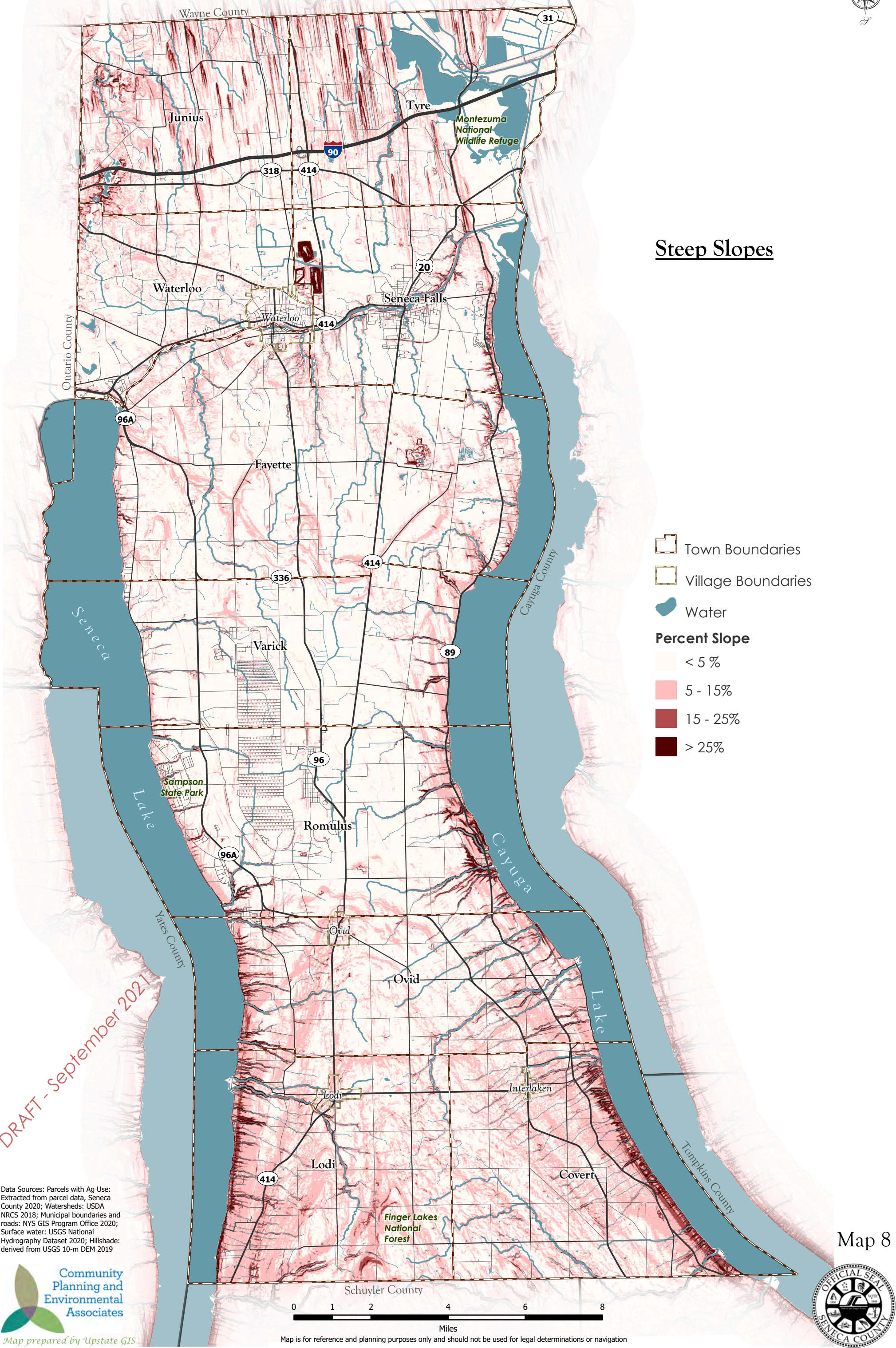


# Seneca County Agricultural and Farmland Enhancement Plan

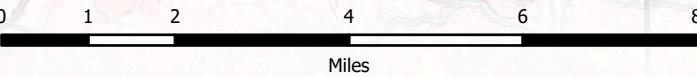


## Steep Slopes

- Town Boundaries
- Village Boundaries
- Water
- Percent Slope**
- < 5 %
- 5 - 15%
- 15 - 25%
- > 25%

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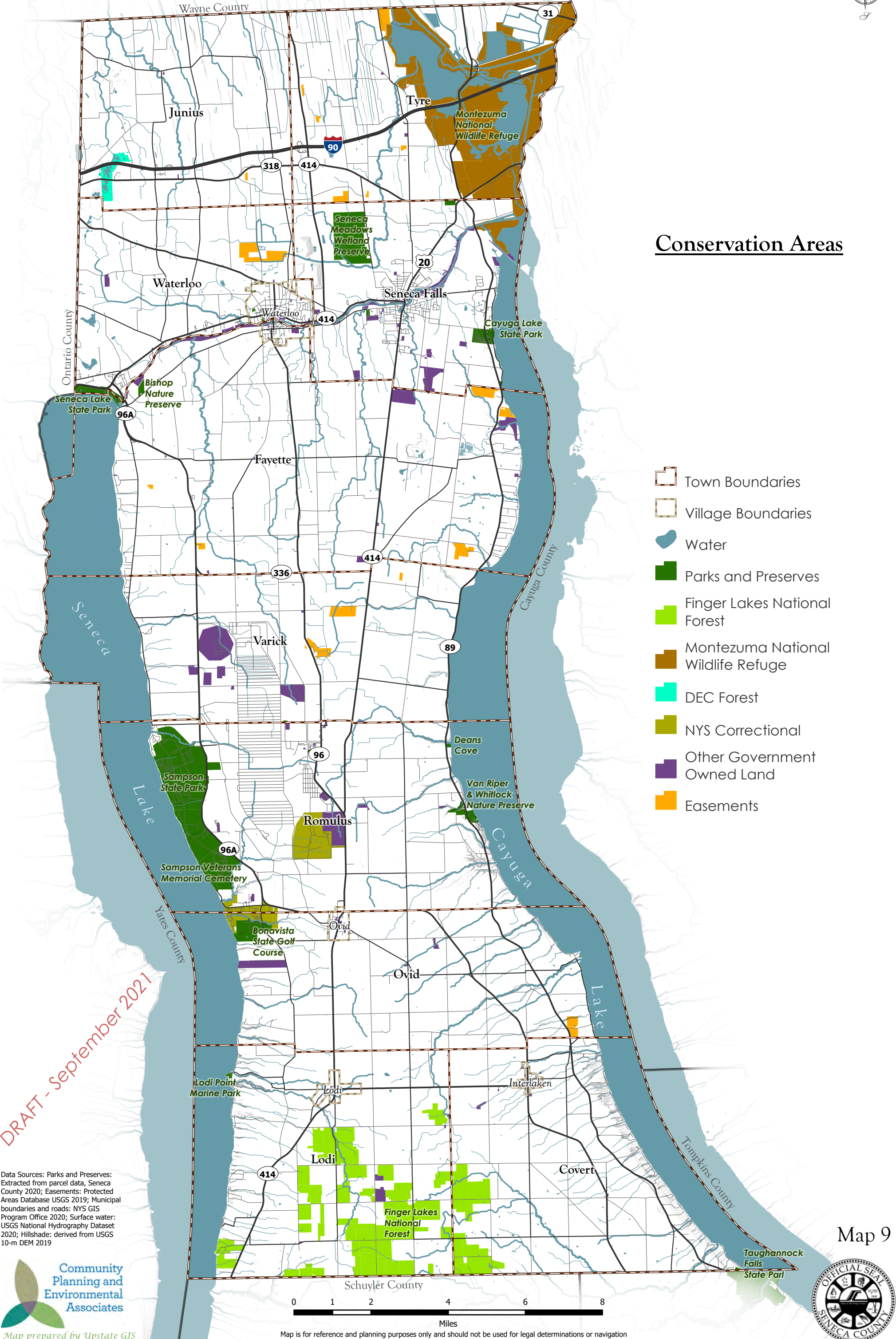
Data Sources: Parcels with Ag Use: Extracted from parcel data, Seneca County 2020; Watersheds: USDA NRCS 2018; Municipal boundaries and roads: NYS GIS Program Office 2020; Surface water: USGS National Hydrography Dataset 2020; Hillshade: derived from USGS 10-m DEM 2019



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# Seneca County Agricultural and Farmland Enhancement Plan

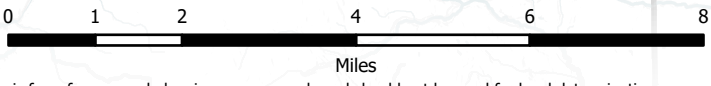


## Conservation Areas

- Town Boundaries
- Village Boundaries
- Water
- Parks and Preserves
- Finger Lakes National Forest
- Montezuma National Wildlife Refuge
- DEC Forest
- NYS Correctional
- Other Government Owned Land
- Easements

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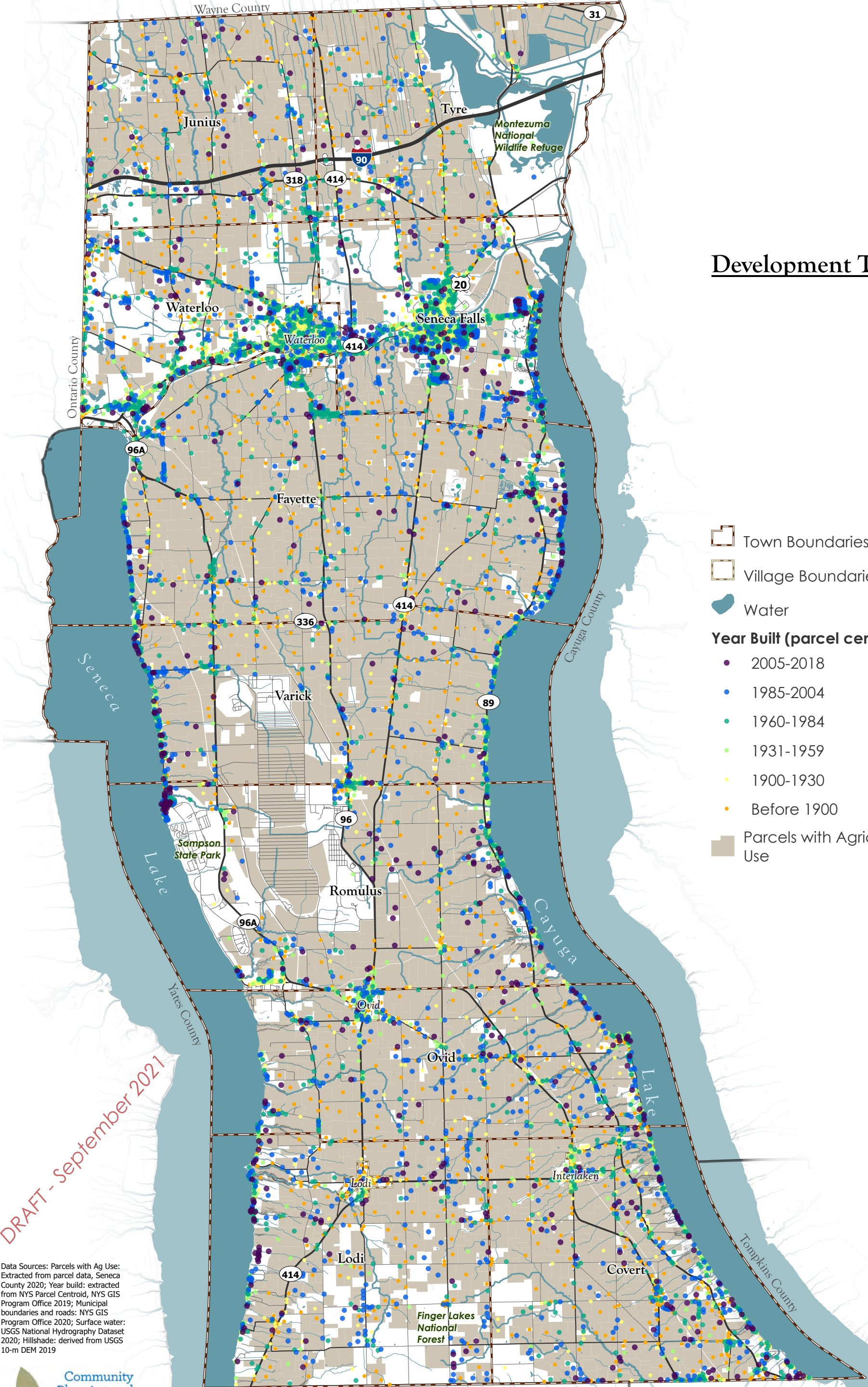
Data Sources: Parks and Preserves: Extracted from parcel data, Seneca County 2020; Easements: Protected Areas Database USGS 2019; Municipal boundaries and roads: NYS GIS Program Office 2020; Surface water: USGS National Hydrography Dataset 2020; Hillshade: derived from USGS 10-m DEM 2019



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# Seneca County Agricultural and Farmland Enhancement Plan



## Development Trends

- Town Boundaries
- Village Boundaries
- Water
- Year Built (parcel center)**
  - 2005-2018
  - 1985-2004
  - 1960-1984
  - 1931-1959
  - 1900-1930
  - Before 1900
- Parcels with Agricultural Use

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Data Sources: Parcels with Ag Use: Extracted from parcel data, Seneca County 2020; Year built: extracted from NYS Parcel Centroid, NYS GIS Program Office 2019; Municipal boundaries and roads: NYS GIS Program Office 2020; Surface water: USGS National Hydrography Dataset 2020; Hillshade: derived from USGS 10-m DEM 2019

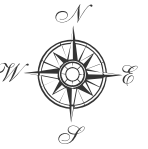


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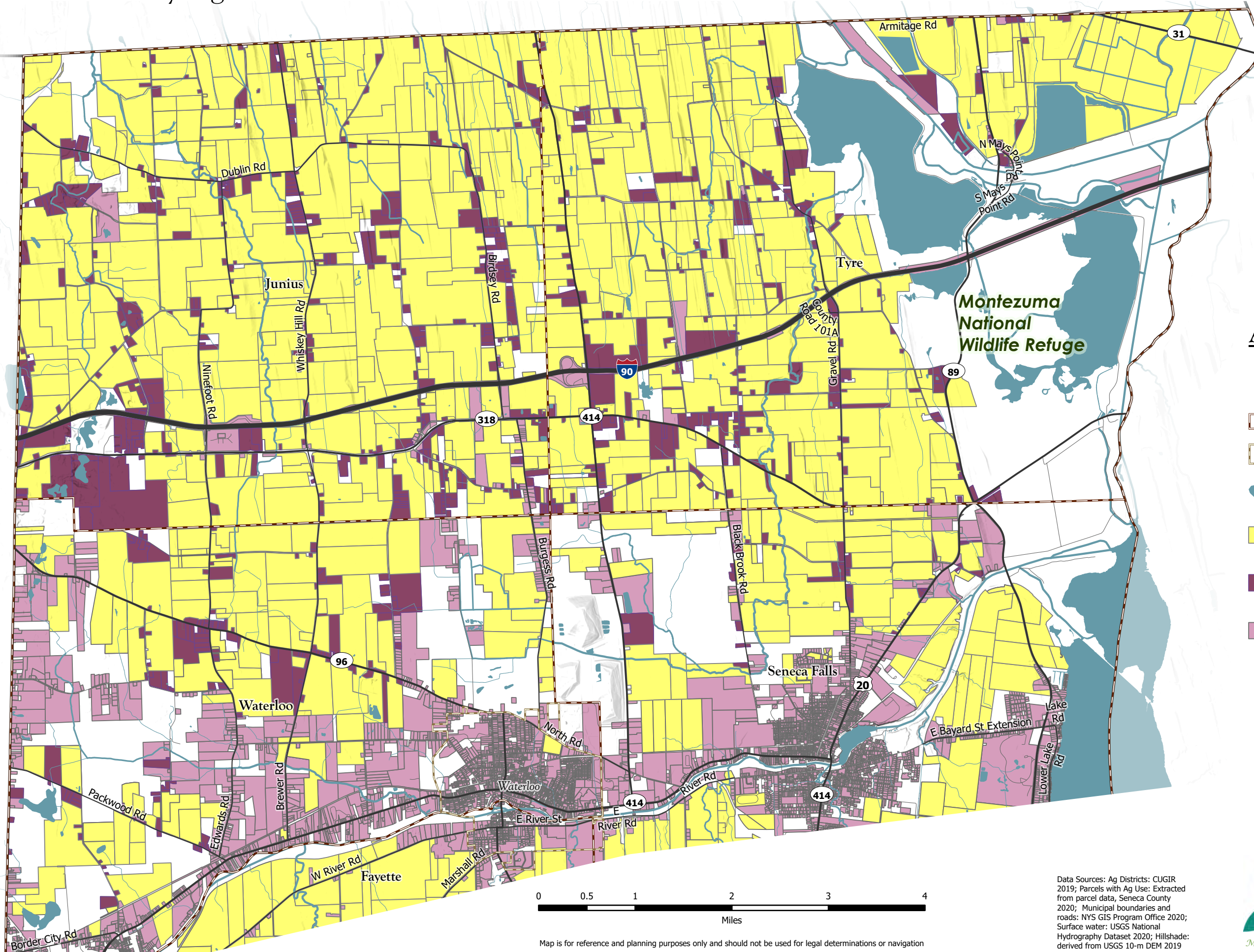
Map 10



# Seneca County Agricultural and Farmland Enhancement Plan

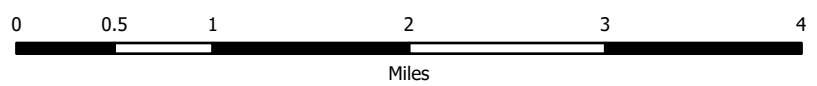


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## Development within Agricultural District #6 Northern District

- Town Boundaries
- Village Boundaries
- Water
- Parcels with Agricultural Use(s)
- Developed District Parcels
- Developed Non-District Parcels



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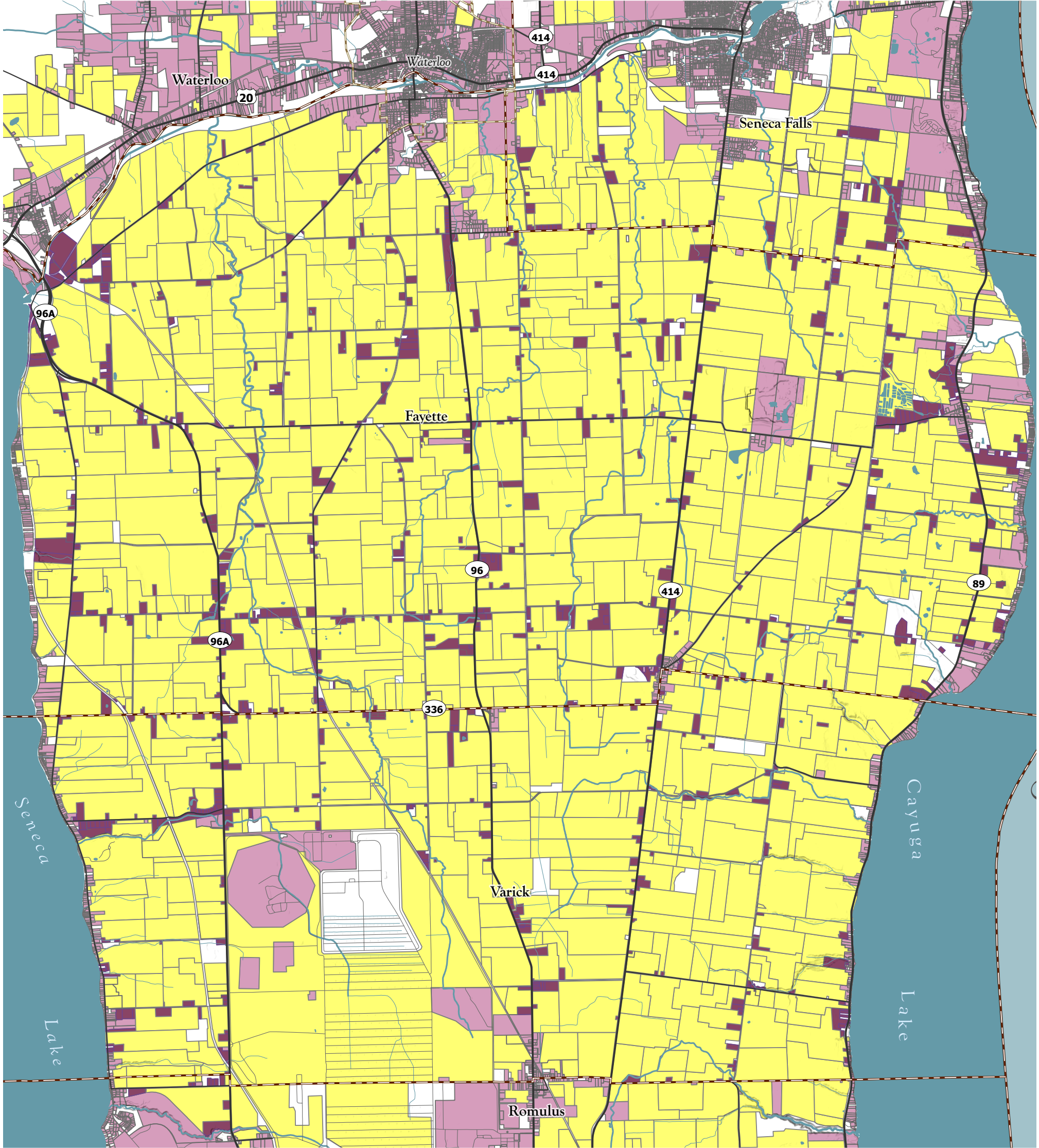
Data Sources: Ag Districts: CUGIR 2019; Parcels with Ag Use: Extracted from parcel data, Seneca County 2020; Municipal boundaries and roads: NYS GIS Program Office 2020; Surface water: USGS National Hydrography Dataset 2020; Hillshade: derived from USGS 10-m DEM 2019

Community  
Planning and  
Environmental  
Associates  
*Map prepared by Upstate GIS*



Map 11

# Seneca County Agricultural and Farmland Enhancement Plan

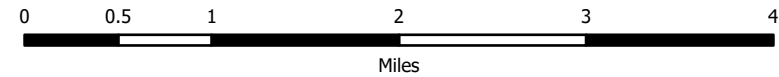


- Town Boundaries
- Village Boundaries
- Water
- Parcels with Agricultural Use(s)
- Developed District Parcels
- Developed Non-District Parcels

**Development within  
Agricultural District #8  
Central District**

Data Sources: Ag Districts: CUGIR 2019; Parcels with Ag Use: Extracted from parcel data, Seneca County 2020; Municipal boundaries and roads: NYS GIS Program Office 2020; Surface water: USGS National Hydrography Dataset 2020; Hillshade: derived from USGS 10-m DEM 2019

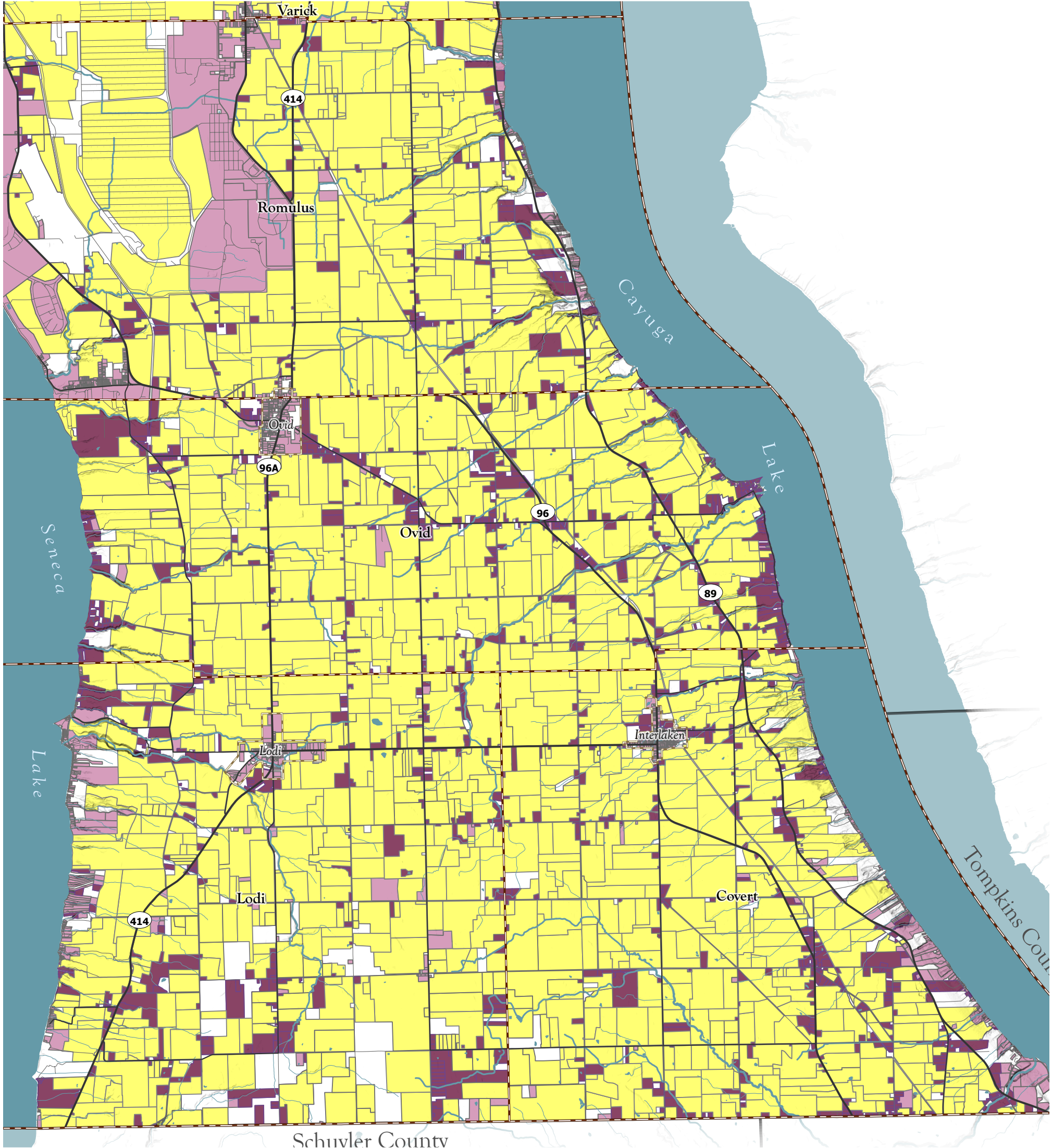
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# Seneca County Agricultural and Farmland Enhancement Plan

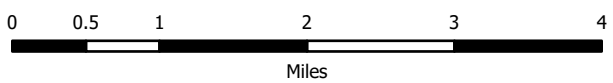


- Town Boundaries
- Village Boundaries
- Water
- Parcels with Agricultural Use(s)
- Developed District Parcels
- Developed Non-District Parcels

**Development within**  
**Agricultural District #12**  
**Southern District**

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Data Sources: Ag Districts: CUGIR 2019; Parcels with Ag Use: Extracted from parcel data, Seneca County 2020; Municipal boundaries and roads: NYS GIS Program Office 2020; Surface water: USGS National Hydrography Dataset 2020; Hillshade: derived from USGS 10-m DEM 2019

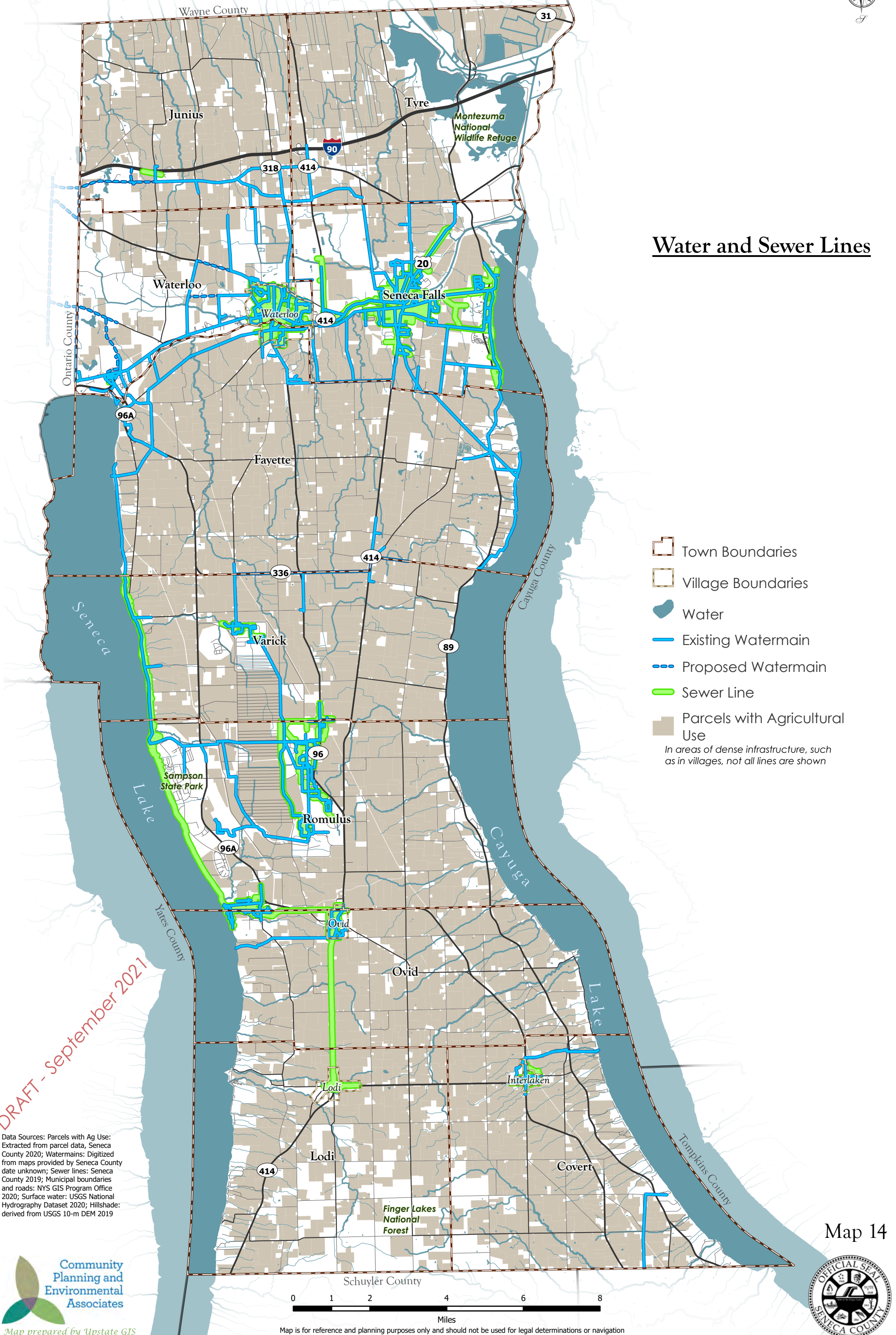
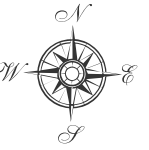


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Map 13



# Seneca County Agricultural and Farmland Enhancement Plan



## Water and Sewer Lines

- Town Boundaries
- Village Boundaries
- Water
- Existing Watermain
- Proposed Watermain
- Sewer Line
- Parcels with Agricultural Use  
*In areas of dense infrastructure, such as in villages, not all lines are shown*

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Data Sources: Parcels with Ag Use: Extracted from parcel data, Seneca County 2020; Watermains: Digitized from maps provided by Seneca County date unknown; Sewer lines: Seneca County 2019; Municipal boundaries and roads: NYS GIS Program Office 2020; Surface water: USGS National Hydrography Dataset 2020; Hillshade: derived from USGS 10-m DEM 2019



Map prepared by Upstate GIS

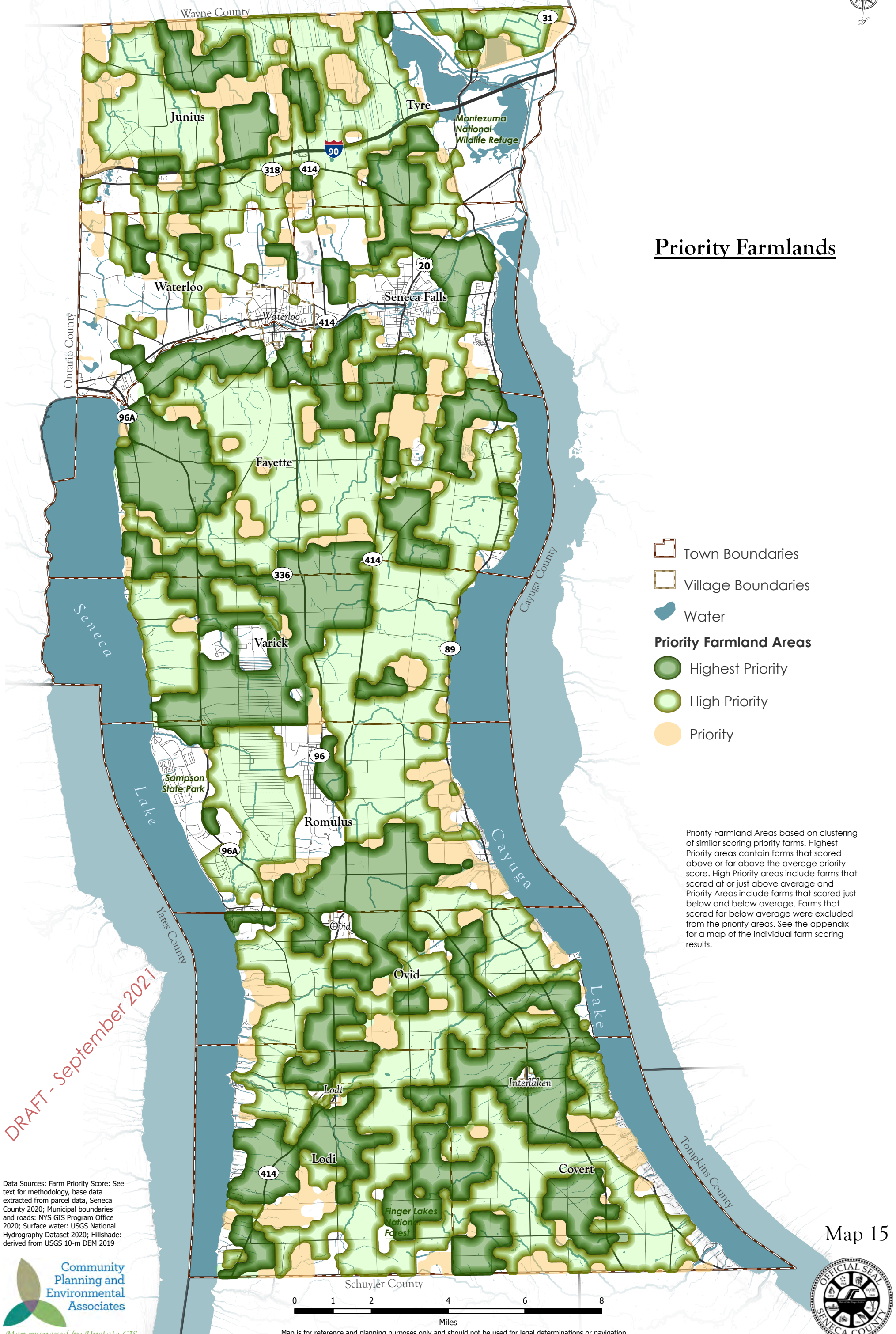
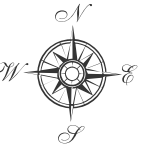


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Map 14



# Seneca County Agricultural and Farmland Enhancement Plan



## Priority Farmlands

- Town Boundaries
- Village Boundaries
- Water
- Priority Farmland Areas**
- Highest Priority
- High Priority
- Priority

Priority Farmland Areas based on clustering of similar scoring priority farms. Highest Priority areas contain farms that scored above or far above the average priority score. High Priority areas include farms that scored at or just above average and Priority Areas include farms that scored just below and below average. Farms that scored far below average were excluded from the priority areas. See the appendix for a map of the individual farm scoring results.

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Data Sources: Farm Priority Score: See text for methodology, base data extracted from parcel data, Seneca County 2020; Municipal boundaries and roads: NYS GIS Program Office 2020; Surface water: USGS National Hydrography Dataset 2020; Hillshade: derived from USGS 10-m DEM 2019

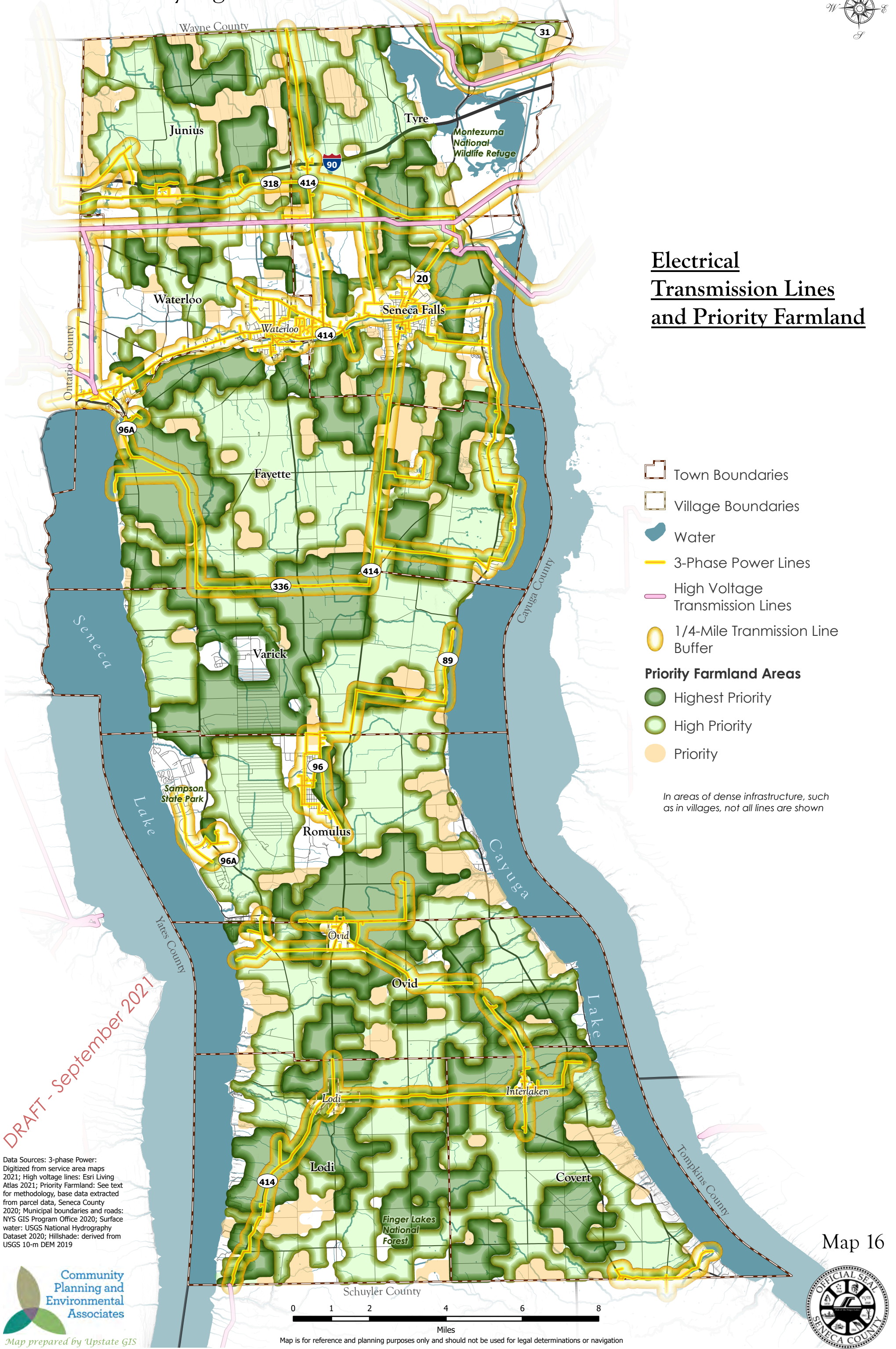
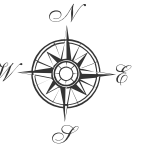


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# Seneca County Agricultural and Farmland Enhancement Plan



## Electrical Transmission Lines and Priority Farmland

- Town Boundaries
- Village Boundaries
- Water
- 3-Phase Power Lines
- High Voltage Transmission Lines
- 1/4-Mile Transmission Line Buffer
- Priority Farmland Areas**
  - Highest Priority
  - High Priority
  - Priority

*In areas of dense infrastructure, such as in villages, not all lines are shown*

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Data Sources: 3-phase Power: Digitized from service area maps 2021; High voltage lines: Esri Living Atlas 2021; Priority Farmland: See text for methodology, base data extracted from parcel data, Seneca County 2020; Municipal boundaries and roads: NYS GIS Program Office 2020; Surface water: USGS National Hydrography Dataset 2020; Hillshade: derived from USGS 10-m DEM 2019



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## Part II

# Issues and Trends Facing Agriculture

# Issues and Trends Affecting Agriculture

## Strengths, Weaknesses, Opportunities, and Threats (SWOT) Analysis

A Strength, Weakness, Opportunity, and Threat analysis is a useful way to organize and understand the large volume of information we know about agriculture, farmland, the agricultural economy, and farmer/landowner/public opinions in Seneca County. The following table summarizes all the information we have leaned into one of the SWOT categories (see Appendix G for details on public input). The goal for this exercise is to develop actions to maintain strengths, improve upon weaknesses, take advantage of opportunities, and minimize threats. SWOTS in Seneca County are:

**Table 4. Strengths, Weaknesses, Opportunities and Threats Facing Agriculture in Seneca County**

<b>Strengths</b>
<b>What is being done well, what are our strengths, and what unique resources do we have?</b>
<ul style="list-style-type: none"><li>○ Agritourism</li><li>○ Artisan agricultural culture (wine, cheese, other products)</li><li>○ Central location, with proximity to markets</li><li>○ Climate, and environmental characteristics conducive for farming</li><li>○ Direct sales through farmers markets, farm stands, CSA, etc.</li><li>○ Farm infrastructure exists (ag businesses and services)</li><li>○ Farms recognized for their role in preserving open space and in providing rural character</li><li>○ Farm-to-School programs in all school districts</li><li>○ Favorable grape-growing conditions</li><li>○ Land – prime farmlands and soils of statewide importance are abundant, large contiguous blocks of farmland, flat topography makes farming easier, and sloped land along the lakes conducive for vineyards</li><li>○ Reputation of the Finger Lakes brand for wineries and tourism</li><li>○ Seneca County farms are relatively profitable</li><li>○ Seneca County remains largely a supportive community for agriculture</li><li>○ Soybean production plant</li><li>○ Support services for farmers exists (CCE, SWCD, etc.)</li><li>○ Variety of farm types and sizes: small and large, single crop/diversified, traditional/niche, etc.</li></ul>
<b>Weaknesses</b>
<b>What can be Improved, and what are our weaknesses?</b>
<ul style="list-style-type: none"><li>○ Aging of farmers and lack of succession planning for farm transition</li><li>○ Agricultural (and other) runoff impacting lake water quality</li><li>○ Challenges related to ag assessments of farms and building code enforcement by County</li><li>○ Competition increasing among agritourism venues, especially wineries</li></ul>

- Competition is very strong for all available agricultural lands which makes it hard for new and beginning farmers to establish farm operations, or for existing operations to expand
- Competition for land with non-farm uses further constricts opportunities for new or expanded farm operations
- Development pressure due to popularity of lakefront property as well as solar development, mining, and expansion of infrastructure into farmed areas
- Difficulty attracting young and new farmers. Only 12% of the farmland is farmed by new or beginning farmers
- High cost of farming, especially due to high property taxes and land prices
- Labor challenges – lack of skilled labor
- Lack of awareness of agriculture among general public
- Lack of cold storage and processing facilities
- Lack of communication networks and connections among farmers, including interactions with the Amish and Mennonite community
- Lack of conserved farmlands leave much open to develop should conditions for agriculture change
- Lack of public water and sewer limits potential for new agri-businesses and farm opportunities. Lack of infrastructure in hamlets stymies development of lodging and restaurant facilities that could support agriculture and agritourism.
- Lack of shoulder season venues and events to expand the ag tourist season
- Limited marketing of agriculture and ag products in Seneca County
- Loss of small and medium sized farms
- Low profitability
- Nuisance complaints about farming
- Regulatory challenges, land use regulations that are not farm-friendly or don't adequately address agricultural needs, and other constraints placed on farms at local, State and Federal levels
- Seneca County is primarily a net exporter of ag products – most processing is done elsewhere
- Traffic on rural roads, especially during tourist season, makes it difficult and oftentimes dangerous for farmers to operate farm equipment on public roads

## **Opportunities**

### **What can we take advantage of, and how do we improve our weaknesses?**

- Additional processing facilities: centralized crush facility, cooperative dairy processing for small dairies, malting, commercial kitchen, co-packing and cross-docking, meat processing, cutting/packaging facility
- Buy local initiatives including program to link farms together for cross-sales, and to connect restaurants with producers.
- Capitalize on success of wineries by developing connections between wineries and local farms
- Centralized online food hub
- County-wide solar policy including solar planning to identify feasible locations for solar to balance with ag uses.

- Economic development programming oriented to agriculture and ag businesses
- Enhance ag-related events, especially in the shoulder season
- Enhance youth education about agriculture (FFA, 4-H, Farm to School) and start a mentoring program
- There are opportunities to increase veterans involved in agriculture
- Explore new crops – hops, hemp, raw milk, marijuana, cover crops, organic
- Farmland protections support and programs (use of easements and other opportunities)
- Forest management support and programs
- Grant writing to support implementation of ag-related programs, incentives, infrastructure, etc.
- Improve application of ag assessments and building codes so they are beneficial, not detrimental to agriculture and diversified agricultural uses.
- Marketing campaign to promote farms and farm products including use of an online ag product map
- Niche and small farm-oriented programs and support
- Plan county-wide for appropriate locations for public water and sewer that promotes growth in hamlets and villages to support ag tourism, but that does not increase development pressure on farmland, including limiting lateral expansions into critical farming areas
- Promote and develop more family-friendly ag-tourism opportunities
- Promote and educate about innovative farm methods such as automation, robotic milking, digital precision ag tools
- Promote farm-friendly regulatory tools including local right to farm laws, solar laws, zoning, planning that limits growth in critical farm areas, and training to support these.
- Promote smart growth principles.
- Proximity and connection to Cornell’s Climate Change resources through Seneca County Cornell Cooperative Extension.
- Regular roundtable forum to promote communication among farmers
- Tax incentives
- Water quality programs – consolidate all water information in one place to coordinate, develop runoff control plans, use more BMPs, promote regenerative cover cropping, initiate communication between farmers and others to discuss and solve water quality issues
- Work with local towns and town/County highway departments to address farm and non-farm traffic on public roads

## **Threats**

### **What threats may impact agriculture?**

- Climate change
- Loss of land base for farming, high costs of farming, and lack of transitional planning for new and young farmers
- Lake water quality

- Non-farmland uses and development competition/pressures (landfill, mining, solar development taking prime soils out of production, residential development, especially along road frontages)
- Inflation and supply chain problems resulting from continuing/post-pandemic issues resulting in high costs and loss of markets

## What Does This SWOT Tell Us?

The SWOT analysis identified topics critical to the future of agriculture: its positive features, challenges, opportunities, and broader threats to pay attention to. All the data, and information learned from maps and analysis was organized in the SWOT. The SWOT table helped the AEB create a long-term vision statement and a set of goals to work towards in the County, and identified strategies and actions that farmers, agencies, and others can take to enhance agriculture.

The SWOT analysis reveals major themes of importance and strategies and actions identified in the next section of this Plan (Part III) are organized around these themes. To meet Seneca County's vision and goals, the following need to be addressed in an on-going and coordinated way:

- Agricultural processing and distribution
- Marketing and promotion
- Land use and other regulations
- Education, technical assistance and ongoing support for farmers and producers
- Public awareness
- Farmland protection
- Environmental sustainability



## Part III

# Vision, Goals and Strategies

## Vision

Agriculture will continue to play a critical role in Seneca County as the predominant economic driver and land use contributing to Seneca's rural character and quality of life. Residents and communities will understand the importance of agriculture to Seneca County and support actions that enhance the profitability, resiliency and sustainability of our farms and vineyards.

In the future, Seneca County will have a vibrant mix of small, medium, and large farms that:

- Will be diverse, thriving and financially successful;
- Have access to farm supplies, equipment, technical expertise, training, and support services as well as expanded processing and distribution facilities;
- Have opportunities for value-added production;
- Effectively market their products to both residents and visitors;
- Increase direct sales to consumers through farm stands, farmers markets, and online;
- Provide year-round agritourism destinations and family-friendly farm attractions;
- Effectively collaborate within the farm community, wineries, restaurants, retail stores, and schools to increase product sales;
- Partner with the County and others to efficiently implement priority agricultural enhancement and farmland protection programs;
- Have access to skilled labor and a new generation of farmers; and
- Use agricultural practices that promote environmental sustainability, address climate change and water quality issues demonstrating that farmers are exemplary stewards of the land and water resources they control.



## Goals

1. Expand opportunities for agritourism and agriculture-related events.
2. Enhance the viability and diversity of agriculture, focusing on both niche and traditional farms, new crop opportunities, direct and wholesale sales, and value-added processing.
3. Increase processing and distribution capacity to add value to local agricultural products.
4. Increase markets for, and visibility of, local food and agricultural products.
5. Promote recognition, awareness, and support of the critical role that agriculture plays in the County with the non-farm community.
6. Expand funding opportunities for agencies and organizations that support agriculture allowing for the implementation of necessary farm and farmland enhancement strategies.
7. Expand economic and educational opportunities to engage skilled labor and new and young farmers in the County.
8. Protect farmland utilizing local, state, and national programs as applicable and become available.
9. Reduce adverse farm/non-farm interactions, including traffic related issues.
10. Promote environmental sustainability of farms, especially related to solar development, climate change and water quality.
11. Promote farm-friendly local regulations and smart growth initiatives.

## Recommended Strategies

Once the vision and goals were established for this Plan, the next step was to address “what needs to be done to meet those goals.” Organized around the six major themes, 43 strategies were formulated based on data analysis, public input, and committee discussion. Implementation of the strategies will be accomplished by executing specific actions attached to each strategy. Each strategy is presented with one or more action steps that can be taken to implement the strategy.

Twelve of the 43 strategies outlined in the Plan were identified by the AEB as priority actions and should be among the first implemented. The strategies are presented below with the priority actions identified for each topic.

**High Priority** strategies are identified with the icon



and are further discussed in this Plans' Implementation Plan section.

### A. AGRICULTURAL PROCESSING, DISTRIBUTION, and INFRASTRUCTURE



**Strategy A-1 Consider developing needed agricultural processing facilities including a cold storage facility with freezer/locker space (or shared use facility for cold storage, freezer, and flash freeze equipment) and additional meat processing facility.**

- A feasibility study should be conducted to determine the need for these facilities and provide recommendations on how they should be developed.
- Seneca County needs more USDA meat processing capacity. The feasibility study should also identify existing facilities and ascertain the operators' interest in expanding.
- Implement the [Cornell Cooperative Extension Livestock Program](#) Work Team's effort to develop a list of meat and poultry processors across the state that will be shared with producers and create an online directory (excluding Amish processors who do not want to be listed on a website).
- Work closely with [SUNY Cobleskill meat processing program](#) to attract students and graduates to Seneca County. To increase the number of skilled meat processing employees, work with SUNY Cobleskill and other institutions to explore feasibility of an apprenticeship program for meat processing. A model could be Penn State's Butcher Apprenticeship Program - a training program designed to develop and promote the skills necessary to become a trained meat processor.
- Other types of facilities that would be beneficial to have in Seneca County that should be evaluated include:
  - Centralized custom crush facility or cooperative winery (example of Carlton Winemakers Studio in Oregon)
  - Craft beverages cooperative (a new community ownership model that has become popular)
  - Cooperative dairy processing facility for small dairy farms

- Co-packing operation (like Nelson Farms in Madison County) specific to the Finger Lakes region
- Cutting and packaging facility that can transform fruits and vegetables into products that can be sold to schools (through Farm-to-School programs), restaurants, the Casino, and others.

**Strategy A-2 Establish a shared-use commercial kitchen for small-scale food processing.**

- There has been a renewed interest in food production in Seneca County and the Finger Lakes. Access to a commercial kitchen within Seneca County would be beneficial, expanding opportunities for value-added production here. (See box below for a list of potential value-added products.) A commercial kitchen could be established as part of an existing facility to minimize costs.
- [CCE of Monroe County](#) offers training to existing and prospective food entrepreneurs on small-scale food processing, and Seneca County CCE should continue to refer people to them.
- Promote [Grow-NY](#) with county farmers. Grow-NY is a business competition focusing on growing food, beverage, and agriculture innovations. Among the partners in Grow-NY, which aims to cultivate the development of food and ag startups, is the [NYS Center for Excellence for Food and Agriculture](#) at the Cornell Agriculture and Food Technology Park, an incubator space for small food and agricultural businesses. The Food Venture Center, located next to the park, assists entrepreneurs in starting new food production businesses, providing educational materials, workshops, and direct assistance. These are extremely valuable resources, but they serve clients throughout the state, and may be cost-prohibitive for some entrepreneurs.

---

**Examples of Value-Added Agricultural Products**

Baby food	Beer
Breads	Cheese
Cut flowers	Dried fruits
Dried herbs	Dog treats
Flavored vinegars	Hard cider
Jams and jellies	Jerky
Pickles	Potpourri
Ready-to-cook meals	Salsa
Salad mix	Soaps and lotions
Soups	Trail mix or granola
Yarn	Yogurt

---

**Strategy A-3 Create a centralized online market or online food hub for Seneca County (or Finger Lakes region) agricultural products.**

- This initiative would expand direct sales to consumers who do not live locally and enhance marketing and distribution of agricultural products. Consider what entity could operate an online market (e.g., a new or existing private business or cooperative) and outline the steps needed to get it started. CCE could provide technical assistance.

- Explore “Ship the Finger Lakes” concept. Build on local efforts (See box below).

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**An Example.** For example, FLX Goods, an online retailer based in Geneva that opened in 2020 sells a wide array of products from the Finger Lakes, not just food (flxgoods.com); and Autumn Harvest, a farm store in Romulus, sells local food products (e.g., cheese, honey, pancake mix) from other vendors as well as its own meats and meat “bundles” online and in person. Another model is the North Star Food Hub in Lewis County (which ships products locally) is operated by an existing food business under contract and with oversight by the CCE. CCE in Seneca County CCE should explore a similar initiative. A good article for reference: <https://smallfarms.cornell.edu/2019/07/selling-real-farm-products-in-a-virtual-marketplace>

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#### **Strategy A-4 Expand Farm to School (F2S) programs.**

- The purpose of the New York State Farm-to-School Program is to “connect schools with local farms and food producers to strengthen local agriculture, improve student health, and promote regional food systems awareness.” All four school districts in Seneca County have developed [farm-to-school programming](#), but there is limited knowledge among farmers about the program. CCE is very involved with the F2S program and has had funding, and will continue to seek additional funding to continue coordinating this program. The F2S avenue of sales can be quite different than what farms, especially small farms, are used to. To be more successful, there must be more information about the quantity needed of each product and where the farmer would have to be pricewise so the farmer can make a decision about the benefits of participating.
- The program has been effective in linking schools with local farms for special events and NY meal days: however, there are challenges that remain in keeping schools consistently connected and using the local food system on a regular basis. Whether it is because it is easier to place large orders with their usual suppliers, to stretch food dollars by using large suppliers or sticking with commodity items, because of the difficulty of contacting individual farms and securing deliveries to the schools, or the issue of seasonality for fresh products, the F2S program can be challenging to navigate.
- Promote F2S to farmers through flyers, emails, and press releases. Conduct informational sessions for farmers on school order quantities, the bidding process, micro purchasing, and certification requirements.
- Set up “Meet Your Local Farmers” sessions between interested farmers and school food service directors.
- Competing with the usual large suppliers’ prices may not be possible especially if a school isn't willing to pay a certain percentage more for a specific local product. One option to overcome this would be to introduce schools to local food hubs like Headwater that pool products from small farms to supply schools. Develop strategies for schools to purchase more local fresh products from farmers, food hubs, the Seneca Produce Auction, etc.
- Work with local farmers and schools on planning ahead through planting plans, cutting, and packaging (see A-1), and guaranteed purchase agreements.

### **Strategy A-5 Promote broadband infrastructure.**

- Agricultural businesses and farms rely on this technology. While broadband services are currently being expanded in the County, continued work is needed to ensure that broadband is available to support agriculture in the future. A Seneca County broadband expansion plan should be developed to ensure all farms have access to this critical infrastructure.

### **Strategy A-6 Enhance the safe movement of agricultural equipment on public roads.**

- Increased traffic on small, rural public roads in the County has led to an increase in conflicts between vehicular traffic and farm equipment. At the same time that traffic has increased in many places throughout the County, many farms have also acquired larger equipment, and land far from their base that require longer periods of travel on public roads. The issue is compounded during the tourist season where many drivers not familiar with rural roads or sharing the road with slow farm vehicles are on public roads. This is a nation-wide issue and there are increasing numbers of rural road accidents. Recent national data suggests that while farm equipment makes up a tiny fraction of traffic, the percentage of fatal motor vehicle incidents involving farm equipment is high. In Seneca County, narrow roads, large equipment, fast vehicle speed, and drivers unfamiliar with those road conditions contribute to a problem that concerns many area farmers. With the increasing number of horse-drawn buggies and implements on public roads operated by Amish or Mennonite farmers, the issue is further compounded.

The County should promote communication and programming between farmers and town/County highway departments to address this issue. Some solutions that can be explored include:

- Use of lighting and markings or agricultural equipment on public roads, including Slow Moving Vehicle (SMV) and Speed Indicator Symbol (SIS) emblems and culturally acceptable lighting for horse-drawn farm equipment.
- Safety education and awareness programs for both the public and farmers.
- Encourage road maintenance practices that allow for shoulders, pull offs, or other mechanisms that allow farm vehicles to safely pull over to let non-farm vehicles pass. Evaluate locations that may need road widening or use of grass laneways along the road so farm vehicles can stay off public roads as much as possible. Address drainage issues in a manner so that they are not so deep to prevent farm vehicles from traveling in them if necessary.
- Stricter enforcement of speed and other traffic rules for non-farm vehicles.
- Support additional lighting and turn signal equipment to be placed on tractors and implements. For example, an extendable bumper similar to what school buses have may be useful.
- Develop and place a brochure about “Driving in Farm Country” to be placed at wineries, Air BnB’s, hotels/motels, via the Chamber of Commerce and other locations where tourists and visitors would be to widely distribute information that will increase awareness of the issue. These materials should also be placed online on Winery and other tourist destination sites to remind their visitors of this issue.

## B. MARKETING AND PROMOTION



### Strategy B-1 Continue to build connections between farms and wineries, and farms and restaurants, to improve marketing of local agricultural products.

- Efforts to accomplish this are already underway and should be nurtured and expanded. The wine trails have events; some wineries have restaurants on-site that promote and utilize local farm products; the County Fair has a “Celebrate Seneca County Agriculture” night with wine and food pairings; the [Seneca County Chamber](#) used to hold a “Cork & Fork” event that was very popular but stopped due to the time commitment to make it work but this could be reinstated.
- Coordinate organizations to be involved including the Seneca County CCE, Farm Bureau, SWCD, Chamber of Commerce, and the [Cayuga and Seneca Wine Trails](#).
- Encourage the farm community to become members of the Chamber of Commerce. Increased farm business membership in the Chamber will help expand their agricultural-related programming.
- Consider an annual event involving multiple wineries that pairs wines with local farm and food products; each winery could feature something different.
- Create a Farm-to-Chef initiative: Identify effective ways to enhance and facilitate connections between farmers and chefs. A Farm-to-Chef program would require some training for farmers about meeting year-round demand, introducing the specialty products chefs are looking for, and facilitating relationships with restaurants, and food safety (See box below).

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**An Example.** See “The Effectiveness of Farm-to-Chef Marketing of Local Foods: An Empirical Assessment from Columbia County, NY,” which evaluates Columbia County’s F2C program as a model.<sup>1</sup> See also the example of Columbia County Bountly, whose mission includes promoting and supporting “networking connections between local agricultural producers and culinary businesses”; activities include a searchable online database of participating farmers and restaurants and an annual Taste of Columbia County banquet.

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### Strategy B-2 Develop more agriculture-related events to increase farm produce sales and ag-awareness.

- Having more agriculture-related events and opportunities to promote four-season tourism, especially between January and May, was identified as an action that could promote more agri-tourism.
- Although meat producers are hosting an event at the Empire Farm Days location south of Seneca Falls, none of the buildings there are winterized, and that is a limitation. Evaluate the possibility of developing an indoor venue at new or existing facilities to hold events during the winter months or shoulder seasons.

- Encourage the Chamber of Commerce to bring back its “Finger Lakes Cork & Fork” event.
- Include an educational component for the public / nonfarm community during these events.
- See also B-1: an annual event that would pair wineries with local farm and food products.



### **Strategy B-3 Create an online map and guide of local farms offering direct sales, wineries, and agritourism opportunities**

- In 2010, Seneca County CCE developed “Experience the Farms of Seneca County,” a brochure (funded by NYS Ag and Markets) that identified the locations and contact information for various types of farms, farmers markets, wineries, etc. This was only on paper but now should be updated and made available online with a downloadable and printable PDF.
- The map should also be available on County tourism sites and should have the ability to be used for wayfinding on smart phones.
- The map effort could be further enhanced and complemented by an online guide to local foods and beverages.
- Work with the [Seneca County Chamber of Commerce](#) to fund and/or coordinate the development of the map and guide.

### **Strategy B-4 Develop an Agritourism Strategic Plan for Seneca County.**

- Wineries, wine trails, and scenery are among the strengths of agriculture in Seneca County, according to survey results – so start there and build on it. The objective is to expand and enhance agritourism opportunities beyond the wineries to attract new and repeat customers.
- An Agritourism Plan would inventory<sup>4</sup> and evaluate current agritourism activities and events, identify gaps (e.g., family activities related to farming, more cheesemakers), discuss promotional opportunities, and outline new initiatives, events, and festival recommendations: It should answer the question “What is needed to take agritourism to the next level?”
- Include consideration of branding for Seneca County (in one of the focus groups, it was mentioned that Seneca County is “gritty, authentic, down to earth, friendly, refreshingly real - all assets that need to be marketed”)
- Involve the Seneca County Chamber of Commerce (tourism promotion agency), other tourism organizations, farmers, and wineries as well as tourism-related businesses (e.g., lodging, restaurants) and local officials.
- Develop farm/tourism vacation packages.

### **Strategy B-5 Offer hospitality training for workers at wineries and tourism businesses, emphasizing increased knowledge about agricultural opportunities in the area and the value of quality customer service.**

- Work with the Seneca County Chamber of Commerce to develop a familiarization (“fam”) tour of local agriculture for frontline workers who regularly interact with the public.
- Develop an “Ag Ambassador” program to provide people with knowledge about agricultural activity taking place in the County, allowing them to direct visitors to farms open to the public, restaurants featuring local foods, etc.

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<sup>4</sup> The owner of Gridley Inn, a B&B in Waterloo has a degree in agritourism and has begun work with SC CCE to develop an inventory of agritourism attractions and assets that could be used for this effort.

- [Finger Lakes Community College](#) has a suite of hospitality programs, as well as programs in the culinary arts and viticulture and wine technology with opportunities to earn a certificate or associate's degree.
- Customer service training is also available online through [Finger Lakes Works](#) (the local workforce investment board).
- [New York Kitchen](#), a non-profit organization, offers frontline training including TIPS, a one-day training program designed for servers at restaurants, bars, and wineries to learn about the responsible service, sale, and consumption of alcohol and enhance their customer service skills.

## C. LOCAL REGULATIONS AND SMART GROWTH



### Strategy C-1 Establish a Seneca County policy on large-scale commercial solar development and agriculture.

- Adopt a county-wide policy about large-scale commercial solar development in relation to farming in the County to help ensure that such facilities are appropriately located and do not adversely impact prime and important farmlands. The policy should:
  1. Define and refer to Important Local Farmland to Protect.
  2. Promote Different Approval Processes for Different Scales: Small vs. Large.
  3. Recognize Renewable Energy for On-Farm Use is Important.
  4. Prioritize Siting on Unproductive Land and Previously Disturbed Areas.
  5. Require siting that protects farmland.
  6. Encourage Dual Use/Collocation of PV solar with Active Farming
- Promote incorporation of the [NYS Department of Agriculture and Markets Solar Siting Guidance](#) for farms in County policy and local town laws. Other organizations such as the American Farmland Trust also have up-to-date solar siting guidelines that could be useful.
- The County can also provide model solar regulations to help towns in their local planning. Promotion of adoption of local laws for large-scale commercial solar facilities is important as technically, the [NYS Office Renewable Energy Siting Office](#) must review and consider local laws in place.
- Encourage inclusion of the use of agro-voltaics in local solar laws (solar facilities that allow or require agriculture as a secondary use). Offer models, definitions, pictures, etc. as these could be very helpful in meshing ag and solar, especially related to use of pollinator friendly seeding (bees), and possibly sheep grazing.
- Hold a solar information summit to inform towns of the County policy as well as planning options for solar that can mitigate adverse impacts on farms.
- Enhance understanding of best practices for solar electric generating facility leases on farmland.



### Strategy C-2 Address development pressure on farms through infrastructure planning.

- Ensure that all water and sewer expansions, including those supported by the [USDA Rural Development Grants](#), are reviewed by the Seneca County Agricultural Enhancement Board for impact on agricultural districts and farm activities. The County should coordinate applications and



establish policy that ensures that the Board receives these applications at the same time as other agencies to allow adequate time for review.

- Establish and promote policies that strategically focus sewer and water expansions for residences, businesses, and agricultural processing so that new infrastructure does not act as a catalyst for growth and development that would infringe on the viability of agricultural lands. At the same time, infrastructure projects, especially water, may be important to support agriculture, so infrastructure planning must be balanced to support agricultural uses and at the same time, limit growth inducing aspects.
- When infrastructure is planned, consider restricting lateral expansions of water and sewer lines to limit growth inducing aspects (See box below).

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**Notice of Intent:** In order to fulfill the statutory duty to minimize or avoid adverse impacts within an agricultural district, municipalities offer to adopt lateral restrictions which restrict hookups for non-farm structures to new and existing water and sewer lines that extend through an agricultural district. The Department has developed suggested language that municipalities may employ in the adoption of lateral restrictions. Additionally, the Department has created a sample application that can be used if the municipality includes the option for landowners to apply for hardship relief from lateral restrictions.

<https://agriculture.ny.gov/land-and-water/notice-intent-requirement>

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### **Strategy C-3 Address development pressure on farms through land use planning.**

- Use the zoning audit included in this Plan to promote farm-friendly zoning techniques in towns (see box below for a summary of these farm-friendly methods). Promote land use regulations that benefit farming and open space. This could include zoning and subdivision regulations.
- The County could assist by offering training and model regulations to help towns learn about farm-friendly land use techniques and information material to show the benefits of agriculture in the community. See Appendix F for various tools and models including a Right-to-Farm law, agricultural disclosure notice and statement, and modified site plan review language.
- Provide other data from the Ag Census, US Census, and other sources to provide municipalities with a snapshot of the quantity (acres, farms, parcels, volume) of agricultural activities taking place in the community.
- Promote land use policies that limit development on prime soils. Land use plans and regulations should prioritize agricultural uses in areas where priority farmlands identified in this Plan are located and should remove regulatory barriers for farming activities and farm diversification.
- Provide maps of prime farmland soils, soils of statewide importance, and agricultural districts to municipalities when they are writing or updating a plan.
- Use the priority farmland map from this Plan to assist towns with local level planning and zoning (see Map 15).
- Develop and provide municipalities with sample goals related to promoting and strengthening agriculture that they could consider, a toolbox of land use options and strategies that towns could

consider including in their local plan, and a set of agriculturally related definitions that could be used in local laws.

- Integrate this Plan into County comprehensive planning efforts.
- Consider developing a County-wide or town-by-town build- out analysis as a tool to show future potential development potential. This analysis predicts where and how much development could take place under current conditions (no zoning or existing zoning) as well as project that potential under different zoning scenarios.
- Encourage towns to adopt and use techniques that promote maintenance of farmland while balancing development needs. These include use of conservation subdivision design, average lot sizes, lower densities, and agricultural overlay districts (oriented around critical farmlands) as important techniques (See box below for more information on these techniques).
- Establish recommendations on what levels of new residential density can be consistent with farming in Seneca County.
- Encourage adoption of right-to-farm laws at both the town and County levels. Include in such laws an option for local dispute resolution and consider the Agricultural Enhancement Board as the entity to serve in that role for the County.
- At the Town level, right-to-farm laws also include dispute resolution options. Evaluate the legality and feasibility of establishing the County Agricultural Enhancement Board to serve as the dispute resolution board for those towns that are not able to or do not desire to form a separate dispute resolution entity at the town-level.

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### Some Useful Farm Friendly Agricultural Planning Tools

**Conservation Subdivision:** Local zoning and subdivision laws can include an option or requirement that new subdivisions be designed with this technique. While similar to a clustered subdivision, a conservation subdivision is designed with a process that prioritizes the identification of key resources such as active farmland first. Contrary to conventional subdivisions which site new houses and roads first, a conservation subdivision results in a layout that preserves the most important features of the parcel and permanent open space. A conservation subdivision results in strategically located houses which may or may not be clustered together. This technique can be used with a major subdivision and if designed well, can result in permanently preserved open space able to be used for agriculture. In using this technique, communities should carefully design their conservation subdivision regulations oriented towards agriculture to avoid problems such as creating farmland too proximate to new houses, too small for some agricultural practices, or not large enough to contain farmland and necessary support buildings such as a farmstead, barns, etc. To avoid these potential issues, a conservation subdivision regulation can be developed to a) specifically allow for agricultural uses on the preserved land, b) to site houses in a manner so that the preserved farmland is contiguous and with easy access to adjacent farmland to the maximum extent, and c) to allow for farm buildings such as barns and sheds on the preserved portion of the parcel.

**Buffers:** Buffers reduce conflicts between new residents and nearby farm operations. Buffers can be as variable in size or width and are kept undeveloped to screen out the sights, sound and smells from a nearby farm operation. In areas where vegetation does not exist, buffers could require tree or shrub plantings to further reduce the movement of dust or sounds. Buffers are required as part of new residential subdivisions and never from the existing farm. Buffers are part of but not a complete solution to minimizing conflicts between farms and non-farms.

**Agricultural Overlay District or Agricultural Zones:** A zoning district or overlay district designed intended to support farms and farm businesses and preserve farmland. These districts may have a very low minimum lot size or density, limit the number of residential or non-farm uses, require prime farmlands to be preserved, or allow non-farm uses only with a special use permit.

**Use of Dwelling Per Acre and Average Lot Size instead of Minimum Lot Size:** Many communities establish a minimum lot size to regulate density. But changing requirement of a minimum lot size to a system that allows for averaging lot sizes and use of a density measurement can offer farmers flexibility and many opportunities to split off a few lots in a manner that allows for maintenance of the most farmland. Use of a true density measurement (dwellings per acre) instead of minimum lot size usually goes along with allowing average lot size. This method separates lot size from density – which are two different land use tools. Some communities combine density and average lot size with a maximum lot size to ensure residential development results in viable farmland and doesn't result in 'large estate lots'.

**Incentive Zoning:** Municipalities may offer an incentive to a land developer in return for some desired amenity. In the case of farmland, a community could offer a residential density bonus in return for a percentage of the parcel being permanently protected and available for farm use. Density bonuses and other incentives are regulated in New York through Town Law 261-b.

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## Recommendations on Zoning Strategies to Improve Local Planning for Agriculture

- a. Promote development of new or updated comprehensive plans.
  - b. Plans should include basic data on the number and types of farms in the municipality, where they are operated, and acreage in farmland.
  - c. Maps should include soils, location of agricultural districts, farmed parcels, and parcels that receive an agricultural assessment, viewsheds, natural resources, locations of water and sewer infrastructure, and locations where non-farm development has taken place.
  - d. Some communities find it helpful to also map locations of farmers markets, farm stands, and agri-tourism operations.
  - e. Assuming agriculture remains an important land use, local plans should offer strategies and actions the Town could take to ensure agriculture remains sustainable.
  - f. After comprehensive plans are updated or developed, encourage Towns to work diligently to translate the plan's direction into land use policies and regulations so that plans and laws are consistent.
  - g. Use the matrix (Appendix B) that points out areas that could be improved in each town.
  - h. Farm-friendliness overall could be improved by including maps of prime farmland soils, soils of statewide importance, and agricultural districts in both comprehensive plans and in local zoning for information; updating land use regulation purpose statements to enhance the role agriculture plays; developing a full set of agriculturally related definitions to address modern agriculture's needs; and allowing for use of a modified site plan review process to be used when the municipality feels it critical to review certain farm operations such as livestock operations that may be located near streams, wetlands or dense areas instead of using a special use or conditional use permit process.
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### **Strategy C-4 Enhance knowledge about the importance of agriculture during local zoning and land use project review processes to minimize adverse impacts of development on farms.**

- Encourage all towns in the County to appoint a farmer to their planning board as per NYS Town Law 271 (11) so that the farming community is represented in the planning process.
- Work with all communities to ensure that Planning Boards and Zoning Boards of Appeals know about and use the Agricultural Data Statement and the Agricultural Disclosure Notice as one way to evaluate the new development impact on farms. Provide for training and information on how to use these NYS AML 25-aa requirements.
- Develop a model set of questions that Planning Boards can use during project reviews to help them further evaluate impacts of subdivision and new development on farms.
- Facilitate and provide training on agriculture-related topics to local boards (as part of their required four-hour training) to help them understand NYS Ag and Markets rules, and how to evaluate projects in relation to agriculture. Integrate the NYS Part 617 (SEQR) question related to impacts on agriculture into this training.

### **Strategy C-5 Enhance code enforcement and farmer interactions.**

- One of the recommendations in the [Seneca County Economic Development Strategy](#) (2019) is to “Promote uniform high levels of customer service and business friendliness among officials responsible for reviewing development applications in the County,” not by relaxing building and development standards, but by making sure that standards “reasonably reflect important community goals” and that applicants “have a clear and consistent path through which they can meet those standards.” Continue efforts to make the development process more customer friendly. County staff should be straightforward about what the steps are and should assist property owners in understanding and guiding them through these steps.
- Encourage upfront meetings of department officials for large, complex projects to coordinate review (often called gateway meetings).
- Educate farmers about building code requirements.
- Improve coordination between County code enforcement and municipal zoning officers.
- Expand the County’s ability to receive large plans and plats electronically.

### **Strategy C-6 Enhance ongoing education for both tax assessors and farmers regarding the New York State Agricultural Assessment program.**

- Work with the NYS Department of Agriculture and Markets and other state agencies to enhance training. This is an important issue related to fairness in taxes and the ability of farmers to continue to diversify their operations. Assessments should concentrate on the real estate, and not the business that may be on that real estate. There is need to provide training for assessors and landowners in the County about Agricultural Assessments, with particular attention to who or what qualifies, and how multiple businesses on farms are treated. There is a perception that each assessor evaluates the criteria for Agricultural Assessments a little differently. Assessments can be especially challenging when there is a business on the farm, such as a winery, in addition to the agricultural production. Training and information to both farmers and assessors will help address perceived assessment issues.

- SWCD should continue to educate landowners to explain the criteria for Agricultural Assessments.

### **Strategy C-7 Provide information and assistance to help farmers address State and federal regulations.**

- Multiple agencies including CCE, SWCD, and [NRCS](#) all have information on different rules and programs. There is a need for better communication and more cross-training so that staff understand the wide array of programs available to assist farmers and the agencies that administer them.
- Use this plan's resource guide as a starting place to so farmers know what assistance is available from which agencies. This information should be posted online, however, so that everyone can access it. Coordination and cross-knowledge of programs will benefit farmers.

### **Strategy C-8 Encourage towns and villages in Seneca County to develop and implement Local Waterfront Revitalization Plans (LWRPs).**

- A component of the [New York State Local Waterfront Revitalization Program](#) is a watershed management plan designed to protect and restore specific waterbodies and watersheds. It does so by identifying and prioritizing land uses and capital projects that serve to reduce point and nonpoint source pollution and to protect or restore water quality, tributary corridors, and aquatic habitats. Thus, LWRPs could be useful plans to address many needs including economic development, water quality, and maintenance of agriculture along waterfront areas.
- The NYS LWRP program also includes funding to implement programs identified in an LWRP plan or strategy.
- LWRP planning can also be important to identify and implement mitigation measures to address physical climate risks because they include an assessment of potential impacts to agriculture.

### **Strategy C-9 Promote watershed planning and implementation of watershed plans.**

- Towns should use and implement the existing watershed plans developed by Seneca and Cayuga Lake watershed and water quality organizations. Both lakes have active watershed-related organizations that have developed plans to address water quality-lake issues that already offer solutions.
- Assist the Water Quality Coordinating Committee to enhance coordination among counties and municipalities to implement existing water quality-related plans and improvements. Enhance communication among the counties and municipalities to understand these plans, and the overall water quality needs. Training and educational programs will help all involved agencies to understand water quality issues and solutions.
- Work to include proposed stormwater standards (TMDL and 9-E) for better implementation of water quality improvements (See box below).
- Promote adoption of watershed standards that are tailored to Seneca and Cayuga Lakes.

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### **More About Stormwater.**

TMDL, or the Total Maximum Daily Load, identifies the total pollutant loading that a waterbody can receive and still meet water quality standards, and specifies a pollutant allocation to specific sources of pollution. For more, see Cayuga Lake TMDL

<https://www.dec.ny.gov/lands/95403.html>

9-E stands for Nine Element Plan – a quantitative watershed-based management plan similar to the EPA’s Total Maximum Daily Load plan but non-regulatory and geared more specifically towards addressing non-point source pollution. This multi-year project will identify the type, scale, cost, and location of the water quality improvement projects needed to protect Seneca and Keuka lakes from excessive levels of nutrient pollution through a rigorous scientific process. See more at

Seneca Lake Intermunicipal Organization

<https://senecawatershedio.wordpress.com/9e/>

HAB stands for Harmful Algal Bloom Action Plan. It has been developed for Cayuga Lake as one of 12 waterbodies in New York vulnerable to algal blooms, and where the lake is critical to drinking water and vital to tourism. The plan identifies factors that fuel HABs and recommend actions that can be taken to reduce the sources of pollution that spark such blooms. See the Cayuga Lake HABs Action Plan at

<https://www.dec.ny.gov/chemical/113733.html>

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## D. SUPPORT FOR FARMERS/PRODUCERS



### Strategy D-1 Attract new and young farmers and support efforts to develop the next generation of farmers in Seneca County.

- Create an incubator farm program for new, young, and veteran farmers. In recognition that land prices are a constraint for beginning farmers in Seneca County, an incubator farm program can be an excellent way to help start-ups.
- Use the [NY Farmland Finder](#) as a potential resource to link farmers and farmland and promote this to County landowners to assist them in finding people interested in farming.
- Team with Cornell to institute a farm-based training program. This could be split out by topic such as certified organic, diversified vegetable farm; provide aspiring farmers with the skills and training needed to manage farming business.
- Work with BOCES or other area universities/colleges to offer a “One Year Learn to Farm” program. See model at [Beginning Farmers.org](#).
- Reach out to the [National Young Farmers Coalition](#) in Hudson, or the nearest chapter, the Central NY Young Farmers Coalition, to seek new ways to involve and help young farmers establish farms in Seneca County.
- Involve school administrators, teachers, and guidance counselors in understanding agriculture and agricultural career opportunities so that they can encourage interested students towards farm-related education or work. Consider developing a familiarization tour of local agriculture with presentations from farmers so that educators learn more about the technology and skills used in agriculture today.
- Continue the [Annie’s Project](#) program to empower more women in agriculture. Support provision of and access to this program to women in Seneca County.

#### New, Beginning and Veteran Farmers

The County recognizes that it is very difficult for new, young, and beginning farmers to establish farm businesses in the County.

Competition for land among existing farmers is strong, and expenses high for those just starting off. At the same time, an aging farm population, and a keen awareness that education is needed to grow a new generation of farmers is important. Veterans are supported state-wide with a number of programs oriented to enhance veteran participation in farming. Seneca County already has about 6.5% of its farm operators as veterans or currently in the military service.

Education, mentoring, and attracting new, beginning, and veteran farmers is an important goal that strategies D-1 and D-2 and others in this topic area especially address.



### Strategy D-2 Support and expand agricultural education in local school districts and with local youth.

- Start with age-appropriate programs for kids in elementary and middle schools, introducing them to basic facts about food and agriculture. CCE presently is doing this through its Farm to School programming and hopes to increase it through an Agriculture in the Classroom grant. For example, the [Genesee County Farm Bureau](#) coordinates an annual event called Kinderfarmin’ that gives kindergarten students the opportunity to see a working dairy farm.



- Work with school districts to introduce high school students to career opportunities in agriculture.
- Support and increase participation in Future Farmers of America programs.
- Offer internship and mentoring opportunities on Seneca County farms.
- Promote an agricultural track via [Tompkins-Seneca-Tioga BOCES](#), which has career and technical education programs in Animal Science and Heavy Equipment (which includes farm machinery). A bill signed into law in 2020 authorizes BOCES throughout the State to establish agriculture apprentice programs designed to encourage young people to consider careers in agriculture.
- Assist Farm Bureau and CCE in their efforts to promote agricultural educational efforts.

### **Strategy D-3 Continue to advocate for access to farm labor.**

- Encourage members of Congress to address farm labor issues that impact Seneca County farms. Farms need and this Plan recognizes that seasonal migrant labor is critical for farm operations.
- Develop stronger connections with SUNY Morrisville, SUNY Cobleskill, and Cornell agricultural programs to find ways to encourage students trained in agricultural fields to come to Seneca County.
- Continue to strongly support 4-H, FFA, and BOCES programs that train and involve youth in farming activities and careers.
- Encourage farmers to be proactive in programs that promote farming as a viable career.

### **Strategy D-4 Improve farmers' awareness of Agricultural Districts, Agricultural Assessments, and the difference between them.**

- Offer training to farmers about NYS Agricultural Districts and the NYS Agricultural Assessments program. The Agricultural District review process undertaken by the County provides an opportunity to disseminate information to farmland owners.

### **Strategy D-5 Re-evaluate the focus of the current agricultural economic development position at Cornell Cooperative Extension.**

- Through Cornell Cooperative Extension, the County has an advantage in already having a position oriented to agricultural economic development. To fully take advantage of this position, the person in this role would need to assist farmers and farmland owners in accessing the resources they need to enhance their businesses. These include tools, services, funding, technical support, and programs. As mentioned in other strategies in this Plan, coordination of programs and assistance in helping farmers and farmland owners navigate the myriad of programs, funding, opportunities, and rules that may be of benefit to them is critical. A navigator dedicated to taking on this role would benefit agriculture in Seneca County. Re-evaluating the current position at CCE to focus on a) implementing this Plan, and b) enhancing the agricultural economy and ag-related businesses is recommended. Staff involved with ag economic development should have a clear understanding of relevant programs and opportunities and should be able to interact with farmers. Such programs should also have strong coordination with the Regional Ag Teams through [Cornell Cooperative Extension](#). Should CCE re-focus that position in this manner, it would require funding of another agricultural extension position to continue the other work the current position includes such as coordinating farmers with the CCE regional agricultural teams.

- As an option to a County-level Agricultural Navigator, consider working on a broader scale to create and support a *regional* Agricultural Navigator position shared by and paid for by three or four adjacent counties.

**Strategy D-6 Improve the availability of (and/or access to) business planning assistance, mentoring, and technical information for farmers.**

- Another avenue to provide additional support to promote farms and agri-businesses would be to establish an agricultural development corporation. Such a corporation would support or serve as an agricultural navigator offering services to enhance farm businesses. An excellent model is the [Hudson Valley Agricultural Development Corporation](#).<sup>5</sup>
- Enhance the ability of the [Seneca County IDA](#) to expand and offer more support to farmers and agricultural businesses.
- Improve the ability of SWCD and CCE to enhance their ability to provide more technical assistance. Continue support for the Regional Ag Teams.
- Work with [SCORE](#), Cornell, and the Food Venture Center as important sources of technical assistance. The NYS Food Venture Center at the Agricultural Experiment Station in Geneva is especially important as they also assist entrepreneurs in starting new food production businesses.
- Work to have SCORE come to the County more often.
- Promote the services of the Small Business Development Center to farmers and agri-businesses.

**Strategy D-7 Develop educational programming on butchering to enhance opportunities for new and existing meat processing.**

- Implement the suggestion made at the Central Finger Lakes Beef Industry Summit in January 2020 - “Butchering programming could inspire new small-scale processors. Capitalize on the farm to table movement and see if people are interested in learning about butchery to inspire them to open their own businesses.”
- Consider tying this initiative to the provision of internships or employment at existing meat processing facilities

**Strategy D-8 Develop educational workshops on business funding opportunities to aid in farm business growth and diversification.**

- Also suggested at the Central Finger Lakes Beef Industry Summit in January 2020: Educational workshops to help existing or prospective farmers learn about funding opportunities would help support farm business growth and farm diversification.
- Educational programs could be jointly presented by CCE, the Seneca County IDA, as well as State and federal agencies that offer funding.

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<sup>5</sup> See <https://www.hvadc.org/>.

### **Strategy D-9 Attract artisanal entrepreneurs and people interested in starting food-related businesses.**

- Connect existing and prospective entrepreneurs with opportunities and resources available through the NYS Center for Excellence in Food and Agriculture and the Cornell Food Venture Center.
- Develop an incubator program related to small-scale food processing with an emphasis on connecting new farmers, veteran farmers, and entrepreneurs to existing resources and opportunities.
- Promote the establishment of new agricultural processing and distribution facilities (as described in A-1), which could incorporate incubator space.

### **Strategy D-10 Promote opportunities for niche agricultural production.**

- Provide support and technical training for niche and alternative crop farms (e.g., hops, hemp, grass-fed beef).
- Continue to refer farmers interested in niche and alternative crops to the [Cornell Small Farms Program](#) for business planning assistance.

### **Strategy D-11 Support Farm Bureau efforts to promote cooperation, collaboration, and communications within the farm community.**

- Wineries currently work together and support one another, but other types of producers tend to be more self-reliant. A mechanism is needed to bring farmers together and provide opportunities for sharing information. Farm Bureau, in coordination with other ag-related organizations and agencies, the Seneca County Farm Bureau should host events, programs, or communication methods designed to bring farmers together to cooperate and collaborate.

### **Strategy D-12 Encourage farmers to participate in New York State agricultural branding programs, including Taste of NY and Pride of NY.**

- Assist farmers in learning about and participating in branding programs. These programs can be complex, and farmers need assistance. There is an educational process needed to help farmers get involved. For example, Broome County CCE has a program to assist with requirements and paperwork for [Taste NY](#). Currently Seneca County CCE refers people to them, but additional efforts to promote these existing branding programs would be beneficial.

### **Strategy D-13 Promote programs to increase farming opportunities for veterans.**

- Reach out to veterans who may wish to become involved in agriculture. Work with the New York [Farmer Veteran Coalition](#) to increase involvement of veterans in agriculture in Seneca County. The coalition offers “Armed to Farm: Sustainable Agriculture Training” and focuses on cultivating a new generation of farms. Use of New York State’s “Resources for New Farmers Guide” can also help to identify resources for new, veteran farmers including training, apprenticeships, and jobs. Cornell’s Northeast Beginning Farmers Project and Small Farms Program should be promoted as well.
- Promote Homegrown by Heroes, a label and branding program of the New York Farmer Veterans Coalition, in the County (see [www.heroicfood.org](http://www.heroicfood.org)). Local experts from the Cornell Small Farms Program, the Farmer Veteran Coalition, and the [Hawthorne Valley Learning Center](#) helped develop a curriculum with veterans in mind. Each is matched with an experienced farmer who provides a paid

internship and on-site housing. For those interested in a shorter time commitment, Heroic Food organizes workshops on the 10 farms they partner with. Topics are diverse and include welding, cheese-making, beekeeping, high-tunnel building, and composting. Heroic Foods’ “Farm Squads” consist of intensive three-day workshops full of hard work and knowledge-sharing. The farmers receive help from strong, motivated workers and have a chance to give back.

#### **Strategy D-14 Continue to offer educational opportunities about and encourage farmers to conduct transition and estate planning.**

- Connect farmers to resources such as [NY FarmNet](#), which offers succession planning guidance for farmers looking to retire or transition. NY FarmNet can also facilitate meetings between farmland owners and beginning farmers when mutual interest in collaboration or sale/lease is identified.
- Make farmers aware of [NY Farmland Finder](#), which links farmland owners with farmers looking to lease or purchase property.
- Continue offering succession and transition planning jointly with Cayuga County and the New York Agricultural Land Trust. The Annie’s Project also addresses transition and estate planning.

#### **Strategy D-15 Support the Amish and Mennonite community and other small farmers.**

- Although currently the Amish and many Mennonite farmers do not seek out services from SWCD, CCE and other organizations, Amish farms do rely on the Regional Ag Team for technical information on vegetable crops. Several Mennonite farms have participated in SWCD programs. County agencies and organizations supporting farms in Seneca County should continue to promote relationships with these small farmers.

## **E. PUBLIC AWARENESS**



#### **Strategy E-1 Enhance the public’s perception and understanding of the role agriculture plays in Seneca County.**

- Increasing public awareness of agriculture is a critical step in motivating people to support farm activities and uses in the County. This includes elected and appointed officials and the general public.
- Use data in this Plan to highlight to the Board of Supervisors the value of agriculture and the role it plays in the local economy and quality of life.
- Hold periodic farm tours for elected and appointed officials and the public.
- Use this Plan as an opportunity to expand and improve community relations between farmers and the non-farm population, explain farm practices, etc. Using the County website, social media, local papers, and other media, promote information from this Plan.
- Implement a “Buy Local” campaign to create awareness, support, and understanding of the importance of local farmers to our region by local consumers and businesses.
- Develop educational materials targeted to new residents and the general public including, but not limited to the role agriculture plays in the County, familiarizing people about agricultural practices taking place in the County, direct-sale opportunities, and agriculturally related events.

- Urge the County Fair Board to make agricultural education a priority of the Fair. Continue to support the Celebrate Seneca County Agriculture night at the County Fair as one component of this education.
- Work with the County Chamber of Commerce to hold a meeting for its members to explore how they interact with, benefit from, and can increase interaction with farms as one mechanism to expand awareness of agricultural businesses. Encourage farms to become Chamber members.

**Strategy E-2 Develop a website (or utilize the County’s website) to present more information on agriculture and agricultural-related activities, opportunities, and events in Seneca County.**

- Develop a website, whether part of the County site or separate, supported by all agencies and organizations involved in agriculture to function as a “one-stop-shop” for all agriculture related topics, and provide links to CCE, SWCD, and other organizations and agencies’ websites. If it is a separate site, include links to the County site.

**Strategy E-3 Use social media and other media better to expand information about agriculture in Seneca County.**

- Contribute articles to weekly newspapers, use radio outreach, and utilize social media in an organized manner to promote agriculture, local products, and farm-related events.
- Use social media more effectively. Initiate a Facebook Seneca County Agriculture page. Consider working with Farm Bureau on this effort. Regularly use social media to maintain a positive image of agriculture and disseminate information.

**F. FARMLAND PROTECTION AND ENVIRONMENTAL SUSTAINABILITY**



**Strategy F-1 Continue to promote sustainable agricultural techniques designed to address climate resiliency of County farms.**

- As wetlands are a vital natural resource and a natural feature that increases environmental resiliency in the face of climate change, work to restore wetlands where feasible. Promote the [NRCS Wetland Reserve Program](#) with county farmers.
- Continue to provide assistance to farmers to address climate resiliency. Currently, SWCD has several climate resiliency grants to address erosion and climate adaptation. Expand support of these programs in the future. Promote use of the available tools to help farmers adapt to changing climate. Use the online version of the USDA [“Adaptation Resources for Agriculture: Responding to Climate Variability and Change in the Midwest and Northeast”](#) Workbook. It allows for users to select their farm location and fill out information in interactive online forms to receive tailored information for regional climate change impacts, to promote critical thinking and management. Promote use of Cornell’s Climate Smart Farming tools.
- Provide for soil health workshops for farmers as part of carbon sequestration for farms. Other resiliency techniques include:
  - Use of cover crops to avoid erosion, replenish soil nutrients and decrease need for herbicides.
  - Soil management/no tillage or minimum tillage to reduce or eliminate soil loss.

- Use of technology/crop monitoring/precision farming/field analytics based on GPS and high-resolution satellite images (use of drone observations, online farming software, etc.).
- Use of adaptive plants, crop diversifications, rotation of crops.
- Agro-forestry - mix trees and shrubs to provide shelter and shade for certain crops.
- Promote use of streambank buffers to slow flood waters. Consider offering incentives such as term easements or a reduction in property taxes if a farmer offers protective buffers. If a land bank as discussed above is established, use funds in that bank to buy easements on agricultural land to implement protective buffers.
- Establish more incentives for additional conservation practices.
- Create local climate resiliency land banks to fund the purchase and protection of farmland.
- Create mechanisms that establish new or expanded funding to be used for local farmland protection programs that will serve to protect farmland affordability and create pathways to secure land tenure for farmers.

### **Strategy F-2 Involve the agricultural community in addressing water quality in Seneca and Cayuga Lakes.**

- Encourage county and local governments to consider watershed management and related plans already developed. The County should recognize these plans and support their implementation. See also Strategy C-9.
- Promotion and marketing as discussed in this Plan needs to include information about how County farmers are already proactively addressing water quality needs.
- Farm Bureau, SWCD, CCE, and other organizations should invite farmers to participate in meetings and events related to water quality to celebrate what has been accomplished and discuss what is needed in the future.
- Coordinate a lake water quality summit where farmers, agencies/organizations and town representatives meet to discuss watershed plans and data, and openly discuss strategies for addressing water quality concerns.
- Consider land acquisition for NYS DEC source water protection projects. Agriculture is part of the scoring for this program. The ongoing HABS Action Plan (See Box) evaluation currently being conducted in Seneca county is the first step in the process.
- Look for opportunities for administering and enforcing a watershed management plan.
- Current efforts such as the TDML, 9-E and HAB along with other existing water-related plans don't align well currently. A major step would be to evaluate each of these efforts, determine what major themes and recommendations emerge from them related to agriculture and focus the agricultural community discussion on those. In this way the focus can be on areas agriculture can address and implement.
- Seneca County needs additional staff to coordinate and promote implementation of water quality improvement strategies. See also F-4. For the most part, the plans are in place, but additional organizational capacity is required to work with farmers and other stakeholders in administering and implementing recommended strategies.
- Among the outstanding issues to be addressed is the fact that the County's watershed plan was written in 1960s or 1970s and is no longer current. Further, the various lake associations do not have either the authority to carry out those plans or the necessary staff to assist. One option would

be for the County to adopt those Plans and establish standards to be monitored and followed through. If municipalities also adopt those plans, then there are more opportunities for success.

### **Strategy F-3 Support, expand, and promote existing farmland protection programs.**

- Improve promotion of State and federal programs for purchase of development rights or placing conservation easements on farm property.
- Support farmers who wish to voluntarily participate in PDR programs such as the NYS Farmland Protection Implementation Grants, and advocate on their behalf with towns when they submit their PDR applications. Use the Farmland Priority map in this Plan as part of those efforts.
- Work closely with land trusts to communicate and convey priority farm areas that could benefit from protection via easements or purchase. Ensure that the [Finger Lakes Land Trust and the New York Agricultural Land Trust](#) are included in the inventory of agricultural resources in Seneca County.
- Consider establishment of a Seneca County Land Bank. This could be patterned after the existing land bank established for housing and commercial redevelopment of foreclosed or “zombie” properties in the County. Evaluate whether this land bank could be expanded and used to hold development rights purchased from conservation easement programs.

### **Strategy F-4 Support Seneca County Soil and Water Conservation District (SWCD) to increase Best Management Practice (BMP) and Agricultural Environmental Management (AEM) programming to further address water quality.**

- SWCD programs are critical to address water quality, climate resiliency, and other farm programs. Seek additional funding to support expanded, qualified staff to implement needed programs.

### **Strategy F-5 Support Seneca County Cornell Cooperative Extension**

- CCE programs are critical to address the many educational and technical needs identified in this Plan. Seek additional funding to support expanding staff and programming.

### **Strategy F-6 Enhance forest management on farms in the County.**

- Currently requests for forest management assistance are referred to NYS DEC. There is a need to have more resources available in Seneca County. The Finger Lakes National Forest is divided between Seneca and Schuyler counties. Its Forest Plan, which guides resource management and other activities, was last updated in 2006, and the current planning period ends this year. This may be an opportunity for enhanced forest management.

# Implementation Plan

## First Implementation Steps

There are two types of tasks needed to make this Plan a reality:

1. Implement specific Priority Strategies and programs that create value.
2. Implement steps that expand the capacity of and collaboration between farmers, processors, buyers, agricultural support agencies, government entities, and public.

The following three steps should be taken as soon as possible after this Plan is adopted by the Board of Supervisors:

1. [County Board of Supervisors](#) to formalize the AEB as taking a leadership role in implementing this Plan.
2. Distribute the Plan to all agriculturally related agencies and partners.
3. The AEB should set an annual work plan using the priority strategies outlined in Table 5 of this Plan. The work plan should address what, how and who will participate in implementation of those key actions. They should outline specific projects to be accomplished and identify appropriate staff/organizations to take specific roles in each project.
4. As part of the annual work plan, the AEB should work to develop a task list and budget for the Priority Strategies and identify any funding or staff allocations that may be needed and potential sources of funding.
5. As a first step, work to update the [County Website](#) to create a dedicated page for agriculture and post this plan along with the maps, and list all partners identified in this implementation plan (outlined below) and links to their websites.

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When data from the 2022 U.S. Agricultural Census data is released, the AEB should review it and update this plan as needed to address any emerging trends or changes in Seneca County agriculture. Regular review of new information on agriculture will ensure that this Plan remains responsive to local needs.

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## Priority Actions

The following table details twelve priority strategies out of the 44 total identified in this Plan. These twelve have been identified as being critical to begin work on now but the others offer important direction and strategies needed to fully ensure vital agricultural in the future. In some cases, non-priority strategies are associated with priority ones. For each topic, even if one or two strategies are prioritized, the others should be reviewed and implemented over the next five to ten years. This is important because new funding opportunities over time may move some longer-term strategies to the forefront.

This table can be used as a checklist by the AEB and its various partners to help begin implementation of this Plan. Many individuals, agencies and organizations have important roles to play in implementing this plan. The County, under the leadership of the AEB, should take a lead role to implement the plan by providing policy, direction, and leadership.

There are many other important players that will also have significant roles from County agencies to local municipalities. Specific agencies and groups have been identified as having leadership or technical skills needed to implement the strategies. Key players in implementing this plan will be the Agriculture and Farmland Enhancement Board, Seneca County Planning Department, Cornell Cooperative Extension, Seneca County Soil and Water Conservation District, and local staff for the NRCS, but there are also important roles for the Chamber of Commerce, County Farm Bureau, the Industrial Development Agency (IDA), Finger Lakes Land Trust, the Farm Service Agency, and of course, individual ag-businesses and farmers.

Acronyms used in Table 5, below are:

[BOCES – Board of Cooperative Education Services](#)

[CCE – Cornell Cooperative Extension](#)

[ESD – Empire State Development \(NY\)](#)

[FCE – Farm Credit East](#)

[FFA – Future Farmers of America](#)

[IDA – Seneca County Industrial Development Agency](#)

[NRCS – Natural Resources Conservation Service](#)

[Planning – Seneca Count Planning Department](#)

[SCoC – Seneca County Chamber of Commerce](#)

[SWCD – Seneca County Soil and Water Conservation District](#)

[YFC- Young Farmers Coalition](#)

**Table 5. Priority Strategies and Initial Action Steps to Implement Plan.**

Because the following are identified as priorities, the time frame to start implementation should be within the first one to two years.

<b>Priority Strategy</b>	<b>Potential Lead Agency or Organization</b>	<b>Potential Partners</b>	<b>Potential Cost (See Text Below for Potential Funding Sources)</b>	<b>Suggested Methods and Details</b>
<b>Agricultural Process and Distribution</b>				
A-1. Consider developing needed agricultural processing facilities including a cold storage facility with freezer/locker space (or shared use facility for cold storage, freezer, and flash freeze equipment) and additional meat processing facility.	IDA and CCE	ESD and FCE [as potential funding sources]	Moderate for feasibility study; High for implementation	<ul style="list-style-type: none"> <li>• Work with the farm community to further identify facility needs for processing.</li> <li>• Research funding sources for feasibility study.</li> <li>• Develop scope of work for RFP.</li> <li>• Select/hire Consultant to do study</li> </ul>
<b>Marketing and Promotion</b>				
B-1. Continue to build connections between farms and wineries, and farms and restaurants, to improve marketing of local agricultural products.	SCoC [since it's the tourism promotion agency]	CCE, Farm Bureau, SWCD, Cayuga and Seneca Wine Trails, and individual farms, restaurants, and wineries	Low	<ul style="list-style-type: none"> <li>• Bring all agencies and stakeholders together. Schedule meetings and focus groups to discuss ways to build connections.</li> <li>• Identify specific action steps.</li> <li>• Assign tasks to appropriate entities.</li> </ul>
B-2. Develop more agriculture-related events to increase farm produce sales and ag-awareness.	SCoC [since it's the tourism promotion agency]	CCE, Farm Bureau, SWCD, Cayuga and Seneca Wine Trails, and individual farms, restaurants, and wineries	Moderate	<ul style="list-style-type: none"> <li>• Build on steps taken related to B-1, above.</li> <li>• Seek funding where needed to implement and promote specific events.</li> <li>• Gain feedback from participants to help improve future events.</li> </ul>

<b>Priority Strategy</b>	<b>Potential Lead Agency or Organization</b>	<b>Potential Partners</b>	<b>Potential Cost (See Text Below for Potential Funding Sources)</b>	<b>Suggested Methods and Details</b>
B-3. Create an online map and guide of local farms offering direct sales, wineries, and agritourism opportunities.	SCoC [since it's the tourism promotion agency]	CCE, Planning	Moderate	<ul style="list-style-type: none"> <li>• Determine if SCoC can host this on website.</li> <li>• Inventory and map locations.</li> <li>• Design webpage.</li> <li>• Seek web designer as needed.</li> <li>• Evaluate funding needs.</li> <li>• Ongoing updates and maintenance of webpage and data.</li> </ul>
<b>Local Regulations and Smart Growth</b>				
C-1. Establish a Seneca County policy on large-scale commercial solar development and agriculture.	Planning	CCE, Farm Bureau, IDA, Landowners	Low	<ul style="list-style-type: none"> <li>• Inventory where solar facilities are or planned for.</li> <li>• Use maps from this plan to identify potential solar facility locations to inform the process.</li> <li>• Coordinate municipal leaders and property owners.</li> <li>• Develop policy and promote it with local municipalities.</li> </ul>
C-2. Address development pressure on farms through infrastructure planning.	Planning	Towns and Villages	Moderate	<ul style="list-style-type: none"> <li>• Review actions in strategy C-2 in Recommendations on page 55.</li> <li>• Provide assistance and information to municipalities in their infrastructure planning so that they consider agricultural needs and impacts.</li> <li>• Use maps in the Plan to aid in decision making related to infrastructure.</li> </ul>
C-3. Address development pressure on farms through land use planning.	Planning	Towns and Villages	Low	<ul style="list-style-type: none"> <li>• Review actions in strategy C-3 in Recommendations on page 55_ and decide which steps to do first.</li> </ul>
C-4. Enhance knowledge about the importance of agriculture during local zoning and land use project review processes to	Planning	CCE, Towns and Villages	Low to Moderate	<ul style="list-style-type: none"> <li>• Review actions in strategy C-4 in Recommendations on page 59 and decide which steps to do first.</li> <li>• Seek funding to expand planning efforts including a</li> </ul>

<b>Priority Strategy</b>	<b>Potential Lead Agency or Organization</b>	<b>Potential Partners</b>	<b>Potential Cost (See Text Below for Potential Funding Sources)</b>	<b>Suggested Methods and Details</b>
minimize adverse impacts of development on farms.				<p>county comprehensive plan, build-out analysis, and training/models for use with municipalities.</p> <ul style="list-style-type: none"> <li>• Promote use of the model right-to-farm law included in this Plan with municipalities.</li> <li>•</li> </ul>
<b>Support for Farmers/Producers</b>				
D-1. Attract new and young farmers and support efforts to develop the next generation of farmers in Seneca County.	Farm Bureau	CCE, Tompkins-Seneca-Tioga BOCES, local school districts, colleges and universities, YFC	Low	<ul style="list-style-type: none"> <li>• Review actions in strategy D-1 in Recommendations on page 62 and decide which steps to do first.</li> </ul>
D-2. Support and expand agricultural education in local school districts and with local youth.	CCE	FFA, local school districts, Farm Bureau	Moderate	<p>Review actions in strategy D-2 in Recommendations on page 62 and decide which steps to do first.</p>
<b>Public Awareness</b>				
E-1. Enhance the public’s perception and understanding of the role agriculture plays in Seneca County.	SCoC	Farm Bureau, CCE	Low	<ul style="list-style-type: none"> <li>• Post this Plan online and advertise its completion with local media.</li> <li>• Work with partners to develop a marketing plan that all stakeholders can follow.</li> <li>• Develop educational materials targeted to public.</li> <li>• Add an agricultural page to the County Website.</li> <li>• Hold Chamber Agricultural forum to bring farmers and businesses together.</li> </ul>
<b>Farmland Protection and Environmental Sustainability</b>				

<b>Priority Strategy</b>	<b>Potential Lead Agency or Organization</b>	<b>Potential Partners</b>	<b>Potential Cost (See Text Below for Potential Funding Sources)</b>	<b>Suggested Methods and Details</b>
F-1. Continue to promote sustainable agricultural techniques designed to address climate resiliency of County farms.	SWCD	CCE, NRCS, Farm Bureau	Moderate (if additional staff may be needed)	<ul style="list-style-type: none"> <li>• Review actions in strategy F-1 in on page 66 and Appendix H.</li> <li>• Assign tasks to appropriate agencies to implement.</li> <li>• Seek funding to expand programming.</li> <li>• Expand outreach to farmers to promote climate smart strategies.</li> <li>• Work to educate the public about farmers efforts to address climate change.</li> </ul>

Success in enhancing agriculture requires both long-term support and funding at all levels. It is recognized that Seneca County cannot financially support all programs. Shared programming to meet the goals of this plan supplemented with outside funding support will be needed long-term. This funding can be supplemented through state and federal grants as well as from non-traditional sources of funding and partnerships outlined in this Plan. Funding support should be a foundational effort to support the recommended programming.

Some examples of potential funding to be considered to support programming include:

- New York State Department of Agricultural and Markets Grants
- Grants available from New York State through other Departments via the NY Grants Gateway
- SARE Grants
- USDA – Offers a variety of funding opportunities including:
  - o Value Added Producer Grant
  - o Rural Business Development Grant Program
  - o Local Food Promotion Program Grant
  - o Wood Innovation Grants
  - o Local Foods, Local Places Grant
  - o Sustainable Agriculture Research and Education Grant
  - o Funding for Beginning Farmers
  - o Conservation Funding
  - o Grants and Cost-Shares
  - o USDA Telecommunications Loan and Grant Programs
- Community Connect Grants
- Rural Broadband Access Loan and Loan Guarantee
- Telecommunications Infrastructure Loans and Guarantees

- Distance Learning and Telemedicine Grants
- E-Connectivity Pilot



# Part IV

## Appendices - Additional Information and Details of Studies

# Appendices

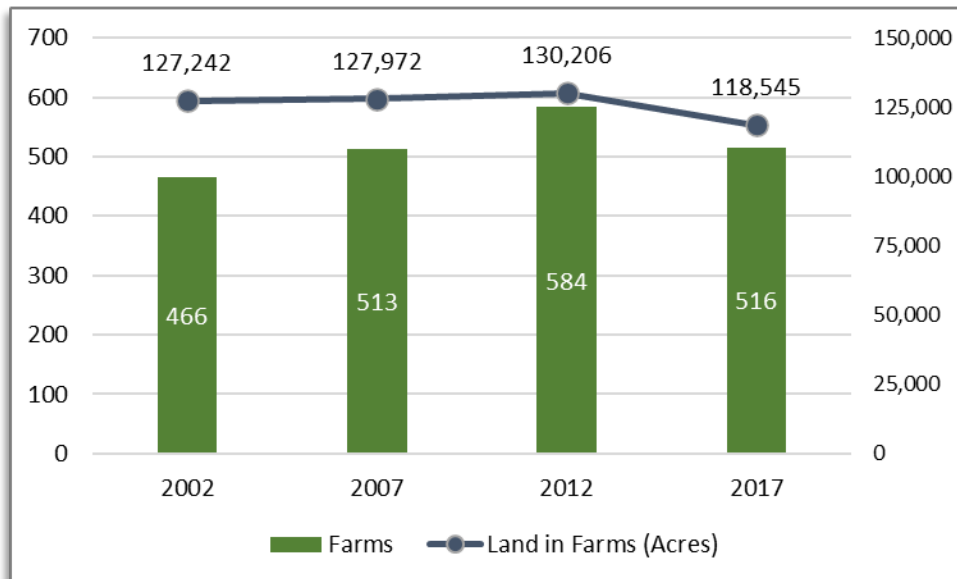
## A. Agricultural Economic Analysis

Unless otherwise noted, the data used in the agricultural profile are taken from the USDA's Census of Agriculture, which is conducted every five years; the most recent report is from 2017. The census compiles information reported by farms that produced and sold \$1,000 or more in agricultural products in the census year.

### Farms and Farmland

According to the 2017 Census of Agriculture, there are 516 farms in Seneca County (Figure 1). The total number of farms in the County increased from 2002 to 2017.

**Figure 1. Farms and Farmland in Seneca County**  
Source: Census of Agriculture



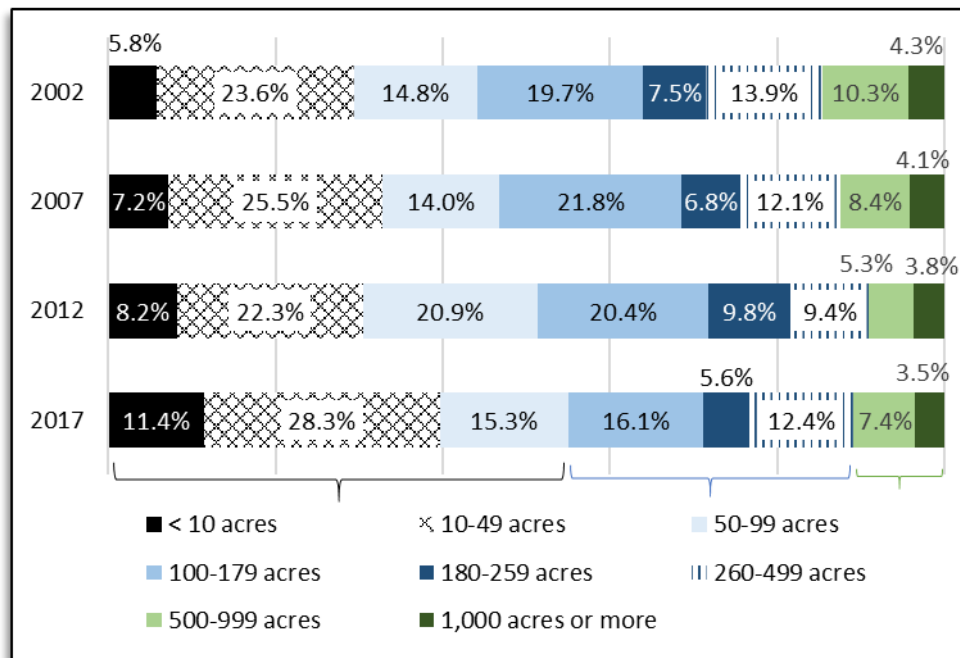
Farmland covers 118,545 acres or about 57% of Seneca County's land base. This figure reflects a net loss of approximately 8,700 acres (-9.0%) since 2002. Of the total farmland, 96,663 acres are characterized as cropland.

The average farm in the County is 230 acres in size, larger than the New York State average of 205 acres. A closer look at the distribution of farms by size class (Figure 2), however, shows that a significant number of farms are small: 284 or 55.0% of the farms in Seneca County are less than 100 acres. In contrast, only 18 farms or 3.5% are at least 1,000 acres. Since 2002, Seneca County has experienced a 38% increase in the number of farms with less than 100 acres. This may be due to the impact of Amish and Mennonite farms.



**Figure 2. Farms by Size Class, Seneca County**

Source: Census of Agriculture



### Farm Types

Table 1 shows the classification of farms in Seneca County by principal product. “Principal product” refers to the crop or animal accounting for at least 50% of the farm’s agricultural production.<sup>6</sup>

Although the County has a variety of agricultural operations and activities, two-thirds of the farms are classified as dairy operations, grain and soybean producers, beef cattle farms, and fruit growers. Compared to 2002, there are fewer farms growing mixed crops, and cattle feedlots have been eliminated. Conversely, Seneca County has more farms growing fruit, raising beef cattle, and breeding, hatching, and raising poultry.

<sup>6</sup> Farms that produce a combination of crops or animals, with no one category accounting for 50% or more of its agricultural production, are included under “other crops” or “other animals.”

<b>Table 1. Distribution of Seneca County Farms by Principal Product</b>						
	2002	2007	2012	2017	Net Change, 2002-2017	
					Number	Percent
Dairy	19.1%	19.5%	22.8%	19.4%	11	12.4%
Grains, oilseeds, & soybeans	22.1%	20.3%	21.4%	19.2%	-4	-3.9%
Beef cattle	10.5%	13.1%	10.3%	14.1%	24	49.0%
Fruits and tree nuts	8.6%	11.5%	9.6%	13.6%	30	75.0%
Other crops	19.7%	16.4%	12.5%	12.2%	-29	-31.5%
Other animals	6.0%	5.7%	5.7%	8.9%	18	64.3%
Sheep and goats	3.4%	1.6%	5.7%	3.5%	2	12.5%
Poultry and eggs	0.4%	0.6%	2.9%	3.5%	16	800.0%
Vegetables and melons	2.4%	2.7%	3.1%	2.5%	2	18.2%
Greenhouse/nursery	3.9%	3.7%	2.6%	2.1%	-7	-38.9%
Hogs and pigs	1.7%	2.1%	2.4%	1.0%	-3	-37.5%
Cattle feedlot	2.1%	2.9%	1.2%	0.0%	-10	-100.0%
<b>TOTAL</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>		

Source: U.S. Census of Agriculture.

### Livestock Inventories

Approximately 50% of all farms in Seneca County are livestock operations. The top livestock inventory is hogs and pigs; Seneca County is ranked #2 in the state (after Wayne County) in the number of hogs and pigs. Hog farms in the County tend to be large. As shown in Table 2, there are 17 hog operations with more than 7,900 animals. This reflects a substantial decrease from the number of hogs and pigs in 2002 (25,484). At one time a feed supplier was contracting with local farms to raise hogs for slaughter.

Although the dairy sector across upstate New York has declined due to low milk prices, the County still has a large inventory of dairy cows totaling about 7,500, an increase from 6,600 in 2002. Local dairy operations vary in terms of herd size, but most are small; 50.9% milk fewer than 50 cows, while 32.1% milk 50 to 99 cows. The average dairy farm in Seneca County has half as many animals (64) as the average dairy farm statewide (135). Only four dairy producers (4.8%) have between 200 and 499 cows; there are no larger dairy operations like those in Cayuga County.

As noted in the previous section, Seneca County has seen an increase in the number of farms raising beef cattle. Beef cows, at roughly 2,200 head, are up 40% from 2002, but beef production in the County is generally small in scale. Aside from one beef farm with over 500 head of cattle and three farms with 100-199, the majority of beef producers have fewer than 50 cows; 56% have less than 10. A few of the larger beef producers sell direct to consumers.

Seneca County ranks #3 in the state, after Livingston and Tioga counties, in the number of sheep and lambs (3,471). There are 42 farms on which sheep and lambs are raised, half of them engaged in wool production.

Other animals raised by farmers in Seneca County, albeit in smaller numbers, include goats, horses, mules and donkeys, chickens, turkeys, ducks, geese, alpacas, and rabbits.

<b>Table 2. Livestock Operations and Inventory, Seneca County</b>				
	<b>2002</b>	<b>2007</b>	<b>2012</b>	<b>2017</b>
<b>Dairy Cows</b>				
Farms with dairy cows	105	110	154	118
Number of dairy cows	6,619	7,353	8,568	7,522
Average per farm	63	67	56	64
<i>State average per farm</i>	<i>91</i>	<i>110</i>	<i>113</i>	<i>135</i>
<b>Beef Cows</b>				
Farms with beef cows	72	110	84	89
Number of beef cows	1,576	2,593	1,435	2,215
Average per farm	22	24	17	25
<i>State average per farm</i>	<i>12</i>	<i>15</i>	<i>13</i>	<i>15</i>
<b>Hogs and Pigs</b>				
Farms with hogs and pigs	15	40	32	17
Number of hogs and pigs	25,484	23,842	16,385	7,938
Average per farm	1,699	596	512	467
<i>State average per farm</i>	<i>54</i>	<i>46</i>	<i>39</i>	<i>29</i>
<b>Sheep and Lambs</b>				
Farms with sheep and lambs	35	24	46	42
Number of sheep and lambs	1,980	2,284	9,882	3,471
Average per farm	57	95	215	83
<i>State average per farm</i>	<i>38</i>	<i>35</i>	<i>43</i>	<i>38</i>

Source: U.S. Census of Agriculture.

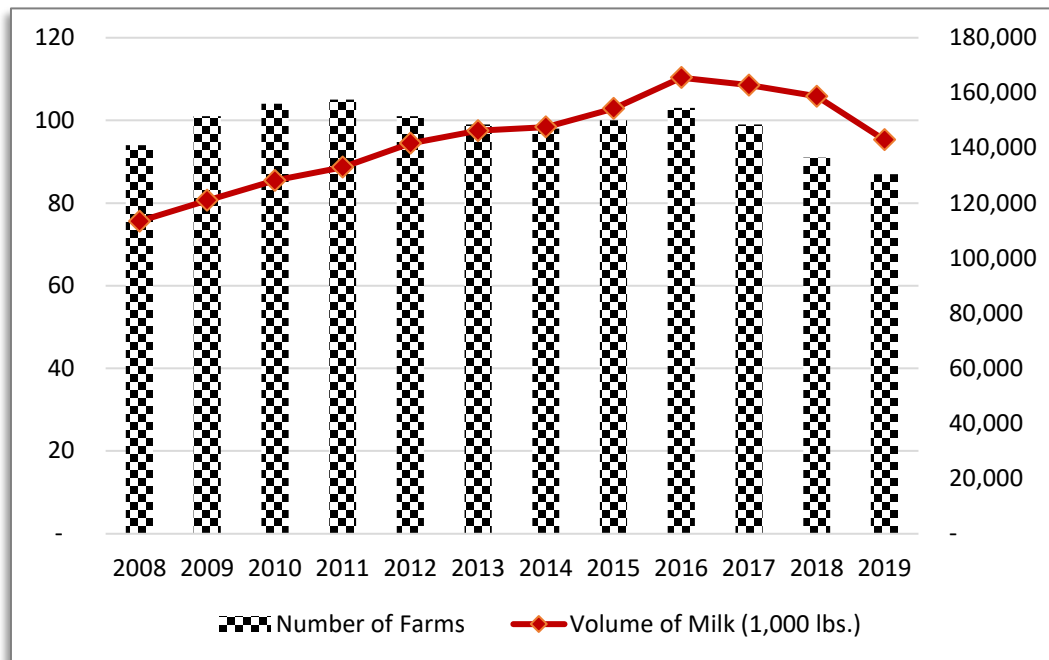
## Milk Production

In 2019, according to the Federal Milk Marketing administrator, there were 87 dairy farms in Seneca County selling 142.9 million pounds of milk for the year, compared to 94 dairy farms selling 113.4 million pounds of milk in 2008. Average milk production per farm grew from 1,206,000 pounds in 2008 to 1,643,000 pounds in 2019 (Figure 3). Nationally, annual milk yields per cow have been steadily increasing due to improvements in genetics, nutrition, and herd management, as well as the adoption of new technologies. Milk production per farm is not as high in Seneca County, however, as in other counties in the Finger Lakes region, including Cayuga, Ontario, Tompkins, and Wayne.

Fluid milk produced in Seneca County is primarily sold through United Ag Services, Inc., a cooperative in Seneca Falls, or to Deep Dairy Products, LLC in Waterloo. The latter has been producing paneer cheese, ghee, and yogurt for the ethnic Indian market at its Waterloo facility since 2018. In October 2019, Deep Dairy Products announced a modernization project that will allow the plant to manufacture additional dairy products on-site, increasing the amount of milk needed from local dairy farmers.

**Figure 3. Milk Production in Seneca County**

Source: Northeast Milk Marketing Area, Federal Order #1, Market Administrator's Annual Statistical Bulletins



### Crops Harvested

Seneca County has 86,552 acres of harvested cropland, which represents approximately 41% of the County's total land area. More than 85% of the harvested cropland is on farms of at least 260 acres.

As shown in Table 3, nearly 27,000 acres of corn used as grain and 23,537 acres of soybeans were harvested in Seneca County in 2017. The latter was the third-largest soybean harvest in the state after Cayuga and Ontario counties. Other major crops as measured by harvested acreage include hay (11,546 acres), wheat for grain (5,882 acres), corn used as silage (4,564 acres), barley for grain (1,040 acres), and oats for grain (911 acres). The production of corn used as grain, and soybeans, in bushels, has increased dramatically since 2002. According to the USDA Economic Research Service, growth in U.S. corn production is due to improvements in technology and production practices, as well as strong demand for ethanol production.<sup>7</sup> The soybean market is also experiencing escalating demand, especially in China, the largest consumer of soybeans in the world.<sup>8</sup> In contrast, wheat, oat, and hay production in Seneca County has declined.

Approximately 690 acres of vegetables were harvested for sale, virtually all for fresh markets as opposed to processing. Vegetables with the most harvested acres include sweet corn (95 acres), winter squash

<sup>7</sup> <https://www.ers.usda.gov/topics/crops/corn-and-other-feedgrains/feedgrains-sector-at-a-glance/>

<sup>8</sup> <https://www.globaltrademag.com/soybean-production-in-the-u-s-and-brazil-to-expand-robustly-driven-by-rising-demand-from-china/>

(29 acres), pumpkins (25), and cantaloupes and muskmelons (13). Between 2002 and 2017, the number of farms growing vegetables for harvest doubled, from 28 to 57; this may be due to an influx of Amish and Mennonite farmers.

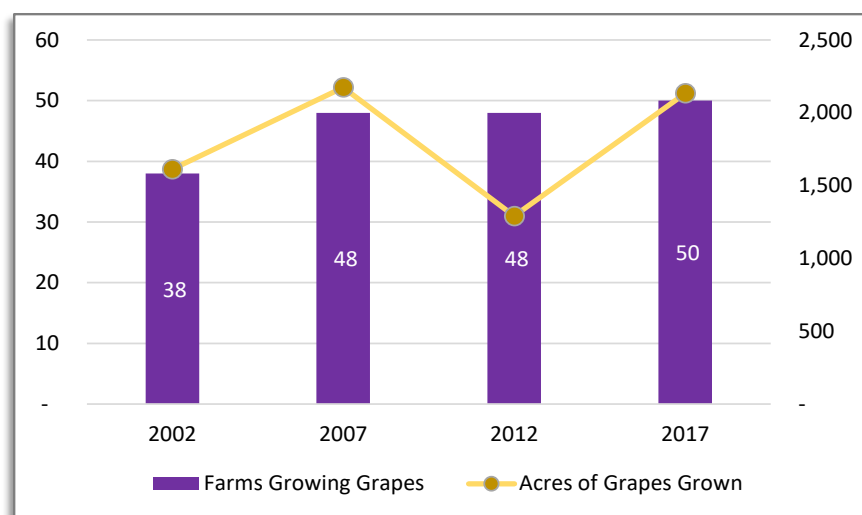
<b>Table 3. Selected Crops Harvested in Seneca County</b>				
	<b>2002</b>	<b>2007</b>	<b>2012</b>	<b>2017</b>
<b>Harvested Acres (and Number of Farms)</b>				
Corn for Grain	21,876 (141)	26,731 (148)	27,441 (215)	26,593 (144)
Corn for Silage	6,901 (94)	6,141 (91)	7,115 (147)	4,564 (95)
Soybeans	19,327 (119)	22,775 (120)	25,580 (162)	23,537 (124)
Wheat for Grain	7,775 (76)	6,048 (61)	4,358 (58)	5,882 (50)
Oats for Grain	2,380 (47)	2,866 (47)	1,472 (43)	911 (18)
Barley for Grain	896 (16)	569 (13)	1,138 (15)	1,040 (12)
Hay (All Types)	21,891 (278)	20,401 (292)	17,401 (347)	11,546 (219)
Vegetables and Melons	563 (28)	594 (40)	768 (51)	690 (57)
<b>Bushels</b>				
Corn for Grain	1,806,863	3,338,241	3,650,744	4,172,672
Corn for Silage	70,843	98,754	113,196	77,952
Soybeans	549,147	834,618	1,156,045	1,052,736
Wheat for Grain	478,598	298,249	267,531	389,864
Oats for Grain	176,190	148,690	95,970	48,360
Barley for Grain	42,905	26,675	49,104	59,610
Hay (in Dry Tons)	46,049	37,579	37,372	26,290

Source: U.S. Census of Agriculture.

Grapes are an important agricultural product given the large number of wineries in the Finger Lakes region. More than 70% of the farms that identify fruit as their principal product grow grapes. In 2017, 2,134 acres of grapes were harvested on Seneca County farms, an increase from 1,613 acres in 2002 (Figure 4). Seneca County ranks #3 in New York State in grape production, after Chautauqua and Yates counties, which account for 69% of the state's grape harvest.

**Figure 4. Grape Production, Seneca County**

Source: Census of Agriculture



### Farm Product Sales

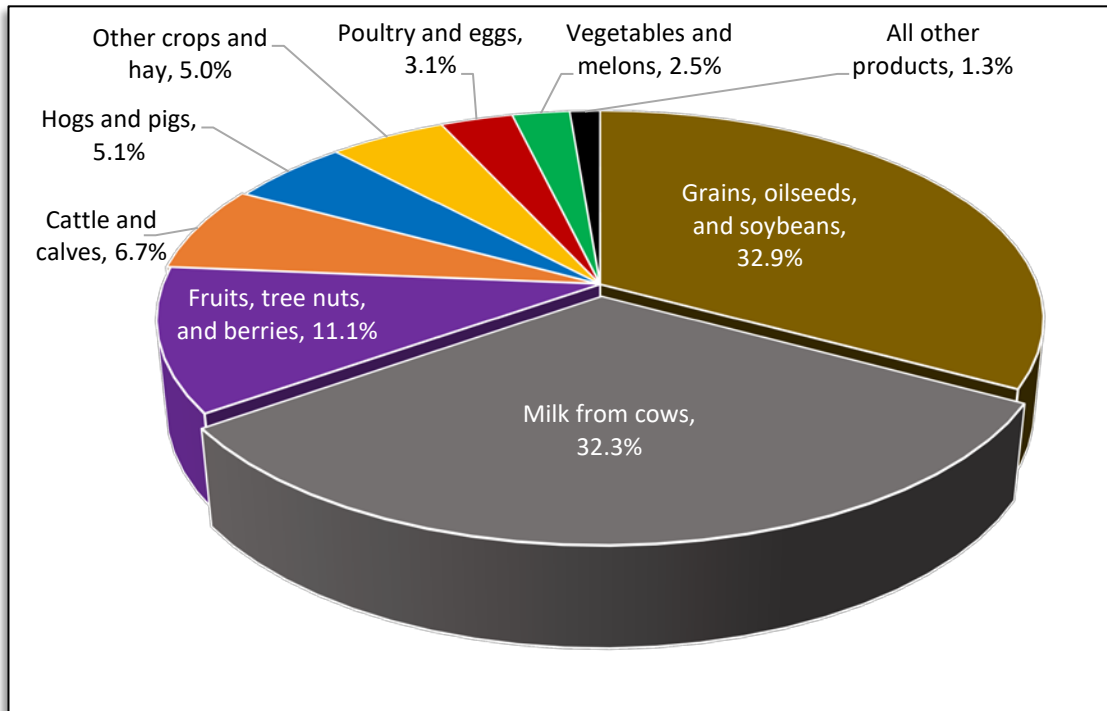
Seneca County farms generated \$90.8 million in the sale of agricultural products in 2017, with the crop sector accounting for \$47.1 million, about 52% of the total. As illustrated in Figure 5, three commodity groups made up more than three-quarters of total sales:

- Grains, oilseeds, and dry beans (\$29.9 million);
- Milk from cows (\$29.3 million); and
- Fruits and berries (\$10.1 million).

Other commodities with sales exceeding \$1 million include beef cattle and calves (\$6.0 million); hogs and pigs (\$4.6 million); other crops and hay (\$4.6 million); poultry and eggs (\$2.8 million), and vegetables and melons (\$2.2 million).

**Figure 5. Farm Sales by Commodity Group, Seneca County, 2017**

Source: Census of Agriculture



Average sales per farm in Seneca County are approximately \$176,000, above the New York State average of \$161,000. Some sectors are more lucrative than others, however. Farms that sell bulk milk, for example, average about \$308,700 in annual sales, while those that sell hogs and pigs average \$232,000 per year. In contrast, farms selling sheep, goats, and their products have about \$17,700 in annual sales.

In constant 2017 dollars (i.e., in values adjusted to account for inflation), the value of agricultural products sold in Seneca County increased 47.4% between 2002 and 2017 (Table 4). Sales of crops rose by 87.3%, while sales of livestock and their products increased by 20.0%. There was substantial growth in the sales of grain and soybeans, fruits and berries, and poultry and eggs. Only three commodity groups saw a net decline in sales based on inflation-adjusted dollars: beef cattle and calves (-34.5%), hogs and pigs (-11.5%), and other animals and animal products (-21.2%).

<b>Table 4. Sales by Commodity Group in Seneca County in Constant 2017 Dollars</b>				
Dollar Amounts in 000s	2002	2017	Net Change, 2002-2017	
			Number	Percent
<b>Crop Sales, Including Nursery and Greenhouse Products</b>				
Grains, oilseeds, & soybeans	\$14,090	\$29,890	\$15,800	112.1%
Vegetables and melons	\$1,152	\$2,239	\$1,087	94.4%
Fruits and berries	\$5,671	\$10,110	\$4,439	78.3%
Nursery/greenhouse	NA	\$322	NA	NA
Cultivated Christmas trees and woody crops	NA	\$13	NA	NA
Other crops and hay	\$3,423	\$4,553	\$1,130	33.0%
SUBTOTAL, CROP SALES	\$25,159	\$47,126	\$21,967	87.3%
<b>Sales of Livestock, Poultry, and Their Products</b>				
Beef cattle and calves	\$9,225	\$6,045	-\$3,180	-34.5%
Milk from cows	\$21,519	\$29,323	\$7,804	36.3%
Poultry and eggs	\$93	\$2,822	\$2,729	2947.8%
Hogs and pigs	\$5,242	\$4,641	-\$601	-11.5%
Sheep, goats, and their products	\$142	\$709	\$567	400.7%
All other animals and animal products	\$225	\$177	-\$48	-21.2%
SUBTOTAL, LIVESTOCK SALES	\$36,445	\$43,717	\$7,272	20.0%
<b>TOTAL</b>	<b>\$61,619</b>	<b>\$90,843</b>	<b>\$29,224</b>	<b>47.4%</b>

Source: U.S. Census of Agriculture.

Among all counties in New York, Seneca County ranked 23rd in terms of total farm sales in 2017, down from 19th in 2012. Other rankings included:

- 2nd in the state, after Allegany County, in the value of hogs and pigs sold, up from 3rd in 2012;
- 3rd in the sales of sheep, goats, and their products, compared to 6th in 2012;
- 5th in the sales of grain, oilseeds, and soybeans, up from 6th in 2012; and
- 10th in the sales of fruits and berries, compared to 12th in 2012.

In dairy product sales, Seneca County ranked 28th in the state in 2017.

### Miscellaneous Farm Practices

Some farms in Seneca County utilize multiple channels to market and sell their products. The Agricultural Census reports that in 2017:

- 93 or 18% of farms in the County sold agricultural products directly to consumers at farm stands and farmers' markets, with sales reaching \$14.2 million (or about \$152,500 per year on average). Direct-to-consumer farm sales were \$1.2 million just five years earlier, with no change in the number of farms selling in this manner. According to the USDA's Economic Research



Service, farmers who market goods directly to consumers incur less debt and are more likely to remain in business than those who market only through traditional channels.<sup>9</sup>

- *36 or 7% of farms sold agricultural products directly to retail markets, food hubs, and institutions, earning a total of \$6.4 million (or \$177,278 on average).*
- *42 or 8% of farms produced and sold value-added products, earning a total of \$31.8 million (or \$756,310 on average).* These sales undoubtedly reflect the many vineyards and wineries in Seneca County. Statewide, about 6% of farms sold processed or value-added agricultural products, with average earnings of \$92,200.
- *41 or 8% of farms produced organic products, with \$4.6 million in sales (or \$113,290 on average), up from 25 farms with total sales of \$2.5 million in 2012.*
- *23 or 5% of farms in Seneca County earned income through agri-tourism, with total sales of nearly \$8 million (or \$347,739 on average), a huge increase from \$2.1 million in sales reported by the same number of farms in 2012.*

Other practices include 28 agricultural operations with an on-farm packing facility and 3 farms that harvest biomass for use in renewable energy.

### **Production Expenses**

As shown in Table 5, Seneca County farms incurred approximately \$68 million in production expenses in 2017. The largest expenses were for feed (\$11.2 million), hired and contract labor (\$9.3 million), and repair and maintenance (\$6.8 million).

Average production expenses per farm were \$132,987. It is important to note that the figures in the table reflect the expenses of Seneca County farms in the aggregate and may obscure differences in the cost structures exhibited by different types of farms.

In constant 2017 dollars, farm production expenses increased by 13.4% between 2002 and 2017. Significant increases occurred in both the total and the average (per-farm) cost of custom work and custom hauling; gasoline, fuels, and oils; seed, plants, vines, and trees; and agricultural chemicals. Other expenses increased in the aggregate but declined on a per-farm basis; in other words, the increase was because more farms incurred that particular expense.

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<sup>9</sup> See “Farms that Sell Directly to Consumers May Stay in Business Longer,” at <https://www.usda.gov/media/blog/2016/04/28/farms-sell-directly-consumers-may-stay-business-longer>.

<b>Table 5. Farm Production Expenses, Seneca County, in Constant 2017 Dollars</b>					
	<b>2002</b>		<b>2017</b>		<b>% Change, 2002-2017</b>
	<b>Dollars in 000s</b>	<b>Percent</b>	<b>Dollars in 000s</b>	<b>Percent</b>	
Feed	\$8,364	13.9%	\$11,245	16.5%	34.4%
Hired and contract labor	\$8,882	14.8%	\$9,288	13.6%	4.6%
Repairs, supplies, and maintenance costs	\$5,768	9.6%	\$6,832	10.0%	18.5%
Fertilizer, lime, and soil conditioners	\$4,094	6.8%	\$5,646	8.3%	37.9%
Seed, plants, vines, and trees purchased	\$3,094	5.1%	\$4,887	7.2%	58.0%
Gasoline, fuels, and oils	\$2,388	4.0%	\$3,830	5.6%	60.4%
Agricultural chemicals purchased	\$2,972	4.9%	\$3,678	5.4%	23.7%
Livestock and poultry, purchased or leased	\$5,287	8.8%	\$3,434	5.0%	-35.1%
Property taxes paid	\$3,724	6.2%	\$3,332	4.9%	-10.5%
Interest expense	\$3,946	6.6%	\$2,960	4.3%	-25.0%
Cash rent for land, buildings, and grazing fees	\$2,689	4.5%	\$2,372	3.5%	-11.8%
Custom work and custom hauling	\$569	0.9%	\$1,701	2.5%	198.9%
Medical supplies, veterinary, and custom services for livestock	NA	NA	\$1,683	2.5%	NA
Utilities	\$1,548	2.6%	\$1,620	2.4%	4.6%
All other expenses	\$6,856	11.4%	\$5,752	8.4%	-16.1%
<b>TOTAL</b>	<b>\$60,182</b>	<b>100.0%</b>	<b>\$68,260</b>	<b>100.00%</b>	<b>13.4%</b>
<i>Average production expenses per farm</i>		<i>\$128,544</i>		<i>\$132,987</i>	<i>3.5%</i>

Source: U.S. Census of Agriculture.

### Farm Profitability

The net income of Seneca County farms, defined as agricultural sales minus production expenses, totaled \$37.2 million in 2017 (Table 6). Six out of every ten farms in the County recorded a profit, well above the statewide average of 44.8%.

<b>Table 6. Net Cash Farm Income, Seneca County Farm Operations</b>				
	<b>2002</b>	<b>2007</b>	<b>2012</b>	<b>2017</b>
Net cash farm income of farms	\$6,982,000	\$19,941,000	\$35,410,000	\$37,190,000
Average per farm	\$15,080	\$38,871	\$60,625	\$73,469
Farms with net gains	43.6%	59.8%	56.5%	59.5%
Average per farm	\$71,182	\$97,364	\$135,060	\$138,205
Farms with net losses	56.4%	40.2%	43.5%	40.5%
Average per farm	\$28,339	\$48,302	\$36,082	\$21,621

Source: U.S. Census of Agriculture.  
Note: Dollar amounts shown are not adjusted for inflation.

## Producer Characteristics

Seneca County's 516 farms are operated by 692 principal producers/operators. These are the individuals who make decisions for the farm about land uses and crops, livestock, record-keeping and/or financial management, and day-to-day operations. Starting in 2017, the Census of Agriculture began collecting data for up to four principal producers/operators per farm; previously, the census identified just one primary producer per farm.

As reflected in Table 7, nearly 60% of principal producers/operators in Seneca County work at farming as a full-time occupation, a slight reduction from 65.5% in 2002. Nevertheless, the proportion of principal producers who identify themselves as full-time farmers is higher than in neighboring counties. More than 72% of principal farm operators have been on their current farm for at least 10 years.

Consistent with other counties in upstate New York, the average age of principal producers/operators in Seneca County has increased over the last fifteen years, from 50.9 to 54.2. Approximately 29% of principal producers are age 65 and over in 2017, while 25.1% are between the ages of 55 and 64. Nevertheless, the County has experienced an increase in both the number and share of principal farm operators who are under 35, from 44 in 2002 to 94 in 2017. This may reflect the presence of young Amish and Mennonite farmers.

A new category in 2017 is new and beginning producers, defined as producers operating a farm for 10 years or less. In Seneca County, 157 farms covering 14,812 acres had principal operators who were new and beginning producers. To put it another way, about 12% of the farmland was used by new and beginning producers.

Table 7. Characteristics of Principal Operators/Producers, Seneca County								
	2002		2007		2012		2017	
<b>All Principal Operators/Producers</b>	<b>466</b>		<b>513</b>		<b>584</b>		<b>692</b>	
Primary occupation								
Farming	305	65.5%	320	62.4%	405	69.3%	414	59.8%
Other	161	34.5%	193	37.6%	179	30.7%	278	40.2%
Years on present farm								
2 years or less	5	1.1%	25	4.9%	24	4.1%	35	5.1%
3-4 years	30	6.4%	19	3.7%	51	8.7%	49	7.1%
5-9 years	71	15.2%	106	20.7%	109	18.7%	107	15.5%
10 years or more	360	77.3%	363	70.8%	400	68.5%	501	72.4%
Age group								
Under age 35	44	9.4%	53	10.3%	118	20.2%	94	13.6%
35-44	101	21.7%	71	13.8%	82	14.0%	116	16.8%
45-54	147	31.5%	151	29.4%	102	17.5%	109	15.8%
55-64	107	23.0%	145	28.3%	147	25.2%	174	25.1%
65 and over	67	14.4%	93	18.1%	135	23.1%	199	28.8%
<i>Average age</i>	50.9		53.1		51.9		54.2	

Source: U.S. Census of Agriculture.

In 2017, 173 farms or about a third of all farms in Seneca County reported having on-farm hired workers, including paid family members, who contribute to farm operations. These farms employed 760 workers, with an annual payroll of \$8.1 million.

### **Agriculture-Related Industry**

Industries linked to agriculture include many different types of businesses: agricultural support services; wholesalers of farm product raw materials, groceries, alcoholic beverages, and farm supplies; food and beverage manufacturers; warehousing and storage facilities for farm products; food and beverage stores; and food service and drinking places.

The most recent data available from County Business Patterns indicates that Seneca County had 4 food manufacturers, 20 beverage manufacturers (nearly all of them wineries), 3 grocery product merchant wholesalers, 21 food and beverage stores, and 66 food service and drinking places as of 2018. Due to the small number of establishments, however, data for other types of businesses is undisclosed to maintain confidentiality. Bonavista Foods in Ovid, Farmville Creamery in Interlaken, and Deep Dairy Products in Waterloo are among the food manufacturers in the County.

The County also has nonemployers in industries connected to agriculture – typically sole proprietorships or partnerships – with 25 that provide agricultural support services for crop and livestock production, 21 that make food products, and 6 that sell foods and beverages.

There are 33 farm wineries, 2 wineries, 5 farm breweries, 4 microbreweries, 4 farm distillers, 3 distilleries, and 1 farm cidery in Seneca County licensed by the NYS Liquor Authority as of August 31, 2021.

Seneca County has three establishments that produce meat and poultry regulated by the USDA's Food Safety and Inspection Service: Finger Lakes Meat Processing and Schrader Farms Meat Market in Romulus, and Bonavista Foods, Inc. in Ovid.

### **Wine Production**

In 2019, the New York Wine and Grape Foundation (NYWGF) contracted with John Dunham & Associates to conduct a study estimating the economic contributions made by the wine and grape industries to the state's economy. The study defined the wine and grape industries as the wineries and vineyards, wholesalers, retail stores, and restaurants that sell wine and grape juice to consumers, as well as organizations that conduct wine research and education, wine-related associations, and tourism associated with visits to New York State's 471 wineries.

Using standard econometric models and data from various public and private sources, the study measured the direct economic impact of the wine and grape industries on jobs, wages paid, and total output. It also assessed the impact of the suppliers that support the wine and grape industries (the *indirect* impact) and of the household spending by individuals employed by both the direct and supplier industries (the *induced* impact).

Statewide, the wine and grape industries directly support 71,950 jobs, generating \$2.8 billion in wages and benefits and \$6.7 billion in economic activity. When the indirect and induced impacts are included, the wine and grape industries support an estimated 98,979 jobs paying \$4.6 billion in wages, while contributing \$11.5 billion in economic activity to the state.

County-level data produced by John Dunham & Associates shows that the wine and grape industries in Seneca County directly employ 2,984 people and pay \$105.7 million in wages and benefits, contributing more than \$271.4 million in economic activity. These industries, in turn, support an additional 72 indirect and induced jobs paying \$4.5 million in wages and approximately \$12.5 million in additional economic activity.

<b>Table 8. Economic Impact of Wine and Grape Industries in Seneca County</b>			
	Jobs	Wages	Output
Wine Manufacturing	304	\$23,044,100	\$94,710,800
Wine Wholesale	3	\$268,900	\$711,300
Wine Retail	296	\$9,686,300	\$18,468,000
Grape Juice Manufacturing	0	-	-
Grape Juice Wholesale	0	-	-
Grape Juice Retail	1	\$21,700	\$65,800
Wine & Grape Associations	0	-	-
Research and Education	1	\$123,300	\$295,500
Tourism	2,256	\$70,326,800	\$152,549,900
Vineyards	123	\$2,254,500	\$4,647,900
<i>Total Direct Impact</i>	<i>2,984</i>	<i>\$105,725,600</i>	<i>\$271,449,200</i>
<i>Total Indirect Impact*</i>	<i>34</i>	<i>\$2,443,600</i>	<i>\$6,590,600</i>
<i>Total Induced Impact**</i>	<i>38</i>	<i>\$2,073,500</i>	<i>\$5,900,600</i>
<b>Total Economic Impact</b>	<b>3,056</b>	<b>\$110,242,700</b>	<b>\$283,940,400</b>

Source: John Dunham & Associates.

\* The indirect impact is the impact on suppliers, the industries that provide inputs and materials to the wine and grape industries.

\*\* The induced impact is the impact on the economic sectors where workers in the wine and grape industries and their suppliers spend their income.

## B. Farm Friendly Audit

### 1. Farm-Friendly Criteria Used in the Review

The following questions are those used in these audits to explore farm-friendliness. The answers offer insight into the level of farm-friendliness in a community. A highly farm-friendly plan or land use regulation would positively address most of these criteria.

#### Comprehensive Plan-Related Questions

- Does the Town have a Comprehensive Plan?
- Is the Plan up to date (less than 10 years old)?
- Does the plan have a specific section addressing agriculture?
- Does the plan include any maps of agricultural lands, important farmland soils, agricultural districts, etc.?
- Does the Plan explore the role of agriculture in the community? I.e., did a survey include questions about agriculture? Was there anything in workshops about it?
- Does the Plan have a vision statement or goals that address agriculture in any way? Is there any visible demonstration of the value of agriculture to the community in the plan?
- Does the plan recognize agriculture as an important resource in Town?
- Does the plan recognize or reference a local or County agriculture and farmland protection plan?
- Does the plan include any data on farms and farmland? Acreage? Income or occupations from farming or other ag-census data?
- Does the plan establish policies towards farmland and farming?
- Does the plan identify the value of farmland and farms to the community in some way?
- Does the Plan offer any recommended actions or strategies related to farming or farmland or ways to preserve or enhance farming?
- Does the Plan establish a policy and/or future actions related to conservation subdivision or clustering, ag overlay districts or other methods?
- Does the plan discuss NYS agricultural districts and ag assessments?
- Does the Plan consider farmland an important resource, recognize prime or soils of statewide importance, and encourage easements or other protections of that land?
- Is there a policy discussed for PDR, LDR or TDR?
- Is agriculture a consideration of where growth does or does not take place?

#### Regulations (Subdivision and Zoning)

- Does Subdivision Law address agriculture in any way?
- Does subdivision application ask for any submissions related to agriculture?
- Are conservation subdivisions allowed? Voluntarily? Mandatory? Does it address agriculture?
- Does subdivision include siting of non-farm development in a manner that preserves farm use?
- Does the zoning regulation's purpose statement include a discussion of agriculture, or promote preserving agriculture specifically?
- Does zoning allow agriculture as a permitted use by right?
- Does zoning prohibit agriculture in any district other than hamlet centers or commercial areas?
- Are site plan reviews required in one or more districts for agriculture or ag-related uses?

- Are special use permits for agriculture or ag-related uses required in one or more districts?
- Is residential, higher density or commercial growth allowed in core farm areas or where a NYS Ag District exists so that conflicts may arise?
- Does the zoning specifically establish a local agricultural zoning district designed for agriculture, ag overlay district, or special use district for agriculture?
- Does the zoning allow farms to have more than one business or offer flexibility to accommodate the needs of agricultural businesses?
- Are buffer zones between farmland and residential uses required for new non-farm construction or subdivision?
- Are innovative development patterns specifically designed to preserve farmland encouraged, allowed, or mandated (conservation subdivision, clustering, TDR)?
- Are off-site or on-site signs allowed to attract and direct people to farm stands and on-farm businesses?
- Are farm stands, farm retail markets, agri-tourist businesses, breweries, etc. allowed?
- Are farm processing facilities such as community kitchens, slaughterhouse, etc. allowed?
- Are farm stands limited to selling just products from that one farm or is that flexible?
- Do farm stands and other on-farm retail need a site plan review or special use permit?
- Does zoning allow for accessory uses such as greenhouses, barns, garages, equipment storage etc. permitted as of right?
- Do application requirements for non-farm uses include asking for submittal of information or maps about farming that might be taking place on or near the project parcel? Whether it is in a NYS certified ag district? What farming activities take place on or near the site? Whether prime farmland soils are present?
- Do standards exist beyond SEQR that require the PB or ZBA to evaluate impacts of a project on agriculture?
- Do any design standards exist to direct building envelopes of non-farm development to areas on a parcel that would still allow farming to occur on remaining open spaces?
- Does the zoning define agriculture, agricultural structure, farm worker housing, agri-tourism, agri-business, and other ag-related terms?
- Are farm uses that are defined included in the Use Table?
- Are farm-related definitions broad and flexible and not confined to a certain number of acres or income earned?
- Are non-traditional or retail-based farm businesses allowed in a district or ag zoned district. For example, can a farmer set up a brewery on site and sell products onsite?
- Is an agricultural data statement as per AML 25-aa required as part of an application for site plan, subdivision, special use or other zoning?
- Is ag disclosure statement on plans or plats required when development takes place in a NY certified ag district or otherwise recognize this?
- Does the regulation define and allow for farm worker housing? Are mobile homes allowed as farm worker housing?
- Are silos and other farm structures exempt from height requirements?
- Does Town have regulations for solar and wind?
- Do solar regulations address development on farmed parcels or address development on farmland soils?
- Are personal windmills and solar panels allowed for farm use? With permits or permitted as of right?

- Does zoning establish any rules for manure storage or spreading or other water quality related rules on farms?

## 2. Comprehensive Plans Audit

- a. All six towns have comprehensive plans. Varick and Fayette have a joint plan together. Most of the plans are older, and thus may not reflect current community conditions or needs. Some plans are more detailed than others and some offer more specificity in recommendations than others. However, all outline the general vision and goals of the community. All include some discussion of agriculture, and all express the important role it plays in the community.
- b. Not all of the plans offer details about the agricultural conditions in the town or fully map their agricultural resources, but each includes some level of recognition of NYS Certified Agricultural Districts, and some have farmland soils mapped. No town included a discussion about or analysis of use of agricultural assessments. Romulus does not address this topic and the others minimally addressed NYS certified ag districts through text or maps.
- c. Except in Romulus, all other plans include agriculture either in a broader vision statement or in a goal specifically oriented to preserving agriculture in the Town. Romulus' plan is more general, but all others offer some strategies or recommended actions related to farming and farmland. Tyre establishes that agriculture and rural character (identified as going hand-in-hand) were second in importance based on community input. Some plans have a distinct emphasis on agriculture as a land use while others put an emphasis elsewhere. Overall, long-term planning done in these towns indicate that agriculture is a land use desired to be continued and establishes that certain actions could be taken to preserve farmland and maintain farming.
- d. Among the suggestions offered in the plans, use of conservation easements, implementing a right-to-farm law (Tyre, Varick/Fayette), developing agricultural protection zoning (Tyre, Varick/Fayette), use of conservation subdivision design (Seneca Falls), use buffer areas between farmland and residential uses<sup>10</sup> (Varick/Fayette, Seneca Falls), careful review of non-farm impacts (Romulus), smart growth tools (Waterloo), overlay districts (Waterloo), and agricultural protection zoning and density averaging (Varick/Fayette) are discussed. Varick/Fayette's plan also recommends allowing farm-related businesses such as farm markets to be established on a farm property, requiring a permit for intensive livestock operations, and encouraging farmland managers to address odors and other impacts on residential neighbors when siting intensive livestock operations.

Varick/Fayette, Waterloo, and Tyre all discussed use of either conservation easements to protect farmland or proposed evaluation or use of PDR, LDR or TDR. Varick/Fayette specifically discusses use of PDR for farmland protection, Tyre more generally discusses the need to encourage land conservation through conservation easements, and Waterloo recommends evaluation of TDR as a method that should be explored.

- e. None of the plans included detailed future land use maps specifically designed to protect farmland. Even though agriculture is clearly a part of all these community's long-term

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<sup>10</sup> Buffer areas are the responsibility of the non-farm, adjacent land uses, not the farm.



future, the Plans did not include specific land use plans showing where non-farm development should or should not be focused.

**Recommendations Related to Comprehensive Plans.** Overall, the audit showed that there is generally good attention given to farms and farm-friendly approaches in the comprehensive plans reviewed. Varick/Fayette and Tyre, all addressed or met most of the farm-friendly audit questions related to comprehensive plans (about 83% of them). Waterloo’s plan was also quite farm-friendly even though agriculture did not receive as much attention in the plan as other land use activities (about 76% of audit questions addressed). Romulus’ plan has a more general approach and there is a lack of detail about current conditions and specific methods to continue and address agricultural needs (about 30% of farm-friendly audit questions addressed) but still recognized agriculture as important.

The Agricultural Enhancement Plan should encourage all towns to have an updated comprehensive plan that reflects current conditions and needs related to the agricultural community. Some towns specifically recognize that community character is tied to farm activities. That is true, but farming contributes to more than rural character – it has important roles in the economy, the environment, and even in climate resiliency.

Specific land use strategies that allow for farm diversification, small farms, and land use patterns that help farms co-exist with non-farm uses should be included. If agriculture is to remain a predominant land use, then comprehensive planning should set the stage for planning for agriculture, not just assume it will be there and plan around it. Local plans should establish vision statements that express community desire to maintain agriculture, farming, the farm economy.

In the future, comprehensive planning can be improved with additional basic mapping of farm resources including prime farmland soils, soils of statewide significance, types of farms, intersection of farmland and public infrastructure, and other maps would help municipalities adequately plan for agricultural land uses. Maps should include land uses, parcels that receive agricultural assessments, natural resources that influence farming such as soils, topography and wetlands, and locations of NYS Agricultural Districts. Maps or descriptions that show locations of water and sewer infrastructure and locations where non-farm development has taken place would also offer significant information to help in project review and development. Some communities find it helpful to also map viewsheds that farms may contribute to, locations of farmers markets, farm stands, and agri-tourism operations. This new County Agricultural and Farmland Enhancement Plan includes all of these maps, county-wide. It is recommended that as part of implementing this Plan, the County consider providing these basic maps at the town level to each municipality so that they have this tool to use in local planning efforts.

### **3. Subdivision Laws Audit**

- a. Farm-friendly subdivision laws elevate and recognize agriculture as a land use to pay attention to when land is subdivided. Subdivision laws that address agriculture in some way, that ask for information related to NYS Certified Ag Districts or adjacent farms, and that allow for clustering or other techniques that specifically help development and farming to better co-exist are considered ‘farm-friendly.’ None of the subdivision laws reviewed in the six towns address agriculture specifically. Agriculture is not included in any purpose statements, application requirements or design standards. In Tyre however, they require

subdivisions to go through site plan review and their site plan review law strongly addresses agriculture.

- b. Tyre is the only town reviewed where the zoning specifically requires submission of the agricultural data statement (required by NYS AML 25-AA) as part of the subdivision application. However, in practice, all the communities do use the ag data statement during project reviews. It is recommended that all local land use regulations be updated to include that requirement, even as a reminder for this practice for future planning and zoning boards.
- c. Conservation subdivision or clustering designs are allowed on a voluntary basis in Varick, Seneca Falls, and Fayette. However, none emphasized use of the preserved open space lands that result from this technique as agriculture.
- d. None of the subdivision laws reviewed address siting non-farm development in a manner that preserves or acknowledges adjacent farm use. However, in Tyre, their site plan review law strongly addresses this.

**Recommendations Related to Subdivision Laws:** All the towns would have farm-friendlier subdivision laws if maintenance of agriculture as a land use was included in the purpose of the law. Application submissions should identify whether the proposed parcel is in a NYS Agricultural District, whether there were prime soils or soils of statewide importance on the parcel, or whether the development was adjacent to active farm operations. Design standards such as clustering or use of conservation subdivision would be helpful methods to include to encourage preservation of open space that can be used for agriculture. Tyre’s site plan law includes many standards that could be models for incorporation into subdivision.

#### 4. Zoning Laws Audit

- a. The overall observation is that zoning laws are not fully consistent with the vision and goals established in their community’s comprehensive plan. Where the plans strongly include agriculture, the zoning laws do not. The zoning reviewed is not necessarily farm-unfriendly, but more often than not, few of the methods to ensure a community is farm-friendly are included or addressed in a significant manner. The matrix below (page \_\_\_) outlines the weaknesses related to agricultural planning. This is a very common situation across New York State where we see strong comprehensive plans that celebrate and encourage farming, but land use laws that do not. More often than not, agriculture seems to be more of an afterthought in terms of land use regulation. Farm-friendly land use regulations are generally those that adequately define a range of agricultural uses, include consideration of impacts of non-farm development on farming, include techniques and development standards that help farms to continue operations even when non-farm development occurs nearby, and that don't require planning board approval for farm activities and farm-related development.

Tyre and Fayette meet more of the farm-friendly criteria (about 49% and 44%, respectively) included in the audit. Varick's zoning meets about 24% of the criteria and Romulus, Waterloo, and Seneca Falls meet less than 20% of them. The matrix below (page \_\_\_\_ ) can be used to point out where zoning and subdivision could be improved to be more farm-friendly.

- b. Zoning laws should have strong purpose statements tied to the comprehensive plan. If agriculture is an important land use in the Plan, it should be reflected in the purposes of the law. The purpose statements in a land use law are vital – they articulate why land is being regulated. Adding that a purpose of zoning is to maintain agricultural land uses and farmland would be an important change that would forge a closer tie between a pro-farm plan and zoning. Like the comprehensive plans, zoning seems to acknowledge agriculture but plan around it, rather than for it. Tyre and Fayette have purpose statements that acknowledge the goal of protecting agriculture and the other town’s zoning laws do not.
- c. Where a town has and wants to continue farming operations, zoning should position agriculture front and center as a primary and desired land use. During project review, impacts to agriculture should be evaluated. Land use regulations, especially related to lot size, density, and allowable uses, should be compatible with agricultural activities. All six towns included in the audit allow for residential, and sometimes many other commercial land uses throughout the agricultural area – and in all cases such development is on 1 or 2 acre lots.

What this means is that low density residential development is allowed everywhere agriculture is with no tools to ensure that they can be compatible, and that critical farmland areas can be maintained. It is understandable to allow for residential development in such large areas of these towns, but there are many additional development standards or guidelines that can be included in the zoning to better enable the mixing of farm and non-farm uses. None of the zoning laws really attain this. Tyre has a Prime Farmland Overlay established in its zoning law, but with no map or associated text so it is an overlay district in name only.

- d. Generally, the definitions included in the zoning laws are broad. That is good in that they would include many types of agriculture. However, what is unclear is how these laws address more than growing of crops or animals: on-farm processing or marketing, which are considered part of a farm operation from NYS AML 25-AA are not well defined in the laws reviewed. None of the laws used or referred to the NYS 25-aa definition of agriculture or farm operation – which are often the broadest and safest way to define agriculture. The definitions were limited mostly to ‘agriculture’ and many associated terms used in farm-friendly zoning are not included. These include on-farm retail market, value-added processing, agricultural sales, agri-tourism, etc.

The State definitions are also a ‘known entity’ and have many years of known interpretation which can lend support and flexibility to a farm operator. Each law reviewed includes a basic definition of agriculture, but these may not be fully consistent with NYS Department of Agriculture and Markets guidance. This would exclude small or niche operations from being considered an agricultural operation. Acreage only comes into play when related to the agricultural assessment someone may be eligible for. Definitions of agriculture that include acreage limitations may be considered overly restrictive, especially when a farm is in a NYS Ag District.

Seneca Falls requires 5 acres to be considered a farm and Waterloo requires farms to be 5 acres and meet NYS Board of Equalization and Assessment regulations. Both of these limit small, start-up or niche farms and may not be consistent with NYS AML 25-aa definitions of farms when located in the NYS Ag District. Other communities do not have these restrictions

but remain vague as to whether processing or marketing on the farm are also included in the definition of agriculture.

- e. Ultimately, agricultural activities, especially those in NYS Agricultural Districts, should be permitted uses with limited requirements for site plan review, special use permits or zoning permits. Varick, Tyre, and Fayette all allow agriculture as a use permitted by right, without such review processes. In Romulus, agricultural uses do not need permits in their Ag Zoning District but do need special use permits or zoning permits elsewhere even if those areas are still within the NYS Agricultural District. Waterloo allows crops as permitted by right in their industrial and MU districts, allows dairy and livestock as permitted in their Ag and R1 districts, but requires poultry and hogs to get a special use permit in the Ag Zoning District and they are not allowed anywhere else. Farm roadside stands also require special use permits.
- f. Although to a large degree, the six laws do exclude agricultural uses from needing zoning permits and planning board reviews, there are some notable exceptions. If a farm is located in a NYS Certified Agricultural District, some of these may be considered overly restrictive:

Romulus - Agricultural use needs a special use permit or zoning permit in districts other than their agricultural district. They also treat agricultural structures differently than ag uses. Ag structures need a zoning permit and CAFO's require a special use permit anywhere.

Waterloo - Poultry and hogs require a special use permit in their ag zoning district and are not allowed anywhere else.

Seneca Falls - Agriculture is a permitted use in the manufacture districts (M-1 and M-2) and in the floodplain but require special conditions in their agricultural districts (A-1 and A-2) and requires a special use permit in Land Conservation district.

Tyre - Requires special use permit for craft brewery, winery, distillery( they did not mention meadery cidery what about saying craft beverage or farm beverage??? . The Town can modify this to require a special use permit only when breweries, winery and distilleries are not part of farm operation.

- g. What often is the most problematic for farms related to a zoning law is what is not discussed. All six laws are largely silent about many topics that are now relevant to farmers. While the goal is not to needlessly regulate farms because we don't want to restrict agriculture, silence about whether a certain farm-related business or activity is allowed may be challenging to farmers. Topics that are not well defined or not comprehensive introduces vagueness, which means the law may be harder to interpret what the rules are. This can lead to uncertainty and confusion. It can force farmers to go to the ZBA for an interpretation, or to go through an unnecessary review process. It is better to have the law articulate the rules rather than leaving it unaddressed. It would not be considered farm-friendly to force a farmer to go to the ZBA to clarify if some farm activity is allowed or not.

All six laws could be more farm-friendly if they were updated to include new, relevant topics that often affect farms now. These include agri-tourism on farms, having multiple

businesses on farms, mixing farm and non-farm businesses (such as having a wedding event on the farm, a glamping campsite, air bnb and similar activities), roadside stands, farm worker housing, wedding and other events, breweries/distilleries, on-farm animal processing, on-farm tasting rooms, u-pick operations, and retail sales.

As direct on-farm sales are important to the farm economy in Seneca County, and certainly important to Amish farmers, and more people are aware of the need to have local food security, zoning laws should address the types of farm activities taking place. In many cases, it was unclear whether zoning allowed processing and sales, whether farm worker housing was allowed, whether multiple farm businesses could take place, or whether non-traditional farm businesses such as on-farm breweries are allowed. These uses are not well defined in the laws and not included in the Use Table as an allowed use. How does the zoning treat on-farm retail not in a roadside stand? What about restaurants on a farm that serve produce grown on that farm? These are the questions that arise when the zoning doesn't adequately address things.

- h. Varick, Seneca Falls, and Fayette all allow for clustering of residential lots to preserve open space. Of these, only Fayette addresses protecting of farmland as one of the reasons to do a clustered subdivision. Tyre, Romulus, and Waterloo do not allow for clustering. Further, none of the six communities have incorporated more up-to-date methods for preserving open space when development occurs, such as through the use of a conservation subdivision design. The cluster subdivision provisions that do exist are outdated, not very detailed, and do not connect with agriculture as a valid open space use. They offer little to guide development of a farm-friendly major subdivision. Only Tyre requires buffers between farmland and residential uses. Tyre also has site plan standards that address agriculture, but none of the others have siting standards to maximize continuation of farming in the face of non-farm development.
- i. Even though 'agriculture' or ag-residential districts constitute the majority of land within each of these towns, none prioritize use of farmland or have development standards that serve to direct new non-farm building to locations that would help minimize adverse interactions between farm and non-farm uses.
- j. Agriculture can be highly impacted by new non-farm uses that go in near or adjacent to a farm operation. No site plan, special use or subdivision criteria (or design standards) are in place that requires Planning Boards to learn about, evaluate, and minimize new development impact on farms, except through the SEQR (State Environmental Quality Review) process. SEQRA does require some evaluation of impacts of an activity when in a NYS Certified Ag District, but more emphasis is needed during the planning and permitting process to help minimize adverse impacts on agriculture when non-farm development occurs.  
This is especially critical when a farm is in a NYS Agricultural District. Farm-friendly zoning would seek to have site plan, special permit and subdivision applicants provide the reviewing board information on where and what type of farming might be nearby and whether the parcel is in a NYS Agricultural District. Simple data such as this can ensure that the reviewing board has the information needed to fully evaluate a proposal's impact on agriculture.

- k. None of the towns included in the audit ask for any information about agriculture on their site plan or special use permit applications. That means that the Planning Board has no information about ag uses, ag soils, NY Certified Ag Districts, or other nearby ag activities that they would need to pay attention to. This is especially important when a project is reviewed that is in or within 500 feet of a NY Certified Ag District and leaves the Board without good information upon which to determine if there are any impacts to agriculture. These requirements should be added into zoning and subdivision review processes.
- l. Some of the laws are silent about land use regulations for food processing and slaughterhouses. There are no definitions about what a slaughterhouse is or whether it is allowed on a farm for farm animals raised there. These are uses vital to support farms and local food systems. From state guidelines, food processing on a farm is considered part of the farm operation and that should be clarified in zoning definitions. Off-farm food processing and small slaughterhouses are important and can be uses that can fit into light industrial or other business zones. It is recommended that some consideration should be given as well for on-farm processing.  
New uses such as commercial kitchens, food hubs and food distribution centers, small cheese plants, yogurt, or milk processing plants (for example) are not addressed in any of the laws. Including, defining, and addressing them could clarify the procedures and development standards and allow for these important farm-related uses as critical component of the necessary modern farm infrastructure.
- j. Zoning and subdivision laws can be updated to specify that the agricultural data statement must be filled out as per AML 25-aa.

## Zoning and Land Use Law Audit Results

Farm-Friendly Criteria	Fayette	Romulus	Seneca Falls	Tyre	Varick	Waterloo
<b>Comprehensive Plan</b>						
Does the Town have a Comprehensive Plan?	Y	Y	Y	Y	Y	Y
Is the Plan up-to-date (less than 10 years old?)	N	N	N	Y	N	Y
Does the plan have a specific section addressing agriculture?	Y	Y, But not comprehensive	Y, along with natural resources and open space	Y	Y	Y
Does the plan include any maps of agricultural lands, important farmland soils, agricultural districts, etc.?	Y, Ag is on existing and future land use maps, NY ag district, and ag parcels. Soil map does not indicate farmland soils.	N	Y	Y- Soil Map included, no others	Y, Ag is on existing and future land use maps, NY ag district, and ag parcels. Soil map does not indicate farmland soils.	Y
Does the Plan explore the role of agriculture in the community? I.e., did a survey include questions about agriculture? Was there anything in workshops about it?	Y	N, although Plan does indicate goal of keeping agriculture	Y	Y	Y	Y, although agriculture is mentioned and included, it is not a significant topic
Does the Plan have a vision statement or goals that address agriculture or demonstrates value of agriculture to the community in the plan?	Not in Vision, but does have multiple Goals	N	Y	Y	Not in Vision, but does have multiple Goals	Y
Does the plan recognize agriculture as an important resource in Town?	Y	Y	Y	Y	Y	Y

Farm-Friendly Criteria	Fayette	Romulus	Seneca Falls	Tyre	Varick	Waterloo
<b>Comprehensive Plan</b>						
Does the plan recognize or reference a local or County agriculture and farmland protection plan?	N	N	N	N	N	N
Does the plan include any data on farms and farmland? Acreage? Income or occupations from farming or other ag-census data?	Y	N	Y in Appendix	Y - Discusses many important roles, but does not have data per se.	Y	Minimal
Does the plan establish policies towards farmland and farming?	Y	Limited - establishes Ag zoning district on map with goals	Y	Y	Y	Some
Does the plan identify the value of farmland and farms to the community in some way?	Y	Y	Y	Y	Y	Y
Does the Plan offer any recommended actions or strategies related to farming or farmland or ways to preserve or enhance farming?	Y	N	Y	Y - Three strategies are offered	Y	Y
Does the Plan establish a policy and/or future actions related to conservation subdivision or clustering, ag overlay districts or other methods?	Y	N	Y, Not really land use oriented	Broadly recommends Agricultural Protection Zoning but does not give details.	Y	Y, Some
Does the plan discuss NYS agricultural districts and ag assessments?	NY Ag Districts - Yes, Ag Assessments - No	N	Minimally	Y - Does mention. And most of Town is in Ag District	NY Ag Districts - Yes, Ag Assessments - No	Limited reference to NY Ag Districts



Farm-Friendly Criteria	Fayette	Romulus	Seneca Falls	Tyre	Varick	Waterloo
<b>Comprehensive Plan</b>						
Does the Plan consider farmland an important resource, recognize prime or soils of statewide importance, and encourage easements or other protections of that land?	Y	N	Y	Y and discusses soils	Y	Y
Is there a policy discussed for PDR, LDR or TDR?	Y, PDR, and easements	N	N	Yes, broadly. A recommendation is to encourage land conservation through conservation easements but does not mention techniques specifically	Y, PDR, and easements	TDR is mentioned as a method to explore
Is agriculture a consideration of where growth does or does not take place?	In goals, yes, but not in specific recommendations	Implied, recommendations very general	Only in the sense that the Plan establishes a goal to protect farmland. No specifics.	Implied - in the recommendation that agricultural protection zoning be used - this is implied but not stated	In goals, yes, but not in specific recommendations	N, not addressed

Farm-Friendly Criteria	Fayette	Romulus	Seneca Falls	Tyre	Varick	Waterloo
<b>Regulations (Subdivision and Zoning)</b>						
Does Subdivision Law address agriculture in any way?	N	N	N	No. However, all subdivisions are subject to site plan review and the SPR law strongly addresses Ag.	N	NA
Does subdivision application ask for any submissions related to agriculture?	N	N	N	Y - Ag Data Statement	N	NA
Are conservation subdivisions allowed? Voluntarily? Mandatory? Does it address agriculture?	Y, clustering, but this section is not designed to promote agriculture	N	Y - Voluntary	N	Yes, Voluntarily, no provisions for or mention of agriculture however	NA
Does subdivision include siting of non-farm development in a manner that preserves farm use?	N	N	N	N (subdivision), but Site Plan Review does	N	NA
Does the zoning regulation's purpose statement include a discussion of agriculture, or promote preserving agriculture specifically?	Y	N	N	Y	N	NA
Does zoning allow agriculture as a permitted use by right?	Y	N, not in all districts. Ag use does not need permit in Ag zoning	As permitted use in M-1 and M-2 and FP; with special conditions in	Y	Y	Y for crops except in Industrial and MU; Yes for dairy and

Farm-Friendly Criteria	Fayette	Romulus	Seneca Falls	Tyre	Varick	Waterloo
<b>Regulations (Subdivision and Zoning)</b>						
		district, it does need Special Use or Zoning Permit elsewhere. Treats ag structure and ag use differently. Ag structures still need zoning permit, CAFOs need Special Permit	A-1, A-2, with SUP in L-C.			livestock in Ag and R1; Poultry and Hogs require SP in Ag zoning district, and not allowed elsewhere; roadside stands are special use permits all districts except I
Does zoning prohibit agriculture in any district other than hamlet centers or commercial areas?	N	Y, prohibited in Conservation Recreation District	R-1, R-2, R-3 not allowed	N	N	Y, but crops, dairy and poultry/hogs allowed in Ag zoning district
Are site plan reviews required in one or more districts for agriculture or ag-related uses?	N	N	No, farms are exempt	Maybe. SPR exempts 'non-agricultural' structures but that is not defined.	Only in C as a Conditional Use	N
Are special use permits for agriculture or ag-related uses required in one or more districts?	N	Y	SUP in L-C district	Y, for some such as craft brewery/winery, distillery	N	Y for poultry and hogs

Farm-Friendly Criteria	Fayette	Romulus	Seneca Falls	Tyre	Varick	Waterloo
<b>Regulations (Subdivision and Zoning)</b>						
Is residential, higher density or commercial growth allowed in core farm areas or where a NYS Ag District exists so that conflicts may arise?	Y	Y	Y	Y- Single Family Res is allowed, as are some non-ag businesses but it is limited.	Y	Y
Does the zoning specifically establish a local agricultural zoning district designed for agriculture, ag overlay district, or special use district for agriculture?	Has AR for Ag and Rural Res	N, has an ag zoning district that allows other uses	N, A-1, and A-2 are ag zoning districts that allow for other uses	Establishes a prime farmland overlay district but that is reserved (no text or standards established), Has an Ag Zoning District that allows other uses	N, has a Res Ag that allows for other uses	N, Ag Zoning District allows many other uses
Does the zoning allow farms to have more than one business or offer flexibility to accommodate the needs of agricultural businesses?	Unclear, not specifically addressed	Unclear, not specifically addressed	Unclear, not specifically addressed	Unclear, not specifically addressed	Unclear, not specifically addressed	Unclear, not specifically addressed
Are buffer zones between farmland and residential uses required for new non-farm construction or subdivision?	N	N	N	Y	N	N

Farm-Friendly Criteria	Fayette	Romulus	Seneca Falls	Tyre	Varick	Waterloo
<b>Regulations (Subdivision and Zoning)</b>						
Are innovative development patterns specifically designed to preserve farmland encouraged, allowed, or mandated (conservation subdivision, clustering, TDR)?	Y, clustering that includes protecting farmland in purposes	N	Clustering allowed but only in R districts, and ag is not mentioned in design	N	Cluster Subdivision may be required by Planning Board	N
Are off-site or on-site signs allowed to attract and direct people to farm stands and on-farm businesses?	Signs on farms in a NYS Ag District are exempt	Y, with sign permit	Billboards (off-site signs) are allowed up to 200 sf in A-1 and A-2	Onsite signs for farm stands exempt and allowed; No-offsite signs	Unclear - not addressed in Zoning	Y with sign permit
Are farm stands, farm retail markets, agri-tourist businesses, breweries, etc. allowed?	Y	Unclear, may be as small-product retail. Otherwise, not addressed in zoning	Roadside Stands are allowed with special conditions, other types not mentioned but may be considered part of a farm - that is unclear from definitions	Y	Y	Roadside Stands allowed with SP, others not mentioned but may be considered part of a farm

Farm-Friendly Criteria	Fayette	Romulus	Seneca Falls	Tyre	Varick	Waterloo
<b>Regulations (Subdivision and Zoning)</b>						
Are farm processing facilities such as community kitchens, slaughterhouse, etc. allowed?	Y, likely via Food and Agricultural Processing Use	N	Slaughterhouse allowed in A-1 and A-2, but not defined, and not included in use lists so unclear if it needs other permits.	Likely if it is part of ag operation. Could be part of ag-based business. Slaughterhouse not specifically discussed	Unclear - Under the Agriculture Support Business Category, but this is not on the Use Table	N
Are farm stands limited to selling just products from that one farm or is that flexible?	Not addressed	N- Not addressed, may be allowed as small product retail	Not addressed	No restrictions for farm operations in NYS Ag District. If not in NYS Ag District - yes, restricted to selling produce from site.	Not addressed	Not addressed
Do farm stands and other on-farm retail need a site plan review or special use permit?	N	Y - if these are considered small product retail - they need a special use permit in Ag Zoning District. Unclear as not in the	No PB review, but do have special conditions to be met	Farm operations in NYS Ag District are exempt. Others need Roadside Stand Zoning Permit.	No permit needed if outdoors, on-premises sale	Y, have SP requirement

Farm-Friendly Criteria	Fayette	Romulus	Seneca Falls	Tyre	Varick	Waterloo
<b>Regulations (Subdivision and Zoning)</b>						
		definitions or use lists.				
Does zoning allow for accessory uses such as greenhouses, barns, garages, equipment storage etc. permitted as of right?	N	As accessory structure - needs a zoning permit, as an agricultural structure also needs a zoning permit	With special conditions in A-1 and A-2, but need 5 acres to be considered a farm	Y	Unclear - Accessory Uses Not Specified	Unclear. Greenhouses allowed with P or SP as commercial use. These accessory uses may be part of farm, but not addressed. Parking requirements do not need to be met for ag uses

Farm-Friendly Criteria	Fayette	Romulus	Seneca Falls	Tyre	Varick	Waterloo
<b>Regulations (Subdivision and Zoning)</b>						
Do application requirements for non-farm uses include asking for submittal of information or maps about farming that might be taking place on or near the project parcel? Whether it is in an NYS ag district? What farming activities take place on or near the site? Whether prime farmland soils are present?	N, but an RTF law addresses the requirement to identify impacts	N	N	N	N	N
Do standards exist beyond SEQR that require the PB or ZBA to evaluate impacts of a project on agriculture?	Via the RTF law	N	N	N	N	N
Do any design standards exist to direct building envelopes of non-farm development to areas on a parcel that would still allow farming to occur on remaining open spaces?	In Clustering Section	N	N	N	N	N
Does the zoning define agriculture, agricultural structure, farm worker housing, agri-tourism, agri-business, and other ag-related terms?	Y	Some, note that Agriculture is defined twice - differently (property maintenance section has own def)	Just Farm and Farming, and Roadside Stands defined	Y	Some but not all	Limited - for agriculture, farm, and roadside stand.
Are farm uses that are defined included in the Use Table?	Y	Y	Y	Y	Some but not all	Y



Farm-Friendly Criteria	Fayette	Romulus	Seneca Falls	Tyre	Varick	Waterloo
<b>Regulations (Subdivision and Zoning)</b>						
Are farm-related definitions broad and flexible and not confined to a certain number of acres or income earned?	Y	Y	N, requires 5 acres to be considered a farm	Y	Y but farm-related definitions are limited	No, definition requires farm to be 5-acre minimum and meet NYS Board of equalization and Assessment Regs.
Are non-traditional or retail-based farm businesses allowed in a district or ag zoned district. For example, can a farmer set up a brewery on site and sell products onsite?	Y	Unclear, brewery are separate uses, not associated with Ag in definitions	Probably not as the definition is limited to activities related to the raising of crops, ag products, etc. and doesn't mention processing. Unclear at best.	Y	Y - Wine Tasting Allowed, No Mention of Brewery	Unclear. Both farm and agriculture are defined by production of ag products but do not mention processing or sale
Is an agricultural data statement as per AML 25-aa required as part of an application for site plan, subdivision, special use or other zoning?	N	N	N	N	N	N

Farm-Friendly Criteria	Fayette	Romulus	Seneca Falls	Tyre	Varick	Waterloo
<b>Regulations (Subdivision and Zoning)</b>						
Is ag disclosure statement on plans or plats required when development takes place in a NY certified ag district or otherwise recognize this?	N	N	N	N	N	N
Does the regulation define and allow for farm worker housing? Are mobile homes allowed as farm worker housing?	Not specifically mentioned	N, would be allowed same as individual mobile home	N, mobile homes used for farm workers same as all other mobile homes	Y, With standards and special use permit	Allows for in Mobile Homes, but does not define	N
Are silos and other farm structures exempt from height requirements?	Y	Not totally exempt but allowed to be higher than other structures to a limit	Y	N, no specific exemptions shown	N, Unclear if Bulk Table applies to Agriculture or not, Height limited to 45'	Y
Does Town have regulations for solar and wind?	Y	Y. addresses in limited way	N	Y, both solar and wind	Y	N, not in zoning
Does solar regulations address development on farmed parcels or address development on farmland soils?	N	N	N	Y, uses NYS DAM guidelines on Solar	N	N
Are personal windmills and solar panels allowed for farm use? With permits or permitted as of right?	Y, as a minor or accessory solar collection system	Allowed if < 25 kW. Large-scale requires SP	N	Y, for small-scale, doesn't specifically address farm use	Y	N

Farm-Friendly Criteria	Fayette	Romulus	Seneca Falls	Tyre	Varick	Waterloo
<b>Regulations (Subdivision and Zoning)</b>						
Does zoning establish any rules for manure storage or spreading or other water quality related rules on farms?	Y, has specific section on storage of manure	Not addressed	Y, manure storage must be > 100' from any street or residential property line	Not addressed	Not addressed	Not addressed

## C. Identification of Important Farmland

This section outlines Seneca County's effort to define and locate priority farmlands that are key to long-term agricultural viability in the County. New York State -funded agricultural and farmland protection plans require that the County work to identify important farmlands. Not only is it a requirement but it is critical information needed by landowners who elect to participate in New York's Farmland Protection Implementation Grant (FPIG) program. Landowners, through FPIG, voluntarily place a conservation easement on their agricultural land/farmland to protect the land from future development. Through the FPIG application process, the application will need to show the land is identified in the County's Agricultural and Farmland Protection Plan (Ag Enhancement Plan) as being 'important'. Knowing where priority farmlands are located can also be important to Seneca County municipalities as they work on comprehensive plans, open space plans, town-level agricultural and farmland protection plans and other similar efforts.

How are important farmlands in Seneca County identified? Many factors are taken into consideration such as soils, farmland size, development pressure facing the farm, location, and other features. While soils are critical, other factors are also important, and the factors are chosen to be consistent with local conditions. For instance, size of a farm, whether in a NYS Agricultural District or not, closeness to a water resource, or frontage along a highway are all criteria that contribute to defining important farmlands. This section describes the method used in Seneca County to identify, score and map important farmlands.

### **Seneca County Parcel Rating Methodology**

To effectively identify and prioritize the thousands of acres of land potentially available for agricultural conservation in Seneca County, a Geographic Information System (GIS)-based parcel rating system was created using local criteria developed by the Steering Committee. The rating system first includes criteria that define 'important farmland' in Seneca County and then gives points to each criterion depending on specific conditions on a specific farm. Each farm in the County is evaluated this way and the farm-related criteria scored. Seneca County values all farmland but recognizes that some farmlands have more important farmland criteria than others.

### **Identification and Prioritization**

The farm priority scoring was based on approximately a dozen criteria as detailed below. Parcels of less than three acres, after merging into existing farm parcels, were not included in the analysis. For this analysis, a "farm" is a grouping of parcels of contiguous common ownership. Contiguous was defined to be parcels that touched one another or were across a right-of-way from one another.

Parcels that were included in the analysis met at least one of these criteria: coded as agricultural use in the tax assessment records, currently are receiving an agriculture value assessment, regardless of coded use such as abandoned agriculture, residential with agricultural use, or other uses that were determined to include agriculture, based on reviewing recent ortho imagery.

Once the parcels were identified for analysis, they were merged into 'farms' as previously defined and then they were assigned points based on the criteria (see table, Appendix C).

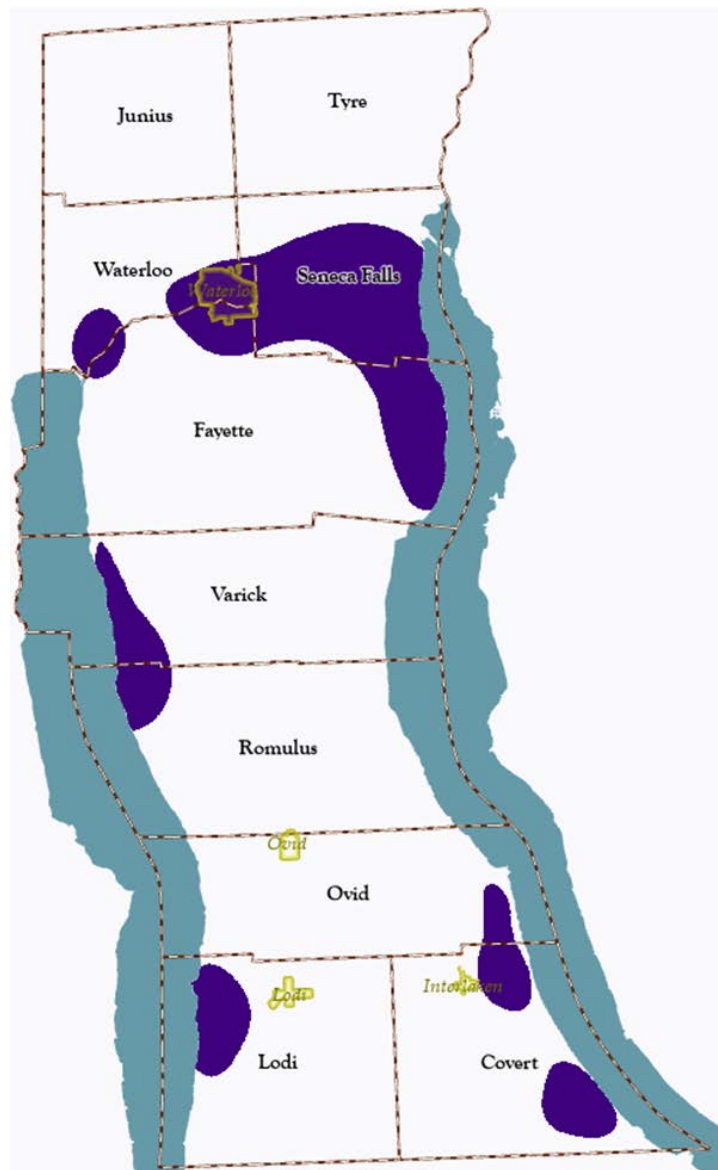
Overall, parcel size, the amount of land available for farming, soils, the amount of water buffer available, and proximity to other conserved lands are criteria weighted more than others. In addition to the criteria developed by the Steering Committee, additional criteria were identified through the Seneca County Pre-Proposal for 2020 NYS Farmland Protection Implementation Grants information. The Pre-Proposal form was also used as a guide for some of the size and acreages thresholds in the scoring.

The criteria used in the identification of important farmlands and explanation for each are:

- **Parcels that are used primarily for agriculture**, identified in the data as active agriculture in the assessment data (or at least a portion of a farm made up of several parcels) or identified as vacant but receive an agricultural tax exemption, and that are larger in size, were given more points. Secondary ag use parcels were those that were identified as something other than agricultural use in the assessment data but were either receiving an agricultural assessment and/or were determined to have active farmland on the parcel. More points were assigned for larger parcels as the size of the parcel can impact farm viability and value.
- The **percentage of a parcel available for farming** was given more points. The area available for farming was determined using NOAA 2015 C-CAP 10-meter land cover data and merging “Upland Herbaceous” areas with the farm analysis layer. More land available on a farm means it is more likely to stay in farming. Acres of active farmland is also a scoring criterion for state farmland protection funding.
- **Farms that are within an agricultural district.**
- **Parcels that are receiving an agricultural value assessment** show a commitment by the landowner to maintain farming on the parcel.
- **High-quality soils (Prime or Statewide Importance)** are important to many viable, sustained farm operations. The percentage of high-quality soils on a farm is also a scoring criterion for state farmland protection funding.
- **Protection of water resources** is important for farm viability throughout the county. A 100-foot buffer layer was created for streams, surface waters and USFWS NWI mapped wetlands. The buffer area that each parcel encompasses was then calculated. Parcels that contain over 10 acres of water buffer area have the potential to have a significant positive impact on water quality depending on how those areas are managed.
- **Farms that were adjacent to lands already conserved** were given more points. Being adjacent to other lands that will remain undeveloped or farmed have a higher chance of remaining in agriculture and can create core areas of critical farmland. Similarly, parcels that were adjacent to active farmland were also given more points.
- **Development pressure** is an important factor in farmland protection, and this was partly identified using the year-built data from the Seneca County Real Property data where homes built in the past 20 years

were used to look for “hot spots” of development density. A spatial analysis was performed to highlight clusters of development. The threshold considered to define an area having increased development was in clusters where 10% of the overall density in Seneca occurred. There are 12,177 buildings in the County with year-built data available and Seneca County is 323.7 square miles yielding an overall density of 37.6 buildings (with year-built information) per square mile. Thus, if 3.76 buildings or more per square mile were built in the past 20 years, it was considered a ‘development hot spot’. Map 17, at right shows where those areas are located.

- A ½-mile buffer on each of the villages in the county was also created to evaluate potential development pressure. Farms that are close to villages could be at risk for development as villages expand or residents and businesses may want to locate close to a village to take advantage of village amenities but avoid paying village taxes.



Map 17: Areas of increased development pressure (purple) as determined by spatial density analysis of new construction over the past 20 years.

- Another development pressure factor is the **amount of road frontage a parcel has along US, State or County roads** – more frontage allows for easier subdivision potential. Also access to larger roads can be beneficial for business development. The total frontage of parcels (or combined farms) was calculated based on the length of the parcel line(s) along the road right-of-way.
- Similarly, when a farm is **close to existing water and sewer infrastructure**, there is a higher chance the land would become more valuable for other types of development so the closer a farm is to such infrastructure, the more points it received.

- Another development pressure farms in Seneca County are facing is from large-scale solar development. **Farms closer to locations having 3-phase power** are more at risk for solar development than farms that are further away.

## Results

A total of 1,654 farms were included in the analysis.

The average total score was 18.08 points, with a median score of 18, and with a range of 5 to 37 points.

The scoring results were broken into tiers, using an approximate standard deviation curve which groups more farms in the middle categories and highlights the outliers (both positive and negative). The scoring breakdown for categories is:

- Far Below Average = 5 - 8 pts (40 farms)
- Below Average = 9-10 pts (62 farms)
- Just Below Average = 11 - 16 pts (597 farms)
- Average = 17-20 pts (476 farms)
- Just Above Average = 21 - 25 pts (307 farms)
- Above Average = 26 - 28 pts (94 farms)
- Far Above Average = 29 - 37 pts (75 farms)

The table below details the specific criteria and scores used in the analysis.

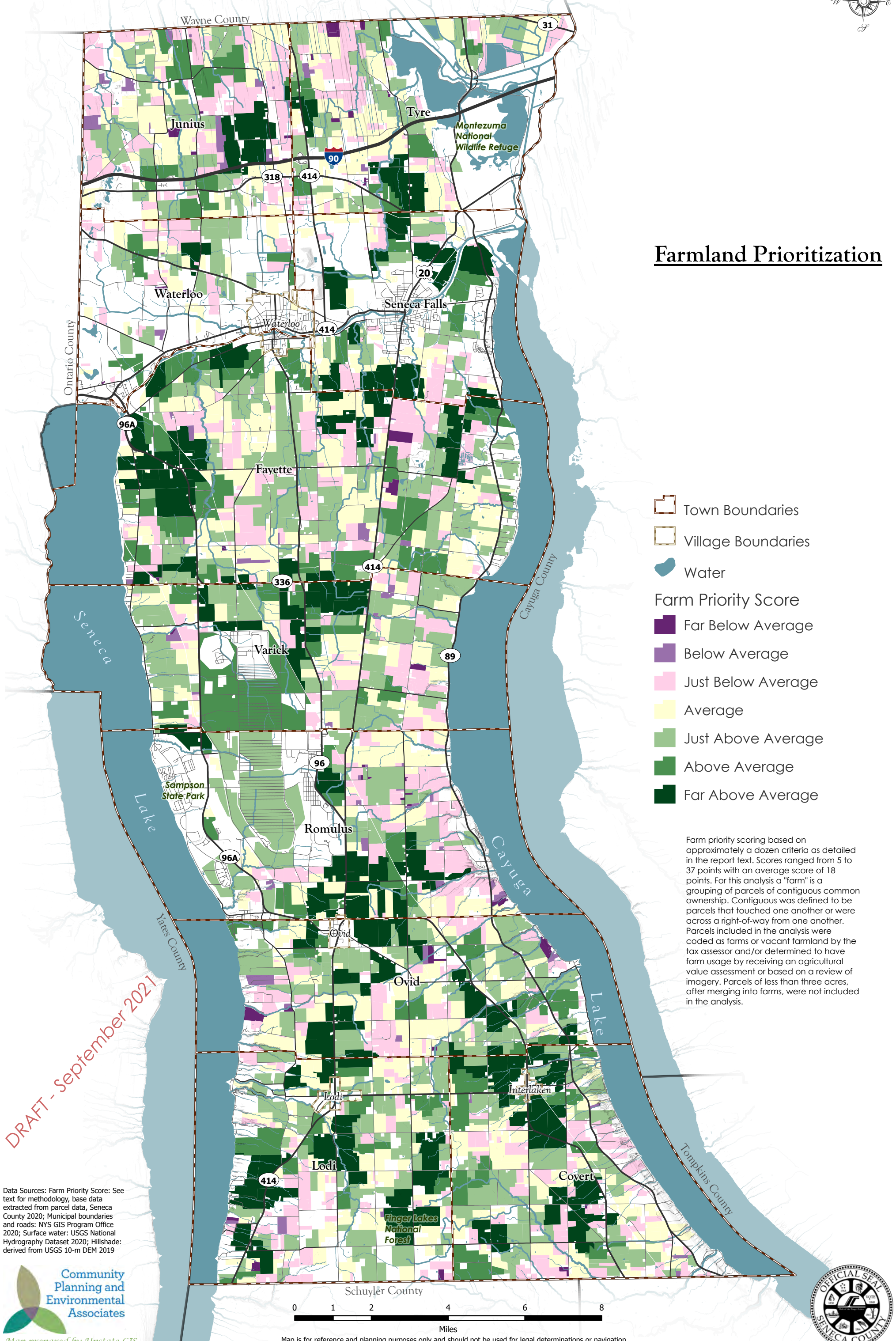
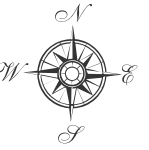
Criteria	Category of Criteria	Scoring Criteria		
		<200 acres	200-400 acres	>400 acres
Parcel with agriculture as primary use	Land Evaluation - Farm Use	1 Point	3 Points	5 Points
Parcel with agriculture as secondary use	Land Evaluation - Farm Use	1 Point	2 Points	3 Points
Percent of Parcel Available for Farming	Land Evaluation - Farm Use	25-<50% 1 Point	50-80% 3 Points	>80% 5 Points
Farms that are in an Agricultural District	Site Assessment	2 Points		
Farms that receive an agricultural value assessment	Farm Commitment	1 Point		
Percentage of high-quality soils (Prime or State Importance)	Land Evaluation - Soils	25-<50% 1 Point	50-80% 3 Points	>80% 5 Points
Parcels within 100' of water resources (stream, lake, or wetland)	Site Assessment	>10 acres water source buffer = 5 Points 1-10 acres = 1 Point		
Proximity to conserved land	Site Assessment	Adjacent Farmland 5 pts	Adjacent Non-	W/in ¼ mile 1 pts

Criteria	Category of Criteria	Scoring Criteria		
			Farmland 3 pts	
Proximity to active farmland	Site Assessment	Adjacent 2 points		Within 1/4-mile 1 point
Within an area of increased development* or Proximity to Village (0.5 miles)	Development Pressure	3 Points		
Frontage along US, State or County Road	Development Pressure	500-<1,000 ft 1 Point	1,000-<2,000 ft 3 Points	≥2,000 ft 5 Points
Proximity to water and sewer	Development Pressure	500' 3 points	¼-mile 2 points	½-mile 1 point
Proximity to 3-Phase Power	Development Pressure	≤ 500' 2 Points	> 500' and ≤ ¼-mile 1 Point	

\*3.76 homes built per square mile in the past 20 years



# Seneca County Agricultural and Farmland Enhancement Plan



## Farmland Prioritization

- Town Boundaries
- Village Boundaries
- Water
- Farm Priority Score**
- Far Below Average
- Below Average
- Just Below Average
- Average
- Just Above Average
- Above Average
- Far Above Average

Farm priority scoring based on approximately a dozen criteria as detailed in the report text. Scores ranged from 5 to 37 points with an average score of 18 points. For this analysis a "farm" is a grouping of parcels of contiguous common ownership. Contiguous was defined to be parcels that touched one another or were across a right-of-way from one another. Parcels included in the analysis were coded as farms or vacant farmland by the tax assessor and/or determined to have farm usage by receiving an agricultural value assessment or based on a review of imagery. Parcels of less than three acres, after merging into farms, were not included in the analysis.

DRAFT - September 2021

Data Sources: Farm Priority Score: See text for methodology, base data extracted from parcel data, Seneca County 2020; Municipal boundaries and roads: NYS GIS Program Office 2020; Surface water: USGS National Hydrography Dataset 2020; Hillshade: derived from USGS 10-m DEM 2019



Map is for reference and planning purposes only and should not be used for legal determinations or navigation



## D. Local, County, State, and Federal Resources

Financial and technical assistance programs and other resources for farmers are available through numerous local, state, and federal agencies, and private organizations. These are summarized in the matrix below. Additional information can be found on the subsequent pages.

Agency/Organization	Services Offered to Farmers				Web Address
	Funding	Technical Assistance	Training & Education	Other *	
Seneca County Resources					
Cayuga Wine Trail				X	<a href="https://www.cayugawinetrail.com/">https://www.cayugawinetrail.com/</a>
Cornell Cooperative Extension of Seneca County and Regional Teams		X	X		<a href="https://nwnyteam.cce.cornell.edu/">https://nwnyteam.cce.cornell.edu/</a>
Cornell Agriculture and Food Technology Park		X			<a href="http://smallbizdev.cornell.edu/organizations/the-technology-farm">http://smallbizdev.cornell.edu/organizations/the-technology-farm</a>
Seneca Lake Wine Trail				X	<a href="https://senecalakewine.com/">https://senecalakewine.com/</a>
Seneca County Chamber of Commerce			X	X	<a href="https://www.discoverSeneca.com/seneca-chamber/">https://www.discoverSeneca.com/seneca-chamber/</a>
Seneca County Agricultural Enhancement Board				X	To Be Developed
Seneca-Keuka Watershed Partnerships				X	<a href="https://www.ontswcd.com/senecakeukawatershedpartnership">https://www.ontswcd.com/senecakeukawatershedpartnership</a>
Seneca County Planning Office	X	X			<a href="https://www.co.seneca.ny.us/gov/admin/planning/">https://www.co.seneca.ny.us/gov/admin/planning/</a>
Seneca County Farm Bureau				X	<a href="https://www.nyfb.org/about/county-farm-bureau/seneca-county">https://www.nyfb.org/about/county-farm-bureau/seneca-county</a>
Seneca County Industrial Development Agency	X				<a href="https://www.senecacountyida.org/">https://www.senecacountyida.org/</a>
Seneca County Soil & Water Conservation District	X	X			<a href="https://www.senecacountyswcd.org/">https://www.senecacountyswcd.org/</a>
Water Quality Coordinating Committee				X	See <a href="https://www.senecacountyswcd.org/">https://www.senecacountyswcd.org/</a>
Tompkins-Seneca-Tioga BOCES			X		<a href="https://www.tstboces.org/">https://www.tstboces.org/</a>

Agency/Organization	Services Offered to Farmers				Web Address
	Funding	Technical Assistance	Training & Education	Other *	
New York State Resources					
American Farmland Trust, New York Office				X	<a href="https://farmland.org/about/how-we-work/new-york-regional-office/">https://farmland.org/about/how-we-work/new-york-regional-office/</a>
CADE, the Center for Agricultural Development and Entrepreneurship		X	X		<a href="http://www.cadefarms.org">http://www.cadefarms.org</a>
Central New York Young Farmers Coalition			X		<a href="https://www.youngfarmers.org/chapter/ny-i-central-ny-young-farmers-coalition/">https://www.youngfarmers.org/chapter/ny-i-central-ny-young-farmers-coalition/</a>
Cornell Farm to School Program				X	<a href="http://farmtoschool.cce.cornell.edu">http://farmtoschool.cce.cornell.edu</a>
Cornell Small Farms Program			X	X	<a href="http://smallfarms.cornell.edu">http://smallfarms.cornell.edu</a>
Farm Credit East	X	X			<a href="http://www.farmcrediteast.com">http://www.farmcrediteast.com</a>
Farmer Veteran Coalition	X		X		<a href="http://www.farmvetco.org">http://www.farmvetco.org</a>
Farmers Market Federation of New York			X	X	<a href="http://www.nyfarmersmarket.com">http://www.nyfarmersmarket.com</a>
Finger Lakes Community College			X		<a href="https://www.flcc.edu/">https://www.flcc.edu/</a>
Finger Lakes Land Trust				X	<a href="https://www.flit.org/">https://www.flit.org/</a>
Finger Lakes Works			X		<a href="https://fingerlakesworks.com/">https://fingerlakesworks.com/</a>
Food Venture Center			X		<a href="https://cals.cornell.edu/cornell-agritech/partners-institutes/cornell-food-venture-center">https://cals.cornell.edu/cornell-agritech/partners-institutes/cornell-food-venture-center</a>
Headwaters Food Hub				X	<a href="https://www.headwaterfoodhub.com">https://www.headwaterfoodhub.com</a>
New York Ag Connection				X	<a href="http://www.newyorkagconnection.com">http://www.newyorkagconnection.com</a>
NYS Department of Agriculture and Markets	X				<a href="http://www.agriculture.ny.gov">http://www.agriculture.ny.gov</a>
New York Farm Bureau				X	<a href="https://www.nyfb.org/">https://www.nyfb.org/</a>
New York Farm Viability Institute	X	X			<a href="http://www.nyfvi.org">http://www.nyfvi.org</a>
New York Farmland Finder		X	X		<a href="https://nyfarmlandfinder.org/">https://nyfarmlandfinder.org/</a>
New York FarmLink – Cornell Cooperative Extension Northwest NY		X		X	<a href="https://nwnyteam.cce.cornell.edu/submitmission.php?id=221">https://nwnyteam.cce.cornell.edu/submitmission.php?id=221</a>
New York FarmNet		X			<a href="https://www.nyfarmnet.org/">https://www.nyfarmnet.org/</a>
New York Agricultural Land Trust				X	<a href="https://www.nyalt.org/">https://www.nyalt.org/</a>
New York Kitchen				X	<a href="https://www.nykitchen.com/">https://www.nykitchen.com/</a>
NYS Center of Excellence for Food and Agriculture		X	X		<a href="https://cals.cornell.edu/cornell-agritech/partners-centers-institutes/center-excellence-food-agriculture">https://cals.cornell.edu/cornell-agritech/partners-centers-institutes/center-excellence-food-agriculture</a>