



July 15, 2008

Dear Friend,

The Northwest Agriculture Business Center (NABC) is contacting food producers throughout the 12-county Puget Sound region to learn more about what you do so we can contribute to the success of your business.

NABC goals include: preserving farmland by making farming more profitable; expanding the economic capacity of regional agricultural enterprises; increasing the supply of locally produced food; providing value-added income to local farms; encouraging consumers to buy locally grown food, and more.

A key project of NABC is to help create a regional processing center to be shared by Northwest Washington agricultural producers. This center would include co-packing facilities that would be used by local farms and related businesses. Your input is essential in helping us assess the feasibility of and demand for a regional processing center.

Please take a few moments to complete the attached questionnaire and return your answers to NABC via email by saving the attachment on your computer, filling it out, and returning it to rick@agbizcenter.org. Or, you can complete the questionnaire on-line at www.AgBizCenter.org. To do so, simply go to the NABC website, click on “Farmer Survey,” answer the questions and then click “Submit.” If you’d rather provide the information over the phone, please call me at 360.336.3727. ALL RESPONSES WILL BE KEPT CONFIDENTIAL.

We would appreciate receiving your completed questionnaire by September 1. If there is some information you prefer not to share, feel free to skip some questions—we’d rather receive an incomplete response from you than no response. Thank you for your very valuable and much appreciated participation.

Sincerely,

Rick Reed
Project Manager

Northwest Agriculture Business Center Farmer Survey

Farm/Business Name:

Email:

Web site:

Contact(s):

Email:

Phone 1:

Phone 2:

Fax:

Mobile:

Address 1:

Address 2:

City:

State:

Zip Code:

County:

1. How much land do you farm? _____
2. Do you own or lease the land that you farm? Own __ Lease __
3. Do you live on the land you farm (is it a family farm)? Yes __ No __
4. Do you have access to additional acreage you could farm if demand for your product were greater? Yes __ No __
5. If so, how much more land could you be farming? _____
6. What do you grow? _____
7. How much do you grow? (lbs./year, units/year, head/year, etc.)

8. How would you define your growing practices?
Organic, Certified __
Organic practices, not certified __
Conventional ____
Other __ (Please specify _____)
9. Where do you sell your product? (wholesale, retail, farmers' markets, CSA, etc.) _____

10. Is all or a portion of your farm product processed (i.e. “value-added”)?
 Yes ____ No ____
11. What type of value-added product are you producing?
12. What is the approximate annual value of your value-added production: \$ _____
13. Are there certifications or Eco labels you use with your product?
 Food Alliance Certified ____
 Salmon Safe ____
 Other____ (please specify _____)
14. If processed on-farm, are you HACCP certified? (Hazard Analysis and Critical Control Point/Plan) Yes ____ No ____
15. If processed off-farm, at what processing facility? Please identify facility name address, and contact information: _____
16. Do you know of a local processing center that is presently under-utilized or that could be expanded? Yes ____ No ____
17. If “yes,” please provide facility name, address, and contact info:

18. How would you characterize your interest in having access to a shared processing facility within reasonable distance from your farm?
 Not interested ____ Somewhat interested ____ Very interested ____ Uncertain ____
 (If “uncertain,” please explain)
19. If interested in having access to a processing facility how many miles would you be willing to transport your product for processing (round trip)? ____
20. Do you have any need for cold storage? Yes ____ No ____
21. Do you need help distributing your farm product? Yes ____ No ____
22. If “yes,” please be specific: _____
23. Do you need help marketing your product?
 Yes ____ No ____
24. If “yes”, please explain:

25. Do you need more farm labor help? Yes ___ No ___
26. Do you need help creating business plans or other assistance aimed at securing bank loans? Yes ___ No ___
27. If “yes,” please explain: _____
28. If at present your farm product is not processed, would having the ability to process your farm products encourage you to grow other crops or start other farm enterprises? Yes ___ No ___
29. If yes, please explain: _____
30. If you are not already producing value-added products, are you interested in learning more about transitioning to such products? Yes ___ No ___
31. If “yes,” what value-added products interest you? _____
32. What are the primary obstacles making it difficult for your farming operation to be more profitable? (Please be as specific as possible.)

33. What one thing would be of most value in making your farming operation more profitable? _____

Comments or information you'd like to add:

Thank you very much!