, farm programs, etc.? (Please check ALL that apply.)

<input type="checkbox"/> Farm Bureau	<input type="checkbox"/> Television/radio	<input type="checkbox"/> Other farmers
<input type="checkbox"/> Farm magazines/books	<input type="checkbox"/> Computer/Internet	<input type="checkbox"/> Cornell Cooperative Extension
<input type="checkbox"/> USDA (NRCS, FSA)	<input type="checkbox"/> NYS Ag & Markets	<input type="checkbox"/> Newspapers
<input type="checkbox"/> Agricultural businesses	<input type="checkbox"/> Friends/relatives/other	<input type="checkbox"/> Soil & Water Conservation

30) Do you sell any vegetable, fruit or other consumer produce? Yes No

Do you use the Finger Lakes Produce Auction? Yes No

If so, what percentage of your produce is sold through the FLPA auction? 0-20% 20-40% 40-60% 60-80% 80-100%

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31) What, if anything, can the Finger Lakes Produce Association do to increase its business or produce better profits for producers? _____

32) The following are examples of initiatives taken in other counties to support agriculture. Please rank the importance of each to the long-term success of your farm business. (PLEASE GIVE EACH ITEM A SCORE OF "0" TO "5," WITH "0" MEANING UNIMPORTANT AND "5" MEANING EXTREMELY IMPORTANT)

- | | |
|--|--|
| <input type="checkbox"/> Additional loan/grant financing | <input type="checkbox"/> Assistance in creating Consumer Supported Ag (CSA) groups to pre-purchase farm products |
| <input type="checkbox"/> Additional right-to-farm protections | <input type="checkbox"/> Agricultural awareness and career training |
| <input type="checkbox"/> Assistance and training in direct marketing | <input type="checkbox"/> Labor management training |
| <input type="checkbox"/> Help in negotiating better pricing | <input type="checkbox"/> Help in securing migrant or other labor |
| <input type="checkbox"/> Assistance to landowners with rotational grazing | <input type="checkbox"/> Assistance with farm transfer/estate planning |
| <input type="checkbox"/> Technical assistance with forward pricing/futures | <input type="checkbox"/> Business planning assistance |
| <input type="checkbox"/> Ability to sell/lease development rights for cash | <input type="checkbox"/> Help in developing ag tourism opportunities |
| <input type="checkbox"/> Recruitment of additional farmers to County | <input type="checkbox"/> More flexible rules for School Tax Refund, etc. |
| <input type="checkbox"/> Help in identifying/developing new markets | <input type="checkbox"/> Zoning ordinances that protect agriculture |
| <input type="checkbox"/> Help in identifying/developing new niche businesses | <input type="checkbox"/> More reasonable environmental regulations |
| <input type="checkbox"/> Additional promotion of ag tourism in County | <input type="checkbox"/> Increased local marketing of farm products |
| <input type="checkbox"/> Assistance in Internet website development | <input type="checkbox"/> Woodlot management assistance |
| <input type="checkbox"/> Help in accessing export markets | <input type="checkbox"/> Help in negotiating lower utility rates |
| <input type="checkbox"/> Help with marketing and sales promotions | <input type="checkbox"/> Help in developing quality certification program |
| <input type="checkbox"/> Assistance in organizing buyer groups | <input type="checkbox"/> Development of a regional branding |
| <input type="checkbox"/> Development of business alliances among farmers | <input type="checkbox"/> Help in obtaining processing services |
| <input type="checkbox"/> Tax-abatements for new agri-business ventures | <input type="checkbox"/> Agricultural education within public schools |
| <input type="checkbox"/> Help with direct marketing to consumers | <input type="checkbox"/> Technical help/training in nutrient management |
| <input type="checkbox"/> Pesticide management training | <input type="checkbox"/> Technical help/training in agricultural environmental management (AEM) |
| <input type="checkbox"/> Organic farming support and training | <input type="checkbox"/> Technical help/training in best conservation management practices |
| <input type="checkbox"/> Public funding for nutrient management projects | |
| <input type="checkbox"/> Public funding for ag environmental management | |
| <input type="checkbox"/> Public funding for projects involving application of best conservation management practices | |

32) Please list up to 3 of your own ideas for retaining and improving agriculture in Yates County.

1)

2)

3)

THANK YOU FOR GIVING US YOUR TIME!

Yates County Agricultural Development and Farmland Protection Plan Agricultural Business Survey

<p>1) Please tell us, by town/village, where your closest place of business for Yates County customers (mill, store, office) is located: (CHECK ALL THAT APPLY)</p> <table style="width: 100%; border: none;"> <tr> <td style="width: 50%; border: none;"><input type="checkbox"/> Barrington</td> <td style="width: 50%; border: none;"><input type="checkbox"/> Ontario County</td> </tr> <tr> <td style="border: none;"><input type="checkbox"/> Benton</td> <td style="border: none;"><input type="checkbox"/> Schuyler County</td> </tr> <tr> <td style="border: none;"><input type="checkbox"/> Italy</td> <td style="border: none;"><input type="checkbox"/> Seneca County</td> </tr> <tr> <td style="border: none;"><input type="checkbox"/> Jerusalem</td> <td style="border: none;"><input type="checkbox"/> Steuben County</td> </tr> <tr> <td style="border: none;"><input type="checkbox"/> Middlesex</td> <td style="border: none;"><input type="checkbox"/> Elsewhere in NYS</td> </tr> <tr> <td style="border: none;"><input type="checkbox"/> Milo</td> <td style="border: none;"><input type="checkbox"/> Out-of-State</td> </tr> <tr> <td style="border: none;"><input type="checkbox"/> Potter</td> <td></td> </tr> <tr> <td style="border: none;"><input type="checkbox"/> Starkey</td> <td style="border: none;"><input type="checkbox"/> Dresden</td> </tr> <tr> <td style="border: none;"><input type="checkbox"/> Torrey</td> <td style="border: none;"><input type="checkbox"/> Dundee</td> </tr> <tr> <td></td> <td style="border: none;"><input type="checkbox"/> Penn Yan</td> </tr> <tr> <td></td> <td style="border: none;"><input type="checkbox"/> Rushville</td> </tr> </table>	<input type="checkbox"/> Barrington	<input type="checkbox"/> Ontario County	<input type="checkbox"/> Benton	<input type="checkbox"/> Schuyler County	<input type="checkbox"/> Italy	<input type="checkbox"/> Seneca County	<input type="checkbox"/> Jerusalem	<input type="checkbox"/> Steuben County	<input type="checkbox"/> Middlesex	<input type="checkbox"/> Elsewhere in NYS	<input type="checkbox"/> Milo	<input type="checkbox"/> Out-of-State	<input type="checkbox"/> Potter		<input type="checkbox"/> Starkey	<input type="checkbox"/> Dresden	<input type="checkbox"/> Torrey	<input type="checkbox"/> Dundee		<input type="checkbox"/> Penn Yan		<input type="checkbox"/> Rushville	<p>3) How long has this business been in operation at this location?</p> <table style="width: 100%; border: none;"> <tr><td style="width: 50%;"><input type="checkbox"/></td><td>0-5 years</td></tr> <tr><td><input type="checkbox"/></td><td>5-10 years</td></tr> <tr><td><input type="checkbox"/></td><td>10-20 years</td></tr> <tr><td><input type="checkbox"/></td><td>20+ years</td></tr> </table>	<input type="checkbox"/>	0-5 years	<input type="checkbox"/>	5-10 years	<input type="checkbox"/>	10-20 years	<input type="checkbox"/>	20+ years										
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Yates County Agricultural Development and Farmland Protection Plan Agricultural Business Survey

8) What agricultural trends have you observed in Yates County? (CHECK ALL THAT APPLY)

- | | |
|--|--|
| <input type="checkbox"/> A change to new types of farms | <input type="checkbox"/> Movement of farms out of the County |
| <input type="checkbox"/> A larger number of smaller operations | <input type="checkbox"/> Movement of farms into the County |
| <input type="checkbox"/> A smaller number of larger operations | <input type="checkbox"/> More specialty and direct market operations |
| <input type="checkbox"/> More sophisticated farm operations | <input type="checkbox"/> More diversification |
| <input type="checkbox"/> More part-time farms | <input type="checkbox"/> No significant changes |

9) If you have NOT expanded in the last 5 years what were the primary reasons? (CHECK ANY)

- | | |
|--|--|
| <input type="checkbox"/> Satisfied with current size | <input type="checkbox"/> Poor profit margins |
| <input type="checkbox"/> Loss of market share | <input type="checkbox"/> Declining agricultural sales |
| <input type="checkbox"/> Lack of labor supply | <input type="checkbox"/> Lack of room to expand |
| <input type="checkbox"/> Age of owner | <input type="checkbox"/> Regulatory obstacles |
| <input type="checkbox"/> Lack of financial capital | <input type="checkbox"/> Receivables collection problems |

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 | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Your sales quantity volume | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Your sales dollar volume | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Your profit | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |

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.)

- | | | | |
|----------------------------|--------------------------|--------------------------|--------------------------|
| | Increase | Stay the Same | Decrease |
| Your number of customers | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Your sales quantity volume | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Your sales dollar volume | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Your profit | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |

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

	Less than \$10,000	<input type="checkbox"/>	\$100,000 - \$249,999	<input type="checkbox"/>
	\$10,000 - \$24,999	<input type="checkbox"/>	\$250,000 - \$499,999	<input type="checkbox"/>
	\$25,000 - \$49,999	<input type="checkbox"/>	\$500,000 - \$999,999	<input type="checkbox"/>
	\$50,000 - \$99,999	<input type="checkbox"/>	\$1,000,000+	<input type="checkbox"/>

Yates County Agricultural Development and Farmland Protection Plan Agricultural Business Survey

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

	Very Important	Somewhat Important	Not Important
State school tax reforms made	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Limiting increases in other property taxes	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Environmental regulation reform	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Labor regulation reform	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Income tax cuts	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Capital gains & estate tax reform	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Right to farm laws	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Agriculture district maintenance/expansion	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Purchase of development rights programs	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Direct marketing of products to consumers	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Development of new products and markets	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Consumer "buy local" education	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Youth agricultural education	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Farm neighbor education	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Estate planning education	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Utility cost reductions	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Reducing property/liability insurance costs	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Reducing workmen's compensation costs	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Reducing health insurance costs	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Financing availability	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Agricultural land cost	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Access to support businesses	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Availability of skilled labor	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Government support payments	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Disaster relief payments	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Conservation cost share programs	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

13) Have you had difficulty receiving the necessary amount of financing to develop or expand?

Yes No

If you were offered financing, were the terms reasonable?

Yes No Not Sure

What programs or institutions have you approached for financial assistance?
(CHECK ALL THAT APPLY)

- Commercial bank or savings and loan
- Local revolving loan fund
- Industrial Development Agency
- Small Business Administration

- USDA loan/grant programs
- Empire State Development Corporation
- Farm Credit Agency
- Private investors or other

Yates County Agricultural Development and Farmland Protection Plan Agricultural Business Survey

14) The following are examples of initiatives taken in other counties to support agriculture. Please rank the importance of each to the long-term success of your business and your customer's. (PLEASE GIVE EACH ITEM A SCORE OF "0" TO "5," WITH "0" MEANING UNIMPORTANT AND "5" MEANING EXTREMELY IMPORTANT)

- | | |
|--|---|
| <input type="checkbox"/> Additional loan/grant financing
<input type="checkbox"/> Additional right-to-farm protections
<input type="checkbox"/> Assistance and training in direct marketing
<input type="checkbox"/> Help in negotiating better pricing
<input type="checkbox"/> Assistance to landowners with rotational grazing
<input type="checkbox"/> Technical assistance with forward pricing/futures
<input type="checkbox"/> Ability to sell/lease development rights for cash
<input type="checkbox"/> Recruitment of additional farmers to County
<input type="checkbox"/> Help in identifying/developing new markets
<input type="checkbox"/> Help in identifying/developing new niche businesses
<input type="checkbox"/> Additional promotion of ag tourism in County
<input type="checkbox"/> Assistance in Internet website development
<input type="checkbox"/> Help in accessing export markets
<input type="checkbox"/> Help with marketing and sales promotions
<input type="checkbox"/> Assistance in organizing buyer groups
<input type="checkbox"/> Development of business alliances among farmers
<input type="checkbox"/> Tax-abatements for new agri-business ventures
<input type="checkbox"/> Help with direct marketing to consumers
<input type="checkbox"/> Pesticide management training
<input type="checkbox"/> Organic farming support and training
<input type="checkbox"/> Public funding for nutrient management projects
<input type="checkbox"/> Public funding for ag environmental management
<input type="checkbox"/> Public funding for projects involving application of best conservation management practices | <input type="checkbox"/> Assistance in creating Consumer Supported Ag (CSA) groups to pre-purchase farm products
<input type="checkbox"/> Agricultural awareness and career training
<input type="checkbox"/> Labor management training
<input type="checkbox"/> Help in securing migrant or other labor
<input type="checkbox"/> Assistance with farm transfer/estate planning
<input type="checkbox"/> Business planning assistance
<input type="checkbox"/> Help in developing ag tourism opportunities
<input type="checkbox"/> More flexible rules for School Tax Refund, etc.
<input type="checkbox"/> Zoning ordinances that protect agriculture
<input type="checkbox"/> More reasonable environmental regulations
<input type="checkbox"/> Increased local marketing of farm products
<input type="checkbox"/> Woodlot management assistance
<input type="checkbox"/> Help in negotiating lower utility rates
<input type="checkbox"/> Help in developing quality certification program
<input type="checkbox"/> Development of a regional branding
<input type="checkbox"/> Help in obtaining processing services
<input type="checkbox"/> Agricultural education within public schools
<input type="checkbox"/> Technical help/training in nutrient management
<input type="checkbox"/> Technical help/training in agricultural environmental management (AEM)
<input type="checkbox"/> Technical help/training in best conservation management practices |
|--|---|

15) Please list up to 3 of your own ideas for retaining and improving agriculture in Yates County.

1)

2)

3)

THANK YOU FOR GIVING US YOUR TIME!

Yates County Agricultural Development and Farmland Protection Plan • Non-Farm Resident Survey

Please answer the questions below to help us understand the views of the non-farm community as we prepare our County Agricultural Development and Farmland Protection Plan. Please do not complete this survey if you are a farmer or work in a business primarily dependent on farm customers. These individuals will be surveyed separately.

<p>1) Please tell us where you live.</p> <p><input type="checkbox"/> Town of Barrington</p> <p><input type="checkbox"/> Town of Benton</p> <p><input type="checkbox"/> Town of Italy</p> <p><input type="checkbox"/> Town of Jerusalem</p> <p><input type="checkbox"/> Town of Middlesex</p> <p><input type="checkbox"/> Town of Milo</p> <p><input type="checkbox"/> Town of Potter</p> <p><input type="checkbox"/> Town of Starkey</p> <p><input type="checkbox"/> Town of Torrey</p> <p><input type="checkbox"/> Village of Dresden</p> <p><input type="checkbox"/> Village of Dundee</p> <p><input type="checkbox"/> Village of Penn Yan</p> <p><input type="checkbox"/> Village of Rushville</p> <p><input type="checkbox"/> Outside of Yates County - I'm a 2nd home owner.</p>	<p>2) Please tell us your age group, answering for the head of your household.</p> <p><input type="checkbox"/> < 25 years</p> <p><input type="checkbox"/> 25-49 years</p> <p><input type="checkbox"/> 50-64 years</p> <p><input type="checkbox"/> 65+ years</p> <p>3) How many persons are in your household?</p> <p><input type="checkbox"/> 1 persons</p> <p><input type="checkbox"/> 2 persons</p> <p><input type="checkbox"/> 3 persons</p> <p><input type="checkbox"/> 4 persons</p> <p><input type="checkbox"/> 5+ persons</p>	<p>4) How long have you lived in Yates County?</p> <p><input type="checkbox"/> < 5 years</p> <p><input type="checkbox"/> 5-9 years</p> <p><input type="checkbox"/> 10-14 years</p> <p><input type="checkbox"/> 20+ years</p> <p><input type="checkbox"/> 2nd home owner</p> <p>5) If you lived elsewhere before coming to Yates County, where was this?</p> <p><input type="checkbox"/> Another rural area of NYS</p> <p><input type="checkbox"/> An urban area of NYS</p> <p><input type="checkbox"/> Another Northeast state</p> <p><input type="checkbox"/> Outside the Northeast</p>								
<p>6) Have you ever lived near a farm? <input type="checkbox"/> Yes <input type="checkbox"/> No</p> <p>Have you ever owned or operated a farm? <input type="checkbox"/> Yes <input type="checkbox"/> No</p> <p>Do you live near (within 1/4 mile) of a farm? <input type="checkbox"/> Yes <input type="checkbox"/> No</p> <p>If so, is that farmer a good neighbor? <input type="checkbox"/> Yes <input type="checkbox"/> No</p>										
<p>9) When was the last time you visited a farm? <input type="checkbox"/> Within last year <input type="checkbox"/> Within last 2-10 years <input type="checkbox"/> More than 10 years ago <input type="checkbox"/> Never</p>										
<p>10) Which statement best represents your view of Yates County agriculture over the last 5 years?</p> <p><input type="checkbox"/> Agriculture is a declining industry with no future growth potential</p> <p><input type="checkbox"/> Agriculture is holding its own as an industry and may have some future growth potential</p> <p><input type="checkbox"/> Agriculture is an expanding industry with significant future growth potential</p>										
<p>11) Can you estimate the size of Yates County's agricultural industry? <input type="checkbox"/> Less than \$1 million <input type="checkbox"/> \$1 million to \$5 million <input type="checkbox"/> \$5 million to \$10 million <input type="checkbox"/> More than \$10 million</p>										
<p>12) Do you feel that Yates County should take steps to help preserve farmland? <input type="checkbox"/> Yes <input type="checkbox"/> No <input type="checkbox"/> Not Sure</p>										
<p>13) Should agricultural business be encouraged to expand in Yates County? <input type="checkbox"/> Yes <input type="checkbox"/> No <input type="checkbox"/> Not Sure</p>										
<p>14) Do you patronize or participate in any of the following?</p> <table border="0"> <tr> <td><input type="checkbox"/> Fruit and vegetable stands</td> <td><input type="checkbox"/> U-Pick fruit or vegetable operations</td> </tr> <tr> <td><input type="checkbox"/> Farm open houses</td> <td><input type="checkbox"/> Custom-cut meat processors</td> </tr> <tr> <td><input type="checkbox"/> Farm tourism sites (corn mazes, etc.)</td> <td><input type="checkbox"/> Stores featuring local dairy products</td> </tr> <tr> <td><input type="checkbox"/> Community Supported Agriculture (CSA)</td> <td><input type="checkbox"/> Stores featuring other local farm products</td> </tr> </table>			<input type="checkbox"/> Fruit and vegetable stands	<input type="checkbox"/> U-Pick fruit or vegetable operations	<input type="checkbox"/> Farm open houses	<input type="checkbox"/> Custom-cut meat processors	<input type="checkbox"/> Farm tourism sites (corn mazes, etc.)	<input type="checkbox"/> Stores featuring local dairy products	<input type="checkbox"/> Community Supported Agriculture (CSA)	<input type="checkbox"/> Stores featuring other local farm products
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<input type="checkbox"/> Community Supported Agriculture (CSA)	<input type="checkbox"/> Stores featuring other local farm products									

15) What features, if any, cause you to spend more for food?
 (PLEASE GIVE EACH ITEM A SCORE OF "0" TO "5" WITH "0" MEANING UNIMPORTANT
 AND "5" MEANING EXTREMELY LIKELY TO CAUSE YOU TO SPEND MORE ON FOOD)

- | | |
|---|---|
| <input type="checkbox"/> Produced locally (Yates County & environs) | <input type="checkbox"/> Superior taste |
| <input type="checkbox"/> Produced in Finger Lakes | <input type="checkbox"/> Leaner and less fat |
| <input type="checkbox"/> Produced on known family farm | <input type="checkbox"/> No hormones or antibiotics |
| <input type="checkbox"/> Produced in Central/Western New York | <input type="checkbox"/> No pesticides |
| <input type="checkbox"/> Convenience | <input type="checkbox"/> Produced on farm of high standards |
| <input type="checkbox"/> Produced in New York State | <input type="checkbox"/> Animals humanely treated |
| <input type="checkbox"/> Large selection | <input type="checkbox"/> Pasture-raised |
| <input type="checkbox"/> Produced on farm managed for water quality | <input type="checkbox"/> Organically produced |
| <input type="checkbox"/> Produced on Mennonite farm | <input type="checkbox"/> Superior nutrition |

16) Have you ever experienced problems with a farm neighbor regarding any of the following?

- | | | |
|---|---|--|
| <input type="checkbox"/> Noise | <input type="checkbox"/> Slow-moving vehicles | <input type="checkbox"/> Boundary/trespass issues |
| <input type="checkbox"/> Odors | <input type="checkbox"/> Drainage issues | <input type="checkbox"/> Fencing problems/cattle loose |
| <input type="checkbox"/> Manure application | <input type="checkbox"/> Pesticide use | <input type="checkbox"/> Other problems (dogs, personal, etc.) |

17) Please tell us whether you agree or disagree with the following statements:

- | Agree | Disagree | Not Sure | |
|--------------------------|--------------------------|--------------------------|---|
| <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | Farming enhances the scenic beauty of Yates County |
| <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | Farming preserves valuable open space to Yates County |
| <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | Loans and grants to develop local farm enterprises are important |
| <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | Farmers are good neighbors |
| <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | Farmers get paid too little for their labor |
| <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | Local farmers deliver generally high-quality products |
| <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | Farming is positive for the environment |
| <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | Tax breaks for farmers are important |
| <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | Agriculture and farming are high-technology industries |
| <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | The price of most farm food commodities is relatively low |
| <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | Farming presents a good career for enterprising individuals |
| <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | Farmers need to act more like other businesses and compete |
| <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | This isn't a farm area any more. Encouraging farming is pointless |
| <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | Farmers get too many tax breaks already |

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

19) Please list up to three of your ideas for retaining and improving agriculture in Yates County.

- 1)
- 2)
- 3)

THANK YOU FOR GIVING US YOUR TIME!

Yates County Agricultural Development and Farmland Protection Plan Agricultural Producer Survey - 187 Responses

1) Please tell us, by town, where your farm is principally located within Yates County?	20%	40	Jerusalem	10%	20	Potter
	16%	32	Benton	10%	19	Torrey
	15%	29	Starkey	3%	5	Middlesex
	12%	24	Milo	2%	4	No answer
	11%	22	Barrington	1%	2	Italy

2) How many total acres of land do you farm within Yates County?	32,096	Acres	
How much of the farmland that you rent or use belongs to other landowners?	7,343	Acres	
How much of the land you own is simply idle (not used for buildings, crops, pasture or as an active woodlot)?	3,694	Acres	
How many total acres of land, if any, do you farm outside of the County?	2,450	Acres	
How many acres of the land you farm (own or rent) is within an Ag District?	28,280	Acres	
Have you relocated your farm from elsewhere to Yates County?	6%	10	Yes
	94%	170	No

3) Please tell us the type and the size of your farm enterprise(s) by acres and/or animals:

CROP ACREAGE IN 2001		NUMBER OF ANIMALS IN 2001	
8,593	Hay	3,842	Dairy cows
4,577	Other field crops	2,975	Dairy heifers
4,573	Grain corn	1,956	Poultry
2,522	Silage corn	1,814	Beef cattle
2,440	Vegetables	1,127	Calves
2,352	Grapes	1,102	Hogs
1,269	Timberland	215	Sheep for meat & wool
216	Tree fruits	200	Fish
113	Maple trees	169	Horses/ponies
87	Small fruits (other than grapes)	112	Sheep
27	Christmas trees	64	Rabbits
3	Herbs, flowers & perennials	48	Bee colonies
3	Nursery/greenhouse	42	Meat goats
1,599	Other crops:	29	Dairy goats
28,374	Pasture - 774 acres	0	Deer or exotic species
TOTAL	Wheat - 338 acres	0	Dairy sheep
	Red beans - 137 acres	0	Other animals:
	Soybeans - 81 acres	13,695	TOTAL
	Miscellaneous - 269 acres		

Yates County Agricultural Development and Farmland Protection Plan Agricultural Producer Survey - 187 Responses

4) How do you sell what you produce? (CHECK ALL THAT APPLY)

55%	103	Sell to a cooperative or dairy/food processor
35%	66	Sell through auction or to broker, dealer or other third party
35%	66	Sell directly to other businesses or organizations for use in their operations
20%	38	Sell directly to consumers (farm stand, U-pick, mail order, CSA)

Do you operate a roadside stand?	14%	24	Yes	150	No
If so, is it a seasonal operation?	33%	18	Yes	37	No
Do you need additional help with direct marketing?	23%	22	Yes	75	No

If you answered yes to the last question, please check the appropriate category(ies) below:

7%	13	Identifying and evaluating markets
6%	11	Promotional campaign/advertising
5%	10	Product distribution
5%	10	Internet site development
5%	9	Business planning and related help
4%	7	Developing product lines

5) What percentage of your household income comes from your farm operations?

28%	0-25%	50
9%	25-50%	16
14%	50-75%	24
49%	75-100%	87

What percentage of your farm income comes from retail sales or other direct marketing?

56%	0-25%	100
4%	25-50%	7
5%	50-75%	9
8%	75-100%	14

6) Is any land you farm under the Agricultural Assessment Program?

Are you aware of New York assessment breaks on new farm buildings?	68%	112	Yes	32%	53	No
Have you taken advantage of assessment break for farm buildings?	74%	130	Yes	26%	45	No
Are you aware silos & commodity sheds are tax-exempt?	62%	106	Yes	38%	64	No
Are you aware of the tax credit for rehabilitation of Historic Barns?	68%	120	Yes	32%	56	No
Are you aware of the school tax credit New York offers farmers?	53%	92	Yes	47%	80	No
Do you qualify for the school tax credit New York offers farmers?	79%	140	Yes	21%	38	No
Did you get a refund of school taxes as a farmer last year?	77%	120	Yes	23%	35	No
Will you get a refund of school taxes as a farmer this year?	60%	102	Yes	40%	68	No
	61%	89	Yes	39%	58	No

Yates County Agricultural Development and Farmland Protection Plan Agricultural Producer Survey - 187 Responses

7) Do you sell or lease hunting/fishing rights to any of your property?

5%	9	Yes
95%	169	No

Do you lease any of your property for other recreational activities?

1%	1	Yes
99%	173	No

Do you lease property for cell towers, mining/quarrying, utilities, etc.?

84%	146	No
16%	27	Yes

8) Have you had neighbor problems concerning your farming operation?

92%	163	No
8%	15	Yes

If yes, what was the nature of the complaint? If yes, how was the complaint resolved?

12%	3	Manure application complaint	20%	5	Compromise
23%	6	Boundary/trespassing conflict	20%	5	Dropped complaint after explanation
12%	3	Drainage issue	20%	5	Voluntary change in farm practices
12%	3	Dumping/littering issue	8%	2	Mediation
8%	2	Other odor complaint	8%	2	Litigation
19%	5	Noise complaint	8%	2	Movement of complainer out of area
4%	1	Slow-moving vehicle complaint	16%	4	Not resolved
12%	3	Chemical use or other issues	100%	25	
100%	26	TOTAL			

9) How much do regulations (environmental and other) impact on your business?

11%	18	Very negatively
51%	85	Slightly negatively
38%	63	Not at all or positive
100%	166	

10) How long do you personally expect to be farming? If you retire, what do you expect to do with your farm/land?

11%	18	Less than 5 years	23%	37	Sell to other farmers
20%	34	5 to 10 years	72%	116	Transfer to family for farming
34%	57	10 to 20 years	2%	4	Sell to non-farmers
36%	61	More than 20 years	3%	5	Transfer to family for non-farm use
100%	170		100%	162	

Yates County Agricultural Development and Farmland Protection Plan Agricultural Producer Survey - 187 Responses

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

61%	115	Increased farm profitability
45%	85	Lower property taxes
20%	38	Availability of someone else to take the farm over
8%	15	Ability to sell/lease development rights & get back some equity tied up in the land

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

	Very Important		Somewhat Important		Not Important	
Right to farm laws	44%	129	12%	36	1%	3
Limiting increases in other property taxes	42%	113	17%	45	1%	3
Reducing workmen's compensation costs	48%	126	10%	26	7%	18
State school tax reforms made	41%	103	20%	50	2%	5
Capital gains & estate tax reform	42%	101	20%	49	4%	10
Agricultural land cost	40%	94	25%	59	5%	11
Agriculture district maintenance/expansion	41%	94	23%	54	4%	10
Income tax cuts	37%	84	31%	69	5%	11
Utility cost reductions	40%	86	28%	60	7%	16
Development of new products and markets	35%	75	34%	72	4%	9
Financing availability	34%	71	39%	81	7%	14
Youth agricultural education	36%	71	36%	72	8%	15
Reducing health insurance costs	48%	93	19%	37	14%	28
Farm neighbor education	36%	70	38%	73	10%	19
Environmental regulation reform	36%	69	37%	71	9%	17
Reducing property/liability insurance costs	47%	87	22%	41	16%	29
Consumer "buy local" education	34%	63	41%	76	10%	18
Access to support businesses	32%	57	48%	86	11%	20
Estate planning education	38%	65	40%	68	17%	29
Direct marketing of products to consumers	31%	53	49%	83	12%	20
Conservation cost share programs	52%	83	26%	41	29%	47
Availability of skilled labor	43%	62	41%	59	26%	38
Labor regulation reform	37%	45	59%	71	33%	40
Disaster relief payments	46%	42	71%	65	62%	57
Purchase of development rights programs	30%	25	95%	80	55%	46
Government support payments	68%	28	146%	60	183%	75

Yates County Agricultural Development and Farmland Protection Plan Agricultural Producer Survey - 187 Responses

13) How long have you been farming at your present location?	30%	54	0-10 years
	28%	50	10-20 Years
	42%	76	20+ years
	100%	180	

How long did you farm outside Yates County (if at all)?	88%	94	0-10 years
	9%	10	10-20 Years
	3%	3	20+ years
	100%	107	

14) Are you a full or part-time farmer?	75%	134	Full-time
	25%	45	Less than 40 hrs/wk
	100%	179	

Do you have income from off the farm?	58%	102	Yes
	42%	74	No
	100%	176	

15) What proportion of your work time is devoted to your farming operation?	7%	13	0-20%
	10%	18	20-40%
	11%	19	40-60%
	10%	17	60-80%
	62%	111	80-100%
	100%	178	

16) Is anyone else in the family involved in farm operations?	76%	138	Yes
	24%	44	No

Does your spouse have income from off farm?	41%	70	Yes
	59%	102	No

17) What share of your family/spouse's time is devoted to the farming operation?	34%	58	0-20%
	18%	31	20-40%
	20%	34	40-60%
	9%	16	60-80%
	19%	32	80-100%
	100%	171	

Yates County Agricultural Development and Farmland Protection Plan Agricultural Producer Survey - 187 Responses

<p>18) Is your farm/business a member of a marketing cooperative?</p>	27%	47	Yes	
	73%	126	No	
<p>Do you participate in any buying groups or associations?</p>	13%	23	Yes	
	87%	152	No	
<p>Is there a need for additional buying cooperatives for farmers?</p>	43%	62	Yes	
	57%	83	No	
<p>Is there a need for additional selling cooperatives for farmers?</p>	50%	68	Yes	
	50%	69	No	
<p>If you are in a cooperative now, does it perform well?</p>	50%	49	Yes	
	50%	49	No	
<p>19) Please indicate the approximate percentage of materials, supplies and services used in your operation that you purchased from enterprises located within Yates County?</p>	21%	37	0-25%	
	14%	24	25-50%	
	31%	53	50-75%	
	34%	59	75-100%	
	100%	173		
<p>20) Do you utilize any migrant labor?</p>	18%	27	Yes	
	82%	125	No	
			If yes, please rate your experience:	
	19%	5	Poor	
	30%	8	Fair	
	15%	4	Good	
	37%	10	Excellent	
	100%	27		
<p>21) Which category best represents your gross sales for a typical year?</p>	18%	31	Less than \$10,000	
	12%	20	\$10,000 - \$24,999	
	11%	19	\$25,000 - \$49,999	
	26%	44	\$50,000 - \$99,999	
	25%	42	\$100,000 - \$249,999	
	6%	11	\$250,000 - \$499,999	
	1%	2	\$500,000 - \$999,999	
	1%	1	\$1,000,000+	
	100%	170		

**Yates County Agricultural Development and Farmland Protection Plan
Agricultural Producer Survey - 187 Responses**

22) Please rate local government support of agriculture in the following: (Check ONE for each.)

	Very Supportive		Somewhat Supportive		Not Supportive	
Keeping taxes reasonable	38%	67	42%	74	18%	31
Protecting right to farm	31%	51	51%	83	13%	21
Planning/zoning regulations	27%	43	58%	92	12%	19
Provision of services	28%	38	64%	88	19%	26
Loans and grants	31%	34	68%	75	29%	32

23) Have you, in the past 5 years, expanded by any of the following? (CHECK ALL THAT APPLY)

65%	121	Purchased additional equipment
38%	71	Constructed new building(s)
33%	61	Renovated building(s)
28%	52	Rented additional acres
27%	50	Brought inactive acreage into production
26%	48	Raised additional animals
21%	40	Purchased additional acres
17%	31	Diversified into additional farm ventures
11%	21	Hired additional employees
11%	20	Leased or purchased additional animals

24) If you did not expand, what were the primary reasons? (CHECK ALL THAT APPLY)

35%	66	Satisfied with current size
24%	44	Poor profit margins
21%	39	Age of owner/operator
12%	23	Personal or other reasons
11%	20	High cost of additional labor
8%	15	Lack of available labor
5%	9	Lack of available land to be purchased
5%	9	Lack of available land to rent
4%	8	Environmental or other governmental restrictions

Yates County Agricultural Development and Farmland Protection Plan Agricultural Producer Survey - 187 Responses

25) What changes do you expect to make in the next 5 years, if any? (CHECK ALL THAT APPLY)

43%	81	I expect to purchase additional equipment
30%	57	I expect to construct new building(s)
30%	57	I expect to renovate building(s)
26%	49	I expect to include more family members in the operation
26%	49	I expect to raise additional animals
21%	39	I expect to add new technology
16%	30	I expect to purchase additional acres
15%	28	I expect to bring inactive acreage into production
13%	24	I expect to diversify into additional farm ventures
12%	23	I expect to direct market some or all of product
11%	20	I expect to rent additional acres
10%	18	I expect to transfer ownership to others
9%	17	I expect to specialize in parts of the business
9%	17	I expect to use more custom services
9%	16	I expect to offer custom services to others
7%	14	I expect to contract with other farmers for products
7%	13	I expect to hire additional employees
5%	10	I expect to lease or purchase additional animals
4%	8	I expect to convert to rotational grazing
2%	4	I expect to add other partners
2%	3	I expect to convert from dairy to crops

26) Does your farm/business presently own sufficient property to expand?

52%	86	Yes
48%	79	No

How much capital do you think your farm/business will need for renovation and/or expansion?

26%	26	Less than \$10,000
21%	21	\$10,000 - \$24,999
12%	12	\$25,000 - \$49,999
22%	22	\$50,000 - \$99,999
13%	13	\$100,000 - \$249,999
3%	3	\$250,000 - \$499,999
0%	0	\$500,000 - \$999,999
4%	4	\$1,000,000+
100%	101	

Yates County Agricultural Development and Farmland Protection Plan Agricultural Producer Survey - 187 Responses

27) Have you had difficulty receiving the necessary amount of financing to develop or expand?

10%	15	Yes
90%	139	No

If you were offered financing, were the terms reasonable?

83%	99	Yes
8%	9	No
10%	12	Not Sure

What programs/institutions have you asked for financial help? (CHECK ALL THAT APPLY)

44%	82	Commercial bank or savings and loan
20%	38	Private investors or other
20%	37	Farm Credit Agency
11%	20	USDA loan/grant programs
3%	5	Local revolving loan fund
1%	2	Industrial Development Agency
1%	2	Small Business Administration
1%	1	Empire State Development Corporation

28) 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 Same		Decreased	
Your sales quantity volume	37%	73	33%	66	7%	14
Your sales dollar volume	41%	68	35%	59	17%	28
Your number of customers	30%	42	49%	68	10%	14
Your profit	48%	57	48%	57	43%	51

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.)

	Increase		Stay the Same		Decrease	
Your profit	46%	111	14%	35	6%	15
Your sales quantity volume	36%	64	37%	65	8%	15
Your sales dollar volume	41%	69	34%	57	15%	25
Your number of customers	28%	42	50%	74	7%	10

Yates County Agricultural Development and Farmland Protection Plan Agricultural Producer Survey - 187 Responses

29) From which of the following sources do you regularly seek information on agricultural issues such as production, regulations, farm programs, etc.? (Please check ALL that apply.)

66%	124	Other farmers	36%	67	Agricultural businesses
62%	116	Cornell Cooperative Extension	30%	56	Farm Bureau
58%	108	Farm magazines/books	30%	56	USDA (NRCS, FSA)
55%	102	Friends/relatives/other	20%	37	NYS Ag & Markets
46%	86	Soil & Water Conservation	17%	31	Computer/Internet
42%	79	Newspapers	14%	27	Television/radio

30) Do you you sell any vegetable, fruit or other consumer produce?

25%	42	Yes
75%	123	No

Do you use the Finger Lakes Produce Auction?

52%	85	Yes
48%	79	No

If so, what percentage of your produce is sold through the FLPA auction?

82%	46	0-20%
2%	1	20-40%
0%	0	40-60%
5%	3	60-80%
11%	6	80-100%
100%	56	

31) What, if anything, can the Finger Lakes Produce Association do to increase its business or produce better profits for producers?

32%	7	Solicit more wholesale buyers
27%	6	Advertise and market the auction
14%	3	Continue operation as is
5%	1	Better prices
5%	1	Establish "Best of Yates" program
5%	1	Listen to farmers
5%	1	Exert more effort to promote Christian virtues
5%	1	Move closer
5%	1	Promote quality produce
100%	22	

**Yates County Agricultural Development and Farmland Protection Plan
Agricultural Producer Survey - 187 Responses**

32) The following are examples of initiatives taken in other counties to support agriculture.

4.39	Zoning ordinances that protect agriculture
4.01	Additional right-to-farm protections
3.92	More reasonable environmental regulations
3.45	Help in negotiating lower utility rates
3.14	Help in negotiating better pricing
3.13	Agricultural education within public schools
3.09	Help in identifying/developing new markets
2.98	Pesticide management training
2.97	Tax-abatements for new agri-business ventures
2.93	Technical help/training in best conservation management practices
2.92	Increased local marketing of farm products
2.90	More flexible rules for School Tax Refund, etc.
2.71	Technical help/training in nutrient management
2.62	Help with direct marketing to consumers
2.56	Help with marketing and sales promotions
2.55	Agricultural awareness and career training
2.48	Help in identifying/developing new niche businesses
2.45	Woodlot management assistance
2.43	Public funding for projects applying best conservation management practices
2.38	Additional promotion of ag tourism in County
2.33	Development of business alliances among farmers
2.31	Assistance with farm transfer/estate planning
2.30	Help in developing quality certification program
2.30	Technical help/training in agricultural environmental management (AEM)
2.30	Assistance in organizing buyer groups
2.25	Additional loan/grant financing
2.25	Public funding for ag environmental management
2.22	Public funding for nutrient management projects
2.21	Organic farming support and training
2.17	Assistance and training in direct marketing
2.10	Assistance in creating CSA groups to pre-purchase farm products
1.96	Labor management training
1.95	Development of a regional branding
1.89	Business planning assistance
1.87	Help in obtaining processing services
1.87	Help in developing ag tourism opportunities
1.85	Help in accessing export markets
1.82	Technical assistance with forward pricing/futures
1.79	Assistance to landowners with rotational grazing
1.71	Recruitment of additional farmers to County
1.66	Help in securing migrant or other labor
1.65	Ability to sell/lease development rights for cash
1.46	Assistance in Internet website development

Please rank the importance of each to the long-term success of your farm business. (PLEASE GIVE EACH ITEM A SCORE OF "0" TO "5," WITH "0" MEANING UNIMPORTANT AND "5" MEANING EXTREMELY IMPORTANT)

Yates County Agricultural Development and Farmland Protection Plan Agricultural Producer Survey - 187 Responses

32) Please list up to 3 of your own ideas for retaining and improving agriculture in Yates County.

23	Government regulation, reduce local (zoning), State and Federal
23	Profits/prices, improve
20	Ag education, promote
20	Tax relief, provide and offer credits for farm improvements
14	Farmland, restrict development with zoning or otherwise
9	Marketing of agricultural products, improve skills and increase
7	Technical expertise, from CCE and others
6	Small producers, assist
5	Right to farm and Ag Districts, promote
4	Farmland protection programs (PDR, LDR, etc.)
3	Cheap food policy, end it and support farmers
3	Electric and water, reduce costs
3	Farmland prices, make affordable
3	Organic/sustainable agriculture, promote
3	Quality of life, maintain high level
2	Ag services, develop additional
2	Ag tourism, promote
2	Chemicals/tires, restrict, help collect and clean-up
2	Crop rotation and winter crops, promote improved
2	Environmental management, assist in meeting demands
2	Equipment costs, reduce by promoting custom services
2	Farmer involvement in local government, promote additional
2	Financing, increase access
2	Imports, restrict
2	Mennonite farm community, support
2	Youth employment in agriculture, promote
1	Aneobic digester systems, make available to small farmers
1	Bee-keeping, encourage
1	Exports, promote
1	Finger Lakes Cooperative, promote for milk sales
1	Insurance costs, reduce
1	Labor supply for agriculture, increase
1	Large animal operations, allow
1	Local agricultural products, brand
1	Milk hauling costs, take from milk checks
1	NYS products, promote
1	Vineyards, maintain
1	Water sources for irrigation, development

Yates County Agricultural Development and Farmland Protection Plan Agricultural Business Survey - 74 Responses Received

1) Please tell us, by town/village, where your closest place of business for Yates County customers (mill, store, office) is located: (CHECK ALL THAT APPLY)

16% <table border="1" style="display: inline-table; vertical-align: middle;"><tr><td>12</td></tr></table> Benton	12	35% <table border="1" style="display: inline-table; vertical-align: middle;"><tr><td>26</td></tr></table> Penn Yan	26	16% <table border="1" style="display: inline-table; vertical-align: middle;"><tr><td>12</td></tr></table> Ontario County	12
12					
26					
12					
15% <table border="1" style="display: inline-table; vertical-align: middle;"><tr><td>11</td></tr></table> Milo	11	12% <table border="1" style="display: inline-table; vertical-align: middle;"><tr><td>9</td></tr></table> Dundee	9	8% <table border="1" style="display: inline-table; vertical-align: middle;"><tr><td>6</td></tr></table> Elsewhere in NYS	6
11					
9					
6					
12% <table border="1" style="display: inline-table; vertical-align: middle;"><tr><td>9</td></tr></table> Barrington	9	8% <table border="1" style="display: inline-table; vertical-align: middle;"><tr><td>6</td></tr></table> Dresden	6	4% <table border="1" style="display: inline-table; vertical-align: middle;"><tr><td>3</td></tr></table> Out-of-State	3
9					
6					
3					
11% <table border="1" style="display: inline-table; vertical-align: middle;"><tr><td>8</td></tr></table> Starkey	8	8% <table border="1" style="display: inline-table; vertical-align: middle;"><tr><td>6</td></tr></table> Rushville	6	3% <table border="1" style="display: inline-table; vertical-align: middle;"><tr><td>2</td></tr></table> Schuyler County	2
8					
6					
2					
9% <table border="1" style="display: inline-table; vertical-align: middle;"><tr><td>7</td></tr></table> Jerusalem	7		3% <table border="1" style="display: inline-table; vertical-align: middle;"><tr><td>2</td></tr></table> Seneca County	2	
7					
2					
9% <table border="1" style="display: inline-table; vertical-align: middle;"><tr><td>7</td></tr></table> Torrey	7		3% <table border="1" style="display: inline-table; vertical-align: middle;"><tr><td>2</td></tr></table> Steuben County	2	
7					
2					
8% <table border="1" style="display: inline-table; vertical-align: middle;"><tr><td>6</td></tr></table> Potter	6				
6					
5% <table border="1" style="display: inline-table; vertical-align: middle;"><tr><td>4</td></tr></table> Middlesex	4				
4					
3% <table border="1" style="display: inline-table; vertical-align: middle;"><tr><td>2</td></tr></table> Italy	2				
2					

2) How many people do you employ in Yates County?

328
373

 Full-time Part-time

4.4
5.0

 Average Jobs Per Enterprise Average Jobs Per Enterprise

3) How long has this business been in operation at this location?

11%	7
20%	13
27%	17
42%	27

 0-5 years 5-10 years 10-20 years 20+ years

4) What type of agri-business do you operate?

11%	7	Equipment dealer
11%	7	Dairy or other ag processor
9%	6	Financial/insurance
6%	4	Processor/distributor
5%	3	Equipment repair
5%	3	Ag consultant
5%	3	Veterinarian
3%	2	Feed dealer
3%	2	Seed/agri-chemical
3%	2	Nursery/greenhouse
2%	1	Farm supply store
2%	1	Fertilizer/lime dealer
2%	1	Horticulturalist
2%	1	Logger or forester
35%	23	Other

Yates County Agricultural Development and Farmland Protection Plan Agricultural Business Survey - 74 Responses Received

5) Please tell us what percentage of your business comes from the farm community?	30%	21	0-25%	Please tell us what percentage of your business comes from Yates County?	39%	26	0-25%
	13%	9	25-50%		23%	15	25-50%
	17%	12	50-75%		21%	14	50-75%
	41%	29	75-100%		17%	11	75-100%

6) How valuable to your business are your farm customers, considering the amount of activity, promptness of payment and seasonality of business in general?	10%	7	Not all that valuable
	14%	10	Somewhat valuable
	22%	15	Quite valuable
	54%	37	Extremely valuable

7) Over the LAST 5 years have you: (CHECK ALL THAT APPLY)

68%	50	Increased your operation size
35%	26	Increased agricultural inventories & sales
31%	23	Added service area to gain market share
27%	20	Added new products lines for farmers
27%	20	Added new product lines for non-farmers
24%	18	Stayed the same size, more or less
8%	6	Added service area to hold market share
5%	4	Held ag sales at their present level
4%	3	Decreased your operation size
4%	3	Decreased agricultural inventories & sales

Over the NEXT 5 years do you expect to:
(CHECK ALL THAT APPLY)

53%	39	Increase your operation size
34%	25	Stay the same size, more or less
34%	25	Add new products lines for farmers
30%	22	Increase agricultural inventories & sales
30%	22	Add new product lines for non-farmers
24%	18	Add service area to gain market share
8%	6	Add service area to hold market share
8%	6	Hold ag sales at their present level
4%	3	Decrease agricultural inventories & sales
3%	2	Decrease your operation size

Yates County Agricultural Development and Farmland Protection Plan Agricultural Business Survey - 74 Responses Received

8) What agricultural trends have you observed in Yates County? (CHECK ALL THAT APPLY)

54%	40	A larger number of smaller operations
46%	34	Movement of farms into the County
36%	27	A change to new types of farms
36%	27	More specialty and direct market operations
32%	24	More diversification
24%	18	More sophisticated farm operations
12%	9	More part-time farms
8%	6	A smaller number of larger operations
3%	2	No significant changes
1%	1	Movement of farms out of the County

9) If you have NOT expanded in the last 5 years what were the primary reasons? (CHECK ANY)

38%	21	Satisfied with current size
13%	7	Poor profit margins
9%	5	Lack of room to expand
7%	4	Loss of market share
7%	4	Lack of labor supply
7%	4	Regulatory obstacles
5%	3	Age of owner
5%	3	Lack of financial capital
5%	3	Declining agricultural sales
2%	1	Receivables collection problems

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	74% 52	23% 16	3% 2
Your sales quantity volume	70% 47	28% 19	1% 1
Your sales dollar volume	71% 47	26% 17	3% 2
Your profit	57% 37	25% 16	18% 12

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.)

	Increase	Stay the Same	Decrease
Your number of customers	74% 52	21% 15	4% 3
Your sales quantity volume	76% 51	22% 15	1% 1
Your sales dollar volume	80% 52	18% 12	2% 1
Your profit	76% 48	21% 13	3% 2

Yates County Agricultural Development and Farmland Protection Plan Agricultural Business Survey - 74 Responses Received

11) If you're planning to expand or renovate, how much capital do you think your farm/business will need?	Less than \$10,000	4	10%
	\$10,000 - \$24,999	8	19%
	\$25,000 - \$49,999	4	10%
	\$50,000 - \$99,999	8	19%
	\$100,000 - \$249,999	10	24%
	\$250,000 - \$499,999	3	7%
	\$500,000 - \$999,999	4	10%
	\$1,000,000+	1	2%

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

	Very Important		Somewhat Important		Not Important	
Limiting increases in other property taxes	69%	47	28%	19	3%	2
Capital gains & estate tax reform	67%	47	29%	20	4%	3
Reducing health insurance costs	67%	45	24%	16	9%	6
Right to farm laws	66%	45	32%	22	1%	1
Reducing workmen's compensation costs	62%	42	35%	24	3%	2
Reducing property/liability insurance costs	62%	43	29%	20	9%	6
State school tax reforms made	57%	38	39%	26	4%	3
Availability of skilled labor	55%	37	39%	26	6%	4
Financing availability	54%	36	37%	25	9%	6
Utility cost reductions	52%	36	46%	32	1%	1
Direct marketing of products to consumers	52%	35	42%	28	6%	4
Environmental regulation reform	51%	35	43%	29	6%	4
Income tax cuts	44%	30	43%	29	13%	9
Agricultural land cost	43%	29	53%	36	4%	3
Development of new products and markets	42%	28	54%	36	4%	3
Agriculture district maintenance/expansion	42%	28	48%	32	10%	7
Access to support businesses	42%	28	46%	31	12%	8
Consumer "buy local" education	42%	28	45%	30	15%	10
Farm neighbor education	39%	27	43%	30	13%	9
Youth agricultural education	37%	25	51%	34	12%	8
Estate planning education	37%	25	51%	34	12%	8
Labor regulation reform	29%	19	50%	33	21%	14
Purchase of development rights programs	23%	15	46%	30	31%	20
Conservation cost share programs	21%	14	54%	36	25%	17
Disaster relief payments	20%	13	55%	36	26%	17
Government support payments	20%	13	42%	28	38%	25

Yates County Agricultural Development and Farmland Protection Plan Agricultural Business Survey - 74 Responses Received

13) Have you had difficulty receiving the necessary amount of financing to develop or expand?

14%	9	Yes
86%	54	No

If you were offered financing, were the terms reasonable?

77%	41	Yes	15%	8	Not Sure
8%	4	No			

What programs or institutions have you approached for financial assistance?
(CHECK ALL THAT APPLY)

59%	37	Commercial bank or savings and loan
22%	14	Farm Credit Agency
17%	11	Private investors or other
10%	6	USDA loan/grant programs
3%	2	Local revolving loan fund
3%	2	Industrial Development Agency
3%	2	Small Business Administration
2%	1	Empire State Development Corporation

Yates County Agricultural Development and Farmland Protection Plan Agricultural Business Survey - 74 Responses Received

- 14) The following are examples of initiatives taken in other counties to support agriculture. Please rank the importance of each to the long-term success of your business and your customer's.
(GIVE EACH A SCORE OF "0" TO "5," WITH "0" MEANING UNIMPORTANT AND "5" MEANING EXTREMELY IMPORTANT)

3.70	Zoning ordinances that protect agriculture
3.58	Additional right-to-farm protections
3.27	Increased local marketing of farm products
3.24	Help in negotiating lower utility rates
3.17	Help in identifying/developing new markets
3.12	Technical help/training in best conservation management practices
3.11	More reasonable environmental regulations
2.97	Help with direct marketing to consumers
2.97	More flexible rules for School Tax Refund, etc.
2.94	Tax-abatements for new agri-business ventures
2.92	Help in negotiating better pricing
2.91	Technical help/training in nutrient management
2.91	Additional promotion of ag tourism in County
2.90	Additional loan/grant financing
2.88	Business planning assistance
2.83	Help with marketing and sales promotions
2.81	Agricultural education within public schools
2.80	Pesticide management training
2.77	Help in identifying/developing new niche businesses
2.67	Assistance and training in direct marketing
2.65	Development of business alliances among farmers
2.61	Assistance with farm transfer/estate planning
2.59	Help in developing ag tourism opportunities
2.57	Agricultural awareness and career training
2.57	Help in developing quality certification program
2.51	Organic farming support and training
2.48	Public funding for projects involving application of best conservation mgt. practices
2.43	Public funding for ag environmental management
2.36	Labor management training
2.32	Development of a regional branding
2.22	Woodlot management assistance
2.16	Assistance in organizing buyer groups
2.15	Assistance in creating CSA groups to pre-purchase farm products
2.13	Public funding for nutrient management projects
2.08	Help in securing migrant or other labor
2.03	Assistance to landowners with rotational grazing
2.02	Assistance in Internet website development
2.00	Recruitment of additional farmers to County
1.98	Technical assistance with forward pricing/futures
1.88	Ability to sell/lease development rights for cash
1.78	Help in obtaining processing services
1.74	Help in accessing export markets
0.24	Technical help/training in agricultural environmental management (AEM)

Yates County Agricultural Development and Farmland Protection Plan Agricultural Business Survey - 74 Responses Received

15) Please list up to 3 of your own ideas for retaining and improving agriculture in Yates County.

10	Taxes, lower
5	Ag tourism, promote
5	Right to farm, protect
4	Government, consolidate/reduce
4	Products, diversify
3	Direct marketing, promote
3	Government regulation, reduce
3	Pricing, improve
3	Technical assistance, provide
2	Ag Districts, protect
2	Branding, promote
2	CAFO impacts, reduce/manage
2	Expenses, cut
2	Farmland, protect
2	Land prices increases, control
2	Mennonite advantages, promote
2	Small farms, protect
1	Advisory board, use
1	AEM, Encourage
1	Ag and non-ag business, promote
1	Ag processing, attract
1	Blue laws, bring back
1	Chamber of Commerce pro-agricultural, promote
1	Cluster development, promote
1	Debt, lower
1	Development, restrict
1	Educational opportunities, promote
1	Free trade, restrict
1	Government programs, end
1	Horse shelters & water troughs, provide
1	Incentives, provide
1	Lake problems, control
1	Organic products, promote
1	Profits, improve
1	Self-efficiency, promote
1	Supply and demand rule, employ
1	Winerie, pool
1	Wineries, sign
1	Yates County, make dry
1	Zoning laws, restrict senseless

Yates County Agricultural Development and Farmland Protection Plan • Non-Farm Resident Survey

Please answer the questions below to help us understand the views of the non-farm community as we prepare our County Agricultural Development and Farmland Protection Plan. Please do not complete this survey if you are a farmer or work in a business primarily dependent on farm customers. These individuals will be surveyed separately.

1) Please tell us where you live.

53	22.0%	Town of Jerusalem
34	14.1%	Town of Milo
24	10.0%	Town of Benton
24	10.0%	Village of Penn Yan
20	8.3%	Town of Starkey
18	7.5%	Town of Potter
16	6.6%	Town of Barrington
16	6.6%	Town of Torrey
14	5.8%	Town of Middlesex
13	5.4%	Town of Italy
7	2.9%	Village of Dundee
1	0.4%	Village of Rushville
0	0.0%	Village of Dresden
1	0.4%	Outside of Yates County - I'm a 2nd home owner.
241	100.0%	TOTAL

2) Please tell us your age group, answering for the head of your household.

2	0.8%	< 25 years
84	35.0%	25-49 years
81	33.8%	50-64 years
73	30.4%	65+ years
240	100.0%	TOTAL

3) How many persons are in your household?

44	18.5%	1 persons
112	47.1%	2 persons
39	16.4%	3 persons
22	9.2%	4 persons
21	8.8%	5+ persons
238	100.0%	TOTAL

Yates County Agricultural Development and Farmland Protection Plan • Non-Farm Resident Survey

4) How long have you lived in Yates County?

25	10.4%	< 5 years
15	6.3%	5-9 years
38	15.8%	10-14 years
154	64.2%	15+ years
8	3.3%	2nd home owner
240	100.0%	TOTAL

5) If you lived elsewhere before coming to Yates County, where was this?

65	42.8%	Another rural area of NYS
50	32.9%	An urban area of NYS
26	17.1%	Another Northeast state
11	7.2%	Outside the Northeast
152	100.0%	TOTAL

6) Have you ever lived near a farm?

194	81.9%	Yes
43	18.1%	No
237	100.0%	TOTAL

Have you ever owned or operated a farm?

55	23.7%	Yes
177	76.3%	No
232	100.0%	TOTAL

Do you live near (within 1/4 mile) of a farm?

167	72.9%	Yes
62	27.1%	No
229	100.0%	TOTAL

If so, is that farmer a good neighbor?

158	91.9%	Yes
14	8.1%	No
172	100.0%	TOTAL

7) When was the last time you visited a farm?

151	63.7%	Within last year
55	23.2%	Within last 2-10 years
27	11.4%	More than 10 years ago
4	1.7%	Never
237	100.0%	TOTAL

Yates County Agricultural Development and Farmland Protection Plan • Non-Farm Resident Survey

8) Which statement best represents your view of Yates County agriculture over the last 5 years?

15	6.6%	Agriculture is a declining industry with no future growth potential
137	59.8%	Agriculture is holding its own as an industry and may have some future growth potential
77	33.6%	Agriculture is an expanding industry with significant future growth potential
229	100.0%	TOTAL

9) Can you estimate the size of Yates County's agricultural industry?

16	8.8%	Less than \$1 million
50	27.6%	\$1 million to \$5 million
52	28.7%	\$5 million to \$10 million
63	34.8%	More than \$10 million
181	100.0%	TOTAL

10) Do you feel that Yates County should take steps to help preserve farmland?

200	83.7%	Yes
10	4.2%	No
29	12.1%	Not Sure
239	100.0%	TOTAL

11) Should agricultural business be encouraged to expand in Yates County?

180	76.3%	Yes
14	5.9%	No
42	17.8%	Not Sure
236	100.0%	TOTAL

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

YES		
213	88.4%	Fruit and vegetable stands
17	7.1%	Farm open houses
43	17.8%	Farm tourism sites (corn mazes, etc.)
13	5.4%	Community Supported Agriculture (CSA)
169	70.1%	U-Pick fruit or vegetable operations
94	39.0%	Custom-cut meat processors
111	46.1%	Stores featuring local dairy products
177	73.4%	Stores featuring other local farm products
241	100.0%	TOTAL

Yates County Agricultural Development and Farmland Protection Plan • Non-Farm Resident Survey

13) What features, if any, cause you to spend more for food?
 (PLEASE GIVE EACH ITEM A SCORE OF "0" TO "5" WITH "0" MEANING UNIMPORTANT
 AND "5" MEANING EXTREMELY LIKELY TO CAUSE YOU TO SPEND MORE ON FOOD)

0	1	2	3	4	5	TOTAL	
11	4	6	18	50	116	850	Superior taste
13	3	11	44	41	92	781	Convenience
18	6	8	35	47	87	750	Leaner and less fat
24	7	9	57	27	86	734	Produced locally (Yates County & environs)
21	9	9	30	33	95	724	Animals humanely treated
22	7	11	35	40	82	704	Superior nutrition
28	7	20	35	28	83	679	No hormones or antibiotics
28	4	11	31	38	79	666	Produced on farm of high standards
28	6	14	54	35	64	656	Produced in Finger Lakes
35	8	8	42	27	77	643	Produced on known family farm
24	5	18	46	46	56	643	Large selection
31	9	21	33	32	73	643	No pesticides
30	11	13	60	39	43	588	Produced in New York State
33	8	20	42	31	52	558	Pasture-raised
52	12	23	35	27	43	486	Organically produced
39	13	27	55	32	21	465	Produced in Central/Western New York
57	18	20	46	26	27	435	Produced on Mennonite farm
56	11	24	34	20	37	426	Produced on farm managed for water quality

14) Have you ever experienced problems with a farm neighbor regarding any of the following?

YES		
75	31.1%	Odors
55	22.8%	Manure application
39	16.2%	Slow-moving vehicles
22	9.1%	Noise
19	7.9%	Pesticide use
14	5.8%	Fencing problems/cattle loose
13	5.4%	Drainage issues
12	5.0%	Boundary/trespass issues
28	11.6%	Other problems (dogs, personal, etc.)
241	100.0%	TOTAL

15) Please tell us whether you agree or disagree with the following statements:

Farming enhances the scenic beauty of Yates County

223	92.9%	Yes
3	1.3%	No
14	5.8%	Not Sure
240	100.0%	TOTAL

Farming preserves valuable open space to Yates County

217	90.8%	Yes
7	2.9%	No
15	6.3%	Not Sure
239	100.0%	TOTAL

Loans and grants to develop local farm enterprises are important

183	77.2%	Yes
15	6.3%	No
39	16.5%	Not Sure
237	100.0%	TOTAL

Farmers are good neighbors

207	88.1%	Yes
3	1.3%	No
25	10.6%	Not Sure
235	100.0%	TOTAL

Farmers get paid too little for their labor

179	75.2%	Yes
9	3.8%	No
50	21.0%	Not Sure
238	100.0%	TOTAL

Local farmers deliver generally high-quality products

194	81.9%	Yes
3	1.3%	No
40	16.9%	Not Sure
237	100.0%	TOTAL

Farming is positive for the environment

185	78.7%	Yes
9	3.8%	No
41	17.4%	Not Sure
235	100.0%	TOTAL

Tax breaks for farmers are important

159	67.7%	Yes
26	11.1%	No
50	21.3%	Not Sure
235	100.0%	TOTAL

Agriculture and farming are high-technology industries

147	62.3%	Yes
25	10.6%	No
64	27.1%	Not Sure
236	100.0%	TOTAL

The price of most farm food commodities is relatively low

148	63.0%	Yes
26	11.1%	No
61	26.0%	Not Sure
235	100.0%	TOTAL

Farming presents a good career for enterprising individuals

99	42.3%	Yes
33	14.1%	No
102	43.6%	Not Sure
234	100.0%	TOTAL

Yates County Agricultural Development and Farmland Protection Plan • Non-Farm Resident Survey

Farmers need to act more like other businesses and compete

89	38.0%	Yes
59	25.2%	No
86	36.8%	Not Sure
234	100.0%	TOTAL

This isn't a farm area any more. Encouraging farming is pointless.

3	1.3%	Yes
209	87.8%	No
26	10.9%	Not Sure
238	100.0%	TOTAL

Farmers get too many tax breaks already

17	7.2%	Yes
129	54.9%	No
89	37.9%	Not Sure
235	100.0%	TOTAL

16) Are you interested in visiting a farm from time to time?

132	57.9%	Yes
96	42.1%	No
228	100.0%	TOTAL

Yates County Agricultural Development and Farmland Protection Plan • Non-Farm Resident Survey

17) Please list up to three of your ideas for retaining and improving agriculture in Yates County.

Comment/Suggestion	No.
Taxes, lower	31
Farmers, assist financially	21
Intensive livestock operations, restrict	20
Farm pricing, improve	19
Farm values, promote	16
Farmland, preserve	10
Residential growth, restrict	10
Farmers, leave alone	9
Buy local, encourage	8
Environmental protection, promote	8
Marketing, improve	8
Ag tourism, promote	7
Mennonite immigration, encourage	6
Organic farming, encourage	6
Chemicals and hormones, restrict	5
Students, encourage interest	5
Equipment expense, control	4
Farm markets, encourage	4
Manure, regulate	4
Agricultural zoning, promote	3
Crops, diversify	3
Farmers, treat fairly	3
Hedgerows, preserve	3
Imports, restrict	3
Public criticism, reduce	3
Recreational leasing, promote	3
Business training, provide	2
Competitiveness, increase	2
Cooperative marketing, promote	2
Country atmosphere, protect	2
Farm management, improve	2
Fresh produce, market	2
High school kids, hire	2
Hog farms, monitor for waste	2
Manure odors, part of living in the country	2
Mennonite immigration, discourage	2

Yates County Agricultural Development and Farmland Protection Plan • Non-Farm Resident Survey

Comment/Suggestion	No.
Mennonites, tax	2
Steel wheels, restrict	2
Water quality, control	2
Wineries, allow shipping out-of-State	2
Ag Districts, create	1
Animals, treat humanly	1
Buildings and property, keep neat	1
California grape growers, restrict	1
Canning, promote	1
Celebrity advertising, use	1
Common sense, use	1
Distribution, improve	1
Estate taxes, lower	1
Family farms, promote	1
Farm land requirements, reduce	1
Farm open houses, promote	1
Farm products, market to Rochester	1
Farm products, place in big stores	1
Farmers, educate	1
Farmers, monitor	1
Farmers, recruit	1
Farmers, retain	1
Farming, restrict	1
Farms profitability, improve	1
Farms successful, publicize	1
Farms, showcase	1
Feed lots, isolate	1
Finger Lakes wine and cheese, promote	1
First-aid, train	1
Food festivals, promote	1
Good Neighbor policies, promote	1
Grapejuice plant, locate	1
Grapes, rigidly inspect	1
Honey imports, restrict	1
Horse droppings, pickup	1
Internet marketing, use	1
Large lawns, restrict	1
Low-income food coupons, promote	1
Lugged vehicles, restrict	1
Mennonites, follow animal laws	1
Mennonites, sell everything to them	1
Pasture raised livestock, promote	1

Yates County Agricultural Development and Farmland Protection Plan • Non-Farm Resident Survey

Comment/Suggestion	No.
Progress, let it proceed	
Purchase of Development Rights, promote	
Right to Farm protections, promote	
Scenery, protect	
Soil conservation, promote	
Stress, reduce	
Surveys, conduct	
Tile and lime, assist	
Unused farms, promote for cash crops	
Unused farms, use for teaching	
Unused fruit farms. Use for groves	
Vacant land, sell/rent	
Vineyards, increase	
Weather forecasts, improve	
Weather problems, assist	
Wildlife, discourage random eliminating	
Workers, pay more	