

TIOGA COUNTY

AGRICULTURE & FARMLAND  
PROTECTION PLAN

Research & Writing

by

Linda LaRosa-Mosner, Consultant

for

Tioga County Agriculture Farmland Protection Board

November 1998

**TIOGA COUNTY**

**AGRICULTURE & FARMLAND  
PROTECTION PLAN**

**Research & Writing**

**by**

**Linda LaRosa-Mosner, Consultant**

**for**

**Tioga County Agriculture Farmland Protection Board**

**November 1998**

TIOGA COUNTY

AGRICULTURAL BUSINESS RETENTION & EXPANSION PROJECT

Part I

STUDY OF AGRICULTURE IN TIOGA COUNTY

### STATE DIRECTIVE FOR THE PROTECTION PLAN

---

The New York State Constitution directs the legislature “to provide for the protection of agricultural lands”. In 1992, the New York State legislature declared that agricultural lands are irreplaceable state assets. In an effort to maintain the economic viability, environmental, landscape and societal values associated with agriculture, the State has authorized county initiatives for agricultural protection policies. The latest of these is legislation authorizing Agriculture and Farmland Protection Plans under Article 25AAA of New York State’s Agriculture and Markets Law.

---

## COUNTY DIRECTIVE FOR THE PROTECTION PLAN

The Tioga County Department of Economic Development and Planning secured a grant, funded by the New York State Department of Agriculture and Markets and the Appalachian Regional Commission, to prepare an Agriculture and Farmland Protection Plan.

The development of the plan was a joint effort between the Tioga County Agriculture & Farmland Protection Board, the Tioga County Department of Economic Development and Planning, the Tioga County Soil and Water Conservation District, the Tioga County Real Property Tax Service, Cornell Cooperative Extension, and the South Central New York Resource Conservation Development Project, Inc.

A major component of this plan is the Tioga County Agricultural Business Retention & Expansion Project. The goal of the Business Retention & Expansion Project is the development of strategies and objectives specifically designed to economically assist its Agricultural Industry. These strategies, to be included in the plan as a whole, will augment the plan's purpose of helping to sustain agriculture as an economically viable industry in Tioga County and to create a link between agriculture and other sectors of the business community.

A task force comprised of Tioga County professionals, businesspersons and farmers with the assistance of Cornell University met numerous times to discuss agriculture and agricultural issues and to develop a survey. The survey was customized for Tioga County farmers/producers. The purpose of the survey was to identify current agricultural conditions and concerns related to the future of agriculture and to determine the agricultural economic climate of Tioga County.

A major activity of the BR&E Task Force members was the data collection. Members received survey training, then surveyed randomly selected farmers/producers on farm-site. The goal of the BR&E Task Force was to survey 100 farmers/producers. A total of 97 surveys were completed as scheduled.

When the Tioga County Farmland Protection Plan is complete and has been adopted, Tioga County will become eligible to enter phase 2 – applying for implementation funding. Such funds can be used for farmer assistance purposes and include land acquisition, diversification, business training, market surveys and campaigns, productivity enhancements cooperative resource allocation and other pro-agricultural endeavors.

The information in this report is based primarily on the results from the Tioga County Agricultural Business Retention & Expansion Project Task Force Survey with additional information obtained from 1992 Census of Agriculture, Census Bureau, USDC. Additional County specific information was obtained from the Tioga County Socio-Economic Profile, 1996 and Tioga Tomorrow: The People's Comprehensive Plan for Economic and Social Development in Tioga County, 1997. All information contained in this report refers to the condition of agriculture as it relates specifically to Tioga County.

1997-1998 Members of  
Tioga Count Agriculture Business Retention and Expansion Task Force

Julie Allen, Farmer, 8489 Waite Road,  
Nichols, NY 13712

Doug Barton, Tioga County Real Property, 16 Court Street,  
Owego NY 13827

Brian Caldwell, Cornell Cooperative Extension, 56 Main Street,  
Owego, NY 13827

Howard Chrisfield, Dairy Farmer, 503 Hamilton Valley Road,  
Spencer, NY 14883

Ron Dougherty, BOCES, 26 Ross Street,  
Owego, NY 13827

Tess Grub, Southern Tier East Regional Planning Development Board, 375 State Street,  
Binghamton, NY 13901

Karen Gunther, Agriculture and Farmland Protection Board, 2531 West Creek,  
Newark Valley, NY 13811

Henry Brent, Cornell Cooperative Extension, 56 Main Street,  
Owego, NY 13827

Jane Hexter, Cornell Cooperative Extension, 208 Broadway,  
Mountour Falls, NY 14865

Elaine Jardine, Tioga County Economic Development and Planning,  
Owego, NY 13827

Dean Klett, Agriculture and Farmland Protection Planning Board, 3247 Montrose Tumpike,  
Owego, NY 13827

Karl Kuhlman, Farmer, 5932 Waites Road,  
Owego, NY 13827

Andrea LaPlante, Tioga County Soil and Water Conservation, 56 Main Street,  
Owego, NY 13827

Linda LaRosa-Mosner, South Central New York Resource Conservation Development, Inc.,  
99 North Broad, Norwich, NY 13815

Reid Marmillion, Agriculture and Farmland Protection Plan, 116 ½ Whig Street,  
Newark Valley, NY 13811

Marvin Moyer, Beef Farmer, Lainhart Road,  
Owego, NY 13827

Bob Rich, Cornell University, 308A, ILR Extension,  
Ithaca, NY 14853

Ron Richter, Tioga County Planning Board, 4958 East River,  
Nichols, NY 13812

Joe Roman, Tioga County Economic Development & Planning, 56 Main Street,  
Owego, NY 13827

Sandra Rosenberger, Agriculture and Farmland Protection Board, Farmer, 601 Welch Road,  
Owego, NY 13827

Scott Smith, Scott Smith & Sons, 320 West Beecher,  
Owego, NY 13827

Elizabeth Stieglitz, Tioga County Planning Board, 281 Jewett Hill Road,  
Berkshire, NY 13736

Bob Strong, Agriculture & Farmland Protection Board, 2599 Route 1-C,  
Barton, NY 13734

Christopher Waite, Agriculture and Farmland Protection Board, 785 Waite Road,  
Nichols, NY 13812

John F. Waite, Tioga County Legislator, 5763 Waits Road, Owego NY 13827

**1997-1998 Members of  
Tioga County Agriculture and Farmland Protection Board**

---

Doug Barton, Tioga County Real Property, 16 Court Street,  
Owego, NY 13827

Brian Caldwell, Cornell Cooperative Extension, Tioga County Office Building,  
Owego, New York 13827

Howard Chrisfield, Chairperson, Tioga County Soil Water Conservation District  
& Dairy Farmer, 503 Hamilton Valley Road, Spencer, NY, 14883

Karen Gunther, Farmer, and Agriculture & Farmland Protection Board,  
2531 West Creek Road, Newark Valley, NY 13811

Elaine Jardine, Tioga County Economic Development & Planning,  
Tioga County Office Building, 56 Main Street, Owego, NY 13827

Dean Klett, 3247 Montrose Turnpike,  
Owego, NY 13827

Reid Marmillion, 116 Whig Street,  
Newark Valley, NY 13811

Sandra Rosenberger, Dairy Farmer, 601 Welch Road,  
Owego, NY 13827

Monika Roth, Cornell Cooperative Extension, 615 Willow Avenue,  
Ithaca, NY 14850

Robert Strong, Dairy Farmer, 2599 Route 17C,  
Barton, NY 13734

Christopher Waite, 785 Waite Road,  
Nichols, NY 13812

John F. Waite, Tioga County Legislature, 5763 Waits Road,  
Owego, NY 13827

---

The New York State Department of Agriculture and Markets and the Appalachian Regional Commission funded this study. The development of the plan was a joint effort between the Tioga County Agriculture Farmland Protection Board, the Tioga County Department of Economic Development and Planning, the Tioga County Soil and Water Conservation District, the Tioga County Real Property Tax Service, Cornell Cooperative Extension and the South Central New York Resource Conservation Development Project, Inc.

---

Research and writing by Linda LaRosa-Mosner, Consultant.



---



---

## Table of Contents

---



---

<b><u>EXECUTIVE SUMMARY</u></b>	p.11-12
<b><u>GLOSSARY OF TERMS</u></b>	p.13
<b><u>I. INTRODUCTION</u></b>	
<b><u>II. Why Protect Farmland?</u></b>	
Agriculture Products	p.14
Quality of Life	p.14
Economic Contributions	p.14
Environmental Preservation	p.15
1. What Pressures Do Farming and Farmland Face?	p.15
Internal Pressures	p.15
External Pressures	p.15
Impacts on the Future of Agriculture	p.16
2. Cumulative Effects of Pressures	p.15-16
3. Impacts on the Future of Agriculture	p.16
4. Impacts on the Non-farm Population of Tioga County	p.16-17
5. Possible Public Policy	p.17
A. Agriculture- A Part of the County's Economic Development	p.17
Local Agencies	p.17
B. Agriculture Economic Development	p.17
C. Economic Development Funding Opportunities	p.18
D. Agriculture Awareness and Community Links	p.18
Farmers	p.18
Non-farmers	p.18
E. A Positive Rural Image	p.18-19
F. Land Use and Taxation Policy	p.19
G. Leadership	p.19
<b><u>II. AGRICULTURE IN TIOGA COUNTY</u></b>	
1. The Significance of Agriculture in Tioga County	p.20
A. Economic Value	p.20
B. Quality of Life	p.20-21
C. The Environment and the Farmer as Steward	p.21
2. A Profile of Farmers and Farming in Tioga County	p.21
Number of Farms	p.21-22
Profile of the Farming Population	p.22
Age of Farming Population	p.22
Retirement	p.22
Health Insurance	p.22

## Agriculture in Tioga County, Farmer Profile, continued

	Farm Products and Farm Product Sales	p.22-23
	Income	p.23
	Profit	p.23
<b>III.</b>	<b><u>LOSS OF FARMS, FARMERS AND FARMLAND</u></b>	
	1. County Government Policy Support	p.24
	2. Property Tax Impacts	p.24-25
	3. Land Development Impacts	p.26
	Dual Value of Farmland	p.26
	Cluster Communities	p.28
	4. Reduced Succession of Farmers	p.28
	5. The Role of Farmers	p.29
	6. Farm Production and Business Management	p.29
<b>IV.</b>	<b><u>AGRICULTURE TRENDS IN TIOGA COUNTY</u></b>	
	BR&E Needs Ranking Table	p.30
	1. Decreasing Income	p.30
	2. Decreasing Numbers of County Farms	p.31
	3. Changing Structure of Farm Size	p.31
	Traditional Farms	p.31
	Farms of the Future	p.31
	4. Farmland Loss and Fragmentation	p.31-32
	5. The Fading Tradition of Farm Families	p.32
	6. Industry Support	p.32
	Supply Businesses	p.32
	Credit Sources	p.32
	Finance Resources	p.33
<b>V.</b>	<b><u>LAND USE ISSUES</u></b>	
	1. Farmland VS Other Lands	p.34
	2. Land in Tioga County	p.34
	3. Preserving Tioga County Farmland	p.34
	4. Protecting Tioga County Farmland	p.35
	Zoning/Land Use Assessment	p.35
	5. Farmers Rights and Public Interests	p.35
	6. Tioga County Policy on Land Use	p.36
<b>VI.</b>	<b><u>RESOURCES IN NEED OF PROTECTION</u></b>	
	1. Farms	p.37
	2. Farmland	p.37
	3. Farmers	p.37
	4. The Dairy Industry	p.38
	5. The Future of Local Food Supplies	p.38
<b>VII.</b>	<b><u>POLICIES AND PROGRAMS THAT SUPPORT AGRICULTURE</u></b>	
	1. POLICY AND PROGRAMS	p.39
	New York State Agriculture District Law	p.39
	Agriculture Assessment	p.39
	Limits on Local Regulations	p.39

**Policies and Programs that Support Agriculture, continued**

Requirements of Notice on Public Actions	p.39
Limitations on Local Benefit Assessments	p.39
Direction for State Agencies	p.39
Tioga County Agriculture Districts	p.40
Agencies Supporting Agriculture in Tioga County	p.40
<b>Agency Programs Supporting Agriculture In Tioga County</b>	
Tioga County Cornell Cooperative Extension	p.40
Farm Bureau	p.40
Natural Resource Conservation Service (USDA)	p.40
Tioga County Soil Water Conservation District	p.40
Available Agency Support	p.41
<b><u>IX. OPTIONS TO CONSIDER AS RECOMMENDATIONS</u></b>	
1. Study Determination	p.42
Options for Consideration	p.42
Intent of Options	p.42
Proposed Options	p.42
<b><u>PART II: TIOGA COUNTY AGRICULTURE &amp; FARMLAND PROTECTION PLAN - GOALS, STRATEGIES AND IMPLEMENTATION</u></b>	
I. INTRODUCTION	p.43
II. SIGNIFICANT FINDINGS FROM PART I	p.44
III. TIOGA COUNTY GOALS TO PROTECT FARMLAND	p.44
IV. IMPLEMENTATION OF THE PLAN	p.45
V. ASSESSING THE ACHIEVEMENT OF PROTECTION PLAN GOALS	p.45
VI. FUNDING	p.45
VII. ROLE OF TIOGA COUNTY GOVERNMENT IN SUPPORT OF THE PROTECTION PLAN	p.46
Strategy Assignments	p.46
VIII. SPECIFIC STRATEGIES AND ACTION STEPS OF THE PROTECTION PLAN	
1. Agriculture Awareness and Community Links	p.48-53
Priority Issue Re-establish currently inactive Ag Committee	p. 50
Inclusion of Municipalities	p.52
2. Agriculture Economic Development	p.53-58
Additional Economic Strategies	p.59
3. Land Use Planning & Taxation	p.60-64
<b><u>APPENDICES TABLE OF CONTENTS</u></b>	10-1

---

**APPENDICES**  
**TABLE OF CONTENTS**

---

**A. County Data**

Census of Agriculture (1992)	A1-1 - A1-3
County Tax Rates	A2 - A6
Tioga County: Agriculture Industry Profile	A3
County Agriculture District Review Profile	A4-1 - A4-3
Tioga Tomorrow-A People's Comprehensive Plan	A5
County/Region Economics	A6

**B. Agriculture BR&E Survey Data**

Factors for a Successful BR&E Program	B1-1
Tioga County Situation Assessment	B1-2
Agriculture BR&E Task Force 'Brainstorming'	B1-3
Goals of Agriculture BR&E Task Force	B1-4
Agriculture BR&E Survey	B1-5
Agriculture BR&E Survey Sample	B1-6
Case Summaries	B1-7 – B1-12
Agriculture BR&E Farmer Forum Response	
Dairy Farmer Forum	B1-8 – B1-9
Livestock Farmer Forum	B2-9
Crop Grower Forum	B3-9

**M. Maps**

County Farm Locations by Type	M-1
Farm Locations and Existing Infrastructure	M-2
Farm Locations and Existing Zoning	M-3
County Agriculture Districts	M-4
County Land Use by Parcel	M-5
County Public Lands	M-6
Agriculture Land Vulnerability	M-7

**R. Planning Resources**

Article 25 AA	R1-1 – R1-2
Assembly Bill 10108	R1-3
Prairie Crossing Plan: Residential Development	R4
State of New Jersey: Assembly, No. 1684	R6
Bringing People Back In (Ag-Economic Development)	R7
Wayne County Agriculture Economic Specialist	R8
Community Learning Teams/Yellow Wood Assoc.	R9
Farmer's Market Nutrition Program	R10
Community Food Security	R11-1 – R-13

---

---

## EXECUTIVE SUMMARY

---

---

### Agriculture in Tioga County

The business of agriculture in Tioga County is evolving from the traditional farms of the past to the smaller non-traditional farming enterprises of the future. Structural changes in Tioga County agriculture, as on regional and national levels, continue to result in fewer larger farms and more diverse smaller farms. According to extensive research by Sandra Rosenberger, Agriculture Business Retention & Expansion (BR&E) Coordinator, there were 447 active farms in Tioga County in 1997, 246 full time farms and 201 part time farms.

There continues an absolute decline in the overall number of farms as well as in overall production. Dairy farms are most affected by farm reductions. According to the last Agricultural Census (1992) milk sales and dairy heifers represent 69.1% and diversities 30.9% of the counties combined annual agricultural sales of \$30.9 million. There is strong growth in the number of small, part-time farms raising herbs, fruits, vegetables, berries and specialty agricultural and horticultural products. Meat goat, goat milk products and specialty meats such as venison and buffalo and fertilized eggs produced for the oriental market are some keystone specialized markets. Ornamental horticulture operations have also enjoyed growth. Many of these micro industries look toward an additional income from agri-tourism.

Traditional, commodity based operations, especially dairy and field crop operations, are challenged by low prices and high production costs. Specialty farms that depend on marketing directly to the consumer must deal with issues regarding distribution, liability insurance, promotion, and advanced marketing strategies. The prospects for the future of all farmers, farms and farmland in Tioga County is dependent on a strategy that incorporates agriculture as a key player in the business community, and encourages and supports historic, traditional agriculture as well as the entrepreneurial endeavors of the small, diversified enterprise.

Farmers are motivated to farm if they can do so profitably. To encourage this, the County government can play a leadership role by assisting with supportive municipal land use planning, and economic development incentives so that farmers can justify investments and extend commitments to the farm and farmland. Therefore the future of a viable agricultural industry in Tioga County depends upon the commitment and united efforts of the farming community, the non-farming community and the leaders who establish policy for the community.

There are ample county and regional programs and services available to support the farming community in Tioga County, although many are not realized and/or fully utilized by farmers. Likewise, the County has not recognized and/or realized agriculture's potential for expanding economic contributions to the County. Collaboration between sectors of the agriculture and non-agriculture community will integrate agricultural and non-agricultural agency efforts, and increase access to agriculture related funding sources for County agencies. Collaborative County agency efforts will create greater community awareness and local markets for agriculture. Positive community interaction creates an elevated image of farming, increases community education and awareness of agriculture, and integrates agriculture into the over all County goals.

## **Executive Summary, continued**

---

Agriculture products contribute \$30.9 million to the County's economy. The agriculture-forestry industry provides 800 employee positions within the County and has potential for substantial growth and expansion. The incorporation of agricultural economic development leadership, for the Agricultural Industry in Tioga County will result in the development and implementation of competitive marketing strategies and aggressive cooperative marketing and value-added programs. Agricultural economic development leadership will obtain and administer funding for the implementation of programs to attract the interest of agricultural markets within the County, Region and beyond. Economic development of the Industry will enhance and increase the vitality and viability of the agricultural industry, farming community and the County as a whole. Six upstate New York counties currently employ Agriculture Economic Development Specialists to develop and expand County agriculture economic potential.

The County's expressed desire for the retention of viable farmland and greater prosperity for the farming community is in conflict with its efforts toward commercial and industrial expansions and housing requirements. The conflicts conclude in a dual value of farmland (agricultural resource vs development resource) and present choices to both farmers and County planners that lead to the fragmentation of farmland acres. As industrial and housing development increases so will the obstacles faced by farmers and farmland. Some obstacles include increased tax rates, and conflicts with industrial zoning and residential areas located within close proximity of farming operations. A land use planning strategy for the overall county will provide a means for retaining prime farmland for future generation. Cluster communities, as exemplified in other states, may be a long term goal and solution to this conflict.

Strategies of the Tioga County Agriculture & Farmland Protection Plan focus on commitment and united efforts of the farming community, the non-farming community and public policy to expand the vitality and viability of County agriculture and to maintain and retain for future generations, agricultural lands, and the feasibility of farming. Specific strategies have been developed around three categories:

**Ag-industry Awareness & Community Links** – Includes a strategy to improve farmer access to and awareness of existing County, State and Federal agencies, organizations and associations.

**Agricultural Economic Development** - Includes a strategy for the implementation of a multi-faceted farmer's market that will provide farmers a viable local market, enhance downtown development and local tourism, provide youth and small businesses with marketing training, strengthen the local retail trade, and enhance the image and economy of the County.

**Land Use Planning & Taxation** – includes a strategy to apply lower, current-use value for active farmland and negates the conflict of farmland versus industrial and residential development.

---



---

## GLOSSARY OF TERMS USED

---

**Agricultural Assessment Value** – A real property assessment provision of the New York Agriculture District Law. The value per acre assigned to agricultural assessment purposes by the capitalized value of its agricultural productive value instead of “best use value” value.

**Agri-Business** – Any business that provides products or services generally directed toward the support of agricultural production, marketing and distribution of its products.

**Agricultural District** - Locally designated farming areas that receive protective benefits under New York State Department of Agriculture and Markets Law. County Agriculture & Farmland Protection Boards make recommendations to County and State government for establishment, modification and continuation of districts.

**Agricultural Economic Development** – Programs and initiatives that support of enhancing viability of agricultural business.

**Alternative Agriculture** – Agricultural endeavors that exclude traditional dairy farming.

**Bio-diversity** – A concept referring to native life forms existing in their natural, dynamic balance.

**BR&E** – Agricultural Business Retention & Expansion Project/Task Force

**Commodity** – A raw agricultural product that has established a large scale market.

**Community Cluster** - A planning term that prescribes the residential dwellings (single and multi-family housing) are constructed within close proximity to each other within a community designed to share a theme of high environmental and ecological standards.

**Comprehensive Plan** – A community planning document that identifies resources, describes current use of resources and prescribes future utilization of resources.

**Development** – The improvement of land by construction or infrastructure, housing, commercial, industrial or uses other than agricultural production.

**Micro-Enterprise** – An agricultural enterprise that operates on less than twenty-five acres of land. The majority of these businesses operate on less than five acres.

**Open Space** – Usually refers to land areas undeveloped and in their natural state. The term also refers to variations of woodlands, fields and pastures that view from roadsides.

**Prime Farmland** – the USDA broadly defines This term as those soils best suited for producing food, feed, fiber, forage crops, or forests. It possesses sufficient soil quality, growing season, and moisture supply needed to produce sustained high yields of crops when treated and managed according to acceptable farming methods.

**Purchase of Development Rights (PDR's)** – A land preservation program in which rights to develop the lands are sold, usually to a public entity. An easement permanently (or for a term) restricts land to agricultural use, but does not require that active farming continued. Assessed value of the land is reduced to the agricultural value and the farmland owner, without restriction, may use cash payments.

**Quality of Life** – Aspects of a community that make it appealing as a place to live, such as; open space, cultural, educational, goods and services, employment, recreation, safety, etc.

**Value-added** – Monetary value that is added to an agricultural product through processes that enhance its usefulness or appeal to the consumer.

**Viability** – Capacity to attract investment of capital or commitments of human resources.

---

**AGRICULTURE AND FARMLAND PROTECTION PLAN  
TIOGA COUNTY, NEW YORK  
PART I – Study of Tioga County Agriculture**

---

## **PART I. INTRODUCTION**

### **1. Why Protect Farming and Farmland?**

Farms, farmland, and the occupation of farming continue to be vulnerable to the pressures that have steadily reduced overall capacities in New York State since the early 1900's. As a result, the number of farms, productivity of farms, and farmed acreage, has declined dramatically. Current trends indicate a continuing decline in agriculture, and if unchanged, will further reduce important agricultural contributions to the County.

#### **Agricultural products**

Farmers in Tioga County produce a variety of food products that include: milk, red meat, veal, eggs, poultry, herbs, cheese, fresh vegetables, berries, honey, maple syrup.

Farmers supply the non-farming population with a variety of non-food products and activities that also include: herbs, furs, wool, hay, cut flowers, natural seasonal decorative products, potted & bedding plants, horticultural and nursery products, landscaping services and tourist attractions.

The overall population has become increasingly dependent on food products imported from outside the County, and State. Local food banks and USDA Food Programs also rely on imported foods. National trends dictate that over The long term the availability of high quality locally produced food for community food security may become increasingly important for all local residents due in part to projected unstable world wide food supply/demand/trade factors as well as the national decline in productive farmland and farms.

#### **Quality of Life**

Healthy, active farmland allows the Tioga County population a pleasant rural lifestyle, maintained open spaces, spectacular scenic vistas and recreational opportunities.

#### **Economic Contributions**

There is potential for increasing Tioga County's economic net cash flow through (1) agricultural business development, (2) local utilization of locally produced foods, and (3) exportation of locally produced products.

#### **Economic Multipliers**

Tioga County Agriculture generates \$60 - \$90 million a year directly and indirectly through the effect of economic multipliers. Local economic multipliers are based on local factors of inputs and output. (Appendices A-6 – A-17)



## **Why Protect Farming and Farmland, continued**

---

### **Environmental Preservation**

Agriculture is the most preferable land use for protecting natural resources, and retaining bio diversity.

## **2. What Pressures Do Farming and Farmland Face?**

The Agricultural Industry and farmland in Tioga County are threatened by the evolution of a county moving from its agricultural origin to urbanization, and internal and external pressures that impact the economic feasibility of farming.

### **Internal pressures**

1. There is limited awareness by County residents, policymakers, and farmers, of the current conditions and needs of the County's agricultural community.
2. There is a limited effort among County policymakers, agencies and farmers to develop agriculture to its economic potential.
3. Public policy on land use issues competes with agricultural use of Farmland.
4. The inclusion of the agricultural industry in County growth and development plans and initiatives is currently limited.

### **External pressures**

1. The small and mid-size family farm operations that are prevalent in Tioga County cannot compete with current, global marketing and distribution systems that are dominated by large-scale production.
2. Federal food security policies allow our nation a plentiful supply of food at relatively low prices, which results in low farm profits for traditional small and medium sized farms.
3. A loss of local agricultural supply and support businesses.

## **3. Cumulative Effects of Pressures Create Negative Impacts on Farming**

- A lack of public support for the agricultural industry as a whole.
- A lack of understanding of the industry's need for change; agricultural economic growth and development in order to compete in today's market.
- Low profit margins related to rising production costs.
- Unstable market prices.
- A decrease in the number of farm family successors, especially on dairy farms, due to poor economic incentives and labor intensive requirements.
- Increased prices for farmland resulting from speculation for land development and gravel mining.

## Effects of Pressures Create Negative Impacts on Farming, continued

---

- Low, long term, income potential for financial risks.
- Inhibited confidence in financing new farming investments.
- Lack of farm capital and/or credit to finance farm ownership.
- Complaints from rural residents who live near active farms.
- Greater control for safety, health, and environmental issues.

### 4. Impacts on the Future of Agriculture

The 1997 BR&E Survey, and Cornell University studies revealed how current trends will impact the future of farmers, farms and farmland in Tioga County over the next decade.

- Traditional agriculture is in decline.
- Number of active farms will continue to decline.
- A decline in the number of dairy farms, dairy cows and corn acreage.
- An increase in the size of a minimal number of (dairy) farms.
- An increase in non-agricultural development in rural areas.
- An increase in regulations.
- Property tax increases due to non-agricultural development.
- A trend toward smaller farms and micro-agricultural enterprises.
- A generation of farmers is reaching retirement age.
- Rising costs of power (including fuel), land taxes, and overall production costs.

### 5. Impacts on the Non-farm Population of Tioga County

- a loss of fresh, high quality locally produced food at a time when this commodity is reaching a peak in marketability and economic feasibility;
- a loss of jobs in the farming community and farm support service industry.
- The overall rural image currently promoted as an asset by the county will become diminished;
- loss of the open space attributes of rural lifestyle;
- tourism appeal will be diminished;
- will lose the advantages of rural/urban interface;
- a demise of the number of and quality of scenic vistas as former farmland reverts to brush and woodland and/or residential and industrial development;
- a loss of bio-diversity;
- will be lost and cannot be retrieved prime farmland;

The decisions made by farmers in relation to current issues and future challenges will affect the retention or loss of farmers, farms and farmland in Tioga County.

Participants of the 1997 BR&E survey indicated that they want to continue farming if they can do successfully and profitably. In order to do so, farmers need incentives to maintain agriculture and expand investments in agriculture. Farmers need support from the county government to deal with the current and future pressures they face.

## **Impacts on the Non-Farm Population of Tioga County**

---

### **6. Possible Public Policy**

#### **A. Agriculture – A Part of the County’s Economic Development**

Supporting agencies on County, State and Federal levels are available to provide farmers with information regarding current production trends and technical assistance. These services can assist farmers with production, farm, and land management and traditional marketing methods.

In order for farmers and farms to be profitable the industry of agriculture must be viewed as a viable industry and afforded the professional representation and incentives as applicable to all industrial and business sectors.

##### **Local Agencies**

One possible policy is to recognize that pre-existing community agencies and programs can enhance the economic development of agriculture. Likewise the inclusion of agricultural development can enhance and economically benefit existing community agencies and programs.

Agriculture’s potential for playing a positive role as a component of existing public assistance and/or economic development projects should also be considered. Conjunction of agriculture with non-agricultural community project efforts will directly benefit county residents, enhance funding opportunities to benefit the overall community, and provide a local market for small and micro-farm enterprises

An example of this is to encourage the development of agri-tourism by combining the technical assistance of an agricultural agency with the recreational business development services of the County Tourism Office.

#### **B. Agricultural Economic Development**

Agriculture is not an effective spokesman for its own industry, e.g.: economic viability, public relations, local and export markets, competitiveness, and image.

The potential for the higher economic value of agriculture through product and industrial development should be examined. Over 15,000 new products are introduced to consumers each year. Evidence that alternative agriculture is on the upswing presents possible new agriculture/business opportunities to Tioga County.

Possible policy action is the establishment of an agriculture economic development specialist to represent the agriculture industry, e.g.: business viability, economic viability, public relations, local and export markets and image.

Other possible policy is to include agricultural economic development as an addendum to the County’s comprehensive plan (The People’s Comprehensive Plan for Economic and Social Development in Tioga County). Benefits to the industry and County would include increased job opportunities, increased revenues for agriculture, entrepreneurial opportunities, a competitive environment for business and industry, and increased tax base. (Appendices A-5).

## **Agriculture Economic Development, continued**

### **B. ECONOMIC DEVELOPMENT FUNDING OPPORTUNITIES**

- The following grants represent a small percentage of agency funding opportunities available for agriculture and agriculture related projects.
- Research on Rural Cooperative Opportunities: Department of Agriculture, Rural Business-Cooperative Service. \$100,000.00
- Small Business Innovative Research Grant Program: Department of Agriculture. \$100,000.00
- Research on Rural Cooperative Opportunities & Problems: Rural Business Cooperative Service. \$100,000.00
- The Rural New York Grant Program, Open Space Institute, Inc. \$500.00
- Community Food Security Grant, Department of Agriculture. \$125,000.00

### **D. Agriculture Awareness & Community Links**

#### **Farmers**

There is a low level of awareness among farmers in regard to current market trends. Awareness of potential markets and new product development will stimulate the adoption of diversification and/or value adding to products by the farming community. According to the 1997 BR&E survey the majority traditional farmers do not embrace the concept of farm diversification, value adding or cooperative marketing. (Appendices B1-6).

The BR&E survey indicates that there is an under utilization of services provided by both agricultural and non-agricultural agencies on County, State, and Federal levels. The survey also indicates that farmers may not be aware of the availability of the many existing agencies or the service they offer. Possible Public Policy may include the development, publication and distribution, of a directory designed to guide the rural entrepreneur to County, State, and Federal agencies, committees, and associations and categorized by services.

#### **Non Farmers**

There is a low level of awareness in regard to the positive contributions of agriculture at the local consumer level and within the business community. Efforts to familiarize the non-farming community in the economic, aesthetic and environmental value of agriculture will positively enhance the public perception of agriculture. When agriculture has positive representation and is involved in the overall positive efforts of the community, the public perception of agriculture will change thus stimulating public interest.

### **E. A Positive Rural Image**

In today's highly competitive environment, business and government must work together. Tioga County has taken steps to grow and develop a diverse industrial base.

As the center of a technology triangle, the County promotes great residential appeal by offering residents (and tourists) lifestyle options that include rural, suburban, and urban living. "Quality of life" and "historic" resources are valuable commodities to the growth and development of Tioga County. Therefore, healthy, active farms and farmland plays a major role in the overall image of the County.

## **A Positive Rural Image, continued,**

---

The public image of farms and farmers as well as agriculturally based public events has repeatedly received negative press. Also, health and social issues have required steps to maintain public safety and prevent health hazards by the County Board of Health. Public policy that prioritizes the safety and health of its citizens reflects positively on the County image and at the same time reflects negatively on the essence of the rural image the County wants to reflect, and dilutes possible economic advantages related to livestock sales and the development of agri-tourism.

Efforts to develop strategies that allow agriculture to enhance County education, public events, and tourism while prioritizing the safety and health of the public will strengthen and encourage alternative agriculture and the overall County image.

### **F. Land Use and Taxation Policies**

Without a viable agricultural land base, there can be no viable agriculture. Local government must recognize the need for appropriate policies for land use and land taxation.

- not all land is acceptable farmland
- agricultural lands are irreplaceable County assets
- prime farmland committed to agriculture should be valued on the basis of production capacity
- equitable property taxation system for farm-use lands

### **G. Leadership**

Sustaining and protecting farmers, farms and farmland, requires a desire on the part of community leaders to retain those advantages that agriculture provides the overall community by community leaders. A policy implication is to recognize the need for municipal land use planning that includes agriculture.

The County government can play a leadership role by providing policy that will preserve the rural character and lifestyle of the County by recognizing the economic, community, environmental, historical and aesthetic contributions of agriculture and the economic potential of the industry to the community at large.

---



---

## PART II. AGRICULTURE IN TIOGA COUNTY

---

### 1. The Significance of Agriculture in Tioga County

#### A. Economic Value

Farming is a highly productive industry that currently involves less land and fewer employees to produce a greater volume of product than was required in the past. Farmers make significant economic contributions to Tioga County. (Appendices A1-2 –A1-3)

- 1) NY 1992 Census data indicate that Tioga County farmers contribute \$30.9 million in agricultural product sales.
- 2) Agriculture provides property taxes on approximately 65% of the land area in the county.
- 3) The Tioga County Socio-Economic Profile 1990 indicates that agriculture contributes 3.5% of the over all County workforce and service personnel.
- 4) Agriculture provides new job opportunities for farm management, agricultural specialists, and product development and marketing professionals.
- 5) Agriculture provides an important element in tourism development.
- 6) Agriculture supports related agricultural and service industries.

The economic strength of Tioga County agriculture currently comes from large and mid-sized dairy farms. According to 1992 census data, milk sales and the sale of cattle and calves represent 89.1% of the County's \$30.9 million in agricultural product sales.

Growth has occurred in a number of very small non-dairy farms and specialty agricultural, horticultural, and value adding operations. Some small farming operations have entered the commercial market with a variety of specialty products that include meat goat and goat products, specialty meats, ornamental horticulture, poultry, eggs, fur and tourism events. These operations represent approximately 3% or \$1.063 million of County agricultural product sales.

An increased interest in the production of vegetables and berries demonstrates potential for growth in this area of agriculture.

#### B. Quality of Life

The importance of farming should not be measured by economics alone. Agriculture's contributions are often taken for granted by non-farmers.

Lifestyle and community values in the County are closely integrated with and dependent on the viability of agriculture. Local farms provide rural ambiance that is a key factor in the marketability for the overall County. Local farms provide direct consumer supplies of fresh vegetables, berries, meats, eggs, horticultural and other specialty products and services. According to "Tioga Tomorrow" The People's Comprehensive Plan for Economic and Social Development in Tioga County, "The development and promotion of opportunities and destinations for tourism is felt by many to be one of the most important economic development initiatives the County could undertake."

## Quality of Life, continued

---

Tourists admire cultivated fields and well-kept farms and farmland. The public's awareness of open space is associated with hills, valleys, lakes, ponds, and fields of various crops and grazing animals. Farmers, farms and farmland are major contributors to this image that is a part of our heritage and nostalgia. More people are migrating from large urbanized areas to the nostalgic heritage of a rural lifestyle. Supply and demand dictates that prime farmland will continue to increase in value for non farming uses such as residential.

### **C. The Environment and the Farmer as Steward**

#### **Conservation**

Farmers expend time, energy, effort and expense on good soil management. Soil conservation practices, crop rotation, rotational grazing, are some of the many land management practices that farmers employ to maintain effective, efficient, and environmentally sound land use.

Farmland is a nonrenewable resource. Farmers utilize and maintain approximately 65% of the land in Tioga County at no charge to the community. Unused farmland might otherwise lie fallow, develop scrub growth and eventually become wooded land. The existence of maintained meadows and pastures insure habitats for birds and small animals that are not a part of the woodland environment as well as cycles of plant life.

## 2. A Profile of Farmers and Farming in Tioga County

### **Number of Farms**

According to the 1992 Census of Agriculture, the number of active farms in Tioga County declined by 22% from 1982 to 1992. Farms were lost in all size categories. According to the 1997 BR&E survey results Tioga County will lose 40% of its current 447 active farms (primarily dairy) within the next ten years. There will be losses in all farms types.

The 1996 Census of Agriculture indicates that while the overall region shows a loss of farms and farmland, some farming communities within the region have increased productivity. An example of this is stated in the 1997 report: Agriculture in Tompkins County, Part II – The Status of Agriculture in Tompkins County that states, "Although there are fewer County Farms employing fewer workers, on less acreage, gross market value of their agricultural production has risen steadily from \$31.6 million in 1978 to \$50.7 million in 1992, an average annual increase of 4.3%. Tioga County has experienced a decline in both farm numbers and productivity. (Appendices A-1, A-1-1, A-1-3)

The BR&E survey indicates that Tioga County will experience a 15% reduction in full time farms over the next 1-5 years. The reduction will occur in both large (200-799 acres) and mid-size farms (200-799 acres). Dairy farms will be most affected by this reduction.

## **Number of farms, continued**

---

### **Profile of the Farming Population**

According to the BR&E survey, farmers in Tioga County include those who operate long term, multi-generation farms (mostly dairy and feed crops), those who farm first generation operations (dairy, livestock and feedcrops) and new or part-time operations that may include small numbers of ruminant livestock, poultry, vegetables, berries and/or specialty production.

### **Age of Farming Population**

The BR&E survey indicates that 1% of Tioga County principal farm operators are under the age of thirty, 74% of farmers are 31 – 60 years of age, and 24% are 61 – 70+ years of age.

According to the BR&E survey, a significant portion of the 15 percent decrease in the number of full time farms over the next 1-5 years is directly related to farmers who have reached the age of retirement. The survey indicated a reduction in generation succession of farmers in this group of farmers.

### **Retirement**

Approaching retirement years farm families face many decisions. Most often children seek career opportunities off the farm. Families with children who are interested in continuing the farming operation must make decisions regarding the needs of the retiring parents and estate division among children. In such cases, estate planning is of major concern.

According to the BR&E survey 40.7% of farmers surveyed indicated that they were not considering an estate plan and 53.8% indicated that in their opinion, estate taxes were a barrier to holding on to the farm.

### **Health Insurance**

The BR&E survey indicates that 82.4% of respondents have comprehensive health insurance. Fifty four percent of those farmers have comprehensive health insurance provided by off-farm employer. This indicates that off the farm employment is increasingly important to the farming family. Of the 91 farmers surveyed, 14.3 % indicated that they have no health insurance.

### **Farm Products**

Tioga County farms produce a broad range of agricultural and horticultural products. Traditional farm enterprises focus on livestock, dairy products, and feed crops. Other products include poultry, poultry products, beef cattle, hogs, sheep, lambs, goats, goat milk and cheese, rabbits, buffalo, deer, ducks, and geese and emu. Additional products include maple products, honey, vegetables, berries, fruits, firewood, nursery and green houseplants, and ornamental horticultural products



## **Farm Products, continued**

---

### **Product Sales**

Seventy five percent of BR&E survey respondents indicated that they sold more than 88% of the products that they produce outside of Tioga County. Livestock is primarily sold outside of Tioga County and no longer has livestock auctions within the county boundaries. There is one major processing facility within the County, LePrino Foods, a cheese processing plant located in the Village of Waverly. Farmers and the county are losing economic benefits due to the lack of indigenous value adding options.

According to the BR&E survey farms are not currently using cooperative marketing methods nor do they plan to embrace joint marketing ventures within the next five years. While the majority of small farms utilize farmer's markets out of the county, BR&E Case Summaries indicated that farmers would prefer vending in viable farmer's markets within the County.

### **Income**

Of the 91 responses to the BR&E survey, 22 farmers reported gross annual sales of less than \$10,000.00, 15 farmers reported gross annual sales of \$10,000.00 - \$29,000.00, 5 farmers reported gross annual sales of \$30,000.00 - \$59,999.00, and 7 farmers reported gross annual sales of \$60,000.00 - \$99,999.00. Thirty farmers reported gross annual sales of over \$100,000.00.

### **Profit**

The BR&E survey indicates that out of 91 farmers, 65 felt that cost/profit margin was important to the future profits of farming. More than ½ of the farmers surveyed indicate that they earn no profit or are at a break-even point. Most of these farmers fall into the \$30,000 to \$100,000 range of gross annual sales.

---

**PART III. LOSS OF FARMERS, FARMS AND FARMLAND**

---

*“The County should help people understand that a farmer’s work is his living, not a hobby.” BR&E Case Summaries*

**1. County Government Policy Support**

The business of doing business is rapidly changing in New York State. The number of manufacturing jobs has declined, statewide, due to national and international competition.

The age of computerization and telecommunications has changed the way business is conducted on a national level. The rural Northeast has lagged behind in its understanding of ‘doing business’ in the next millennium.

County Government has recognized the need to meet the challenges of the future through the development of “Tioga Tomorrow” The People’s Comprehensive Plan for Economic and Social Development. In the Plan, Tioga County recognizes the contributions of agriculture, addresses issues of concern in regard to the decline of the industry, and suggests possible strategies for retaining the contributions of farmers, farms and farmland within the County. (Appendices A-5)

While southern and mid-western states have concentrated on low or no property tax, low or no auto insurance, senior citizen policy incentives, planned communities, mainstreamed community food security programs, cultural development, professional incentives, and have applied the principals of marketing to all community sectors, rural New York has continued business in a traditional sense. As a result, New York State has experienced an overall decline in industry, jobs, and population.

County Government support for the implementation of strategies to retain and expand the industry of agriculture has potential for strengthening agriculture and the overall physical and economic environment of the County

The BR&E survey indicates that overall, farmers are generally not satisfied with local government’s traditional efforts to meet the needs of agriculture as an industry. Farmers indicate that additional government support is important to the future economic growth and development of competitive agriculture.

Respondents to the BR&E survey indicate that farmers feel the local government should do more to help farmers in Tioga County: 76.9% of farmers surveyed indicate that establishing and improving markets is very important to the future of County Agriculture and 75.8% of those farmers indicate that the local government should do more to establish and improve markets.

**2. Property Tax Impacts**

Data reported by the New York State Office of Real Property Services in the 1996 Agricultural Assessment Values report that statewide property taxes equate to 62.2% of net farm income, up from 20.9% in 1987.

## Property Tax Impacts, continued

---

Information obtained from the Tioga County Real Property Office (16 Court Street, Owego NY) indicates a 17.8% increase in County property taxes between 1993 – 1996. This figure falls below the State average of tax increases. Tioga County Town & County tax data indicates that in some instances, tax rates have been reduced. However, in keeping with regional and state trends, land-intensive operations currently bear taxes exceeding the value of services received. (Appendices A3).

New York State Farm Bureau reports property taxes on farmland in New York State are \$23.00 per acre, the highest property taxes of all 19 US major agricultural states. The national average is \$6.50. The disproportionate share of property taxes required of New York State farmers places them at a severe competitive disadvantage with other agricultural states whose farmland taxes average \$20.00.

The Tioga County Agricultural Industry Profile report issued by Cornell University Farming Alternatives Program states, "Though less than the State of New York as a whole, the adjusted market value of land, buildings and equipment are on the rise, and consistent with the region as a whole. This is perhaps largely due to land speculation in this urbanizing region. While hired farm labor declined between 1982 and 1992, contract labor was on the rise. This trend is typical of industrializing agricultural communities." (Appendices A-3)

Projections for commercial and residential growth are stated in Tioga Tomorrow: The People's Comprehensive Plan for Economic and Social Development in Tioga County. Residential and commercial development coupled with a predictable increase in public education and other human services indicate continued tax impacts and pressures for farmers and farmland unless mitigation measures are applied. Of the 91 BR&E survey responses, 74 farmers indicated that property taxes would have a major impact on the future of their farm, and 13 indicated it would have limited impact.

The NY State Office of Real Property Services formulates higher assessments on 'good' agricultural soils and lower value on 'poor' agricultural soils. It is assumed that farmland with capabilities of higher production can carry higher tax levels than farmland with lesser capabilities of productivity.

According to the Cornell Farming Alternatives Program report for Tioga County in reference to the decline of County farms, "remaining farmers do not appear to be buying up the residual land and livestock." It is asserted by some that land taxes may be a deterrent to assuming additional land responsibility. The New York State Office of Real Property Services has a formula for assessing farmland. The formula sets higher assessments on the best agricultural soils and the lowest on the poorest soils. It is asserted by some that this formula produces disincentives for a farmer to hold on to good farmland when he/she is faced with the prospect of selling land. This formula assumes that more productive farmland can carry a higher tax level than less productive land. This formula also assumes that farmer will not elect to sell good farmland.

## **Property Tax Impacts, continued**

---

Higher taxes on 'good' farmland, in addition to a lack of generation to generation farm succession and low economic returns on agricultural products encourage farmers to consider the sale of prime farmland.

Respondents to the BR&E survey indicate that farmers feel the local government should do more to help farmers in Tioga County. 90.1% of farmers surveyed indicated that lower taxes on farm equipment; property and inheritance is very important to the future of County Agriculture. 87.9% of those farmers indicated that local government should do more to reduce the tax burden for farmers.

### **3. Land Development Impacts**

#### **Dual Value of Farmland**

The dual value of farmland (agricultural resource vs development resource) presents choices that lead to the fragmentation of farmland parcels. Uncertainties about the future of farms and agriculture often translate into reduced expectations and commitments of agriculture.

Whether a farm is sold due to the retirement of a farmer or due to economic pressures it is within reason that farmers turn to the sale of farmland as a financial option. The usual preference is to sell the farm to another farmer. However, when a farmer reaches the point of selling out, he/she views farmland for its marketplace value rather than for its productive agricultural value.

Rural residential sprawl and industrial and commercial expansions in predominately agricultural areas have negative impacts on farming namely incompatibility of adjacent land uses. Currently, the County's expressed desire for the retention of viable farmland and greater prosperity for the farm community is in conflict with its efforts toward commercial and industrial expansions and housing requirements. (Appendices M-7)

Tioga County does not currently have extensive municipal infrastructure. (Appendices M-8)

Land use patterns dictate that the Susquehanna River Valley is the area most suitable for future development. When this occurs, incoming industry and housing to accommodate employees will be required. Consequently, some farms and farmland will be lost to development. (Appendices M-7)

As farms in Tioga County discontinue, especially as farmers reach retirement age over the next decade, the fragmentation of farmland will accelerate negative factors, some of which already exist in the County. Productive and profitable farmland will compete with other land uses, residential and commercial.

## Dual Value of Farmland, continued

---

- The break up of farmland parcels will continue to result in 'residential scatter' as small, single family units develop the once pastoral countryside. This creates hardships for working farms, detracts from the signature rural image the County has established, and adds financial pressures to towns and County. (Appendices M-5)
- The public cost of providing extended community services for residents scattered throughout the county increases budget pressures for both town and county and farmers. The uniform scatter of farm locations throughout the County further exacerbates this trend. There is no apparent pattern to farm locations. (Appendices M-1, M2, M-6)
- The town and County maintenance for residential scatter results in higher tax burdens for the County and safety risks and other issues for residents. Survey information provided by the Farmland Information Center in Chicago (<http://farm.fic.niu.edu/cae/wp/98-1/wp98-1-1.html>) show: families in scatter sites wait longer for paramedics to arrive to help the injured and sick, or before police respond to calls regarding perceived threats. Another concern is the length of time children must ride school buses each day.
- Taxpayers who reside in adjacent municipalities share school districts, township road districts and public safety jurisdiction with the scattered households. It was hypothesized by the Farmland Information Center Survey that in-town taxpayers subsidize the provision of those services to the residents of new homes constructed in scatter sites.

County agriculture is losing bottomland/prime farmland to non-agricultural uses such as gravel mining. Gravel mining brings higher returns than dairy and beef production and is considered an important economic activity in the County. Possible policy includes regulatory framework for balancing the economic contribution of gravel mining while maintaining irreplaceable, prime farmland, the landscape, and environment.

Possible policy includes the implementation of planned residential communities or 'residential clusters.' Planned communities have a track record for success in many states where retaining prime farmland/open space is in conflict with community development.

Planned communities alleviate many of the neighbor conflicts faced by working farms, retains and enhances viable farmland and the overall environment, and increases the overall economic value of land.

Cluster communities enhance the rural signature of the County and improve quality of life, while reducing economic costs for towns and county. Planned communities may offer farmers financial incentives to practice environmentally sound and profitable farming while increasing the desirability and profitability of residential development.

## Cluster Communities

The concept of the community cluster has been utilized in some states: California, Maryland, New Jersey, North Carolina, Ohio and Virginia, to name a few. The standards and criteria for community clusters vary according to the unique needs and goals specific to the area of development. The concept involves incorporating the development of residential housing within a designated area that includes and protects agricultural land, wetlands, existing vegetation and historic structures and creates lakes, meadows, etc. More than half of a planned cluster is devoted to open space, which includes agriculture lands to create and support the quality of the planned community. Some clusters include community gardens, and/or shops designated for the sale of locally produced products.

The goal of the community cluster is to protect a property's unique features rather than destroy it through development. In some cases, the landowner/farmer retains a large percentage of the property, which is permanently protected as a farm or estate lot. In some cases, while the property value of house lots may be relatively high. Non residential land can be exempted.

Cluster subdivisions have less development costs (reduced road construction, storm water management, and grading. (Appendices R4, R6)

### **4. Reduced Succession of Farmers**

Aging farmers with no succession plan pose a major threat to the future of agriculture in Tioga County. While the BR&E survey indicates that County farmers plan to farm well into retirement years, the survey also indicates that within the next 1-5 years the County will lose approximately 15% full time farmers due to retirement. The dairy industry will be most affected. In order to retain farms, there is a need to retain farming families through profitability and long term viability. One of the most crucial issues facing farmers reaching retirement age is estate planning. The BR&E survey indicates that overall, 40% of farms will go out of business within the next ten years.

BR&E survey results indicate that 40.7% of County farmers are not considering an estate plan, 26.4 % are considering a plan and 12.1% had completed a plan. Of the 14 farms that will go out of business within the next 1-5 years, only one has completed an estate plan. Overall, 53.8% of the farmers surveyed felt that estate taxes create barriers to holding on to the farm.

Good farmland without farmer ownership will be abandoned. Both the BR&E survey and Tioga County Agriculture Industry Profile (Farming Alternatives Program, Cornell, University) confirm that overall; farmers do not appear to be buying residual land and livestock. The BR&E survey results indicate that full time dairy farms plan to remain in business over the next 6-16 years are the least interested in expanding, diversifying or value adding to current farming practices.

According to the BR&E survey, approximately 45% of County farms are considered part-time operations. The survey indicates that these farms depend on off the farm employment to provide financial security and health insurance for the farming family.

## 5. The Role of Farmers

Comments and observations of the BR&E Task Force members regarding their view of the present situation of the agri-industry in Tioga County implied a need for the development of the business of farming toward a more profitable and viable industry.

BR&E Task Force members suggested a need to improve local product preservation (especially dairy), innovative and alternative product production and the development of marketing and delivery systems.

Duncan Hilchey, Cornell University, Dept. of Rural Sociology reinforced the suggestions in a Task Force assessment. (Appendices B-1-2)

- attracting/starting local food processor
- the development of “new generation” local producer co-ops
- identify and focus on products that can be produced most competitively
- improve marketing and delivery systems to counteract the effects of large food store chains
- evaluate and address all factors that make us non-competitive in today’s market including increasing competition from Southern producers.

The BR&E survey indicated that overall, farmers have not embraced the concept of value adding or developing co ops. Those farmers least open to these concepts are dairy farmers. Those most open to these concepts are smaller, non-dairy operations that plan to be in business for 16 years or more.

Of the 91 Survey respondents, 52 farmers stated that they were interested in growing their current business. Seventy-two of the 91 farmers survey stated that they were not interested in participating in joint marketing efforts over the next five years. It should be noted that in order for the industry of agriculture to expand and develop in areas designated by the BR&E Task Force to be important to the current, overall status of agriculture, farmers must play the key role.

## 6. Farm Production and Business Management

***“If the County is going to promote agriculture enterprises and trends it must continually be educating in areas of promotion, marketing, and sales.” Quote from the BR&E Case Summaries.***

For the farming family one main goal is profitability. Profitable business enterprises benefit the farmer and overall community. BR&E survey results indicate that the most effective means of maintaining, strengthening and protecting farmers, farms and farmland is through profitable farming and product marketing. Becoming competitive in an expanding market requires skills and knowledge acquired through on-going education in areas of production, technology, business management, finance and decision making strategies. These skills are essential to successful business and agriculture is no exception.

---



---

**PART IV. AGRICULTURE TRENDS IN TIOGA COUNTY**


---



---

*“A lot of changes are needed to be made by all of us, not just one agency or one person.” Quote from the BR&E Case Summaries*

### Needs Ranking Table

The BR&E Survey asked that farmers rank issues of major impact to future farm profits. The following ranking table is based on the responses of 91 farmers survey participants and is indicative of current and future trends as perceived by County farmers.

<u>Issue</u>	<u>No. Surveyed</u>	<u>Major Impact</u>
• property tax	91	74
• energy costs	91	62
• feed costs Vs milk price	91	48
• capital gains tax	91	38
• NAFTA/GATT	91	38
• waste management	91	38
• support businesses	91	34
• pesticide availability	91	31
• agriculture land	91	29
• higher consumer income	91	29
• labor availability	91	20
• financing ability	91	19
• labor regulations	91	14
• wage rates	91	14
• alternative enterprises	91	13
• conservation resource program	91	05

#### 1. Decreasing Income

*“If farmers are given a better price for their products they will do better and the entire economy will benefit.” Quote from the BR&E Case Summaries*

Declining product sales combined with stable expenses during the late 80s and early 90s have resulted in a general decline in net farm income over the last 10 years. Between 1969 and 1994, Tioga County agriculture’s share of total county personal income declined from 3 percent to .05 percent, comparable to other counties in the region. (Appendices A-3-1 through A-3-6, A-6)

#### 2. Decreasing Numbers of County Farms

The number of farms in Tioga County has steadily declined during the last 50 years, from 1,870 active farms in 1949 to the BR&E survey total of 447 active farms in 1997. BR&E survey indicates that 40% of the current number of farms will go out of business within the next 10 years.



### 3. The Changing Structure of Farm Size

#### **Traditional**

During the past five years, two dairy farms, the largest in the county, dramatically increased in size. Overall, the County is experiencing a decline in dairy farming both in terms of farm numbers, milk cows and corn acreage. While the number of farms overall is declining, larger farms and part time farms show some signs of greater stability.

The BR&E survey results indicate the County will experience a 15% decline in overall dairy farms within the next 1 – 5 years. The losses are due in part to the retirement of farmers and in part due to declining net income. The farms most vulnerable to cessation are small (25-199 acres) and mid-size (200-799 acres) full time dairy farms.

#### **Farms of the Future**

The BR&E survey indicates that small farms operating on less than 25 acres but no more than 199 acres will comprise future agriculture in Tioga County. These small farms are inclined toward alternative agriculture (especially horticulture and animal specialties) and include vegetable production. The BR&E survey indicates that small, part time farmers who plan to remain in business for 6-16 or more years show a greater interest in diversification, agri-tourism, and value adding if viable markets are available.

Small and/or part time farms are vulnerable to cessation due to lack of capital to develop the farm business, low production levels/low profits, and conversion of land to other uses. The BR&E survey indicates that in addition to the smaller alternative agriculture farms, the farms in Tioga County's future will include several large dairy operations.

### 4. Farmland Loss and Fragmentation

Municipal land use planning, and zoning, and/or the lack of it have encouraged the conversion of prime lands to other uses. The randomness of rural land development in Tioga County interrupts massed agricultural areas and discourages efficient farming. The break up of farmland parcels usually results in the use of prime farmland for residential and commercial development.

To date, the greatest threats to land use have resulted from a break up of farmland parcels that have resulted in residential scatter. A concern of BR&E Task Group members was the acceleration in numbers of modular homes that are appearing in farming communities. A second major threat to prime farmland is gravel mining.

Gravel mining is an important economic activity in the County. A balance between economics and environment would be beneficial to the future of the County.

Farmland without farmer ownership is at a risk that it will be abandoned, fragmented as parcels and subsequently sold and converted to non-agricultural uses.

### 5. The Fading Tradition of Farm Families

Traditionally, young people in farm families have been the primary source of continuity of family farms. Off farm careers offering higher incomes and career advancement opportunities have resulted in fewer generation to generation farming families. When a farm family offspring makes the decision to continue the farming tradition, the family is faced with meeting retirement needs of one generation while considering purchasing commitments of the younger generation.

## The fading Tradition of Farm Families, continued

---

Farm brokers indicate that the cost of acquiring prime farmland for agricultural use offers steep financial challenges for prospective farmers. Usually the market value of the land reflects the price tag for non-farm use.

The Tioga County Agriculture Industry Profile, prepared by Duncan Hilchey, Farming Alternatives Program, Cornell University, states, "Contrary to the farm consolidation trend found in stronger agricultural counties (in which cow numbers are stable while farm numbers are declining), Tioga County is experiencing an absolute decline in dairy farming both in terms of farm numbers, milk cows and corn acreage. In other words, remaining farmers do not appear to be buying up the residual land and livestock."

### 6. Industry Support

#### **Supply Businesses**

A healthy farming community is comprised of active farms that utilize a wide spectrum of farm service and supply businesses as well as credit sources. In addition to farms, the farm service industry contributes to the overall economy of the County. During the past decade some farm supply businesses that supplied seed, feed, fertilizer, machinery and parts have either gone out of business or relocated out of the County. Many County farmers rely on regional and out of state suppliers which shifts sales tax and bank funds from local to non-local use.

Interviews with County farmers reveal, repeatedly, that although they (farmers) try to purchase locally, downsized supply businesses often cannot provide necessary supplies and parts, especially new equipment.

#### **Credit Sources**

Agriculture affects the entire community. Fewer profitable farms mean fewer lending portfolios.

The BR&E survey revealed that overall farm expansion in Tioga County has been minimal during the past five years. The survey also indicates that 62% of farmers do not plan to expand existing businesses within the next five years. Sixty-five percent of survey respondents indicated that expenditures for farm machinery during the next four years would be less than \$25,000.00. The BR&E survey indicates that overall, 31% of farmers plan business expansions over the next five years and 56% of farmers plan to improve current farm facilities over the next five years. Business expansions and improvements cost dollars. A loss of farmers and farms mean fewer purchases and loans for expansions and improvements which will lead to a greater loss of agriculture services as well as jobs and agriculture related businesses.

### Finance Resource

The ninety-one farmer participants of the Tioga County BR&E survey were asked to designate the organizations from which financial assistance had been requested.

Finance Resource	No. of Farmers Surveyed	Yes	No
Farm Credit Service	91	18	72
Rural Development	91	1	89
Out of County Bank	91	10	80
State Programs	91	01	89
Implement Dealer	91	19	71
Family	91	09	81
Credit Union	91	08	82
Insurance	91	08	82
Credit Card	91	25	65
Local Bank	91	55	35

The BR&E survey indicates that farmers continue to rely on local banks for farm related financing. The survey also indicates that credit card or 'fast cash' financing is currently utilized as a financing option. Credit card financing is trending as a means of financing the small business, nationally.

Currently, qualifying start-up and small business enterprises can obtain low interest business loans through several major credit cards. However, the process for obtaining these low interest 'loans' via credit card requires the same procedure required by traditional lending institutions. The BR&E survey indicates that 72% of County farmers do not have a current, formal business plan which would automatically disqualify them from participating in low interest credit card business rates.

Should the trend of credit card financing continue and/or increase, there is a possibility that 'fast cash' farm operations will fail due to credit card debt. Small farms will be most affected by this trend. The BR&E survey indicates that farmers are not utilizing available finance resources.

---



---

**PART V. LAND USE ISSUES**


---



---

**1. Farmland vs Other Lands**

Farmland is a natural resource with an economic value for producing food and fiber. Farmland is also a form of open space. Unlike scrubland, forests, hillsides, parks, and wetlands that are all designated as open space, farmland has the economic value for producing food and fiber. Once converted to other uses, it cannot be reclaimed as prime farmland. No one can produce new farmland. If existing farmland is not retained for agricultural purpose, and is not maintained through agriculture utilization, it will be lost for future generations. As more farmland is lost to alternate uses on local, state, and national levels, less and less farmland exists. As farmland acres continue to decline, during the next century farmland economic value will inevitably rise due to the effect of supply and demand. This is positive for local economics but negative for farmers.

**2. Land in Tioga County**

The New York Agricultural Statistics is compiled and issued by the New York Agricultural Statistics Service and the Department of Agriculture and Markets, Division of Statistics, in cooperation with the United States Department of Agriculture National Agricultural Statistics Service. This annual publication includes County and State data for most agricultural commodities produced in New York and related facts.

Total Acres	Acres in Agriculture	%	Tioga County Data
334,080	121,700	36.4	'94 NYS Ag & Markets
323,457	84,214	26.0	'95 Real Property Service
332,416	78,598	23.6	'98 Real Property Service

According to 1997 County data, there are currently three Agriculture Districts in Tioga County: 1) Spencer (42,960 acres), 2) Owego-Nichols (18,823 acres), 3) North Tioga (26,003 acres). The three Agriculture Districts include 87,786 acres in agricultural districts. (Appendices A-3)

**3. Preserving Tioga County Farmland**

The preservation of farmland involves restricting farmland to agricultural use. Exclusive agricultural use of farmland is obtained through preservation policies that may reduce some rights of the landowner in exchange for financial benefits. Such policies permanently restrict farmland use solely to farming. Purchase of Development Rights and Conservation Easements are examples of policies that preserve farmland.

Preservation of farmland requires the cooperation of policy and farming practices and the inclusion of protection policies to maintain agricultural uses for farmland.

**4. Protecting Tioga County Farmland**

The protection of farmland involves public policies that include zoning, agriculture value assessments, and right-to-farm laws and a favorable local attitude toward agriculture. Farmland protection policies are limited by statute and can change according to the will of the public. Protecting agriculture requires the cooperative effects of various municipal land use policies and sound agricultural practices.

## Protecting Tioga County Farmland, continued

---

### **Zoning/Land Use Assessment**

Nichols and Owego are the only two of nine towns in Tioga County that currently have zoning ordinances. In both towns, more than 80% of the land area is zoned for agricultural use. This is a favorable condition for agriculture. While no zoning in the other towns means development can occur anywhere, there are no current development pressures or situations where existing and significant potential development threatens agricultural land. As the County looks toward future industrial and residential development, possible policy for agricultural zoning should be considered. (Appendices M7).

#### **1. Farmer's Rights and Public Interests**

When a business leaves a community, the entire community is obviously affected as jobs are lost, commercial space is vacated, the population may decline. The loss of a business affects the overall economy and yet a business has the right to vacate.

While new business can be generated to fill vacated commercial properties; good farmland cannot be relocated or regenerated. Yet farmland is viewed, not for its unique agricultural value, but as potential for uses other than agriculture with a higher economic value.

One aspect of protecting farmland centers on issues of private right and community issues. Like any businessperson, a farmer wants to maintain the right to farm profitably and to sell the farm and farmlands at highest market value whenever he or she chooses. The private land rights of the farmer often conflict with the public's interest in preserving farmland and open space. The challenge is to allow the farmer his rights while maintaining the signature theme of the County.

The community is most affected when the farmer decides to sell his or her farmland to a buyer for non-agricultural uses. The potential buyer may be an investor who plans to hold the property for the long term, a residential or business developer or another farmer. Overall, farmers cannot pay the market level price that investors and developers can pay. Therefore if a community places value on productive farmland, open space, quality of life, and the rural lifestyle, then that community must be prepared to compete in the market place or monetarily compensate productive farmland owners for the contributions of that land. The loss of farmland affects the overall economics of the community. Not only is the local food supply affected, but also the open spaces, and rural lifestyle.

The BR&E survey did not question farmers in regard to their plans for farmland when the farm business is discontinued. The survey did indicate a projection of an overall 40% decrease in the number of working farms within the next 10 years.

Tioga County has a comprehensive plan, Tioga Tomorrow: The People's Comprehensive Plan for Economic and Social Development in Tioga County. The plan identifies the overall needs and priorities for the future development of Tioga County and also stresses the importance of the retention of viable farmland and all natural resources.

Tioga County has no topical plan or stated policy regarding agriculture. Nine town governments, six villages, twelve hamlets and various large subdivisions establish the County as primarily rural in nature. County land uses are primarily agricultural and residential with pockets of commercial development and some randomly scattered industry.

Industries in Tioga County primarily include farming, logging and mining. According to the Tioga County Socio-Economic Profile published in 1991, payroll for sand and gravel mining sector was in excess of \$1.3 million. While gravel mining is an important economic activity in Tioga County, it has the capacity to alter and/or destroy large portions of the landscape.

Overall, Town and County provide recognition of agriculture land use, but do not provide for the protection of prime farmland areas as unique resources for farming.

Past land use policies and attitudes have viewed agricultural lands as being available for any use that a buyer or the community can justify. This attitude weakens the commitment of the farming community, reduces the public perception of the importance of agriculture, fragments productive farmland and reduces the efficiency of farming.

Current Agricultural districts have potential for conflicts with industrial zoning when new industry begins to enter the area since land targeted for development by the County Planning Board does border prime farmland. As the County exerts efforts to attract new business and industry to replace jobs lost during the 1980s, efforts to expand developed resources will inevitably conflict with the need to retain natural resources. The goal is to achieve the maximum benefit of both developed and natural resources for the overall County and its future.

---

**PART VI. RESOURCES IN NEED OF PROTECTION**

---

Although great efforts have been made by farmers, agricultural agencies, agriculture support groups, and the County, to address issues, relieve pressures and provide technical education and support to the agricultural community and industry at large, these efforts are failing to retain traditional agriculture as a viable industry.

**1. Farms**

The numbers of farms and acres of active farmland have steadily declined during the last century. If this trend continues, farms will continue to go out of business at the established rate of 18% - 35% per decade.

**2. Farmland**

As we continue to evolve as a society, our irreplaceable agricultural resources are diminishing. Farmers, farms and farmland provide us with necessary staples including food, economic contributions, open space and a rural quality of life. Therefore, the preservation of farmers, farms and prime farmland and the protection our agricultural resources are worthy of priority.

**3. Farmers**

The business decisions made by farmers directly and indirectly impact the overall county economics. In addition to providing food, fiber, jobs, taxes, and export products, farmers maintain 62% of the land base in Tioga County. Farming is a business best managed by professionals.

**4. The Dairy Industry**

According to the New York Census (1996) the dairy industry represents 69.1% of Tioga County agricultural sales. According to the BR&E survey, dairy farms are in jeopardy and the retention of this industry is of economic importance to the County.

Many of the present dairy operators are in their late fifties to early sixties and are contemplating retirement or sale of their farms. In the majority of cases, children of these farmers are not interested in continuing the family farm. New farmers entering the business are finding that substantial capital investment is required to own a dairy farm. Retiring farmers can't get out - the future of milk prices is not favorable to promote lenders to provide loans to new farmers, so they can't get in.

At the heart of the present crisis, is the acceptance of only one production model by farmers, lenders, farm planners and others; that is maximizing milk production per cow, despite feed costs and other variable costs, in order to dilute fixed costs continues. Low and unstable milk prices also factor in to the instability of the industry.

## **Resources in Need of Protection, continued**

---

The development of a different dairy production model may provide an alternative to those dairy farmers who do not want to 'get bigger' or 'get out of business' and to communities who wish to provide economic or other incentives to farms who adopt a more sustainable dairy farming system. Several factors involved would include:

1. Co-op commodities purchases of equipment, supplies and feed
2. Management strategies of cows, crops, employees, finances.
3. Intensive management (land, crops, manure) including grazing
4. The ability for small farms to work together. Development of higher priced market niches and value added products.

### **5. Future of Local Food Supplies**

County residents are used to plentiful and inexpensive food supplies. Projected unstable worldwide food supplies indicate a need to become more attentive to the retention of local food supplies.

Locally produced foods should find a place in the local market as substitute for imported foods. Community programs, farmer's markets, local super market chains and small locally owned retail establishments provide market opportunities.



---

**PART VII. POLICIES AND PROGRAMS THAT SUPPORT  
TIOGA COUNTY AGRICULTURE**

---

**1. POLICY AND PROGRAMS**

**New York State Agricultural District Law**

New York State Law recognizes that agricultural lands are an irreplaceable natural resource, endangered due to development, high costs of doing business, and regulatory restraints, and indicates that certain actions can be taken to retain lands in agriculture. The Law seeks a regulatory climate that will encourage farmers to continue farming. Some of the benefits and protection elements are outlined below.

**Agriculture Assessment**

This segment of the Law is designed to protect farmers from excessive property taxes by valuing farmland on the basis of its production capacity. This is helpful when market assessments exceed agricultural assessments. This law provides the same benefits to farms outside an Agriculture District on which a farmland owner makes commitments to the land.

**Limits on Local Regulations**

The Law sets limits on regulations where local laws unreasonably restrict or regulate farming practices or enhancements. This section of the Law is in response to an increase of non-farm residents who urge zoning and regulations in traditional farming areas.

**Requirements of Notice on Public Actions**

The Law requires that any state agency, public corporation or local government that intends to acquire farmland within a District or intends to supply public funding for development or infrastructure facilities for non-farm benefit must file a notice of intent. The purpose is to certain an evaluation of potential effects on the farms and agricultural resources. Sponsors must provide essential information to justify the proposed development project and/or to explore alternatives to the original proposal.

**Limitations on Local Benefit Assessments**

Limitations on Local Benefit Assessments are provided to protect farmland from the excessive costs created by local improvements such as water and sewer that are calculated on base property values, road frontage or land areas. This is particularly important to traditional farms that use large tracts of land and require multiple structures that will not benefit from the improvements.

**Direction for State Agencies**

The Law directs State Agencies to administer policies, programs and regulations that affect farming viability in a positive manner.

**Tioga County Agriculture District**

Supporting measures in Tioga County's three agricultural districts is provided by the Tioga County Agriculture and Farmland Protection Board and the Tioga County Department of Economic Development and Planning.

## **Policies and Programs that Support Tioga County Agriculture, continued**

### **3. Agency Programs Supporting Agriculture in Tioga County**

#### **Tioga County Cornell Cooperative Extension**

A component of the New York State Land Grant University System, Cooperative Extension plays an important role in agricultural education and research. The BR&E survey indicates that it is the number one resource used by County farmers.

The goals of the Cooperative Extension agriculture program are to increase the profitability of farm businesses, preserve and enhance the environment through sound production practices, increase the competitive ability of individual farms, and to strengthen the agricultural industry by helping farmers to expand and diversify farming operations. Agricultural education programs address the issues listed below.

- dairy herd management
- non-dairy livestock management
- improving field crop production and nutrient management
- farm business and estate management
- ornamental horticulture
- fruit and vegetable crop production and marketing
- agricultural policies and public relations
- agricultural business and market development

#### **Farm Bureau**

The Tioga County Farm Bureau serves the local farming sector to report on conditions and circumstances of farming and to advocate farming to state and national policymakers for legislature. The Farm Bureau provides information to farmers and the general public and provides programs to obtain information regarding supply and demand forecasts, ease regulations, obtain fair pricing, obtain credit, and reduce taxes on agricultural operations and to improve marketing.

#### **Natural Resources Conservation Service (USDA)**

The Natural Resources Conservation Service (NRCS) works in cooperation with the Farm Service Agency (FSA), the Soil & Water Conservation District (SWCD), and assists the GRAZE NY project in providing technical assistance for individual farm operations and environmental issues.

#### **Tioga County Soil & Water Conservation District**

The Soil Water & Conservation District working with NRCS provides the farmers of Tioga County with technical assistance in the management of agricultural lands. The District provides soils information to farmers and can make recommendations on nutrient management and farm planning. The District is currently providing design assistance regarding streambed erosion and watershed management. With the NRCS and GRAZE NY the District provides technical support and cost sharing.

## Policies and Programs that Support Tioga County Agriculture, continued

### 4. Available Agency Support

The BR&E survey indicates that farmers do not utilize available agricultural and non-agricultural services that could assist in areas of agri-business development. The figures below show percentages of surveyed farmers who have not accessed available services in the past 5 years.

<b>Agency</b>	<b>Non utilization</b>
County Chamber of Commerce	93.4%
County Economic Development	96.7%
Public Officials	97.3%
Small Business Development	95.6%
Empire State Development	97.8%
FSA	81.3%
Cornell Extension	61.7%
Real Estate Firms	96.7%
Agri-Business	85.3%
Small Business Administration	93.3%

These pre-existing agencies can provide the farmer with general business development and marketing information and assistance as well as non traditional credit resources and related information. Agricultural sources can provide research statistics and technical production information and in some cases individualized assistance.

**TIOGA COUNTY**

**AGRICULTURE & FARMLAND PROTECTION PLAN**

**PART II**

**STRATEGIES, ACTION STEPS  
And IMPLEMENTATION**

## TIOGA COUNTY AGRICULTURE & FARMLAND PROTECTION PLAN

### Part II

### GOALS STRATEGIES and IMPLEMENTATION

September 1998

#### INTRODUCTION

The purpose of the Farmland Protection Plan is to economically strengthen the County's agriculture industry and to protect its agricultural land base now and for the future.

PART I - Study of Agriculture in Tioga County outlines the current status, trends, and projections for agriculture in the County. The process of seeking public input for the Study involved the establishment of the Agriculture Business Retention & Expansion Task Force (BR&E) and numerous Task Force meetings. With assistance from Cornell University, the BR&E Farmer Survey was developed and administered directly to farmer participants, on-site.

Part II - Goals, Strategies and Implementation represents the starting point for the protection of farmland and agriculture in Tioga County. Evaluated survey results were discussed during 3 Farmer Forums that included dairy farmers, crop farmers and livestock producers. The study concludes with the identification of Goals and a presentation of Options, for consideration as Strategies in a Protection Plan.

Tracking procedures and evaluations of progress will be necessary to ensure the effectiveness in achieving the Goals presented in the Plan.

A draft of Part I and Part II of the Tioga County Agriculture and Farmland Protection Plan was forwarded to Project participants by Elaine Jardine, Director of Planning in Tioga County prior to a meeting scheduled for October 6, 1998. After reviewing the Plan's highlights and an open discussion, participants prioritize the goals and strategies of Part II of the Plan. Priority issues are designated in this report.

Part I and Part II of the report comprise the Tioga County Agriculture & Farmland Protection Plan. The Strategies suggested address current issues with a focus on a productive and economically viable future for Tioga County agriculture.

The key elements of the Strategies outlined in Part II of the Plan are **communication and unification**. Communication between Town and County governments and unification of the agriculture and non-agriculture sectors will provide short and long-term benefits to the agricultural industry and the overall County. The Plan addresses issues that have negatively impacted County farmers.

In 1949, there were 1,870 active farms in the County. In 1997 there were 447 active farms in the County. Tioga County lost approximately 1,423 active farms over a period of 48 years. The 1997 BR&E survey indicates that the County will lose 40% of currently active farms within the next ten years. This will reduce the number of active farms in the County to approximately 268. If Tioga County experiences industrial and residential growth over the next ten years, additional farms will inevitably be lost to non-agricultural development. *These projections imply that past and current efforts directed toward the sustainability of farmers, farms, farmland and the industry of agriculture have been and remain ineffective in safeguarding the industry against internal and external pressures.*

## SIGNIFICANT FINDINGS FROM PART I

- Farmland and its active use for agricultural production contribute significantly to the economy and well being of County residents. The overall community is enhanced through the provision of food, incomes, jobs, taxes, wildlife, scenic landscapes, recreation, tourism, new resident appeal and quality of life,
- Profitable farming is the most effective means of maintaining and protecting farmland.
- Actively used farmland and the number of farms has gradually become reduced since the turn of the century, most drastically during the last five decades. Deterioration of the industry of agriculture will continue if no changes are made.
- Fewer new farmers are encouraged to enter agricultural occupations. Many farmers Tioga County are farming past retirement age.
- Productive and profitable farmlands that are in competition with other land uses, such as residential and commercial development and gravel mining.
- Speculation about development opportunities for farmland reduces commitment to farming investments.
- Random patterns of rural residential development and of farm result in a fragmentation of the agricultural land base, and produce conflicts between farmers and non-farm residents.
- Lack of communication between agricultural and non-agricultural agencies regarding programs and county regulations result in conflict of interests for farming enterprises and agency action plans and does not encourage positive integration of the agricultural industry into the community.
- Farmers feel the inevitable continuation of increasing property and school taxes are disincentives for the continuation of farming.
- There is an insufficient level of communication; understanding, and support, of agriculture by citizens and public officials regarding agriculture and agriculture laws.

## TIOGA COUNTY GOALS TO PROTECT FARMLAND

The most effective and affordable means to protect farms and farmland, now and for the future, is through economic strengthening of individual agricultural enterprises and the industry as a whole. Strengthening the economic status and enhancing the viability of the agricultural industry will escalate the economic and community contributions of agriculture, thereby increasing the public's awareness and value of agriculture to the County's economic and development efforts. Therefore, the Tioga County Agriculture and Farmland Protection Plan is built around the following goals.

1. Agriculture Industry Awareness and Community Links
2. Agriculture Economic Development
3. Land Use Planning and Taxation

## IMPLEMENTATION OF THE PLAN

In order to achieve its Goals, the Tioga County Agriculture & Farmland Protection Board sets forth locally defined strategies and actions and an outline for the implementation which is scheduled to begin, optimistically, in January 1999.

Currently, there is no specific personnel or agency to assume a leadership position in the implementation of the Plan. It is up to Tioga County Legislature, County government, and farm community leadership, to assume responsibility.

The strategies and action steps designated for the Agriculture Awareness and Community Links goal acts as a starting point for developing leadership for the implementation of the Plan. This goal deals primarily with communication and participation of the County government and all agencies that are already in place within the County thereby establishing an option for start-up implementation of the plan without the need for immediate funding.

## ASSESSING THE ACHIEVEMENT OF PROTECTION PLAN GOALS

Tracking the progress and success of the Protection Plan Goals will monitor changing agricultural trends within the county and measure levels of participation of farmers participating in various programs. Tracking will also measure the increase or decline in the numbers of farms by category, active acreage in farms, and the types and market values of agricultural products sold.

Measures of accomplishment will be determined through the comparison and analysis of agricultural census, New York State Agriculture & Markets County Averages, and surveys of the agricultural community.

It is determined that all strategies will undergo evaluation throughout start-up phases and implementation, and some adjustments may be required in order to meet the changing needs, conditions and opportunities of agriculture in Tioga County. It is determined that new strategies and opportunities will emerge throughout the implementation phases. Success measurement criteria are incorporated into each specific strategy in this report.

## FUNDING

Currently there is no available county funding to begin implementation of any elements of this plan. Therefore, the majority of strategies rely on the united efforts of County government, County agricultural and non-agricultural agencies in conjunction with the active participation of the County farming community, to champion initial start up phases. A key element of the Tioga County Agriculture & Farmland Protection Plan is to establish County unity and agriculture leadership to enhance opportunities and capabilities to qualify for and locate funding sources to, develop and enhance the industry of agriculture as a viable component of the County's economic development goal.

Strategies regarding land planning have a greater potential for State funding. It is therefore recommended that the County obtain assistance in facilitating land planning strategy actions from the following groups: New York State Agriculture & Markets (Bob Somers), New York State Agriculture & Markets Department of Agriculture Research (Matt Brower), The Legislature Commission on Rural Resources (Ron Brach 518-455-2544), Assemblyman Bill Magee-Agriculture Viability Act (518-455-4807), The NYS Assembly Task Force on Food, Farm & Nutrition (518-455-5203), and Cornell University Agriculture Development & Diversification Program, Southern Tier East Regional Planning & Development.

New funding strategies will emerge as experience and opportunities develop through the implementation of the Tioga County Farmland Protection Plan. It is probable that State-funding opportunities directed toward agricultural economic development should be appropriated by the year 2000. (Appendices R1-B, R5)

### **ROLE OF COUNTY GOVERNMENT IN SUPPORT OF THE PROTECTION PLAN**

It is expected that Tioga County will view this Protection Plan as an integral part of its commitment to the implementation of other related plans including Tioga Tomorrow: The People's Comprehensive Plan for Economic and Social Development.

### **STRATEGY ASSIGNMENTS**

In order to begin implementation of the Tioga County Agriculture & Farmland Protection Plan and to garner funding to proceed with various components of the plan, it is recommended that the County initiate a County appointed task group, Community Links, to oversee start-up efforts. See Community Links, Strategy 2, p.47)

It is also recommended that a Learning Group comprised of equal numbers of citizens, federal, state and local agricultural and non-agricultural representation be appointed to concentrate efforts toward land planning strategy initiatives. The County Learning Team should include representation from: The Tioga County Planning Board, Cornell Cooperative Extension, Tioga County Economic Planning & Development, Natural Resource Conservation Development Service (NRCS), Tioga County office of Real Property, Town & Village Assessors, Tioga County Industrial Development Agency (IDA), Valley Economic Development Association (VEDA), Tioga County Board of Representatives, Tioga County Chamber of Commerce, Tioga County Board of Health, Tioga County Tourism Office, Town & Village Assessors, Tioga Opportunities Program, Tioga County Farm Bureau, Boards of Education, and BOCES. (See Learning Group, Land Use Planning & Taxation, Strategy I, p. 60).



---

**AGRICULTURE AWARENESS AND COMMUNITY LINKS**  
**Strategies and Action Steps**

---

Agriculture Awareness and Community Links Strategies address the following issues:

- insufficient levels of communication, understanding and support of agriculture by citizens, public officials and non agricultural County agencies,
- underdeveloped marketing access to consumers on local, regional and state levels,
- non-existing community food security programs and access to affordable, nutritious, locally produced foods by low income and high risk County residents.
- insufficient utilization by farmers of available assistance resources available through County, State, and Federal agencies, organizations, and associations.
- under utilization of agriculture-related agency project funding by all County agencies.
- inadequate representation of County and State agriculture in educational programs for children.
- lack of policy recognition of agriculture as a viable component for development in Tioga County.
- need for planning unification between Towns and County government and agencies.

**Strategy I. The inclusion the Tioga County Agriculture & Farmland Protection Plan as an addendum to the Tioga County Comprehensive Plan.**

**Assigned:** Tioga County Planning Board & Tioga County Legislature

**Timeline:** 1999

**Action 1:** The Tioga County Agriculture & Farmland Protection Plan is adopted as an addendum to the County's Comprehensive Plan.

**Measurement criteria:** Establishes a County endorsement of effort toward the development and enhancement of the agricultural industry in Tioga County.

**Strategy II. Community Links Task Force – Build links of communication and encourage joint community efforts and program integration between agricultural and non agricultural agencies.**

**Assigned:** Cornell Cooperative Extension, Economic Planning & Development

**Timeline:** Ongoing

**Action 1:** Organize and structure a County outreach task force comprised of representation from lead agricultural and non agricultural agencies.

**Measurement criteria:** Level of participation from agricultural and non-agricultural agencies.

## **Strategy II. Community Links Committee, continued**

---

**Action 2:** Create a communication system within the framework of County agencies that establishes an awareness of current and possible agency actions/projects that can viably integrate with agriculture. Options include regular meetings, newsletter or County web page.

**Measurement criteria:** The creation of a system that provides consistent and current issues of communication between agricultural and non-agricultural agencies in regards to projects and programs.

**Action 3:** Link community development projects and agencies by co-authoring initiatives for joint funding and implementation of community projects.

Some examples include:

- Promoting farmers market to WIC and Senior Outreach programs.
- Utilize farmers market as a learning tool for outreach programs including nutrition education for Health & Human Services programs.
- Incorporate the development of community farmers markets in downtown development and enhancement projects
- Include small agriculture business development with county tourism efforts
- Incorporate farmers and agriculture into existing and new programs for youth education and job training.

**Measurement criteria:** Funding resources expand. Agency funding increases.

**Measurement criteria:** Expanded funding resources expand community services and development.

**Measurement criteria:** Joint projects attain multi-faceted County goals.

**Action 4:** Update the public on Community Links action through public radio, newspaper and television announcements and agriculture publications to reach the county & regional public.

**Measurement criteria:** A positive image for County agriculture and government. Greater public visibility of agriculture and County agencies and programs.

## **Strategy III: Education – Ag in the Classroom program in Tioga County Schools with a focus on County & State Agriculture.**

**Assigned:** Cornell University, Cornell Extension Service, BOCES, Farm Bureau, Ag in the Classroom volunteers, Tioga County Teaching Center, School Board Representation, County Fair Board, 4-H.

**Timeline:** Ongoing

**Action 1:** Meet with teachers and educational administrators to determine specific areas of study, teaching materials and instructional assistance needed in order to provide an innovative, high profile agricultural study program for County Youth.

**Measurement criteria:** An assessment of teacher/administration responses.

**Action 2:** Use the information derived from the Teacher Assessment (Action 1) to develop a base Ag in the Classroom curriculum. Contact and encourage Ag related agencies, organizations, councils, committees and local farmers to commit time, dollars, or teaching materials to the program. Create a resource list of these.

### **Strategy III. Agriculture in the Classroom, continued**

---

**Example:** The Dairy Association may make a commitment to present an assembly program to one or several schools and/or The Beef Industry Council may contribute educational material for several classrooms and/or a local farmer may offer field trips for pre-school classes. The South Central NY Forestry Committee may agree to provide a guest speaker and teaching materials for one or all schools in a district. Cornell University may agree to bring agricultural software and provide demonstrations in computer labs.

**Measurement criteria:** A list of agricultural educational resources to present to teachers and school administrators.

**Measurement criteria:** A one-year educational program that provides special hands-on events, guest speakers, field trips or classroom learning material, for at least one agriculture related experience per County school.

**Note:** The resource list for Ag in the Classroom can be created in conjunction with Strategy IV. Farmer Outreach, Action 1, p. 50)

**Action 3:** Present the final Ag in the Classroom curriculum to teachers via presentations at regularly scheduled teachers meetings. Prescheduled Ag in the Classroom presentations with school principals.

**Measurement criteria:** All County teachers/school boards are aware of available agricultural education resources.

**Action 4:** Seek funding with assistance from BOCES, Cornell, the Public School System and local businesses, to support 1 salaried, part-time coordinator. Coordinator should have a travel budget in order to: 1) maintain a one on one relationship with teachers and schools, 2) maintain and distribute current educational materials regarding agriculture in Tioga County & New York State, 3) create and implement strategies to effectively reach more teachers and students, 4) design and implement dynamic presentations of traditional and alternative agriculture at area Career Days, County Fair, etc., 5) seek funding to support the continuation of the project.

**Note:** Current funding for Ag in the Classroom in Tioga County ranges between \$400.00 - \$1000.00 per year and all communication depends on volunteers.

**Measurement criteria:** the establishment of an agricultural education program, coordinated and facilitated by a salaried part time employee. Teachers & Schools are linked to County Farms and County & New York State agriculture.

**Action 5:** Promote farming via Ag in the Classroom through aggressive media coverage, community bulletins, newspapers, etc.

**Measurement criteria:** Newspaper articles feature teachers, students, farmers and businesses that participate in Ag in the Classroom Program.

**Action 6:** Offer incentives and recognition to participants of this program through the issue of certificates, letters and awards to be presented by mayors and other local political figures.

**Measurement criteria:** A positive image of agriculture, schools and County leaders. Stimulated interest in Agriculture by teachers, students, and parents.

**Strategy IV: Farmer Outreach - Improve farmer access to and awareness of existing County, State and Federal agencies, organizations, and associations.**

**Assigned:** Tioga County Soil Water Conservation District with assistance from County Economic Planning & Development Office.

**Timeline:** 1999 – Ongoing publication updates

**Action 1:** Research the region for all agencies, organizations and associations including lending programs (banks, government agencies, and not for-profit sources) that offer services applicable to the growth, development, and enhancement of rural, land based enterprises.

**Measurement criteria:** a complete list of resource groups and the services that they can provide.

**Action 2:** Design, and develop a directory that includes the names of agencies, organizations and a brief description of services offered by each. Obtain bids on production costs from local printers.

**Measurement criteria:** Camera ready resource directory.

**Action 3:** Obtain funding for printing the directory. Other Counties have obtained funding from agricultural service businesses, local banks, and agricultural and non-agricultural agency donations of \$5.00 - \$50.00 in addition to farmer contributions.

**Measurement criteria:** A Rural Business directory that identifies services and assistance programs available to rural, land based enterprises located in Tioga County.

**Action 4:** Distribute the directory through cooperative efforts of appropriate agencies, feed and equipment dealers, and various service organizations, etc.

**Measurement criteria:** More farmers access available services and request and receive assistance for farm and production enhancement.

**PRIORITY ISSUE**

**Strategy V: Re-establish the currently inactive Agriculture Committee of the Tioga County Legislature and reactivate the Tioga County Farmland Protection Board.**

**Assigned:** Tioga County Legislature

**Timeline:** January 1999

**Action1:** Re-establish active membership in the Agriculture Committee of the Tioga County Legislature. Members should equally represent the agriculture and non-agricultural sectors.

**Measurement criteria:** Consistent participation of members. Agricultural issues and non-agricultural issues that indirectly impact agriculture are frequently on the Legislative agenda.

### **Strategy V. Re-establish Tioga County Legislative Agricultural Committee**

**Action 2:** Use local and regional media to publicize County Legislative Agricultural Committee action. Media coverage should focus on individual members of the Agriculture Committee of the Tioga County Legislature as representatives of the farming community.

**Measurement criteria:** Positive County and Regional image of a County government that supports agriculture.

**Measurement criteria:** Farmers perception of County government as related to the industry of agriculture improves. Farmers have a voice.

**Measurement criteria:** Farmers confidently voice concerns and issues regarding County agriculture issues to Committee Members.

**Action 3:** Members of the Agriculture Committee of the Tioga County Legislature will act as coordinators to reactivate the Tioga County Agriculture Farmland Protection Board.

**Measurement criteria:** The Tioga County Agriculture Farmland Protection Board is reactivated and meets on a consistent basis to focus on agriculture and agriculture related issues that impact agriculture in municipalities and the County.

**Action 4:** Members of the Agriculture Committee of the Tioga County Legislature and the Tioga County Agriculture and Farmland Protection Board assume the role as agricultural ambassadors for Tioga County.

**Example:** Tioga County agricultural issues are represented at South Central New York Resource Conservation & Development Project, Inc. Board Meetings.

**Example:** Tioga County is represented at Southern Tier East Regional Planning Board meetings.

**Measurement criteria:** Tioga County Agriculture is represented throughout the County, Region and beyond at various committee meetings, workshops, etc.

**Measurement criteria:** Tioga County Agricultural issues are on various County, State, USDA, not-for profit and private group agendas. Tioga County farmers begin to receive expanded services.

**Measurement criteria:** The Legislature and County government gain knowledge of services and funding sources that are available.

**Measurement criteria:** The County gains knowledge of funding sources and agricultural projects that can benefit the County.

**Action 5:** Representation from the Tioga County Legislature and Tioga County Agriculture and Farmland Protection Board assume a leadership role in Community Links Task Force and Land Use Planning Learning Teams.

**Measurement criteria:** The Industry of Agriculture is represented as a viable economic contributor in the County.

## **PRIORITY ISSUE**

### **Strategy VI: The inclusion of a Municipalities-County Consultant to serve as a liaison between Town and County government.**

**Assigned: County Boards**

**Timeline: Year 2000 Budget**

**Action 1:** Incorporate part time Municipalities-County Consultant services into an existing County position. Services include consulting and intervention with municipalities regarding issues that directly affect individual towns and the County as a whole. Agriculture and Land Use Planning should be considered a key issue. Grant writing skills and capability to assist Municipalities in issue intervention strategies should be a focus of this position.

**Note:** Currently the 1999 Broome County Budget includes a similar position titled 'Circuit Rider'. This position is being considered as an important component to unifying Town and County development efforts, which affect the County as a whole. The Circuit Rider is cited as an important component of economic development on a county and regional level.

As more Counties employ 'Circuit Riders' and as future State funding may be administered on a regional rather than county basis, it is inevitable that the position of 'Circuit Rider' will play an important County representation role on a regional basis. Qualifications of this position include a background in Planning & Development, mediation, proposal and grant writing skills.

**Implementation Strategy Option:** In Tioga County a position for a full time Planning Assistant has been approved. In order to safeguard against over extending the County Budget by hiring a Municipality-County Consultant, it is suggested that the full time Planning Assistant's position include some specific duties of the Municipality-County Consultant position for a trial position of 24 months. It is also suggested that the Tioga County Planning Board will determine the specific duties for this position. It is suggested that the County Planning Boards will monitor and track the success rate and viability of these services to the Towns and County. Funding a full or part time position after the initial 24-month trial period is the joint responsibility of the 9 Towns and Tioga County.

**Measurement criteria:** Towns discover common ground issues.

**Measurement criteria:** Communication between Town and County Boards allow cooperative viewpoints of long term affect issues such as active farmland assessments and land use planning. Cooperative efforts of Towns create a more unified County and set the pace for the future of Tioga County.

**Measurement criteria:** Communication and continuity between Towns and County government results in greater funding opportunities for strategy implementation and greater impacts of achievement.

### **Agriculture Awareness and Community Links Success Indicators**

- Collaborative unity among agricultural and non-agricultural agencies.
- Increased access to agriculture related funding sources for all agencies.
- Greater awareness and utilization of existing farmer resources and services.
- Access to locally produced nutritious foods to low resource families.
- Positive image of agriculture, farming, and the local government is elevated among farming and non farming population through community visibility.
- Image of agriculture and County government is elevated within the community.
- Increased education and awareness in farming and agriculture by youth.
- Integration of agriculture into the overall goals and mission of Tioga County
- Tioga County assumes a role in Agriculture Development on a regional level.
- Tioga County agricultural issues are known to Industry advocates on a Regional and State level.
- Communication between farmers, agricultural advocates and the County Government is established.
- Communication and continuity between Towns and County Government efforts involving land use planning efforts.

---

## **AGRICULTURE ECONOMIC DEVELOPMENT Strategies and Action Steps**

---

### **PRIORITY ISSUE**

#### **Strategy I. County Agriculture Economic Development Specialist**

**Assigned:** County Planners/ Appropriate Agricultural & Non-agricultural Agency Leadership and farmer representation.

**Timeline:** 1999

**Implementation by:** 2000

**Action 1:** Determine funding sources to cover salary, fringe & benefits, and operating costs, for the employment of a full time County Agriculture Economic Development Specialist. Currently Jefferson, Wayne, Delaware, Washington, Orange and Ulster Counties employ Agriculture Economic Development Specialists. (Appendices R-8)

**Measurement criteria:** Funding possibilities are considered and a source is determined.

**Action 2:** Develop a specific job criteria for the Tioga County Agriculture Economic Development Specialist that defines and addresses priority issues specific to agriculture in Tioga County.

### **County Economic Development Specialist, continued**

**Example:** In other counties, Agriculture Economic Development Specialists act as liason between County farmers and markets for locally produced products. The Specialist is aware of agricultural agency programs and current research data and provides direct marketing assistance for farmers.

- Qualifications for this position should include knowledge of food processing, various unions and regulations including USDA. Qualifications should include extensive knowledge in the non-farming aspects of the dairy industry including alternative markets for raw milk products and 'new generation' cooperative marketing strategies.
- Qualifications should include an extensive knowledge of the red meat industry including knowledge of ethnic and specialty meat market/industry and regulations that relate.
- A farmer or person should not fill this position with a background in agriculture production.
- This position should in no way act as an extension of Cornell University, Cornell Cooperative Extension or any other agricultural agency.
- This position should be considered a component of Tioga County Planning & Economic Development and represent County efforts toward the economic development of the Industry.

**Action 3:** Identify priority action areas to be explored by the Agriculture Economic Development Specialist. Areas to explore were indicated in the BR&E survey and include:

- strengthening traditional farming (dairy) enterprises through aggressive use of existing marketing research by Cornell University,
- value added operations such as food processing and packaging,
- expanding access to organic markets for a broad scope of products that include organic feed, seeds, fruits, vegetables, dairy products, poultry, livestock products,
- expanding local markets for fruits, vegetables and developing a local freezer trade (local meats & poultry),
- expanding access to ethnic markets and exploring new product development cooperatively with the research efforts of Cornell University, especially in areas of marketing small ruminant livestock and specialty meat and milk products,
- exploring new uses/markets for traditional products,
- assisting farmers to obtain direct farmer funding for business development,
- aggressive participating organizations such as Just Food and NY Farms to stimulate farmer participation regional and state markets.  
(Appendices R-5, R-6).

**Measurement criteria:** Farmers obtain viable contracted markets for products.

**Measurement criteria:** Production increases.

**Measurement criteria:** Economic indicators show increase in revenues for individual farms and agricultural economic contributions to the County.

\*This position may be considered for a trial timeframe of three – five years. During the trial period, annual reports will be submitted from the office of Agriculture Economic Development to the County. The County can determine the effectiveness of the position on the industry of agriculture and the benefits provided to farmers, farms and farmland and the County.



## **PRIORTIY ISSUE**

**Strategy II: Development of a multi-faceted farmers market within the County - To provide farmers an opportunity to develop a local clientele, to stimulate the local economy and to enhance downtown development and local tourism efforts.**

**Assigned:** Economic Planning & Development Office, Owego Farmer's Market, Owego Historic Market Place, Tourism Office, with assistance from Cornell University: Department of Rural Sociology, Delhi College: Recreation & Tourism-Rural Sociology, Governor's Task Force for Rural Development.

**Timeline:** 1999- Ongoing

**Site Suggested:** Downtown Owego

**Action 1:** Develop a farm market theme and promotional strategy that works in conjunction with the overall county image for the establishment of a unique, customer oriented, farmers market within the County. Establish a more suitable, amenable site that will encourage shoppers into the downtown area. This will benefit retail merchants, too. Designate operational hours that are more compatible with full-time, working consumers. Invite theatre groups, dance schools, high school bands, private music instructors, etc. to schedule student performances on those days when the farmers market is operating. Stimulate and encourage local consumer interest in locally produced foods and the farmers who produce it.

**Example:** In a consumer outreach effort, the Norwich Farmer's Market Master invited a local high school band to perform during market hours on a Saturday. One hundred and sixty five band students turned out in new band uniforms. Three hundred and fifty parents, grandparents, brother and sisters came to listen to the performance. Fifty-three farmer's market participants sold out within two hours. The farmers reported the most common comment was "I didn't know Norwich had a farmer's market."

**Measurement criteria:** Develop an exciting farmer's market that is consumer and community friendly. Farmer's develop a local customer base and local merchants increase sales. Shoppers come into rather than out of the County to shop.  
(Appendices A3-7)

**Action 2:** Develop small business development programs/workshops for farm market participants that include pricing and visual presentation strategies and positive customer relations' techniques. Open these workshops to agricultural and non-agricultural small business owners such as local merchants and small entrepreneurial enterprise owners who will benefit from this education.

**Measurement criteria:** A series of workshops and/or training seminars that incorporate a broad spectrum of available professionals and educators from across the State.

## Strategy II. Development of Farmer's Market, continued

---

**Observations:** Downtown Owego is unique in that its historical district is still in tact. Another unique feature is a riverbank location. This feature, in addition to Tioga County's central location within the region, provides potential for developing Downtown Owego. Small businesses create the first impression of the County.

Shoppers are drawn from outside the Region for specific events or items. Currently, there is a lack of commercial retailers to draw shoppers into the County. Therefore, Tioga must rely on aesthetics, presentation, and the development and promotion of its unique features. Through intensive business intervention and training, downtown Owego can help develop small businesses and at the same time identify entrepreneurial start-up opportunities. This is a long-term project that requires extensive coordination of its many components.

In order to place small business owners (includes farmers) in a competitive position with other counties for retail trade, small business owners must bring business operation skills and presentation up to regional/national standards.

Tioga County should draw from the many college, university, and professional resources available, statewide, for implementation of workshops and training projects.

**Example:** The River offers Owego many development options. SEA GRANT NEW YORK is a joint program of the State University of New York, Cornell University and NOAA, Department of Commerce and in association with Cornell Cooperative Extension, U.S. Department of Agriculture and U.S. Department of Commerce.

**Action 3:** Develop strategies to utilize the farmer's market as a teaching tool. Socialization skills, good customer relations, health and nutrition, product information and even providing customers with correct change, are areas of education provided by various social services and youth programs in the County.

**Example:** At the Norwich New York Farmer's Market an old-fashioned pushcart displays Maple products. A young man from the neighborhood not-for-profit youth program can tell you everything you want to know about Maple syrup because the farmer who produced the syrup taught him. The same farmer recently lost his wife and cannot spend the day at the farmer's market anymore. Nearby, the youth coordinator offers the youth tips on customer service, and product display. The youth will earn minimum wage for his day of work. A Community Development Grant obtained by the neighborhood youth program entitled THE PLACE pays his salary. The farmer doesn't have to spend time away from the farm to participate in the local farmer's market.

**Assessment criteria:** A series of human services programs that enhance the farmer's market and community through Community Links. (Appendices R-10).

**Action 4:** Design the market to work in conjunction with agricultural and non- agricultural events in the community. Allow local enterprises to use the farmers market as a marketing tool.

**Example:** Plan a Taste Tioga event. Invite local chefs to perform public cooking demonstrations using locally produced foods, to promote their restaurant and the farmer's enterprises. Encourage local restaurants to utilize local produce. Regional chefs can be invited as they have potential as farmers market clients.

## **Strategy II. Development of Farmer's Market, continued**

---

**Example:** Invite the local bookstore to display and sell seasonal cookbooks at a Great Tioga cook-off day at the farmer's market. Consider inviting regional bookstores to participate. County Fair food judges may participate in judging 'best pumpkin dish' or "best salsa" contests. Invite corporations such as Frito Lay, LaPrinos, etc. to participate.

**Example:** Host a 'TIOGA GARDENS' day at the farmer's market. In addition to a wide selection of bedding plants and horticultural supplies, invite George Caldfeld (Fox 40 Home Gardner) to come and give gardening tips. Plan media coverage. Work with Tioga Gardens and Tourism Office to make this a County Event.

**Assessment criteria:** Local farmers access a broader customer base. Regional customers begin to come into the County. Farmers, merchants, restaurants—all businesses benefit.

**Action 5:** Set quality product and presentation standards for participants, and farm market member fees that will cover minimal, local promotion such as radio ads. Develop competitive pricing strategies. Assign market members specific roles to assist in special market events. Invite County boards and local merchants and organizations to participate in regular market member meetings and to consider the farm market as a place to promote for 'free'.

**Assessment criteria:** Farmer's market members develop a stronger association, the market becomes more viable to the community, and the community develops a regular customer base from outside.

**Action 6:** County agency leadership with assistance from Cornell University: Department of Farming Alternatives, develop a Community Food Security (Grant) Initiative to provide funding for enhanced development of a Farmer's Market, Community Food Security, and downtown development. Application for funding will also apply to USDA Cooperative Initiatives. County funding should include a salary, fringe and benefits for a part-time project coordinator. (Appendices R11-1 – R11-13)

**Assessment criteria:** A vital and viable farmer's market and downtown district developed to full economic potential.

## **SECONDARY PRIORITY**

**Strategy III: Develop Agri-Tourism Opportunities – Establish income generating opportunities by linking tourists with various County attractions and agricultural attractions in innovative ways.**

**Assigned:** Farmer-Agri-Tourism Committee, Chamber of Commerce, Tourism Office, Economic Planning & Development, Agricultural agency participation, Board of Health.

**Timeline:** 1999 - ongoing

**Action 1:** Identify and create a working group of farm based enterprises interested in participating in county tourism efforts.

**Measurement criteria:** Established agri-tourism committee. \*This step has been accomplished.

**Action 2:** Develop and implement small business development workshops that educate and prepare farmers for issues specific to the recreation-tourism industry. Provide one on one, on-farm business development and enhancement assistance to farmers involved in agri-tourism.

**Measurement criteria:** Farm enterprises and farmers are prepared to integrate the tourism-recreation industry with the farming operation.

**Action 3:** Develop programs and tour packages that incorporate several farms per package. Initial farm tours should target specific interest groups that may include: conference and corporate meetings, company picnics, senior programs, educational, family. Develop promotional material and direct market to local and regional groups.

**Measurement criteria:** Business community develops a greater awareness of agriculture potential. Farmers gain experience in dealing with tourist trade.

**Action 3:** Inventory existing attractions such as farmers markets, traditional and non-traditional farm operations that offer educational and entertaining attractions. Assess farmer readiness to integrate the farm with agri-tourism. Assist farmers who need business development assistance.

**Measurement criteria:** Completion of enterprise assessments. Small, rural enterprise owners gain greater professional knowledge and are more at ease participating in the industry of Tourism.

**Action 4:** Link Agri-tourism tours with commercial recreation attractions and accommodations such as Tioga Scenic Railroad, The Hickories, Jud Spencer water-skiing competition, the Waterman Conservation Center, the Transportation Museum, Tioga Park Racetrack, Tioga Gardens and the Ti-Awhaga to name a few. Also, consider joint promotion with the Coming Museum. Currently, The Coming Glass Museum jointly promotes with The Baseball Hall of Fame, located in Cooperstown and more than 125 miles away?

**Measurement criteria:** The development of vital and viable tourism destination point.

**Action 5:** Improve and /or create marketing brochures that promote agricultural attractions in conjunction with commercial attractions.

**Measurement criteria:** Completion of promotional strategy and materials.

**Action 6:** Promote Agri-tourism in Tioga County through direct distribution and marketing of promotional material to tour operators as well as targeted groups within urban areas of the 'technology triangle'. Develop and implement a web page or participate in a regional tourism web page. Establish a tourism information and reservation system that allows potential guests 24 hour-7 day per week access.

### **Strategy III. Develop Agri-tourism Opportunities, continued**

**Measurement criteria:** Identified attractions are marketed to targeted groups via an aggressive and multi faceted promotional strategy.

- Currently there are ample funding sources on all levels to encourage the development of Agri-tourism. It is recommended that key agencies seek collaborative funding to provide a salaried position for a project coordinator whose specific services include individualized production and business development assistance for participating farmers and to coordinate farmer/agency action. Funding should also be considered to assist the Tioga County Tourism Office in meeting additional operational costs incurred through implementation of this strategy. Additional funding should be procured for extensive marketing efforts during the final phase of this project.

### **Agriculture Economic Development Success Indicators**

- The industry of agriculture assumes an active and more viable position within the framework of County economic development.
- Funding to develop and/or strengthen a range of traditional and alternative farm enterprises is obtained through marketing-especially dairy and small ruminant livestock.
- The County can begin to commercialize and profit on academic agricultural business-product development research and case studies by applying research directly to project implementations.
- Farmer access to markets for specialty and organic products is expanded.
- The volume of locally produced foods marketed within the County expands.
- More farm businesses continue operation.
- Farmers profitably access new Regional and State markets.
- The development and enhancements of downtown districts increase.
- There is an increased consumer awareness of the availability of locally produced foods.
- Small rural businesses develop and begin to meet national tourism expectations become more competitive.
- County farm and environmental improvements are stimulated due to incentives and expanded profitability resulting from expanded downtown area and tourism.
- Farmers and local retailers profit from expanding consumer base.
- New markets for traditional agricultural products such as raw milk.
- Access to new ethnic markets.
- Agriculture census data and county estimates reveals improving trends in the retention of farms, farms, and productivity of farms.
- Employment opportunities result from expanded retail traffic.
- Entrepreneurial and small business opportunities evolve.
- Awareness & education opportunities for youth and human services programs evolve.
- A positive county image results in greater local and regional revenues.
- Tioga County positions itself as a viable agricultural resource within the region .

**The following strategies merit additional time, effort, and consideration of agencies and policy makers, for the economic development of agriculture in Tioga County.**

**Assigned:** Tioga County Cooperative Extension and Tioga County Soil Water Conservation District, Farm Bureau, Natural Resource Conservation Service, Tioga County Agriculture and Farmland Protection Board, County Boards. Cooperative efforts on a regional level may prove to be productive.

**Timeline:** 1999- 2005

- Conversions of farm waste into methane, bedding, feed and landscaping products on a county or regional basis.
- Bulk or cooperative energy purchases.
- Assistance to farmers to obtain permits and applications to expand or diversify farming enterprises and estate planning.
- Research and development of forest products and potential markets.
- Deer herd and other wildlife management.

---

### LAND USE PLANNING AND TAXATION Strategies and Action Steps

---

The following strategies address:

- A lack of awareness among municipal officials and government personal regarding their role and obligation in supporting farmers, farms and farmland through the Agriculture District Law, Article 25-AAA Agricultural and Farmland Protection Programs and all agriculture laws.
- The need to establish equitable farmland valuation practices for active farms.
- Awareness among farmers of County development goals, especially in areas targeted for industrial and/or residential development.
- The need to promote farming interests in land use planning decisions.
- Awareness among members of the farming community of all agriculture laws and how the laws affect individual farms.
- A lack of communication and collaboration of goals and development efforts between Town & County government.

**Strategy I. Create a Tioga County Learning Team whose members will work directly with State Agencies and others in this field to develop a complete understanding of all Agricultural Laws . The Learning Team will coordinate the Strategies of the Land Use Planning and Taxation goal.**

**Assigned:** Tioga County Planning Board will coordinate Strategy I.

**Timeline:** 1999

## LAND USE PLANNING AND TAXATION, continued

**Explanation:** Learning Teams are created by combining groups of citizens who come together to learn about one or more key issues in their community with the intention of generating new information that will lead to positive change. (Appendices R-8)

Many agricultural laws are not fully understood by all policy makers, key county workers, and agricultural and non-agricultural agency management, farmers and others who have direct or indirect impact on land use. As agricultural laws were researched for this project it was determined that:

- agricultural laws are always changing,
- there are many details and loopholes in the laws that have potential to result in that can result in costly errors for both County and individual farmers, and
- unknown aspects of an agriculture law can result in lost funding opportunities that could be used to benefit the County,

**Learning Team Membership should include representation from:** The Tioga County Planning Boards, Tioga County Economic Development, Cornell Cooperative Extension, Natural Resource Conservation & Development Service, Tioga County Health Department, Tioga County Department of Real Property, Town and Village assessors, Tioga County Industrial Development Agency (IDA), Valley Economic Development Association (VEDA) Tioga County Chamber of Commerce, Tioga County Tourism Office, Tioga County Local Development Corporation, Tioga Opportunities Program, Department of Environmental Conservation, Tioga County Farm Bureau,

**The Learning Team will develop an awareness of all agricultural laws through meetings and workshops facilitated by the following:** New York State Agriculture & Markets, Southern Tier East Regional Planning, Agriculture and Markets Environmental Research Specialist, The New York State Legislative Commission on Rural Resources, The New York State Task Force on Food, Farm, and Nutrition, Cornell University Agriculture Development & Diversification Program.

**Measurement criteria:** Informed County leadership regarding all agriculture Laws.

**Strategy II. Agriculture & Markets Law – Article 25AA – Create a greater awareness and understanding of regulations in article 25AA, Ag Districts Law and all agricultural laws, within County governing and planning boards.** (Appendices R1-1, R1-2, R1-3).

**Assigned:** The County Learning Team

**Timeline:** 1999

**Action 1:** Facilitate workshops public forums and use news media to create an awareness involving Agriculture Districts, Right to Farm issues, limitations on local regulations, and farmland existing outside of Agriculture Districts and the County and State Agriculture & Farmland Protection Plans.

**Measurement criteria:** Completed workshops with farmers and municipal officials.

**Action 2:** Resolutions by Town Boards to support farmers, farms, and farmland and the Agriculture District Law.

**Measurement criteria:** Level of participation by Town Boards.

## **Strategy II. Agriculture & Markets Law, continued**

**Action 3:** Encourage land-use policy decisions that have positive impact on farmers, farms and farmland in towns, villages, and hamlets throughout the County.

**Measurement criteria:** Pro-agriculture decisions on related issues.

## **Strategy III: Land Use Planning & Regulation Policy – Farmland Assessment**

**Assigned:** County Boards and Assessment Director with County Learning Team.

**Timeline:** Open

### **Action I:**

**Phase 1:** Evaluate reports from Tioga County Assessments that evaluate current and recently changed active farmland assessments. Develop an active farmland value assessment process that results in a low current-use value for active farmland.

**Measurement criteria:** Developed assessment procedure and timeline for changing assessments on active farmland.

**Phase 2:** Develop an assessment procedure and timeline for changing assessments on active farmland so that assessments on farmland are uniform throughout the County.

**Phase 3:** Provide training to Town and Village assessors so they can promote this program throughout the County.

**Phase 4:** Provide new assessment information regarding active farmland to real estate agents so that they understand the fundamentals and function of farmland laws and can better inform prospective clients.

**Measurement criteria:** A unification of farmland assessments throughout the County.

**Measurement criteria:** Economic relief for farmers.

**Measurement criteria:** Incentive for farmers to increase production.

**Measurement criteria:** The BR&E survey asked farmers to rank issues that will have major impact on future farm profits. Tioga County farmers rank property taxes as the number one issue. Reassessments of active farmland will provide some relief for farmers, provide supportive action from County Governments at minimal revenue cost to the County.

**Note:** Tax burdens to farmers have been an issue on Regional and State levels. Last year, through the State School Tax Credit Program farmers were provided some tax relief. In order to benefit from the State School Tax Credit Program farmers must meet a set level of off-the-farm income. Many small family and part time farms do not meet the minimum income requirements stated in the State School Tax Credit Program, they cannot take advantage of this tax credit program. The County farms that net \$30 - \$100,00 or less are currently experiencing the greatest economic difficulties and would be positively impacted by reassessments or stabilized assessments of active farmland.



## LONG RANGE PLAN

**Strategy IV: Long Range County Land Use Planning Strategy that incorporates success factors for the industry of agriculture and industrial-residential development goals.**

**Assigned:** County Learning Team, Industrial Development Agency

**Timeline:** Open

**Action 1:** Asses case studies and plans from other counties and states currently utilizing land use-planning strategies. Evaluate the feasibility of application of long range such strategies to Tioga County.

**Note:** Land Use planning strategies are currently utilized in states that have lost a major portion of prime farmland to non-agricultural development. These states are using land use planning strategies as a last hope of retaining a minimal farm base for the future. When land use planning strategies are applied prior to the excessive loss of farmland, the results are cost effective. Some strategies such as community planning or 'Clustering' have been proven to decrease the conflict of agricultural development and industrial/residential development. (Appendices R-1, R-2, R-4).

**Action 2:** Develop a long-term land use plan. The early stages of planning should concentrate on areas currently targeted for immediate industrial and/or residential growth. The goal of this first planning phase is to reduce the impacts of non-farm development on farmland.

**Measurement criteria:** A land use strategy that results in minimal alterations to current farmland status.

**Action 3:** Communicate County plans and encourages input from farmers throughout the ongoing planning phase.

**Measurement criteria:** The degree of participation and input from the farming community.

**Action 4:** The Learning Team with assisting groups will seek State funding opportunities for the implementation of the County long range land use plan and for the enhancement of all lands. The Learning Team will also seek State and private funding opportunities for individual agencies involved in initiatives that enhance farmlands and/or non-agricultural lands. Project Considerations include: Projects that enhance the current Tioga County Watershed Initiative, Purchase of Development Rights (PDR), Lease of Development Rights (LDR), Roadside Enhancement Projects such as the current Tioga County Wildflower Project, and Rail System Development.

**Note:** Currently, Texas, California, Arizona, North & South Carolina, Virginia, and Vermont are working toward reconstruction and development of for both passenger and freight rail services. The goal is to regenerate the train as a historic method of distribution of products as well as to encourage local, short distance commuters and State tourism efforts. Foundation and corporate funds have been granted for these projects.

**Measurement criteria:** Additional County agency funding for environmental and transportation enhancements that contribute to agricultural and non-agricultural economic development and to the County's 'quality of life'.

### **Strategy V: Develop Countywide Site Plans and Land Development Patterns**

**Assigned:** Learning Team with County Planning Boards.

**Timeline:** Prior to new industrial and/or residential development plans.

**Action 1:** Develop methods and visual material that inform and update those persons who are affected by and affect farmland in regard to current County land development plans and opportunities. Make these plans available to the public through media, public hearings.

**Measurement criteria:** Response from the public, especially farmers.

**Action 2:** Continue to update information as the Learning Team proceeds through various planning phases.

**Measurement criteria:** Interest and participation on a countywide level. Plans that incorporate farming interests.

### **Strategy VI: Actively seek a County Farmland Tax Policy.**

**Assigned:** Learning Team, Division of Assessment, appropriates County Boards.

**Timeline:** Prior to the implementation of new industrial and/or residential development.

**Action 1:** The development of tax incentives for active farmland, prior to additional industrial and/or residential development, especially in areas where concentrated areas of active farms will be highly impacted by valuation increases of non-farming development.

**Measurement criteria:** A lessened negative impact from non-agricultural development on remaining active farms.

**Measurement criteria:** Greater incentives for active farms to continue and/or farming operations.

### **Land Use Planning and Taxation Success Indicators**

- A countywide awareness of the contributions of agriculture to the overall County.
- A greater awareness of the benefits of all agricultural Laws.
- Land use policies that have positive impact on farmers, farms, farmland throughout the County.
- Economic incentives that encourage the continued active use of farmland.
- Long term land use County plans.
- Land use strategies that result in minimal alterations to current farmland status.
- Reduced impacts of non-farm development on farmland.
- Opportunities for funding environmental enhancements to County Lands.
- A farmland tax policy that encourages continued farming in areas highly impacted from non-farm development.
- Unification of economic and development goals among municipalities.
- Coordination of Town and County goals.

END

A

COUNTY DATA

TABLE 9 - MARKET VALUE OF AGRICULTURAL PRODUCTS FOR ALL FARMS (FHO/SAMUS \$)

1962 CENSUS OF AGRICULTURE - SOUTHERN Tier EAST REGION

Crops	Livestock & Livestock Products												
	Sub-Total	Grains	Hay Silage	Vegetables & Corn	Fruits	Nursery & Greenhouse	Other Crops	Sub-Total	Poultry	Dairy	Cattle & Calves Lamb Prod	Sheep & Hogs Pigs	Other Livestock
<b>BIRMINGHAM</b>													
1962	\$24,754	D	\$429	\$379	\$398	\$1,278	D	\$21,732	\$127	D	\$4,272	D	\$193
1967	\$23,692	\$291	\$556	D	\$502	\$911	D	\$21,066	\$286	\$17,020	\$2,589	\$40	\$59
1982	\$25,712	\$896	\$506	\$150	\$180	\$1,057	\$12	\$23,620	\$620	\$19,193	\$3,543	\$11	\$179
1978	\$20,501	\$147	\$1,058	\$66	\$140	\$603	\$7	\$18,180	\$556	\$14,559	\$2,891	\$68	\$96
% Change 1978-92	20.7%	NA	-59.5%	474.2%	104.3%	41.5%	NA	19.5%	-71.2%	NA	47.8%	NA	69.6%
<b>CHATTANOOGA</b>													
1962	\$65,912	\$624	\$1,271	\$354	\$183	D	D	\$52,069	\$4	\$46,158	\$5,883	\$35	\$157
1967	\$35,322	\$545	\$632	\$185	D	D	\$52,049	\$5,731	\$42,998	\$5,731	\$97	D	\$173
1982	\$54,673	\$552	\$1,175	\$104	D	\$248	D	\$51,524	\$5,483	\$42,127	\$5,483	\$100	\$169
1978	\$43,251	\$366	\$1,636	\$62	D	\$86	D	\$41,047	\$3,149	\$31,924	\$5,747	\$82	\$169
% Change 1978-92	29.9%	70.5%	-23.5%	471.0%	NA	NA	NA	28.8%	-98.6%	44.6%	2.0%	-57.3%	57.1%
<b>COVINGTON</b>													
1962	\$43,244	\$398	\$1,175	\$178	D	\$245	D	\$40,942	D	\$36,025	\$3,987	D	\$14
1967	\$42,628	\$502	\$668	\$275	D	\$321	D	\$40,678	\$14	\$35,906	\$4,022	D	\$1
1982	\$45,464	\$310	\$660	\$317	D	\$243	D	\$41,886	D	\$38,877	\$4,136	\$152	\$407
1978	\$34,497	\$257	\$750	\$249	\$25	\$164	\$56	\$32,878	\$629	\$28,002	\$4,303	\$29	\$477
% Change 1978-92	25.2%	54.1%	55.0%	-32.0%	800.6%	621.2%	NA	24.1%	NA	20.7%	-7.3%	NA	NA
<b>DAKOTA</b>													
1962	\$51,161	D	\$404	\$378	\$39	\$2,063	D	\$46,823	D	\$46,303	\$6,164	D	\$384
1967	\$45,205	D	\$1,345	\$347	D	\$1,483	D	\$51,480	D	\$49,632	\$30	\$21	\$471
1982	\$46,908	\$50	\$1,103	\$382	\$6	\$525	\$18	\$45,122	D	\$40,255	\$5,035	\$75	\$516
1978	\$48,840	\$105	\$1,403	\$295	\$5	\$372	\$5	\$46,655	\$629	\$39,780	\$5,885	\$16	\$67
% Change 1978-92	4.8%	NA	-29.9%	28.1%	600.6%	621.2%	NA	-0.1%	NA	-17.5%	100.0%	-23.9%	52.5%
<b>DECATUR</b>													
1962	\$58,283	\$474	\$1,186	\$224	\$171	\$1,458	D	\$54,239	D	\$46,303	\$6,164	D	\$384
1967	\$60,336	\$485	\$1,040	\$224	\$50	\$971	D	\$57,455	D	\$49,255	\$5,635	D	\$376
1982	\$60,179	\$479	\$1,239	\$240	\$60	\$373	\$54	\$57,784	\$1,111	\$49,905	\$5,635	\$91	\$516
1978	\$47,969	\$309	\$1,560	\$176	\$103	\$305	\$63	\$45,452	\$1,464	\$37,971	\$5,788	\$56	\$179
% Change 1978-92	21.3%	57.2%	-24.0%	NA	66.0%	378.4%	NA	19.3%	NA	22.2%	6.5%	NA	197.7%
<b>DEKALB</b>													
1962	\$29,691	\$1,182	\$638	\$1,075	D	\$650	D	\$24,912	D	\$22,265	\$36	\$33	D
1967	\$31,163	\$769	\$805	\$1,061	D	\$635	D	\$27,050	D	\$23,173	\$3,020	D	\$194
1982	\$34,480	\$1,281	\$1,328	\$1,196	\$232	\$351	\$115	\$28,687	\$51	\$25,300	\$3,212	\$60	\$211
1978	\$25,405	\$681	\$1,502	\$956	\$82	\$338	\$2	\$21,665	\$60	\$18,558	\$2,796	\$33	\$193
% Change 1978-92	16.9%	79.6%	-44.2%	12.4%	NA	151.5%	NA	15.0%	NA	-19.0%	50.5%	-0.3%	NA
<b>DODGE</b>													
1962	\$30,482	\$252	\$328	\$775	\$229	\$1,226	\$16	\$27,746	D	\$23,173	\$3,180	\$2	\$320
1967	\$29,615	\$458	\$282	\$293	D	\$757	D	\$27,323	\$1,670	\$22,917	\$2,937	\$5	\$55
1982	\$32,124	\$266	\$810	\$87	\$87	\$757	\$11	\$29,972	\$3,146	\$23,353	\$3,203	\$12	\$178
1978	\$24,377	\$239	\$871	\$193	\$62	\$406	\$5	\$22,123	\$2,426	\$16,689	\$2,743	\$6	\$183
% Change 1978-92	26.7%	5.4%	-62.3%	301.6%	269.4%	38.4%	168.7%	25.3%	NA	38.9%	15.9%	-66.7%	NA
<b>DONNELLY</b>													
1962	\$50,720	\$2,275	\$806	D	\$461	\$634	D	\$45,805	\$6,519	\$18,255	\$4,324	\$94	D
1967	\$42,059	\$2,315	\$768	\$503	\$192	\$415	\$35	\$37,415	D	\$16,725	\$3,268	\$66	D
1982	\$39,704	\$3,248	\$988	\$341	\$291	\$169	\$75	\$34,686	\$4,101	\$2,508	\$40	\$343	D
1978	\$38,904	\$2,431	\$1,087	D	\$255	\$173	D	\$36,733	\$2,426	\$11,429	\$4,464	\$74	\$6,728
% Change 1978-92	6.1%	-0.4%	-25.9%	NA	80.8%	266.5%	NA	71.4%	46.1%	59.7%	75.5%	27.0%	NA
<b>FRANKLIN</b>													
1962	\$44,584	NA	\$5,097	NA	NA	NA	NA	\$314,838	NA	NA	\$34,093	NA	NA
1967	\$40,769	NA	\$4,237	NA	NA	NA	NA	\$315,364	NA	NA	\$30,809	NA	NA
1982	\$36,384	\$4,200	\$1,784	NA	\$4	\$3,885	NA	\$336,407	NA	NA	\$30,139	NA	NA
1978	\$25,774	\$4,385	\$8,678	NA	NA	\$3,227	NA	\$294,859	NA	NA	\$32,717	NA	NA
% Change 1978-92	25.0%	NA	-29.1%	NA	NA	NA	NA	73.5%	NA	7.0%	NA	NA	NA
<b>GALE</b>													
1962	\$2,622,001	\$114,151	\$68,346	\$178,401	\$179,147	\$215,815	D	\$8,812,710	\$60,427	\$1,428,343	\$265,506	\$2,254	\$63,658
1967	\$2,441,830	\$63,140	\$63,140	\$108,242	\$144,207	\$108,242	\$30,629	\$7,140,547	\$30,250	\$1,345,741	\$210,345	\$7,709	\$76,836
1982	\$2,428,936	\$65,719	\$52,425	\$142,630	\$146,967	\$108,815	\$110,857	\$1,169,216	\$110,857	\$1,387,441	\$156,330	\$2,726	\$17,054
1978	\$1,861,265	\$54,577	\$65,170	\$183,246	\$136,202	\$92,582	\$42,553	\$1,325,926	\$102,574	\$1,391,514	\$178,947	\$2,603	\$49,404
% Change 1978-92	40.9%	20.7%	-13.3%	71.2%	29.3%	133.2%	NA	56.7%	-21.9%	42.6%	15.4%	80.9%	-8.7%

Source: 1962 Census of Agriculture  
 Prepared by Southern Tier East Regional Planning Development Board  
 A156 02AGC5 Sector 1 (02/9/94)

A1-1