

BROOME COUNTY AGRICULTURAL ECONOMIC DEVELOPMENT PLAN

MEMO: COUNTY PROFILE

N.B.: In response to committee comments, highlights have been added to reflect revisions, and bold text has been incorporated into tables to signify most important/relevant findings (Oct. 2016)

1) Agricultural Land Use

a) **Introduction:** Approximately 18% of Broome County's 451,840 total acres of land area is used for the purpose of farming. The data below provides an overview of the land used for agricultural purposes within the County, as well as the number of farms, average acreage for existing farms and whether the farmland is used for cultivation of crops, pastures for grazing or harvesting of hay or wooded areas.

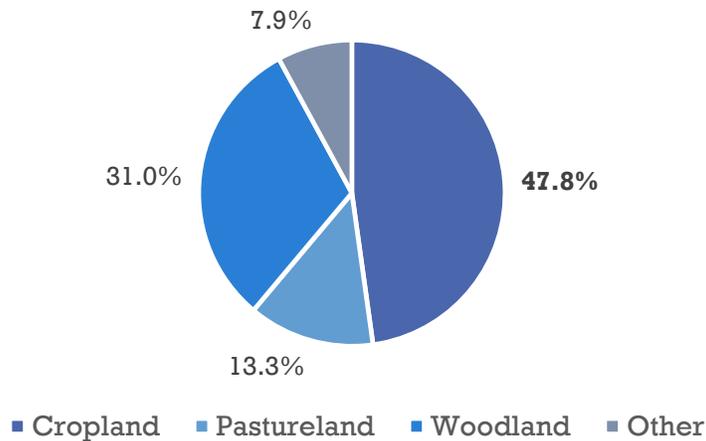
b) Data:

- **Land in Farms:** According to the USDA's 2012 Census of Agriculture, farms in Broome County comprise approximately 79,676 acres of land, or approximately 18% of the county's land mass. The recorded land in farms between 2007 and 2012 has decreased by 6,937 acres or 8%.
- **Number of Farms:** In 2012, there were 563 farms located in Broome County compared to 580 farms in 2007. Between 2007 and 2012, the number of farms within the County decreased by 17 or 3%.
- **Average Acreage:** In 2012, farms within Broome County were reported to have an average of 142 acres. This acreage has decreased by 7 acres or 5% since recorded in 2007.

Agricultural Land Use	2007	2012	% Change
Land in Farms (acres)	86,613	79,676	-8%
Number of Farms	580	563	-3%
Average Farm Size	149	142	-5%

- **Acreage of Cropland, Pastureland, and Woodland:** Of the farmland in Broome County, approximately 48% is used for crops and 13% for pasture. An additional 31% of the recorded farmland is wooded and approximately 8% is listed as "other". Since 2007, the amount of cropland and pastureland have decreased by 13% and 11%, respectively, while woodland cover has increased by 1%.

2012 Farmland Land Cover Acreage



c) **Summary:** According to the USDA, the land in farms, number of farms and average acreage of farms within the County have decreased between 2007 and 2012 by 8%, 3%, and 5%, respectively, marking a significant decline over the course of just five years. In contrast, although the number of farming operations across the state decreased by 2% over the same period, the statewide acreage dedicated to agricultural purposes has increased slightly (less than 0.2%). The primary use of farmland within the County remains crop production, although the absolute acreage dedicated to cropland decreased by 5,500 acres (approximately 13%) over that time. This is likely the result of the decrease in the number and size of farms throughout the county, as other agricultural land uses (e.g., pastureland, woodland) have not seen a corresponding increase.

2) Agricultural Operations:

a) **Introduction:** Agricultural operations vary by size, type and organizational structure. These factors have an impact on the income, assets and expenditures of an operation, as well as direct and indirect employment and the types of business opportunities that are supported by the local agricultural sector.

b) Data:

- **Operations by Size, Type and Structure:** According to the 2012 Census of Agriculture, the average farm size within the County is 142 acres, and the median farm size is 76 acres. Farms between 10 and 49 acres remain the most common in the County, accounting for approximately a quarter of all operations. There are very few operations totaling 1,000 acres or more (five total, or approximately 1% of all operations).

Farm Size	2007	2012	Change (%)
1-9 acres	40	55	38%

10-49 acres	127	137	8%
50-69 acres	94	74	-21%
70-99 acres	62	54	-13%
100-139 acres	82	78	-5%
140-179 acres	50	45	-10%
180-219 acres	28	28	0%
220-259 acres	20	21	5%
260-499 acres	56	54	-4%
500-999 acres	15	12	-20%
1000-1999 acres	3	3	0%
2000 acres or more	3	2	-33%
Average Size (ac.)	149	142	-5%
Median Size (ac.)	80	76	-5%

A significant number of farms within the County include forage land and a substantial number of farms carry some type of livestock inventory. Of the 563 farms within the County, approximately 61% include forage land, 38% have equine inventory and 37% have cattle. Of the operations with livestock inventory, the largest increase in recent years has been in the number of operations with sheep or lamb; although small in total number (33 operations in 2012), the number of operations with sheep or lamb has nearly doubled since 2007. Another small but significant increase can be seen in the number of farms growing berries, which has increased by 11 (46%) since 2007. Farms harvesting buckwheat, corn for grain, and oat grain decreased by percentages of 36% or greater.

Number of Farms by Type	2007	Percent of Total (2007)	2012	Percent of Total (2012)	Change (+/-)
# Farms within the County	580	100%	563	100%	-17
Farms with produce operations					
Vegetable operations	42	7%	40	7%	-2
Berry operations	24	4%	35	6%	11
Orchard operations	17	3%	16	3%	-1
Farms with grain operations					
Corn for grain	16	3%	14	3%	-2
Oats for grain	11	2%	7	1%	-4
Barley for grain	0	0%	2	0.4%	2
Soybeans for beans	1	0.2%	1	0.2%	0
Rye for grain	1	0.2%	1	0.2%	0
Buckwheat	1	0.2%	0	0%	-1

Farms with livestock operations					
Farms with forage land	352	61%	293	52%	-59
Cattle operations	212	37%	204	36%	-8
Equine operations	220	38%	202	36%	-18
Poultry operations	82	14%	85	15%	3
Goat operations	59	10%	44	8%	-15
Sheep and lamb operations	18	3%	33	6%	15
Pig and hog operations	20	3%	25	4%	5
Alpaca operations	13	2%	7	1%	-6
Llama operations	8	1%	3	0.5%	-5

Approximately 89% of the farms within the County are operated by families or individuals, followed by a small number (6%) of farms owned in partnership, family held corporations (3%), and other ownership structures (1%). Family-held corporate farms operate a disproportionately large amount of acreage as compared to their representation among ownership categories; although they only make up 3% of all farming operations in the County, they operate approximately 16% of the farmland. This equates to an average operation size of approximately 667 acres per operation for family-held corporate farms, versus 121 acres per operation for those held by non-incorporated families or individuals. *[N.B.: Data for previous years is incomplete]*

2012 Farm Ownership Structure	% of total operations	% of total farmland
Family or Individual Operation	89%	76%
Partnership Operation	6%	7%
Corporate Operation		
Family-held	3%	16%
Other than family-held	0%	0%
Other - cooperative, estate or trust, institution, etc.	1%	1%

- Income and Expenditures: While the size and structure of agricultural operations can be relatively stable from year to year, descriptions of financial characteristics are difficult to compare between years. Weather conditions, cycles of crop rotations, or other factors (both controlled and uncontrollable) have a large impact on the financial characteristics of a given farm, or the entire regional agricultural sector, on a year to year basis. **Additionally, dollar figures presented by the Census are not adjusted for inflation.** Nevertheless, to the extent that such descriptors from the 2007 and 2012 Census of Agriculture can provide snapshots of financial health, the data below may be instructive as to how agricultural businesses make (or lose) money.

Operation incomes were down substantially from 2007 to 2012, with an average farm income of \$6,451, down from \$13,544.

Net Cash Farm Income	2007	2012
Net income, measured in \$	\$7,856,000	\$3,632,000
Net income, measured in \$ / operation	\$13,544	\$6,451
Operations with gain	211	189
Gains, measured in \$ / operation	\$54,186	\$45,273
Operations with loss	369	374
Losses, measured in \$ / operation	\$9,695	\$13,168

Consistent with the data describing income, most farms within Broome County also reported a very low level of total farm sales in 2012; 160 farms (28% of all operations) reported farm sales of less than \$1,000, and an additional 279 (50%) reported sales of between \$1,000 and \$20,000. The value of crop and livestock sales is discussed in more detail in Section 4 of this memorandum.

Farms by Farm Sales Class	2007	2012
Less than \$1,000	187	160
\$1,000 to 2,499	54	61
\$2,500 to 4,999	74	69
\$5,000 to 9,999	98	80
\$10,000 to 19,999	69	69
\$20,000 to 24,999	12	22
\$25,000 to 39,999	24	39
\$40,000 to 49,999	8	10
\$50,000 to 99,999	13	20
\$100,000 to 249,999	18	18
\$250,000 to 499,999	16	6
\$500,000 or more	7	9

In contrast, expenditures continue to grow. The average total expenditures per operation grew by more than 22% from 2007 to 2012. Substantial increases were seen in terms of contract labor, which increased by 337%, and the cost of feed, which increased by 84%.

Farm Production Expenses	2007	2012
Ag services		
Customwork	\$626,000	\$430,000

Machinery rental	\$94,000	\$118,000
Other	\$3,479,000	\$3,261,000
Utilities	\$896,000	\$952,000
Animal totals	\$989,000	\$646,000
Excl. breeding	\$422,000	\$433,000
Breeding	\$567,000	\$212,000
Chemical totals	\$294,000	\$320,000
Depreciation	\$2,872,000	\$3,719,000
Feed	\$4,954,000	\$9,129,000
Fertilizer totals, incl. lime & soil conditioners	\$604,000	\$703,000
Fuels (incl. lubricants)	\$2,035,000	\$2,348,000
Interest	\$1,041,000	\$1,303,000
Non-real estate	\$416,000	\$410,000
Real estate	\$625,000	\$893,000
Labor, contract		
Contract	\$60,000	\$262,000
Hired	\$5,593,000	\$4,035,000
Rent, cash, land & buildings	\$333,000	\$480,000
Seeds & plants totals	\$680,000	\$662,000
Supplies & repairs (excl. lubricants)	\$2,932,000	\$3,450,000
Taxes, property, real estate & non-real estate	\$2,210,000	\$2,555,000
<i>Expense totals per operation</i>	\$42,176	\$51,608

Farm-related incomes are those drawn from sources other than the direct sale of crops and livestock. They may be drawn from a number of different sources for each operation. Some operations sell services such as customwork or hauling, others may extract timber, collect payments from conservation programs, etc. In 2012, Broome County farm operations took in approximately \$1.2 million in farm-related income. Aside from the “other” category, which comprises the bulk of this income, the sale of forest products was the largest single source of farm-related income (approximately 21%).

Farm-related income	2007		2012	
Total # operations with receipts	150		161	
Receipts, measured in \$	\$1,678,000		\$1,204,000	
Receipts, measured in \$ / operation	\$11,187		\$7,479	
Farm-related income:	<i>Ops. with receipts</i>	<i>Receipts (\$)</i>	<i>Ops. with receipts</i>	<i>Receipts (\$)</i>
Ag. services, customwork & other	31	\$48,000	20	\$38,000

Ag. tourism & recreational services	9	\$0	7	\$20,000
Crop & animal insurance payments	2	\$0	4	\$0
Forest products*	46	\$225,000	52	\$250,000
Govt. programs, state & local	38	\$262,000	9	\$110,000
Other	50	\$896,000	55	\$630,000
Patronage dividends & co-op refunds	16	\$17,000	12	\$0
Rent, land & buildings	19	\$68,000	34	\$82,000

**Excludes Christmas trees, short term woody crops, and maple syrup*

- **Operations by Number of Staff:** In 2012, the number of farms with hired labor was 96 (only 17% of all farms). The number of farms with hired labor in 2012 showed a 14% increase as compared to 2007. Between 2007 and 2012, the number of farms with one (1) worker decreased by 8% and farms with two (2) workers decreased by 11%. During the same five (5) year time period, the number of farms with five (5) to nine (9) workers increased by 5% and the number of farms with 10 or more workers increased by 17%. In 2012, the number of farms with three (3) or four (4) doubled, therefore showing a 100% increase.

Farm Staff	2007	% of Total	2012	% of Total	Change
Hired Farm Labor	340	100%	381	100%	12%
Number on Farms with 1 worker	24	7%	22	6%	-8%
Number on Farms with 2 workers	54	16%	48	13%	-11%
Number on Farms with 3 or 4 workers	47	14%	96	25%	104%
Number on Farms with 5 to 9 workers	76	22%	82	22%	8%
Number on Farms with 10 + workers	139	41%	133	35%	-4%
Farms with Hired Labor	84	100%	96	100%	14%
Farms with 1 worker	24	29%	22	23%	-8%
Farms with 2 workers	27	32%	24	25%	-11%
Farms with 3 or 4 workers	14	17%	28	29%	100%
Farms with 5 to 9 workers	13	15%	15	16%	15%
Farms with 10 or more workers	6	7%	7	7%	17%

- c) **Summary:** A number of issues of interest also arise in the analysis of farm structure and size. First, the number of farms operated by families or individuals is useful for determining the level of support required to operate Broome County farm businesses. The significant reduction in income for farms across the board within the County may be related to the increase in farm production expenses, but this relationship between income and expenses is also complicated by year-to-year

weather patterns and macroeconomic trends (e.g., federal milk prices). Small family farms are hit the hardest when these trends shift to increase expenses and decrease revenue.

Second, family-held corporations appear to have much larger operations on average than non-incorporated family- or individually-owned farms. This suggests an opportunity for educational training/outreach to non-incorporated farms that may be interested in learning about the tax or other business-related advantages that may come with other ownership structures. That the only employment growth (no matter how small) is shown in farms with three or more hired laborers only underscores this point. After all, farm operations are businesses, and because of their high fixed costs and low predictability, it can be very challenging to access capital, make long-term investments, and grow the business.

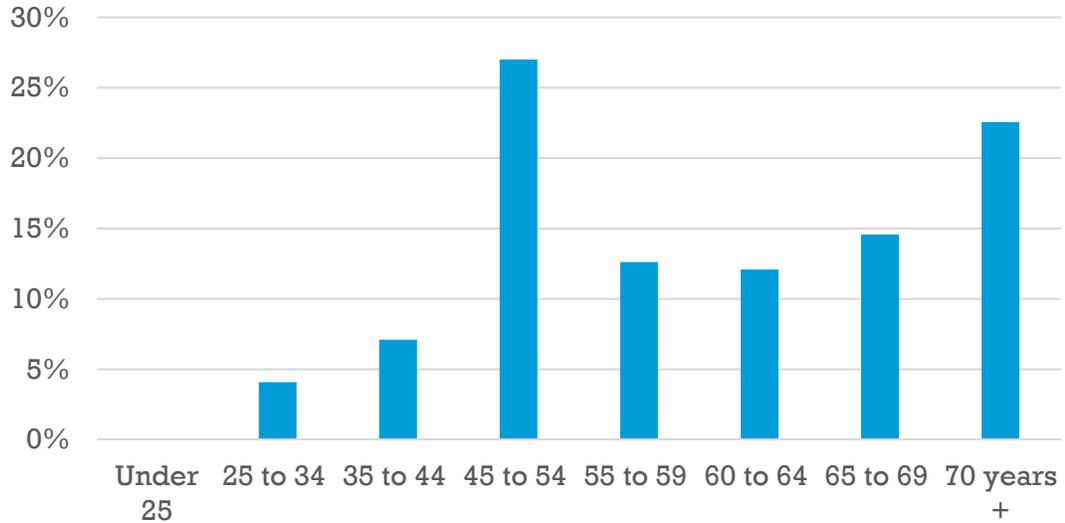
3) Agricultural Operators

a) Introduction: Agricultural operators vary by age, race and gender. Some agricultural operators have long worked for the same farm while others are new to the industry. The data below provides a snapshot of the demographics of agricultural operators within Broome County and the number of years they have been working for their current farm operation.

b) Data:

- **Operators by Age, Race and Gender:** According to the 2012 Census, the average age of principal agricultural operators within the County is 59.1 years. This reported age has increased by 4% since the 2007 Census, echoing a negative trend across the agricultural sector. Data shows those principal operators between the ages of 45 and 54 years and 70 years or older are the most common within the County.

2012 Age of Principal Operator in Years



The majority of operators within Broome County are white, non-Hispanic males, though the number and percentage of Hispanic operators has grown in previous years.

Race/Ethnicity of Operators	2007		2012	
	#	%	#	%
American Indian or Alaska Native	5	1%	1	0%
White	861	98%	866	98%
Black or African American	3	0%	0	0%
Spanish, Hispanic or of Latino Origin	3	0%	20	2%
More than One Race	4	0%	1	0%
Total Operators	876	100%	888	100%

The majority of principal operators within Broome County are male (approximately 80%). The number of female operators has increased by 16% since 2007 while the number of male operators has decreased by 7%.

Principal operators by gender	2007		2012		Change
	#	%	#	%	
Male	480	83%	447	79%	-7%
Female	100	17%	116	21%	16%
Total principal operators	580	100%	563	100%	-3%

- **Number of Years on Present Operation:** Of the 563 principal operators within the County, a substantial majority have been working on their present operation for 10 years or more. The number of principal operators that have been working on their present operation for less than 10 years has declined substantially across every category since 2007.

Principal Operator - Years on Present Farm	2007	2012	% Change
2 Years or Less	30	15	-50%
3 or 4 Years	37	23	-38%
5 to 9 Years	104	59	-43%
10 Years or More	409	466	14%
Average Years on Present Farm	23	24.6	7%

- **Percentage of Principal Operators with Off-farm Income:** Of the 563 principal operators within the County, 49% have reported farming as their primary occupation. 51% of Principal Operators have reported an occupation other than farming as their primary occupation. Principal operators reporting farming as their primary occupation has increased by 9% since the 2007 Census while the number of principal operators with a primary occupation outside of farming has decreased by 12% since 2007.

c) **Summary:** The majority of agricultural operators within Broome County are white males, though there is evidence of strong growth among female principal operators and a very slight uptick for non-white operators. The average agricultural operator in the County is middle-aged, and has gained significant expertise from more many years spent on his or her present operation. A diversifying workforce with institutional knowledge and well-developed networks is an asset to the regional agricultural sector.

The fact that the shorter durations have decreased and the longer durations have increased, could suggest that principal farm operators are staying on the same farm operations for longer periods of time. However, combined with data describing decreasing number of small farms (e.g., those with 1-2 hired laborers), it could also suggest that small, younger operations are those that are most at risk of failure. In light of the advancing age of principal operators, and the difficulty of bringing new farmers into the sector, this is an issue that deserves further scrutiny.

Examining the percentage of principal operators with off-farm income may aid in distinguishing between the number of full-time operations versus part-time or small-scale operations. Some part-time or small scale operations may be the result of a secondary business or a land-owner selling excess harvest.

4) Agricultural Production

a) Introduction: The data below provides an overview of the type and amount of livestock and crops produced within the County as well as their level of profitability.

b) Data

- **Livestock Inventory:** Livestock owned within the County is primarily comprised of cattle. The 2012 Census of Agriculture reports 15,116 cows, including calves, in the County. In 2012, approximately 4,929 of the cows are used for milk production. 1,709 are used for beef production and the remaining 8,478 serve another purpose unidentified by the Census and labeled as “other”. Review of the 2007 Census reveals that the number of cows used for the production of milk and beef decreased by approximately 15% since 2007.

The second most abundant livestock resource within the County is poultry. The number of poultry reported by the 2012 Census of Agriculture was 2,978, up 7% since 2007. The majority of the poultry inventory is broilers or other chickens used for meat. The second highest number of poultry inventory is pullets, which are used for the replacement of flock.

At 1,640, equine is the third most prevalent type of livestock in the County, followed by pigs and hogs. The number of pigs and hogs has increased significantly, up 722% between 2007 and 2012. Sheep and lamb inventory also experienced a significant change between 2007 and 2012 as inventory decreased by 48% (although the number of operations raising sheep or goats nearly doubled, from 18 to 33).

Livestock Inventory	2007	2012	% Change
Cattle and Calves (All)	15,193	15,116	-1%
Beef Cows	2,087	1,709	-18%
Milk Cows	5,756	4,929	-14%
Other Cattle	7,350	8,478	15%
Hogs and Pigs (All)	140	1,151	722%
Hogs and Pigs used or to be used for breeding	38	143	276%
Other Hogs and Pigs	102	1,008	888%
Sheep and Lambs (All)	753	392	-48%
Goats (All)	608	394	-35%
Equine (All)	1,479	1,640	11%
Horses and Ponies	1,384	1,582	14%
Mules, Burros and Donkeys	95	58	N/A
Poultry (All)	2,795	2,978	7%
Pullets for laying flock replacement	341	403	18%

Broilers or Other Meat-Type Chickens	451	700	55%
Turkeys	209	129	-38%
Miscellaneous Livestock and Specialty Animals (All)	721	413	-43%
Alpacas	212	140	-34%
Llamas	22	(D)	N/A
Rabbits	487**	273	N/A
<i>(D): Withheld by USDA to avoid disclosing data for individual farms</i>			
<i>** includes pelts</i>			

- **Top Fruit, Vegetable and Field Crops by Acreage (top 10):** The total cropland reported by the 2012 Census is 38,075 acres. The total harvested cropland is reported to be 31,901 acres. This acreage has decreased by 13% since 2007. According to the 2012 Census, 24,496 of the acres reported are forage-land used for hay and haylage, grass silage, and greenchop.

Corn produced for silage is the second most common crop in the County and accounts for 4,312 acres. Corn harvested for grain includes 2,116 acres of farmland. Acreage used for corn grown for the purpose of grain has increased by 142% since 2007. The crop covering the third most amount of acreage in the County is vegetable/produce, followed by pumpkins, grain oats, tree fruit/orchards, sweet corn, and blueberries. Data for non citrus fruit, rye for grain and soybeans for beans is noted as withheld by the USDA for the purpose of avoiding disclosing data for individual farms.

Crops by Acreage (Top 10)	2007	2012	% Change
<i>Total Cropland</i>	<i>43,575</i>	<i>38,075</i>	<i>-13%</i>
<i>Total Harvested Cropland</i>	<i>35,971</i>	<i>31,901</i>	<i>-11%</i>
Forage-land used for all hay and haylage, grass silage, and greenchop	28,631	24,496	-14%
Corn for Silage	5,376	4,312	-20%
Corn for Grain	875	2,116	142%
Oats for Grain	87	113	30%
Pumpkins	107	41	-62%
Vegetables	240	193	-20%
Sweet Corn	66	52	-21%
Orchards	46	57	24%
Blueberries, Tame (Harvested)	55	55	0%

Noncitrus Fruit (All)	(D)	57	N/A
<i>(D): Withheld by USDA to avoid disclosing data for individual farms</i>			

- **Animal and Crop Sales Value:** The market value of products sold as reported by the 2012 Census is \$30,713,000. This value is a 3% increase from the \$29,885,00 reported in 2007. Of the \$30,713,000, crop sales made up \$7,040,000 or 23% and livestock sales made up \$23,673,000 or 77%. The market value of crop sales has increased by 27% since 2007.

Animal and Crop Sales	2007		2012		% Change
	\$	%	\$	%	
Total Market Value	\$29,885,000	100%	\$30,713,000	100%	3%
Crop Sales	\$5,547,000	19%	\$7,040,000	23%	27%
Livestock Sales	\$24,337,000	81%	\$23,673,000	77%	-3%
Average Per Farm	\$51,526		\$54,553		6%

- c) **Summary:** The summary of livestock and crops and their corresponding values provides insight on agricultural production within the County. While examining the value of crop and livestock sales is important, the values should be examined in combination with related expenses and land required to support these products. Data suggests that there has been an increase in crop sales or value within a five (5) year period. This data should be examined to determine whether this can be attributed to greater demand for products, expanding markets, prices received, or some other factor. The significant changes in livestock inventory within a five (5) year period should also be explored further to determine relevant factors. It is possible that there has been a shift in the market or new farms have opened while others have closed their doors.
- 5) The following businesses have been identified as important to supporting the success of agricultural activities in the County.
- a) **Farm Equipment, Supply and Feed:**
- **Armandingos Truck Repair (Tractor Dealer)**
71 W Service Highway
Binghamton, NY 13901
 - **Breed's Farm (Hay Dealer)**
871 Tracy Creek Road
Vestal, NY 13850
 - **Cooperative Feed Dealers (Feed Dealer)**
21 Kattelville Road
Binghamton, NY 13901

- **Cooperative Feed Dealers (Feed Dealer)**
380 Broome Corporate Parkway
Conklin, NY 13748
- **Endicott Agway (Farm and Garden Supply)**
116 Jennings Street
Endicott, NY 13760
- **Endicott Feed & Tack (Feed and Livestock Equipment Dealer)**
1320 Campville Road
Endicott, NY 13760
- **Endicott Tractor (Tractor Dealer)**
120 W Main Street
Endicott, NY 13760
- **Four M Equipment Sales (Tractor Dealer)**
3104 Vestal Road
Vestal, NY 13850
- **Green's Ace Home Center (Farm and Garden Supply)**
2563 W Main Street
Whitney Point, NY 13862
- **Harpursville Farm & Garden (Feed Dealer, Grain Dealer, Farm Equipment)**
75 Maple Street
Harpursville, NY 13787
- **JB Stallions (Bulk Hay Delivery)**
1012 County Highway 235
Harpursville, NY 13787
- **Lebanon Seaboard Corp. (Fertilizers, Farm Equipment)**
1 George Street
Binghamton, NY 13904
- **Monroe Tractor (Farm Equipment)**
6 Equipment Drive
Binghamton, NY 13904
- **New Holland Binghamton (Tractor Equipment and Parts)**
3104 Vestal Road
Vestal, NY 13850
- **Nypenn Truck Sales & Service (Truck and Tractor Dealers)**

76 Frederick Street
Binghamton, NY 13901

- Robert D. Woolsey Used Equipment (Farm Equipment)
17 Pierce Creek Road
Binghamton, NY 13903
- Tractor Supply Co. (Farm Equipment and Farm Supplies)
154 Vestal Road
Vestal, NY 13850
- Valenta's Farm (Hay Dealer)
Ross Hill Road
Vestal, NY 13850
- Ward & Van Scot Inc. (Feed Dealer)
162 North Avenue
Owego, NY 13827

b) Livestock Breeders, Dealers and Haulers:

- China Pointe Stables (Livestock and Horse Dealers)
Colesville Road
Binghamton, NY 13904
- China Pointe Stables (Livestock and Horse Dealers)
1920 St. Route 12
Binghamton, NY 13901
- Jennifer Hagquist (Livestock Hauling)
2129 Dutchtown Road
Endicott, NY 13760
- Joker's Wild Ranch (Horse Dealer)
648 Pleasant Hill Road
Port Crane, NY 13833
- Roll-n-Hills Ranch (Livestock Dealers)
215 Harrington Road
Johnson City, NY 13790
- Scott Edwards (Livestock Hauling)
2948 Webb Road
Binghamton, NY 13903

- Sheepbrook Farms (Livestock Breeder)
5534 State Route 79
Port Crane, NY 13833
- Under the Stable Equine & Farm (Livestock Breeder and Dealer)
394 Edson Road
Windsor, NY 13865
- Wildwood Farm Equine Center (Livestock Breeders)
124 Holcomb Road
Port Crane, NY 13833
- Willowbrook Farm (Livestock Breeders)
2154 State Route 7
Harpursville, NY 13787
- Young's Farm (Livestock Breeders)
17 Bear House Road
Windsor, NY 13865

c) Other:

- Cold Spring Farm (Equine Training)
406 Nowlan Road
Binghamton, BY 13904

6) Agricultural Support Agencies and Programs

a) Broome County Farm Bureau

- Description: The Broome County Farm Bureau is an organization based on supporting and enriching agriculture. The Bureau provides an opportunity for farmers and other community members to join together for issues related to the food system, land use and rural living. The Bureau is politically active on concerns such as taxation, conservation and the availability of local food.

The Bureau promotes a strong and viable agricultural industry that is beneficial for the economy, local communities and consumers. The Bureau provides membership to farmers and agricultural supporters aligned with the mission of the Bureau.

The Legal Affairs Department works to provide quality services to our members by serving in a legal advocacy role in support of New York Farm Bureau member policy. The Department cannot provide individual legal advice, but often involves itself with cases that affect Bureau policy. The Department also provides education to members and the agricultural community through resource guides, educational programming, and newsletters.

The Farm Bureau has a strong record of making positive legislative accomplishments. These accomplishments have resulted in legislation that supports family farms and their ability to produce food for the locally community and global economy.

- Key services provided by the Broome County Farm Bureau include:
 - Legal Services
 - Legislative Affairs
 - Informational Resources
 - Farm Market Guide
 - Free Classified Advertisements
 - Informational Meetings
 - Farm Days

b) Broome County Soil and Water Conservation District

- Description: The Broome County Soil & Water Conservation District (SWCD) is the lead agency for nonpoint source pollution abatement, municipal stormwater assistance, technical planning and grant writing for natural resource issues as well as the design and implementation of agricultural Best Management Practices in the County. The Broome County SWCD promotes a cooperative approach to natural resource issues. The Broome County SWCD provides technical information related to soil, water and other natural resource issues.
- Key services provided by the Broome County SWCD include:
 - Technical Assistance Site Visits for Ponds, Erosion, Sediment Control and Drainage
 - No-Till Drill Rentals
 - Hydroseeding
 - Stormwater Management
 - Environmental Education
 - Watershed Assessment
 - Nutrient Management
 - Agricultural Environmental Management
 - Agricultural Assessment

c) Cornell Cooperative Extension Broome County

- Description: The Cornell Cooperative Extension of Broome County (CCE BC) is a subordinate governmental agency to the national cooperative extension system, which is an educational partnership between County, State, and Federal

governments. The cooperative extension system in New York State is administered by Cornell University. The CCE BC is an independent employer governed by an elected Board of Directors. Cornell University provides general oversight of this Board of Directors. The CCE BC provides local support related to agriculture, the natural environment, family and parenting, gardening, nutrition and professional and youth development. Additionally, CCE BC offers educational seminars, fact sheets and consultations to improve farm competitiveness and profitability.

- Key programs offered by the CCE BC related to agriculture include:
 - Let's Eat NY
 - South Central New York Dairy and Crops
 - Veterans in Agriculture
 - Annie's Project
 - Taste NY
 - Broome County Farm Trail
 - Collaborative Marketing for Direct Marketers
 - Southern Tier Agricultural Enhancement Program
 - Agriculture Education Workshops
 - Informational Fact Sheets

d) Chenango Land Trust

- Description: Chenango Land Trust is a non-governmental, not-for-profit organization with a mission to protect natural areas in and nearby Chenango County, including Broome County. Protection of vital natural areas is performed with the intention to improve the health of the environment as well as increase public enjoyment of these natural spaces. Since their development, the Chenango Land Trust has protected 10 properties either through fee ownership or conservation easement, three of which are located in Broome County. The protected properties located in Broome County include nearly 480 acres. These properties are located in the Towns of Union, Sanford and Maine. The property in Union is 204.6 acres and is currently owned and managed by the Waterman Conservation Center and is open to the public. The area is used by local residents as a walking trail and nature study location. The 198.5 acre property within the Town of Sanford includes a walking forest easement, active agriculture, small streams etc. Nanticoke Creek flows through the 76.79 acre property in the Town of Maine. The creek separates a forested hillside from an agricultural valley.
- Key services provided by the Chenango Land Trust include:
 - Conservation Easements

- Fee Ownership
- Land Protection

e) American Farmland Trust

- Description: The American Farmland Trust (AFT) started in 1980 by a small group of farmers and conservationists. The trust was developed in response to concerns regarding how poor development of farm and ranch land may contribute to the nation's food supply. The mission of AFT is to protect farmland, promote sound farming practices and keep farmers on the land. AFT is dedicated to preserving the nation's farm and ranch land and critical natural resources needed for healthy farms and ranches such as soil and water. AFT is also highly concerned with the people that run farms and produce food within the U.S. AFT has developed a nationwide Farmland Information Center. This resource supports farmers and communities who need help saving their farm and ranch land. AFT is known for their interest and preservation of the availability of food. AFT spreads their message through marketing such as the frequently seen bumper stickers with the slogan "No Farms, No Food".
- Key services provided by the American Farmland Trust include:
 - Farmland, Food and Environmental Program and Policy Advocacy
 - Education and National Marketing
 - Innovative Techniques and Solutions
 - Partnerships
 - Program Development Assistance
 - Farmland Information Center
 - Accepts Donations to Save Farms
 - Farmland Protection
 - Sound Farming Practices
 - Research
 - Technical Assistance/Outreach
 - Policy
 - Demonstration Projects

f) Binghamton University

Description: Binghamton University is a public research university with campuses in Binghamton and Vestal, New York. The University's School of Management offers undergraduate and graduate degrees in business. The Thomas J. Watson School of Engineering and Applied Science provides a wide range of engineering programs. An Environmental Studies program, focused on

the relationship between humans and their environment and the practical and ethical problems resulting from these relationships is provided by the University. The University recently added additional curriculum related to sustainability. These programs can provide local educational resources for farm operators and/or opportunities to recruit additional staff for local farms. Educational opportunities such as those offered by Binghamton University can assist farm operators in running business minded, innovative and environmentally sustainable farm operations that experience long term success.

As a member of the Association for the Advancement of Sustainability in Higher Education (AASHE), Binghamton University works toward making sure that future leaders around the world are both motivated and prepared to solve challenges related to sustainability. In 2009, the University published its Climate Action Plan which aims to achieve zero-carbon emissions on campus by 2050. In 2016, the University added a sustainable communities master's program. In 2014, the University started constructing a smart energy and research development facility.

University initiatives related to agriculture include the E.W. Heier Teaching Greenhouse which features four climates and serves as a living laboratory for plant and ecology related courses. The University food and dining operations have worked with local produce distributors to purchase locally grown fruits and vegetables dairy produced at local farms. The University specifies that vendors provide local and regional products as possible. The University reports that 57% of the food purchased comes from regional sources and 35% that comes from outside of the region comes from New York State. The University expands its impact on the local agricultural economy by participating in farm-to-school initiatives.

- Key programs provided by Binghamton University related to agriculture include:
 - Binghamton Acres Farm
 - Binghamton Food Co-op
 - Compost Organic Garden Demonstration Project
 - E.W. Heier Teaching Greenhouse
 - Farm-to-School
 - Degree Programs in Business
 - Degree Programs in Environmental Studies
 - Degree Programs in Engineering

g) Broome Community College

- Description: Broome Community College (SUNY Broome) is a two-year SUNY community college located in Broome, New York. SUNY Broome offers programs in Liberal Arts, Business & Public Services, Health Sciences and Science, Technologies, Engineering and Math. SUNY Broome's business, liberal arts in

science, science and engineering programs in particular, may provide a resource for local farmers or those interested in the agricultural industry.

The Adult Continuing Education program at Broome offers an extensive list of areas of study. Areas of study that may be useful for local farmers include business/professional, computer technology, small business development, leadership and photography.

SUNY Broome's Natural Science Center opened its doors in 2014. The newly constructed, LEED certified building provides state of the art laboratories and classrooms and has started to offer exhibits related to the natural sciences.

- Key programs offered by SUNY Broome relevant to the agricultural industry include:
 - Liberal Arts Degree Programs
 - Business and Public Services Programs
 - Science Programs
 - Engineering Programs
 - Adult Continuing Education

h) Broome County Environmental Management Council

- Description: The Environmental Management Council (EMC) of Broome County was established in 1971 by the Broome County Legislature. The Council is one of several EMCs in the State of New York. The purpose of the Council is to work to preserve, protect, and enhance the local environment.

Members of the EMC are Broome County residents concerned by environmental issues such as natural resource management, water protection, land use planning, sustainable development and waste management. The Council is comprised of a diverse group of individuals. Some have formal training related to the environmental field, while others are self-taught. EMC volunteers come from a variety of professional and occupational backgrounds such as education, engineering science etc. The EMC serves as the Broome County government's citizen advisory board on local environmental matters and promotes public participation in local government decisions related to the environment within the County.

Volunteer members of the EMC conduct meetings, provide public information sessions, develop reports, plans and advisory resolutions. and public information sessions, and prepared and presented reports, plans and advisory resolutions. Members also organize and participate in special events such as the annual Riverbank Clean-up, Environmental Photo Show, and annual Earth Day celebrations.

- Key services provided by the Broome County Environmental Management Council include:

- Riverbank Clean-up
- Informational Resources

i) Nature Conservancy of Central & Western New York

- Description: The Nature Conservancy of Central & Western New York is a chapter of the national Nature Conservancy. Chapter staff is responsible for the protection and restoration of more than half of the land in New York State. The chapter is driven by talent, passion and dedication to its mission of preserving natural resources and places of interest within the State. Conservancy work is focused on protecting key habitats and addressing critical impacts. Preserves and places protected by the Nature Conservancy of Central & Western New York are located in the Adirondacks, Central and Western New York, Eastern New York, Long Island and New York City. The Conservancy has made great impacts to advance conservation. The nature conservancy assists to provide clean water and air, protect lives and property, sustain resources, and ensure that plants and wildlife survive and thrive in a changing world.
- Key services provided by the Nature Conservancy of Central & Western New York include:
 - Policy Work
 - Land Protection
 - Resiliency and Sustainability
 - Membership

j) New York Food and Health Network (FaHN) of South Central New York (SCNY)

- Description: The FaHN of SCNY is a coalition made up of diverse stakeholders from eight South Central New York counties working toward building food-secure communities and a strong regional food system. The eight counties involved in the FaHN include: Broome, Chemung, Chenango, Cortland, Delaware, Otsego, Tioga, and Tompkins.

The FaHN supports a food system that includes production, processing, distribution, consumption and composting. FaHN facilitates the development of practices, projects, and policies that support and increase the use of nutritious, sustainable and locally produced food for community members of all incomes. Members represent food related sectors including, but not limited to:

- Agricultural;
- Food Security
- Nutrition and Public Health;
- Environmental Health and Sustainability;
- Planning and Economic Development;

- Business,
- Educational; and
- Community.

FaHN is an interdisciplinary, systematic, collaborative and regional approach to positively impacting the food system in South Central NY.

- Key services and programs provided by FaHN of SCNY include:
 - Regional Food System Assessment of South Central New York
 - Farm to School
 - Community Garden Inventory
 - Healthy Food Procurement
 - Summer Food Service Program
 - Monthly E-Newsletters
 - Online Educational Resources

k) New York State Agriculture and Markets

- Description: The Department, through its various divisions and programs, promotes New York agriculture and its high-quality and diverse products. The Department supports agricultural and environmental stewardship, and works to protect food supply within the State as well as land and livestock. The mission of the Department is to ensure the viability and growth of the agricultural industry in New York State.
- Programs offered by New York State Agriculture and Markets include, but are not limited to:
 - Fresh Connect
 - Taste NY
 - The New York State Fair
 - New York State Grown and Certified
 - I Love NY
 - Farms and Food Database
 - Information Resources
 - Farm to School Funding
 - Agricultural Enhancement Funding
 - Farmland Protection Implementation Grants (FPIG)
 - Agricultural Non-Point Source Pollution Abatement and Control Program

- Climate Resilient Farming Funding
- Agricultural and Farmland Protection Planning Grants
- Municipal Agricultural and Farmland Protection Planning Grant
- Good Agricultural Practices Certification Assistance Program
- Specialty Crops Funds
- Women, Infants, and Children (WIC) Vegetables and Fruits Check Program (WIC VF)
- Farmer's Market Manager Professional Certification Program
- Farmers' Market Nutrition Programs

l) **New York State Council on Food Policy**

- **Description:** In May of 2007, the New York State Governor's Office issued Executive Order (EO) No. 13. EO No. 13 established the New York State Council on Food Policy (NYS CFP). NYS CFP was created by the Governor's Office based on recognition that the agricultural industry is a critical component of New York State. Additionally, the NYS CFP was developed in response to the issue of hunger and complexity related to providing access to affordable, fresh and nutritional food. Significant environmental, health and economic benefits that develop from expanding agriculture production, including locally-grown and organically-grown food was also recognized.

NYS CFP brings the public, producers and government together to explore ways in which we can improve our existing food production and delivery systems. NYS CFP works to resolve the issue of hunger and the complexities related to providing affordable, fresh and nutritional food to the community. NYS CFP also works to expand the sale of locally grown products, to support local farmers, expand local agriculture and foster a strong State economy.

NYS CFP develops and makes recommendations to the Governor on State regulations, legislation and budget proposals in the area of food policy. Each year, the Council delivers a written report the Governor.

- **Services offered by the New York State Council on Food Policy include, but are not limited to:**
 - Policy and Legislative Recommendations
 - Informational Publications
 - Collaboration with Farm Organizations and Funding Agencies

m) **New York State Department of Environmental Conservation Division of Lands and Forests**

- **Description:** The New York State Department of Environmental Conservation (NYS DEC) Division of Lands and Forests manages public lands and conservation

easements across New York State and provides leadership in both forestry and forest management. NYS DEC is responsible for approximately four (4) million acres of State owned land and close to 910,000 acres of conservation easement land in the State. NYS DEC regulated land includes the Forest Preserve in the Adirondack and Catskill Parks, State Forests, Unique Areas and the State Nature and Historical Preserve.

The Division of Lands and Forests in particular is responsible for the protection, management and recreational uses of the above noted lands, the people who utilize the lands and for acquiring additional lands for conservation purposes.

- The five (5) programs offered by the Division of Lands and Forests include:
 - Conservation Easements
 - Forest Preservation Management
 - Private Land Services
 - Real Property
 - State Land Management

n) New York Forest Owner's Association

- Description: The New York Forest Owners Association (NYFOA) works to encourage improvements related to sustainable forestry practices and stewardship on privately owned woodlands in New York State. NYFOA is a not-for-profit group made up of members concerned about the health and existence of trees and forest within the State of New York. The Association focuses on managing private forests that they can be a benefit now and in the future.

NYFOA helps owners of woodland achieve their management objectives and promotes appreciation of New York's forests. The New York Forest Owners Association believes in science based resources, long term stewardship, raising public awareness, collaboration with other organization and property rights.

- Services offered by the New York Forest Owner's Association include:
 - Woods Walks and Tours
 - New York Forest Magazine
 - Partnerships

o) United States Department of Agriculture

- Description: The U.S. Department of Agriculture (USDA) is made up of 29 agencies and offices with nearly 100,000 employees who serve the American people at more than 4,500 locations across the country and abroad. USDA provides leadership on issues such as food, agriculture, natural resources, rural development, nutrition, and related issues based on public policy, the best available science, and effective management.

The USDA vision is to utilize innovation to provide economic opportunity with the U.S. USDA promotes agricultural production for local communities and other global communities. USDA is also focused on preserving our Nation's natural resources through conservation, forest restoration, watershed improvement, and the health of working lands.

- Programs and services offered by the United States Department of Agriculture include:
 - Broadband
 - Insurance Programs
 - Rural Community Assistance Grants
 - Environmental Markets
 - Conservation Programs
 - Organization of Professional Employees of the USDA (OPEDA) Scholarship Program
 - Child Nutrition Programs
 - Expanded Food and Nutrition Education Program (EFNEP)
 - Organic Program
 - SNAP
 - WIC
 - Drought
 - Environmental Market Development
 - Wildfire Prevention
 - Conservation Programs
 - Agricultural Research
 - Agricultural Statistics
 - Economic Research
 - Importing and Exporting Goods
 - Food Security

7) Applicable Plans

a) Southern Tier Regional Economic Development Council Progress Report (2016)

- Description: In 2015, the Southern Tier won the Upstate Revitalization Initiative (URI) \$500 million top prize to support economic development efforts for the region. This achievement and other notable progress over the last four years is detailed within the Report. The Report provides a status update of past priority

projects. The Report also examines the challenges that lie ahead for the region and the strategies and projects aimed at overcoming these challenges. One of four strategies included in the URI isto transform the food and agriculture industry. The Report describes plans for continued support of this strategy through funding, education, job placement innovative, renewable energy, agritourism etc. and reports The Report indicates that the agriculture and food system accounts for 9.1% of the region's economy.

b) Regional Economic Development Council of the Southern Tier Strategic Economic Development Plan: 2011-2016 (2011) Plan Update and Progress Report (2015)

- Description: The Regional Economic Development Council of the Southern Tier Strategic Economic Development Plan serves as a comprehensive blueprint for economic growth. The Plan focuses on five (5) significant themes that will bring jobs to the Southern Tier and recharge the Southern Tier into a competitive economic region. The five (5) themes include:
 - Energy Efficiency and Renewable Energy Technology;
 - Transportation Technology and Manufacturing;
 - Health Care, Higher Education and Technology;
 - Rural Revitalization and Forest-Based Economy; and
 - Economic Development.

Implementation of the Plan is anticipated to act as a unifying force that brings together agencies, academic institutions and the private sector at all levels, with a shared vision for economic growth. The plan presents an analysis of the region's core strengths and opportunities to leverage its assets.

The Plan focuses on reinvigorating the region's historically thriving agricultural industry and examines opportunities to grow and diversify the agricultural industry in a variety of ways ranging from implementation of new technology to extension of the growing season, promotion of regional products, and creation of value-added products to support applications in the renewable energy industry, agri-businesses other regional industries. The Plan also discussed the national local food movement and how it can assist in driving the value of the Southern Tier agricultural sector.

The 2015 Plan Update and Progress Report was issued in September 2015. The Plan Update and Report describes the progress made over the four (4) years following the Plan as well as areas in which the Southern Tier still needs to improve. According to the Report, the Southern Tier has undertaken a total of 334 projects which have resulted in 4,050 new jobs, retention of 12,441 jobs and leveraging of \$892.5 million since 2011. The Report also provides an agenda for implementation of State and regional priorities. The implementation agenda includes a list of proposed priority projects.

c) Southern Tier Upstate Revitalization Initiative Plan (2015)

- Description: The Southern Tier Upstate Revitalization Initiative Plan lays out a Plan for where the region could be by 2020. The goal is for the region to be known for its innovation, highly trained workforce, strong communities and high-paying jobs. Additionally, the Plan stresses the importance of collaborating with regional communities and utilizing regional resources to enhance the economy of the entire State. One of the goals within the Plan is to transform the food and agriculture industry. The Plan aims for the Southern Tier to be a world-recognized leader in agriculture technology and serve as a key food supplier for states in the East Coast. The Plan proposes a strategic mix of projects that will agriculture and food production, processing and distribution, while also strengthening links to tourism and manufacturing.

The Southern Tier Upstate Revitalization Initiative was awarded \$500 million to support economic development efforts for the region as outlined in the Plan. The \$500 million will be distributed in \$100 million increments over five years.

d) FaHN of SCNY Community Garden and Urban Agriculture Inventory (2015)

- Description: The FaHN recognizes community and school gardens and urban farms as essential elements in a strong food system. FaHn believes the importance lies in the connections built when members of the community have the experience of growing their own food. FaHN indicates that these experiences can lead to understanding the benefits of healthy produce, increased access to affordable produce and enhanced community connectivity.

To further understand and document the importance of community and school gardens and urban agriculture, FaHN has taken the initiative to complete a survey and inventory. The data collected through the survey and inventory is anticipated to be used to measure progress and track ongoing community garden and urban farming initiatives within SCNY.

In 2015, the survey was delivered to 93 gardens/farms. The survey gathered general information about each plot of land such as ownership, size, and location. In addition, respondents were asked a series of questions related to their garden/farm and whether they have received support for their operation through independent research, local programs, or interactions with other local community farmers etc. Of the 93 farms/gardens, 44 farms/gardens responded to the survey. Therefore, assessment reported that there were at least 44 active communities, educational gardens and/or urban farms within the FaHN region.

e) Cleaner Greener Southern Tier Regional Sustainability Plan (2013)

- Description: The Cleaner Greener Southern Tier Regional Sustainability Plan was developed for the New York State counties of Broome, Chemung, Chenango, Delaware, Schuyler, Steuben, Tioga and Tompkins. The Plan was funded and administered by the New York State Energy Research and Development Agency's New York State Cleaner, Greener communities Program and support and guidance of the Southern Tier Regional Consortium. The Program provides funding to help New York's ten regions establish sustainability plans and adopt

smart growth practices. Phase One of the Cleaner, Greener Communities Program assists in creating a comprehensive sustainability plan.

The Cleaner Greener Southern Tier Regional Sustainability Plan promotes and encourages a future that is economically, environmentally and socially strong and sound. The Plan focuses on exploring and documenting the strengths and challenges of the Southern Tier. The plan shares success stories in the Region, model programs and best practices that may also be useful in meeting the goals of the Southern Tier. The Plan envisions a region transformed by revitalization, economic development, industry support and sustainability. The regionally sustainability goals addresses by actions in the Plan's nine (9) topic areas. A goal aimed toward economic development includes support of farming and related businesses to reinvigorate the rural economy, enhance residents' incomes and standards of living, and promote local food and agriculture. The is "to promote best management of fields, forests, and farmland to keep working lands in production, protect natural resources, and increase carbon sequestration".

f) Broome County Comprehensive Plan (2013)

- Description: The Broome County Comprehensive Plan was developed through a collaborative and community wide effort and was unanimously adopted by the Broome County Legislature December 2013. The Plan sets forth a clear visions, series of goals and the steps required for achieving the goals. The Plan provides an analysis of existing conditions, an economic development and job market study and provides an Action Plan for achieving the goals set forth within the plan. The Plan addresses issues such as open space, infrastructure, land use, water resources, and jobs. The Action Plan includes nine (9) vision items with specific opportunities for action.

The vision item most applicable to supporting the farm industry is called "Taking Pride in Our Scenic Beauty". This vision item recognizes the importance of agriculture in terms of economics and County character. The vision item notes that promoting agriculture can strengthen the economy, maintain open space and preserve rural character. The Plan also notes that the current Agricultural Economic Development Plan is outdated and requires updating so that goals consistent with the Comprehensive Plan can be achieved.

g) FaHN of SCNY Regional Food System Assessment (2012)

- Description: The 2012 Regional Food System Assessment is a service provided by FaHN of SCNY. The Assessment assists the regional food system by providing a baseline for marking changes within the system. The Assessment is useful for education the public about food systems by providing local data. It is anticipated that the Assessment will become further useful as local data is collected over time and can be compared to previous years as a means to identify patterns and trends.

The Assessment reviews four broad vision statements. The broad vision statements developed for the purpose of the Assessment include:

- Healthy Environments;
- Farm to Consumer Connections;
- Economic Vitality; and
- Healthy People.

Each of the broad vision statements are broken out into more specific vision items. The Assessment reviews the strengths and promising trends for each of the vision statements as well as the challenges and opportunities for positive change. A section is dedicated to each broad visions statement and provides facts related to the visions statement. Facts reported include, but are not limited to, demographics, notable programs, applicable policies and food system data. The assessment provides an overview of each vision statement and its specific vision items in relation to indicators and the measures supporting those indicators.

h) **Four Rivers – An Intermunicipal Waterfront Public Access Plan for Broome County (2011)**

- **Description: The Susquehanna, Tioughnioga, Chenango, Otselic and Delaware rivers in Broome County, when combined, cover more than 89 miles of waterway that run through 22 waterfront communities. The Plan establishes a united vision for economic development, riverfront access and environmental stewardship. By establishing an integrated system of water-related facilities, programs and amenities, the implemented plan will help communities provide access to the area's natural, cultural and recreational resources. Implementation of individual projects will stimulate broader economic development for communities across the region. The inter-municipal plan developed common goals for waterfront development across the county. The common goals developed by the Plan are as follows:**

- **Improve public access to all riverfronts;**
- **Stimulate economic revitalization in Broome County's riverfront communities;**
- **Enhance health and quality of life for all residents and visitors;**
- **Enhance the biodiversity of the region;**
- **Sensitively reuse lands prone to flooding;**
- **Connect communities through their riverfronts;**
- **Establish an intermodal transportation system that connects the riverfronts;**

Ultimately, the Plan is intended to serve as a tool for each riverfront community in Broome County to create a comprehensive riverfront experience. The experience will attract new visitors to stimulate the local economy and improve existing quality of life for residents by enabling them to interact with their riverfront.

i) **Broome County Regional Farmers' Market Feasibility Study (2009)**

- **Description:** In February 2009, Broome County Department of Planning and Economic Development completed a concept plan and explored the feasibility of creating a Regional Farmers' Market in Broome County, New York. The project scope included market research of supply and demand, competitive analysis, search into comparable facilities around the country, site selection and design description, recommendation of a management structure, and financial analysis.

The study noted important success factors such as:

- Great Site;
- Environment;
- Culture of Public Market Shopping;
- Professional Management; and
- High Quality Vendors.

The study utilized interviews with key people who could provide input into the Regional Farmers' Market concept. Parties interviewed included farmers, farmer's market managers, public officials, non-profit organizations, Cornell Cooperative Extension, local citizens. The study also included evaluation of potential sites, customer demand and a supply analysis, development concepts, financial analysis and finally a feasibility assessment.

The following goals were recommended to drive the planning, development, and operation of the proposed Regional Farmers' Market:

- To provide opportunities for farmers, food producers and local artisans from throughout the Southern Tier Region to sell directly to the public;
- To serve the needs of consumers to learn about and buy fresh, locally grown and produced products;
- To create a vibrant destination and gathering space that welcomes all members of the community and celebrates the region's food traditions;
- To operate in a financially sound manner without ongoing public subsidy.

The Study resulted in the development of Broome County Regional Farmers Market and construction of a 6,700 square foot barn structure to house the market. The Market is located off Interstate 81 and Interstate 86/Route 17 at 840 Upper Front Street in Binghamton.

Vendors at the market are local to the Binghamton area and grow or produce nearly all of the products at the market. The market offers meat and produce from local farmers, artisan-made products, baked goods, and prepared food from food trucks. Market space is available to be rented for weddings, parties and other events. The space can accommodate up to 180 guests and is equipped with lighting, heat and restrooms. The barn also houses a commercial kitchen which can be used by home processors to increase production.

j) Susquehanna Heritage Area Management Plan (December 2009)

- Description: The Susquehanna Heritage Area Management Plan aims to use the historic, cultural and natural resources of Broome and Tioga Counties to strengthen regional identity, enhance local quality-of-life, support the local economy, and promote stewardship. The Plan notes that this goal can be achieved through partnership and coordination with a wide range of local and regional organizations and with technical support from the New York State Heritage Area Program. Goals and objectives identified within the Plan are related to preservation, education, revitalization, marketing and partnerships.

k) Broome County Agricultural Economic Development Plan (December 2001)

- Description: the Broome County Agricultural Economic Development Plan is a comprehensive document that provides an inventory of the resources, land use, development, economics, trends and markets as they relate to the County's agricultural industry. Goals, Objectives and an Action Plan were developed to address the following major initiatives:
 - Implement an Added Value Enterprise System;
 - Coordinate a Direct Marketing Initiative;
 - Develop an Agricultural Tourism Initiative;
 - Create a Forest Management Initiative;
 - Institute an Agricultural Planning Initiative
 - Encourage an Agricultural Awareness Initiative.

The Broome County Comprehensive Plan recommends that this Plan be updated.