Survey of Agriculture Development Professionals in New York State (Preliminary Results)

- New York State Department of Agriculture and Markets
- Cornell Agricultural Community Economic Development Program Work Team
- Community, Food and Agriculture Program
Survey Objectives

- Learn more about *who* is doing *what* in AED.
- Identify needs, challenges, and interests of AED professionals.
- Maximize the collective impacts from AED efforts.
- Better support AED efforts.
Survey Methods

- List compiled by the ACED PWT and NYSDAM of “self identified” agriculture economic development professionals. List was crosschecked against Extension and RC&D offices lists.
- Survey was designed by NYSDAM staff and reviewed by members of the PWT.
- Survey mailed with a SASE February 20, 2003; reminder cards were mailed (mail count= 100).
- Data was analyzed CFAP using SPSS.

Please Note: this data has not been verified!
Results

- 62 useable responses
- Response rate = 62%
AED Professionals
Characteristics

Type of Employer
Experience

Time Allocation
Other Job Responsibilities
AED Experience

Percent of Respondents by Year Categories

Percent

Year Categories

< 1 yr 1-3 yrs 3 -5 yrs 5 -10 yrs 10 yrs+

11 31 20 20 18
Environmental issues (including farmland protection) 49.6%
Com/Econ/Bus. Development 30.6%
Dairy/Livestock 27.3%
Production ag. 22.6%
Youth 20.0%
Home horticulture 14.5%
Field crops 14.5%
Clientele

<table>
<thead>
<tr>
<th>Type of Primary Client</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Ag Sector</td>
<td>94%</td>
</tr>
<tr>
<td>Public</td>
<td>27%</td>
</tr>
<tr>
<td>Local Gov't</td>
<td>19%</td>
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</tbody>
</table>
Collaborators

- CCE 83.9%
- County Planning 71.0
- NYSDAM 66.1
- SWCD 64.5
- Farm Bureau 62.9
- Other 38.7
- RC&D 35.5
- Farm Credit 24.2
- RC&D Council 14.5
Sources of Funding for POSITION

<table>
<thead>
<tr>
<th>Source of Funding</th>
<th>Percent</th>
</tr>
</thead>
<tbody>
<tr>
<td>Public Funding</td>
<td>65.6</td>
</tr>
<tr>
<td>Private Funding</td>
<td>1.7</td>
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<tr>
<td>Mixed Funding</td>
<td>32.7</td>
</tr>
</tbody>
</table>
Sources of Funding for PROJECT

- State: 28.8%
- Local: 23.1
- None: 19.2
- Cornell: 15.4
- Federal: 3.8
- Private: 3.8
- Other: 3.8
- Regional: 1.9
Existence of *Local* Funding Mechanisms for AED?

<table>
<thead>
<tr>
<th>Response</th>
<th>No.</th>
</tr>
</thead>
<tbody>
<tr>
<td>No</td>
<td>22</td>
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<tr>
<td>Yes</td>
<td>23</td>
</tr>
<tr>
<td>Does not know</td>
<td>4</td>
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Local Funding Sources

- “None that I am aware of…” most common response.
- **Essex County**: $20,000 from county for farmer training, promotion, etc.
- Mohawk Valley Edge.
- **Jefferson County** Ag Development Corporation: $100,000.
- **Washington County** ($5 check-off on Farm Bureau membership).
- County office of employment training.
- County IDA, Tourism.
- CCE, Planning/ED Department.
- County government: $4,000.
Examples of Past Success!

- Milk machines into school
- Anaerobic digester projects
- Migrant worker housing
- “Grow Otsego” program
- “Come Farm With Us” video
- Ag-friendly comprehensive plan
- Purchase of development rights

- New York Bold—branded onions
- Artisanal cheese plant
- Feasibility of shared-use kitchen
- Revolving loan fund
- Weekly radio show
- Workforce certification
- Farm-to-restaurant projects
- Institutional procurement
Sample of Current/Ongoing Projects

- Dairy Viability Initiative
- Northern NY Aquacultural Development Program
- Mobile cheese lab
- Multicounty regional ag. dev.
- Study tours
- Organic winery
- Agriculture Innovation Center
- Goat & sheep meat marketing channel
- Beginning farmer apprentice program
- Marketing potatoes by cooking type

- Embracing Equine initiative
- Farmland protection plan update
- Fresh-cut processing research
- Smokehouse
- Reuse of old ag. processing facilities
- Empire Zone inclusion of ag. projects
- “Little Red Barns” in public libraries
- Agroforestry
- Soybean-processing project
Evaluation Methods

<table>
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<tr>
<th>Type of Evaluation</th>
<th>No.</th>
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<tbody>
<tr>
<td>Informal</td>
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<tr>
<td>Formal</td>
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<tr>
<td>Combo</td>
<td>11</td>
</tr>
<tr>
<td>None</td>
<td>2</td>
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AED Challenges and Opportunities

Challenges
Most Helpful Support Needed
Interest in Sharing Information
Top 10 Challenges

- Lack of ideas or vision
- Identifying needs
- Start-up support
- Ag. literacy
- Motivating farmers
- Staff
- Public awareness
- Buy-in support
- Time
- Funding
Top 10 Challenges

- **Funding**: 27
- **Time**: 19
- **Buy-In Support**: 9
- **Public awareness**: 4
- **Staff**: 3
- **Motivating farmers**: 3
- **Ag Literacy**: 3
- **Start up support**: 2
- **Identifying needs**: 2
- **Lack of Ideas/vision**: 2

Number of Responses

0 5 10 15 20 25 30
Professional Development Needs

- Funding opportunities
- How to work with economic developers
- Economic development skills
- Community development
- Food system skills
- Facilitation skills
- Presentation skills
Most Helpful Support Needed

- Resources: 29
- Info: 29
- T/A: 17
Interest in Info-Sharing Methods

- Professional Network 83.9%
- Web Listing 67.7%
- PWT Mailing List 64.5%
Summary of Respondents’ Comments and Recommendations

- AED professionals feel vulnerable to the limited availability of resources and to the whims of local and state politics.
- *Perceived* key to success is **MONEY**.
- NYSDAM programs are valuable and need expansion.
- Strong need for general education of government about the value of AED work.
- AED educational needs include grantsmanship, impact analysis, and project ideas, and examples of successes.