AGRICULTURE ECONOMIC VIABILITY SURVEY RESULTS

Farmers & Members of the Agriculture Community

289 surveys completed

April 22, 2019
Q1: What is your role in Frederick County’s agricultural industry?

Over half operate a farm
Q2: How many years of experience do you have in agriculture?

71% have more than 30 years
Q3: How many acres do you have in active production?

Majority farm more than 100 acres
Q4: Do you have access to additional acreage you could farm, or additional ag business you could support?

- Yes: 26%
- No: 74%

75 Yes
209 No

74% No
26% Yes
What is preventing you from expanding?

- Hard to find land
- Costs/affordability
- Regulations
- Time
- Labor
- Age
- Do not wish to expand
Q5: Have you protected any of your farmland development by way of a land preservation program?

- Yes: 143
- No: 135
- Unsure: 7

50% Yes
48% No
2% Unsure
Q6: What are the biggest challenges that you face?
### Q6: Other Challenges

<table>
<thead>
<tr>
<th>Sustainable profits (19)</th>
<th>Age of Farmers (4)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Traffic issues when moving equipment (5)</td>
<td>Natural deterrents: deer, insects, disease (4)</td>
</tr>
<tr>
<td>Regulations (4)</td>
<td>Responsible lessees (3)</td>
</tr>
</tbody>
</table>

**Others Mentioned:**

Lack of cooperatives, Shared-use right-of-way, Maintenance of fields, fencing, equipment. Better opportunities outside of ag business
Q7: Out of these challenges, which one would you rank as most important?

Commodity prices (97)  
Weather (40)  
Regulations (17)  
Labor costs and shortage (15)  
Zoning & land use (14)  
Development pressure (14)  
Leasing Land (10)  
Marketing & Competition (10)  

*Others Mentioned:*
Signage & Traffic on roadways, Taxes and insurance costs, Right-to-Farm complaints, Lack of cooperatives
**Q8: What are the top sources of revenue on your farm or your support business?**

<table>
<thead>
<tr>
<th>Revenue Source</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Major crops</td>
<td>61</td>
</tr>
<tr>
<td>Grains</td>
<td>56</td>
</tr>
<tr>
<td>Hay &amp; straw</td>
<td>55</td>
</tr>
<tr>
<td>Rent/lease</td>
<td>29</td>
</tr>
<tr>
<td>Dairy milk</td>
<td>28</td>
</tr>
<tr>
<td>Beef cattle</td>
<td>27</td>
</tr>
<tr>
<td>Livestock</td>
<td>23</td>
</tr>
<tr>
<td>Agritourism</td>
<td>18</td>
</tr>
</tbody>
</table>

*Other Revenue Sources Mentioned:*

- Horse boarding
- Wood/timber sales
- Poultry
- Farm-brewed beer & Wine
- Pension & FT Job
- Farm equipment
- Cell tower
- Sod
Q9: What type of value-added product are you producing?

- None (55)
- Beef/freezer beef (25)
- Major crops (24)

Trees Lumber (23)
Craft Beverages (7)

*Others Mentioned:*
Training trail rides, Veggies, specialty crops, Lamb/sheep, Chicken, Milk, Wreaths, decorations, Eggs, Ice Cream, Wool roving, pelts & yarn, Lawn & garden, Pork, Small square baled hay, Applesauce, Leases for solar energy, Butter
Q10: What other uses of your land or business have you considered?

None (37)  Craft Beverages (16)
Agritourism (20)  Events (13)
Solar (15)  Value Added (8)

Others Mentioned:
Timber, Small-scale development lots, Land Conservation Preservation, CREP, Educational Outreach, Horse center/boarding
Q11: Have you explored these uses with local government staff?

- Yes: 22%
- No: 78%
Q12: What hurdles do you face?

None (25)  Permits (12)
Cost (23)  Zoning Regulations (8)
Other Regulations (15)

*Others Mentioned:*
Time, Price fluctuations, Labor, Marketing, Age, Pressure from developers, Lack of storage for Grain, Environmental issues, Liability & licensing, Existing covenants, Finding timber harvesters
Q13: If you are not already producing value-added products or land uses, are you interested in learning more about such products/uses?

Respondents: 180

63% No
37% Yes
Q14: Do you have a need for:

- Shared processing: 33%
- Cold storage: 27%
- Help with a business plan: 41%
- More farm labor help: 57%
Q15: Is there any other information that you would like to share?

• Plan for future generations of farmers
• Change the Agriculture Land Preservation Policy
• Develop a Farm Service directory
• Increase Critical Farms Funding
• Offer homestead credits for each farmer owned property
• Offer Grain storage
• Offer Malt house
• Provide large farmers market building
• Speed up Soil Conservation
• Wind turbines
Q16: What do you believe the county should do to support agricultural viability in Frederick County?

- Establish co-ops, clearinghouse, processing centers, Malthouse venues
- Increase land preservation
- Help with directional signage to value added farms
- Reduce Taxes
- Support nontraditional agriculture
- Ease zoning regulations
- Do more to promote HomegrownFrederick.com
- Educate public re: farm traffic
- Stop or Slow development