2016 NYFV Veg Growers Survey

• 41 Respondents total
• 35 paper responses from winter 2016 Empire State Vegetable Growers Expo
• 5 online responses from NYFVI Facebook post
• NOFA-NY and NYS Veg Growers Association were both asked to include a link in their newsletters, but no responses were received.
How many years has your farm been in business?

- 30.8%: 5 years or less
- 30.8%: 6 to 10 years
- 15.4%: 10 to 15 years
- 10.3%: 15 to 20 years
- 10.3%: More than 20 years
- 2.6%: More than 50 years

About the respondents....
Based on other New York vegetable farms,

- 25.0% My farm is small
- 40.0% My farm is large
- 20.0% My farm is tiny
- 12.5% My farm is medium
- 2.5% My farm is very large
- Not sure

About the respondents....
Commercial products on my farm are grown using:

- Mostly conventional growing practices: 53.7%
- Mostly organic growing practices, but not certified: 41.5%
- Certified organic growing practices: 4.9%
About the respondents....

My vegetables are sold:

- At auction: 14.6%
- By a co-op: 12.2%
- By me or my staff to wholesale purchasers such as grocery stores and institutional buyers: 36.6%
- By me or my staff to restaurants: 31.7%
- At farmers markets: 68.3%
- Through my CSA: 36.6%
- On my farm at a farmstand or store: 65.9%

About the respondents.
Overall, I can successfully grow more products than I can sell. 30%

Overall, I could sell more products if I could successfully grow them. 16%

Overall, I can sell everything I can grow, but I’m not making any money. 24%

Overall, I can sell everything I can grow, and the business has a reasonable profit. 24%

None of the above 6%

Note: several of the respondents in this category indicated that labor was the limiting factor to successfully growing more product.
When asked about specific ideas what do they want?

My farm would benefit from a better understanding of

- how to manage onion thrips.
- My farm would benefit from more food hubs, or value-added...
- enterprise budgets for year round greenhouses
- how to increase yield in high tunnel production of tomatoes
- how to use precision agriculture/technology
- how to manage soil health in high tunnels
- reduced till, and no till practices
- which sales route is most profitable (farmstand, wholesale etc)
- safe handling practices for fresh market vegetables
- new ideas for diversification
- a statewide vegetable trials program
- new pesticide/herbicide application systems
- increased programming by CCE Vegetable educators
- irrigation systems
- which vegetables are the most profitable to sell
- cover crops

[Bar chart showing responses with categories: Strongly agree, Agree, Somewhat disagree, Disagree, Not sure]
When asked “If an ag educator or researcher could help you solve 3 problems...”

- Weed control, organic and conventional practices
- Soil Health
- Irrigation
- Disease Management for Phytophthora, Downy Mildew and White Mold
- Use of high tunnels and greenhouses year round
What do the respondents see as opportunities?

- Year round production
- More direct marketing opportunities
- Growth for their individual farm
- Meal kits, home delivery
- Increased population