

2023 HUMBOLDT FARM SERVICES SURVEY REPORT



The NCGA is excited to have received significant funding in 2023 to provide new critical and timely workshops, resources and services for small farms in Humboldt and Del Norte counties. These grants provide funding for NCGA and DNATL (Del Norte and Tribal Lands Community Food Council) staff as well as staff from the College of the Redwoods Department of Agriculture, Humboldt County Resource Conservation District, The Yurok Tribe, and Community Alliance of Family Farmers (CAFF) to create and implement new programs and services. Also providing direct support for these programs are the Humboldt County Resource Conservation District (HCRCD), Natural Resources Conservation Service (NRCS), North Coast Small Business Development Center and California FarmLink.

This survey was conducted between January 23rd and February 2nd of 2023, collected through an online google form. By completing this survey, participants were entered to win one of 4 raffle prizes for \$50 each in Farmers' Market Bucks to be spent at local farmers' markets. Separate submissions from multiple individuals at one farm (such as owners, managers or crew) were welcomed.

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**NORTH COAST GROWERS' ASSOCIATION
AGRICULTURAL PROGRAMS**



NCGA's work is largely conducted in the unceded ancestral territory and current home land of the Wiyot Tribe.

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**TOTAL
RESPONSES**

67

**TOTAL FARMS
REPRESENTED**

64

FARM LAND STATUS,

upcoming changes, & interest in services.

Own Land: 40 (59.7%)

Lease Land: 25 (37.3%)

Likely to seek new land to lease in the coming 2 years: 10 (14.9%)

Likely to seek new land to purchase in the coming 2 years: 8 (11.9%)

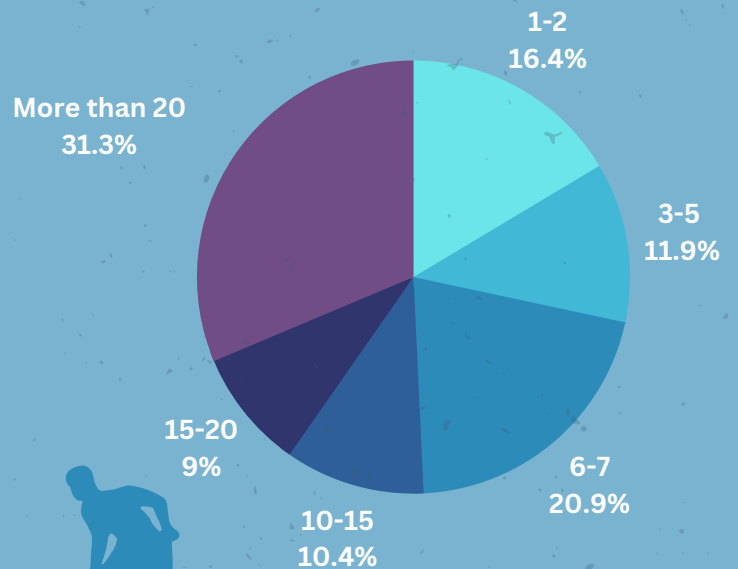
May be interested in assistance in writing or reviewing a lease agreement: 5 (7.5%)

May be interested in resources or guidance on how to buy land: 11 (16.4%)

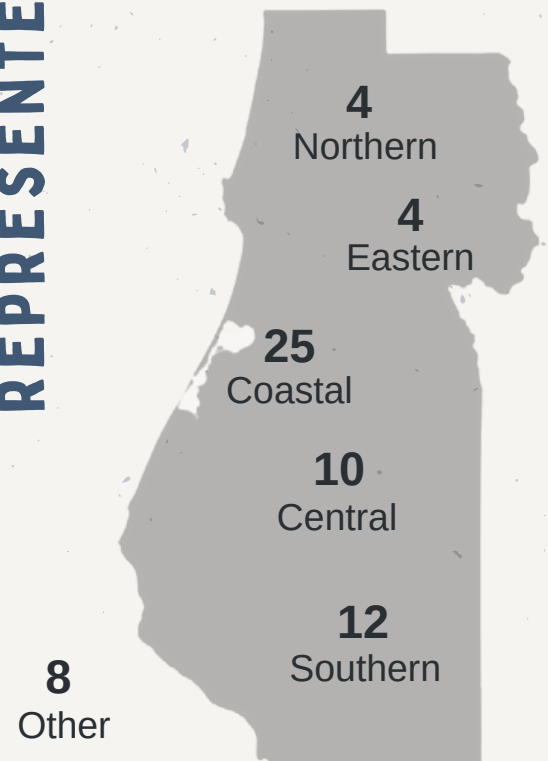
May be interested in getting help writing financial projections for a land purchase: 11 (16.4%)

Other: 11 (16.4%)

YEARS OF FARMING EXPERIENCE



REGIONS REPRESENTED



DISADVANTAGED STATUS

Check any group that you identify as

11 (16.4%)

Identified with one or more of the USDA definitions for “socially disadvantaged”. USDA's definition of socially disadvantaged farmers and ranchers: “those belonging to groups that have been subject to racial or ethnic prejudice. SDFRs include farmers who are Black or African American, American Indian or Alaska Native, Hispanic or Latino, and Asian or Pacific Islander.”

23 (34.3%)

Has a farm or residence in a remote location

10 (14.9%)

Has limited internet access

32 (47.8%)

In their 1st 10 years of business

27 (40.3%)

Farm is women owned (more than 50%)

6 (9%)

Farm is queer owned

11 (16.4%)

None of these

2 (3%)

Decline to answer/
Other



UPDATES

How would you like to receive updates & announcements from NCGA?

Monthly Emails: 66 (98%)

Pre-recorded podcasts: 18 (26%)

Personal phone calls: 4 (6%)

The website (I check it regularly): 5 (7.5%)

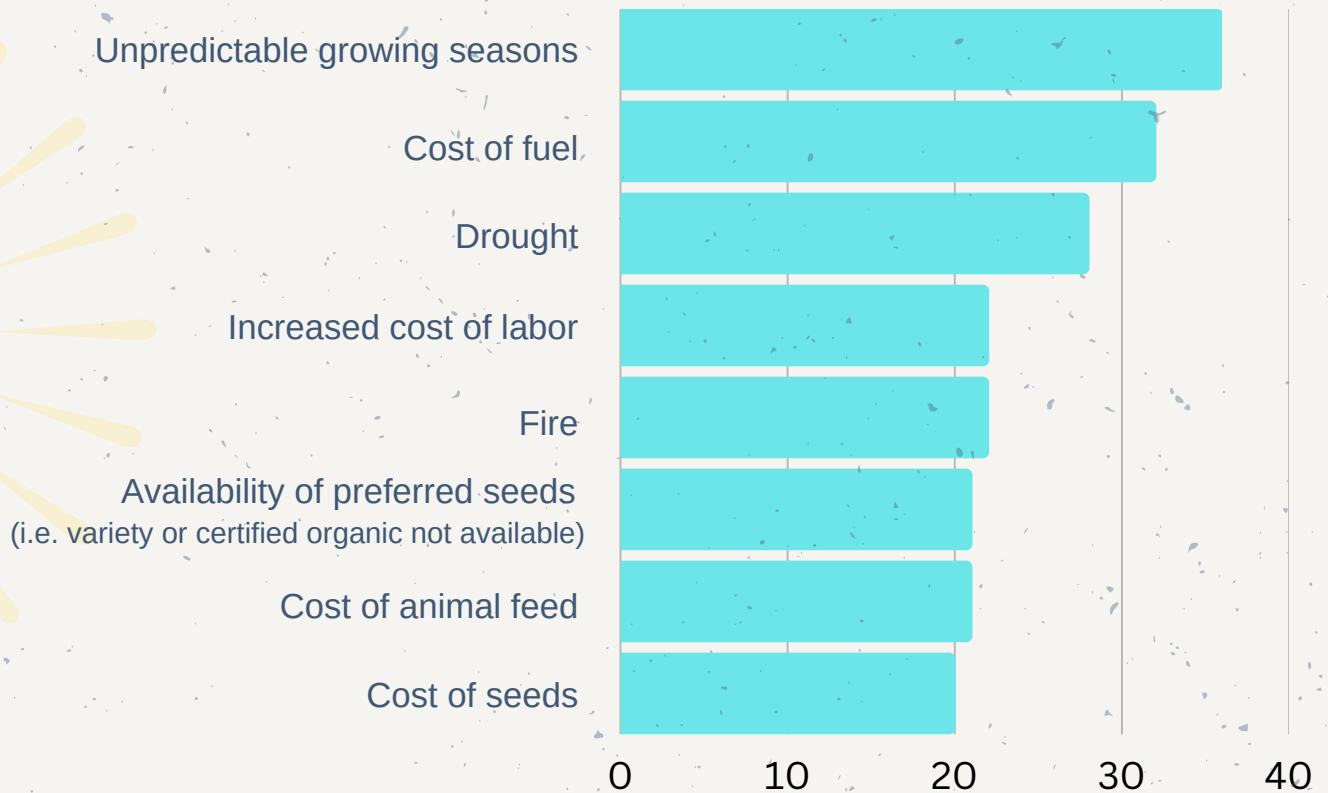
n/a: 1 (1.5%)

Write-ins: Text me, NCGA membership meetings



CLIMATE OR ECONOMIC CONCERNS

Which climate-related or current economic impacts are of the greatest concern for your farm currently or projected in the coming years?



Write-ins:

- Land Accessibility
- Cost of raw materials and grain
- Increased organic certification fees
- Rapidly increasing interest rates
- Low salmon prices to harvesters in Alaska
- Processing USDA products, kill facilities shortage
- Supply chain for added value products
- Cost of housing
- Cost and availability of materials
- NA, we grow in a climate controlled greenhouse with hydroponic systems
- The increasing need to educate consumers about the current state of agriculture and regenerative farming

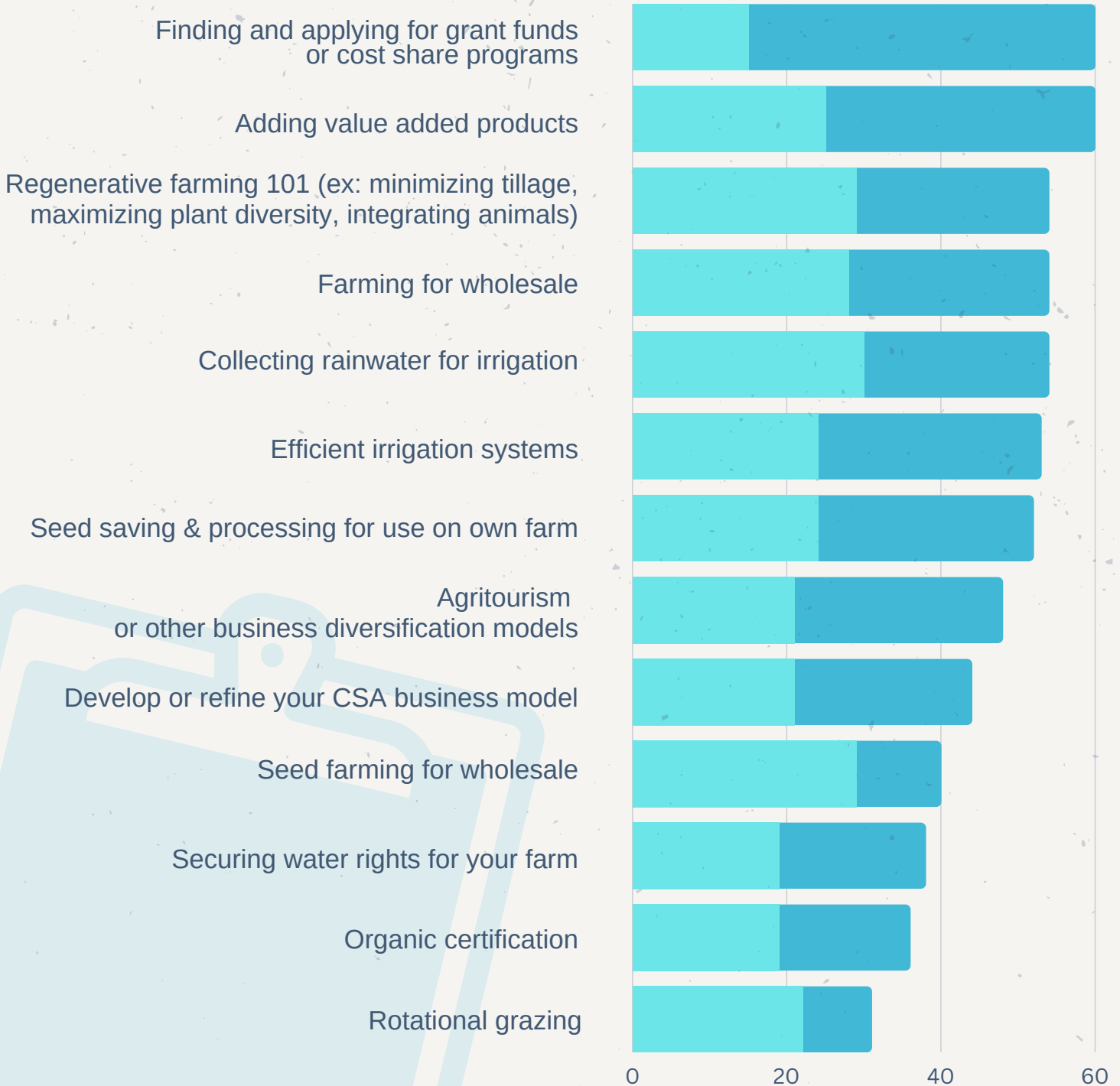
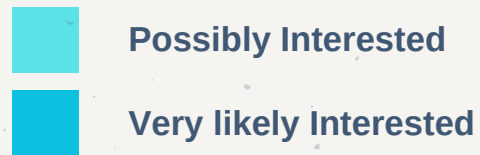


Of Note: 56 out of 67 respondents selected at least one cost-related item in their list of greatest concerns.

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WORKSHOP TOPICS

For each topic, Rate your likely interest in attending a workshop in the coming 3 years (data for "not interested" is not included here)



WORKSHOP TOPICS

ADDITIONAL SUGGESTED WRITE-IN TOPICS:

- Animal husbandry
- Business: payroll form farms in house, financial projections and budget planning, How to legally hire and financially plan for employees, direct marketing, grants (including for ice, frozen storage), Broadening your market/shipping, How to start a small farm business from the ground up, selling wholesale to the Harvest Hub. Establishing NonProfit Farm models that exceed the level of contribution a farm and its humans add to the community. This model would establish a living wage for farm workers and owners that competes with other industries.
- Cheesemaking
- Farm tours
- Fruit tree care and maintenance
- Insurance: Farm insurance for crop loss, equipment, employees, and general liability for hosting on farm events.
- IPM (including for symphytan)
- Land acquisition
- Native plant propagation and early growth development
- Worker-owned and producers cooperative development (including for the elderberry industry specifically)



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FARM BUSINESS DEVELOPMENT

Approximate experience/skill level for each topic and interest in attending a workshops and/or having access to resources on each topic.

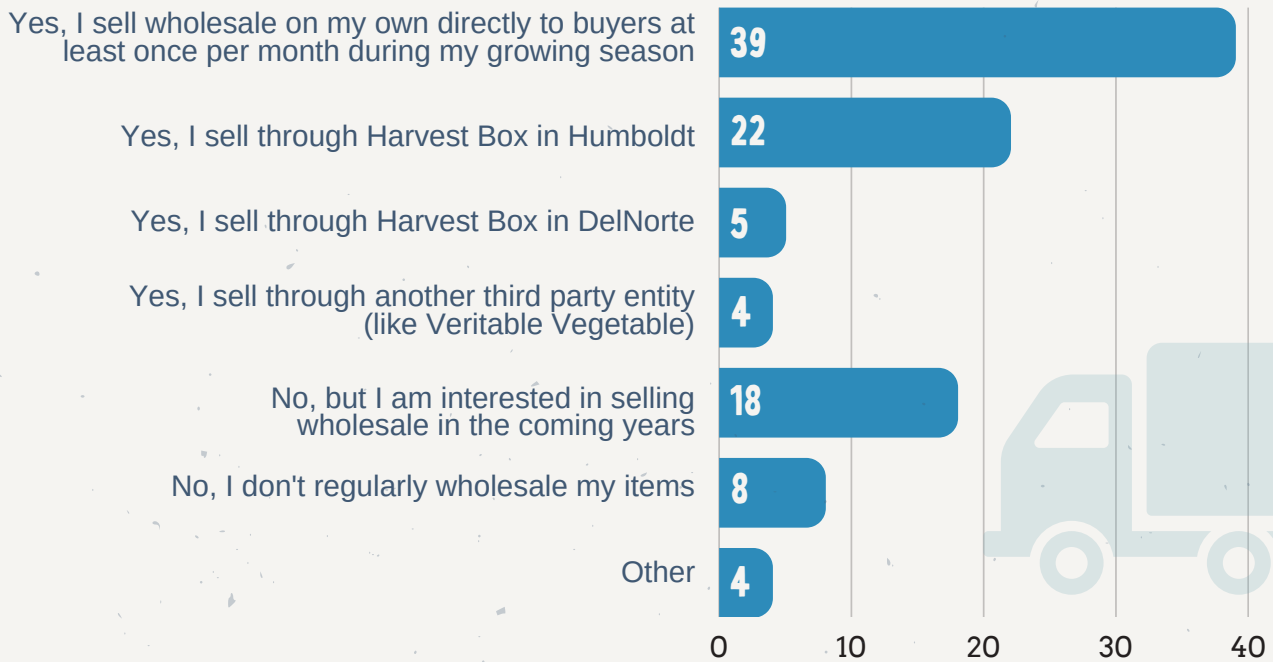
- Workshop interest
- Resource interest

Beginner level workshop
Beginner level resources
Beginner level (no resources or workshop)
Medium level workshop
Medium level resources
Medium level (no workshop or resources)
Advanced level workshop
Advanced level resources
Advanced level (no workshop or resources)
Resources requested (no level specified)
Workshop requested (no level specified)

	Beginner level workshop	Beginner level resources	Beginner level (no resources or workshop)	Medium level workshop	Medium level resources	Medium level (no workshop or resources)	Advanced level workshop	Advanced level resources	Advanced level (no workshop or resources)	Resources requested (no level specified)	Workshop requested (no level specified)
Bookkeeping	3	8	43	1	3	9	0	0	0	1	1
Whole farm financial projections and budgeting	1	6	24	6	7	29	1	1	6	1	1
Projecting true cost of production for each item & selecting prices for each item	3	5	25	3	5	15	2	2	11	0	0
Farm loans	4	7	36	5	5	10	1	4	0	1	0
Grant and cost-share programs	16	4	34	2	2	14	0	0	3	1	0
Marketing through social media	4	1	21	4	8	23	1	2	6	1	0
CSA Models and Technology	4	2	36	4	4	10	1	1	6	1	0
Succession planning (ex retirement or sale of business)	2	0	33	2	7	13	0	1	5	1	2
Worker owned cooperative farm models	6	1	44	2	2	8	0	0	3	1	1
Producer Cooperative models	3	8	43	1	3	9	0	0	0	1	1

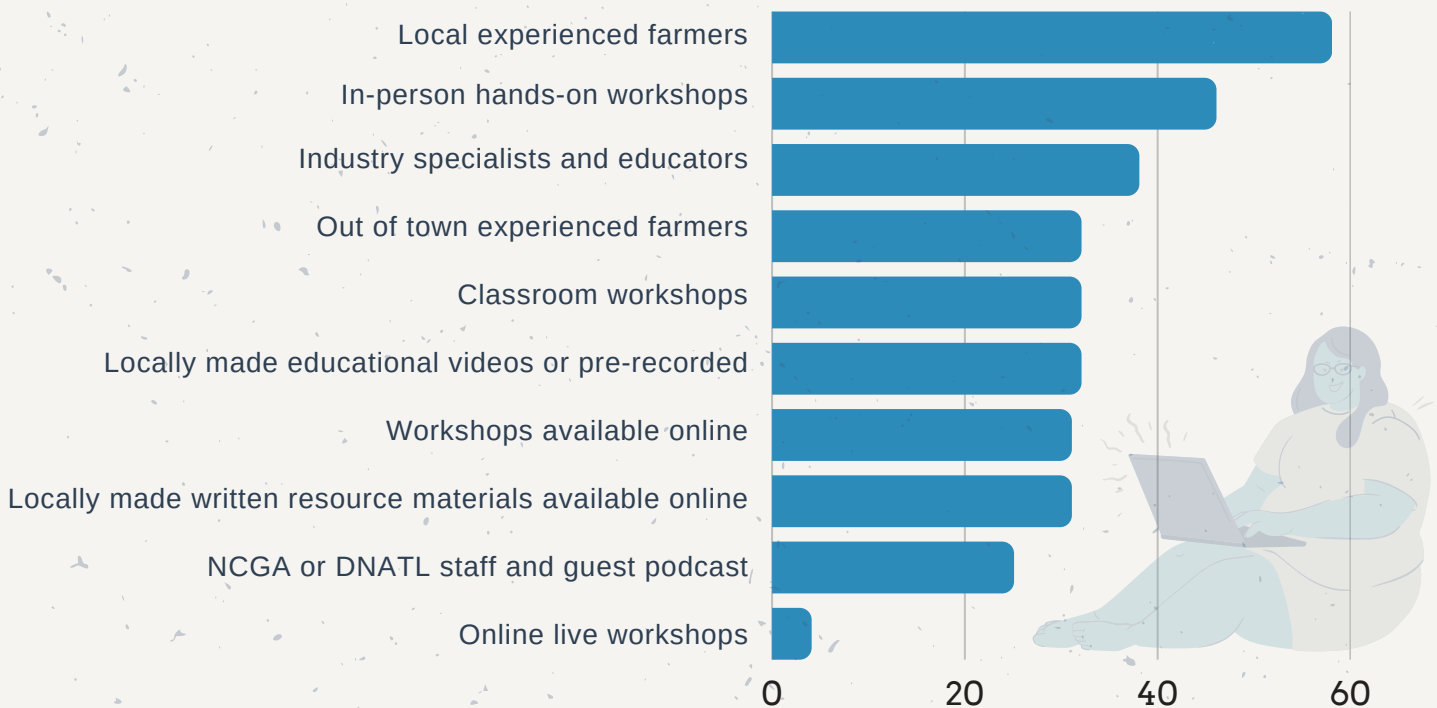
WHOLESALE

Do you currently sell your products wholesale? (check all that apply)



PREFERRED FORMATS FOR NEW INFORMATION

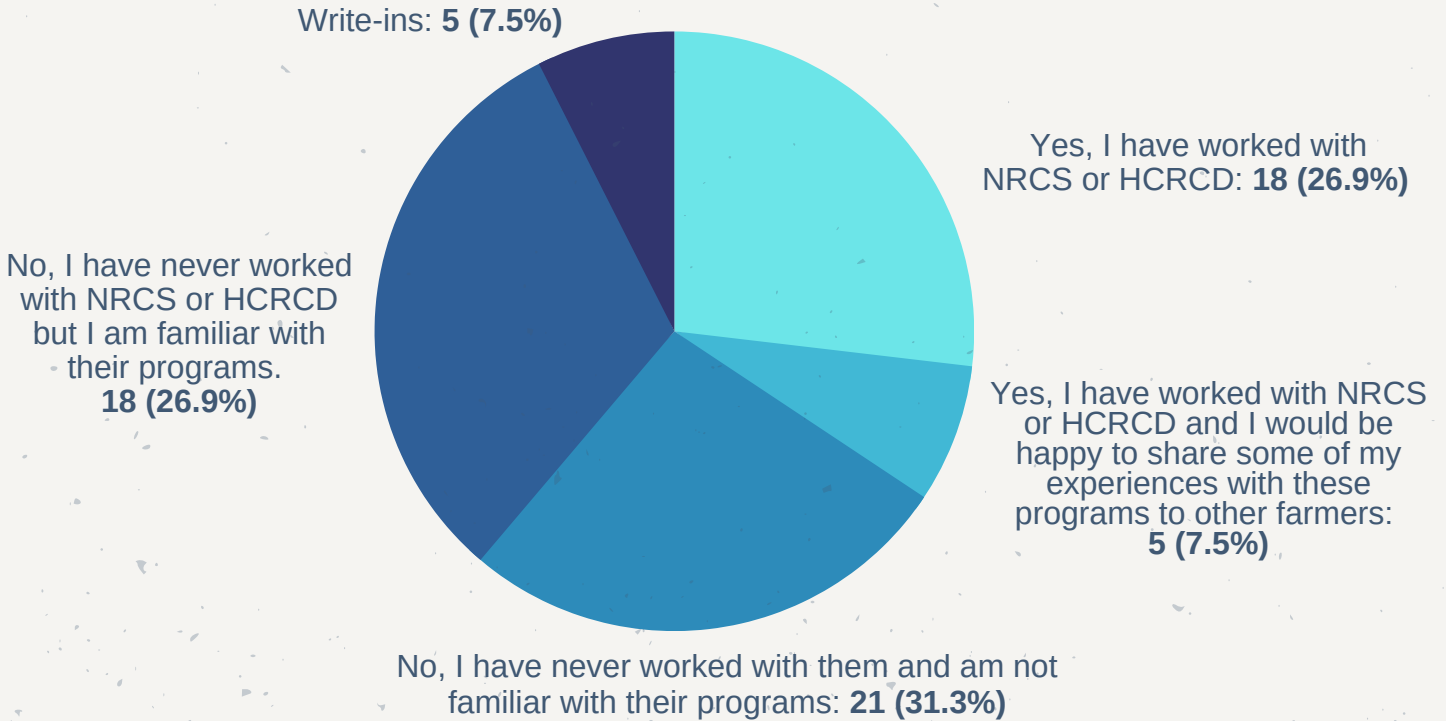
When seeking new information or resources, I prefer to learn from...



Write-ins: Local Farm Conference, Internet, Farmer to Farmer Podcast, Growing For Market Mag, No-Till Farmer Podcast, Winter Grower Podcast, EcoFarm!

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FAMILIARITY WITH NATURAL RESOURCES CONSERVATION SERVICE (NRCS) OR HUMBOLDT COUNTY RESOURCE CONSERVATION DISTRICT (HCRCD)



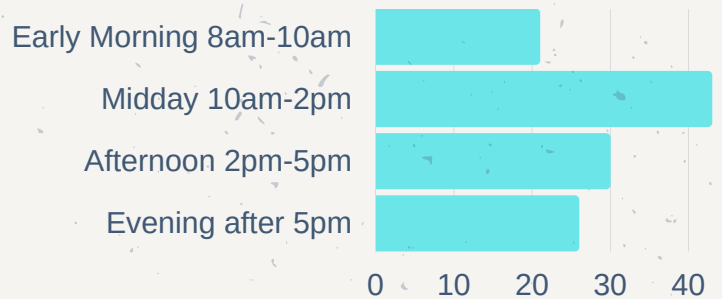
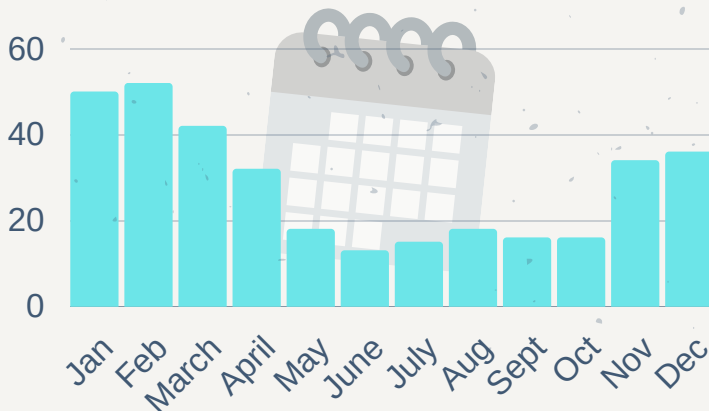
Write-ins:

- Would LOVE to connect with them. has been difficult in the past
- The previous owner has worked with NRCS
- Would like to read more about them
- I have attempted but was denied
- No, I am just starting to get to know about their programs



AVAILABILITY

If you were to attend a workshop or farmer event, what months and times of day could possibly work for you?



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AVAILABILITY CONTINUED

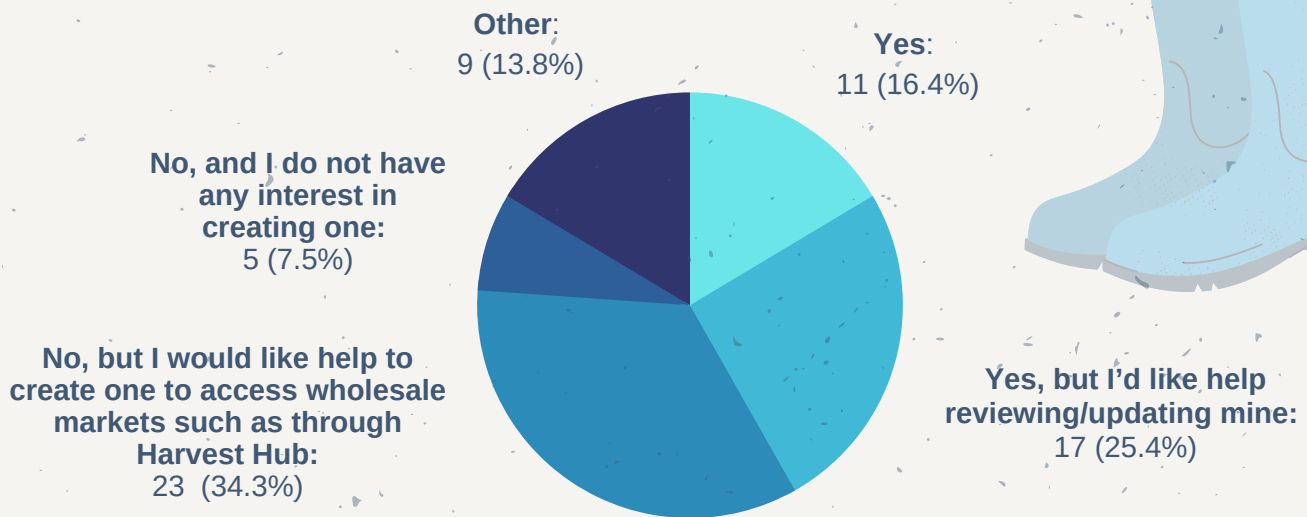
Write-in notes on seasonal availability to attend workshops or events:

- I can attend in the afternoon
- When the weather is somewhat warmer than 40 degrees
- Weekdays are preferred
- I will only attend online events
- HHF is in operation all year
- I look forward to seeing how this assists trying to learn a living as a salmon harvester 2000 miles from where we catch it!
- My farm isn't very seasonally based so I am open
- Possibly stats about the season at the end of the season.
- child care is often a hindering factor!
- It would really depend on day of week and what cheesemaking tasks I had that day
- I love the zoom! It makes it much more likely we will attend due to our out of town living situation.
- Main season workshops could work in the evenings for me. May-Nov, 5:30-7:30p. Wednesdays are usually a good day, or possibly a Sunday afternoon for something special.
- I work seven days a week from May to the end of October and can not attend workshops during that time.
- Random and sporadic
- Off season is best
- We have children home in the summer so that does not work as well for us.
- I'd like to have the freedom to access online information on my own schedule. I learn better by reading in silence than thru in person meetings. If in person only, then early in the week and late evening is best as W, Th, F are really needed entirely for work. The more time I have free to work at my business the better. I'm really too pressed for time to attend workshops as I have no employees at present. I feel like I would rather spend time working than going to classes. If I feel I don't know something, I generally just do my research myself. I feel there should be no pressure to attend workshops and certainly no penalty for opting not to attend. If attendance is mandatory or expected, significant advance notice would be appreciated for planning purposes.
- I could possibly attend at other times with enough notice of a workshop.
- not in the main season
- OSA's dry-farming workshop at CR Shively provided free lunch & was very well-attended :)
- Weekends work too
- I can make most times work with an advanced heads up
- Just depends because I'm coming from far
- It really depends week by week!
- I am flexible
- Hands on/on farm workshops, could possibly attend in spring or fall
- Off season is easier for us
- Zoom is easier than in person
- It is challenging when events are in the fall
- Hard to free up time mid season
- August to November is burnout zone any workshops in here are going to be poorly attended. March and December are even a pushing it for many folks.
- Winter months
- Hard to predict. Weather, projects in hand, family obligations tie us up.

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FARM FOOD SAFETY

Do you have a food safety plan for your farm?



WRITE-INS FOR "OTHER":

- Possibly interested
- I don't not have a FSMA level plan but we have basic SOP's for handling our harvest, wash pack, and storage. Given our annual gross income we are exempt from the FSMA and have not allocated the funds necessary to develop a written plan. Will the NCGA be seeking funding to complete these plans for member's through additional grants that are available through USDA and CDFA?
https://www.fsa.usda.gov/state-offices/California/news-releases/2022/usda-announces-assistance-for-on-farm-food-safety-expenses-for-specialty-crop-growers-06212022_rel001 or
<https://www.nifa.usda.gov/sites/default/files/2022-11/FY23-FSO-RFA-508.pdf> (the second grant has a Feb 16th deadline and could be a partnership with CPH) I believe that is is best to requier the Food Safty Plan for seller but we need to have funding to complete these plans and offer this to membership especially if we are requiring it as part of the new HUB program. I hope we already have grant applications in process for these programs!
- I don't grow much food thats sold off-farm
- I grow flowers not food
- I have regular cdfa inspections
- No, unsure of what this is
- Not sure what this is.
- We grow only cut flowers now
- We have an informal plan
- We have taken two food safety classes and use the practices on our farm. We also train our employees in food safety.
- Yes, but work in progress

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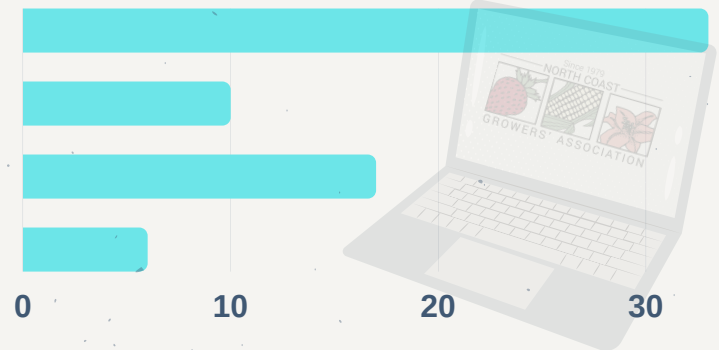
HOW FAMILIAR ARE YOU WITH THE NCGA WEBSITE?

I am very familiar and use it or check it regularly

I use sometimes but infrequently

I rarely think to use it

I have never seen it



WHAT INFORMATION WOULD YOU LIKE ADDED OR EXPANDED TO THE WEBSITE?

- Locally produced organically certified fertilizers and soil amendments.
- Planting dates for crops.
- Native Food Restoration
- Advertise Arcata market as year around market not 2 seasonal markets
- Word of the day . A glossary of current words that describe our ever evolving industry/tradition. For Instance: - Regenerative Farming -
- Grant funding info (4)
- Would a farmer to farmer bulletin board thing be too crazy? So like farmers could share supplies, tools, excess materials, info on land availability, etc? Like a Craigslist but for local food production that's not clogged with stupid weed growing stuff.
- Job listings for local farm hands
- More food hub-related info as it's developed. More archived workshops (some links are broken)
- Local podcast
- Land acquisition
- Snapshot updates
- Perennial and native foods industry
- Worker compensation
- Farmer to farmer/land access resources
- Connecting farmers that want to lease land
- Social justice issues around the migrant farmer struggle and how as a farmers we can be more active and involved in advocacy.
- Calendar of events
- About how to sell my products in local supermarkets
- How to effectively share/donate food
- More consumer education
- A place for farmers to post about specials, deals, and new products
- How and when to get produce sold in the Harvest Box
- price support for having to sell to multinational processors who "fix" prices for salmon harvesters in Alaska...hard to make a living anymore. High fuel and groceries and hard to find crew
- farmer to farmer dialog. possibly slack channel?
- Maybe services farmers provide if they do more outside of farmersmarket. Demonstrations, farm tours, classes, Workshops, equipment rental... curious how we can broaden our networking and knowledge of the resources farmers provide (or could provide for the community of farmers and broader community as well)... musings and thoughts!!
- A way to search the workshops/recordings that are archived. Lists and links that are up to date with funding opportunities. Maybe like a centralized spot to check for farming education, events, and funding that's not just in the newsletter but in a searchable repository?
- Current items in demand from buyers Projected items desired from buyers
- Insurance resource and taxes
- Updating projects regularly (ex food hub)
- Funding opportunities that support farmers to grow food for underprivileged community members, like the elderly and disabled.