

Northeast Land Link Programs Survey

Q2 Which of the following land linking programs are you completing this survey for? Please select the ONE program in which you have been the most active. If you have been equally active in more than one program, please select the one you joined first.

Q3 Did you join $\{q://QID2/ChoiceGroup/SelectedChoices\}$ in order to find land to farm or to offer land to be farmed?

- Find land to farm (1)
- Offer land to be farmed (2)

If Offer land to be farmed Is Selected, Then Skip To End of Block

Q4 During your growing up years (age 18 or younger), did you ever live on a working farm?

- Yes (1)
- No (2)

Q5 Counting only your adult years (over age 18), how many years of farming experience do you have?

Q6 Which of the following have you done to gain farming experience? Select ALL that apply.

- I have owned a farm business. (1)
- I have worked as a farm intern or apprentice. (2)
- I have worked as a farm manager. (3)
- I have worked as a paid farm worker (other than an intern or apprentice). (4)
- I have volunteered on a farm. (5)
- I got a university or technical degree in an agricultural field. (6)
- I have participated in an incubator farm program. (7)
- I have no previous farming experience. (8)
- Other (please specify) (9) _____

Q7 Why do you want to be a farmer? Rate the importance of each of the following reasons in your decision to become a farmer, from not at all important to extremely important.

	Not at all an important reason (1)	A slightly important reason (2)	A moderately important reason (3)	A very important reason (4)	An extremely important reason (5)
I like the quality of life in farming. (1)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
I want my children to grow up on a farm. (2)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
I think farming will be a profitable career. (3)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
I think farming gives me a sense of security. (4)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
I want to be my own boss. (5)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
I like being outdoors. (6)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
I want to maintain my family's tradition in farming. (7)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
I want to address environmental concerns through farming. (8)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
I want to help feed the world by farming. (9)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
I want to produce quality food for my family. (10)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
I want to produce quality food for my community. (11)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Other (please specify) (12)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

Q8 Have you looked for farmland through $\{q://QID2/ChoiceGroup/SelectedChoices\}$ to expand a current farm business, or to start a new farm business?

- Expand a current farm business (1)
- Start a new farm business (2)

Q9 Have you looked for farmland to buy or to rent through $\{q://QID2/ChoiceGroup/SelectedChoices\}$? Select the ONE category that best fits you.

- To buy now (1)
- To rent now, with the long-term goal of buying (2)
- To rent now, with no plans to buy in the future (3)
- Other (please specify) (4) _____

Q10 How do you intend to or did you fund your farm start up, including funding for both land and farming resources (tools, storage, transportation, etc.)? Rate the importance of the contribution of each of the following funding sources for your farm start up, from not at all important to extremely important.

	Not at all important funding source (1)	Slightly important funding source (2)	Moderately important funding source (3)	Very important funding source (4)	Extremely important funding source (5)
Personal savings (1)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Credit card (2)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Family loan (3)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Family gift (including inheritance) (4)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Farm Service Agency (FSA) loan (5)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Bank loan (6)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Other (please specify) (7)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

Q11 When did you begin looking for farmland?

Q12 When did you join \${q://QID2/ChoiceGroup/SelectedChoices}?

Q13 In what geographical location are you searching or did you search for farmland? Select the ONE category that best fits you.

- The general area around where I live right now (1)
- My county and adjacent counties (2)
- My state (3)
- My state and adjacent states (4)
- Across the Northeast US (5)
- Across the entire US (6)
- Other (please specify) (7) _____

Q14 In addition to access to farmland, what resources do you want the land owner to provide or to be available on the property? This includes things they might offer you for free or for an additional cost. Select ALL that apply.

- Equipment (1)
- Building(s) (2)
- Financing (3)
- Fencing (4)
- Electricity (5)
- Water (6)
- Housing (7)
- Mentoring (8)
- None (9)
- Other (please specify) (10) _____

Q15 Approximately how many different land owners have you contacted through $\{q://QID2/ChoiceGroup/SelectedChoices\}$ since you joined? Please type a whole number. If none, please enter '0'. (Contact means the first contact made, by either email, phone, mail or in-person.)

Q16 Approximately how many different land owners have contacted you through $\{q://QID2/ChoiceGroup/SelectedChoices\}$ since you joined? Please type a whole number. If none, please enter '0'. (Contact means the first contact made, by either email, phone, mail or in-person.)

Q17 Have you secured farmland yet, and if so, did you find the land through $\{q://QID2/ChoiceGroup/SelectedChoices\}$ or through some other means?

- I have not secured land yet. (1)
- I secured land through $\{q://QID2/ChoiceGroup/SelectedChoices\}$. (2)
- I secured land through some other means. (Please specify how.) (3) _____

If I secured land through [LL ... Is Selected, Then Skip To What farmland access arrangement di...If I secured land through some... Is Selected, Then Skip To What farmland access arrangement di...

Q18 Why do you think you have not yet secured farmland? Rate the importance to you of each of the following potential reasons for not yet securing land, from not at all important to extremely important.

	Not at all an important reason (1)	A slightly important reason (2)	A moderately important reason (3)	A very important reason (4)	An extremely important reason (5)
I can't locate any land in the geographical area I'm looking in. (1)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Land is too expensive. (2)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
I can't get a loan. (3)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
I can't find the right sized property. (4)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
I can't find land with the right soil type. (5)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
I can't find land with appropriate water quality and/or quantity. (6)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
I can't find land with available housing. (7)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
I can't find land with affordable housing. (8)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
I want to rent land but can't secure a long enough lease. (9)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
I can't find a suitable land owner to work with. (10)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
I have decided to delay my search for land. (11)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Other (please specify) (12)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

Q19 Do you have ideas on what farm enterprise(s) you want to start?

- Yes (1)
- No (2)

Answer If Do you have ideas on what farm enterprise(s) you want to ... Yes Is Selected

Q20 What farm enterprises do you want to start? (What do you want to raise or produce?)

Q21 Where do you intend to sell your farm's products? Select ALL that apply.

- Farmers' market(s) (1)
- Community Supported Agriculture (2)
- Food Hub What's this? A food hub is a business or organization that actively manages aggregation, distribution and marketing of foods primarily from local or regional producers to strengthen their ability to satisfy wholesale, retail and institutional demand. (3)
- Farm stand (4)
- Auction (5)
- Direct to restaurant(s) (6)
- Direct to grocery store(s) (7)
- Direct to other institution(s) (school, hospital, etc.) (8)
- Contract with processor (cannery, ethanol plant, winery, etc.) (9)
- Direct to processor (cannery, ethanol plant, winery, etc.) (10)
- Local grain elevator (11)
- For personal or family consumption (12)
- Other (please specify) (13) _____

Q22 How many acres of farmland are you looking for?

- Less than 1 acre (1)
- 1 to 5 acres (2)
- 6 to 10 acres (3)
- 11 to 20 acres (4)
- 21 to 40 acres (5)
- 41 to 100 acres (6)
- More than 100 acres (7)

If Less than 1 acre Is Selected, Then Skip To Listed below are six pairs of contras...If Less than 1 acre Is Not Selected, Then Skip To Listed below are six pairs of contras...

Q23 What farmland access arrangement did you secure?

- Lease (1)
- Purchase (2)
- Other (please specify) (3) _____

Q95 When did you find farmland?

Q30 How many acres of farmland did you secure?

- Less than 1 acre (1)
- 1 to 5 acres (2)
- 6 to 10 acres (3)
- 11 to 20 acres (4)
- 21 to 40 acres (5)
- 41 to 100 acres (6)
- More than 100 acres (7)

Answer If What farmland access arrangement did you secure? Purchase Is Selected

Q24 What kind of purchase did you arrange? Select the ONE category that best fits you.

- Standard purchase (1)
- Owner-financed purchase (2)
- Purchase after sale of easement (3)
- Other purchase (please specify) (4) _____

Answer If What farmland access arrangement did you secure? Lease Is Selected

Q96 Do you have a written contract for your lease?

- Yes (1)
- No (2)

Answer If What farmland access arrangement did you secure? Lease Is Selected

Q25 What kind of lease did you arrange?

- Cash lease (1)
- Share lease (2)
- In-kind lease (trading labor or farm goods) (3)
- Other lease (please specify) (4) _____

Answer If What farmland access arrangement did you secure? Lease Is Selected

Q26 How long is your lease term?

- Short-term lease (3 years or less) (1)
- Long-term lease (more than 3 years) (2)
- Lease to own (3)
- Other (please specify) (4) _____

Q27 Overall, how satisfied or dissatisfied are you with the land access arrangement you established?

- Very satisfied (1)
- Somewhat satisfied (2)
- Neither satisfied nor dissatisfied (3)
- Somewhat dissatisfied (4)
- Very dissatisfied (5)

Q28 What farm enterprises do you have on your farm?

Q29 Where does your farm sell its products? Select ALL that apply.

- Farmers' market(s) (1)
- Community Supported Agriculture (2)
- Food Hub What's this? A food hub is a business or organization that actively manages aggregation, distribution and marketing of foods primarily from local or regional producers to strengthen their ability to satisfy wholesale, retail and institutional demand. (3)
- Farm stand (4)
- Auction (5)
- Direct to restaurant(s) (6)
- Direct to grocery store(s) (7)
- Direct to other institution(s) (school, hospital, etc.) (8)
- Contract with processor (cannery, ethanol plant, winery, etc.) (9)
- Direct to processor (cannery, ethanol plant, winery, etc.) (10)
- Local grain elevator (11)
- For personal or family consumption (12)
- Other (please specify) (13) _____

Q31 Approximately how much were your gross agricultural sales in 2012?

- \$0-\$999 (1)
- \$1,000-\$9,999 (2)
- \$10,000-\$49,999 (3)
- \$50,000-\$99,999 (4)
- \$100,000-\$249,999 (5)
- \$250,000-\$499,999 (6)
- \$500,000 or more (7)
- I haven't started making sales yet. (8)

Q32 Do you live on any of the land you farm?

- Yes (1)
- No (2)

Q33 Listed below are six pairs of contrasting views regarding agriculture in the United States. For each pair of statements, indicate which one of the two views you most agree with: the one in the left-hand column or the one in the right-hand column. Select the far left button if you strongly agree with the view on the left, the second button if you mildly agree with the view on the left, the middle button if you are undecided, the fourth button if you mildly agree with the view on the right, and the far right button if you strongly agree with the view on the right.

	1 (1)	2 (2)	3 (3)	4 (4)	5 (5)
Farmers should use primarily natural fertilizers and production methods such as manure, crop rotations, compost and biological pest control. : Farmers should use primarily synthetic fertilizers and pesticides in order to maintain adequate levels of production. (1)	<input type="radio"/>				
The primary goal of farmers should be to maximize the productivity, efficiency and profitability of their farm. : The primary goal of farmers should be to improve the quality of their products and to enhance the long term conditions of their farm. (2)	<input type="radio"/>				
The future success of American agriculture will NOT be affected if rural communities continue to decline. : Healthy rural communities are absolutely essential for American agriculture's future success. (3)	<input type="radio"/>				
Farming is first and foremost a business like any other. : Farming is first of all a way of life and second a business. (4)	<input type="radio"/>				
Farms should be specialized in one or at most a few crops. : Farms should be diversified and include a large variety of crops. (5)	<input type="radio"/>				
Production, processing and marketing of agricultural products is best done at local and regional levels.: Production, processing and marketing of agricultural products is best done at national and international levels. (6)	<input type="radio"/>				

Q34 Aside from joining $\{q://QID2/ChoiceGroup/SelectedChoices\}$, what other methods have you used to find farmland? Select ALL that you have used.

- Joined other land linking programs (1)
- Looked in newspaper classifieds (2)
- Looked in farm publications (3)
- Searched real estate websites (4)
- Sent letters or emails directly to landowners (5)
- Drove around the countryside looking for available land (6)
- Only searched through $\{q://QID2/ChoiceGroup/SelectedChoices\}$ (7)
- Other (please specify) (8) _____

If Only searched through $\{q://... Is Selected, Then Skip To Please indicate whether you have or h...$

Q35 Compared to the other methods you have used to find farmland, how effective do you feel $\{q://QID2/ChoiceGroup/SelectedChoices\}$ has been at helping you find land?

- Much more effective (1)
- Somewhat more effective (2)
- Neither more nor less effective (3)
- Somewhat less effective (4)
- Much less effective (5)

Q36 Please indicate whether you have or have not received each of the following land access services from $\{q://QID2/ChoiceGroup/SelectedChoices\}$, or if it is not offered by them.

	Yes (1)	No (2)	I don't think it's offered (3)
Listing of my land need (1)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Access to a list of available land (2)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Potential match recommendation (3)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Personal advising (10)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Access to print resources about land access (4)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Networking to other resource providers (5)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Negotiation of land access terms (6)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Workshop or class instruction about land access (7)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Meet and greet with landowners (8)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Site assessment (9)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Direct financing (11)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Advisory team building support (legal, financial, other) (12)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Other (please specify) (13)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

Answer If Please indicate whether you have or have not received eac... - Yes Is Selected

Q37 Please rate the helpfulness of each service you received from

{q://QID2/ChoiceGroup/SelectedChoices} at preparing you to access farmland.

	Not at all helpful (1)	Slightly helpful (2)	Moderately helpful (3)	Very helpful (4)	Extremely helpful (5)
Listing of my land need (x1)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Access to a list of available land (x2)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Potential match recommendation (x3)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Personal advising (x10)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Access to print resources about land access (x4)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Networking to other resource providers (x5)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Negotiation of land access terms (x6)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Workshop or class instruction about land access (x7)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Meet and greet with landowners (x8)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Site assessment (x9)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Direct financing (x11)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Advisory team building support (legal, financial, other) (x12)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Other (please specify) (x13)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

Answer If Please indicate whether you have or have not received eac... - Not offered Is Selected

Q38 Which of the following services do you believe you would use if

{q://QID2/ChoiceGroup/SelectedChoices} offered them? Select ALL you believe you would use in the future if they were offered.

- Listing of my land need (1)
- Access to a list of available land (2)
- Potential match recommendation (3)
- Personal advising (4)
- Access to print resources about land access (5)
- Networking to other resource providers (6)
- Negotiation of land access terms (7)
- Workshop or class instruction about land access (8)
- Meet and greet with landowners (9)
- Site assessment (10)
- Direct financing (11)
- Advisory team building support (legal, financial, other) (12)
- Other (please specify) (13) _____

Q39 Overall, how satisfied or dissatisfied are you with the services you have received from $\{q://QID2/ChoiceGroup/SelectedChoices\}$?

- Very satisfied (1)
- Somewhat satisfied (2)
- Neither satisfied nor dissatisfied (3)
- Somewhat dissatisfied (4)
- Very dissatisfied (5)

Q40 Please indicate how much you agree or disagree with each of the following statements. Because of the services I received from $\{q://QID2/ChoiceGroup/SelectedChoices\}$ I am...

	Strongly disagree (1)	Disagree (2)	Neither agree nor disagree (3)	Agree (4)	Strongly agree (5)	Not applicable (6)
...prepared to make good land access decisions. (1)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
...able to communicate what kind of farm operation I am seeking. (2)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
...able to communicate what kind of land access arrangement I am seeking. (3)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
...networked in my local farm community. (4)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
...aware of the land available for farming in my area. (5)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
...prepared to be successful in my farm operation. (6)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
...prepared to write a farm business plan. (7)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
...aware of where to find information about land access when I need it. (8)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
...prepared to secure funding for farmland. (9)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
...likely to use conservation measures on my land in the future. (10)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
...aware of the legal issues involved in land access. (11)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
...glad I joined $\{q://QID2/ChoiceGroup/SelectedChoices\}$. (12)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

Q41 Many of the people looking for farmland today are beginning farmers. How strongly do you agree or disagree that $\{q://QID2/ChoiceGroup/SelectedChoices\}$ is serving the needs of beginning farmers?

- Strongly agree (1)
- Somewhat agree (2)
- Neither agree nor disagree (3)
- Somewhat disagree (4)
- Strongly disagree (5)
- Don't know (6)

Q42 Demographic Information

An important aspect for understanding farmland access is knowing something about the people who are looking for farmland. Therefore, we would like to ask just a few questions about you and your household.

Q43 Are you male or female?

- Male (1)
- Female (2)

Q44 What year were you born?

Q45 Which of these categories represents your racial or ethnic background? Select ALL that apply.

- African-American or Black (non-Hispanic) (1)
- Asian or Pacific Islanders (2)
- Caucasian or White (non-Hispanic) (3)
- Latino/a or Hispanic (4)
- Native American or Aleut (5)
- Other (please specify) (6) _____

Q46 What zip code do you currently reside in?

Q47 In which of the following categories does your 2012 household income (minus business expenses but before taxes) fall?

- \$0-\$24,999 (1)
- \$25,000-\$49,999 (2)
- \$50,000-\$74,999 (3)
- \$75,000-\$99,999 (4)
- \$100,000-\$124,999 (5)
- \$125,000-\$149,999 (6)
- \$150,000-\$174,999 (7)
- \$175,000-\$199,999 (8)
- \$200,000 or more (9)

Q48 Approximately what portion of your household's income comes from your farm operation?

- All (1)
- More than three-quarters but not all (2)
- Between half and three-quarters (3)
- Between one-quarter and half (4)
- Less than one-quarter but more than none (5)
- None (6)

Q49 What is the highest level of formal education you have completed?

- Less than high school (1)
- Graduated from high school (2)
- Some college (3)
- 2-year college degree (4)
- 4-year college degree (5)
- Some graduate school (6)
- Completed graduate school (7)

Q50 You have reached the end of the survey. Thank you for your time and your thoughtful responses. Every farmer and farm is unique. Please use space to describe your experiences looking for land, the

challenges and opportunities you see to accessing farmland, and share any additional feedback about your experience with $\{q://QID2/ChoiceGroup/SelectedChoices\}$ in your own words.

I want to support beginning farmers. (7)	<input type="radio"/>					
I want to support local food production. (8)	<input type="radio"/>					
I want to support organic farming. (9)	<input type="radio"/>					
I get a tax break if my land is farmed. (10)	<input type="radio"/>					
My land has an easement that restricts development. (11)	<input type="radio"/>					
Other (please specify) (12)	<input type="radio"/>					

Q56 In addition to land, what resources have you made available to a farm seeker? This includes things you have offered for free or for a cost. Select ALL that apply.

- Equipment (1)
- Building(s) (2)
- Financing (3)
- Fencing (4)
- Electricity (5)
- Water (6)
- Housing (7)
- Mentoring (8)
- None (9)
- Other (please specify) (10) _____

Q57 When did you join \${q://QID2/ChoiceGroup/SelectedChoices}?

Q58 Approximately how many different farmers have you contacted through \${q://QID2/ChoiceGroup/SelectedChoices} since you joined? Please type a whole number. If none, please enter '0'. (Contact means the first contact made, by either email, phone, mail or in-person.)

Q59 Approximately how many different farmers have contacted you through \${q://QID2/ChoiceGroup/SelectedChoices} since you joined? Please type a whole number. If none, please enter '0'. (Contact means the first contact made, by either email, phone, mail or in-person.)

Q60 Have you found a farmer for your land, and if so, did you find the farmer through \${q://QID2/ChoiceGroup/SelectedChoices} or through some other means?

- No, I have not found a farmer yet. (1)
- Yes, I found a farmer through \${q://QID2/ChoiceGroup/SelectedChoices}. (2)
- Yes, I found a farmer through some other means. (Please specify how.) (3) _____

If No, I have not found a farm... Is Selected, Then Skip To Are you offering land for rent or f...If Yes, I found a farmer throu... Is Selected, Then Skip To Did you sell or rent your land to a...If Yes, I found a farmer throu... Is Selected, Then Skip To Did you sell or rent your land to a...

Q61 Are you offering your farmland for rent or for purchase?

- Rent (1)
- Purchase (2)

Answer If Are you offering your farmland for rent or for purchase? Purchase Is Selected

Q92 What type of sale are you offering? Select the ONE category that fits you best.

- Standard sale (1)
- Owner-financed sale (2)
- Sale with easement (3)
- Other sale (please specify) (4) _____

Answer If Are you offering your farmland for rent or for sale? Rent Is Selected

Q93 What kind of lease are you offering?

- Cash lease (1)
- Share lease (2)
- In-kind lease (trading labor or farm goods) (3)
- Other lease (please specify) (4) _____

Answer If Are you offering your farmland for rent or for sale? Rent Is Selected

Q94 What length of lease are you offering?

- Short-term lease (3 years or less) (1)
- Long-term lease (more than 3 years) (2)
- Rent to own (3)
- Other lease term (please specify) (4) _____

Q62 Why do you think you have not yet found a farmer for your land? Rate the importance to you of each of the following potential reasons for not yet finding a farmer, from not at all important to extremely important.

	Not at all important reason (1)	A slightly important reason (2)	A moderately important reason (3)	A very important reason (4)	An extremely important reason (5)
Nobody has expressed interest in my land. (1)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
The farmers who are interested don't have enough experience. (2)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
The farmers who are interested can't afford to to it. (3)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
The farmers who are interested want a lease for too long. (4)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
My land is geographically remote from urban areas. (5)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
I can't offer on-farm housing. (6)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
I can't offer irrigation. (7)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
My land has poor drainage. (8)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
My land has poor soils. (9)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
The amount of land I have available is either too little or too much. (10)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
The farmers who are interested want animals on my land but I don't. (11)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
I need to learn more about what my land would be good for. (12)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
I have decided to delay my search for a farmer. (13)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Other (please specify) (14)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

Q63 What is your land currently used for? Select ALL that apply.

- Crops (1)
- Pasture (2)
- Mowed (3)
- Fallow or unused (4)
- Other (please specify) (5) _____

Q64 How many acres of land are you offering through $\{q://QID2/ChoiceGroup/SelectedChoices\}$?

- Less than 1 acre (1)
- 1 to 5 acres (2)
- 6 to 10 acres (3)
- 11 to 20 acres (4)
- 21 to 40 acres (5)
- 41 to 100 acres (6)
- More than 100 acres (7)

If Less than 1 acre Is Selected, Then Skip To Listed below are six pairs of contras...If Less than 1 acre Is Not Selected, Then Skip To Listed below are six pairs of contras...

Q65 Did you sell or rent your land to a farmer?

- Sold (1)
- Rented (2)

Answer If Did you sell or rent your land to a farmer? Sold Is Selected

Q66 What type of sale did you secure? Select the ONE category that best fits you.

- Standard sale (1)
- Owner-financed sale (2)
- Sale with easement (3)
- Other sale (please specify) (4) _____

Answer If Did you sell or rent your land to a farmer? Rented Is Selected

Q91 What kind of lease did you arrange?

- Cash lease (1)
- Share lease (2)
- In-kind lease (trading labor or farm goods) (3)
- Other lease (please specify) (4) _____

Answer If Did you sell or rent your land to a farmer? Rented Is Selected

Q67 What length of lease did you secure?

- Short-term lease (3 years or less) (1)
- Long-term lease (more than 3 years) (2)
- Rent to own (3)
- Other (please specify) (4) _____

Q68 Overall, how satisfied or dissatisfied are you with the land access arrangement you secured?

- Very satisfied (1)
- Somewhat satisfied (2)
- Neither satisfied nor dissatisfied (3)
- Somewhat dissatisfied (4)
- Very dissatisfied (5)

Q69 What was your land used for immediately prior to finding a farmer? Select ALL that apply.

- Cropped (1)
- Pasture (2)
- Mowed (3)
- Fallow or unused (4)
- Other (please specify) (5) _____

Q70 How many acres did you sell or rent to a farmer?

- Less than 1 acre (1)
- 1 to 5 acres (2)
- 6 to 10 acres (3)
- 11 to 20 acres (4)
- 21 to 40 acres (5)
- 41 to 100 acres (6)
- More than 100 acres (7)

Q71 Listed below are six pairs of contrasting views regarding agriculture in the United States. For each pair of statements, indicate which one of the two views you most agree with: the one in the left-hand column or the one in the right-hand column. Select the far left button if you strongly agree with the view on the left, the second button if you mildly agree with the view on the left, the middle button if you are undecided, the fourth button if you mildly agree with the view on the right, and the far right button if you strongly agree with the view on the right.

	1 (1)	2 (2)	3 (3)	4 (4)	5 (5)
Farmers should use primarily natural fertilizers and production methods such as manure, crop rotations, compost and biological pest control. : Farmers should use primarily synthetic fertilizers and pesticides in order to maintain adequate levels of production. (1)	<input type="radio"/>				
The primary goal of farmers should be to maximize the productivity, efficiency and profitability of their farm. : The primary goal of farmers should be to improve the quality of their products and to enhance the long term conditions of their farm. (2)	<input type="radio"/>				
The future success of American agriculture will NOT be affected if rural communities continue to decline. : Healthy rural communities are absolutely essential for American agriculture's future success. (3)	<input type="radio"/>				
Farming is first and foremost a business like any other. : Farming is first of all a way of life and second a business. (4)	<input type="radio"/>				
Farms should be specialized in one or at most a few crops. : Farms should be diversified and include a large variety of crops. (5)	<input type="radio"/>				
Production, processing and marketing of agricultural products is best done at local and regional levels. : Production, processing and marketing of agricultural products is best done at national and international levels. (6)	<input type="radio"/>				

Q72 Aside from joining \${q://QID2/ChoiceGroup/SelectedChoices}, what other methods have you used to find a farmer for your land? Select ALL that apply.

- Joined other land linking programs (1)
- Advertised in newspaper classifieds (2)
- Advertised in farm publications (3)
- Advertised through a real estate company (4)
- Sent letters or emails to farmers (5)
- Only searched through \${q://QID2/ChoiceGroup/SelectedChoices} (6)
- Other (please specify) (7) _____

If Only searched through \${q://... Is Selected, Then Skip To Please indicate whether you have or h...

Q73 Compared to the other methods you have used to find a farmer or successor, how effective do you feel \${q://QID2/ChoiceGroup/SelectedChoices} has been at helping you find a farmer or successor for your land?

- Much more effective (1)
- Somewhat more effective (2)
- Neither more nor less effective (3)
- Somewhat less effective (4)
- Much less effective (5)

Q74 Please indicate whether you have or have not received each of the following land access services from \${q://QID2/ChoiceGroup/SelectedChoices}, or if it is not offered.

	Yes (1)	No (2)	I don't think it's offered (3)
Listing of my land (1)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Access to a list of farmers needing land (2)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Potential match recommendation (3)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Access to print resources about land access (4)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Networking to other resource providers (5)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Negotiation of land access terms (6)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Mediation during farm transfer (7)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Workshop or class instruction about land access (8)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Meet and greet with farmers (9)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Site assessment (10)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Personal advising (11)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Direct financing (12)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Advisory team building support (legal, financial, etc.) (13)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Other (please specify) (14)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

Answer If Please indicate whether you have or have not received eac... - Yes Is Selected

Q75 Please rate the helpfulness of each service you received from

{q://QID2/ChoiceGroup/SelectedChoices} at preparing you to find a farmer for your land.

	Not at all helpful (1)	Slightly helpful (2)	Moderately helpful (3)	Very helpful (4)	Extremely helpful (5)
Listing of my land (x1)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Access to a list of farmers needing land (x2)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Potential match recommendation (x3)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Access to print resources about land access (x4)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Networking to other resource providers (x5)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Negotiation of land access terms (x6)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Mediation during farm transfer (x7)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Workshop or class instruction about land access (x8)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Meet and greet with farmers (x9)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Site assessment (x10)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Personal advising (x11)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Direct financing (x12)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Advisory team building support (legal, financial, etc.) (x13)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Other (please specify) (x14)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

Answer If Please indicate whether you have or have not received eac... - Not offered Is Selected

Q76 Which of the following services do you believe you would use if $\{q://QID2/ChoiceGroup/SelectedChoices\}$ offered them? Select ALL you believe you would use in the future if they were offered.

- Listing of my land (1)
- Access to a list of farmers needing land (2)
- Potential match recommendation (3)
- Access to print resources about land access (4)
- Networking to other resource providers (5)
- Negotiation of land access terms (6)
- Mediation during farm transfer (7)
- Workshop or class instruction about land access (8)
- Meet and greet with farmers (9)
- Site assessment (10)
- Personal advising (11)
- Direct financing (12)
- Advisory team building support (legal, financial, etc.) (13)
- Other (please specify) (14) _____

Q77 Overall, how satisfied or dissatisfied are you with the services you have received from $\{q://QID2/ChoiceGroup/SelectedChoices\}$?

- Very satisfied (1)
- Somewhat satisfied (2)
- Neither satisfied nor dissatisfied (3)
- Somewhat dissatisfied (4)
- Very dissatisfied (5)

Q78 Please indicate how much you agree or disagree with each of the following statements. Because of the services I received from $\{q://QID2/ChoiceGroup/SelectedChoices\}$ I am...

	Strongly disagree (1)	Disagree (2)	Neither agree nor disagree (3)	Agree (4)	Strongly agree (5)	Not applicable (6)
...prepared to make good decisions about my land. (1)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
...networked in my local farm community. (2)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
...aware of where to find information about land access when I need it. (3)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
...able to communicate what kind of farmer I want on my land. (4)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
...able to communicate my expectations about having a farmer and farm on my land. (5)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
...prepared to select an appropriate farmer for my needs on my land. (6)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
...knowledgeable about how to interact with a farmer on my land in an appropriate way. (7)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
...satisfied with my transfer plan. (8)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
...likely to use conservation measures on my land in the future. (9)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
...aware of the legal issues involved in land access. (10)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
...glad I joined $\{q://QID2/ChoiceGroup/SelectedChoices\}$. (11)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

Q79 Demographic Information

An important aspect for understanding farmland access is knowing something about the people who own farmland. Therefore, we would like to ask a few questions about you and your household.

Q80 Are you male or female?

- Male (1)
- Female (2)

Q81 What year were you born?

Q82 Which of these categories represents your racial or ethnic background? Select ALL that apply.

- African-American or Black (non-Hispanic) (1)
- Asian or Pacific Islanders (2)
- Caucasian or White (non-Hispanic) (3)
- Latino/a or Hispanic (4)
- Native American or Aleut (5)
- Other (please specify) (6) _____

Q83 What zip code do you currently reside in?

Q84 In which of the following categories does your 2012 household income (minus business expenses but before taxes) fall?

- \$0-\$24,999 (1)
- \$25,000-\$49,999 (2)
- \$50,000-\$74,999 (3)
- \$75,000-\$99,999 (4)
- \$100,000-\$124,999 (5)
- \$125,000-\$149,999 (6)
- \$150,000-\$174,999 (7)
- \$175,000-\$199,999 (8)
- \$200,000 or more (9)

Q85 What is the highest level of formal education you have completed?

- Less than high school (1)
- Graduated from high school (2)
- Some college (3)
- 2-year college degree (4)
- 4-year college degree (5)
- Some graduate school (6)
- Completed graduate school (7)

Q86 You have reached the end of the survey. Thank you for your time and your thoughtful responses. Every land owner and property is unique. Please use this space to tell us about your experiences looking for a farmer for your land, the challenges and opportunities you see to making your land available, and share any additional feedback about your experience with `{q://QID2/ChoiceGroup/SelectedChoices}`.