

**XXXX County Agricultural Development and Farmland Protection Plan
Agricultural Business Survey**

All information is STRICTLY CONFIDENTIAL (see cover letter) and will only be used in a total form.

| | | | |
|--|--|---|---|
| 1) Please tell us, by town(s) and/or community(ies), where your agribusiness(es) is/are principally located in XXXX County: _____ | | | |
| 2) How many people do you employ in XXXX County? (Please provide number of employees) | | <input type="text"/> | Full-time |
| | | <input type="text"/> | Part-time |
| 3) How long has this business been in operation at this location? | <input type="text"/> | 0 to 5 years | <input type="text"/> |
| | <input type="text"/> | 5 to 10 years | <input type="text"/> |
| 4) What type of agribusiness do you operate? (<i>Check ALL that apply</i>) | | | |
| <input type="checkbox"/> | Feed dealer | <input type="checkbox"/> | Processor/distributor |
| <input type="checkbox"/> | Equipment dealer | <input type="checkbox"/> | Veterinarian |
| <input type="checkbox"/> | Equipment repair | <input type="checkbox"/> | Logger or forester |
| <input type="checkbox"/> | Ag consultant | <input type="checkbox"/> | Dairy or other ag processor |
| <input type="checkbox"/> | Farm supply store | <input type="checkbox"/> | Horticulturalist |
| <input type="checkbox"/> | Seed/fertilizer/lime/agri-chemical | <input type="checkbox"/> | Financial/insurance |
| <input type="checkbox"/> | Nursery/greenhouse | <input type="checkbox"/> | Other _____ |
| 5) Please tell us what percentage of your business comes from the farm community. | | <input type="text"/> | 0 to 25% |
| | | <input type="text"/> | 25 to 50% |
| | | <input type="text"/> | 50 to 75% |
| | | <input type="text"/> | 75 to 100% |
| 6) Please tell us what percentage of your business comes from XXXX County. | | <input type="text"/> | 0 to 25% |
| | | <input type="text"/> | 25 to 50% |
| | | <input type="text"/> | 50 to 75% |
| | | <input type="text"/> | 75 to 100% |
| 7) How valuable to your business are your farm customers, considering the amount of activity, promptness of payment, and seasonability in general? | | <input type="text"/> | Not all that valuable |
| | | <input type="text"/> | Somewhat valuable |
| | | <input type="text"/> | Quite valuable |
| | | <input type="text"/> | Extremely valuable |
| 8) Over the LAST 5 years have you: (CHECK ALL THAT APPLY) | | 9) Over the NEXT 5 years will you: (CHECK ALL THAT APPLY) | |
| <input type="checkbox"/> | Increased your operation size | <input type="checkbox"/> | Increase your operation size |
| <input type="checkbox"/> | Decreased your operation size | <input type="checkbox"/> | Decrease your operation size |
| <input type="checkbox"/> | Stayed the same size, more or less | <input type="checkbox"/> | Stay the same size, more or less |
| <input type="checkbox"/> | Added service area to hold market share | <input type="checkbox"/> | Add service area to hold market share |
| <input type="checkbox"/> | Added service area to gain market share | <input type="checkbox"/> | Add service area to gain market share |
| <input type="checkbox"/> | Increased agricultural inventories and sales | <input type="checkbox"/> | Increase agricultural inventories and sales |

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

11) Over the NEXT 5 years will you:
(CHECK ALL THAT APPLY)

- Decreased agricultural inventories and sales
- Held ag sales at their present level
- Added new product lines for farmers
- Added new product lines for non-farmers

- Decrease agricultural inventories and sales
- Hold ag sales at their present level
- Add new product lines for farmers
- Add new product lines for non-farmers

12) What agricultural trends have you observed in XXXX County? (*Check ALL that apply*)

- A change to new types of farms
- A larger number of smaller operations
- A smaller number of larger operations
- More sophisticated farm operations
- More part-time farms

- Movement of farms out of the county
- Movement of farms into the county
- More specialty and direct market operations
- More diversification
- No significant changes

13) If you have NOT expanded in the last 5 years what are the primary reasons? (*Check ALL that apply*)

- Satisfied with current size
- Loss of market share
- Lack of labor supply
- Age of owner
- Lack of financial capital

- Poor profit margins
- Declining agricultural sales
- Lack of room to expand
- Regulatory obstacles
- Receivables collection problems

14) Over the LAST 5 years, have the following increased, stayed the same, or decreased for your operation?
(Do not consider short-term price changes.) (*Please respond to all items presented*)

| | 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 value | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Your profit | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |

15) Over the NEXT 5 years, will the following increase, stay the same, or decrease for your operation?
(Do not consider short-term price changes.) (*Please respond to all items presented*)

| | 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 value | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Your profit | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |

16) If you are planning to expand or renovate, how much capital do you think your business will need?

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

**XXXX County Agricultural Development and Farmland Protection Plan
Agricultural Business Survey**

17) Rate the importance of each of the following to the future of farming in XXXX County. *(Please respond to all items presented)*

Farmland Preservation and Government Support Systems

| | Very Important | Somewhat Important | Not Important |
|--|--------------------------|--------------------------|--------------------------|
| 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"/> |
| 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"/> |
| Farm/Land values | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Access to support businesses | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |

Environmental and Energy Issues

| | Very Important | Somewhat Important | Not Important |
|--|--------------------------|--------------------------|--------------------------|
| Water use restrictions | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Carbon sequestration | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| “Green space” retention requirements | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Environmental Regulations (nutrient, soil) | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Environmental Regulations (water) | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| On-farm energy use & on-farm energy production | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |

Farm Management and Taxes

| | Very Important | Somewhat Important | Not Important |
|---|--------------------------|--------------------------|--------------------------|
| Immigration issues & need for skilled labor | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Income Tax reform | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Capital gains & estate tax reform | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Present use value and taxation | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Reducing workmen’s compensation costs | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Reducing property/liability insurance 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"/> |
| Understanding risk and risk management | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Estate planning for farm transition | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |

Marketing and Consumer Awareness

| | Very Important | Somewhat Important | Not Important |
|---|--------------------------|--------------------------|--------------------------|
| Direct marketing of products | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Development of new products and markets | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Commodity market education (hedging) | <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"/> |
| Product liability education | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |

**XXXX County Agricultural Development and Farmland Protection Plan
Agricultural Business Survey**

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

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

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

| | | | |
|----------------------------------|--------------------------|----------------------------|--------------------------|
| Commercial bank or savings/loans | <input type="checkbox"/> | USDA loan/grant programs | <input type="checkbox"/> |
| Local revolving loan fund | <input type="checkbox"/> | Farm Credit Agency | <input type="checkbox"/> |
| Industrial Development Agency | <input type="checkbox"/> | Insurance companies | <input type="checkbox"/> |
| Small Business Administration | <input type="checkbox"/> | Private investors or other | <input type="checkbox"/> |

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

Farmland Preservation and Support Systems

| | |
|--------------------------|---|
| <input type="checkbox"/> | Additional loan/grant financing for preserving farmland |
| <input type="checkbox"/> | Additional loan/grant financing for ag development |
| <input type="checkbox"/> | Additional right to farm protections |
| <input type="checkbox"/> | Ability to sell/lease development rights for cash |
| <input type="checkbox"/> | Public funding for on-farm environmental management |
| <input type="checkbox"/> | Public funding for agricultural nutrient management |

Farm Management and Taxes

| | |
|--------------------------|---|
| <input type="checkbox"/> | Technical assistance with forward pricing/hedging |
| <input type="checkbox"/> | Tax abatement for new agribusiness ventures |
| <input type="checkbox"/> | Assistance with farm transfer/estate planning |
| <input type="checkbox"/> | Business planning assistance |

Technical Assistance and Practical Training

| | |
|--------------------------|---|
| <input type="checkbox"/> | Woodlot management assistance |
| <input type="checkbox"/> | Technical help/training in nutrient management |
| <input type="checkbox"/> | Technical help/training in environmental management |
| <input type="checkbox"/> | Technical training in conservation Best Management |
| <input type="checkbox"/> | Pesticide management training |
| <input type="checkbox"/> | Organic farming support and training |
| <input type="checkbox"/> | Agricultural awareness and career training |
| <input type="checkbox"/> | Labor management training |
| <input type="checkbox"/> | Help in securing migrant and other labor |
| <input type="checkbox"/> | Help in developing product quality certification |
| <input type="checkbox"/> | Assistance in obtaining processing services |
| <input type="checkbox"/> | Assistance in on-farm bio-security training |
| <input type="checkbox"/> | Assistance in training rotational grazing systems |

Marketing and Consumer Awareness

| | |
|--------------------------|--|
| <input type="checkbox"/> | Assistance and training in direct marketing |
| <input type="checkbox"/> | Assistance in creating direct marketing options |
| <input type="checkbox"/> | Assistance in internet website development |
| <input type="checkbox"/> | Development of a regional branding |
| <input type="checkbox"/> | Increased opportunities of local product marketing |
| <input type="checkbox"/> | Training in direct market product liability |
| <input type="checkbox"/> | Assistance in indentifying and managing risk |
| <input type="checkbox"/> | Assistance in price negotiations |
| <input type="checkbox"/> | Assistance in indentifying/developing new markets |
| <input type="checkbox"/> | Assistance in indentifying/developing niche business |
| <input type="checkbox"/> | Additional promotion of ag tourism in XXXX County |
| <input type="checkbox"/> | Assistance with marketing and sales promotions |
| <input type="checkbox"/> | Assistance in organizing buyer groups |
| <input type="checkbox"/> | Development of farmer business alliances |
| <input type="checkbox"/> | Assistance in creating Community Supported Ag |

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| | | |
|---|--------------------------|-----|
| 22) Do you support local government funding for Farmland Preservation? | <input type="checkbox"/> | Yes |
| | <input type="checkbox"/> | No |
| 23) Please provide your own ideas for retaining and improving agriculture in XXXX County. | | |
| | | |

THANK YOU FOR GIVING US YOUR TIME!!

**XXXX 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. All information is **STRICTLY CONFIDENTIAL** and will only be used in a total form.

1) Please tell us, by town(s) and/or community(ies), where you live:

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

<25 years 25 to 49 years 50 to 64 years 65+ years

3) How many persons are in your household?

1 person 2 persons 3 persons 4 persons 5+ persons

4) How long have you lived in XXXX County?

<5 years 5 to 9 years 10 to 14 years 15 to 19 years 20+ years

5) If you lived elsewhere before coming to XXXX County, where was it?

| | |
|---|--|
| <input type="checkbox"/> Another rural area of NC | <input type="checkbox"/> An urban area of NC |
| <input type="checkbox"/> Another southeastern state | <input type="checkbox"/> Outside the southeast |

6) Have you ever lived near a farm?

Yes No

Have you ever owned or operated a farm?

Yes No

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

Yes No

If true, is that farmer a good neighbor?

Yes No

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

| | |
|--|---|
| <input type="checkbox"/> Within the last year | <input type="checkbox"/> More than 10 years ago |
| <input type="checkbox"/> Within last 2 to 10 years | <input type="checkbox"/> Never |

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

Agriculture is a declining industry with no future growth potential

Agriculture is holding its own as an industry and may have some future growth potential

Agriculture is an expanding industry with significant future growth potential

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

| | |
|---|--|
| <input type="checkbox"/> Less than \$10 million | <input type="checkbox"/> \$50 million to \$300 million |
| <input type="checkbox"/> \$10 million to \$50 million | <input type="checkbox"/> Over \$300 million |

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

Yes No Not Sure

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

Yes No Not Sure

12) Do you patronize or participate in any of the following? (*Check ALL that apply*)

| | |
|--|---|
| <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 vegetables |
| <input type="checkbox"/> Community Supported Agriculture (CSA) | <input type="checkbox"/> Stores featuring other local farm products |

**XXXX County Agricultural Development and Farmland Protection Plan
Non-Farm Resident Survey**

13) What features, if any, cause you to spend more for food? *(Please select a score for each item presented)*
 (PLEASE CHECK A SCORE OF "0" TO "5" WITH A "0" MEANING UNIMPORTANT &
 "5" MEANING EXTREMELY LIKELY TO CAUSE YOU TO SPEND MORE ON FOOD)

| | 0 | 1 | 2 | 3 | 4 | 5 |
|--|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|
| Produced locally (XXXX County) | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Produced in Eastern North Carolina | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Produced on known family farm | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Produced in North Carolina | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Convenience | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Large selection | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Produced on a farm managed for water quality | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Produced on organic farm | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Naturally produced | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Superior taste | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Leaner and less fat | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| No hormones or antibiotics | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| No genetically modified organism (GMO) | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| No pesticides | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Produced on farm of high standards | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Animals humanely treated | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Pasture-raised or range-raised | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Superior nutrition | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |

14) Have you ever experienced problems with a farm neighbor regarding any of the following? *(Check ALL that apply)*

| | | | | | |
|--------------------------|--------------------|--------------------------|----------------------|--------------------------|---------------------------------|
| <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/cattle loose |
| <input type="checkbox"/> | Manure application | <input type="checkbox"/> | Pesticide use | <input type="checkbox"/> | Other problems (dogs, personal) |

**XXXX County Agricultural Development and Farmland Protection Plan
Non-Farm Resident Survey**

15) Please tell us whether you agree or disagree with the following statements: *(Please select a response for each item presented)*

| Agree | Disagree | Not Sure | |
|--------------------------|--------------------------|--------------------------|---|
| <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | Farming enhances the scenic beauty of XXXX County |
| <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | Farming enhances the open space of XXXX County |
| <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 persons |
| <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | Farmers get too many tax breaks already |
| <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"/> | Loans and grants to develop local farm enterprises are important |

16) Years of education completed: 1 2 3 4 5 6 7 8 9 10 11 12 GED 1 2 3 4 ≥4
 (Circle one) **Primary** **Secondary** **Post-secondary**

17) Occupational Category

| | | | | | |
|--------------------------|------------------|--------------------------|------------|--------------------------|-------|
| <input type="checkbox"/> | Self-employed | <input type="checkbox"/> | Education | <input type="checkbox"/> | Other |
| <input type="checkbox"/> | Private employer | <input type="checkbox"/> | Government | | |
| <input type="checkbox"/> | Public employer | <input type="checkbox"/> | Trade | | |

18) Do you support local government funding for Farmland Preservation? Yes No

20) Please tell us what your ideas are for retaining and improving agriculture in XXXX County.

THANK YOU FOR GIVING US YOUR TIME!!

**XXXX 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(s) and/or community(ies), where your farm(s) is/are principally located in XXXX County: _____

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

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

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

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

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

| |
|--|
| |
| |
| |
| |
| |

Have you relocated your farm from elsewhere to XXXX 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 2008

NUMBER OF ANIMALS IN 2008

| | | | | | | | |
|----------------------|----------------|----------------------|---------------------|----------------------|----------------|----------------------|--------------------|
| <input type="text"/> | Grapes | <input type="text"/> | Christmas trees | <input type="text"/> | Dairy cows | Turkeys | |
| <input type="text"/> | Vegetables | <input type="text"/> | Tree fruits | <input type="text"/> | Dairy heifers | <input type="text"/> | Floor capacity |
| <input type="text"/> | Grain Corn | <input type="text"/> | Timberland | <input type="text"/> | Calves | <input type="text"/> | Flock rotation |
| <input type="text"/> | Silage Corn | <input type="text"/> | Herbs, flowers, and | <input type="text"/> | Pasture Hogs | <input type="text"/> | Beef cattle |
| <input type="text"/> | Hay | <input type="text"/> | perennials | <input type="text"/> | Hogs | <input type="text"/> | Grass-fed Beef |
| <input type="text"/> | Sweet potatoes | <input type="text"/> | Nursery/greenhouse | <input type="text"/> | Nursery | <input type="text"/> | Direct market beef |
| <input type="text"/> | Peanuts | <input type="text"/> | Other field crops | <input type="text"/> | Farrow-Wean | <input type="text"/> | Horses |
| <input type="text"/> | Tobacco | <input type="text"/> | Small fruits | <input type="text"/> | Top Floor | <input type="text"/> | Dairy goats |
| <input type="text"/> | Cotton | <input type="text"/> | Wheat/small grains | <input type="text"/> | Broilers | <input type="text"/> | Meat goats |
| <input type="text"/> | Soybeans | <input type="text"/> | Other crops: _____ | <input type="text"/> | Range chickens | <input type="text"/> | Other: _____ |

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

| | |
|--------------------------|--|
| <input type="checkbox"/> | Sell to a cooperative or dairy/food processor |
| <input type="checkbox"/> | Sell through auction or to broker, dealer, or third party |
| <input type="checkbox"/> | Sell directly to consumers (farm stand, U-pick, internet, mail order, Community Supported Agriculture) |
| <input type="checkbox"/> | Sell directly to other businesses or organizations for use in their operations |
| <input type="checkbox"/> | Sell directly to government, schools, or military bases |

| | | | | |
|--|-----|--------------------------|----|--------------------------|
| Do you operate a roadside stand? | Yes | <input type="checkbox"/> | No | <input type="checkbox"/> |
| If so, is it a seasonal operation? | Yes | <input type="checkbox"/> | No | <input type="checkbox"/> |
| Do you need additional help with direct marketing? | Yes | <input type="checkbox"/> | No | <input type="checkbox"/> |

If you answered yes to the last question, please check the appropriate category(ies) below for which you would like assistance:

| | | | |
|--------------------------|------------------------------------|--------------------------|----------------------------------|
| <input type="checkbox"/> | Product distribution | <input type="checkbox"/> | Developing product lines |
| <input type="checkbox"/> | Identifying and evaluation markets | <input type="checkbox"/> | Promotional campaign/advertising |

Internet site development

Business planning and related help

**XXXX County Agricultural Development and Farmland Protection Plan
Agricultural Producer Survey**

| | | | |
|--|--|--|--|
| 5) What percentage of your household income comes from your farm operation? | | 6) What percentage of your farm income comes retail sales or other direct marketing? | |
| <input type="checkbox"/> | 0-25% | <input type="checkbox"/> | 50-75% |
| <input type="checkbox"/> | 25-50% | <input type="checkbox"/> | 75-100% |
| 7) Is any land you farm under the voluntary Ag District Program? Are you aware of any NC's Enhanced Voluntary Agricultural District program? Are you aware of NC's agricultural development & farmland preservation trust fund? Are you aware of NC's agricultural present use value assessment & taxation for ag? Are you aware of NC's conservation easement tax credit? Are you aware of NC's historic preservation tax credit? Are you aware of XXXX County's Farmland Protection Initiative? Are you aware of USDA's renewable-energy systems and improvements grants/loans? | | <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 |
| 8) 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. | | <input type="checkbox"/> Yes <input type="checkbox"/> Yes <input type="checkbox"/> Yes | <input type="checkbox"/> No <input type="checkbox"/> No <input type="checkbox"/> No |
| 9) Have you had neighbor problems concerning your farming operation? If yes, what was the nature of the complaint? (CHECK ALL THAT APPLY) | | <input type="checkbox"/> Yes | <input type="checkbox"/> No |
| <input type="checkbox"/> Manure application complaint <input type="checkbox"/> Boundary or trespassing conflict <input type="checkbox"/> Drainage issue <input type="checkbox"/> Dumping/littering issue <input type="checkbox"/> Other odor complaint <input type="checkbox"/> Noise complaint <input type="checkbox"/> Slow-moving vehicle complaint <input type="checkbox"/> Chemical use or other issues | | If yes, how was your complaint resolved? (CHECK ALL THAT APPLY) <input type="checkbox"/> Compromise <input type="checkbox"/> Mediation <input type="checkbox"/> Litigation <input type="checkbox"/> Voluntary change in farm practices <input type="checkbox"/> Movement of complainer out of area <input type="checkbox"/> Dropping of complaint after explanation <input type="checkbox"/> Not resolved | |
| 10) How much do regulations (environmental and other) impact your business? | 11) How long do you personally expect to be farming? | | 12) If you retire, what do you expect to do with your farm/land? |
| <input type="checkbox"/> Very negatively <input type="checkbox"/> Slightly negative <input type="checkbox"/> Not at all or positive | <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 | | <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 |
| 13) Which one of the following would most help you to keep your land in agriculture? | | | |
| <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 over the farm | | <input type="checkbox"/> Increased farm profitability <input type="checkbox"/> Lower property taxes | |

**XXXX County Agricultural Development and Farmland Protection Plan
Agricultural Producer Survey**

14) Rate the importance of each of the following to the future of farming in XXXX County (*Please respond to each item presented*).

Farmland Preservation and Government Support Systems

| | Very Important | Somewhat Important | Not Important |
|--|--------------------------|--------------------------|--------------------------|
| 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"/> |
| 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"/> |
| Farm/Land values | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Access to support businesses | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |

Environmental and Energy Issues

| | Very Important | Somewhat Important | Not Important |
|--|--------------------------|--------------------------|--------------------------|
| Water use restrictions | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Carbon sequestration | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| “Green space” retention requirements | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Environmental Regulations (nutrient, soil) | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Environmental Regulations (water) | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| On-farm energy use & energy production | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |

Farm Management and Taxes

| | Very Important | Somewhat Important | Not Important |
|---|--------------------------|--------------------------|--------------------------|
| Immigration issues & need for skilled labor | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Income Tax reform | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Capital gains & estate tax reform | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Present use value and taxation | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Reducing workmen’s compensation costs | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Reducing property/liability insurance 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"/> |
| Understanding risk and risk management | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Estate planning for farm transition | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |

Marketing and Consumer Awareness

| | Very Important | Somewhat Important | Not Important |
|---|--------------------------|--------------------------|--------------------------|
| Direct marketing of products | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Development of new products and markets | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Commodity market education (hedging) | <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"/> |
| Product liability education | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |

**XXXX County Agricultural Development and Farmland Protection Plan
Agricultural Producer Survey**

| | | | | | |
|--|--------------------------|---|---|--------------------------|--------------------------|
| 15) How long have you been farming at your present location? | <input type="checkbox"/> | 0 to 10 years | 16) How long did you farm outside of XXXX County (if at all)? | <input type="checkbox"/> | 0 to 10 years |
| | <input type="checkbox"/> | 10 to 20 years | | <input type="checkbox"/> | 10 to 20 years |
| | <input type="checkbox"/> | 20+ years | | <input type="checkbox"/> | 20+ years |
| 17) Are you a full or part-time farmer? | <input type="checkbox"/> | Full-time | 19) What proportion of your work time is devoted to your farming operation? | | |
| | <input type="checkbox"/> | Less than 40 hrs/wk | <input type="checkbox"/> | 0 to 20% | <input type="checkbox"/> |
| 18) Do you have income from off the farm? | <input type="checkbox"/> | Yes | <input type="checkbox"/> | 20 to 40% | <input type="checkbox"/> |
| | <input type="checkbox"/> | No | <input type="checkbox"/> | 20 to 40% | <input type="checkbox"/> |
| 20) Is anyone else in the family involved in farm operations? | <input type="checkbox"/> | Yes | 21) Does your spouse have income from off the farm? | <input type="checkbox"/> | Yes |
| | <input type="checkbox"/> | No | | <input type="checkbox"/> | No |
| 22) What share of your family/spouse's time is devoted to the farming operation? | | | | | <input type="checkbox"/> |
| | | | | | % |
| 23) Is your farm/business a member of a marketing cooperative? | <input type="checkbox"/> | Yes | <input type="checkbox"/> | No | |
| Do you participate in any buying groups or associations? | <input type="checkbox"/> | Yes | <input type="checkbox"/> | No | |
| Is there a need for additional <i>buying</i> cooperatives for farmers? | <input type="checkbox"/> | Yes | <input type="checkbox"/> | No | |
| Is there a need for additional <i>selling</i> cooperatives for farmers? | <input type="checkbox"/> | Yes | <input type="checkbox"/> | No | |
| If you are in a cooperative now, does it perform well? | <input type="checkbox"/> | Yes | <input type="checkbox"/> | No | |
| 24) Please indicate the approximate percentage of materials, supplies, and services used in your operation that you purchased from enterprises located in XXXX County? | <input type="checkbox"/> | 0 to 25% | <input type="checkbox"/> | 50 to 75% | |
| | <input type="checkbox"/> | 25 to 50% | <input type="checkbox"/> | 75 to 100% | |
| 25) Do you utilize any migrant labor? | <input type="checkbox"/> | Yes | Please rate your experience. | <input type="checkbox"/> | Poor |
| | <input type="checkbox"/> | No | | <input type="checkbox"/> | Good |
| | | | | <input type="checkbox"/> | Fair |
| | | | | <input type="checkbox"/> | Excellent |
| 26) Which category best represents typical gross sales for a typical year? | <input type="checkbox"/> | Less than \$10,000 | <input type="checkbox"/> | \$100,000 to \$249,000 | |
| | <input type="checkbox"/> | \$10,000 to \$24,999 | <input type="checkbox"/> | \$250,000 to \$499,999 | |
| | <input type="checkbox"/> | \$25,000 to \$49,999 | <input type="checkbox"/> | \$500,000 to \$999,999 | |
| | <input type="checkbox"/> | \$50,000 to \$99,999 | <input type="checkbox"/> | \$1,000,000+ | |
| 27) Please rate local government support of agriculture in the following: (Please respond to each item presented) | | | | | |
| | | Very Supportive | | Somewhat Supportive | Not Supportive |
| Planning/zoning regulations | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Provision of services | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Keeping taxes reasonable | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Protecting right to farm | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Loans and grants | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 28) Have you, in the past 5 years, expanded by any of the following? (CHECK ALL THAT APPLY) | | | | | |
| Purchased additional acres | <input type="checkbox"/> | Brought inactive acreage into production | <input type="checkbox"/> | | |
| Rented additional acres | <input type="checkbox"/> | Purchased additional equipment | <input type="checkbox"/> | | |
| Constructed new building(s) | <input type="checkbox"/> | Renovated building(s) | <input type="checkbox"/> | | |
| Raised additional animals | <input type="checkbox"/> | Hired additional employees | <input type="checkbox"/> | | |
| Leased/purchased additional animals | <input type="checkbox"/> | Diversified into additional farm ventures | <input type="checkbox"/> | | |

**XXXX County Agricultural Development and Farmland Protection Plan
Agricultural Producer Survey**

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

| | | | |
|-------------------------------|--------------------------|--|--------------------------|
| Satisfied with current size | <input type="checkbox"/> | Lack of available land to be purchased | <input type="checkbox"/> |
| Age of owner/operator | <input type="checkbox"/> | Lack of available land to rent | <input type="checkbox"/> |
| High cost of additional labor | <input type="checkbox"/> | Lack of available labor | <input type="checkbox"/> |
| High cost of additional labor | <input type="checkbox"/> | Personal or other reasons | <input type="checkbox"/> |
| Poor profits margins | <input type="checkbox"/> | Environmental or other governmental restrictions | <input type="checkbox"/> |

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

| | | | |
|---------------------------------------|--------------------------|--|--------------------------|
| I expect to purchase additional acres | <input type="checkbox"/> | I expect to bring inactive acreage into production | <input type="checkbox"/> |
| I expect to rent additional acres | <input type="checkbox"/> | I expect to lease or purchase additional animals | <input type="checkbox"/> |
| I expect to construct new building(s) | <input type="checkbox"/> | I expect to direct market some or all of my product | <input type="checkbox"/> |
| I expect to raise additional animals | <input type="checkbox"/> | I expect to convert to rotational grazing | <input type="checkbox"/> |
| I expect to renovate building(s) | <input type="checkbox"/> | I expect to purchase additional equipment | <input type="checkbox"/> |
| I expect to add new technology | <input type="checkbox"/> | I expect to diversify into additional farm ventures | <input type="checkbox"/> |
| I expect to add other partners | <input type="checkbox"/> | I expect to specialize in parts of the business | <input type="checkbox"/> |
| I expect to hire additional employees | <input type="checkbox"/> | I expect to add more family members in the operation | <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 stop producing tobacco | <input type="checkbox"/> | I expect to transfer ownership to others | <input type="checkbox"/> |

31) Does your farm/business presently own sufficient property to expand? Yes No

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

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

33) 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

34) 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 change)

| | 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"/> |

**XXXX County Agricultural Development and Farmland Protection Plan
Agricultural Producer Survey**

35) 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"/> |

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

| | | | | | |
|----------------------------|--------------------------|--------------------------|--------------------------|-----------------------|--------------------------|
| NC Cooperative Extension | <input type="checkbox"/> | Television/Radio | <input type="checkbox"/> | Farm Bureau | <input type="checkbox"/> |
| USDA (NRCS, FSA) | <input type="checkbox"/> | Computer/Internet | <input type="checkbox"/> | Grange | <input type="checkbox"/> |
| Newspaper/magazines | <input type="checkbox"/> | Friends/relatives/others | <input type="checkbox"/> | Other farmers | <input type="checkbox"/> |
| NC Commodity organizations | <input type="checkbox"/> | Other farm organizations | <input type="checkbox"/> | Agricultural business | <input type="checkbox"/> |

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

Farmland Preservation and Support Systems

| | |
|--------------------------|---|
| <input type="checkbox"/> | Additional loan/grant financing for preserving farmland |
| <input type="checkbox"/> | Additional loan/grant financing for ag development |
| <input type="checkbox"/> | Additional right to farm protections |
| <input type="checkbox"/> | Ability to sell/lease development rights for cash |
| <input type="checkbox"/> | Public funding for on-farm environmental management |
| <input type="checkbox"/> | Public funding for agricultural nutrient management |

Farm Management and Taxes

| | |
|--------------------------|---|
| <input type="checkbox"/> | Technical assistance with forward pricing/hedging |
| <input type="checkbox"/> | Tax abatement for new agribusiness ventures |
| <input type="checkbox"/> | Assistance with farm transfer/estate planning |
| <input type="checkbox"/> | Business planning assistance |

Technical Assistance and Practical Training

| | |
|--------------------------|---|
| <input type="checkbox"/> | Woodlot management assistance |
| <input type="checkbox"/> | Technical help/training in nutrient management |
| <input type="checkbox"/> | Technical help/training in environmental management |
| <input type="checkbox"/> | Technical training in conservation Best Management |
| <input type="checkbox"/> | Pesticide management training |
| <input type="checkbox"/> | Organic farming support and training |
| <input type="checkbox"/> | Agricultural awareness and career training |
| <input type="checkbox"/> | Labor management training |
| <input type="checkbox"/> | Help in securing migrant and other labor |
| <input type="checkbox"/> | Help in developing product quality certification |
| <input type="checkbox"/> | Assistance in obtaining processing services |
| <input type="checkbox"/> | Assistance in on-farm bio-security training |
| <input type="checkbox"/> | Assistance in training rotational grazing systems |

Marketing and Consumer Awareness

| | |
|--------------------------|--|
| <input type="checkbox"/> | Assistance and training in direct marketing |
| <input type="checkbox"/> | Assistance in creating direct marketing options |
| <input type="checkbox"/> | Assistance in internet website development |
| <input type="checkbox"/> | Development of a regional branding |
| <input type="checkbox"/> | Increased opportunities of local product marketing |
| <input type="checkbox"/> | Training in direct market product liability |
| <input type="checkbox"/> | Assistance in indentifying and managing risk |
| <input type="checkbox"/> | Assistance in price negotiations |
| <input type="checkbox"/> | Assistance in indentifying/developing new markets |
| <input type="checkbox"/> | Assistance in indentifying/developing niche business |
| <input type="checkbox"/> | Additional promotion of ag tourism in XXXX County |
| <input type="checkbox"/> | Assistance with marketing and sales promotions |
| <input type="checkbox"/> | Assistance in organizing buyer groups |
| <input type="checkbox"/> | Development of farmer business alliances |
| <input type="checkbox"/> | Assistance in creating Community Supported Ag |

**XXXX County Agricultural Development and Farmland Protection Plan
Agricultural Producer Survey**

| | | | | | | | | | | |
|--|-----------|---|----------------|-----------|--|----------------|--|-----------|--|--------------|
| 38) What is your age? <div style="border: 1px solid black; width: 80px; height: 25px; margin: 5px auto;"></div> | | 39) Are your children involved in the farm operation? <table style="width: 100%; border-collapse: collapse;"><tr><td style="border: 1px solid black; width: 60px; height: 25px;"></td><td style="padding: 2px 5px;">Part-time</td><td style="border: 1px solid black; width: 60px; height: 25px;"></td><td style="padding: 2px 5px;"><18 yrs of age</td></tr><tr><td style="border: 1px solid black; width: 60px; height: 25px;"></td><td style="padding: 2px 5px;">Full-time</td><td style="border: 1px solid black; width: 60px; height: 25px;"></td><td style="padding: 2px 5px;">≥ yrs of age</td></tr></table> | | Part-time | | <18 yrs of age | | Full-time | | ≥ yrs of age |
| | Part-time | | <18 yrs of age | | | | | | | |
| | Full-time | | ≥ yrs of age | | | | | | | |
| 40) Do you support local government funding for Farmland Preservation? | | | Yes | | | | | | | |
| | | | No | | | | | | | |
| 41) Please write of your own ideas for retaining and improving agriculture in XXXX County. | | | | | | | | | | |
| | | | | | | | | | | |

THANK YOU FOR GIVING US YOUR TIME!!