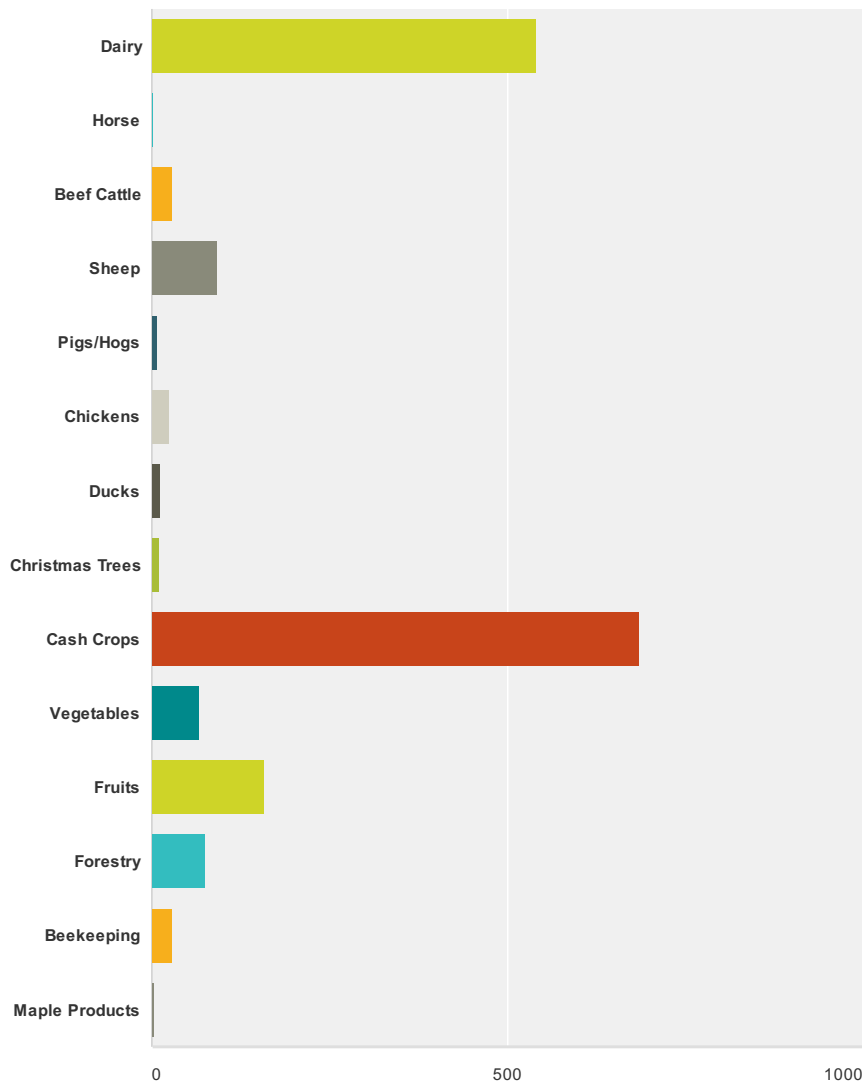


Farmer Survey

Q1 What are your farm's enterprises? For livestock, indicate the # of animals. For horticulture, indicate acres in production.

Answered: 38 Skipped: 8



Answer Choices	Average Number	Total Number	Responses
Dairy	541	2,165	4
Horse	2	8	5
Beef Cattle	29	321	11
Sheep	92	275	3
Pigs/Hogs	8	8	1
Chickens	25	123	5
Ducks	12	24	2
Christmas Trees	11	22	2
Cash Crops	687	6,867	10
Vegetables	68	677	10
Fruits	159	1,272	8
Forestry	75	300	4
Beekeeping	30	30	1
Maple Products			

Farmer Survey

Maple Products	4	15	4
Total Respondents: 38			

Farmer Survey

Q2 If you listed multiple crops/products in question 1, please indicate your primary enterprise:

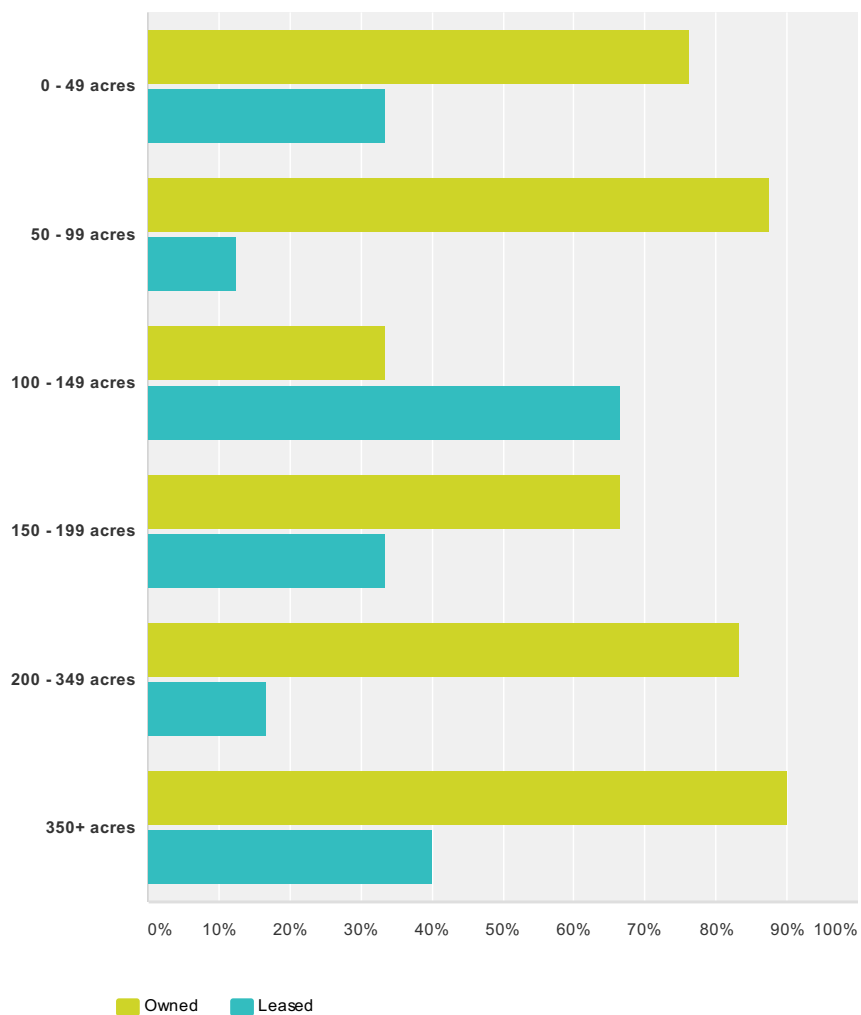
Answered: 21 Skipped: 25

#	Responses	Date
1	cash crops	7/28/2014 8:24 PM
2	beef cattle	7/22/2014 8:24 AM
3	dairy heifer boarding	7/21/2014 9:39 PM
4	we grow 1 acre of vegetables- carrots, beets, cabbage, com, squash, potatoes, tomatoes, cucumbers, kale, beans, and sweet potatoes	7/21/2014 11:06 AM
5	potatoes	7/21/2014 9:58 AM
6	winery	7/18/2014 2:04 PM
7	cash crop/ beef	7/15/2014 6:09 PM
8	raising sheep	7/15/2014 10:18 AM
9	Hay	7/14/2014 6:14 PM
10	vegetables	7/14/2014 4:21 PM
11	lumber	7/10/2014 1:13 PM
12	sheep	7/7/2014 8:56 PM
13	Both	7/7/2014 8:12 PM
14	Grapes	7/7/2014 3:11 PM
15	Our enterprise was omitted - ALPACAS	7/7/2014 1:01 PM
16	sheep	7/7/2014 11:42 AM
17	crafts	6/27/2014 12:23 PM
18	cut flowers	6/27/2014 12:20 PM
19	4 acres cut flowers	6/27/2014 12:16 PM
20	value added foods	6/27/2014 12:14 PM
21	beekeeping	6/27/2014 11:59 AM

Farmer Survey

Q3 How much land do you farm in Steuben County?

Answered: 43 Skipped: 3



	Owned	Leased	Total Respondents
0 - 49 acres	76.19% 16	33.33% 7	21
50 - 99 acres	87.50% 7	12.50% 1	8
100 - 149 acres	33.33% 1	66.67% 2	3
150 - 199 acres	66.67% 2	33.33% 1	3
200 - 349 acres	83.33% 5	16.67% 1	6
350+ acres	90.00% 9	40.00% 4	10

Farmer Survey

Q4 How many acres of your land is under active cultivation?

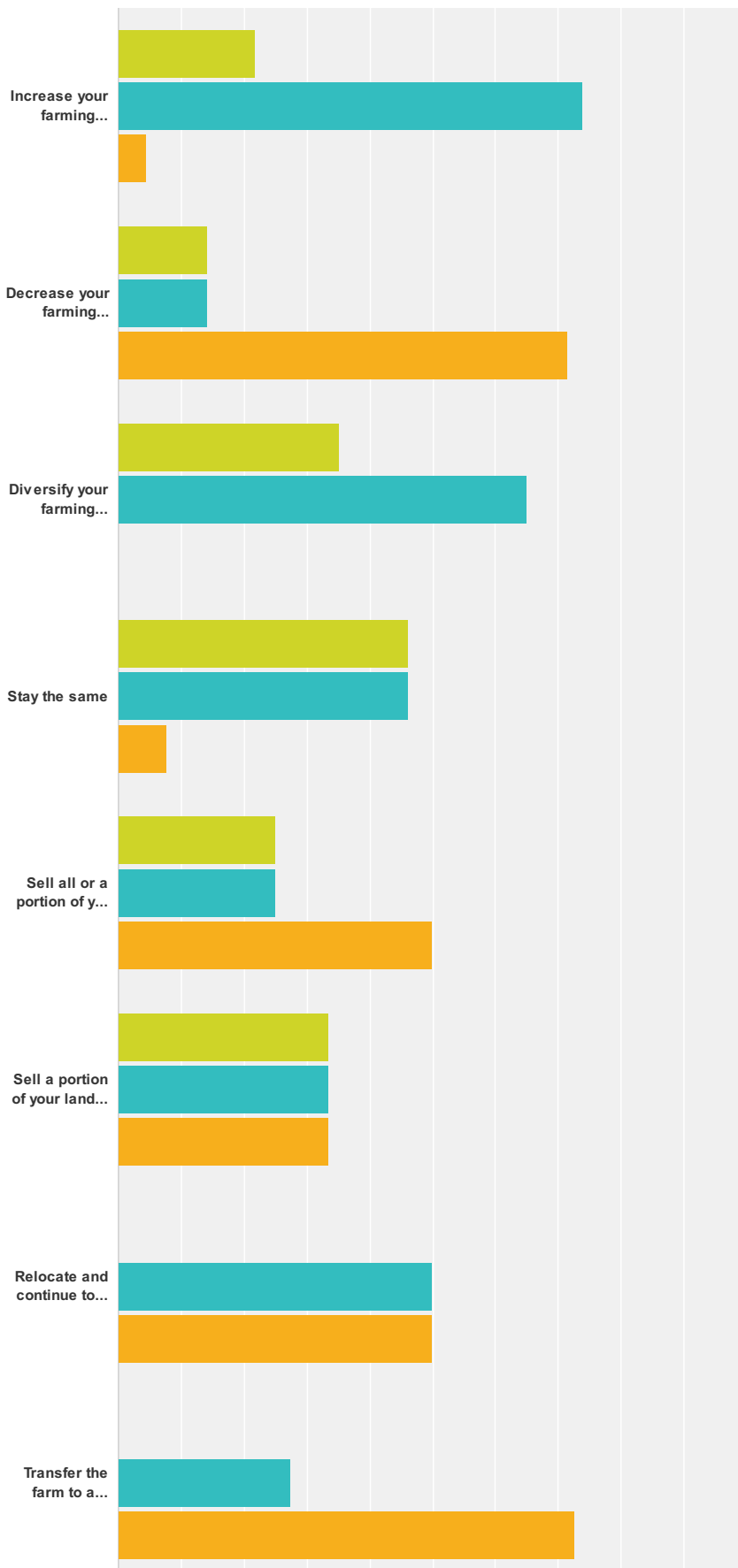
Answered: 32 Skipped: 14

#	Responses	Date
1	100	7/28/2014 8:25 PM
2	6	7/25/2014 12:03 PM
3	90	7/25/2014 11:27 AM
4	120	7/22/2014 8:24 AM
5	350	7/21/2014 9:42 PM
6	20x96 foot green house	7/21/2014 1:47 PM
7	600	7/21/2014 1:47 PM
8	7	7/21/2014 11:06 AM
9	2635	7/21/2014 9:58 AM
10	400	7/18/2014 2:04 PM
11	10	7/17/2014 10:49 PM
12	300	7/15/2014 6:10 PM
13	75	7/15/2014 10:19 AM
14	10	7/14/2014 4:21 PM
15	15	7/10/2014 1:13 PM
16	Most property used for haying 70 acres	7/10/2014 10:30 AM
17	70	7/9/2014 2:56 PM
18	own over 1000...over 300 active cultivation	7/9/2014 1:23 PM
19	1 acre	7/9/2014 12:33 PM
20	400	7/9/2014 10:03 AM
21	47	7/8/2014 1:04 PM
22	10	7/8/2014 10:42 AM
23	30	7/8/2014 9:48 AM
24	120	7/8/2014 8:21 AM
25	220	7/7/2014 8:57 PM
26	2635	7/7/2014 8:12 PM
27	20 acres	7/7/2014 7:42 PM
28	50	7/7/2014 5:15 PM
29	890	7/7/2014 3:12 PM
30	10-15 not including pasture.	7/7/2014 1:07 PM
31	50	7/7/2014 11:43 AM
32	4 out of 48 acres	6/27/2014 12:20 PM

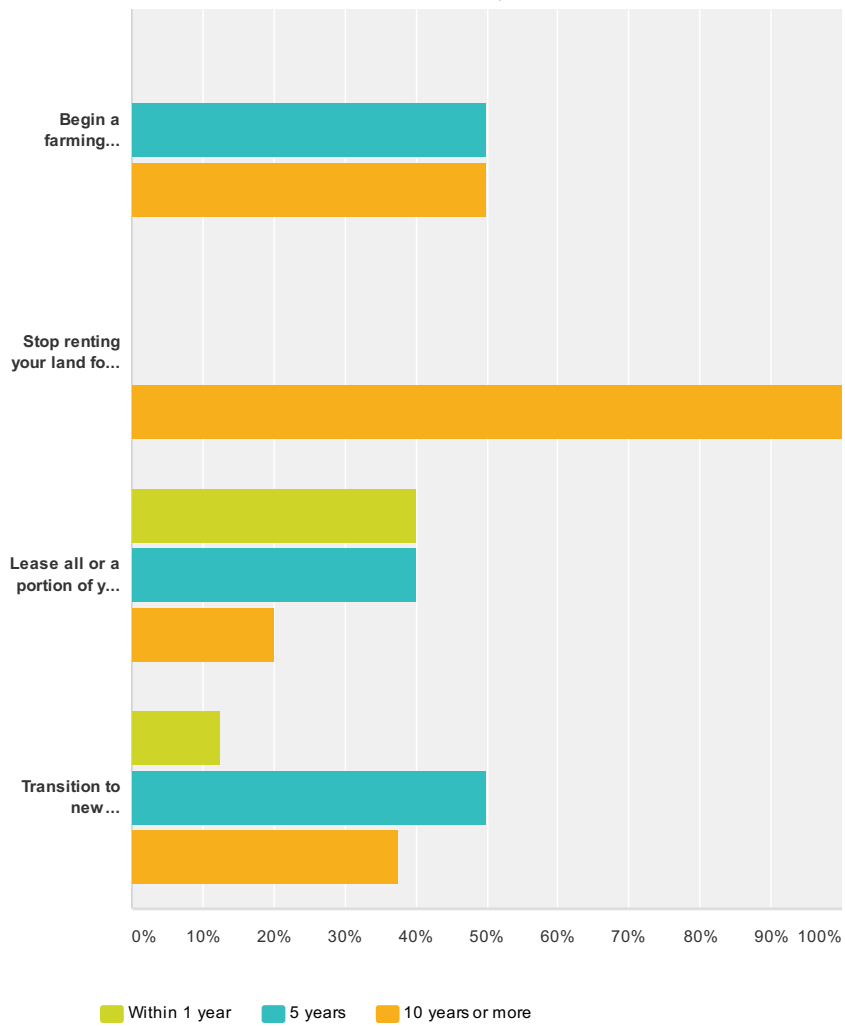
Farmer Survey

Q5 Please indicate which of the following you plan to do, and within which timeframe, check all that apply:

Answered: 41 Skipped: 5



Farmer Survey

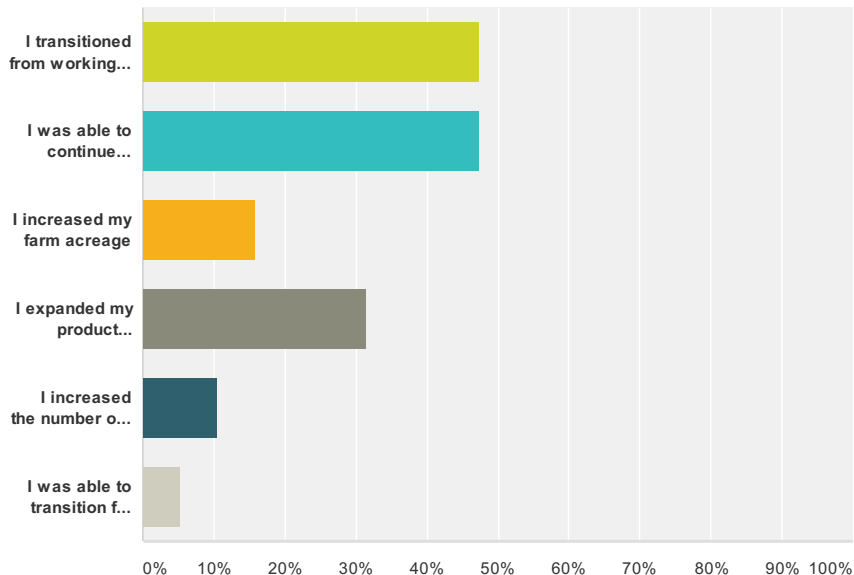


	Within 1 year	5 years	10 years or more	Total
Increase your farming operation	21.74% 5	73.91% 17	4.35% 1	23
Decrease your farming operation	14.29% 1	14.29% 1	71.43% 5	7
Diversify your farming operation	35.00% 7	65.00% 13	0.00% 0	20
Stay the same	46.15% 6	46.15% 6	7.69% 1	13
Sell all or a portion of your land for farm use	25.00% 1	25.00% 1	50.00% 2	4
Sell a portion of your land for non-farm purposes	33.33% 1	33.33% 1	33.33% 1	3
Relocate and continue to farm elsewhere	0.00% 0	50.00% 1	50.00% 1	2
Transfer the farm to a family member	0.00% 0	27.27% 3	72.73% 8	11
Begin a farming operation on your own land	0.00% 0	50.00% 1	50.00% 1	2
Stop renting your land for farm use	0.00% 0	0.00% 0	100.00% 1	1
Lease all or a portion of your land	40.00% 2	40.00% 2	20.00% 1	5
Transition to new crop/commodity	12.50% 1	50.00% 4	37.50% 3	8

Farmer Survey

Q6 Do you participate in farmers' markets or other direct-to-consumer distribution? If yes, has it changed the scope of your farming operation? Select all that apply:

Answered: 19 Skipped: 27



Answer Choices	Responses
I transitioned from working part time to working full time on the farm	47.37% 9
I was able to continue farming	47.37% 9
I increased my farm acreage	15.79% 3
I expanded my product offerings to include "value-added" products	31.58% 6
I increased the number of workers employed	10.53% 2
I was able to transition from conventional production to organic production	5.26% 1
Total Respondents: 19	

Farmer Survey

Q7 How far are you willing to travel to vend at a farmers' market or other direct-to-consumer distribution opportunities?

Answered: 26 Skipped: 20

#	Responses	Date
1	30 miles	7/25/2014 11:29 AM
2	0	7/22/2014 8:25 AM
3	50	7/21/2014 9:46 PM
4	50 miles	7/21/2014 1:50 PM
5	45 minute drive MAX	7/21/2014 11:08 AM
6	state wide	7/18/2014 2:05 PM
7	40 miles	7/15/2014 10:21 AM
8	maybe an hour	7/14/2014 4:23 PM
9	15-20 miles	7/10/2014 1:16 PM
10	30 miles	7/10/2014 10:32 AM
11	20 mi.	7/9/2014 12:35 PM
12	50 miles	7/8/2014 1:05 PM
13	20 miles	7/8/2014 9:49 AM
14	25 miles	7/8/2014 8:23 AM
15	50 miles	7/7/2014 9:00 PM
16	25 miles	7/7/2014 5:29 PM
17	50	7/7/2014 3:13 PM
18	25 - 40 miles	7/7/2014 1:08 PM
19	0	7/7/2014 11:45 AM
20	20 miles	6/27/2014 12:25 PM
21	10-20 miles	6/27/2014 12:24 PM
22	one hour, would travel 90 minutes if the market is very good	6/27/2014 12:22 PM
23	40 miles	6/27/2014 12:14 PM
24	30 miles	6/27/2014 12:05 PM
25	30 miles	6/27/2014 12:00 PM
26	45 minutes	6/27/2014 11:58 AM

Farmer Survey

Q8 Do you find that labeling/advertising your farming practices impacts your sales? If you use special labeling/advertising, what is it?

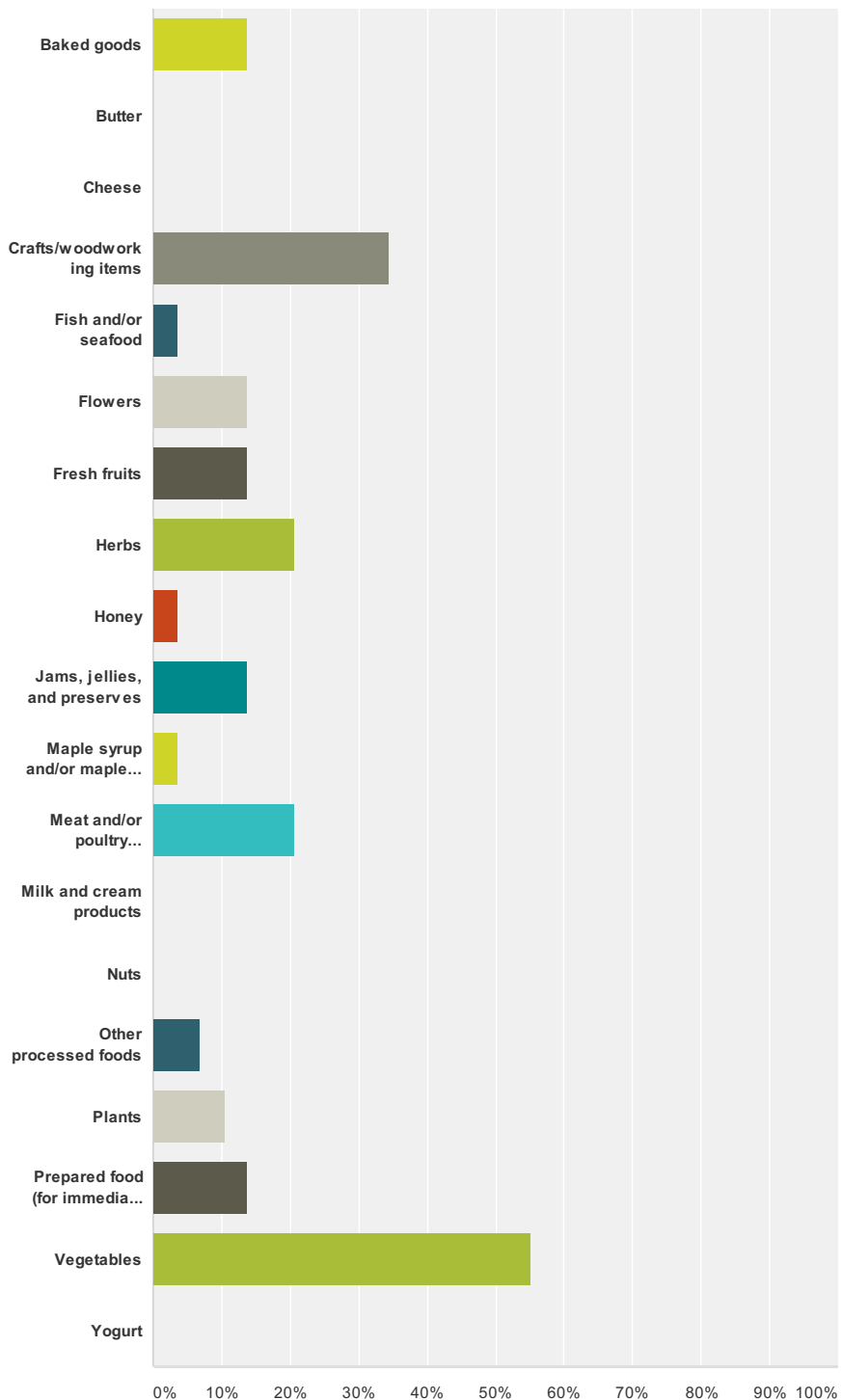
Answered: 18 Skipped: 28

#	Responses	Date
1	natural, no antibiotics, no hormones, local feed, pasture raised	7/25/2014 11:30 AM
2	Not me, but I find local products with professional labeling are more appealing to buy at a market.	7/22/2014 8:26 AM
3	yes, hormone,steroid,antibiotic free	7/21/2014 9:47 PM
4	not yet	7/21/2014 1:50 PM
5	we have a logo.	7/21/2014 11:08 AM
6	no	7/21/2014 10:00 AM
7	wine labels	7/18/2014 2:06 PM
8	yes	7/15/2014 6:12 PM
9	yes. Advertise as organic without the label	7/14/2014 4:23 PM
10	Advertising in pennysaver helps	7/8/2014 1:06 PM
11	yes, husbandry description on meat label	7/7/2014 9:01 PM
12	No-Price drives sales	7/7/2014 8:14 PM
13	No experience	7/7/2014 7:44 PM
14	Excellent Bloodlines & Product "Made in USA" or local	7/7/2014 1:10 PM
15	no	7/7/2014 11:45 AM
16	internet (etsy), signage	6/27/2014 12:24 PM
17	local	6/27/2014 12:15 PM
18	word of mouth, explaining about sustainable beekeeping	6/27/2014 12:01 PM

Farmer Survey

Q9 Do you sell any of the following items at farmers' markets or through other means? Check all that apply:

Answered: 29 Skipped: 17



Answer Choices	Responses
Baked goods	13.79% 4
Butter	0.00% 0
Cheese	0.00% 0
Crafts/woodworking items	34.48% 10

Farmer Survey

Fish and/or seafood	3.45%	1
Flowers	13.79%	4
Fresh fruits	13.79%	4
Herbs	20.69%	6
Honey	3.45%	1
Jams, jellies, and preserves	13.79%	4
Maple syrup and/or maple products	3.45%	1
Meat and/or poultry products	20.69%	6
Milk and cream products	0.00%	0
Nuts	0.00%	0
Other processed foods	6.90%	2
Plants	10.34%	3
Prepared food (for immediate consumption)	13.79%	4
Vegetables	55.17%	16
Yogurt	0.00%	0
Total Respondents: 29		

Farmer Survey

Q10 Which of your products, if any, are most in demand locally?

Answered: 27 Skipped: 19

#	Responses	Date
1	grapes	7/25/2014 12:06 PM
2	beef	7/25/2014 11:31 AM
3	grass-fed all-natural beef	7/22/2014 8:27 AM
4	bacon, sausage, ground beef, steaks	7/21/2014 9:50 PM
5	cucumbers, lettuce, poc choy , shard	7/21/2014 1:53 PM
6	unsure- this is our first year	7/21/2014 11:09 AM
7	potatoes	7/21/2014 10:00 AM
8	wine	7/18/2014 2:06 PM
9	meats	7/15/2014 6:14 PM
10	Meat	7/14/2014 6:17 PM
11	vegetables	7/14/2014 4:25 PM
12	strawberries	7/9/2014 12:37 PM
13	Vegetables	7/8/2014 1:08 PM
14	free range beef	7/8/2014 10:45 AM
15	Fresh Vegetables	7/8/2014 9:50 AM
16	potatoes + garlic	7/8/2014 8:24 AM
17	meat (lamb)	7/7/2014 9:03 PM
18	None	7/7/2014 8:15 PM
19	locally grown vegetables and bedding plants	7/7/2014 5:31 PM
20	Accessories, e.g. socks, gloves, hats, scarves, etc.	7/7/2014 1:13 PM
21	Baked goods & home processed foods	7/7/2014 11:47 AM
22	jewelry	6/27/2014 12:25 PM
23	candles	6/27/2014 12:24 PM
24	flowers	6/27/2014 12:22 PM
25	baked goods	6/27/2014 12:15 PM
26	fruit leather	6/27/2014 12:06 PM
27	raw honey	6/27/2014 12:01 PM

Farmer Survey

Q11 Are there products that customers request but are not readily available? If yes, what?

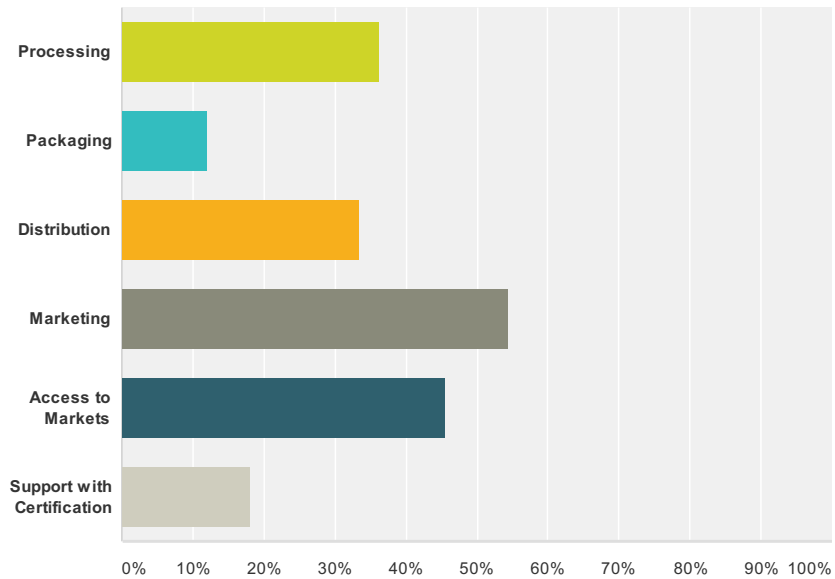
Answered: 13 Skipped: 33

#	Responses	Date
1	beef	7/25/2014 11:31 AM
2	buffalo	7/21/2014 9:50 PM
3	fish as soon as it is ready.	7/21/2014 1:53 PM
4	n/a	7/21/2014 11:09 AM
5	Grass fed beef; organic chicken	7/17/2014 10:53 PM
6	All fruits	7/8/2014 1:08 PM
7	free range beef	7/8/2014 10:45 AM
8	No	7/7/2014 8:15 PM
9	no	7/7/2014 11:47 AM
10	short notice large-scale orders, wreaths out of season	6/27/2014 12:22 PM
11	gluten free, sugar free	6/27/2014 12:15 PM
12	maple syrup at farmers markets	6/27/2014 12:01 PM
13	fruits that we don't grow	6/27/2014 11:59 AM

Farmer Survey

Q12 What gaps in Steuben County's agricultural industry need to be filled to better support your business? Please select the three most important reasons:

Answered: 33 Skipped: 13



Answer Choices	Responses	
Processing	36.36%	12
Packaging	12.12%	4
Distribution	33.33%	11
Marketing	54.55%	18
Access to Markets	45.45%	15
Support with Certification	18.18%	6
Total Respondents: 33		

Farmer Survey

Q13 Please use the space below to provide us with any additional comments, concerns or ideas related to the county's agricultural industry:

Answered: 17 Skipped: 29

#	Responses	Date
1	USDA slaughter facility needed. Follow that with a Steuben County beef marketing program, like Vidalia County, GA onions. Nothing special about those onions - just good marketing (same with Angus beef - just marketing.)	7/25/2014 11:42 AM
2	Drill for Natural Gas, Lower Power Costs, Lower Taxes, Decrease Regulations	7/21/2014 10:04 AM
3	The most frustrating glitch is the demand for liability insurance for minor operation and for participation in seasonal farm markets	7/17/2014 10:56 PM
4	We wouldn't have to have any concerns if taxes weren't so high to run us out of business	7/15/2014 6:16 PM
5	We market most of our lambs at the auction barn, use our round bales for ourselves, and sell square bales directly to customers.	7/15/2014 10:23 AM
6	Educating the public about all sizes of farms	7/14/2014 6:18 PM
7	Land taxes are prohibitive and suffocating to beginning farmers. There is a lack of unity, cooperation, and cohesion among the area's producers and purveyors (restaurants, wineries, etc)	7/14/2014 4:27 PM
8	Shamefully the small farmer has practically disappeared in Steuben County. This drives up the cost of food.	7/10/2014 1:18 PM
9	It seems that small farmers are being pushed out by larger farms!	7/10/2014 10:34 AM
10	more help in the hydro growing of fruit to save water and space	7/9/2014 12:40 PM
11	Our total real estate taxes amount to \$.49 per hour for our farm. The tax burden ultimately will be the end of agriculture on anything less than an industrial scale.	7/8/2014 10:54 AM
12	A good federal slaughterhouse is needed for livestock producers	7/8/2014 9:51 AM
13	Get NYSDEC out of the way. Get NYS Government to recognize jobs are needed anywhere they can be found. Have local institutions use local produce.	7/7/2014 8:20 PM
14	Need tax relief for operation in production and for agricultural investments	7/7/2014 7:46 PM
15	There is definitely an Amish community growing in Steuben and Livingston county and I think we need to recognize, encourage and support cooperation with them to help develop small farm production in our area.	7/7/2014 5:33 PM
16	The current efforts appear to be a step in the right direction for raising awareness and offering help where needed.	7/7/2014 1:20 PM
17	We opened our farm to Bed & Breakfast guests and would like help in gaining grants to upgrade safety for guests and coaching on how best to relate today's farming to our guests. There seems to be great interest in families coming to the farm, but our farm is old and needs safety upgrades to enable guests to participate and/or observe farm life.	7/7/2014 11:51 AM