

# Boulder County

# Agricultural Community Survey

## Data Overview and Respondent Characteristics

Data Processed June 2018

# Survey Data Overview

- Distributed by email to:
  - 386 Ag-zoned property owners who have come through Land Use processes since 2015
  - 671 on the [Agriculture Outreach email list](#) (plus shares by Parks & Open Space and CSU Extension)
- 87 total responses captured by SurveyMonkey
  - 35 exited early (respondents did not see all questions)
  - 52 completed (though respondents may have skipped questions not applicable to them)

# Respondent Characteristics: Farm Type

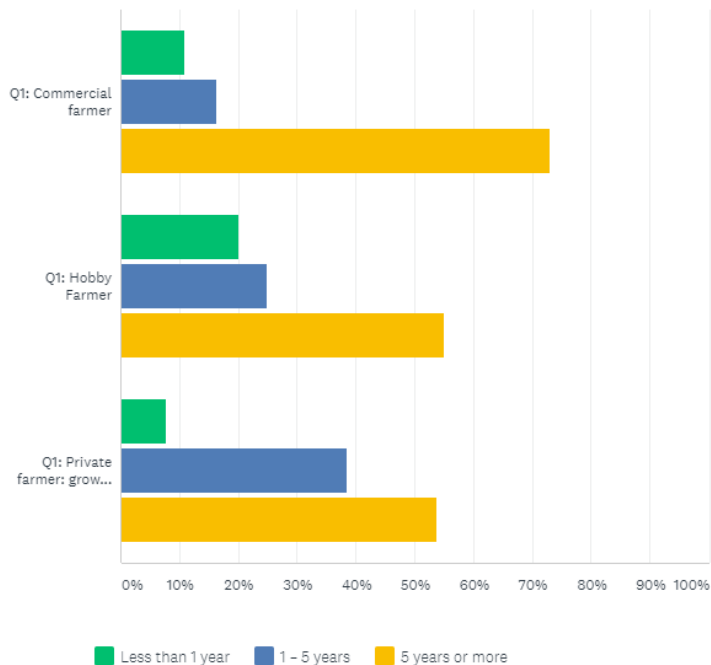
ANSWER CHOICES		RESPONSES	
▼ Commercial farmer		45.24%	38
▼ Hobby Farmer		23.81%	20
▼ Private farmer: grow food only for your own use, no sales revenue.		16.67%	14
▼ Other / interested stakeholder (please describe)	<a href="#">Responses</a>	14.29%	12
<b>TOTAL</b>			<b>84</b>

- Other types:
  - Farm/land designers, land owners with grazing leases, members of agriculture-related organizations, CSA members, other interested parties

# Respondent Characteristics: Years Farming

How many years have you been farming in Boulder County?

Answered: 70 Skipped: 2



- About 75% of commercial farmers have been farming in the county for over 5 years
- For hobby and private farmers, the farm age is more mixed

# Respondent Characteristics

- Most commercial farmer respondents farm >35 acres, with many farming 500+ acres (largest reported farm is 2,000 acres)
- Most hobby farmer respondents farm <10 acres
- Among all respondents:
  - 43% are farming land <5 acres
  - 64% have been farming >5 years
  - 85% own some portion of the land they farm, though many both own and lease
  - 66% grow vegetables

# Criteria for Farm Review Process

# Farm Review Mission Statement

## **Agricultural Outreach Project Mission Statement**

Boulder County is working with the Agricultural Community to:

- Reduce barriers and soft costs associated with county-level regulations and permitting for agricultural producers in Boulder County.
- Establish regulations and practices that align with the Boulder County Comprehensive Plan policies and facilitate a thriving, diverse agricultural economy.

Strategies include streamlining and simplifying processes, coordinating across county departments, aligning with other programs familiar to agricultural producers, and improving public information resources.

# Streamlined LU Review: Farm Eligibility Criteria

By Farm Type	Least Favorable	Most Favorable
Commercial	USDA EQUIP Program eligibility Revenue as % of household income	IRS Schedule F Proof of ag sales above a \$ threshold
Hobby	IRS Schedule F USDA EQUIP Program eligibility Revenue as % of household income Proof of ag sales above a \$ threshold	Affidavit of intent for \$1,000+ in ag sales
Private	IRS Schedule F Proof of ag sales above a \$ threshold	Revenue as % of household income



# Streamlined LU Review: Farm Eligibility Criteria

	Least Favorable	Most Favorable
Overall Trend	USDA EQUIP Program eligibility Revenue as % of household income	IRS Schedule F Affidavit of intent for \$1,000+ in ag sales

The criterion of “Proof of revenue from agricultural sales exceeding a certain amount” received mixed opinions of being relevant among the various respondent categories

- Suggested threshold values for proof of sales ranged from \$500 - \$50,000

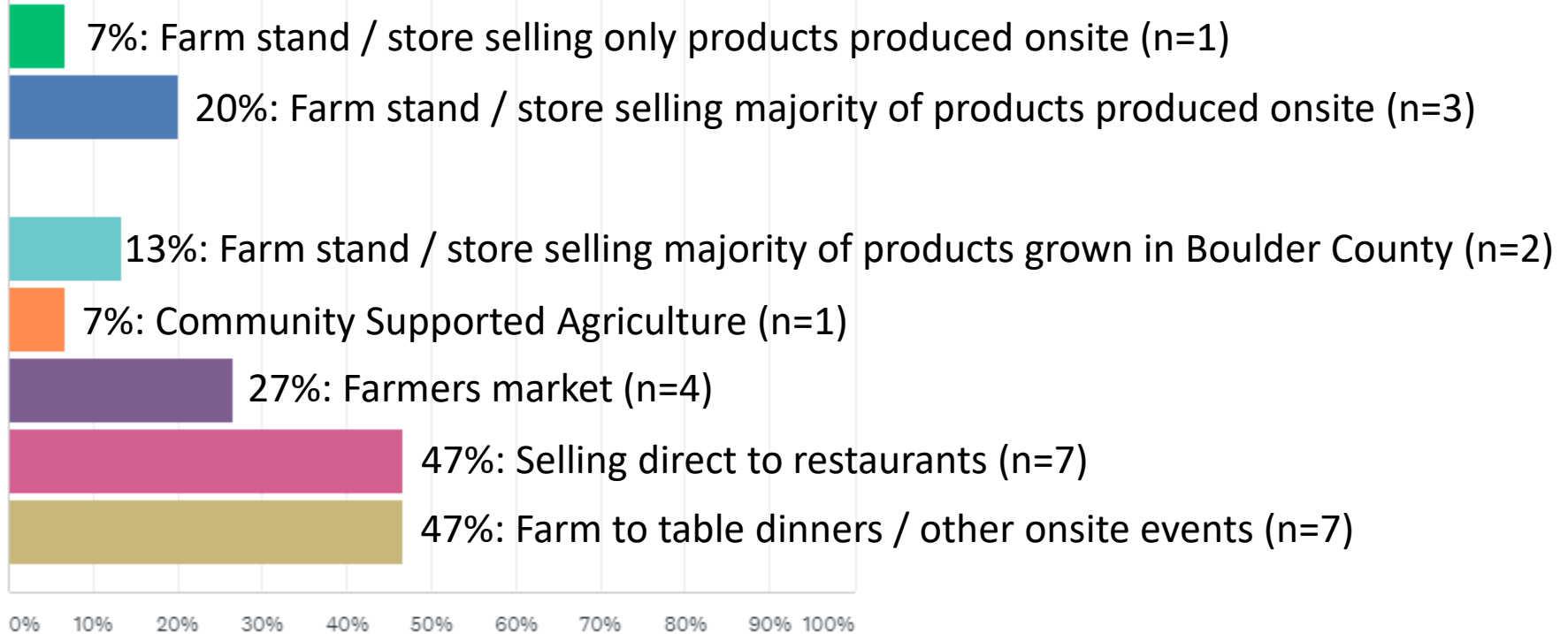
# Farm Sales

# Current Sales Activity



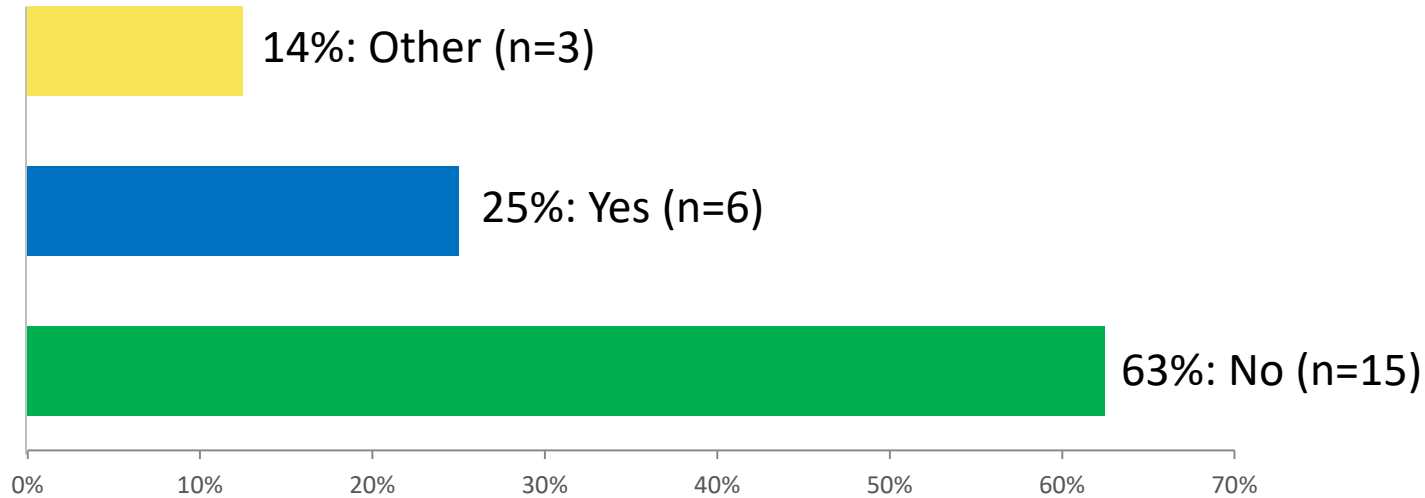
## Farm Sales: Commercial Farmers

# Sales You Have Seriously Considered Offering



## Farm Sales: Commercial Farmers

# Have you seriously considered selling at another location or having others sell at your property?



# Farm Sales – Survey Trends:

- Commercial farmers wish to increase sales to restaurants and offer farm to table dinners / onsite events; overall, they are not focused on increasing sales at farm stands / farm stores
- Most do not wish to sell at other locations, but among those who do:
  - Want to sell at other farms to increase revenue, diversify income sources, increase access to customers
- Structures they would like to use for sales (limited data):
  - New structures: fully enclosed, with water and electric; public would enter (commercial farmers would like to sell year-round)
  - Existing structures: use portion of barn for sales
- Commercial farmers' sales plans are limited most by the Land Use Code, but also by Building Code

# Processing and Cooking

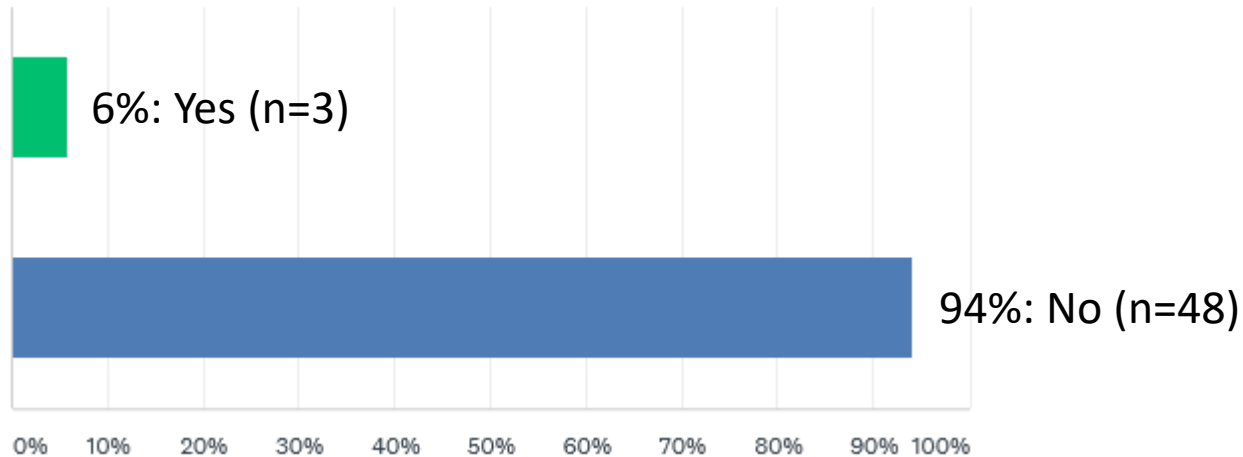
# Level of Understanding: State and County Public Health Requirements for Food Preparation and Processing

ANSWER CHOICES	RESPONSES
▼ Expert	11.54% 6
▼ Intermediate: I know the basics but not all the details.	42.31% 22
▼ Novice: I know there are regulations, but they're confusing and I could use help understanding them.	30.77% 16
▼ I have no knowledge of public health requirements.	15.38% 8
<b>TOTAL</b>	<b>52</b>

- As years farming increases, understanding of requirements increases
- Commercial Farmers – 52% Intermediate
- Hobby Farmers – 45% Novice



# Do you currently prepare food (for sale) in a commercial kitchen?



# Which of the following applies to you?

ANSWER CHOICES	RESPONSES
▼ I would like to have a commercial kitchen on my property	26.92% 14
▼ I would like to find out how I can share a commercial kitchen	19.23% 10
▼ I have no interest in a commercial kitchen	53.85% 28
<b>TOTAL</b>	<b>52</b>

\* Similar percentages among commercial and hobby farmers

# Commercial Kitchen Needs

To Prepare in the Kitchen

Baked/packaged/frozen  
Fermentation/dehydration  
Salsas/sauces  
Pickled items

Days Per Week (growing season)

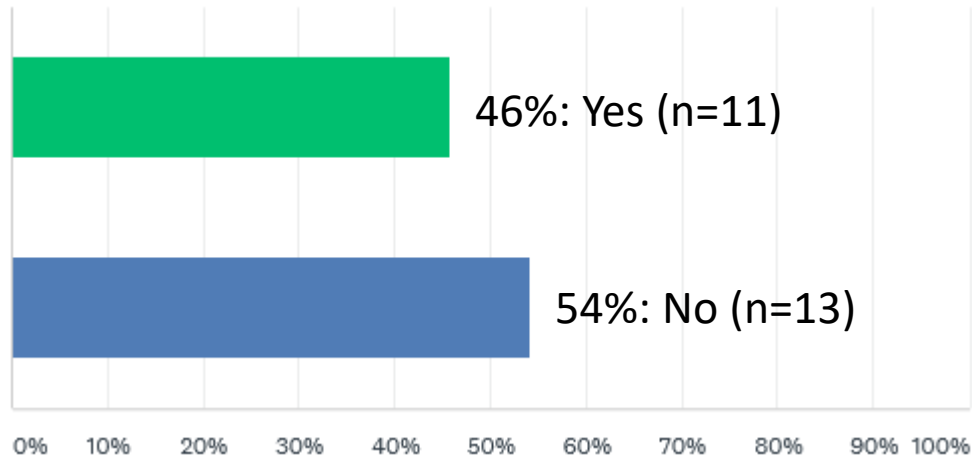
7 Days  
3 – 4 Days  
2 – 3 Days  
10 – 12 per year

Events

Farm to table  
Farm classes  
Food hub incubator

## Processing and Cooking

# Do you currently take any products off-site for processing or butchering?



## Processing and Cooking

# Products Currently Processed Off-site

ANSWER CHOICES	RESPONSES
▼ Animal products (butchering)	75.00% 9
▼ Prepared fruits and vegetables (cut, sliced, diced)	25.00% 3
▼ Honey, Jam, Salsa	8.33% 1
▼ Milk or other Dairy Products	0.00% 0
▼ Juices	8.33% 1
▼ Hemp	8.33% 1
▼ Hemp CBD oil extraction	0.00% 0
▼ None	8.33% 1
▼ Other (please specify) <a href="#">Responses</a>	16.67% 2
<b>Total Respondents: 12</b>	

\* Other – Fiber, full meals (suppling own restaurants and prepared food booth at farmers market)

## Processing and Cooking

# Where do you currently take your products for processing, and how far is the site from your farm?

### Processing Locations

Boulder  
Kersey  
Lafayette  
Evans

Yampa  
Estes Park  
Evans  
Mora (NM)

### Distance in Miles

3 – 10 Miles (food prep)  
45 Miles (butchering)  
36 Miles  
60 – 80 Miles

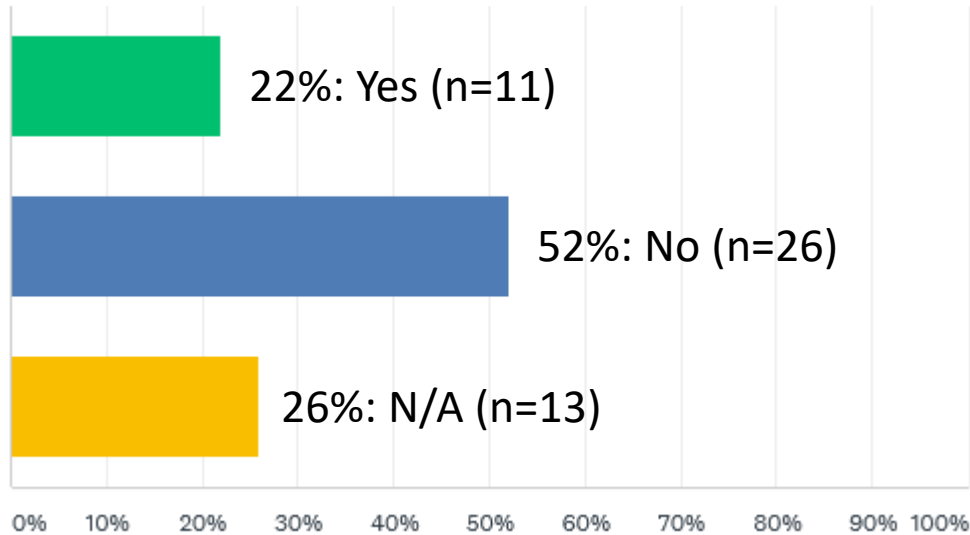
300 Mile Radius

# On-site Processing Seriously Considered

ANSWER CHOICES	RESPONSES
Butchering	19.15% 9
Prepared fruits and vegetables (cut, sliced, diced)	31.91% 15
Honey, Jam, Salsa	34.04% 16
Milk or Dairy Products	12.77% 6
Juices	8.51% 4
Hemp	8.51% 4
Hemp CBD oil extraction	8.51% 4
None	34.04% 16
Other (please specify)	<a href="#">Responses</a> 29.79% 14
<b>Total Respondents: 47</b>	

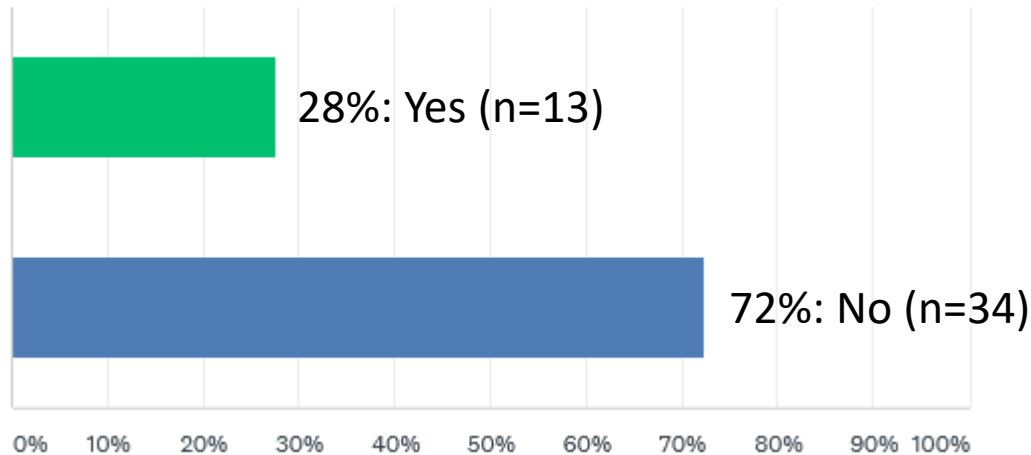
\* Other – Grain processing, dried fruit, eggs, sauces, butters & jellies, IQF freezing

# Do you currently work with licensed catering operations for Farm Events?

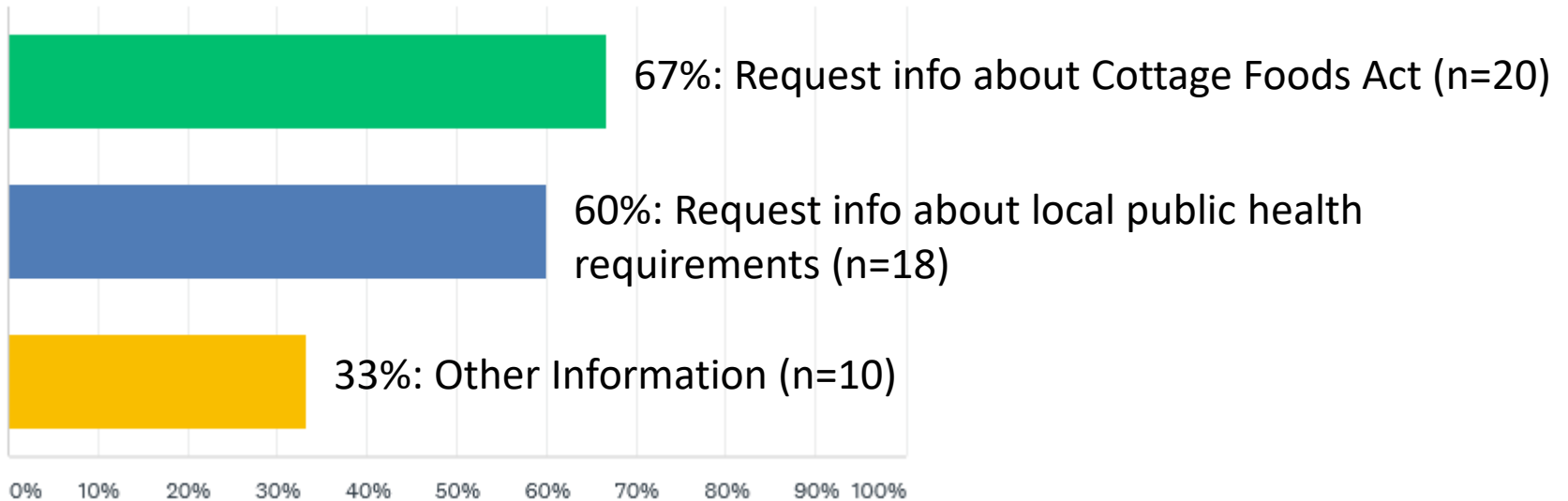




Want to learn more about Boulder County Public Health and farmer's market-style vendor set-ups?



# Information (requests) related to preparation or processing of agricultural products



# Processing and Cooking – Survey Trends:

- More than half of commercial farmers know the basics of State and County Public Health requirements, while almost half of hobby farmers know regulations exist, but find them confusing
  - Level of understanding seems dependent on years farming
- Most farmers do not prepare food (for sale) in a commercial kitchen
  - Results are similar among commercial and hobby farmers
- More than half of farmers have no interest in a commercial kitchen
- Among those who do have interest:
  - 27% would like a commercial kitchen on their property
  - 19% are interested in sharing a commercial kitchen

# Processing and Cooking – Survey Trends:

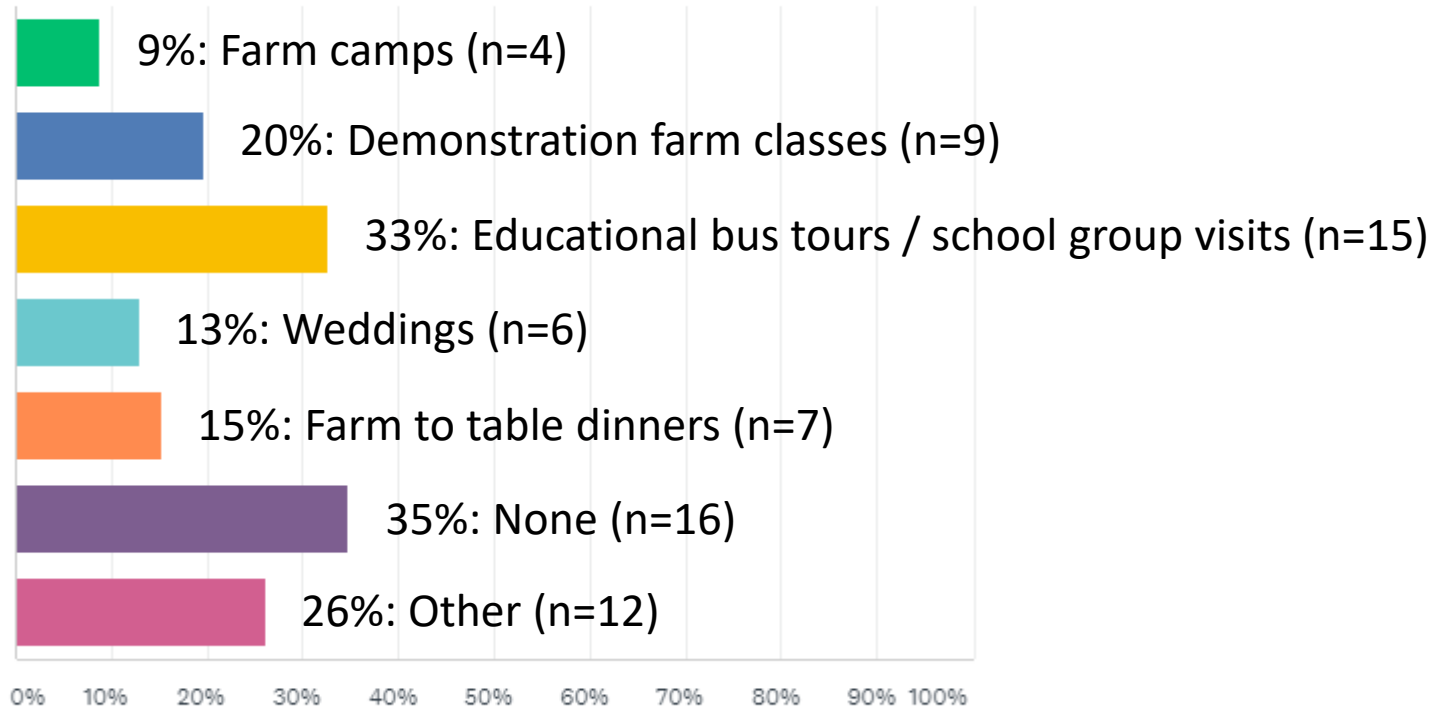
- Most farmers with commercial kitchen needs are commercial farmers (75%)
  - Items prepared and days per week vary from baked goods 7 days a week to special events 1 day a month (all year long)
- Most commercial farmers do not take any products offsite for processing or butchering (65%)
  - Most hobby farmers do take products offsite (limited data)
- Those products that are taken offsite include:
  - Animal products (butchering) (75%)
  - Prepared fruits and vegetables (25%)

# Processing and Cooking – Survey Trends:

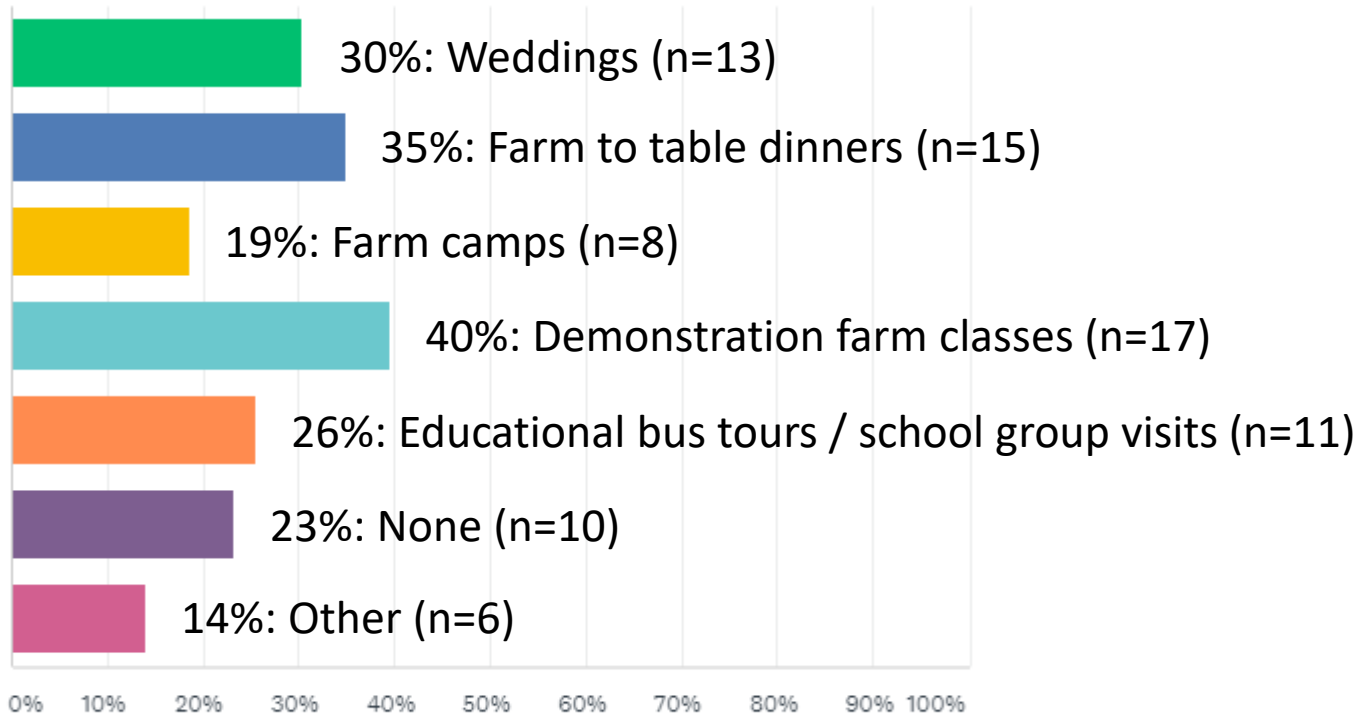
- Products taken **offsite** mostly go to a local processing location
  - 3 – 80 Miles away from the farm
  - 300 mile radius from farm (outlier)
- Most **onsite** processing seriously considered include:
  - Honey, jam, salsa (34%)
  - Prepared fruits and vegetables (32%)
- Most farmers do not work with licensed catering operations for farm events (52%)
  - Hobby farmers less so than commercial (80% and 34% respectively)

# Farm Events

# Current Farm Activities



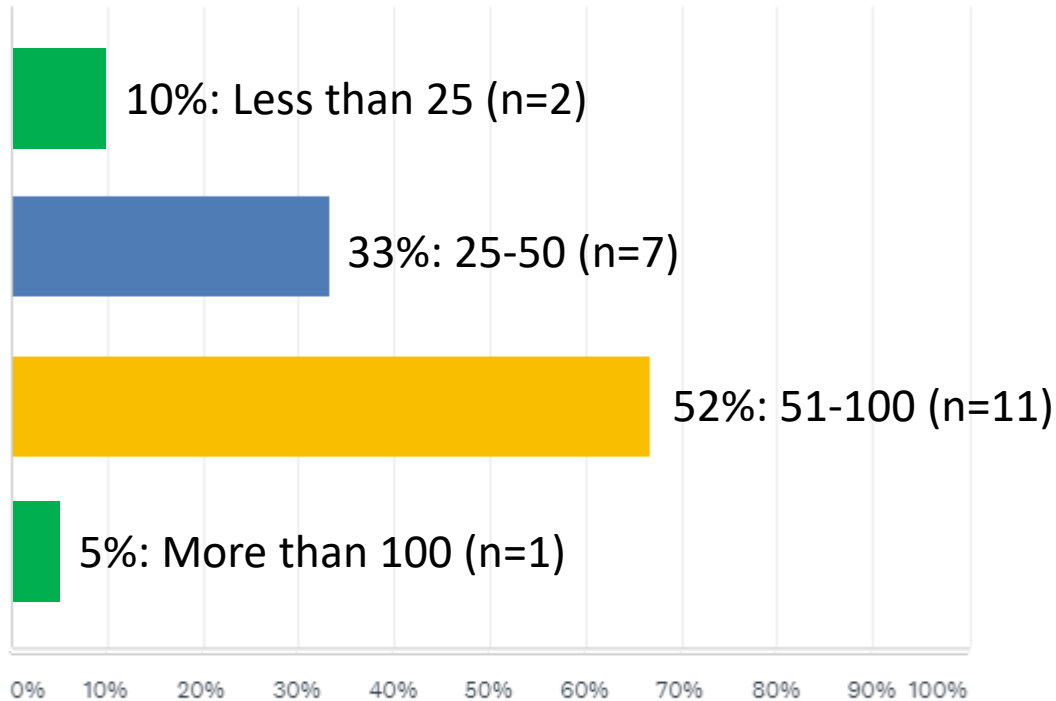
# Farm Activities Considered



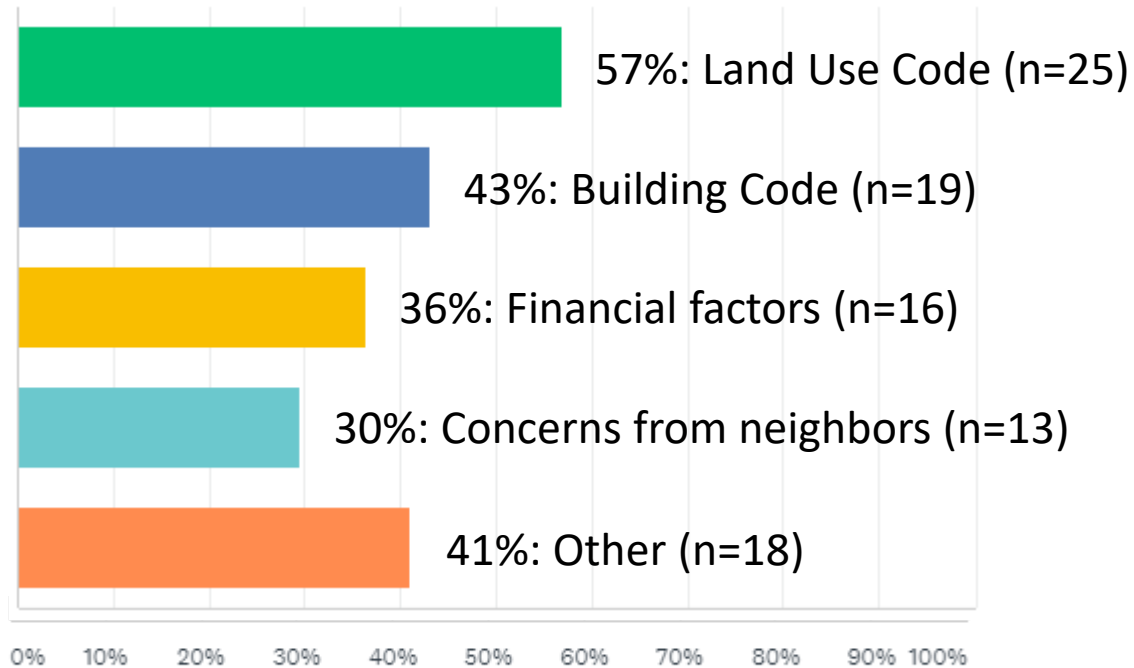


Farm Events: All

# How many event attendees would you plan to host?



# Farm Events: Related Constraints



## Farm Events – Survey Trends:

- Many have seriously considered offering demonstration farm classes, weddings, farm to table dinners and educational bus tours
- Events:
  - Most wish to host 50-100 attendees
  - Preferred number of events per year varied widely ranging from 5-25 (one outlier: 52)

# Farm Events – Survey Trends:

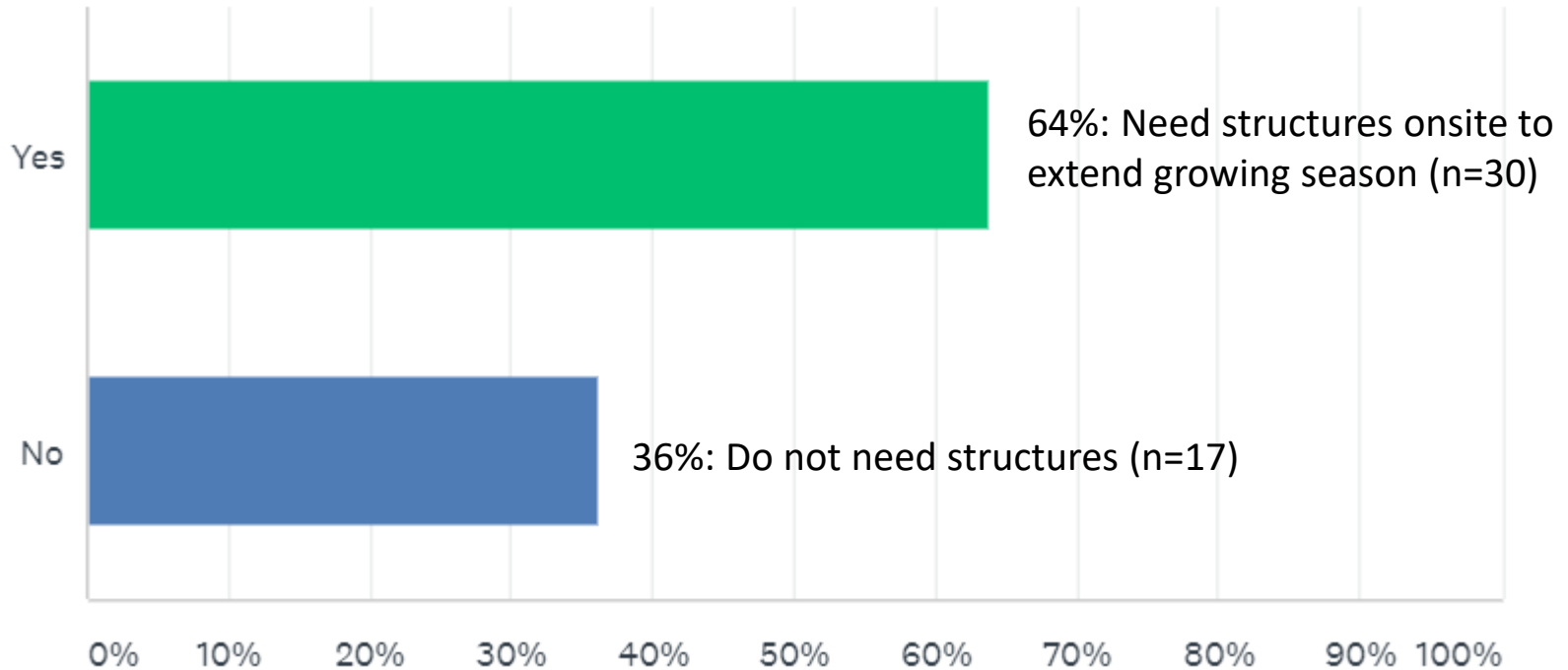
- Camps:
  - Most would like to host 9-15 campers
- Educational Bus Tours:
  - Preferred number per year: 1-6
  - Majority would have one busload per event
- Land Use Code is the greatest constraint on plans related to farm events, followed by Building Code

# Hoophouses & Greenhouses

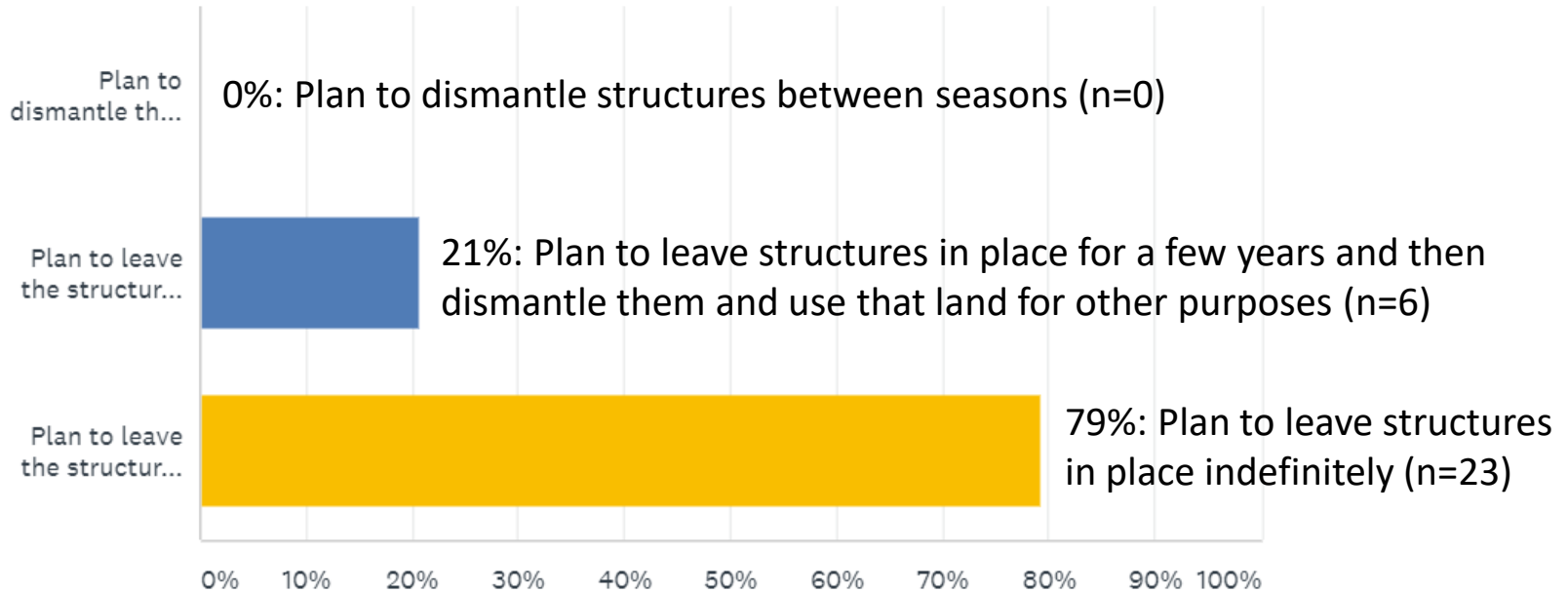
# Desired Hoop/Greenhouse Amenities

▼ Electric service	72.41%	21
▼ Heating (please describe the type of heating configuration in the "Other" box below)	55.17%	16
▼ Dirt floor (no foundation or footers)	75.86%	22
▼ Concrete floor covering the entire square footage of the structure	17.24%	5
▼ Footers, but no concrete floor	34.48%	10
▼ 7 feet in height, or taller	75.86%	22
▼ Cloth/pliable plastic covering	75.86%	22
▼ Glass covering	20.69%	6
▼ Temporary water service (e.g., hoses)	51.72%	15
▼ Permanent plumbing / irrigation system	68.97%	20
▼ Products produced in the ground	55.17%	16

# Need For Hoop/Greenhouses



# Structure Permanence: All





# Hoop/Greenhouses – Survey Trends:

- Farmers of all types need structures onsite to extend growing season
- Number of desired structures varies, but most farmers need between 1-5
- 80% of farmers (of all types) plan to leave the structures in place indefinitely
  - There was clear feedback that farmers do not want to be required to dismantle the hoop/greenhouses between seasons
- Size needs vary from 500 to 5,000 square feet (commercial farms require larger structures)

# Hoop/Greenhouses – Survey Trends:

- Most farmers need both electricity and heat in the structures
  - Winter frost protection, summer ventilation, propagation lighting, and task lighting for workers
  - Heat sources noted include: propane, electric stock tank heaters, geothermal, solar, rocket mass, natural gas, compost heat, pellet stove
- Most farmers need irrigation access

# Thank you for reading!

For more information or questions:

Email [planner@bouldercounty.org](mailto:planner@bouldercounty.org)

Or call the Land Use office at 303-441-3930

<http://bit.ly/BoCoAgOutreach>

