**Montgomery County Farm to Community Planning Project**

This survey is a part of a larger initiative to determine how local foods can be made better available to low-income residents of Montgomery County while simultaneously supporting regional farmers. Basically, we’d like to know how we can help you, as a producer and business owner, expand in ways that ensure equal access to your products. We’re NOT talking about donations. We’re talking about helping you find and take advantage of market opportunities that ensure you are profitable and that all our neighbors can access even with financial or geographic barriers.

Your answers will inform local and regional agricultural policy, training, and marketing initiatives that strive for a more just food system—for farmers and residents. The first step is for you to tell us what your vision is and what you need to get there.

The survey will take approximately ten minutes to complete. You do not have to take the survey, and you can stop at any time. We would greatly appreciate your feedback though. By completing the survey, you are expressing your consent to do so.

Your farm or business’s contact information will not be used to identify you UNLESS you indicate that you’d like to be a part of documents made available to the community, such as a regional food map or directory.

This study is funded by Southern SARE and the USDA and administered by the Friends of the Farmers Market, based in Blacksburg, VA. If you have additional questions or comments, please contact us at bbfarmersmarket@gmail.com or 540.239.8290. We’d love to hear from you. Thank you very much for your participation, and for all your work as a producer, business owner, and neighbor.



**The survey questions are divided into three general topics and presented in this order:**

1. **Expansion Opportunities and Barriers**
2. **Specific Needs According to Sector (Livestock, Poultry/Eggs, Produce, Dairy,**

**Value-Added)**

1. **Farm Demographics (Size, Location, Type)**

**Expansion Opportunities and Barriers**

*We’d like to know if and how you’d like to expand your farm operation and what you need to do so.*

E1. Are you interested in expanding your farm business? Yes / No

E2. If yes, what is your vision for expanding your operation? If no, leave blank and skip questions 3 & 4.

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E3. What are the challenges or barriers to expansion? Check all that apply.

* Packaging and Labeling
* Transport Cost or Type
* Storage
* Land Access
* Demand
* Access to Processing
* GAP Certification Time or Cost
* Organic Certification Time or Cost
* Labor Access
* Access to Farm Equipment or Supply
* Price Margin
* Marketing
* Other: Please feel free to elaborate:\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

E4. What kind of training would help you expand? Check all that apply.

* Beginning Farmer Training/Whole Farm Planning
* Livestock Production Training
* Fruit/Vegetable Production Training
* Marketing, Promotion, Labels
* Food Safety
* Lending/Grant Options
* Nutrient Management
* Business Planning
* Other: Please feel free to elaborate: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

E5. With which local/regional buyers are you most interested in establishing or building connections? Check all that apply.

* Wholesale distributors
* Direct markets (farmers markets, CSA, on-farm purchases)
* Restaurants and food service
* Farm-to-school or farm-to-institution
* Independent grocery stores
* Other: Please list: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

E6. What are the challenges to selling your products to local/regional buyers? Check all that apply and clarify if necessary.

* Inadequate distribution network \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
* Unable to sell at high enough price \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
* Unable to produce adequate quantity \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
* Unable to find information about buyers \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
* Issues related to marketing to local buyers\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
* No demand from local buyers \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
* Product not feasible on local/regional scale \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
* Local/regional manufacturing or processing not adequate \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
* Lack of aggregation/co-mingling facility\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
* Other: Please feel free to elaborate: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

E7. Please use this space to provide your thoughts or your own personal challenges when trying to participate in regional food system initiatives, including opportunities, challenges, failures, and successes.

**Specific Needs According to Sector**

*Please tell us about each aspect of your farm operation. The same questions (5) will be asked for each sector in which you participate. You can skip the questions pertaining to products you do not currently grow or produce.*

**LIVESTOCK**

L1. Do you currently raise livestock (excluding poultry) for meat? Yes / No

If no is selected, skip this page and go on to the next page.

L2. How do you primarily sell your livestock products? Check your top 3 according to sales.

* Restaurants
* Wholesale
* On-Farm
* Community Supported Agriculture (CSA)
* Buying Clubs
* Grocery Stores
* Farmers Markets
* Health Food Stores
* Other: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

L3. To the best of your knowledge, are any of these products consumed in Montgomery County?

* Yes. Please list the products and where they are available for sale: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
* No

L4. What are your total sales per year from livestock/livestock products?

* Less than $2,500
* $2,500 - $9,999
* $10,000 - $49,999
* $50,000 - $99,999
* $100,000+

L5. What is or are the biggest barriers to the success or expansion of this aspect of your farm business? Check all that apply, and explain if necessary.

* Current regulations \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
* Transportation \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
* Access to capital \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
* Access to land \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
* Distribution \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
* Marketing \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
* Processing facilities \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
* Training \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
* Other: Please feel free to elaborate: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

**POULTRY**

P1. Do you currently raise poultry for meat or eggs? Yes / No

If no is selected, skip this page and go on to the next page.

P2. How do you primarily sell your poultry products? Check your top 3 according to sales.

* Restaurants
* Wholesale
* On-Farm
* Community Supported Agriculture (CSA)
* Buying Clubs
* Grocery Stores
* Farmers Markets
* Health Food Stores
* Other: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

P3. To the best of your knowledge, are any of these products consumed in Montgomery County?

* Yes. Please list the products and where they are available for sale: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
* No

P4. What are your total sales per year from poultry products?

* Less than $2,500
* $2,500 - $9,999
* $10,000 - $49,999
* $50,000 - $99,999
* $100,000+

P5. What is or are the biggest barriers to the success or expansion of this aspect of your farm business? Check all that apply, and explain if necessary.

* Current regulations \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
* Transportation \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
* Access to capital \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
* Access to land \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
* Distribution \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
* Marketing \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
* Processing facilities \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
* Training \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
* Other: Please feel free to elaborate: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

**PRODUCE**

Pr1. Do you currently grow produce? This includes vegetables, fruits, orchard fruits, nuts, and edible plant starts/seedlings.

If no is selected, skip this page and go on to the next page. Yes / No

Pr2. How do you primarily sell your produce? Check your top 3 according to sales.

* Restaurants
* Wholesale
* On-Farm
* Community Supported Agriculture (CSA)
* Buying Clubs
* Grocery Stores
* Farmers Markets
* Health Food Stores
* Other: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Pr3. To the best of your knowledge, are any of these products consumed in Montgomery County?

* Yes. Please list the products and where they are available for sale: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
* No

Pr4. What are your total sales per year from produce?

* Less than $2,500
* $2,500 - $9,999
* $10,000 - $49,999
* $50,000 - $99,999
* $100,000+

Pr5. What is or are the biggest barriers to the success or expansion of this aspect of your farm business? Check all that apply, and explain if necessary.

* Current regulations \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
* Transportation \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
* Access to capital \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
* Access to land \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
* Distribution \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
* Marketing \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
* Processing facilities \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
* Training \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
* Other: Please feel free to elaborate: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

**DAIRY AND DAIRY PRODUCTS**

D1. Do you currently produce dairy or dairy products? Yes / No

If no is selected, skip this page and go on to the next page.

D2. How do you primarily sell your dairy and dairy products? Check your top 3 according to sales.

* Restaurants
* Wholesale
* On-Farm
* Community Supported Agriculture (CSA)
* Buying Clubs
* Grocery Stores
* Farmers Markets
* Health Food Stores
* Other: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

D3. To the best of your knowledge, are any of these products consumed in Montgomery County?

* Yes. Please list the products and where they are available for sale: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
* No

D4. What are your total sales per year from dairy and dairy products?

* Less than $2,500
* $2,500 - $9,999
* $10,000 - $49,999
* $50,000 - $99,999
* $100,000+

D5. What is or are the biggest barriers to the success or expansion of this aspect of your farm business? Check all that apply, and explain if necessary.

* Current regulations \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
* Transportation \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
* Access to capital \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
* Access to land \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
* Distribution \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
* Marketing \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
* Processing facilities \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
* Training \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
* Other: Please feel free to elaborate: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

**VALUE-ADDED AND ARTISAN**

V1. Do you currently produce any value-added or artisan food products? This includes bakery items, honey, jams/jellies, pastas, and pasta sauce. Yes / No

If no is selected, skip this page and go on to the next page.

V2. How do you primarily sell your value-added/artisan products? Check your top 3 according to sales.

* Restaurants
* Wholesale
* On-Farm
* Community Supported Agriculture (CSA)
* Buying Clubs
* Grocery Stores
* Farmers Markets
* Health Food Stores
* Other: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

V3. To the best of your knowledge, are any of these products consumed in Montgomery County?

* Yes. Please list the products and where they are available for sale: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
* No

V4. What are your total sales per year from value-added/artisan products?

* Less than $2,500
* $2,500 - $9,999
* $10,000 - $49,999
* $50,000 - $99,999
* $100,000+

V5. What is or are the biggest barriers to the success or expansion of this aspect of your farm business? Check all that apply, and explain if necessary.

* Current regulations \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
* Transportation \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
* Access to capital \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
* Access to land \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
* Distribution \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
* Marketing \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
* Processing facilities \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
* Training \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
* Other: Please feel free to elaborate: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

**Farm Demographic Information**

*We'd like to know some basic information about your farm, such as size and location. This is the last set of questions.*

F1. Please provide your farm business name. (Optional)

F2. Please provide the contact information (address, phone, email, website) of your farm business. (Optional)

F3. Are you okay with your farm contact information being used in a regional food directory or map, distributed to the public?

* Yes
* No

F4. Number of acres farmed and within 50 miles of Montgomery County’s border:

* less than 10
* 10 to 49
* 50 to 99
* 100

F5. Farm size by value of annual sales:

* less than $2,500
* $2,500 to $4,999
* $5,000 to $9,999
* $10,000 to $24,999
* $25,000 to $49,999
* $50,000 to $99,999
* $100,000 or more

F6. Producer type (check all that apply to you):

* Conventional
* Non-certified Organic
* Certified Organic
* Appalachian Grown
* Virginia's Finest or Virginia Grown
* Animal Welfare Approved
* Certified Natural
* GAP-certified
* Other: Please feel free to elaborate: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

F7. Is your primary source of income from this farm business?

* Yes. You are done with this survey. Thanks!
* No. Go on to answer the last question.

F8. Would you like this farm business to serve as your primary source of income?

* Yes
* No