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**THE ECONOMIC AND FISCAL  
CONTRIBUTION OF FARM AND OPEN  
LAND IN DARTMOUTH,  
MASSACHUSETTS**

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**Summer 2009**



## ACKNOWLEDGMENTS

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Rick Hermonot and Jon Jaffe, Farm Business consultants with First Pioneer Farm Credit completed the economic survey and analysis of agricultural land in the study. Carl Mailler, on behalf of American Farmland Trust, completed the Cost of Community Services study.

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*American Farmland Trust (AFT)* is a private, nonprofit conservation organization founded in 1980 to protect our nation's strategic agricultural resources. AFT works to stop the loss of productive farmland and to promote farming practices that lead to a healthy environment.

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First Pioneer Farm Credit is a \$3 billion financial cooperative serving America's rural Northeast. In addition to providing loans and leases, we also offer a full range of agriculturally specific financial services to farming, horticulture, forestry and commercial fishing businesses. First Pioneer is owned by our borrowers and stays in close touch with their business needs. We also take a vital interest in the issues that affect the agricultural community.

First Pioneer is a proud member of the Farm Credit System, a nationwide network of banks and retail lending associations chartered to support the borrowing needs of U.S. agriculture and the nation's rural economy. Headquartered in Enfield, Conn., First Pioneer Farm Credit serves members from 15 branch offices across New England, New York and New Jersey.



**Economic Impact of Agriculture Study  
for the  
Town of Dartmouth, Massachusetts**

**Prepared by  
First Pioneer Farm Credit**

**September 2009**

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## Executive Summary

At the request of the Dartmouth Agricultural Commission and the Massachusetts Department of Agricultural Resources (MDAR), a fiscal and economic study of agricultural and open lands was undertaken in Dartmouth, Massachusetts. American Farmland Trust (AFT) completed a Cost of Community Services (COCS) study to determine the fiscal contributions of residential, commercial, industrial, and farm and open land in the town. First Pioneer Farm Credit surveyed 100 local farmers to investigate the economic contributions of farms to the local economy. The project included three components:

- 1) The cost of providing necessary community services to various ownership entities/use types in the town, and the adequacy of offsetting financial contributions from those sectors to the town for those services.
- 2) The direct economic impact on the town from agricultural enterprises.
- 3) The potential economic gain or loss to Dartmouth from conversion of the identified existing agricultural/open land and enterprises to alternative uses.

### Findings from Survey Regarding the Economic Contribution of Agriculture

From a mailing to the landowners and farmers of the 100 agricultural operations in Dartmouth, First Pioneer Farm Credit analyzed the 50 surveys returned to determine the economic contribution of farmland. The survey found that:

- The 50 respondents reported gross sales from their farms totaling \$16,499,084. Of this revenue, \$1,470,800 was spent with local vendors and \$3,615,964 was paid in wages to employees.
- The average age of the primary owner of the respondent agricultural businesses in Dartmouth is 54 years. Thirty-five percent of respondents indicated they have a successor, and 37 percent indicated they expected to remain in business for more than 20 years. In other words, about two-thirds of survey respondents do not have a successor to continue the farm and do not expect to remain in business for more than 20 years.
- Fifty-five percent of respondents plan to expand or diversify their farm business in the future.

Based on survey responses, First Pioneer Farm Credit calculated the total economic impact of agriculture on the Town of Dartmouth as nearly \$30 million, calculated as follows:

Gross Revenue Generated	\$16,499,084
Economic multiplier	<u>X 1.6</u>
Total	\$26,398,534
Opportunity Cost (excess cost)	<u>\$ 2,515,575</u>
Total Economic Impact	\$28,914,109

It is valuable to note that the direct economic impact calculated represents only those farm owners responding to the survey (50 percent). They represent 45 percent of the Chapter and Mixed Use land in Dartmouth and include all of the larger commercial farm operations (based on

sales). Thus, using only the respondent data to determine the economic impact is a reasonable proxy, although it likely provides a conservative result.

## Introduction

### Project Overview

First Pioneer Farm Credit and American Farmland Trust (AFT) undertook a study to understand the fiscal and economic benefits of agriculture in Dartmouth, Massachusetts. The project included three components:

- A Cost of Community Services (COCS) study to determine the cost of providing necessary community services to various ownership entities/use types in Dartmouth and the adequacy of offsetting financial contributions from those sectors to the town for those services;
- A survey of farmland owners and operators to determine the economic impact on the town from local agricultural enterprises; and
- An analysis of the potential economic gain or loss to the town from conversion of the identified existing the COCS study and landowner survey.

First Pioneer Farm Credit was employed by the Dartmouth Agricultural Commission to conduct a study on the economic impact of agriculture on the Town of Dartmouth, Massachusetts. Rick Hermonot and Jon Jaffe, Farm Business Consultants with First Pioneer Farm Credit, completed this study, the findings of which are summarized in this report.

The purpose of this study is to provide unbiased analysis of the inventory of agricultural activity in Dartmouth and draw conclusions about the economic impact to the community. This information is to be used to develop educational materials to aid in the understanding of agriculture in Dartmouth by its residents, potential residents, realtors, legislators, town managers, etc.

To conduct this study, we began by meeting with members of the Dartmouth Agricultural Commission to review the process that they engaged in that community. We gathered assessment information from the Dartmouth Town Hall and, finally, conducted a survey of the farmland owners and farm operators in Dartmouth. We received a strong response (with 45 percent of farmland acreage and the largest commercial sales represented) from the survey with assistance from the Agricultural Commission to conduct follow-up phone calls to encourage participation by farmers and landowners. The results of the survey are summarized in this report. To protect the confidentiality of the individual respondents, only summary results are included. Individual farm/landowner responses have been retained in our work file.

In conducting this study, we recognized three primary areas that the agricultural activity impacts the community:

1. Agriculture supports factors that impact quality of life in the community such as preservation of open space. However, this study was focused on economic impact and does not specifically address these factors.

2. Economic impact driven by the creation of jobs and the generation of revenues that are reinvested into the local economy.
3. Economic impact to the tax base in the town.

The latter two factors are addressed in detail in this report.

## **Methodology**

There were three steps to our methodology for calculating the economic impact of agriculture in Dartmouth:

1. Survey farmers and landowners to determine the nature and scope of farming activities.
2. Quantify the direct economic value of the agricultural enterprises based on the results of the survey and apply an appropriate “economic multiplier” to arrive at a direct economic impact from agriculture to the town of Dartmouth.
3. Use the results of the 2009 Cost of Community Services (COCS) study, conducted by American Farmland Trust for the town of Dartmouth, to calculate an opportunity cost that exists to the town if existing farmland were converted to residential use.

A survey was designed and mailed to all farmland owners and farmers in Dartmouth. The intent of the survey was to gather information on how farmland is being used in Dartmouth (what crop), by whom (owner or tenant) and to connect the scope of agricultural activity with its scope of economic impact in the community. A copy of the survey is attached as Appendix A. Economic questions included amount of gross revenue generated, number of employees hired, gross wages paid, dollars reinvested with local vendors, capital purchases, etc.

The direct economic impact derived from the farmer survey is summarized in this report. We then combined the data from the COCS study to quantify the annual opportunity cost impact to the town budget if the existing farmland were converted to residential use. The potential number of residential units that could result from the development of the remaining farm acreage was projected using a build-out study that was included in the town’s master plan.

Some assumptions needed to be made relative to the exact acreage of agricultural land in Dartmouth. The “Chapter” land includes Chapter 61-A farmland. However, per the assessor’s office, the “Mixed Use” land category is comprised substantially of properties that consist of Chapter 61-A land but are improved with a residence. To arrive at total agricultural acreage in Dartmouth, we combined the acreage of Chapter land and Mixed Use land.

## **Description of the Community**

Dartmouth is a suburban coastal community in Southeastern, Massachusetts, in Bristol County. The town is bordered by Fall River and Freetown to the north, New Bedford to the east, Westport to the west, and the Atlantic Ocean to the south.

The following is a breakdown of land use classifications in the town of Dartmouth according to information collected in the Dartmouth assessor's records:

<b>Land Use Classification</b>	<b>Acres</b>	<b>Percent</b>
Residential	17,457	47%
Commercial	2,405	6%
Industrial	1,055	3%
Mixed Use	4,809	13%
Chapter Land (farm forest, open space)	2,328	6%
Tax Exempt	9,491	25%
Total Assessed Acreage	37,545	100%

## Survey Results

The survey was mailed to 100 farmland owners and farmers; there were 50 respondents. A table of the summary results follows:

Number of Respondents	50
Farmers	8%
Landowners	14%
Both	78%
Total Acreage	3,210 acres
Tillable Land	832 acres
Woodland	1,705 acres
Farmstead	109 acres
Other	564 acres
Owner Operated Farmland	67%
Land Rented to Other Farmers	29%
Landowners Harvesting Timber	18%
Acres Harvested in Past 10 years	380 acres
Average Timber Sales per Acre	\$33.16
Farms with Easements	25%
Acres in Production	2,135 acres
Forage Crops	50%
Cash Crops	28%
Pasture	22%
Gross Farm Revenue	\$16,499,084
Average Per Farm	\$336,716
Average Per Producing Acre	\$7,728

Dartmouth, Massachusetts – Economic Impact of Agriculture

Funds Spent with Local Vendors	\$1,437,800
Average Per Farm	\$29,343
Average Per Producing Acre	\$673
Capital Purchases by Dartmouth Farms	\$1,480,022
Average Per Farm	\$30,205
Average Per Producing Acre	\$692
Gross Wages Paid	\$3,615,964
Average Per Farm	\$73,795
Average Per Producing Acre	\$1,694
Average Per Employee	\$9,247
People Employed by Agriculture in Dartmouth	400
Owners	46
Unpaid Family Help	53
Full-Time Employees	105
Part-Time Employees	84
Seasonal Employees	112
How is Product Marketed?	
Farm-stand or Retail on Farm	55%
Cooperatives	2%
Pick-Your-Own	4%
Direct to Restaurants	10%
Wholesale	35%
CSA (Community Supported Agriculture)	8%
Farmers Markets	6%
Direct to Stores	12%
Other	16%
Average Age of Owner	54
Farms with Next Generation Successor	35%
How Long Do You Plan to Farm?	
Under 5 years	10%
5 to 10 years	14%
10 to 20 years	33%
Over 20 years	37%
Farms Planning to Expand/Diversify	55%
Diversify	35%
Expand	39%

Value Added	22%
Livestock Numbers	
Horses Owned	36
Horses Boarded	18
Horse Stalls	52
Dairy Cattle	519
Beef Cattle	249
Sheep	102
Goats	25
Poultry	514
Other	60

## Inventory and Scope of Agriculture

Much of the agricultural production in Dartmouth employs very intense land use (nursery and greenhouse production). The remainder of agricultural production is highly diversified, including dairy, beef, sheep, poultry, other livestock, hay and silage corn, vegetables and cranberries.

Twenty five percent of the farms responding or a total of 877 acres were reported to be protected with temporary or permanent agricultural preservation restrictions. Survey respondents reported the following use of agricultural land in Dartmouth:

	<u>Acres</u>	<u>Percent of Ag Land</u>
Tillable Land	832	26%
Woodland	1,705	53%
Farmstead	109	3%
Pasture	<u>564</u>	<u>18%</u>
TOTAL	3,210	100%

We also asked questions relative to the status of the farm owners in Dartmouth. This provides insight into the future of agriculture in town. The following are some observations relative to this information:

- Average age of primary owner – The average farmer in Dartmouth is 54 years old. This is common to agriculture in the region and highlights the importance of succession planning to ensure a healthy future for agriculture in the community. Transfer costs can be very high (gift and estate taxes plus professional fees associated with the process). Often transfer taxes can force the liquidation of the farm real estate, especially if a proactive plan is not in place. Management succession planning is also critical to ensure that the next generation manager/owner is well prepared as a leader for the business.
- Succession – Thirty five percent of the farms have identified a next generation successor for their farm. This is good news. While we do not have comparable information for farms in Massachusetts overall, our observation from working with farm families is that this statistic

would be lower on a state or regional basis. A critical component of selecting a successor is to develop management mentoring and assets transfer planning that addresses potential estate tax consequences.

- How long do the farms plan to stay in business? – Thirty-seven percent of the respondents stated that they plan to be in business for more than 20 years. This group also had the highest percentage of successors in place (61 percent).
- Do farms plan to expand or diversify in the future? – Fifty-five percent of the respondents indicated that they plan to diversify. Sixty-one percent of the long-term farms (more than 20 years) plan to expand or diversify in the future. This highlights the fact that the long-term farms need to be proactive in adapting to economic trends to remain viable. If the community is open to such transition (i.e., to value added/retail/diversification, etc.), it will offer a better environment for a healthy future for agriculture. For example, highly restrictive zoning that limits opportunity for farm businesses to develop retail stores at the ir farms could reduce the long-term viability of agriculture in the town.

Concerns of farmers in Dartmouth were consistent with what we hear from farm owners throughout the region. The following are their concerns that may impact their long-term viability ranked by priority:

1. Regulations – Restrictions imposed by regulations ranging from zoning to wetland and environmental regulations were listed as the number one concern to farmers relative to their operations’ long-term viability.
2. Farm Labor – There is concern over the availability of affordable labor needed to support the farm enterprise. Regionally, this has had an adverse affect on the availability of affordable labor, as farmers must compete with “in-town” businesses that are aggressively seeking help. Often the outside work found on farms (heat, cold, wet, dirty) is a second choice to potential employees who would prefer the relative comforts of working inside a WalMart store, for example.
3. Marketing – Another concern for farmers in Dartmouth is the ability to market farm production directly to the consumer, increasingly important to farm viability in the region as cost of resources continues to go up. This is often seen as a “double-edged sword.” Residential encroachment results in higher land values, more regulatory pressure, and potential complaints from neighbors. At the same time, it offers enhanced opportunity for direct marketing, value added and retail sales that enhance long-term viability.
4. Trespassing/Vandalism – This concern is over the liability that is created when trespassers cause damage to property and/or potentially get hurt on the property. Part of the “double-edged sword” referenced earlier, residential encroachment and increased population density increases the potential for vandalism and trespassing problems.

## **What Support Could the Ag Commission Provide Farmers?**

The concerns of farmers in Dartmouth were consistent with the concerns expressed by farm owners throughout the region. The results of this survey can be very instrumental in forming a strategy for farmer support by the Agricultural Commission. Opportunities for the Ag Commission to support agriculture in Dartmouth include but are not limited to:

1. Farm Succession Training – This is a topic that is subject to procrastination by farmers until it is too late. The more often the topic is presented, the more farm owners will develop a proactive strategy. This includes estate tax planning as well as management succession planning training by bringing in outside speakers to hold training seminars at nominal cost to the participants. Some of this is being done by the Southeastern Massachusetts Agricultural Partnership (SEMAP) at [semaponline.org](http://semaponline.org).
2. Farm-Link Networks – Many owners do not have a next generation member in the family who wants to take over the farm but are open to developing a succession plan with unrelated individuals. Support is needed to match these individuals and bring the professional resources to the table that will help facilitate agreements for farm transfer. SEMAP has a farm link program that can be found at [http://www.umassd.edu/semap/.](http://www.umassd.edu/semap/))
3. Responsible Regulations – Working with town health department, zoning board, wetland board, etc., to promote responsible regulations that are rooted in common sense and do not result in unreasonable restrictions on farm viability. Often, when towns experience rapid residential growth, new residents move onto town boards and promote agendas that are inconsistent with a healthy agriculture. Being proactive with these groups and individuals to promote awareness and responsible regulations is vital.
4. Promotion of Value Added and Agricultural-Retail Development Opportunities – This can be accomplished through training for farmers and the promotion of farmers markets, etc., and ensuring that zoning regulations remain flexible enough to allow these activities.
5. Farm Labor – Offering training for farmers on the use of migrant or immigrant labor and promoting the acceptance of the migrant work force and their cultural differences within the community. Often immigrant workers are poorly received in a community because they are seen as taking away jobs from local workers. Educating residents as well as farm owners about the reality of this source of labor can be beneficial.
6. Promotion of Good Neighbor Relations – Educational meetings with farmers and residents that address neighbor complaints or vandalism issues and promote good neighbor relations from both the farmer and homeowner perspective are important. Promoting Ag in the Classroom programs in the local schools is also a strong opportunity to build awareness. Farm owners that are willing to welcome public and school group tours of their farms can go a long way to cultivating good neighbor policy. The Agricultural Commission may want to consider organizing annual farm tours on rotating host farms in the community to showcase the agriculture in town.
7. Farmland Protection Programs – Support and promote continued local, state, and federal farmland protection programs to help provide funding for the purchase of development rights in Dartmouth that will permanently preserve farmland.

## **Economic Impact Assessment**

The completion of an economic impact assessment of agriculture to the town of Dartmouth considered both the:

1. Direct gross revenues that are generated on the farms in Dartmouth; and
2. The opportunity cost associated with losing agriculture to residential development.

The following is a discussion of these two factors.

*Direct Gross Revenues*

Direct gross revenues are those generated on the farms in Dartmouth. Some of these revenues are paid out to local workers and to area vendors. Results of the survey indicated that of the \$16,499,084 of estimated gross revenues generated on Dartmouth’s farms, 40 percent is put directly into the local economy in the form of wages (\$3,615,964), funds spent with local vendors (\$1,437,800), and capital purchases (\$1,480,022).

The local economy benefits further from the dollars paid to workers and local vendors, since some of those funds are turned over multiple times locally. The portion of each turnover that remains in the local economy creates a multiplier effect or “ripple effect” of Dartmouth’s agricultural revenues that are initially injected into the local economy.

When looking at a multiplier effect on a state or regional basis, more substantial multipliers can be expected. Other economic impact studies done for agriculture have used economic multipliers of 1.6 to 2.2. As a multiplier effect is focused on a smaller area, such as just the town of Dartmouth, much more potential “dollar leakage” occurs, reducing the appropriate multiplier effect.

Because of the focus of the economic impact analysis to the immediate area around Dartmouth, the low end of this multiplier range was used to measure a more regional impact. This low-end multiplier (1.6) is further supported by the fact that 40 percent of the gross revenue generated by the farms in Dartmouth was reported to be reinvested with local vendors and employees. This sets an implied multiplier of at least 1.4. When we consider that 40 percent of funds are reinvested in the local community (e.g., labor) much of those funds are spent in the local economy as well. The implied multiplier increases to over 1.6 when this is taken into consideration. Therefore a multiplier of 1.6 is considered realistically conservative.

A multiplier of 1.6 means that for every dollar created in the local economy, another 60 cents is re-invested into that local economy by employees re-spending their paycheck locally and local vendors re-spending their receipts locally.

Based on the farm data reported in the survey, the following is a summary of the direct annual economic impact of the total agricultural activities in Dartmouth:

Gross Revenue Generated	\$16,499,084
Times multiplier	<u>X 1.6</u>
Equals Total	\$26,398,534

*Opportunity Costs*

The second economic impact component is the opportunity cost associated with losing agriculture to residential development. Most of the agricultural land in Dartmouth is zoned for residential use. A build-out capacity analysis was completed as a part of the Dartmouth Master Plan in 2007. Using projections from this analysis, we looked at the cost to the community if the agricultural land were lost to residential development.

Agricultural land helps to keep down Dartmouth’s tax rates. According to the COCS study, the following relationship exists between the tax revenue generated and the cost of services provided in Dartmouth:

<u>Cost of Services for each \$1.00 in revenue</u>	
Farm & Open Space Uses	\$0.26
Industrial Uses	\$0.29
Commercial Uses	\$0.45
Residential Uses	\$1.14

The COCS study concluded that all Dartmouth residential properties cost the town \$8,497,157 more than they generated in tax revenue. The 2000 census reports 11,283 residential units in Dartmouth plus 485 additional units since 2000 or a current estimate of 11,768 residential units:

$$\$8497,157 \text{ shortage} / 11,768 \text{ units} = \$722 \text{ shortage per residential unit}$$

The 2007 Dartmouth Master Plan indicates a build-out capacity of an additional 4,359 residential units in Dartmouth. Agricultural land accounts for 36 percent of the undeveloped land in Dartmouth:

$$4,359 \text{ potential residential units} \times 36 \text{ percent on agricultural land} = 1,569 \text{ potential units on agricultural land}$$

$$1,569 \text{ potential units} \times \$722 \text{ existing fiscal shortage per unit} = \$1,132,991 \text{ additional cost to the town if full build-out of agricultural land were realized}$$

This means that conversion of the agricultural land to residential development could represent an opportunity cost to the community of \$1,132,991 in additional cost to the town in excess of tax revenue generated.

In addition, according to the COCS study, if the agricultural acreage were converted to residential use, an existing positive net tax revenue of \$1,382,584 from the agricultural and open space land would be lost.

Therefore, the total opportunity cost of a full build-out of the agricultural and open space land is calculated to be \$2,515,575:

Opportunity Cost (lost surplus)	\$ 1,382,584
Opportunity Cost (excess cost)	<u>\$ 1,132,991</u>
Total Opportunity Cost	\$ 2,515,575

### **Economic Impact Summary**

To summarize, the direct and indirect economic impact of agriculture on the town of Dartmouth is:

Direct Economic Impact -	\$26,398,534
Indirect Fiscal Impact (Opportunity Cost) -	<u>\$ 2,515,575</u>
Total Economic & Fiscal Impact -	\$28,914,109

## Conclusion

The economic impact analysis used a survey of farmers and landowners in Dartmouth to estimate the direct gross revenues generated on the farms in Dartmouth. Some of these revenues are paid out to local workers and to area vendors. Results of the survey indicated that of the \$16,499,084 of estimated gross revenues generated on Dartmouth's farms, 40 percent of that revenue is put directly into the local economy.

In addition to the direct funds injected into the local economy, some of those funds are turned over multiple times locally. The portion of each turnover that remains in the local economy creates a multiplier effect or "ripple effect" of Dartmouth's agricultural revenues that are initially injected into the local economy. A multiplier of 1.6 was determined to apply to the Dartmouth analysis. The multiplier effect increased the direct economic impact of agriculture to \$26,398,534.

The final consideration was to determine the fiscal impact on the town if the agricultural land in Dartmouth were fully developed. Using build-out estimates completed by the town and the COCS study for residential and agricultural property completed as a part of this report, we calculated the fiscal impact (opportunity cost) to be \$2,515,575.

This resulted in our final conclusion that the annual economic and fiscal impact of agriculture on the town of Dartmouth is almost \$29 million per year.

Both the COCS study and economic analysis suggest that developing strategies to retain this land base for future agriculture is a good long-term investment for Dartmouth.

## **Appendix**

### Town of Dartmouth Farm Survey

**APPENDIX A**  
**Dartmouth Agricultural Commission**  
**2007 Farmer/Landowner Survey**

Name: \_\_\_\_\_ Phone: \_\_\_\_\_

Farm Name: \_\_\_\_\_

Address: \_\_\_\_\_

**Section 1 – General information**

1) Are you a farmer\_\_\_\_, landowner\_\_\_\_, or both\_\_\_\_?

2) How many acres do you own?

	<u>In Dartmouth:</u>	<u>In other towns:</u>
Total Acres:	_____	_____
Tillable Acres:	_____	_____
Wooded Acres:	_____	_____
Pasture:	_____	_____
Farmstead:	_____	_____

3) If you do not actively farm, do you rent your tillable acreage to another farmer?

\_\_\_\_ Yes    Name/address of tenant: \_\_\_\_\_  
\_\_\_\_ No

Rental Rate (per acre): \_\_\_\_\_

4) Have you harvested timber in the past ten years from woodlots owned in Dartmouth?

\_\_\_\_\_ Yes    \_\_\_\_\_ No

If yes:        From how many acres?        \_\_\_\_\_ acres

What was total timber value (past 10 yrs)?    \$ \_\_\_\_\_

5) Have you sold the development rights on any of your land?

\_\_\_\_\_ Yes    \_\_\_\_\_ No

If Yes:        Number of acres: \_\_\_\_\_

\_\_\_\_\_ Permanant Easement    or    \_\_\_\_\_ Temporary (for \_\_\_\_\_ years)

### **Section 2 – Please complete if you are actively farming**

6) Please rank the following in the order of priority in which they pose a problem or concern to you relative to the operation of your farm:

- \_\_\_\_\_ Hiring help
- \_\_\_\_\_ Trespassing/vandalism
- \_\_\_\_\_ Pilfering/theft
- \_\_\_\_\_ Availability of fertilizers/pesticides
- \_\_\_\_\_ Availability of machinery/parts
- \_\_\_\_\_ Availability of veterinary services
- \_\_\_\_\_ Complaints from neighbors concerning farming operations
- \_\_\_\_\_ Regulations affecting farm operations
- \_\_\_\_\_ Marketing your farm production
- \_\_\_\_\_ Availability of technical assistance
- \_\_\_\_\_ Other issues (explain) \_\_\_\_\_

7) Please summarize how you used your farm acreage in 2007:

	In Dartmouth:	Other:
Acres owned	_____	_____
Acres rented	_____	_____
Total acres farmed	_____	_____

Land Rental Rates (if you rent land, please indicate rental rates/range per acre)

Crop Land	_____	per acre
Orchard	_____	per acre
Nursery Stock	_____	per acre
Cranberry Bog	_____	per acre
Other:		
_____	_____	per acre
_____	_____	per acre

Crops grown (please list each crop/acreage – use separate sheet if needed):

Vegetables	_____	_____
Forage Crops (corn & hay)	_____	_____
Pasture	_____	_____
Cranberries	_____	_____
Orchard	_____	_____
Sod	_____	_____
Nursery Stock	_____	_____
Grain Crops (corn, soybeans, etc.)	_____	_____
Other:		
_____	_____	_____
_____	_____	_____
_____	_____	_____

8) What were the gross sales from your farm in 2007? (nearest thousand dollars)

\$ \_\_\_\_\_

9) How much of your total expenditures in 2007 were paid to local vendors (within a 25-mile radius of your farm)? (nearest thousand dollars)

\$ \_\_\_\_\_

10) Please indicate the number of workers on your farm in 2007:

Owners	_____
Unpaid family help	_____
Full-time employees (including paid family members)	_____
Part-time employees	_____
Seasonal employees	_____
TOTAL number of workers -	_____

10) What was your gross payroll expense in 2007?

\$ \_\_\_\_\_

11) How do you market your farm products? (check all that apply)

_____ Farmstand	_____ Farmer's Markets
_____ Cooperative	_____ Individual Sales at Farm
_____ Pick-Your-Own	_____ Direct Sales to Stores
_____ Direct Sales to Restaurants	_____ Community Supported Ag
_____ Wholesale	_____ Other (please explain)
_____ Not Applicable	

11) What were your total capital purchases for 2007?

(purchase of depreciable farm assets such as buildings, equipment, motor vehicles, etc.)

\$ \_\_\_\_\_

12) What is the age of the primary operator of your farm?

\_\_\_\_\_ years old

13) Do you have a "next generation" interested in operating the farm?

\_\_\_\_\_ Yes \_\_\_\_\_ No

14) How long do you and/or your family plan to continue farming?  
(please check one)

- Less than 5 years
- 5 to 10 years
- 10 to 20 years
- More than 20 years

15) Do you have plans to expand or diversify your farm?

Yes  No

Please explain: \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

**Section 3 – Please complete if your farm includes  
a livestock enterprise:**

16) Check the type(s) of livestock enterprises that you have at your farm:

	<u># Head Owned</u>	<u># Head Boarded</u>	<u># Stalls</u>
<input type="checkbox"/> Horses	_____	_____	_____
<input type="checkbox"/> Dairy Cattle	_____		_____
<input type="checkbox"/> Beef Cattle	_____		
<input type="checkbox"/> Sheep	_____		
<input type="checkbox"/> Other - Describe _____			