

# Ulster County Agricultural and Farmland Protection Plan

## Survey for Farmers

### Introduction

*Ulster County is working to revise and update its County Agricultural and Farmland Protection Plan, which was adopted by the Ulster County Legislature in 1997. As part of this effort, we are reaching out to farmers, farmland owners, and the general public to understand diverse interests and perspectives on agriculture and identify key issues, challenges, and opportunities to the agricultural industry in Ulster County.*



*We hope you will share your thoughts with us by participating in the following survey, which will take about 15 minutes to complete. All responses will remain anonymous. We welcome your input and thank you in advance for contributing to this very important effort.*

Please return completed surveys to:

Nan Stolzenburg, AICP CEP  
Community Planning and Environmental Associates  
152 Stolzenburg Rd  
Berne, NY 12023

Email: [nan@planningbetterplaces.com](mailto:nan@planningbetterplaces.com)

## Ulster County Agriculture Survey

### Questions for Farmers

**This set of questions is for farmers to answer.**

1. In what city, town, or village in Ulster County is your farm located? If multiple locations, select the location you mainly operate from?

2. Is your farm in a New York State-Certified Agricultural District?

- Yes, all of it is in a NYS-Certified Agricultural District
- Yes, some of it is in a NYS-Certified Agricultural District
- No
- Not sure

3. If yes, in which NYS-Certified Agricultural District is your farm located?

- District #1
- District #2
- District #3
- District #4
- Not sure

4. Do you receive an Agricultural Value Assessment on the farmland that you own to reduce property taxes?

- Yes
- No
- Not sure

5. Does the landowner from whom you lease farmland receive an Agricultural Value Assessment to reduce property taxes?

- Yes
- No
- Not sure
- Not applicable

6. How many years have you operated your current farm in Ulster County?

- 2 years or less
- 3-4 years
- 5-9 years
- 10-20 years
- 20 years or more

7. If you are new to farming in Ulster County, what brought you here?

8. How many acres of land in Ulster County do your OWN and use for farming?

9. How many acres of land in Ulster County do you RENT from other property owners to support your farm operation?

10. What agricultural products do you grow or raise on your farm. Check all that apply?

- Beef
- Corn for grain or seed
- Corn for fuel
- Corn (sweet corn)
- Christmas Trees
- Dairy
- Flowers for cutting
- Fruits and berries
- Goats and kids
- Grains (e.g., barley or wheat) and oilseeds
- Hay
- Heifers and calves to support dairy farms
- Hemp
- Herbs
- Hogs and pigs
- Honey
- Hops
- Horses, ponies and donkeys
- Maple syrup
- Mushrooms
- Nursery, floriculture, and greenhouse products
- Poultry (e.g., chickens, turkeys, ducks) for meat
- Poultry (e.g., chickens, turkeys, ducks) for eggs
- Sheep and lambs
- Soybeans
- Vegetables for fresh market
- Vegetables for processing
- Other (please specify)

11. Of the products listed in the question above, which **one** do you consider to be your *primary* farm product?

- Beef
- Corn for grain or seed
- Corn for fuel
- Corn (sweet corn)
- Christmas Trees
- Dairy
- Flowers for cutting
- Fruits and berries
- Goats and kids
- Grains (e.g., barley or wheat) and oilseeds
- Hay
- Heifers and calves to support dairy farms
- Hemp
- Herbs
- Hogs and pigs
- Honey
- Hops
- Horses, ponies and donkeys
- Maple syrup
- Mushrooms
- Nursery, floriculture, and greenhouse products
- Poultry (e.g., chickens, turkeys, ducks) for meat
- Poultry (e.g., chickens, turkeys, ducks) for eggs
- Sheep and lambs
- Soybeans
- Vegetables for fresh market
- Vegetables for processing
- Other (please specify)

12. Have you made a major change in the past 10 years in your farm's *primary* product, such as transitioning from dairy to vegetable production?

Yes

No

If Yes, please describe how your operation has changed.

13. Are any of the following activities a part of your farm operation? Check all that apply.

Agri-tourism, such as farm tours, hay rides, corn mazes, etc.

Farm-based brewery, cidery, distillery or winery

Grass-fed animal production

Organic production with USDA Organic certification

Organic production without USDA Organic certification

Restaurant or café'

Solar energy production for farm only

Solar energy production for the electrical grid/off-site use

U-Pick operation

Value-added production or processing

Other (please specify)

14. If you have agri-tourism or value-added production on your farm, please describe.

15. How do you distribute and sell your agricultural product? Check all that apply.

Direct to consumers (retail)

Direct to institutional buyers, such as schools, hospitals, and prisons

Wholesale

Other (please specify)

16. If you selected "Direct to consumers" above, how or where? Check all that apply.

- On the farm, at a farm stand, on-farm store, or u-pick operation
- At a farm store off-site
- At farmers markets in Ulster County
- At farmers markets in New York City
- Through a Community Supported Agriculture (CSA) operation
- Through online marketplaces
- Other (please specify)

17. If you have a wholesale operation, which markets do you sell to? Check all that apply.

- Restaurants
- Retail outlets such as supermarkets, specialty food shops, food cooperatives, etc.
- Food and beverage processors
- Intermediaries such as distributors and food hubs
- Other (please specify)

18. Are you interested in expanding into *new* markets?

- Yes
- No
- Not sure

19. If you sell your agricultural products to the public, how do you currently market or advertise them? Check all that apply.

- I have a roadside sign in front of my farm or nearby
- I advertise in print publications (e.g., newspapers)
- I advertise using social media (e.g., Facebook, Instagram)
- I advertise using email
- I have a website
- I participate in regional efforts to promote local farm products (e.g., Hudson Valley Bounty, Pure Catskills)
- I market my products through special events on my farm property
- I do not market or advertise my products
- Other (please specify)

20. What were the estimated gross revenues of your farm, before taxes and expenses in 2022?

- Less than \$5,000
- \$5,000-\$9,999
- \$10,000-\$24,999
- \$25,000-49,999
- \$50,000-\$99,999
- \$100,000-\$249,999
- \$250,000-\$499,999
- \$500,000 or more

21. Is the income earned from your farm.....

- The primary source of household income
- A secondary source of household income
- Minimal; we do not rely on the farm as a source of income

22. How profitable has your farm operation been over the last 5 years?

- Very profitable
- Somewhat profitable
- Less profitable
- Break-even
- Not profitable

23. Compared to 10 years ago, or when you first established your farm if it was less than 10 years ago, is your farm ...

- More profitable
- No change in profitability
- Less profitable

Why?

24. List three positive features of farming in Ulster County.

Positive 1

Positive 2

Positive 3



25. Over the next five years, do you intend to take any of the following actions? Check all that apply.

- Decrease acreage and/or production
- Develop agritourism activities on my farm
- Diversify the crops I grow or the animals I raise
- Donate or sell development rights on my land
- Increase acreage and/or production
- Retire
- Sell or rent my land to keep it in use as a farm
- Sell my land for non-farm uses
- Stay the same
- Stop farming and pursue other employment
- Transition to a new crop or commodity
- I don't know
- Other (please specify)

26. Does your farm have a succession plan?

- Yes
- No
- Not sure

27. Which of the following would enhance the capacity of your farm to increase revenues, reduce costs, and/or reach additional markets, if they were available in Ulster County? Check all that apply.

- Affordable, high-quality farmland to purchase
- Affordable, high-quality farmland to lease
- Aggregation and distribution facility for local farm products, like a food hub
- Assistance securing capital financing
- Business planning assistance
- Cold storage facility for local farm products
- Employee/workforce training
- Housing for farmworkers
- Marketing assistance
- Processing facility for fruits and vegetables
- Processing facility for livestock
- Succession planning assistance
- Other (please specify)

28. Do you think farmland in Ulster County should be better protected from conversion or development of non-agricultural uses?

- Yes
- No
- Not sure

29. In your opinion, how much of an issue are the following market-related challenges to **YOUR** farm in Ulster County?

|   | Not an Issue          | Minor Issue           | Major Issue           | Not Sure              |
|---|-----------------------|-----------------------|-----------------------|-----------------------|
| Consolidation of small and mid-sized farms into larger farms    | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> |
| Competition from new farms for local markets                    | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> |
| Cost of marketing products in New York City                     | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> |
| Difficulty finding markets for farm products                    | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> |
| Global consolidation of the food supply or system               | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> |
| Lack of distribution facilities to get products to market       | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> |
| Lack of support for scaling up farms to reach wholesale markets | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> |
| Limited marketing and promotion of local farm products          | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> |

30. In your opinion, how much of an issue are the following community considerations to **YOUR** farm in Ulster County?

|  | Not an Issue          | Minor Issue           | Major Issue           | Not sure              |
|--|-----------------------|-----------------------|-----------------------|-----------------------|
| Fewer people interested in farming as a career                   | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> |
| Increased consumer preference for prepared and convenience foods | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> |
| Lack of support for farming by municipal and county leaders      | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> |
| Lack of support for farming by the public                        | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> |
| Nuisance complaints from non-farmers                             | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> |
| Traffic that makes it difficult to move farm equipment           | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> |

31. In your opinion, how much of an issue are the following farm operation and management considerations to **YOUR** farm in Ulster County?

|   | Not an Issue          | Minor Issue           | Major Issue           | Not Sure              |
|---|-----------------------|-----------------------|-----------------------|-----------------------|
| Availability of agriculture-related services and supplies for farms   | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> |
| Availability or cost of insurance                                     | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> |
| Cost of labor (skilled or unskilled)                                  | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> |
| Difficulty finding labor (skilled or unskilled)                       | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> |
| Farm equipment and machinery acquisition costs                        | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> |
| Farm equipment and machinery repair costs                             | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> |
| Feed costs  | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> |
| Land prices   | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> |
| Land availability   | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> |
| Limited agricultural economic development programs                    | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> |
| Property taxes  | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> |
| Production costs relative to price received for agricultural products | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> |
| Transferring the farm to the next generation                          | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> |

32. In your opinion, how much of an issue are the following environmental, regulatory, and development considerations to **YOUR** farm in Ulster County?

|  | Not an Issue          | Minor Issue           | Major Issue           | Not Sure              |
|--|-----------------------|-----------------------|-----------------------|-----------------------|
| Changing weather patterns and weather extremes               | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> |
| Development pressure   | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> |
| Food safety compliance                                       | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> |
| Increased pest or disease pressure                           | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> |
| Liability and risk management                                | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> |
| Loss of farmland to non-farm uses, like housing              | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> |
| Restrictive municipal land use regulations                   | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> |
| Restrictions on or availability of pesticides and herbicides | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> |
| Solar facilities on farms                                    | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> |

33. In your opinion, what are the *biggest* issues facing your farm operation in Ulster County?

34. Please offer any additional thoughts about agriculture in Ulster County.