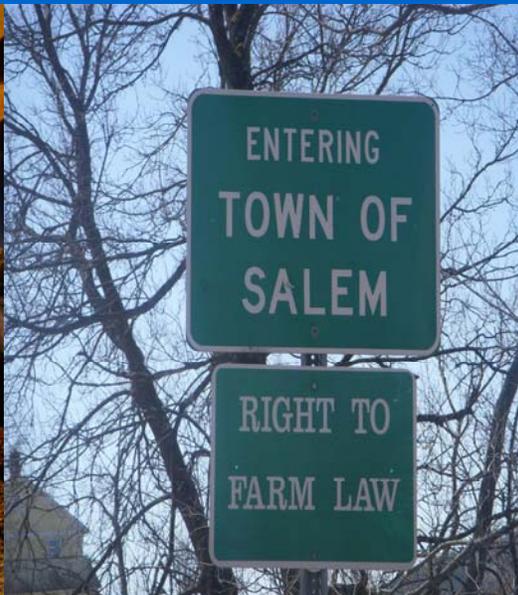


Salem, New York

AGRICULTURE AND FARM VIABILITY PLAN



Prepared by the Town of Salem

with assistance from American Farmland Trust

Town and Village of Salem
Agriculture and Farm Viability Plan

PREPARED BY:

The Town and Village of Salem

with assistance from



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Executive Summary

Farming has defined the landscape, economy and culture of the Town of Salem for generations. Agriculture is the foundation of the local economy, with many area residents deriving income from farming as well as other local businesses providing goods and services to local farms.

The business of farming is rapidly changing in Salem. Dairy farms have suffered recently from painfully low milk prices and rising business costs. Some local farms have responded by expanding to increase efficiency, while others are pursuing alternative production methods or selling more directly to consumers.

While the farming in Salem is changing, local support for agriculture is not. The Town and Village of Salem have expressed strong support for sustaining farms and related agribusinesses as a means of strengthening the local economy. There has also been strong local support for protecting the farm fields and woods that dominate the landscape and make the region so attractive for residents and tourists.

The Town and Village of Salem decided to work jointly in developing a local agricultural and farm viability plan as a means of creating a strong, supportive environment for local farms. This process began in 2008 with application and receipt of a grant from the New York State Department of Agriculture and Markets that provided funding for plan development. A project steering committee was formalized to guide the plan development process and subsequently hired American Farmland Trust to assist with the project.

Interviews were conducted with 12 local farmers and landowners to understand challenges and opportunities facing local farms. Information gathered during these interviews was combined with data from the United States Department of Agriculture, Bureau of Census and other sources to create a profile of agriculture in Salem and Washington County. Additionally, 10 meetings of the project steering committee were conducted as well as 3 public forums to insure critical public input into the plan development process.

This research and intensive public participation process resulted in the development of four goals for the Salem Agricultural and Farm Viability Plan, including:

Goal #1: Strengthen agricultural infrastructure to support the viability of farms in Salem and Washington County.

Goal #2: Encourage agricultural education and act as an information resource about agricultural programs and opportunities.

Goal #3: Promote farms and the benefits that agriculture provides to the community.

Goal #4: Prepare to address the impacts of new development on agricultural viability.

Subsequently, recommendations were developed to accomplish identified goals as well as specific actions necessary to accomplish each recommendation. Plan recommendations include the following:

Recommendation 1: Establish a Town Agriculture Committee to promote opportunities in agriculture and lead implementation of the town’s Agricultural and Farm Viability Plan

Recommendation 2: Encourage investments in agricultural businesses in Salem.

Recommendation 3: Support efforts to renovate rail infrastructure in Salem.

Recommendation 4: Support opportunities for compatible renewable energy generation on farms.

Recommendation 5: Use the Salem municipal website to distribute information for farmers and landowners and promote agriculture in Salem.

Recommendation 6: Educate new landowners moving to the community about the agricultural nature of Salem.

Recommendation 7: Act as a leader on county, state and federal issues impacting Salem farmers.

Recommendation 8: Support agricultural education programs to encourage the next generation of farmers and greater public appreciation of agriculture.

Recommendation 9: Showcase farms in Salem and help attract visitors to the area.

Recommendation 10: Visually identify Salem as an “Agricultural Community”.

Recommendation 11: Quantify the economic importance of agriculture to Salem and Washington County.

Recommendation 12: Secure a voice for farmers in land use decisions.

Recommendation 13: Quantify the costs of new development.

Recommendation 14: Educate farmers and landowners on programs available to provide property tax relief and protect land from development, including the Agricultural District law and Purchase of Development Rights.

Recommendation 15: Ensure land use policies continue to remain farm-friendly.

The Town and Village of Salem are committed to supporting local farms and creating opportunities for current and future generations of farmers in the community.

Introduction

The town and village of Salem are located in a scenic valley between the Adirondacks and Vermont's Green Mountains on historic Route 22. The community is celebrated for its scenery as well as its rich agricultural heritage. Agriculture remains a major and vital part of the area's economy, with farmers and related businesses being an important part of the local tax base as well.

The Town and Village of Salem initiated this project to bolster support for local farms, agribusinesses and the region's farm landscape. Both the town and village recognize the importance of agriculture to the local economy, tax base and community and want to pro-actively support opportunities for farming to not only survive but thrive in the region.



This project began with a grant from the New York State Department of Agriculture and Markets to assist in the development of a municipal agricultural and farmland protection plan. This plan is intended to identify productive farmland, the value of farms and farmland to the local economy, the value of that land as open space, consequences of possible farmland conversion as well as the level of conversion pressure on that land.

This project has involved many partnerships and players. Both the town and village have been engaged in this planning process and intend to incorporate the final plan into their comprehensive or general development plans. Additionally, farmers, landowners, members of Salem's Town Board, Planning Board, County agencies, land trusts and Cornell Cooperative Extension and others have been engaged in this planning process.

The Salem Agricultural and Farmland Viability Plan incorporates appropriate elements of relevant agricultural, land protection and economic development plans that have previously occurred in Salem and the surrounding region. Below is a brief description of some of these plans with highlights that are most directly relevant to the Salem Agricultural and Farmland Viability Plan.

Village of Salem General Development Plan

The Village of Salem General Development Plan, originally written in 1975, was recently revised in 2007. The revision updated some of the goals and recommendations for growth within the Village limits. The plan is intended to be a "guide to future development" of the village for the next 25 years. It identifies that more than half the land in the Village is used for agriculture with several goals written with the objective to maintain this use of the land.

The greatest potential conflict between agriculture and the community in the Village of Salem revolves around the quality of drinking water. The Village sits on a shallow aquifer – 10-15 feet deep in many areas – that historically provided the drinking water for residences through

individual home wells. Several water quality concerns, including high nitrate concentrations and E.coli contamination, resulted in the Village installing a municipal water system. Agriculture was implicated as the cause in both cases.

The water system was constructed in 2003 and has the capacity to provide water to 394 residences. A new goal was added to the updated General Development Plan that addresses this issue – “To reduce water pollution” – with an objective to “develop an efficient program to combat pollution of the Village’s streams and the aquifer that provides a recharge source to the village water supply.”

Town of Salem Comprehensive Plan

The Town Comprehensive Plan was most recently written in 1997 with an update currently underway. The 1997 Plan identified agriculture as a significant land use and also one of the largest contributors to the local economy with 3 out of the 4 largest employers at the time related to agriculture – Salem Farm Supply, Agway (now Cargill) and Woody Hill Farm. Agriculture is also identified for its importance as wildlife habitat. A town wide survey conducted in 1986 indicated that 76% of respondents believed that agriculture was very important to the local economy.

Two recommendations of the plan dealt directly with agriculture – Recommendations 13 and 14. Recommendation 13 indicates, “Prime agricultural land should be protected by minimizing its conversion to non-agricultural uses.” It goes on to outline several of the strategies repeated in this Farmland Viability Plan with an eye towards balancing the ability of landowners to take advantage of economic incentives to develop land and maintaining agricultural use of that land.

Recommendation 14 is particularly important to farmers in the Town of Salem. It is repeated here verbatim to further emphasize the importance of the ability of farmers to do business on their land without unnecessary regulations. It reads, “In the event land use controls are enacted in Salem, any laws or ordinances should not restrict or regulate farm structures or farming practices that are generally accepted agricultural practices unless such restrictions or regulations bear a direct relationship to the public health and safety.”

Washington County Agriculture and Farmland Protection Plan

Washington County was one of the first counties in New York to develop an agricultural and farmland protection plan. This plan defined a countywide goal: “to keep agriculture a vital and integral part of Washington County’s economy and rural lifestyle” and “to encourage the maintenance of sufficient resources, both natural and human, to support the continued predominance of agriculture as a land use system.” The following challenges facing local farmers were identified as:



- Low commodity prices;
- High costs of production;
- Rising property taxes;
- Increasing amount of regulation;
- Conversion pressures; and
- Declining farm community.

The plan's goals include the following:

- Maintain and enhance the viability of agriculture through promotion and pricing strategies;
- Promote recognition and awareness of the importance of agriculture by fostering community support among non-farm residents and raising awareness of the importance of agriculture in the private sector economy;
- Improve networks that support agriculture by coordinating team efforts and strengthening connections among members of the farm community; and
- Protect the land base and natural resources that support agriculture by supporting agricultural town planning, maintaining rural character, encouraging legislators towards property tax reform and protecting important farmland.

Washington County Economic Development Strategy

The Washington County Economic Development Strategy notes that agriculture has long been a major economic driver for communities across the county. Importantly, farming and related businesses have not moved to other countries with lower costs, like many of the manufacturing sectors that used to be located in Washington County. Agriculture is one a few industrial sectors in Washington County that grew between 2000 and 2003 with agriculture, forestry, fishing, hunting and mining employment growing by a combined 639% between 1975 and 2000.

The strategy includes agriculture as one of five industry sectors with growth potential in Washington County. It also describes an economic vision for Washington County that includes:

“Washington County is highly regarded for the outstanding quality of its environment. Preservation of productive agricultural lands will also demonstrate success in preserving the resources and quality of life that enhance Washington County. Economic growth is achieved within environmental limits and the protection of key agricultural and environmental resources is critical to the success of Washington County.”

The strategy makes the following recommendations related to agriculture:

Strategy 2.1 Proactively pursue agriculture development as a form of economic development by developing new markets and products.

Action 2.1.1 Promote agriculture and rural lifestyle as important to the long-term economic health of Washington County.

Action 2.1.2 Target the County's economic development efforts towards the agricultural sector. This sector is already the focus of extensive investment and commitment by individuals, businesses, and the public sector. Agriculture should be fully integrated into the County's economic development policy and all significant public investment and economic development initiatives should consider the consequences to agriculture.

Action 2.1.3 Work with the Cornell Cooperative Extension, the Agricultural Stewardship Association and the Washington County Farm Bureau to market Washington County’s unique agricultural resources to attract additional agribusiness and to retain existing farming operations.

Action 2.1.4 Improve and enhance agricultural marketing and agritourism marketing. Work with farmers to develop agritourism tours, such as visits to maple syrup farms, dairy farms, tree farms, fiber, etc.

Action 2.1.5 Work with the Cornell Cooperative Extension and the Washington County Farm Bureau to encourage local farmers to participate with the “With Pride from Washington County” program to enhance individual marketing efforts. This program allows farmers to utilize stickers, signs, promotional brochures, to promote Washington County agricultural products.



Action 2.1.6 Pursue non-dairy agriculture markets for new growth. The County must support and assist local farmers in site identification, land assemblage, and funding research to ensure that such facilities become a reality. Encourage the development of agribusinesses within the County. In agriculture, agribusiness is a generic term that refers to the various businesses involved in food production, including farming, seed supply, agrichemicals, farm machinery, wholesale distribution, processing, marketing, and retail sales. Agribusiness refers to the range of activities and disciplines encompassed by modern food production.

Action 2.1.7 Partner with the Cornell Cooperative Extension to update the Washington County Farm Fresh Guide using new GIS information to enhance marketing efforts of the local agricultural industry, including local roadside stands, farmers’ markets, pick-your-own operations, nurseries and other agricultural items of interests such as fruit wineries, maple syrup, dairy, and herbs. Update the map to highlight annual seasonal tours such as the Maple Farm Tour hosted in March or the Washington County Fiber Tour in May.

Action 2.1.8 Seek grant funding from the NYS Department of Agriculture and Markets for the creation of Farmer’s Markets Pavilions throughout Washington County.

Action 2.1.9 Work with the Greater Adirondack Resource Conservation and Development Council serving Washington County to further promote and protect the forestry and wood products industry in Washington County. The Council’s mission is to promote the wise use of natural resources and enhance the economic vitality of the Greater Adirondack Area.

Action 2.1.10 Fully support the Agricultural Economic Development Specialist position in Washington County.

Strategy 2.2 Support, sustain, and market the County’s existing agriculture and agroforestry businesses.

Action 2.2.1 Continue to promote the websites of Cornell Cooperative Extension, the Agricultural Stewardship Association, Adirondack Wood and the Washington County Farm Bureau that provide information to new and existing farmers, including but not limited to supportive agri-business information, Ag Economic Development Programs (AED), and grant opportunities for farmland protection to encourage and support new and existing farmers in Washington County. Utilize the websites to connect agriculture producers with each other on issues and topics. Expand the website to connect agriculture producers with the consumers through the “With Pride with Washington County” Program. All products purchased through the website should feature the program’s logo, educating consumers of what is currently available and allow them to order the products direct from the local producers.

Action 2.2.2 Provide technical assistance to agri-businesses with taking advantage of marketing opportunities including online and mail order; sales to restaurants and specialty food stores; cooperative marketing; ethnic markets; subscription marketing and CSA farms (community supported agriculture); entertainment farming and agritourism; farm stands, roadside markets, and on-farm sales; pick your- own; and farmers markets.

Action 2.2.3 Provide information to local farmers on the different mechanisms available to assist farmers in maintaining their properties. These include agricultural assessments, partial reduction in real property taxes for eligible NYS farmland, American Farmland Trust estate planning, and Farm Building Exemptions through NYS Office of Real Property Services (ORPS). Work with farmers to identify ways to reduce taxes.

Action 2.2.4 Work with local communities to promote agriculture and forestry industries. Create natural partnerships between the agriculture and forestry industries with parks, historic sites, festivals, fee hunting, and bed and breakfast operations for business start-ups and enterprise development.

Action 2.2.5 Work with existing organizations, such as the Cornell Cooperative Extension and the Agricultural Stewardship Association, to implement existing programs, such as the Donation of Development Rights (DDR), the Purchase of Development Rights (PDR), the Agricultural Economic Development Program.

Action 2.2.6 Develop a County Open Space Plan to promote appropriate stewardship and maintenance of the County's public and privately owned lands.

Action 2.2.7 Continue to support the countywide Purchase of Development Rights (PDR) Program through the Agricultural Stewardship Association. Institute a transfer tax to fund the PDR Program.

Action 2.2.8 Inventory prime agricultural lands and vacant lands utilizing the expertise of the Agricultural Stewardship Association and updated GIS information. Identify and prioritize key properties throughout the County that should be preserved, as well as those properties that are most suitable for development. Utilize the inventory to apply for open space grants for the purchase of development rights from priority farms and open space properties.

Action 2.2.9 Encourage local communities to enact zoning, subdivision review, cluster subdivision regulations, scenic ridgeline protection overlays, and other land use regulations to preserve agricultural lands.

Action 2.2.10 Use available economic development tools to foster a viable agricultural economy. The agricultural industry can be supported through Agricultural Districts, agricultural tax exemptions, and any other appropriate tax exemptions. The County can apply for and facilitate the dissemination of loans and grants from State government agencies, as well as from quasi-government agencies, to local farmers. The County should apply for Grow-NY funding to assist business development whenever possible.

Action 2.2.11 Replicate Greenwich's Future Farmers of America program to facilitate relationship building between local educational institutions and the local agricultural community. Through the program students are introduced to the agricultural industry, while farmers benefit from the fresh perspective on target markets and marketing opportunities.

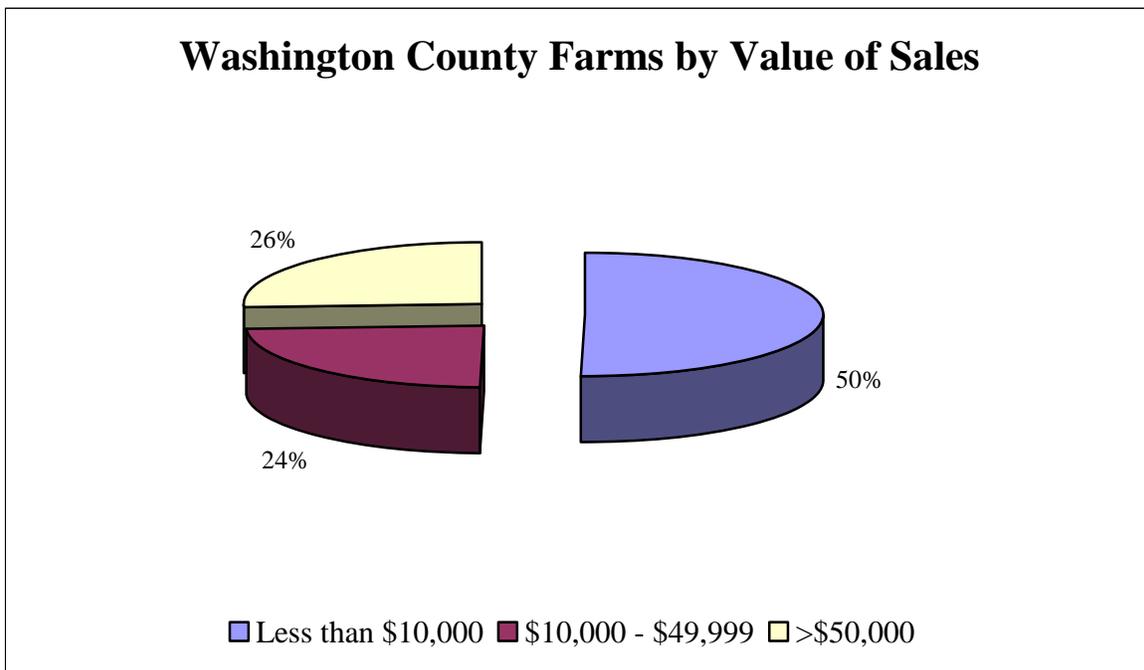


Land in Agriculture

Washington County - Overview

According to the 2007 Census of Agriculture, there were 843 farms encompassing 202,877 acres of land in agriculture in Washington County - approximately 38% of the land area in the County. This acreage of land in agriculture represents a reduction of 3,217 acres in farming since 2002.

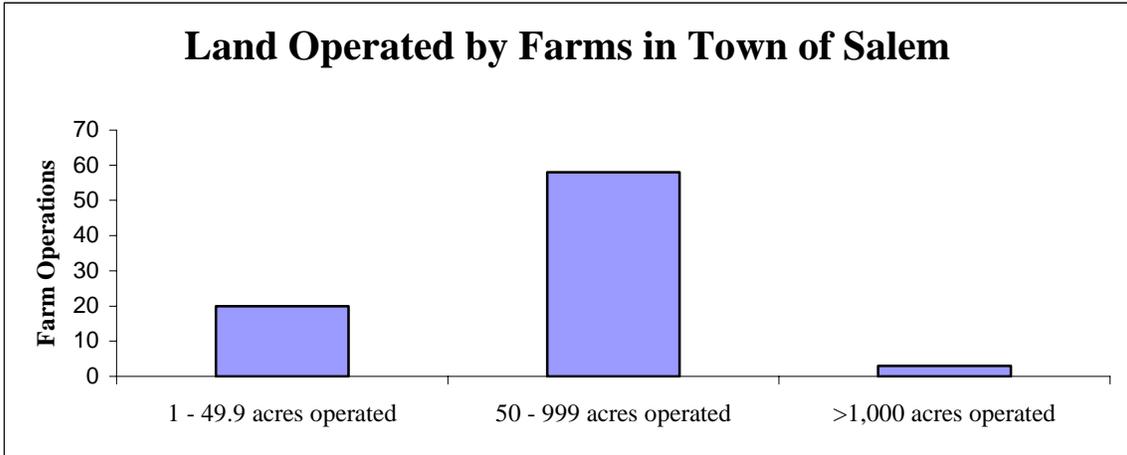
Washington County is home to a diverse agricultural sector with farms ranging from only a few acres to more than 1,000 acres. In 2007, the median farm size was 120 acres, slightly larger than the statewide median size of 95 acres. 57% of these farms were between 50 and 500 acres with 29% of farms being less than 50 acres and 13% being greater than 500 acres in size. This diversity in farms is also visible in the high degree of variability between the value of sales on farms across Washington County. More than 50% of farms sell less than \$10,000 in farm products.



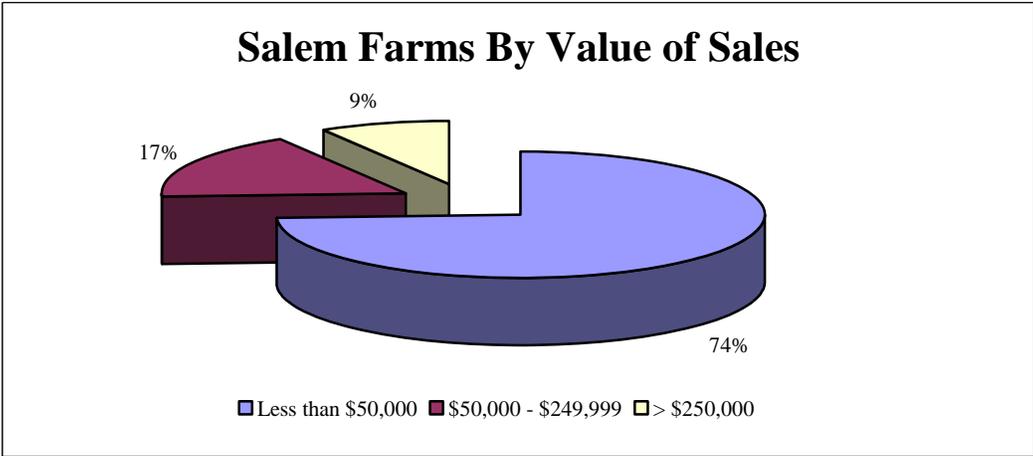
Salem - Overview

According to the Census of Agriculture available by zip code¹, there were 81 farms in Salem in 2007. The vast majority of farms in Salem operate on 50 – 999 acres, with only 3 farms operating more than 1,000 acres.

¹ Data presented represents the 12865 and 12873 zip codes.



Similarly, approximately 74% of farms in Salem sell less than \$50,000 in farm products annually. Roughly 21% of farms in Salem sell meat, milk, fruits, vegetables or other farm products directly to consumers for consumption. There was a 300% increase between 2002 and 2007 in the number of farms in Salem selling directly to consumers.



There is a diversity of products being grown and raised in Salem, including dairy, fruits, vegetables, equine, other livestock as well as flowers and plants. Livestock farms are a significant part of the landscape with 71 farms reporting that they raise cattle, chickens horses, pigs or sheep.

Table 1 Top 10 Farm Products in Salem According to 2007 Census of Agriculture

Crop or Livestock	# of Farms
1. Forage, hay or haylage	39
2. Equine	27
3. Beef cattle	12
4. Dairy cattle	12
5. Corn silage	12
6. Chickens	11
7. Other livestock	11
8. Maple Syrup	10
9. Horticultural products	9
10. Vegetables	8

Soils

Salem has a mixture of productive soils as depicted in the following Salem Soils Map. The most productive soils for agricultural use have been identified in two categories, prime farmland and farmland of statewide importance. The United States Department of Agriculture defines these terms as follows:

Prime Farmland - Prime farmland is land that has the best combination of physical and chemical characteristics for producing food, feed, forage, fiber, and oilseed crops and that is available for these uses. It has the combination of soil properties, growing season, and moisture supply needed to produce sustained high yields of crops in an economic manner if it is treated and managed according to acceptable farming methods.²

Farmland of Statewide Importance - Farmlands of statewide importance include those soils in land capability Class II and III that do not meet the criteria as Prime Farmland but are nearly Prime Farmland and economically produce high yields of crops when treated and managed according to acceptable farming methods, Some may produce yields as high as Prime Farmland if conditions are favorable.³

As described in Map 1, the most productive soils for agricultural use in Salem frequently correspond with river and creek corridors along Black Creek, White Creek, Beaver Brook, West Beaver Creek, Camden Creek and the Battenkill River. As noted in the Salem Soils Map, there is a concentration of these high quality soils in and around the Village of Salem.

Agricultural Districts

A majority of both the town and village of Salem are enrolled in state-certified Agricultural Districts, as depicted in Map 2, the Salem Agricultural Districts Map. These districts, Consolidated Agricultural Districts #5 and #8, provide important right to farm protections to farmers operating on enrolled properties. They also require additional planning measures, such as Notice of Intent filings and Agricultural Data statements, for publicly funded projects and land use activities in these districts. Inclusion of such a great extent of land in these Agricultural Districts is also an indication of the significance of agriculture in Salem.

² According to USDA NRCS webpage: <http://soils.usda.gov/technical/handbook/contents/part622.html>.

³ According to USDA NRCS webpage: <http://www.nj.nrcs.usda.gov/technical/soils/importantfarm.html>.

Agricultural and Farmland Resources Map

Multiple sources of data are available to identify properties that are partially or fully in agricultural use. However, these data sources are frequently inconsistent. To address this situation, the project steering committee integrated data from Washington County Agricultural Districts #5 and #8 and Real Property Assessment Data with direct knowledge from farmers and landowners in Salem. The following Agricultural and Farmland Resources Map, Map 3, depicts land that are believed to be partially or fully in agricultural use as of 2008.



Protecting Viable Agricultural Land

The Town and Village of Salem are strongly committed to supporting active agricultural production as the foundation of the local and regional economy. Substantial areas of farmland in both the Town and Village are enrolled in Agricultural Districts and have been identified on the Agricultural and Farmland Resources Map as being in recent agricultural use.

The following sections of this plan identify strategies for strengthening the economic viability of Salem's farm community and retaining land in active agricultural use. The Salem Agricultural and Farm Viability plan encourages that such strategies be employed broadly and target all farms and farmland identified in the Agricultural and Farmland Resources Map to retain a viable agricultural sector in Salem. However, if the Town and/or Village appoint an Agricultural Committee as recommended in this plan, one of the primary tasks for this committee is to further define farmland this is of the highest priority for protection.

Holy Cow!

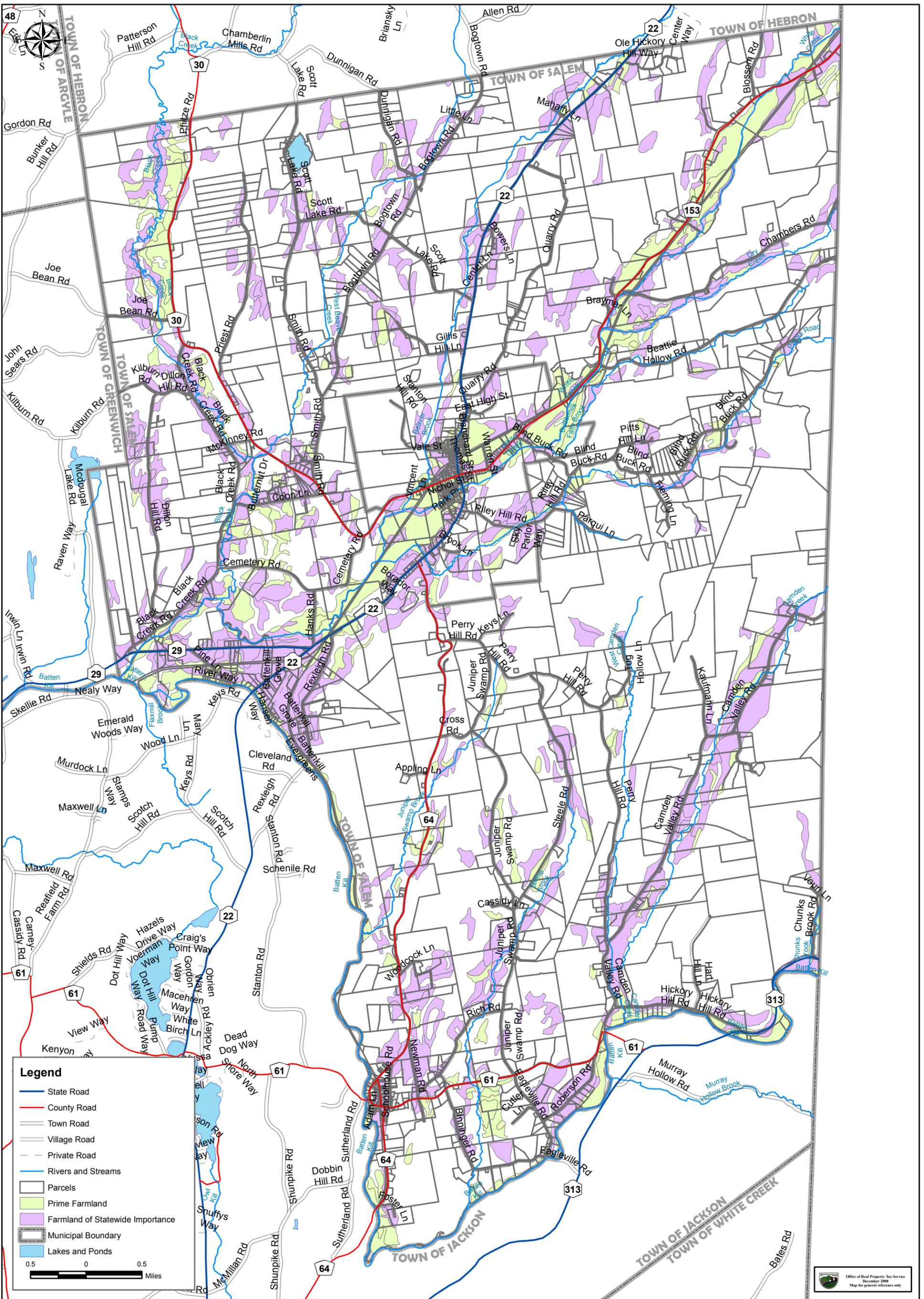
Dairy Farms Importance to the Regional Economy

Dairy farming is the largest sector of Washington County agriculture. Milk sales accounted for 76% of Washington County's \$112 million in sales of farm products in 2007, with the sale of cattle and calves accounting for an additional \$11.2 million.

According to research from Pennsylvania State University, dairy farms have an annual economic impact of \$13,737 per dairy cow. In 2007, Washington County had 22,752 dairy cows. By these estimates, Washington County's dairy sector has an annual economic impact of \$312,544,224!

2009 was an extremely difficult year for Washington County dairy farmers due to low milk prices. Industry experts indicate that the average dairy farm in New York lost \$1,000 per dairy cow in 2009. These estimates indicate that Washington County dairy farmers lost \$22.7 million last year. Difficult economic conditions have contributed to the loss of dairy farms in Washington County with 2,058 fewer dairy cows in 2007 compared with 2002, a reduction of almost 8%.

Town of Salem Soils

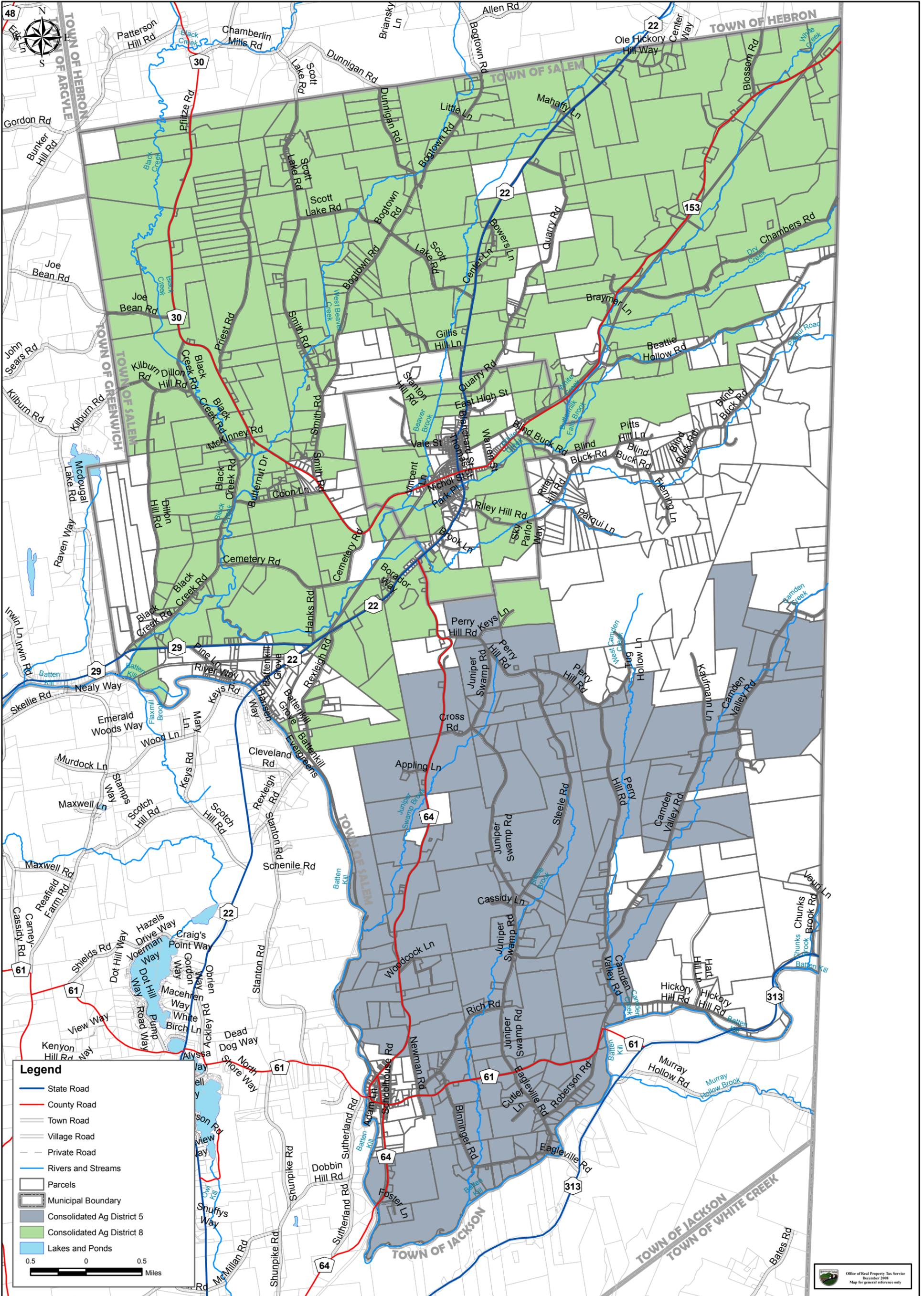


Legend

- State Road
- County Road
- Town Road
- Village Road
- Private Road
- Rivers and Streams
- Parcels
- Prime Farmland
- Farmland of Statewide Importance
- Municipal Boundary
- Lakes and Ponds

0.5 0 0.5 Miles

Town of Salem Agricultural Districts

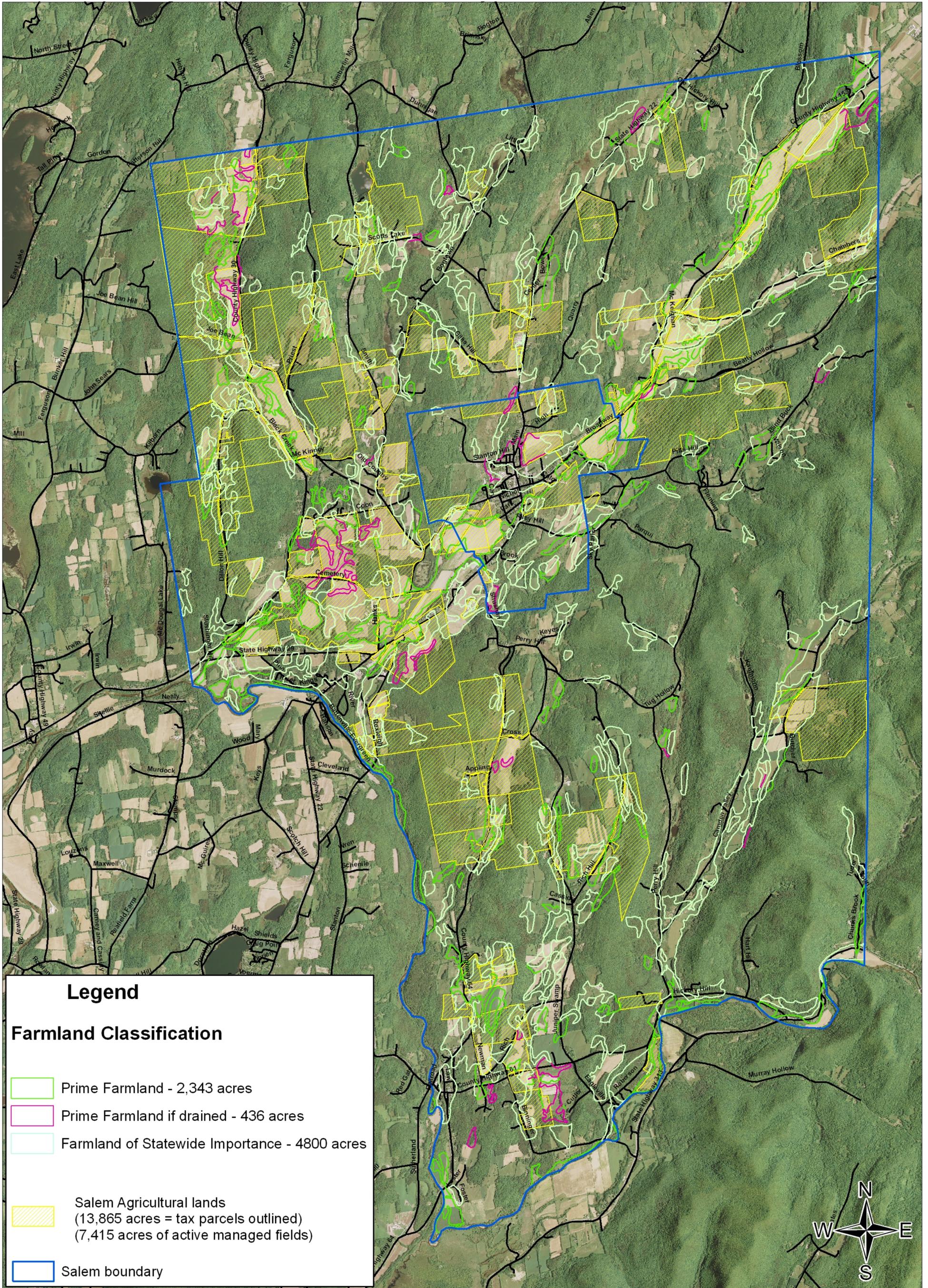


Legend

- State Road
- County Road
- Town Road
- Village Road
- Private Road
- Rivers and Streams
- Parcels
- Municipal Boundary
- Consolidated Ag District 5
- Consolidated Ag District 8
- Lakes and Ponds

0.5 0 0.5 Miles

Town of Salem Agricultural lands



Value to the Agricultural Economy

Washington County

The value of agricultural products sold from farms in Washington County in 2007 was \$112 million, an increase of 37% from 2002. The bulk of this value - \$98.9 million or 88% - remains in livestock and livestock products, with \$13.3 million in crop sales, including greenhouse and nursery products. Dairy continues to be the number one agricultural sector in Washington County with \$85.6 million in dairy product sales in 2007, up from \$61.1 million in 2002.

There was also a corresponding increase in the cost of production from 2002 to 2007, up about 18% or \$22,000 per farm resulting in a total net income from farm operations in the county of \$27.1 million, or \$32,165 on average per farm in 2007. Farms in Washington County spent over \$13 million in hired labor payroll in 2007, a significant contribution to the local economy. The market value of land and buildings on farms in Washington County more than doubled from 2002 to 2007, going up on average of \$774/acre.

Salem

In the Town of Salem, of the 81 farms reported by the 2007 Agricultural Census, 60 made less than \$50,000 annually in farm product sales, 14 were in the \$50,000 - \$249,999 range and 7 sold more than \$250,000.

Agriculture is clearly a significant part of the economy in the Town of Salem. One dairy farm employs 20 full time people, with 13 of these employees living in this community. Another employs 15 people in various parts of the business with longevity.



Agriculture was the primary income on 38 of the 81 farms or 47% of the farms. From 2002 to 2007, however, there was a 28% increase in the number of farm operators who worked off farm – indicating the possibility that the cost of agricultural production had forced farmers to seek off farm income to support the family.

Agritourism & Direct Marketing

Selling farm products directly to consumers is a strategy increasingly being utilized by farmers in Salem and elsewhere in Washington County. 120 farms in Washington County sold products directly to consumers for consumption in 2007 – roughly 14% of the county’s total farms. These farms sold roughly \$2.76 million in farm products directly to consumers, a 51% increase from 2002.

Salem is also home to several major agritourism events including:

Washington County Fiber Tour – Started in 1992, the Fiber Tour is held each April and brings the public to local farms raising sheep, llamas, rabbits and other animals. Participants can visit local farms, watch spinning, knitting, weaving and felting demonstrations, learn about raising livestock and shop for handspun and dyed yarns, unique woven and knitted items, high quality fleeces, cuts of lamb, and more.

Washington County Cheese Tour - Each fall, the Washington County Cheesemakers Guild presents The Cheese Tour. The Cheese Tour gives area farms the opportunity to explore the world of farmstead and artisan cheese in this drive-yourself tour of our cheesemakers in the Washington County area. Farms are open for tour and display their facilities, their animals, and their cheeses.

Al Fresco Dinner - Begun in 2003 by the Historic Salem Courthouse Preservation Association (HSCPA) as a fundraiser for the Community Center, Al Fresco supports local farms and food producers by sourcing food from the region. Al Fresco 2009 began with a dinner for 400 people on Saturday evening and continued on Sunday with a Chefs’ Brunch, Art and Agricultural Market, and Farm Tour.



Open Space Value

Washington County is celebrated for its rolling, scenic landscape that includes a patchwork of fields, forests and farms. Interspersed between the farms and forests are small villages, such as the Village of Salem, that have maintained their rural charm with many of the historic homes still occupied by the families of their original owners.

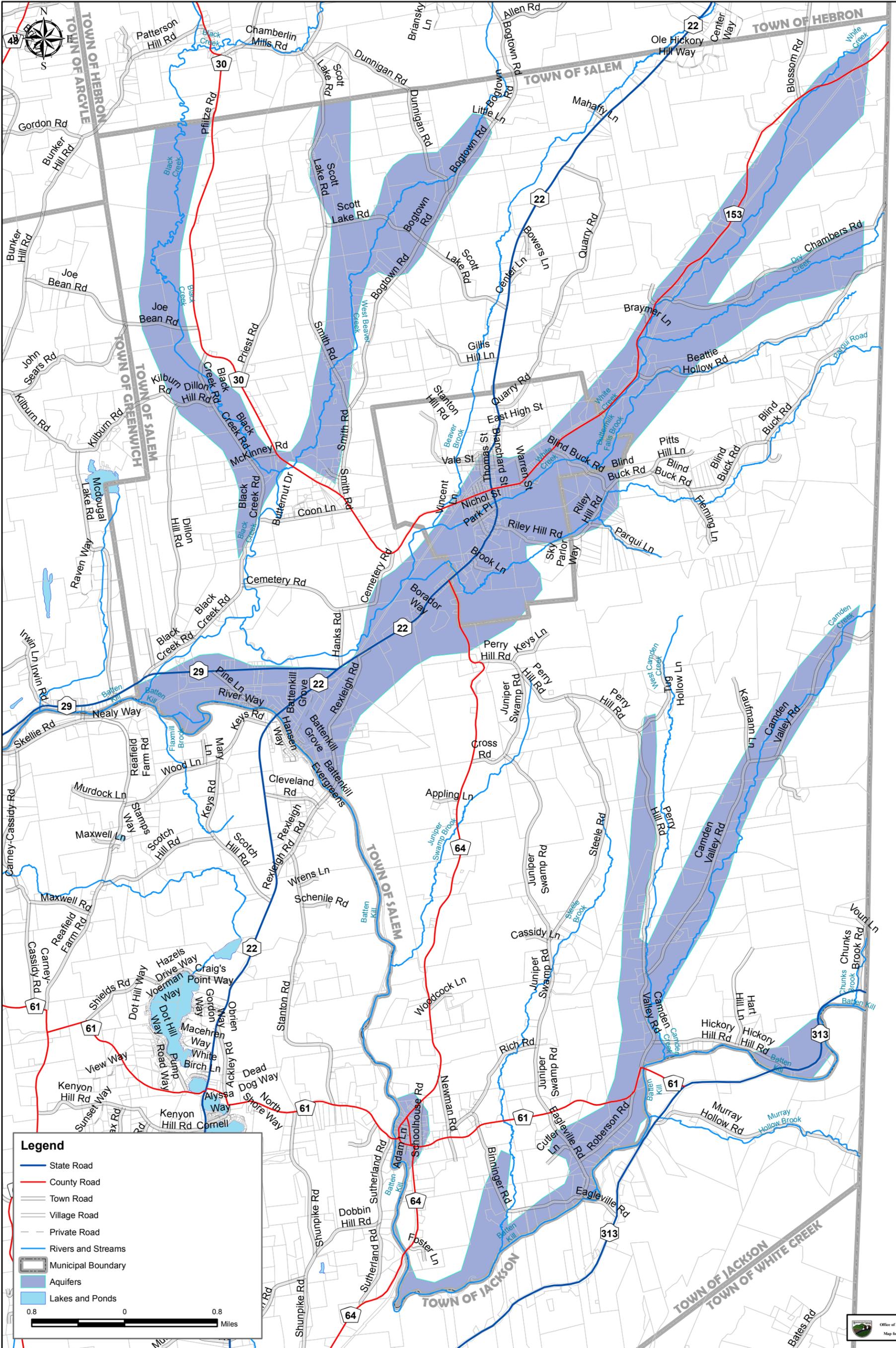
This landscape has inspired countless artists, such as Grandma Moses, and attracts thousands of tourists each year. This landscape is a key element of the town's agritourism businesses and is the backdrop for regional events such as the Cheese Tour, Fiber Tour, Al Fresco Weekend and other farm and food events.

Well-managed farmland also acts as a buffer to the many streams, rivers and lakes in Salem and Washington County. Farm fields can naturally filter nutrients and sediment and help keep waterways clean and healthy for wildlife habitat. Rivers in Salem like the Battenkill are well-known for their trout fisheries and depend on clean water to sustain healthy fish populations are draw tourists to the region.

Importantly, Salem is home to three major aquifers that run Northeast/Southwest through the town. They include: 1) Black Creek/West Beaver Creek, 2) Dry Creek/White Creek and Camden Creek/Battenkill. Well-managed farms act as a natural buffer to these aquifers as permeable farmland enables recharge of these important water resources. By contrast, impermeable surfaces such as roads, driveways, parking lots and buildings encourage rapid runoff that can limit aquifer recharge and lead to nutrient and sediment runoff into nearby waterways.



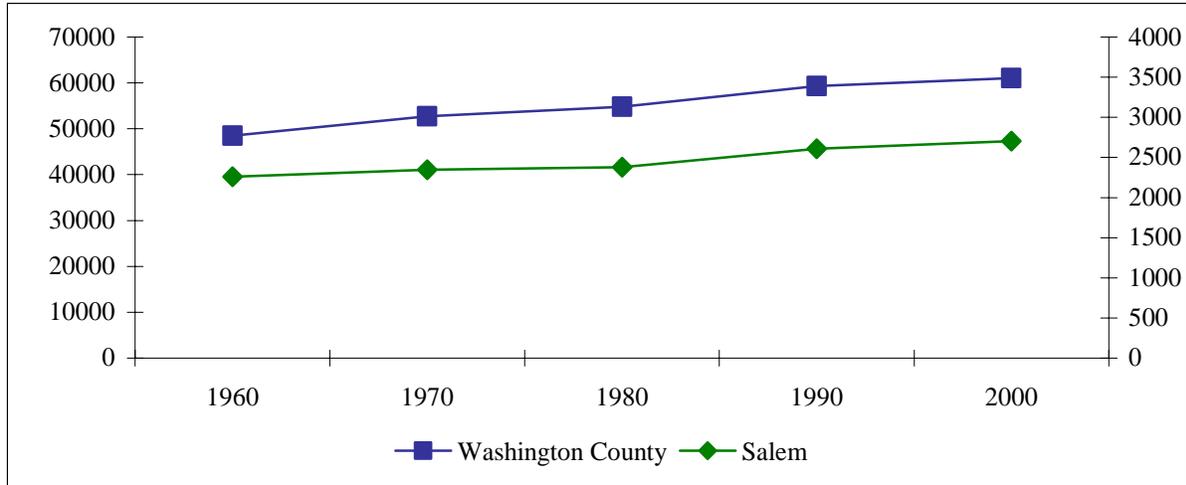
Town of Salem's Aquifers



Indicators of Conversion Pressure

The 2007 Census of Agriculture indicates that there was a reduction of 3,000 acres of land in farms since 2002 in Washington County. This represents a less than 2% reduction of land in farms. This modest change of land in farms is consistent with farmer interviews and population data that indicate a modest degree of conversion pressure in Salem. As identified in Table 2, Salem’s population grew by less than 20% between 1960 and 2000, slightly less than Washington County’s overall population growth of 25% for the period.

Table 2 Population of Salem and Washington County According to United States Census



However, the development of the nearby Luther Forest Technology Campus and other growth in nearby Saratoga County has the potential to drive residential development into nearby Washington County. The campus will be home to the “most advanced semiconductor manufacturing facility in the world”. While communities in western Washington County, such as Easton and Greenwich, are more likely to experience residential development stemming from this development and associated growth in Saratoga County, this location is less than 40 miles from Salem.

Part of the reason for residential growth stemming from new developments at the Luther forest Technology Campus relate to the stark differences between home sale prices in Salem and Washington County and neighboring Rensselaer and Saratoga Counties. The median home sale price in Rensselaer County is roughly 30% higher than Washington County while Saratoga County’s median price is almost 90% greater.

Table 3 County Residential Sales and Median Sale Prices, NYS Office of Real Property Services

County	2006 Sales & Median Price	2007 Sales & Median Price	2008 Sales & Median Price
Rensselaer	2030, \$152,175	1676, \$165,000	1351, \$165,000
Saratoga	3248, \$236,400	2988, \$241,703	2337, \$240,000
Washington	810, \$120,000	663, \$128,800	445, \$128,000

Consequences of Farmland Conversion

The fragmentation of productive farmland has multiple impacts on current, and future, generations of farmers. Farmland conversion results in the permanent loss of productive farm soils. As some farmers say, “concrete is the last crop”.

The impacts of farmland conversion are magnified as high quality soils tend to be converted first as they are well-drained and easily suited to septic systems and require fewer improvements to develop. Additionally, development patterns in the region have historically concentrated along rivers, streams and lakes – many of the same locations of the region’s best farmland.

As residential development spreads across a farm landscape it also increases land prices. Increasing land prices has the dual impact of making it more difficult for existing farmers to purchase land needed to expand and for new generations of farmers to purchase their first farm.

Additionally, new non-farm neighbors frequently do not understand the sights, sounds and smells of modern farm practices. The siting of new houses adjacent to active farm operations sets the stage for future conflicts that can be divisive in a community and expensive should they lead to legal action.

Analyzing the Costs vs. Benefit of New Residential Development

Many communities desire new development as a means of increasing a local tax base and reducing property taxes for local taxpayers. While it is true that an acre of land with a new house generates more total revenue than an acre of hay or corn, this tells us little about a community’s bottom line. In areas where agriculture or forestry are major industries, it is especially important to consider the real property tax contribution of privately owned working lands. Working and other open lands may generate less revenue than residential, commercial or industrial properties, but they require little public infrastructure and few services.

Over the last twenty years, Cost of Community Services Studies (COCS) studies have been conducted across the nation to compare the net fiscal impacts of different land uses to local budgets. More than 15 COCS studies have been conducted in New York and have consistently demonstrated that farmland, open space and forestland generate more revenue than they receive in services, while residences generally require more in services than they pay in taxes. Below is a summary of the average results of these 15 studies:

Farm, Forest and Open Land:	\$0.29/\$1
Commercial:	\$0.26/\$1
Residential:	\$1.27/\$1
Cost of Services Provided Per Each Dollar Provided in Revenue	

See the Cost of Community Services Factsheet in the Appendix (Appendix A) for more information about these studies.

Public Outreach

Public input was particularly important to this planning process. Public outreach was seen as a two-way communication stream. The community was given several opportunities to provide input on the needs of the agricultural industry in Salem and the strategies that would best support farm businesses and keep land available for farming. In addition, the Town of Salem had an opportunity to educate the community about the development of the plan. The Town employed several different methods to ensure public participation including.

Steering Committee

A steering committee was developed to lead the development of the Salem Agricultural and Farmland Viability Plan. This committee included members from the Salem Town Board, Planning Board, local farmers, agribusiness representatives and landowners. This committee met on a regular basis, usually monthly, to guide plan development as well as the planning process.

Agricultural Interviews

In February and March of 2009, 12 farmers, landowners and agricultural stakeholders were interviewed about their perspective of the current state and future of agriculture in the Town of Salem. Liz Brock, New York Field Representative for the American Farmland Trust, conducted the stakeholder interviews in person. Stakeholders were selected by the steering committee to represent a cross section of agricultural enterprises and included agricultural landowners, farm service providers and farmers raising dairy cows, vegetables, trees and flowers.



Public Meetings

A series of informational meetings were held during the planning process for this document. These meetings served as opportunities to define project goals, identify challenges and opportunities facing local farmers and develop and discuss project recommendation. These included the following meetings:

- October 26, 2009 at 7:00 at the Historic Salem Courthouse
- August 19, 2009 at 7:30 at Pat and Albert Sheldon's Farmstand
- April 28, 2009 at 7:00 at the Historic Salem Courthouse

Interview Summary

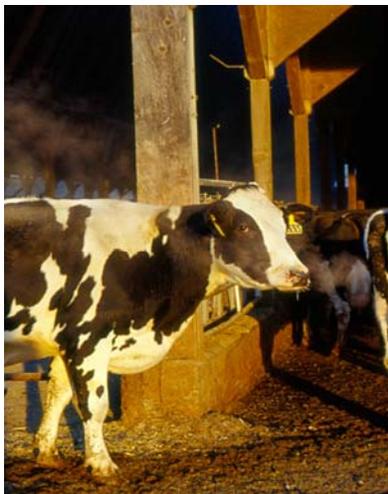
In February and March of 2009, 12 farmers, landowners and agricultural stakeholders were interviewed about their perspective of the current state and future of agriculture in the Town of Salem. At the time of the interviews, milk prices were at a recent all-time low, input prices remained high and land values were low due to a slump in the housing market. The following themes came out of these conversations.



The agricultural industry is strong in Salem. *“You can’t think about agriculture in Salem without thinking about the entire region.”* Everyone interviewed shared a common sentiment that agriculture was very strong as an industry in the Town of Salem. Many farm families have been in Town for multiple generations and there has been an increase in the number of new farms cropping up around Town marketing niche products like alpacas and flowers. There is good access to potential markets for products as Salem is centrally located between Glens Falls, Saratoga Springs, and Manchester and Bennington, Vermont. Many interviewed said that the “big three” dairy farms – Woody Hill, Chambers and McEachrons – kept a bulk of the good farmland soils in agriculture. When farm properties go up for sale, those interviewed said, one of those farms buys the land in most cases.

In addition, all farmers interviewed said that the availability of agricultural service providers was excellent – with Salem Farm Supply, Carovail and Cargill all within town borders and other service businesses like Battenkill Veterinarians and Premier Dairy Service within a 20-minute drive of Town.

Few farms had formal succession plans in place to transition the farm to the next generation either from lack of planning or lack of a next generation to take over. Those farms without a plan for the future said that the land would probably be sold with the expectation that one of the dairy farms in town would likely purchase it.



Despite the strength of agricultural businesses in Town, several interviewees indicated that the future was uncertain given the high input costs and decreased profit margins experienced by most sectors of agriculture in the region. As one farmer put it, the “Path towards the future is not being lit with a bright light.”

The connection between the community at-large and agriculture is changing. *“Used to be that two-thirds to three-quarters of kids on the school bus had a parent working on a farm.”* There is a perceived growing disconnect between the agricultural community and the community at-large in Salem among farmers and stakeholders interviewed. Farmers shared that everyone in town used to have a direct connection to

agriculture – people either grew up on a farm, or worked on a farm. There is a common sense among those interviewed that this has changed over the last several years as residents have sought work outside Salem’s borders and newcomers have “found” Salem as a retirement or second home location.

This shift in population was viewed to have several impacts. The commuter nature of the community now was partially blamed for the loss of businesses that support the community as a whole, including the grocery store, as residents do their shopping on the way home from work. In addition, the general consensus was that while the community as a whole appreciates the aesthetic of agriculture, they don’t always understand the realities of commercial agriculture and the benefits it provides to Salem. Those interviewed all shared a general need to increase awareness of agriculture among the changing population of Salem to insure a supportive business environment and well educated neighbors for farms in the future.

The pressures on land are not from developers right now, but from other farmers and the bad economy. *“These economic times make it tough; if someone offered me \$5,000/acre for the land, I’d have to think about it.”* Most stakeholders interviewed have not felt pressure from residential development or even seen much occurring in Town. Some said that they thought more newcomers are purchasing existing older homes and fixing them up instead of building new homes. There is some question whether Salem will be suspect to the same development pressure predicted on the western side of the County due to the development of the Luther Forest Technology Park in Malta. Most of the good agricultural land is currently tied up in agriculture through ownership or rental and indeed, most farmers said that the biggest competition for land was from other farmers, not residential development.

A few farms had neighbor-relations issues with the main topics of concern revolving around odor and dog nuisance issues. All farmers interviewed shared that they attempted to be proactive when it came to potential neighbor conflicts either by working to be sensitive to neighbor needs or by purchasing land neighboring the farm when it becomes available. At least two farmers expressed potential concern over future residential development and issues regarding water quality due to the shallow aquifers in Town. High property taxes were also raised as a challenge to owning land in almost every interview. One farmer put it this way, “We work hard to pay the taxes.”



The main challenges currently facing farms stem from economics. *“Dad had better help. Better help isn’t going to work here now.”* With the shift in the community and availability of different jobs, has come a decrease in the availability of quality affordable labor to meet the needs of farms in Town. Farming is hard work and finding people that will work that hard for a

farm salary continues to prove limiting for some farm businesses. One farmer indicated that she had scaled back the size of the business in order to decrease her dependence on labor outside the family.

The current economic environment is causing significant concerns for farmers on many fronts. Those who have retirement accounts shared massive losses with the failing national economy while at the same time, the land - the 401k of most farmers - is worth significantly less as real estate values have declined in the region. Global competition for agricultural products combined with the cost of doing business in New York was also raised as significant areas of concern over the future of farm businesses. One stakeholder said that the “old business models won’t do” for agriculture and that “whether it’s a niche market like Seth’s [McEachron] or an alternative crop to milk, like biofuels – you have to innovate to be successful.”

The consensus among interviewees was that Town has been fairly supportive of agriculture to date and that tools suggested through the plan should focus on maintaining this positive business climate. *“Protecting the farmer’s right to do business is critical. Protection of way we do business and the right to do business.”* Most farmers had a hard time coming up with specific ways the Town could assist them in doing business in the community. Indeed, when asked about tools the community might employ to help promote farms or support farm businesses, many said that it wasn’t the job of the Town to provide marketing assistance or other tools that provide incentives to farms. Most farmers weren’t particularly interested in permanent land protection tools such as Purchase of Development Rights programs as they thought it was “cashing” out on the farm to continue to run the business and limited the potential of the land for the future. No one was opposed to others using such tools however.



Marketing tools that would be useful included increased access to high speed internet for online sales and continuation of many existing programs like the Al Fresco dinner, fiber and cheese tours, Battenkill Kitchen and Farm to Chef Express. Interviewees said that infrastructure should be supported including the rail system and maintaining roads to ensure access for milk trucks.

Farmers were wary of new land use regulations including zoning, though several felt that it may make sense to discuss these issues now while challenges are few. One farmer said that it was important that all land use regulations at the Town should be “one, enforced and two, enforced equitably.” Many of those interviewed shared a need for some kind of property tax relief for farms. Lastly, there was a general understanding of a need to educate the public on the benefits that farms provide and the importance of doing business locally – not just in agriculture, but buying locally more generally to keep service businesses such as hardware stores and pharmacies open in the community.

Strengths, Weaknesses, Opportunities and Threats Analysis

INTERNAL FACTORS	
Strengths	Weaknesses
Tourism - region is beautiful and agriculture is a draw	Increased cost of production in all commodities/ Decreasing profitability
Awareness of and appreciation for agriculture in the community	Challenge to find quality labor and provide housing
Quality environment to grow crops - soil, water, weather	Lack of zoning - housing being placed in ways that prevent future use of land for agriculture
There is a critical mass of farmers here - agriculture is the strongest industry	Taxes are high relative to the value farmland provides to the town
Strong agricultural support industry and agencies in Salem and region - tractor/vets/feed/fertilizer/CCE/SWCD/ASA	Limited by lack of reliable high speed internet access in some areas. Challenging to some farm businesses using the internet
Diverse agricultural community - niche/specialty farms compliment the strong dairy presence	Railroad infrastructure important but aging and not used as much as it could be
Close proximity to markets and people interested in buying local	Hard to get enough customers locally to support businesses. Have to take products out of town
Strong programs that help support farm businesses (ie farm tours, Farm to Chef Express, Battenkill Kitchen)	Competition for land from other farmers (rental) and from development (lost for good) - have to go further from home to find land
FFA Program still in schools	
EXTERNAL FACTORS	
Opportunities	Threats
Growth in specialty farming - value added, direct retail, fiber production	Fragmentation of land as house lots are sold - "death by 1,000 cuts"
Cooperative arrangements between farmers for marketing/distribution or staffing at farmer's markets	Luther Forest/AMD - potential to increase price and development of land
Methane digestion/composting/ alternative energy crops	Government regulations (primarily state and federal)
Salem hasn't yet been "found" by outsiders - an opportunity to protect agriculture while pressures are low	Younger generation is leaving town/farming and not returning
Agritourism through events like Al Fresco dinner, Cheese Tour. Diversity of ag products in Salem makes tours easy	Lack of public awareness of the realities of agriculture - manure management, traffic, equipment on roads
Huge demand for slaughterhouse in region	Lack of affordable housing for farm labor
"My land is my 401k" - how to keep value in farmland for the future while encouraging development "done right"	More land currently being rented than owned by farmers - potential is there to lose access to this land if landowners decide to sell
Connection of agriculture with music and arts community in Salem	
Capitalize on consumer interest in buying local and reducing carbon footprint	

Goals, Recommendations and Actions

GOAL: STRENGTHEN AGRICULTURAL INFRASTRUCTURE TO SUPPORT THE VIABILITY OF FARMS IN SALEM AND WASHINGTON COUNTY.

The Town of Salem boasts the location of three critical agricultural infrastructure businesses for farms in eastern New York and New England – a feed mill, fertilizer company and equipment dealer. Salem’s role as a hub for agricultural infrastructure is important not only to the community itself, but to the entire region.

Cargill’s feed mill delivers animal feed to all of New England, while Salem Farm Supply covers a 100-mile radius around Salem into three states. The Town and Village should support and expand this base of infrastructure in order to maintain the viability of its farms and support a diversified tax base for the community.

“I’m 2.5 miles from equipment, 2 to feed, 2.5 to fertilizer and 5 to a livestock dealer – that’s why we call it paradise.”

- *Farmer from the Town of Salem*

Recommendations:

1. Establish a Town Agriculture Committee to promote opportunities in agriculture and lead implementation of the town’s Agricultural and Farm Viability Plan

The Town should establish an Agricultural Committee to promote and advance agriculture in Salem and be the lead party in implementation of the town’s plan. It could include current and retired farmers, agricultural business owners and farmland owners and take the lead in implementation of the town’s agricultural and farm viability plan. Additionally, the committee could provide guidance to Town Boards and Committees on the potential impacts of proposed development projects on farms in Salem.

The Committee would not have regulatory authority, but could also serve in other capacities as outlined in this plan to promote agriculture and be a voice for farmers at the county, state and federal level. The Committee could also be involved in the development of any land use policies in the future – providing guidance on the full spectrum of issues farmers face and ensuring that any such regulations place a high priority on continuing agricultural uses of land and protecting the rights of property owners. One of the Committee’s first tasks should be to further define farmland in Salem that should be a priority for permanent protection. A sample Town Law establishing an Agricultural Committee can be found in the Appendix (Appendix D).

2. Encourage investments in agricultural businesses in Salem.

The Town and Village leadership should pursue opportunities to attract public and private incentives to agricultural businesses in Salem. Potential sources include programs such as:

New York State Department of Agriculture and Markets

- Agricultural Research and Development Grants

- Farmland Viability Grants
- Pride of New York

United States Department of Agriculture

- Farm Labor Housing Loans and Grants
- Value Added Producer Grants

Other Funders

- New York Farm Viability Institute
- Northeast SARE
- Small Business Administration
- New York State Energy Research and Development Authority
- Hudson River Greenway



Salem should work with local farmers, Cornell Cooperative Extension, the County Department of Planning and other agency partners to invite state and federal legislators as well as agency representatives to existing farm events in Salem as well as special meetings and farm visits to discuss funding needs and opportunities.

Key funding needs identified during the plan development process include:

- High speed internet
- Value added processing included slaughterhouses
- Rail maintenance and improvements
- Marketing for agritourism events and businesses

In addition to pursuing funding opportunities, the Town and Village can work with Cornell Cooperative Extension, Washington County Department of Planning and other agencies to provide information to new and existing farm businesses on existing programs that secure low interest loans or other business development support. Such programs include the Washington County Local Development Corporation, Chamber of Commerce Economic Development and programs provided through First Pioneer Farm Credit. The Town could provide links to these resources on their website.

Cornell Cooperative Extension (CCE) is a resource that provides information on agricultural economic development. The Washington County office of CCE has historically offered technical services and grant writing assistance for local farmers and agricultural business owners through the Agricultural Economic Development Program. Salem should support full funding for this CCE program.

Finally, many farm businesses are increasingly dependent upon the internet to promote their businesses, provide information about their goods and services and in some cases market their products. High-speed internet is not available in all areas of Town. The Town could research where gaps in access currently exist and research opportunities available at the state or federal level to assist in expanding service to rural areas.

Actions:

- a. Promote efforts to attract county, state, federal and private incentives for agricultural businesses existing in or locating in Salem.
- b. Provide information on economic development programs available for agriculture through the municipal website and meetings with business owners.
- c. Support funding for Cornell Cooperative Extension (CCE) Agriculture Economic Development Program and other economic development initiatives benefiting agriculture in Salem and Washington County.
- d. Support efforts to expand high speed internet access throughout Salem.

3. Support efforts to renovate rail infrastructure in Salem.

Several agricultural support businesses in Salem depend upon the access to rail to provide lower cost services and products to farmers in the region. While these businesses could move products via tractor-trailer, doing so would increase their cost of doing business and therefore increase the cost to the farmer. Currently, the railroad system is aging with its infrastructure limiting the maximum use of this transportation network. In addition, expansion or improvement of the infrastructure could provide new and creative opportunities for farmers to economically transport products to markets.

While it is beyond the Town's ability to directly improve the infrastructure of the Battenkill Railroad, it can lend support to efforts lead by Washington County. The Town leadership can write letters of support, make phone calls to legislators and be a proactive voice about the importance of rail infrastructure to the local economy and community.

Action:

- a. Lend support to efforts to attract local, state and federal financing to renovate rail infrastructure to Salem.

4. Support opportunities for compatible renewable energy generation on farms.

There are increasing opportunities for farms to play a role in renewable energy generation, including but not limited to methane digestion, and production of biofuel crops. These opportunities provide a new "crop" for farmers and also have the potential to reduce energy use on farms, both with the potential to increase farm viability.

This unique opportunity could be pursued with support from the Town as they work with Cornell Cooperative Extension and others to research grants and incentive programs available at the state and federal level for such construction and development. Careful community consideration should be paid in locating any possible energy generation facilities to ensure compatibility with existing land uses and proximity to working farms.

Action:

- a. Work with Cornell Cooperative Extension and others to research and pursue opportunities for renewable energy generation on farms.

GOAL: ENCOURAGE AGRICULTURAL EDUCATION AND ACT AS AN INFORMATION RESOURCE ABOUT AGRICULTURAL PROGRAMS AND OPPORTUNITIES.

There is a strong sense of community in Salem that has historically been supportive and understanding of agriculture. In addition, there are strong agricultural education programs to teach children about the science of and opportunities available in agriculture. With the age of farmers increasing, a new generation must be trained and willing to take over the farm businesses of today. And as the population continues to grow and change, a general understanding of the realities of agriculture must continue to be instilled in the community in order to ensure a future for working farms in Salem. Salem can take advantage of capable local partners to help disseminate information about agriculture – for landowners, farmers, residents and children.



Recommendations:

1. Use the Salem municipal website to distribute information for farmers and landowners and promote agriculture in Salem.

The municipal website currently serves as a clearinghouse of information about Salem for visitors and residents. Digital technology makes it very easy for the Town to provide links to current information for farmers, landowners and residents. A separate “Farm” page on the website could link to resources for farmers, including information about agricultural assessment and grant opportunities. This same page could link to resources for community members interested in learning more about agriculture, including agritourism opportunities and event information. Using the Internet would ensure that information was kept current and would capitalize on collaboration with agricultural organizations active in Washington County, such as Cornell Cooperative Extension, Farm Bureau, and the Agricultural Stewardship Association.

Action:

- a. Create a farm page on the Salem municipal website highlighting the benefits that agriculture provides and important information for farmers and landowners.

2. Educate new landowners moving to the community and realtors about the agricultural nature of Salem.

New residents to the community may be attracted to the rural nature of Salem without a real understanding of the sights, sounds and smells related to working agricultural land. Currently, the Town of Salem Right-to-Farm Law requires that anyone purchasing property in Salem within a state-certified Agricultural District sign a Real Estate Disclosure Notice at the time a purchase and sale contract is signed. This notice indicates

to the buyer that they are moving into a working agricultural area and makes them aware of what might be expected with that. As so much of the community is influenced by agriculture, this law could be expanded to require a Real Estate Disclosure Notice when property is purchased anywhere in the Town or Village of Salem. This may limit potential future conflicts between new landowners and farmer neighbors and help educate new comers on the agricultural nature of the community. Educating realtors should also be a priority as they can help new real estate buyers understand Salem’s rural nature and organizations that can be contacted about agricultural issues.

Actions:

- a. Work with Cornell Cooperative Extension to biannually conduct meetings with realtors in the region to discuss the Real Estate Disclosure Notice required by the Right to Farm law in Salem and confirm its appropriate implementation.
- b. Amend the Right to Farm Law to require a Real Estate Disclosure Notice whenever property is purchased in the Town or Village of Salem.
- c. Distribute the Cornell Cooperative Extension Brochure “Are You Thinking About Moving to the Country” (Appendix E) at the Town Office and other key locations.

3. Act as a leader on issues with impact on farmers in Salem.

The Town and Village leadership should play a role in advocating whenever possible for the needs of the farmers in their community. The Agricultural Committee could work with local groups such as Washington County Farm Bureau, Agricultural Stewardship Association and others to educate Town leadership when there is an issue that warrants action.

Actions:

- a. Act as an advocate for local farmers by passing town resolutions and engaging municipal organizations to advocate for farmers in Salem and relevant issues at the county, state and federal level.

4. Support agricultural education programs to encourage the next generation of farmers and greater public appreciation of agriculture.

Salem still maintains strong traditional agricultural education programs such as an active FFA chapter in the Central School and 4-H programs offered through Cornell Cooperative Extension. In addition, new programs being offered through the Salem Historical Courthouse are increasing awareness of and exposure to agriculture for community youth. These programs help educate youth about agriculture and are critical to workforce development and the succession of farms in Salem. The students in these programs could be engaged to help implement many of the tools outlined in this Plan to further their education and participation in local agriculture.

Action:

- a. Engage FFA and 4H students in community public education about agriculture; students could work with the Town to assist with tours and events about modern farm practices.

GOAL: PROMOTE FARMS AND THE BENEFITS THAT AGRICULTURE PROVIDES TO THE COMMUNITY.

Agriculture is a driving force behind tourism in Salem. Countless agricultural tours visit farms in Salem and numerous community events showcase farm products and the heritage of this community. The Town can take a larger, more organized role in promoting farms within its boundaries, improving farm visibility and educating visitors and residents alike about the benefits that farms bring the community as a whole.

Recommendations:

1. Showcase farms in Salem and help attract visitors to the area.

Many promotional events already occur in the Town of Salem organized by volunteer groups and affiliations of farmers, including, the Cheese Tour, the Fiber Tour, the Al Fresco Farm Tour, the Chamber's Harvest Fest and others. The Town can play a role in supporting and adding value to these existing events while also making the public more aware of opportunities to "shop locally" in Salem for agricultural products.



Cornell Cooperative Extension currently generates a farm map for all of Saratoga and Washington Counties. Participating farms must pay a modest amount to have their location and information listed in the publication. The Town should work with CCE, Salem Chamber of Commerce, County Tourism office and Agricultural Stewardship Association to expand the visibility and distribution of this map and investigate opportunities to promote Salem and Washington County as a premier farming region on tourism websites, blogs and other internet options.

Salem could also work with these partners as well as artists, historical sites and other tourism establishments in the community to evaluate the opportunities for other promotional materials about agri-tourism events and farms in Salem. Such materials could advertise local farms, farm tours and harvest festivals. Such a publication should be strategically distributed in print and online to promote farms in Town while at the same time increasing tourism to other businesses in the Town and Village.

Actions:

- a. Work with Cornell Cooperative Extension, County Tourism Office and Salem Chamber of Commerce to brand Salem and Washington County as a premier farming region and promote agri-tourism opportunities in Salem and Washington County.
- b. Actively support agri-tourism events that bring visitors to Salem by investigating funding from Hudson River Greenway (Appendix F) and other potential funders for tourism events and evaluating the extension of municipal liability insurance coverage or use of town equipment for seasonal events.
- c. Insure that Salem’s land use regulations and other policies support the creation or expansion of Bed and Breakfasts or other tourism improvements that are compatible with agriculture and encourage visitors to spend more time in Salem and Washington County.

2. Visually identify Salem as an “Agricultural Community”.

While Salem has “Right-to-Farm” signs upon entering the community, many residents and guests may not know what that means. While education is clearly necessary on what it means to have a Town Right-to-Farm Law, the Town could post signs at key entrances to the community advertising that clearly and positively identify Salem as a proud farming community and signify the importance of farms. Such signage should be consistent with other agritourism promotions and would have the dual benefit of enhancing regional agritourism efforts as well as raise the awareness of residents and visitors that agriculture is supported in Salem as a business and a land use.

Actions:

- a. Create signs for display on gateway routes into Salem that identify the community as a proud farming community with an economy, history and landscape closely connected with agriculture.

3. Quantify the economic importance of agriculture to Salem and Washington County.

Beyond tourism and the scenic vistas it provides, agriculture is a mainstay of the economy of Salem. It has value as a supplier of jobs and payer of public services through taxes. Residents may not understand the financial contribution that farms and farmland provides to the community. For example, research shows that farmland pays more in taxes than it demands in services like schools and fire or emergency when compared to residential uses. The intrinsic value of farmland is often well understood, but education as to its economic value may be beneficial in promoting agriculture as an important land use in the community. In addition, residents are often largely unaware of the economic realities that face farmers in their daily businesses. Education about the challenges faced on farm may increase local purchasing and support of other recommendations in this plan.

Actions:

- a. Encourage Washington County to update its Agriculture and Farmland Protection Plan and quantify the economic impact of agriculture to the county.

- b. Work with Cornell Cooperative Extension, Salem Chamber of Commerce and other partners to document the economic value of farms in Salem in terms of jobs and contributions to the local tax base and promote this information.

GOAL. PREPARE TO ADDRESS THE IMPACTS OF NEW DEVELOPMENT ON AGRICULTURAL VIABILITY.

Currently, farmers in Salem don't feel significant development pressure. When quality agricultural land goes up for sale, in most cases a farmer purchases the property. There is recognition, however, that the quiet real estate market currently existing in Salem could change very quickly, especially given the development of the Luther Forest Tech Park across the river in Malta, NY. This goal seeks to identify tools that can be considered if or when residential development pressure threatens the viability of farms in Salem.

Recommendation:

5. Secure a voice for farmers in land use decisions.

To date, farmers have often been involved on Town Boards and Committees that handle decisions. The Town should support the goal of maintaining at least one agricultural representative on such boards as the Planning Board and the Town Board. Such a goal will ensure that farmers and agricultural business owners continue to play an active role in land use decisions. In addition, Boards will benefit from the input provided by such members on how land use decisions may impact neighboring agricultural uses.

Actions:

- a. Support a goal to have an agricultural representative on all Town Boards and Committees.

6. Quantify the costs of new development.

Developers are often quick to site the positive economic benefits of new residential or commercial development; including an increase in tax income or increase in potential customers for local businesses. New residential or commercial development will also have negative impacts on the community in terms of the quantity of services required, the volume of traffic on roads and other impacts. These effects will have impacts on farms in Salem and should be considered when approving new proposed subdivisions.



Actions:

- a. Require a cost analysis as part of major subdivision process including, but not limited to: increase in school age children, increase in traffic and public service usage.

7. Educate farmers and landowners on programs available to provide property tax relief and protect land from development, including the Agricultural District law and Purchase of Development Rights.

The Purchase of Development Rights (PDR) is a voluntary method of private land conservation that pays landowners to permanently protect their land for agriculture. The land is protected by way of an agricultural conservation easement that runs with the deed to the property and permanently extinguishes the right to develop the property for non-agricultural uses. In exchange for this, landowners are compensated for the value of the development rights. Value is determined by way of two appraisals – one of the property at its fair market value and one as if the restrictions were in place. The difference between the appraisals represents the value of the development rights.

Most farmers interviewed were not interested in the use of permanent conservation easements to liquidate equity held in their land while protecting the property for future generations. However, many also indicated that they did not fully understand the logistics of the program. Currently, the Agricultural Stewardship Association (ASA), a land trust dedicated to protecting working landscapes in Washington and Rensselaer Counties, holds workshops on farmland protection tools and provides information to agricultural landowners. This education is key towards making landowners aware of their options for their land, now and in the future.

In addition, there are two large Agricultural Districts in Salem that provide many Right-to-Farm the benefits of which landowners may be largely unaware. Such educational workshops could also cover the benefits of Agricultural Districts and the Right-to-Farm law.

Action:

- a. Work with the Agricultural Stewardship Association to educate landowners in Salem about agricultural conservation easements and options for permanently protecting farmland;
- b. Distribute the New York State Department of Agriculture and Markets publication “Farms for the Future: An Overview of New York’s Farmland Protection Programs” and other resources about farmland protection options at key community locations and online on the Salem municipal website.

8. Ensure land use policies continue to remain farm-friendly.

Currently, most farmers and landowners interviewed and at public meetings were not interested in the use of further land use regulations, such as zoning, to protect farmland or farm businesses. However, community members recognize that zoning may be discussed as an option for the community in the future.

This plan acknowledges that if zoning is pursued as a tool, the process that develops it is critical to its success in supporting farm businesses. The process must be inclusive and engage farmers and other agricultural stakeholders early and often. For example, the steering committee for its development should include significant representation of farmers, landowners and agri-business members.

In addition, at least one public meeting to discuss any proposed change in land use regulation should be held sometime during the months of December – March to ensure optimal farmer participation. Any proposed development of land use regulations should be public, with posting of meetings provided in all local newspapers and through mailings to farmers and landowners. Defining the process will ensure that farmers and agricultural landowners will have ample opportunities to participate in the development of zoning, should that ever occur.

In addition, all zoning and subdivision regulations must be based on a Comprehensive Plan. Adopting this plan as part of the updated Town of Salem Comprehensive Plan makes a strong statement about the importance of agriculture and the efforts of the Town to support it. This can guide future regulations, as they cannot be in contradiction with the goals and recommendations of a Comprehensive Plan.

Action:

- a. Adopt the Agriculture and Farm Viability Plan as part of the Town's Comprehensive Plan and Village General Development Plan.



IMPLEMENTATION MATRIX

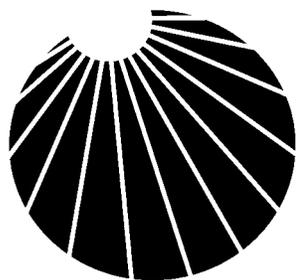
ACTION	PRIORITY LEVEL	RESPONSIBLE PARTIES
Establish a Town Agriculture Committee	High	Town Board
Encourage investments in agricultural businesses in Salem	High	Ag Committee, Town Board, Cooperative Extension
Support efforts to renovate rail infrastructure in Salem	High	Ag Committee, Town Board
Research opportunities for renewable energy generation, as compatible with farm operations	Medium	Cooperative Extension, Ag Committee
Use the Salem municipal website to distribute information for farmers and landowners and promote agriculture in Salem	High	Chamber of Commerce, Ag Committee
Educate new landowners moving to the community about the agricultural nature of Salem	High	Cooperative Extension, Ag Committee
Support agricultural education programs	Low	Ag Committee
Promote farms in Salem and bring visitors to the region	High	Ag Committee
Visually identify Salem as an "Agricultural Community"	Medium	Ag Committee
Quantify the economic importance of agriculture to Salem and Washington County	Low	Ag Committee, Washington County AFPB
Act as a leader on issues with impact on farmers in Salem	Medium	Town Board, Ag Committee
Secure a voice for farmers in land use decisions	Medium	Town Board
Quantify the costs of new development	Low	Town Board, Planning Board
Educate farmers and landowners on programs available to provide property tax relief and protect land	Medium	Ag Committee, Assessor, ASA
Ensure land use policies continue to be farm friendly.	High	Town Board, Ag Committee

APPENDIX

- A: Cost of Community Services Factsheet from American Farmland Trust**
- B: New York Landowner Guide from American Farmland Trust**
- C: Guide to Planning for Agriculture in New York from American Farmland Trust**
- D: Sample Town Law Creating Agriculture Committee**
- E: “Are You Thinking About Moving to the Country Brochure” from Cornell Cooperative Extension**
- F: Grant Materials from the Hudson River Greenway**
- G: Resources**

Appendix A

Cost of Community Services Factsheet
from American Farmland Trust



FARMLAND
INFORMATION
CENTER

FACT SHEET

COST OF COMMUNITY SERVICES STUDIES

DESCRIPTION

Cost of Community Services (COCS) studies are a case study approach used to determine the fiscal contribution of existing local land uses. A subset of the much larger field of fiscal analysis, COCS studies have emerged as an inexpensive and reliable tool to measure direct fiscal relationships. Their particular niche is to evaluate working and open lands on equal ground with residential, commercial and industrial land uses.

COCS studies are a snapshot in time of costs versus revenues for each type of land use. They do not predict future costs or revenues or the impact of future growth. They do provide a baseline of current information to help local officials and citizens make informed land use and policy decisions.

METHODOLOGY

In a COCS study, researchers organize financial records to assign the cost of municipal services to working and open lands, as well as to residential, commercial and industrial development. Researchers meet with local sponsors to define the scope of the project and identify land use categories to study. For example, working lands may include farm, forest and/or ranch lands. Residential development includes all housing, including rentals, but if there is a migrant agricultural work force, temporary housing for these workers would be considered part of agricultural land use. Often in rural communities, commercial and industrial land uses are combined. COCS studies findings are displayed as a set of ratios that compare annual revenues to annual expenditures for a community's unique mix of land uses.

COCS studies involve three basic steps:

1. Collect data on local revenues and expenditures.
2. Group revenues and expenditures and allocate them to the community's major land use categories.
3. Analyze the data and calculate revenue-to-expenditure ratios for each land use category.

The process is straightforward, but ensuring reliable figures requires local oversight. The most complicated task is interpreting existing records to reflect COCS land use categories. Allocating revenues and expenses requires a significant amount of research, including extensive interviews with financial officers and public administrators.

HISTORY

Communities often evaluate the impact of growth on local budgets by conducting or commissioning fiscal impact analyses. Fiscal impact studies project public costs and revenues from different land development patterns. They generally show that residential development is a net fiscal loss for communities and recommend commercial and industrial development as a strategy to balance local budgets.

Rural towns and counties that would benefit from fiscal impact analysis may not have the expertise or resources to conduct a study. Also, fiscal impact analyses rarely consider the contribution of working and other open lands, which is very important to rural economies.

American Farmland Trust (AFT) developed COCS studies in the mid-1980s to provide communities with a straightforward and inexpensive way to measure the contribution of agricultural lands to the local tax base. Since then, COCS studies have been conducted in at least 128 communities in the United States.

FUNCTIONS & PURPOSES

Communities pay a high price for unplanned growth. Scattered development frequently causes traffic congestion, air and water pollution, loss of open space and increased demand for costly public services. This is why it is important for citizens and local leaders to understand the relationships between residential and commercial growth, agricultural land use, conservation and their community's bottom line.



FARMLAND INFORMATION CENTER
One Short Street, Suite 2
Northampton, MA 01060
(800) 370-4879
www.farmlandinfo.org

NATIONAL OFFICE
1200 18th Street, NW, Suite 800
Washington, DC 20036
(202) 331-7300
www.farmland.org

COST OF COMMUNITY SERVICES STUDIES

For additional information on farmland protection and stewardship contact the Farmland Information Center. The FIC offers a staffed answer service, online library, program monitoring, fact sheets and other educational materials.

www.farmlandinfo.org

(800) 370-4879

COCS studies help address three claims that are commonly made in rural or suburban communities facing growth pressures:

1. Open lands—including productive farms and forests—are an interim land use that should be developed to their “highest and best use.”
2. Agricultural land gets an unfair tax break when it is assessed at its current use value for farming or ranching instead of at its potential use value for residential or commercial development.
3. Residential development will lower property taxes by increasing the tax base.

While it is true that an acre of land with a new house generates more total revenue than an acre of hay or corn, this tells us little about a community’s bottom line. In areas where agriculture or forestry are major industries, it is especially important to consider the real property tax contribution of privately owned working lands. Working and other open lands may generate less revenue than residential, commercial or industrial properties, but they require little public infrastructure and few services.

COCS studies conducted over the last 20 years show working lands generate more public revenues than they receive back in public services. Their impact on community coffers is similar to that of other commercial and industrial land uses. On average, because residential land uses

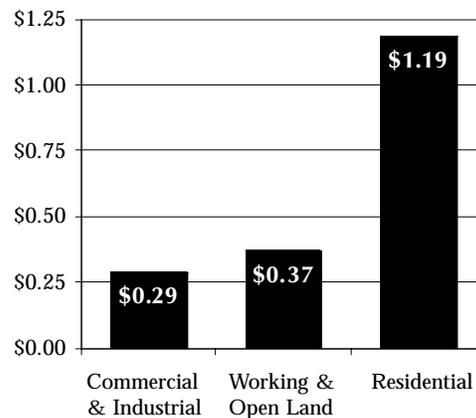
do not cover their costs, they must be subsidized by other community land uses. Converting agricultural land to residential land use should not be seen as a way to balance local budgets.

The findings of COCS studies are consistent with those of conventional fiscal impact analyses, which document the high cost of residential development and recommend commercial and industrial development to help balance local budgets. What is unique about COCS studies is that they show that agricultural land is similar to other commercial and industrial uses. In every community studied, farmland has generated a fiscal surplus to help offset the shortfall created by residential demand for public services. This is true even when the land is assessed at its current, agricultural use. However as more communities invest in agriculture this tendency may change. For example, if a community establishes a purchase of agricultural conservation easement program, working and open lands may generate a net negative.

Communities need reliable information to help them see the full picture of their land uses. COCS studies are an inexpensive way to evaluate the net contribution of working and open lands. They can help local leaders discard the notion that natural resources must be converted to other uses to ensure fiscal stability. They also dispel the myths that residential development leads to lower taxes, that differential assessment programs give landowners an “unfair” tax break and that farmland is an interim land use just waiting around for development.

One type of land use is not intrinsically better than another, and COCS studies are not meant to judge the overall public good or long-term merits of any land use or taxing structure. It is up to communities to balance goals such as maintaining affordable housing, creating jobs and conserving land. With good planning, these goals can complement rather than compete with each other. COCS studies give communities another tool to make decisions about their futures.

Median COCS Results



Median cost per dollar of revenue raised to provide public services to different land uses.

SUMMARY OF COST OF COMMUNITY SERVICES STUDIES, REVENUE-TO-EXPENDITURE RATIOS IN DOLLARS

Community	Residential including farm houses	Commercial & Industrial	Working & Open Land	Source
Colorado				
Custer County	1 : 1.16	1 : 0.71	1 : 0.54	Haggerty, 2000
Sagauche County	1 : 1.17	1 : 0.53	1 : 0.35	Dirt, Inc., 2001
Connecticut				
Bolton	1 : 1.05	1 : 0.23	1 : 0.50	Geisler, 1998
Durham	1 : 1.07	1 : 0.27	1 : 0.23	Southern New England Forest Consortium, 1995
Farmington	1 : 1.33	1 : 0.32	1 : 0.31	Southern New England Forest Consortium, 1995
Hebron	1 : 1.06	1 : 0.47	1 : 0.43	American Farmland Trust, 1986
Litchfield	1 : 1.11	1 : 0.34	1 : 0.34	Southern New England Forest Consortium, 1995
Pomfret	1 : 1.06	1 : 0.27	1 : 0.86	Southern New England Forest Consortium, 1995
Florida				
Leon County	1 : 1.39	1 : 0.36	1 : 0.42	Dorfman, 2004
Georgia				
Appling County	1 : 2.27	1 : 0.17	1 : 0.35	Dorfman, 2004
Athens-Clarke County	1 : 1.39	1 : 0.41	1 : 2.04	Dorfman, 2004
Brooks County	1 : 1.56	1 : 0.42	1 : 0.39	Dorfman, 2004
Carroll County	1 : 1.29	1 : 0.37	1 : 0.55	Dorfman and Black, 2002
Cherokee County	1 : 1.59	1 : 0.12	1 : 0.20	Dorfman, 2004
Colquitt County	1 : 1.28	1 : 0.45	1 : 0.80	Dorfman, 2004
Dooly County	1 : 2.04	1 : 0.50	1 : 0.27	Dorfman, 2004
Grady County	1 : 1.72	1 : 0.10	1 : 0.38	Dorfman, 2003
Hall County	1 : 1.25	1 : 0.66	1 : 0.22	Dorfman, 2004
Jones County	1 : 1.23	1 : 0.65	1 : 0.35	Dorfman, 2004
Miller County	1 : 1.54	1 : 0.52	1 : 0.53	Dorfman, 2004
Mitchell County	1 : 1.39	1 : 0.46	1 : 0.60	Dorfman, 2004
Thomas County	1 : 1.64	1 : 0.38	1 : 0.67	Dorfman, 2003
Union County	1 : 1.13	1 : 0.43	1 : 0.72	Dorfman and Lavigno, 2006
Idaho				
Canyon County	1 : 1.08	1 : 0.79	1 : 0.54	Hartmans and Meyer, 1997
Cassia County	1 : 1.19	1 : 0.87	1 : 0.41	Hartmans and Meyer, 1997
Kentucky				
Campbell County	1 : 1.21	1 : 0.30	1 : 0.38	American Farmland Trust, 2005
Kenton County	1 : 1.19	1 : 0.19	1 : 0.51	American Farmland Trust, 2005
Lexington-Fayette County	1 : 1.64	1 : 0.22	1 : 0.93	American Farmland Trust, 1999
Oldham County	1 : 1.05	1 : 0.29	1 : 0.44	American Farmland Trust, 2003
Shelby County	1 : 1.21	1 : 0.24	1 : 0.41	American Farmland Trust, 2005
Maine				
Bethel	1 : 1.29	1 : 0.59	1 : 0.06	Good, 1994
Maryland				
Carroll County	1 : 1.15	1 : 0.48	1 : 0.45	Carroll County Dept. of Management & Budget, 1994
Cecil County	1 : 1.17	1 : 0.34	1 : 0.66	American Farmland Trust, 2001
Cecil County	1 : 1.12	1 : 0.28	1 : 0.37	Cecil County Office of Economic Development, 1994

SUMMARY OF COST OF COMMUNITY SERVICES STUDIES, REVENUE-TO-EXPENDITURE RATIOS IN DOLLARS

Community	Residential including farm houses	Commercial & Industrial	Working & Open Land	Source
Frederick County	1 : 1.14	1 : 0.50	1 : 0.53	American Farmland Trust, 1997
Harford County	1 : 1.11	1 : 0.40	1 : 0.91	American Farmland Trust, 2003
Kent County	1 : 1.05	1 : 0.64	1 : 0.42	American Farmland Trust, 2002
Wicomico County	1 : 1.21	1 : 0.33	1 : 0.96	American Farmland Trust, 2001
Massachusetts				
Agawam	1 : 1.05	1 : 0.44	1 : 0.31	American Farmland Trust, 1992
Becket	1 : 1.02	1 : 0.83	1 : 0.72	Southern New England Forest Consortium, 1995
Deerfield	1 : 1.16	1 : 0.38	1 : 0.29	American Farmland Trust, 1992
Franklin	1 : 1.02	1 : 0.58	1 : 0.40	Southern New England Forest Consortium, 1995
Gill	1 : 1.15	1 : 0.43	1 : 0.38	American Farmland Trust, 1992
Leverett	1 : 1.15	1 : 0.29	1 : 0.25	Southern New England Forest Consortium, 1995
Middleboro	1 : 1.08	1 : 0.47	1 : 0.70	American Farmland Trust, 2001
Southborough	1 : 1.03	1 : 0.26	1 : 0.45	Adams and Hines, 1997
Westford	1 : 1.15	1 : 0.53	1 : 0.39	Southern New England Forest Consortium, 1995
Williamstown	1 : 1.11	1 : 0.34	1 : 0.40	Hazler et al., 1992
Michigan				
Marshall Twp., Calhoun County	1 : 1.47	1 : 0.20	1 : 0.27	American Farmland Trust, 2001
Newton Twp., Calhoun County	1 : 1.20	1 : 0.25	1 : 0.24	American Farmland Trust, 2001
Scio Twp., Washtenaw County	1 : 1.40	1 : 0.28	1 : 0.62	University of Michigan, 1994
Minnesota				
Farmington	1 : 1.02	1 : 0.79	1 : 0.77	American Farmland Trust, 1994
Lake Elmo	1 : 1.07	1 : 0.20	1 : 0.27	American Farmland Trust, 1994
Independence	1 : 1.03	1 : 0.19	1 : 0.47	American Farmland Trust, 1994
Montana				
Carbon County	1 : 1.60	1 : 0.21	1 : 0.34	Prinzing, 1997
Gallatin County	1 : 1.45	1 : 0.16	1 : 0.25	Haggerty, 1996
Flathead County	1 : 1.23	1 : 0.26	1 : 0.34	Citizens for a Better Flathead, 1999
New Hampshire				
Deerfield	1 : 1.15	1 : 0.22	1 : 0.35	Auger, 1994
Dover	1 : 1.15	1 : 0.63	1 : 0.94	Kingsley, et al., 1993
Exeter	1 : 1.07	1 : 0.40	1 : 0.82	Niebling, 1997
Fremont	1 : 1.04	1 : 0.94	1 : 0.36	Auger, 1994
Groton	1 : 1.01	1 : 0.12	1 : 0.88	New Hampshire Wildlife Federation, 2001
Stratham	1 : 1.15	1 : 0.19	1 : 0.40	Auger, 1994
Lyme	1 : 1.05	1 : 0.28	1 : 0.23	Pickard, 2000
New Jersey				
Freehold Township	1 : 1.51	1 : 0.17	1 : 0.33	American Farmland Trust, 1998
Holmdel Township	1 : 1.38	1 : 0.21	1 : 0.66	American Farmland Trust, 1998
Middletown Township	1 : 1.14	1 : 0.34	1 : 0.36	American Farmland Trust, 1998
Upper Freehold Township	1 : 1.18	1 : 0.20	1 : 0.35	American Farmland Trust, 1998
Wall Township	1 : 1.28	1 : 0.30	1 : 0.54	American Farmland Trust, 1998

SUMMARY OF COST OF COMMUNITY SERVICES STUDIES, REVENUE-TO-EXPENDITURE RATIOS IN DOLLARS

Community	Residential including farm houses	Commercial & Industrial	Working & Open Land	Source
New York				
Amenia	1 : 1.23	1 : 0.25	1 : 0.17	Bucknall, 1989
Beekman	1 : 1.12	1 : 0.18	1 : 0.48	American Farmland Trust, 1989
Dix	1 : 1.51	1 : 0.27	1 : 0.31	Schuyler County League of Women Voters, 1993
Farmington	1 : 1.22	1 : 0.27	1 : 0.72	Kinsman et al., 1991
Fishkill	1 : 1.23	1 : 0.31	1 : 0.74	Bucknall, 1989
Hector	1 : 1.30	1 : 0.15	1 : 0.28	Schuyler County League of Women Voters, 1993
Kinderhook	1 : 1.05	1 : 0.21	1 : 0.17	Concerned Citizens of Kinderhook, 1996
Montour	1 : 1.50	1 : 0.28	1 : 0.29	Schuyler County League of Women Voters, 1992
Northeast	1 : 1.36	1 : 0.29	1 : 0.21	American Farmland Trust, 1989
Reading	1 : 1.88	1 : 0.26	1 : 0.32	Schuyler County League of Women Voters, 1992
Red Hook	1 : 1.11	1 : 0.20	1 : 0.22	Bucknall, 1989
North Carolina				
Alamance County	1 : 1.46	1 : 0.23	1 : 0.59	Renkow, 2006
Chatham County	1 : 1.14	1 : 0.33	1 : 0.58	Renkow, 2007
Orange County	1 : 1.31	1 : 0.24	1 : 0.72	Renkow, 2006
Union County	1 : 1.30	1 : 0.41	1 : 0.24	Dorfman, 2004
Wake County	1 : 1.54	1 : 0.18	1 : 0.49	Renkow, 2001
Ohio				
Butler County	1 : 1.12	1 : 0.45	1 : 0.49	American Farmland Trust, 2003
Clark County	1 : 1.11	1 : 0.38	1 : 0.30	American Farmland Trust, 2003
Knox County	1 : 1.05	1 : 0.38	1 : 0.29	American Farmland Trust, 2003
Madison Village, Lake County	1 : 1.67	1 : 0.20	1 : 0.38	American Farmland Trust, 1993
Madison Twp., Lake County	1 : 1.40	1 : 0.25	1 : 0.30	American Farmland Trust, 1993
Shalersville Township	1 : 1.58	1 : 0.17	1 : 0.31	Portage County Regional Planning Commission, 1997
Pennsylvania				
Allegheny Twp., Westmoreland County	1 : 1.06	1 : 0.14	1 : 0.13	Kelsey, 1997
Bedminster Twp., Bucks County	1 : 1.12	1 : 0.05	1 : 0.04	Kelsey, 1997
Bethel Twp., Lebanon County	1 : 1.08	1 : 0.17	1 : 0.06	Kelsey, 1992
Bingham Twp., Potter County	1 : 1.56	1 : 0.16	1 : 0.15	Kelsey, 1994
Buckingham Twp., Bucks County	1 : 1.04	1 : 0.15	1 : 0.08	Kelsey, 1996
Carroll Twp., Perry County	1 : 1.03	1 : 0.06	1 : 0.02	Kelsey, 1992
Hopewell Twp., York County	1 : 1.27	1 : 0.32	1 : 0.59	The South Central Assembly for Effective Governance, 2002
Maiden Creek Twp., Berks County	1 : 1.28	1 : 0.11	1 : 0.06	Kelsey, 1998
Richmond Twp., Berks County	1 : 1.24	1 : 0.09	1 : 0.04	Kelsey, 1998
Shrewsbury Twp., York County	1 : 1.22	1 : 0.15	1 : 0.17	The South Central Assembly for Effective Governance, 2002
Stewardson Twp., Potter County	1 : 2.11	1 : 0.23	1 : 0.31	Kelsey, 1994
Straban Twp., Adams County	1 : 1.10	1 : 0.16	1 : 0.06	Kelsey, 1992
Sweden Twp., Potter County	1 : 1.38	1 : 0.07	1 : 0.08	Kelsey, 1994
Rhode Island				
Hopkinton	1 : 1.08	1 : 0.31	1 : 0.31	Southern New England Forest Consortium, 1995
Little Compton	1 : 1.05	1 : 0.56	1 : 0.37	Southern New England Forest Consortium, 1995
West Greenwich	1 : 1.46	1 : 0.40	1 : 0.46	Southern New England Forest Consortium, 1995

SUMMARY OF COST OF COMMUNITY SERVICES STUDIES, REVENUE-TO-EXPENDITURE RATIOS IN DOLLARS

Community	Residential including farm houses	Commercial & Industrial	Working & Open Land	Source
Tennessee				
Blount County	1 : 1.23	1 : 0.25	1 : 0.41	American Farmland Trust, 2006
Robertson County	1 : 1.13	1 : 0.22	1 : 0.26	American Farmland Trust, 2006
Tipton County	1 : 1.07	1 : 0.32	1 : 0.57	American Farmland Trust, 2006
Texas				
Bandera County	1 : 1.10	1 : 0.26	1 : 0.26	American Farmland Trust, 2002
Bexar County	1 : 1.15	1 : 0.20	1 : 0.18	American Farmland Trust, 2004
Hays County	1 : 1.26	1 : 0.30	1 : 0.33	American Farmland Trust, 2000
Utah				
Cache County	1 : 1.27	1 : 0.25	1 : 0.57	Snyder and Ferguson, 1994
Sevier County	1 : 1.11	1 : 0.31	1 : 0.99	Snyder and Ferguson, 1994
Utah County	1 : 1.23	1 : 0.26	1 : 0.82	Snyder and Ferguson, 1994
Virginia				
Augusta County	1 : 1.22	1 : 0.20	1 : 0.80	Valley Conservation Council, 1997
Bedford County	1 : 1.07	1 : 0.40	1 : 0.25	American Farmland Trust, 2005
Clarke County	1 : 1.26	1 : 0.21	1 : 0.15	Piedmont Environmental Council, 1994
Culpepper County	1 : 1.22	1 : 0.41	1 : 0.32	American Farmland Trust, 2003
Frederick County	1 : 1.19	1 : 0.23	1 : 0.33	American Farmland Trust, 2003
Northampton County	1 : 1.13	1 : 0.97	1 : 0.23	American Farmland Trust, 1999
Washington				
Okanogan County	1 : 1.06	1 : 0.59	1 : 0.56	American Farmland Trust, 2007
Skagit County	1 : 1.25	1 : 0.30	1 : 0.51	American Farmland Trust, 1999
Wisconsin				
Dunn	1 : 1.06	1 : 0.29	1 : 0.18	Town of Dunn, 1994
Dunn	1 : 1.02	1 : 0.55	1 : 0.15	Wisconsin Land Use Research Program, 1999
Perry	1 : 1.20	1 : 1.04	1 : 0.41	Wisconsin Land Use Research Program, 1999
Westport	1 : 1.11	1 : 0.31	1 : 0.13	Wisconsin Land Use Research Program, 1999

Note: Some studies break out land uses into more than three distinct categories. For these studies, AFT requested data from the researcher and recalculated the final ratios for the land use categories listed in this table. The Okanogan County, Wash., study is unique in that it analyzed the fiscal contribution of tax-exempt state, federal and tribal lands.

Appendix B

New York Landowner Guide from
American Farmland Trust

Appendix C

Guide to Planning for Agriculture
in New York from American
Farmland Trust

(See Binder Insert for Guide)

Appendix D

Sample Town Law Creating Agriculture Committee

APPENDIX D - SAMPLE TOWN LAW CREATING AGRICULTURE COMMITTEE

RESOLUTION
TOWN OF BRUTUS
Establishing an Agricultural Advisory Committee
Adopted August 16, 2010

WHEREAS, on January 11/ 2010 the Town of Brutus adopted an Agriculture and Farmland Protection Plan; and

WHEREAS, the Brutus Agriculture and Farmland Protection Plan was subsequently reviewed and approved by the Cayuga County Agricultural and Farmland Protection Board and the New York State Department of Agriculture and Markets; and

WHEREAS, the resolution of Adoption approved by the Town Board also established “ an Agricultural Advisory Committee to assist the Town Board and other local agencies implement the recommendations of the Plan and generally advise the Town Board and other local agencies on matters impacting local agriculture; and ...to adopt at subsequent meetings such resolutions as may be necessary to establish the membership of the Agricultural Advisory Committee and facilitate its operations “¹

Now therefore be it

RESOLVED, that the Town Board of the Town of Brutus hereby establishes the

**Purpose, Structure, Operational Parameters, and Membership of the
Town of Brutus Agricultural Advisory Committee**

Section 1 – The purpose of the Agricultural Advisory Committee is to advise the Town Board and other Town agencies on matters pertaining to the preservation, promotion, and ongoing operation of agricultural activity in the Town of Brutus.

Section 2 –

A. **Committee; Personnel; Appointment; Organization.** There is hereby established in the Town of Brutus a permanent committee to be known and designated as the "Town of Brutus Agricultural Advisory Committee" which shall consist of five (5) residents of the Town of Brutus who are engaged in farming, agri-business, or a vocation related to agriculture; and two (2) residents of the Town of Brutus who shall serve as ex-officio members, one of whom shall be a Town Board member and one who shall be a Planning Board member or alternate member. Ex-officio members shall only be eligible to serve on the committee while they hold the other cited Town office. The members of the

¹ RESOLUTION – JANUARY 11, 2010, Approving the Town of Brutus Agriculture and Farmland Protection Plan

said committee first appointed, shall serve for terms as follows: two (2) appointees for one (1) year terms; two (2) appointees for two (2) year terms and one (1) appointee for a three (3) year term. Thereafter, all appointments shall be for terms of three (3) years and vacancies shall be filled for the unexpired term only. The members shall serve until their respective successors are appointed. The members of the committee shall receive no compensation for their services.

The committee shall organize within thirty (30) days after the appointment of its total membership for the remainder of the then calendar year and thereafter annually and select from among its members a chairperson and such other officers as it may deem necessary. Said committee may establish rules of order and meet at once annually and from time to time as its rules of order might provide. The Agricultural Advisory Committee shall report to the Town Board and to such other Town agencies as may request its assistance.

- B. Assistance.** The Agricultural Advisory Committee may request technical assistance and/or specialized advise from any resource it may deem appropriate, including but not limited to other local residents; other Town of Brutus officials; Cayuga County Planning,; Cayuga County Cooperative Extension; Cayuga County Soil and Water Conservation; Cayuga County Agriculture and Farmland Protection Board; American Farmland Trust; New York Agricultural Land Trust and NYS Agriculture and Markets. However, no contracts for payment for services or other expenditure of Town funds may be entered into by the Committee.

C. Funds for Committee Operations

As a citizen advisory committee, the Agricultural Advisory Committee may not authorize any expenditure of Town funds. Funds necessary for proper committee operation may be requested by the committee from the Town Board and, in accordance with customary procedures, the Town Board may authorize such funds and approve the expenditure thereof.

Section 3 - Responsibilities of Committee. The responsibilities of the committee shall be as follows:

1. To recommend methods, review proposals, and develop proposals for the implementation of the goals of the Town of Brutus Agriculture and Farmland Protection Plan and, report their findings to the Town Board.
2. To, from time to time, amend and update the Plan as needed and refer such updates and amendments to the Town Board.
3. To monitor local farming activity and determine existing issues facing farmers and those in related endeavors and to recommend reasonable and desirable solutions to the Town Board.
4. To monitor trends in agriculture, and local development so as to identify future issues, which will face farmers and those in related endeavors and to recommend reasonable and desirable solutions to the Town Board.
5. To identify methods whereby the Town Board, County or State governments can encourage existing farmers to continue in active agricultural operation.

6. To, when requested by the Town Board or other agencies engaged in and environmental review of proposed private or public development projects and/or infrastructure projects, provide input regarding the impacts on agriculture of such projects.
7. To recommend to the Town Board, Town Planning Board and/or other agencies techniques that will help preserve large, contiguous and economically viable tracts of agricultural land.
8. To communicate with local farmers that the Agricultural Advisory Committee exists and can offer direction and assistance in many cases, invite their participation in Committee activities, and either directly or through interaction with other government agencies advise them of benefits and protections to which they are entitled.
9. To facilitate the local presentation of educational programs by Cooperative Extension and other experts for farmers for the purposes of improving local farming practices and meeting the challenges the industry faces.
10. To assist in minimizing conflicts between agricultural uses and adjacent and nearby rural residential and commercial activities.
11. To encourage and assist applications to farmland preservation programs including but not limited to the New York State Purchase of Development Rights program, and, when such applications are submitted provide input into the review thereof.
12. To encourage appropriate conservation strategies and agricultural activities.
13. To study and comment on proposals by local, county, state or federal governments that may impact on local farms and farmlands.
14. To recommend to the Town Board reasonable and desirable changes to this listing of responsibilities.
15. To make an annual report to the Town Board setting forth and detailing the activities and operations of the committee during the preceding year.
16. To accomplish any other tasks referred to it by the Town Board or other local agencies having to do with agricultural related activities.

Appendix E

“Are You Thinking About Moving to the
Country Brochure” from Cornell
Cooperative Extension

Why Keep Saratoga County Farming?

Farms help sustain the county's rural economy.

Saratoga County farms generate more than \$30 million a year in sales, producing a variety of agricultural goods. They spend \$29 million a year on goods and services, much of which goes to support local businesses.

Farms support tourism.

Saratoga County's scenic farm landscapes help attract people to this area, contributing to Saratoga Springs' reputation as the "City in the country."

Farms maintain the character of our communities.

Most Saratoga County farms are concentrated in the eastern and western outskirts of the county in towns like Northumberland and Charlton. Some farms, however, are scattered in more urbanized areas like Clifton Park, Malta, and Halfmoon. Farms create a sense of place, connect us to our rural heritage and help balance sprawl.

Farms keep property taxes lower.

Taxes paid on farmland exceed the cost of providing services. Farmland contributes \$3 to \$4 in taxes for every dollar's worth of services it uses. Residences typically use \$1.25 in services for each tax dollar they pay¹.

Our farms are at risk. Saratoga County is the second fastest growing county in the state. As areas in southern Saratoga County reach full-buildout, we will see our remaining farmland subjected to far greater development pressure on a scale that will threaten the very viability of farming.

We can keep Saratoga County Farming!

If our rural, suburban and urban communities work together, we can save our most important farmland—keeping farming viable here in Saratoga County.

¹Based on numerous Cost of Community Services Studies conducted by American Farmland Trust that look at the cost of providing community services like roads, sewers, and schools; comparing it to the services used, and taxes paid by different land use.

Saratoga County farmers welcome you and your family to the country. Together we can grow and prosper in our communities.

For more information about agriculture in Saratoga County contact:

Cornell Cooperative Extension
of Saratoga County
50 West High Street
Ballston Spa, NY 12020
518-885-8995
www.ccesaratoga.org

Visit:

www.saratogafarms.com

This brochure was produced by the:

Saratoga County Agricultural Promotion Committee.

Farm photos by Jim Newton

ARE YOU THINKING ABOUT MOVING TO THE COUNTRY?



PLEASE CONSIDER THIS...

Have the noise, traffic, and hassles of your neighborhood led you to consider moving to the country?



Does the thought of clean fresh air and country solitude and peacefulness make you want to build a new home?

Do you dream about moving to the country so your property will be surrounded by natural scenery and panoramic views?



If you answered, "Yes" to any of these questions, you may want to reflect on what it means to live in the country.

Since the early days of our nation, farmers have produced the food, fiber, and nursery products needed to make the country grow and flourish. In fact, their productivity has allowed our nation to become the "breadbasket" of the world.

New York Is An Agricultural State

Agricultural production returned over \$3 billion to the state's farm economy in 2002. About 25 percent of the state's land area, or 7.6 million acres are used by 37,000 farms to produce a very diverse array of food products.

New York ranks high nationally:

- Dairy Products – 3rd
- Apples - 2nd
- Grapes & Tart Cherries - 3rd
- Sweet Corn - 3rd
- Cabbage - 1st
- Maple Syrup - 2nd
- Snap Beans - 2nd
- Pumpkins - 1st
- Corn Silage - 3rd

NY farmers accomplished this by:

- practicing important soil and nutrient management;
- conserving natural resources; and
- working long hours in all types of weather.

Farm practices, such as late hours, manure application, and crop management give us the breadbasket designation and are essential to farming. New homeowners living in the country must take them into account.

What Are Agricultural Districts?

Agricultural districts encourage the continued use of farmland for agricultural production by:

- providing a farmer with certain protections to continue agricultural practices.
- allowing the farmland owner to receive agricultural assessment for their lands instead of having real property assessments based on higher market value.

- protecting farmers from local laws that unreasonably restrict farming operations located in an agricultural district.

Saratoga County has two consolidated agricultural districts that encompass 111,130 acres of the county's 540,423 acres of land or 21% of the county's total acreage.

What Is a Right to Farm Law?

The general purpose and intent of the law is to:

- maintain and preserve the rural traditions and character of the county.
- permit the continuation of agricultural practices.
- protect the existence and operation of farms.
- encourage the initiation and expansion of farms and agribusinesses.
- promote new ways to resolve disputes concerning agricultural practices and farm operations.

The Right to Farm Law exists in many Saratoga County towns.

How Can You Help?

Support farmers by shopping at local Farmers' Markets, at farm stands, or directly from farmers.

Learn about agriculture by attending events such as the Sundae on the Farm Tour held in June and Saratoga County Fair held in July.

Always seek permission from farmers before entering their property for any purpose to avoid damaging crops and/or disrupting farming operations.

Befriend your farm neighbors. Talk with them about your concerns. Refrain from unwarranted complaints about generally accepted farm management practices.

Appendix F

Grant Materials from the Hudson
River Greenway



HUDSON RIVER VALLEY GREENWAY

Barnabas McHenry, Chairman, Greenway Council
Sara Griffen, Acting Chair, Greenway Conservancy
Mark A. Castiglione, Acting Executive Director

Guidelines & Application for the Greenway Communities Grant Program

A. Background:

The Hudson River Valley Greenway Communities Council was established by New York State through the Greenway Act of 1991. Since then, the Greenway Council has been committed to the preservation, enhancement and development of the world-renowned scenic, natural, historic, cultural and recreational resources of the Hudson River Valley, that is also consistent with economic development goals and the tradition of municipal home rule.

In order to assist with realizing these goals, the Greenway Communities Council administers the "Greenway Communities Program." This program provides financial (approximately \$5,000-\$10,000) and technical assistance to municipalities located within the designated Greenway Area who share the Greenway goals and objectives. Communities can undertake a variety of projects as a Greenway Community under this program. The following is a general list of projects that may be funded or provided technical assistance and is intended to provide only general guidance for applicants:

- Community Planning (Comprehensive plans, zoning and subdivision ordinances, site plans)
- Economic Development (tourism, agriculture protection plans and techniques, main street and waterfront revitalization plans and implementation techniques)
- Natural Resource Protection (Natural resource inventories and management plans, critical environmental area designations, natural resource protection ordinances)
- Cultural Resource Protection (Cultural resource inventories, historic preservation plans/ordinances)
- Scenic Resource Protection (Viewshed analysis, scenic impact review guidelines, scenic road protection, development of scenic easement programs)
- Open Space Protection (Open space inventories, comprehensive open space, recreation and trails plans, development of conservation easement programs, transfer of development rights ordinances)

B. The First Step: Becoming a Greenway Community:

The first step in becoming a Greenway Community and becoming eligible for this grant program is the passage of a resolution by the local governing body which states the community's agreement, in general terms, with the five "Greenway Criteria", as stated in the Greenway Act. A sample resolution is available for municipalities interested in becoming a Greenway Community. The five Greenway criteria include:

- Regional Planning
- Economic Development
- Public Access
- Natural & Cultural Resource Protection
- Heritage & Environmental Education

C. Grant Program General Guidelines:

- This grant program is competitive and the amount of grant award is contingent on funding availability. Applications will be rated on the following:
 1. How well the projects help advance the Greenway Criteria
 2. How well the projects advance the Greenway Compact
 3. Innovation: Higher ranking projects will be innovative and applicable elsewhere
- Applications are evaluated based on the following: the level to which they advance the Greenway Criteria; the level to which projects advance the Greenway Compact; and project innovation.
- Amount of grant award contingent on funding availability.
- Applicants will be allowed a conference period with Greenway staff up until the grant deadline. This period will allow applicants to ask staff for feedback and input on the grant application.
- **All** materials must be submitted by grant deadline for the grant to be considered complete. This includes the following:
 - ✓ Completed application
 - ✓ Grant Request Resolution
 - ✓ Copy of Greenway Community Resolution
 - ✓ Budget
 - ✓ Project description
 - ✓ Letters of support or participation from co-applicants
- Projects must be located in the designated Greenway Area, which includes the municipalities located within the following counties: Albany, Columbia, Dutchess, Orange, Putnam, Rensselaer, Rockland, Saratoga, Ulster and Westchester; municipalities in Greene County outside of the Catskill Park; and the Hudson River waterfront in the Bronx and New York counties.
- Municipalities must pass a local resolution to become a Greenway Community, as indicated above.
- Maximum State grant = 50% of the total project cost.
- Local match may be provided as in-kind services or other non-monetary contributions.
- Mileage is not reimbursable but may be used for local match.
- A work program for each phase of funding, with projected costs and an estimated timeline for completion, must be submitted and approved by the Greenway Council Board prior to the awarding of any grant funding. If a project involves the development of a plan or similar product, final disbursement of funding will not be made until the plan is completed in final form and adopted by the governing body of the relevant municipality.
- **Intermunicipal collaboration** projects that involve two or more municipalities will be considered for funding in excess of \$10,000.



HUDSON RIVER VALLEY GREENWAY

Barnabas McHenry, Chairman, Greenway Council
 Sara Griffen, Acting Chair, Greenway Conservancy
 Mark A. Castiglione, Acting Executive Director

Greenway Communities Grant Application

PART A – APPLICANT INFORMATION

- | | |
|--|---|
| <p>1. Lead Applicant Community:
 County/City/Town/Village of: _____
 Federal ID#: _____</p> <p>Co-Applicant:
 County/City/Town/Village of: _____
 Federal ID#: _____</p> | <p>Co-Applicant:
 County/City/Town/Village of: _____
 Federal ID#: _____</p> <p>Co-Applicant:
 County/City/Town/Village of: _____
 Federal ID#: _____</p> |
|--|---|

2. Chief Elected Official & Lead Contact Person Information

- | | |
|---|---|
| <p>Chief Elected Official: (Supervisor/Mayor/County Executive)
 _____</p> <p>Mailing Address: _____
 _____</p> <p>Phone: _____ Fax: _____</p> <p>Email: _____</p> | <p>Lead Contact Person (if different):
 _____</p> <p>Mailing Address: _____
 _____</p> <p>Phone: _____ Fax: _____</p> <p>Email: _____</p> |
|---|---|

PART B – GENERAL PROJECT INFORMATION

1. Project Name: _____
2. Project Location: County/Countries: _____
 City/Town/Village(s): _____
 Site Address: _____
3. Project Costs: Total Cost: \$ _____; Greenway Funds Requested: \$ _____
 Local Match: \$ _____; Other Funding: \$ _____
3. Applicant's Interest in Property (e.g. own, lease, easement, etc.): _____
4. Park Projects: Amount of municipal "money in lieu of parkland" fund \$ _____
(See NY Town Law § 277 (4) (c) or parallel provisions in Village Law § 7-730 (4) or City Law § 33 (4) (c).)
 Amount from the fund that will be contributed to this project: \$ _____

5. SEQRA Status: Is the proposed project a Type 1, Type 2 or Unlisted Action? _____
Has there been a Determination of Significance? _____
If so, what is the determination? _____

PART C – PROJECT DESCRIPTION & CONSISTENCY WITH GREENWAY GOALS

1. Project Description:

(a) With no more than 100 words, describe the project, its purpose and location, the need and what will result when the project is complete. You may provide this descriptive information in an attachment. Feel free also to attach photographs, maps, renderings, etc.

(b) Is your project a plan or planning document? If “yes”, include a proposed timetable for implementation (after completion of the document or plan), a description of the implementation steps, and whether funding sources for the implementation have been identified or secured. (100 words or less)

2. Consistency with Greenway Criteria: Briefly describe how the proposed project is consistent with the five Greenway criteria, as listed below, and “check” the applicable categories. Additionally, in the space below or through an attachment, please describe in fifty (50) words or less how these criteria will be met by the completion of this project.

- _____ Natural and Cultural Resource Protection – Protect, preserve, and enhance natural resources, including natural communities, open spaces, cultural and historic resources, scenic roads and scenic areas.
- _____ Regional Planning – Applicants working together to develop mutually beneficial regional strategies for natural and cultural resource protection, economic development, public access and heritage and environmental education.
- _____ Economic Development – Encourage economic development compatible with the preservation and enhancement of natural and cultural resources including agriculture, tourism, and the revitalization of established community centers and waterfronts.
- _____ Public Access – Promote increased public access to the Hudson River through the creation of riverside parks and the development of the Hudson River Valley Greenway Trail System.
- _____ Heritage and Environmental Education – Promote awareness among residents and visitors about the Valley’s natural, cultural, scenic and historic resources.

3. Intermunicipal collaborative effort (If applicable): Briefly describe how the proposed project is consistent with the Greenway goals of regional planning and intermunicipal collaborative efforts.

PART D – WORK PROGRAM, TIME LINE & BUDGET SUMMARY

1. **Work Program & Time Line:** Briefly list the proposed work program, by task, phase, or milestone and the timeline associated with the project. At a minimum, provide a start date and completion date for each project milestone (e.g. public input period, draft document completed, etc.). Additionally, provide the associated cost of each task and/or phase. You may provide this information through an attachment.

2. **Budget Summary:** Please identify the proposed expenditures of the project according to the following:

In-kind services (salaries, wages, travel/mileage):
Salaries: _____
Wages: _____
Mileage: _____
Other (please specify): _____
TOTAL: _____
Land Acquisition: _____
Construction: _____

Equipment/ Supplies/ Materials (Please specify):

Contractual/Professional Services: _____

PART E - APPROVED MUNICIPAL RESOLUTIONS

1. *Greenway Community* Resolution:

Please attach a copy of the adopted municipal resolution endorsing the community's designation as a *Greenway Community*. A municipality must be a *Greenway Community* to receive funding through this program.

2. Grant Request Resolution:

An approved municipal resolution requesting the proposed grant funding must be provided before the application can be considered complete.

- Please attach the resolution; **or**
- Complete the following:

“The municipal board will be considering a resolution for this project to be voted on the following date:_____. The resolution will be sent to the Greenway office within 48 hours of this meeting date.”

A sample resolution is as follows:

**Sample
Municipal Resolution
(Must be submitted by municipalities)**

WHEREAS, the _____ (name of municipality) is applying to the Hudson River Valley Greenway for a grant under the Greenway Communities Grant Program for a project entitled _____ (Project Name) to be located in _____ (town/village or city),

WHEREAS, the grant application requires the applicant municipality to obtain the approval/endorsement of the governing body of the municipality or municipalities in which the project will be located;

NOW, THEREFORE, be it resolved that the governing board of _____(municipality) hereby does approve and endorse the application for a grant under the Greenway Communities Grant Program, for a project known as _____ (project name) and located within this community.

_____ Date of Adoption

_____ Name of Municipal Clerk _____ Signature

PART F - CERTIFICATION

Elected Official Certification: Please read and sign the following:

“I hereby affirm under penalty of perjury that information provided on this form and attached statements and exhibits is true to the best of my knowledge and belief. False statements made herein are punishable as a Class A misdemeanor pursuant to Section 210.45 of the Penal law.”

Applicant Name:_____ Title:_____

Signature:_____ Date:_____

Appendix G

Resources

Resources for additional information and technical support

American Farmland Trust
(518) 518-0078
www.farmland.org/newyork
newyork@farmland.org

Agricultural Stewardship Association
(518) 692-7285
www.agstewardship.org

Cornell Cooperative Extension of Washington County
(518) 746-2560
www.cce.cornell.edu/washington

Land Trust Alliance
(518) 587-0774
www.landtrustalliance.org/community/northeast

Natural Resource Conservation Service (NRCS)
(518) 692-9940

New York Farm Bureau
(518) 436-8495
www.nyfb.org

New York FarmNet/Farm Link
(800) 547-3276
www.nyfarmnet.org

New York Planning Federation
(518) 270-9855
www.nypf.org

New York State Association of Towns
(518) 465-7933
www.nytowns.org

New York State Department of Agriculture and Markets
Agriculture Protection Unit (518) 457-2713
Agricultural Districts Law: www.agmkt.state.ny.us/AP/agservices/agdistricts.html
Agricultural and Farmland Protection Program: www.agmkt.state.ny.us/AP/agservices/farmprotect.html

New York State Department of State
(518) 474-4752
www.dos.state.ny.us

New York State Energy Research and Development Authority
(518) 862-1090
www.nyserda.org

Washington County Department of Planning

(518) 746-2290

www.co.washington.ny.us/Departments/pln/pln1.htm

Washington County Real Property Tax Services

(518) 746-2130

www.co.washington.ny.us/Departments/Rps/rps1.htm

Washington/Warren County Industrial Development Agency

(518) 792-1312

www.warren-washingtonida.com/indexTwo.asp