

**FARM / AGRICULTURE**Key: = Select Multiple, = Select One

- A1. Which of the following best describes your farm/agriculture business?
- Livestock and/or crop production only **Go to question A2a**
  - On-farm production and processing **Go to question A3a**
  - On-farm production, processing and retailing **Go to question A3a**
- A2a. Are you interested in expanding and diversifying your business to include value-added processing?
- Yes
  - No **Go to question A3a**
- b. What information/assistance do you require to include processing as part of your farm business?
- Market research
  - Securing financing
  - Feasibility study
  - Business Plan
  - Marketing Plan
  - Securing land use & planning approvals
  - Local processing facilities
  - Health Unit approvals
  - Other (Specify): \_\_\_\_\_
- A3. How do you currently market your product (primary and/or processed)?
- Direct to processor
  - Ontario Food Terminal/brokers
  - Direct to regulated marketing board or agency
  - Farmer's market
  - At the farm-gate
  - To local retailers (including restaurant)
  - Other (Specify): \_\_\_\_\_
- A4. How could the market potential of your agricultural product(s) be enhanced?
- Increased co-operative marketing
  - Improved transportation
  - Develop export opportunities
  - Direct marketing to consumer
  - Product quality/safety assurance programs
  - Additional local processing or value-added opportunities
  - Access to distribution channels/networks
  - Access to a local abattoir
  - New or different role for marketing boards or agencies (Specify): \_\_\_\_\_
  - Other (Specify): \_\_\_\_\_

- A5. What are your plans for your farm operation within the next 3 years?
- Maintain the current size and type of production
  - Expand the scale of the existing business (increase acreage and/or livestock numbers)
  - Diversify (new crops/livestock) on existing acreage
  - Diversify (new crops/livestock) on increased acreage
  - Downsize
  - Exit the industry by transferring the business to a new owner
- A6. What barriers to the expansion of your farm operation are you experiencing?
- Access to land (leased or purchase)
  - Land rental rates
  - Land costs
  - Access to capital
  - Uncertain markets
  - Low commodity prices
  - Deadstock disposal facilities
  - Custom operators
  - Access to information
  - Access to processing services
  - Securing necessary farm services (Specify): \_\_\_\_\_
  - Other (Specify): \_\_\_\_\_
- A7. During the past 3 years has your farm operation's financial situation changed?
- Improved
  - Stayed the same
  - Deteriorated
- A8. During the next 3 years do you expect your farm operation's financial situation to...
- Improve
  - Stay the same
  - Deteriorate
- A9. Do you expect to sell or transfer some or all of your farm assets within... **Read list. Select one.**
- 1 to 5 years
  - 6 to 10 years     **Go to question A12a**
  - 11 to 15 years
  - 15+ years
  - Don't know
  - Don't expect to sell/transfer
- A10. Will that sale/transfer be...
- To family members
  - To an unrelated third party
- A11. Do you need assistance/information in developing a succession plan in order to see the farm transferred to a family member?

RA = Request Assistance  
 RI = Request Information

**Please Note:** You MUST check the box in the RA or RI column in order for this question to be reported on for the Request for Assistance or Request for Information reports

	RA	RI	
Yes	<input type="checkbox"/>	<input type="checkbox"/>	<input type="radio"/>
No	<input type="checkbox"/>	<input type="checkbox"/>	<input type="radio"/>

A12. Using the scale provided, rank the following factors according to their priority for agriculture business in your community.

- 1 = Very important
- 2 = Somewhat important
- 3 = Not very important
- 4 = Not at all important
- 5 = Not applicable

<b>Factors</b>	<b>1</b>	<b>2</b>	<b>3</b>	<b>4</b>	<b>5</b>
Restrictive residential lot severance policy	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Minimum Distance Separation for new or expanding farms and homes	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Road maintenance	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Snow removal	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Fencing	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Drainage	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Nutrient Management Regulations	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Tree cutting by-law	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Conflicts with non-farm residents	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Services to rural property owners (i.e. piped water, gas, garbage collection)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Agricultural Economic Impact Studies	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Livestock Medicine Certification	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Pesticide Safety Certification	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Veterinary services	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Processing/marketing facilities	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Irrigation	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Water Taking Permits	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Access to local abattoir	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Other (Specify): _____	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

A13. Using the scale provided, indicate how important the following factors are to your operation.

- 1 = Very important
- 2 = Somewhat important
- 3 = Not very important
- 4 = Not at all important
- 5 = Not applicable

<b>Factors</b>	<b>1</b>	<b>2</b>	<b>3</b>	<b>4</b>	<b>5</b>
Availability of production/management information	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Assistance with financial management	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Sourcing of capital	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Labour availability	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Adopting latest technology	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Environmental responsibility	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Nutrient Management Plans	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Environmental Farm Plans	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

A14. In what ways could local government assist agricultural businesses in your area? **Read list. Select all that apply.**

- Streamlining of local regulatory and permitting processes (e.g. building permits, zoning changes, etc.)
- Review of taxes and fees
- Infrastructure maintenance and improvement (roads, telecommunications, energy supply, services, etc.)
- Database of available local farm labour
- Other (Specify): \_\_\_\_\_

A15. During the next 12 months, how critical will each of the following factors be to your farm business?

- 1 = Very critical
- 2 = Somewhat critical
- 3 = Not very critical
- 4 = Not at all critical
- 5 = Not applicable

<b>Factors</b>	<b>1</b>	<b>2</b>	<b>3</b>	<b>4</b>	<b>5</b>
Commodity prices	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Land use issues	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Overall cost of doing business	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Securing financing for operations	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Securing financing for expansion	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Public concern/awareness of industry	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
International competition	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Technological changes	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Availability of labour	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

A16. Do you have adequate access to the following agri-business advisory services?

<b>Advisory Services</b>	<b>Yes</b>	<b>No</b>	<b>N/A</b>
Crop production advisory services	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Livestock production advisory services	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Financial management advisory services	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Nutrient management consultants	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Human resource consultants	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Tax management consultants	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Market development/export consultants	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Food industry consultants	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Other (Specify): _____	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

A17. Farm / Agriculture Notes:

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Thank you for your participation in this business survey. The Business Retention and Expansion leadership team values your participation and input. We endeavour to respond to your issues and needs in order that your business and the local economy can be improved.