

Durham Agriculture Community Partnership

Agricultural Economic Development Project

Farmers Forum II

Durham, New York

November 5, 2008

<http://www.eroresources.com/Durham/>

Farmers Forum II

- Welcome
- Durham and the Glynwood Center Keep Farming Program®
- Local Foods Survey Results
- Farmers Survey Results
- Potential for Agricultural Economic Development
- Farmers Survey – getting it right

Farmers Forum I – April 2, 2008

- Review information known about farming in Durham
- Is the information right
- What don't we know?
- Survey descriptions
- Second Farmers Forum to present results

Durham Agriculture Community Partnership

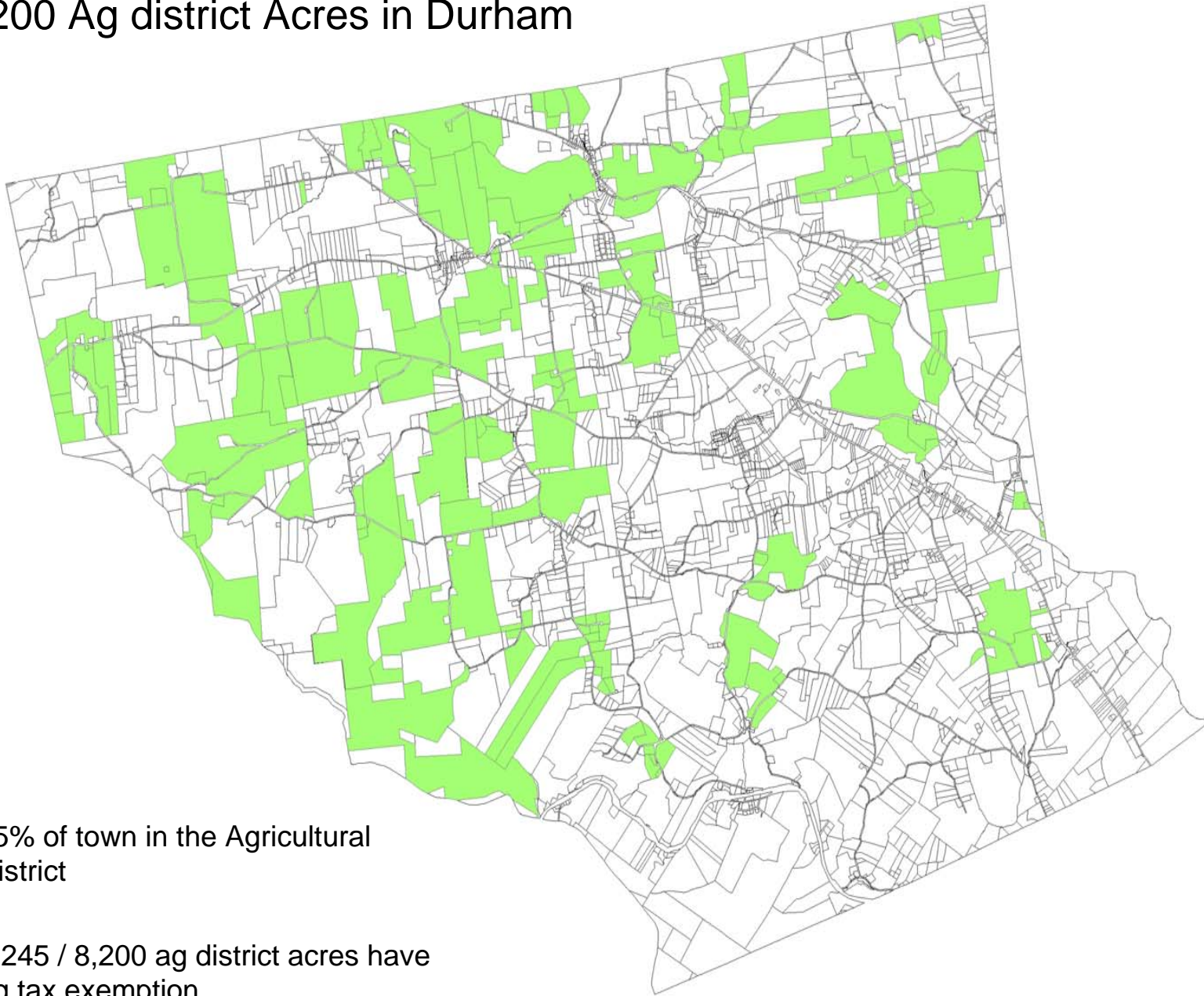
- Mike Boyle
- Martha Suwara
- Les Armstrong
- Jerry Cunningham
- Linda Sutton
- Carl Kohrs
- Elsie Allan
- Peter Nadin
- Ann Kennedy
- Lisa Trafton
- Doreen Deckers
- Bonni Greer
- Jodi Wood
- Sherry Hull
- Bernadette Gavin-Palmieri
- Gary Hulbert
- Jo-Ann Rascoe
- Richard Goldstein

Resources:

- Virginia Kasinki (Glynwood Center)
- Rick Zimmerman (ZGA,LLC)
- Andy Cole (ERO)

Supported by a grant from the New York State Quality Communities Program

8,200 Ag district Acres in Durham



- 25% of town in the Agricultural District
- 3,245 / 8,200 ag district acres have ag tax exemption

Farmers survey

- Purpose of the survey is to achieve a better understanding of farming in the Town of Durham
- Survey is a basis for planning / projects
- Individual surveys are confidential
- We will summarize the survey information and only use the summary information in the planning process

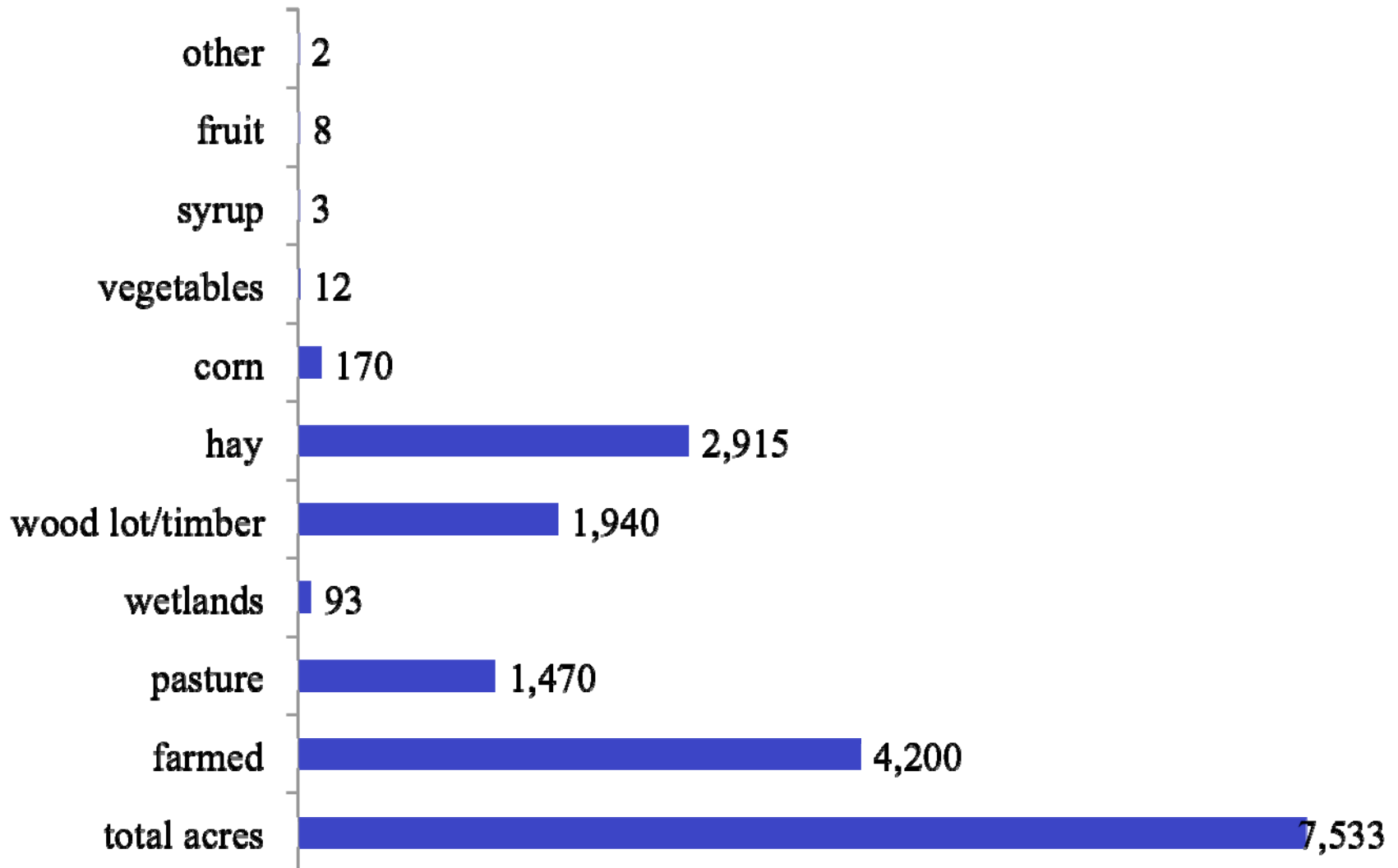
Farmers Survey Results – 41 farms

- The project identified ~ 56 Farmers in Durham
 - 33 farmers farming 3,245 ag district exempt acres
- 41 Farmers completed the survey
- Completed surveys represent 7,533 acres owned / 4,200 acres farmed

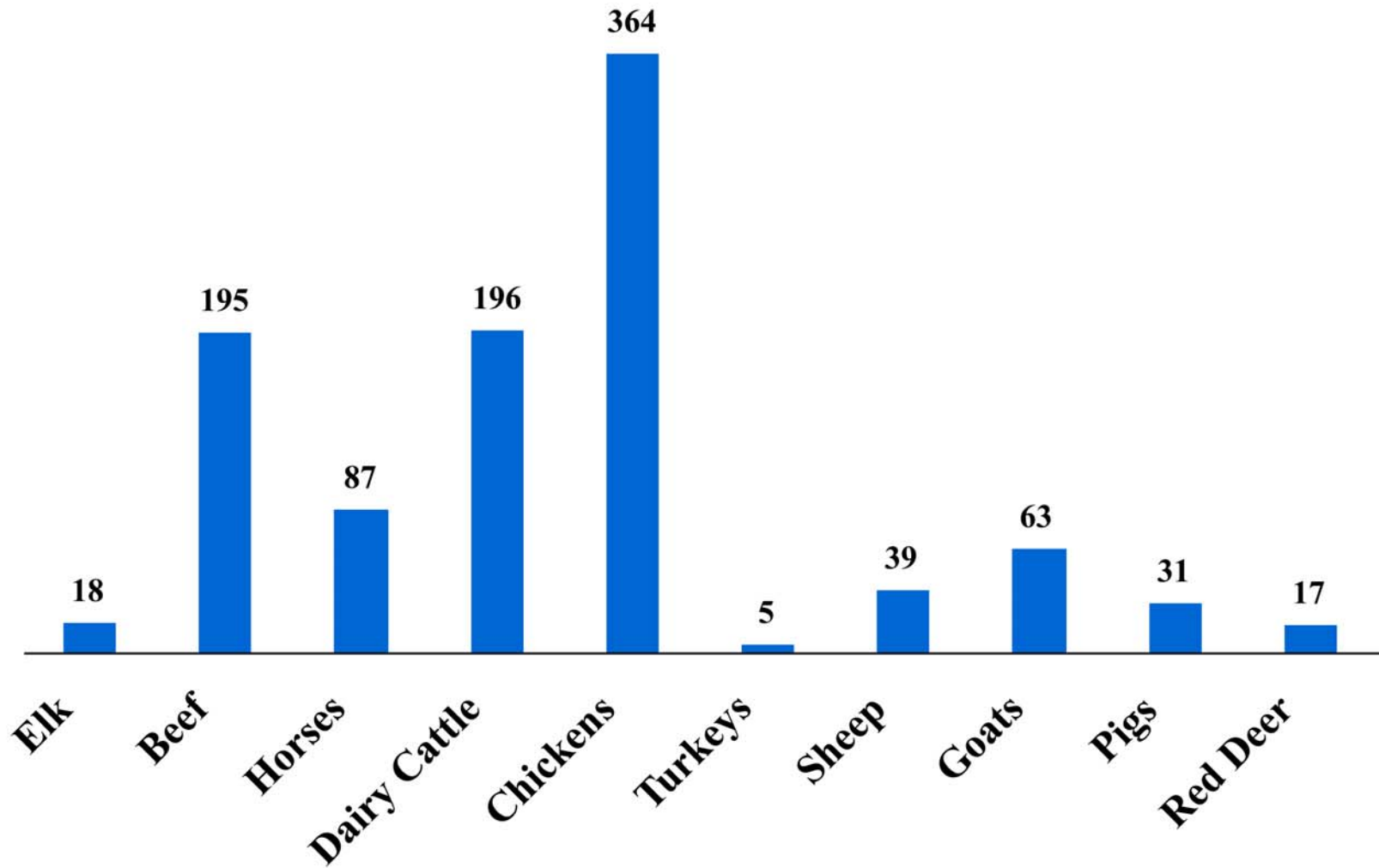
Characteristics of 41 farms returning surveys

- 7 farming sole means of support (17%)
- 34 owner operated (83%)
- 2 greenhouses (5%)
- 5 with organic acres (12%)
- 6 sell produce locally (14%)
- 20 with free range live stock (48%)
- 5 using organic feed (12%)
- 12 allow tourists to visit (30%)
- 1 provides lodging to tourists (2%)

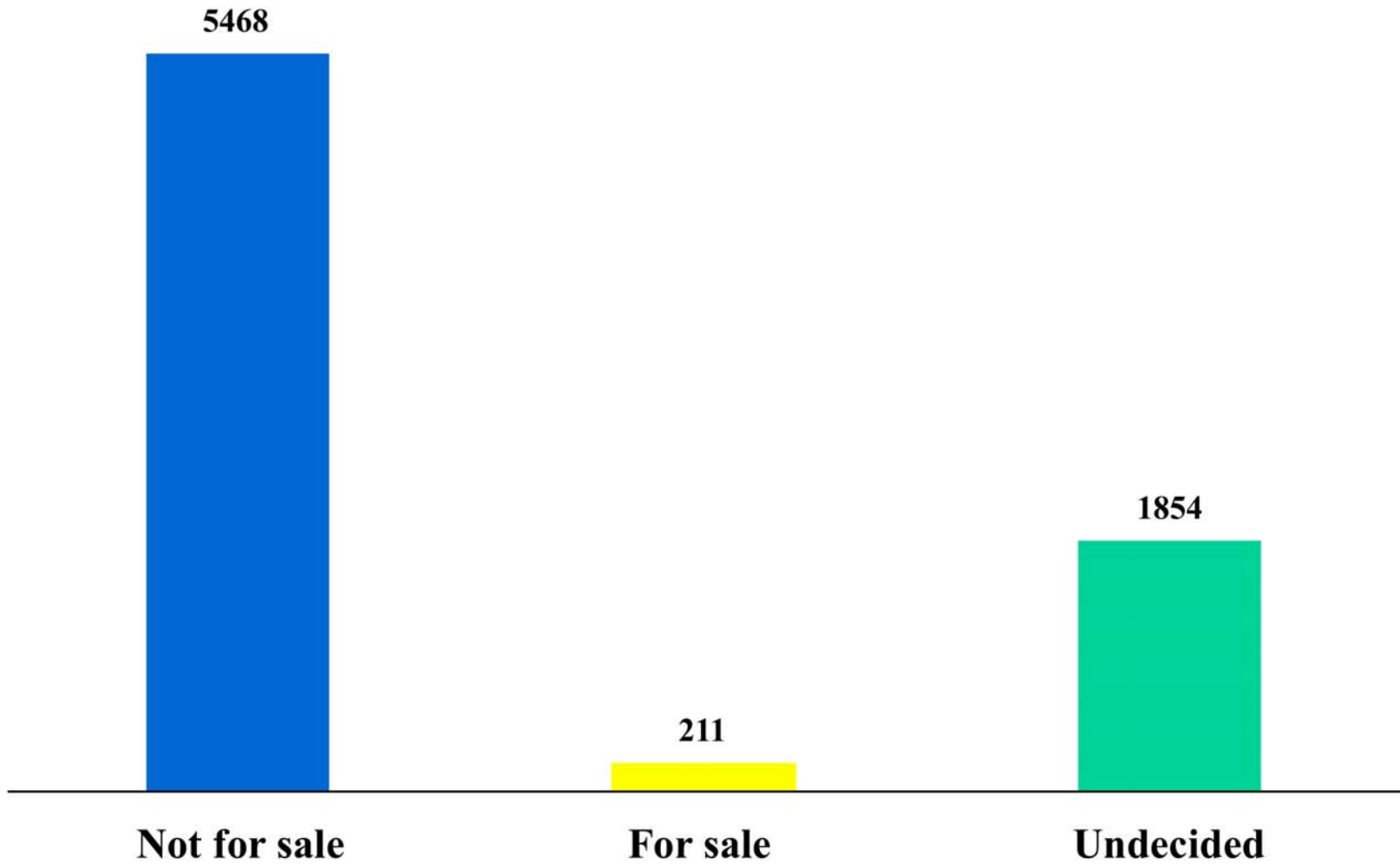
Agricultural Land use



Livestock



27% of 7,533 Acres of agricultural land may be at risk for development



Agricultural employment in Durham

- 4 full time farm workers (3 farms have full time employment)
- 30 seasonal workers (10 farms have seasonal employment)

Major challenges identified by farmers in the survey

- Cost of fuel (4)
- Taxes (5)
- Cost of expenses (10)
- Loss of farm land to development (1)
- Lack of market opportunity (3)
- Deer management (1)
- More tourists (1)
- Regulations (1)

- 12 surveys noted neighbor objection to farming
- 9 farmers indicated that agri-tourism is VERY important

Agricultural Land Use

Summary of survey results

- Hay (3000 Acres)
- Pasture (1500 Acres)
- Timber / Wood lot (2000 Acres)
- Other (300 Acres)

Agricultural Production

Summary of survey results

- Hay
- Livestock
 - Beef cattle
 - Chickens, Turkeys
 - Goats, Sheep
 - Pigs
 - Elk, Red Deer
 - Horses
- Milk
- Timber

Challenges

Summary of survey results

- Loss of farmland to development
- Maintaining right to farm over objection of neighbors
- Cost of expenses increasing faster than price of goods sold

Increasing profit for farmers – where is the opportunity?

Opportunities for agricultural economic development

- Markets
- Quality
- Yield
- Value add

Local Markets – local food survey

- 190 surveys returned representing 567 individuals
 - 374 adults
 - 193 children
- 89% of respondents live in Durham full time
- 55% of surveys from families with children

40% of families produce at least some of their own food

Local Markets – local food survey

grow own	families	adults	children	individuals
no	113	221	101	322
yes	77	153	92	245

30 local businesses serving or preparing food in Durham completed the food servers survey

Local Markets – food servers survey

- 83% (25/30) currently use / sell some locally grown products
- On average 20% of foods prepared are from locally grown products
- 93% (28/30) are interested in purchasing more local foods

There is a strong market in Durham for locally produced food

Local Markets – local food survey

- Local foods are better
 - 83% Local foods taste better
 - 64% Quality of local foods in Durham are acceptable
- Not enough local foods available in Durham
 - 23% Enough local foods to meet families needs
 - 25% Easy to find local foods in Durham
- Market opportunity in Durham
 - 73% Would buy more local food if knew where
 - 64% would spend extra money for locally grown products

Agricultural Economic Development

Durham Agriculture Community Partnership

- Phase I Data collection / Assessment
 - Local farm economy (what do we produce)
 - Marketplace (who will buy it)
- Phase II Business planning
 - Develop “short” list of possible projects based on potential benefit to majority of the local farming community
 - Feasibility assessment
 - Formal business plan
- Phase III Implementation

Opportunities must build on current agricultural land use

Opportunities for agricultural economic development

- Hay (3000 Acres)
- Pasture (1500 Acres)
- Timber / Wood lot (2000 Acres)
- Other (300 Acres)

Now that we know who we are and what we look like as an agricultural community, where do we go from here?

- What are our Goals and Expectations?
 - For our industry?
 - For our Community?

Feasibility assessment

- Process to determine which program(s)/ project(s) make the most sense for the industry and community
- Alignment of Goals and Expectations

Needs Assessment for Achieving Goal(s)

- Capital
- Infrastructure
- Management
- Human resources
- Community support
- Organizational structure
- Time to implementation
- Other

Evaluate economic, social, political issues impacting programmatic and project options

Develop “Best Practice” samples

- Determine if the project(s) are Go or No Go
- Build Business Plan(s) to implement project(s)

Develop preliminary “short list” of projects based on:

- Farmers survey and local markets survey
- Market opportunities,
- Time to implementation
- and best practices models

Preliminary “short list” categories

- Livestock: Production and marketing of quality meats and meat products
- Maximizing returns from private forests through sustainable management techniques
- Dairy: Production and marketing of artisanal cheese
- Sheep: Production for specialty wool markets
- CSA/Chef Connection
- Agri-Tourism- maximizing the opportunities through close proximity to urban center
- Direct Marketing

Agricultural Economic Development - Next Steps

Durham Agriculture Community Partnership

- Convene Agriculture Community Partnership as economic development steering committee
- Invite additional participants as needed
- Commence feasibility assessment
- Analyze various options
- Report back to community with recommendations