

**WAYNE COUNTY
AGRICULTURAL AND FARMLAND PROTECTION PLAN**

PHASE I

**2010 Prepared by:
Wayne County Planning Department**

**SURVEY OF
EXISTING CONDITIONS**

**1996 version Prepared for:
Wayne County Agricultural and Farmland Protection Board
Wayne County Planning Department by:**

**NUTTER Associates
240 Allens Creek Road
Rochester, NY 14618**

**with
Trowbridge & Wolf
Dehm Associates
Jay Kerig**

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November, 2010

EXECUTIVE SUMMARY

The Wayne County Agricultural and Farmland Protection Plan was prepared to document the importance of agriculture to the economy of Wayne County and to provide recommendations for the preservation of both agriculture and farmland.

This Survey of Existing Conditions describes the current economics of agriculture in the county and the status of its farmland. The compilation of Opportunities and Constraints for Agricultural and Farmland Protection in Wayne County which begins on the following page is a summary of the salient points of the Survey of Existing Conditions.

The county's Agricultural and Farmland Protection Plan will be developed from this report. It will have two parts: (1) an agriculturally-based economic plan, including suggestions for marketing, new or expanded agricultural businesses, agri-tourism, and promotion and education concerning farming issues; and (2) a farmland protection plan, including delineation of sensitive and prime farmland proposed for protection, and recommendations regarding methods to protect farmland.

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OPPORTUNITIES AND CONSTRAINTS FOR
AGRICULTURAL AND FARMLAND PROTECTION
IN WAYNE COUNTY

<u>ISSUE AREA</u>	<u>OPPORTUNITIES</u>	<u>CONSTRAINTS</u>
Metropolitan Location	Significant metropolitan market opportunities for agricultural products.	Pressures for suburban development
Geography	Unique fruit-growing conditions along Lake Ontario; prime agricultural soils in much of the county; significant acreage of highly productive muckland	
Agricultural History	Long county tradition of successful agriculture, including production, processing, and marketing, and social organization	
Soils and Quality of Farmland	County farmland is of exceptional quality, including extensive areas of unique farmland along Lake Ontario suited to fruit orchard production; significant acreage of valuable mucklands used for potatoes and onions; very high percentage of prime farmland, used primarily for field crops.	Western towns, location of the highest concentration of prime farmlands, under significant suburban development pressure. Unique orchard land along Lake under rapidly growing pressure for residential development. Muck lands in southeast under pressure for conversions to wildlife refuge expansion and/or hunting preserve.
Agricultural Commodities	Apple production (largest county crop) increasing with particular opportunities in fresh market varieties; fresh vegetable, nursery and greenhouse, organic and specialty produce markets increasing. New computer and biotechnology available to decrease costs, increase yields and conserve resources.	Decreasing production in cherries, pears, prune/plums; declining profits for smaller dairy herds; increasing competition from large mid-west growers, particularly for field crops; vegetable processing production has left the County.

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ISSUE AREA	OPPORTUNITIES	CONSTRAINTS
Processing	A traditionally significant presence in county has dramatically decreased, however the WCIDA has long had a good working relationship with processors. The remaining processors provide local market for county fruit. Potential for additional producer cooperatives can increase farmer profitability.	Decreasing prices paid by processors for agricultural products. Processing industry in general losing market share and experiencing increasing competition. Significantly fewer processing facilities in the County than 15 years ago.
Marketing	Processors continue to require large volumes of fruit; county farmers are increasing participation in Syracuse and Rochester Public Markets; major local supermarket chains are increasing demand for local produce; farmstands and farmers markets, CSA, freezer beef trade, each enjoy wide community support. Increased interest in “locally grown” foods.	Prices set by processors are half of fresh market prices; high volume terminal markets are a considerable distance from the county; supermarket selling logistics, including direct delivery, price and liability, are problematic; small volume sales to restaurants and farmers markets have similar concerns.
Specialization Trends in Agriculture	Finding marketing niches and getting closer to the consumer.	Economic pressure caused by increasing cost of expenses and fluctuating product prices for income
Agritourism	Extraordinary beauty of local rural scenery. Many small local farm markets, u-pick operations, organic farms, festivals, farm tours, B&B’s, etc. Growing number of (five) wineries, Lake Ontario Wine trail in the County.	Some coordination and common marketing among county agritourism attractions Wayne County Tourism works with larger farm markets, Christmas tree growers and wineries.
Food Pantries/ Institutions	FoodLink in Rochester attracts significant donations and coordinates delivery throughout the region including Wayne County	Many food pantries have limited ability to store or stabilize produce. Institutions deal primarily with large suppliers. Increasing tendency for institutions to require ready-to-eat or heat and serve products.

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<u>ISSUE AREA</u>	<u>OPPORTUNITIES</u>	<u>CONSTRAINTS</u>
Development Pattern: Active Farmland vs. Residential Use	Much of the county's unique and prime farmland is actively farmed. Very little development pressure in central or eastern towns (except in lakefront areas).	In the three westernmost towns, most established roads (1-4 mi. grid) lined with residential lots, altering the rural character of the landscape and creating conflicts with farm use. Lakefront orchard land under pressure for residential conversion. Farmland in the southeast being taken out of production for private hunting grounds or off the tax rolls for inclusion in wildlife refuge.
Land Values	Rising land values in suburbanizing western areas of the county and along the lakefront increase personal net worth of farmer landowners.	Increasing land prices in suburban and lake front areas tend to put land out of agricultural production. Loss of unique fruit-growing and other prime agricultural land is particularly serious.
Agricultural Districts	Almost all county farmland is in Ag Districts, thus enjoying some protections and water/sewer tax benefits. There are 291,714 acres in Ag District #1	Ag District controls/benefits not sufficient to prevent substantial conversion of farmland to suburban use.

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<u>ISSUE AREA</u>	<u>OPPORTUNITIES</u>	<u>CONSTRAINTS</u>
Land Use Planning and Zoning	All of the 15 towns and 8 of the 9 villages have a written comprehensive plan; All towns and villages have zoning or a land use law in place. Cluster or planned unit development provisions, which can help to protect farmland by creating larger contiguous open space, in place in six towns.	The County Comprehensive Plan and many municipal plans and zoning ordinances are over 20 years old and outdated; only the Village of Lyons has no Comp plan but they do have a zoning ordinance. Current zoning ordinances discourage compatible economic uses on farms; ordinances typically permit single family lots in all agricultural districts and thus offer little protection for farmland
Water & Sewer Service	Water service provided in 75-100% land in towns of Ontario, Walworth, Macedon, and Williamson; 25-35% (need to check)land in mid-county towns of Marion, Palmyra and Sodus. Sewer service typically provided in or close to villages.	Availability of water and sewer raises the value of land for suburban use. No overall county plan exists to determine extent of future water or sewer service.
Farmland Protection- Purchase of Development rights (PDR)	Six towns have active farmland protection projects- Arcadia, Macedon, Ontario, Sodus, Walworth and Williamson. Macedon has the most land under easement, with 3400 acres and 1400 more under contract. Peacework Organic farm is located on land owned by Genesee Land Trust.	PDR is expensive. State and federal grants have helped the towns begin these programs, but increasingly tight budgets make this source of funding questionable for the near future.
Educational Programs	Ag in the Classroom program for grades 1-6, coordinated by Cornell University, used by 5 of the 11 local school districts . CCE has good working relationship with School Districts and is helping to develop farm to school distribution that is tied to some classroom curriculum.	Ag in the Classroom program not part of mandated NYS curriculum; 6 districts do not participate. Only 3 districts have agricultural programs at high school level.

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A. INTRODUCTION

1. *Location and Geography*

Wayne County is located along Lake Ontario, ten miles east of Rochester. Closeness to New York's third largest city has provided markets for the county's agricultural products and has also created increasing pressure for suburban development, particularly in the county's western towns.

Lake Ontario provides not only an outstanding recreational resource, but also the basis for unique fruit-growing conditions in the lakefront area. The fruit belt extends four to five miles south from the lake shore, gradually ascending to the 50-200 feet wide lake ridge, which runs east to west throughout the county. Along it are Ridge Road and Route 104, the principal east-west transportation routes for the northern part of the county and the location of many businesses and retail establishments as well as several hamlets and villages.

South of the lake ridge, the land begins a second gradual ascent, to a limestone ridge, roughly three miles wide, which extends from east to west through the center of the county. South of the limestone ridge the land begins to descend to the valley of Ganargua Creek and the Clyde River. This area is punctuated with numerous drumlins, small steep hills which were created by the prehistoric glacier as it retreated northward through the county. The drumlins extend in a north-south direction and average about a mile in length.

The area between the lake ridge and the Creek/River is very fertile and is used for growing general crops, including truck farming, corn, and a variety of grains. Several areas of highly productive muckland, used for growing crops like onions and potatoes, are scattered through this region.

The Ganargua Creek/Clyde River valley, an important east-west transportation route, is the location of Route 31, the Erie Canal, and the railroad (now CSX). Historically the Canal and the railroads provided important market outlets for the county's produce, insuring the growth of the six villages which developed along their route. These market towns, along with those along Route 104, later became the locations for many of the county's agricultural processing businesses.

The extreme southeastern part of the county is the location of the Montezuma Marsh, which when drained creates very productive muck soils.

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2. History of Agriculture in Wayne County

From its earliest permanent settlements in 1789, Wayne County was primarily agricultural. The building of the Erie Canal in the early 1800's and the later development of the railroads brought access to almost unlimited markets for agricultural products, and additional prosperity to the county's fertile farming areas.

Most of the county's early farms were family farms with general production, but by 1860 J. H. French was reporting in the *Historical and Statistical Gazetteer of New York State* that the county specialized in grain raising, stock growing, dairying and wool growing. Peppermint and tobacco were being raised along the valley of Mud (Ganargua) Creek, and the fertile mucklands were being drained for crops. In addition, fruit was being increasingly cultivated, and was rapidly becoming one of the county's most important agricultural products. Apples and peaches grown along Lake Ontario were said to be surpassed in quality and quantity by few counties in the state.

Over time, the area north of the lake ridge has become increasingly specialized in fruit farming, particularly apples, which are and have been for many years the county's largest crop by volume and value.

Agricultural processing in Wayne County began with fruit drying in the sun, and by the second half of the nineteenth century, commercial evaporators were developed. In these 'dry houses,' apples and other fruits laid on screens were stacked over a source of heat and dried. The most important years of dried apple production in Wayne County were from 1880 - 1920.

Commercial canning began in Wayne County in the 1860's with the establishment of the Wayne County Preserving Company (later Edgett-Burnham Preserving Company) in Newark, which canned peaches, pears, quinces, plums, strawberries, raspberries, blackberries, cherries and a variety of vegetables. By the early twentieth century, methods of producing tin cans greatly improved and canning replaced drying as the most common method of commercial processing.

Cider and cider vinegar were produced from apples of lesser quality, with large quantities being made in the second half of the nineteenth century - in 1874 the census reported that over 19,000 barrels of cider was produced that year in the county.

Cold storage was introduced in the early twentieth century, permitting fresh apples and pears to be sold later in the fall and into the winter. By the 1920's fruit was being frozen, beginning with cherries. Today, a type of cold storage called "controlled atmosphere" (CA) has again changed the industry, permitting sale of fresh apples year round. Wayne County has 21 cold storage facilities (Property Code 446) according to 2009 Real Property tax records. This does not necessarily include on-farm cold storage facilities.

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With increasing fresh market fruit being grown, there are more storage facilities that are being built.

3. Demography and Patterns of Settlement

Wayne County's population trends illustrate its agricultural history as well as its more recent and growing role as a Rochester suburb. As is shown on **Table 1a**, the county's period of highest growth was its earliest years, between 1830 and 1840, when the development of the Erie Canal caused a 25 % population increase in 10 years. The next hundred years were a period of agricultural prosperity and stability for the county, and population remained relatively constant at about 50,000 up to 1940. Following World War II, the county began a period of accelerated growth, with the baby boom generation and the onset of suburbanization increasing population 19 % during the 1950's and 18 % during the 1960's. The following two decades saw additional growth, but at the considerably lower rates of 7 and 5 % respectively. The county's population in 1990 was 89,123, increasing to 93,765 in 2000.

U.S. Census projections show Wayne County's population decreasing at least through 2009, projecting a County population of 91,291 or - 2.7%. A 1995 Genesee-Finger Lakes Regional Planning study predicted a relatively slow rate over the next several decades showing a population of 96,499 for 2010. 2009 U.S. Census projections estimate the population of Wayne county will shrink by 2.7% to 91,291, with only the three western towns plus Palmyra having population increases..

The extension of the Rochester suburbs into the western part of Wayne County has created striking differences between the western and eastern parts of the county. As illustrated by Table 1a, the western towns have gained greatly in population and have taken on an increasingly suburban character, while the eastern towns have grown little and have remained rural. The Census Bureau reports that each town in the County, except

Table 1a Wayne County Population 1830 to 2000

Year	Population	% Change from previous decade
1830	33,643	
1840	42,057	25%
1850	44,953	7%
1860	47,462	6%
1870	47,710	1%
1880	51,700	8%
1890	49,729	-4%
1900	48,660	-2%
1910	50,179	3%
1920	48,827	-3%
1930	49,995	2%
1940	52,747	6%
1950	57,323	9%
1960	67,989	19%
1970	79,404	17%
1980	84,581	7%
1990	89,123	5%
2000	93,765	5%
2010	91,291	-2.6%

Source: U.S. Census Bureau

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Macedon, Walworth, Ontario and Palmyra lost population between 2000 and 2010. (See table 1.)

The Lake Ontario towns of Williamson, Sodus, and Wolcott have seen lakeside residential growth, but are still primarily rural and have grown between 22 % and 35 % in the past three decades, about average for the county. Huron, the location of much of the Sodus Bay resort activity, has grown more quickly, at 49 %.

The rural towns of the southeastern part of the county have grown much more slowly. Galen has had no growth since 1960, and the Village of Clyde lost population. Lyons grew only 3 %, influenced in part by a loss of population in the Village of Lyons. Savannah grew 6 % and Arcadia, heavily influenced by a loss of population in the Village of Newark, lost 6 %. The Town of Butler gained 49 %, but that is due to an increase in the institutional population of the town rather than residential growth.

	Population 2000	Population 2010	% Change
Arcadia	14,889	13,915	-6.5%
Butler	2,277	1,936	-15.0%
Galen	4,439	4,181	-5.8%
Huron	2,117	2,035	-3.9%
Lyons	5,831	5,431	-6.9%
Macedon	8,688	8,855	1.9%
Marion	4,974	4,741	-4.7%
Ontario	9,778	10,189	4.2%
Palmyra	7,672	7,714	0.5%
Rose	2,442	2,320	-5.0%
Savannah	1,838	1,769	-3.8%
Sodus	8,949	8,527	-4.7%
Walworth	8,402	8,769	4.4%
Williamson	6,777	6,501	-4.1%
Wolcott	4,692	4,408	-6.1%
Wayne County	93,765	91,291	-2.6%

Table 1. Source- Census bureau

Density is another measure which illustrates the extreme disparity between west and east.

The three westernmost towns of Ontario, Walworth and Macedon had densities in 1990 of approximately 200 persons per square mile in 1990, while the eastern six towns of Huron, Rose, Galen, Wolcott, Butler and Savannah were half that, generally well under 100 persons per square mile. Population living on farms was 1-2 % in the western towns, and up to 10 % in the east. Population over 65 was 6-8 % in the westernmost towns, roughly double that of the eastern towns.

Median incomes tended to be considerably higher in the western towns -- in 2000 median household income in the six westernmost towns ranged from \$45,000 to \$60,000 annually, while in the east it was generally in the \$30,000 to \$40,000. Poverty rates were 2% to 5.5 % in the western towns and ranged from 12% to 17 % in the east. Housing was considerably newer in the west (built mostly in the late 1960's) and much more expensive (averaging over \$106,000 in 2000 as compared to nearer \$70,000 in the eastern three towns).

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3. Smart Growth

Smart growth is a land use development term that describes intent to preserve open space and farmland by focusing development nearer to population centers, traffic corridors and existing infrastructure. The basic premise is to encourage new development in areas where waterlines, highways or other services do not have to be extended outward. Another way to consider in-fill development is from a financial viewpoint- the municipalities are maximizing development or use of existing investments, thereby lowering the per unit cost of the overhead or infrastructure. This can translate into a lower per-capita tax burden.

Smart Growth concepts can have a beneficial impact on farm businesses by lowering conversion pressure. As developers utilize land closer to population centers, the land that is further out (farmland) has less “development pressure.” This should translate into a lower conversion rate for farmland. From a broader viewpoint, benefits of this lower rate include fewer small-lot, roadside developments, fewer incursion of residential lots into farm fields, which should result in fewer neighbor complaints. Other less obvious benefits include lower traffic volumes around farmland, fewer trespassing problems, lower tax burden from running new infrastructure past non-developed parcels and servicing with emergency personnel should be more cost effective.

The 2009 New York State Open Space Conservation Plan has documented several key points for municipalities to use in their land use planning efforts. Wayne County has utilized many of these concepts without specifically citing them as smart growth principles. The following bullet point headings are identified in the 2009 NYS plan, followed by the Wayne County example:

- **Mix land uses** –The Town of Macedon has a “Totally Planned Development” zone where houses and commercial buildings are developed adjacent together. The Macedon Commons is a senior living community on the edge of the Village that incorporates single family houses, a senior living, adjacent to a bank. The intent of the law is “to provide flexible land use and design regulations through the use of performance criteria so that large scale neighborhoods may be developed within the Town that incorporate a variety of residential types and nonresidential uses, and contain both individual building sites and common property which are planned and developed as a unit.”
- **Take advantage of green building design** – the WCIDA is a partner in the Wayne Industrial Sustainability Park (WISP), an energy –sharing, joint venture that incorporates green building designs. The Town of Williamson has recently begun retrofitting its sewer plant with high-efficiency equipment and lights and installing solar panels for electricity generation.
- **Create a range of housing opportunities and choices** The County has supported several projects to develop subsidized housing in order to ensure that all segments of the population have access to affordable housing.
- **Create walkable neighborhoods** All of the Villages, many of the hamlets and most of the larger subdivisions have sidewalks. As new large subdivisions are proposed, sidewalks and interconnections are discussed with developers. The Towns of Marion and Williamson are currently exploring hiking trails to link Lake Ontario to the canal. The County owns several parks along the Canal and former rail lines.
- **Foster distinctive, attractive communities with a strong sense of place** The Village of Lyons is one of two “Main Street Communities” in New York State. Each of our Villages has a well-defined sense of place. The County IDA fosters this through the use of a micro-enterprise loan program.
- **Preserve open space, forests, farmland, natural beauty, and critical environmental areas** With over 4,800 acres of private farmland protected by easement, Wayne County farmers and Towns have demonstrated the support for farmland protection. Through the Northern Montezuma Wetlands project the State and Federal governments and Ducks Unlimited have preserved 3300 acres of land that includes active farmland. The Alasa Farms project in Sodus combines farm, critical environment and historic property protection as well as animal rescue, all at one location.
- **Strengthen and direct development towards existing communities** –While there always seems to be some developer or landowner proposing a project on the outskirts, there is also good support within the County for “in-fill” projects. The Pomona Marketing group chose to renovate and expand their apple packing operation in the former Reckitt and Benkiser plant in Wolcott. The Community College of the Finger Lakes chose to locate at the Silver Hill technology park in Newark. Northern

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Biodiesel is located in the WISP as a reuse of the former 84 Lumber building. The WCIDA was involved with each of these projects. There are currently 11 industrial parks in Wayne County located along the Route 31 and Route 104 corridors. Access roads, water and sanitary sewer mains have been constructed into or through eight of the industrial parks, while three of the parks lack this infrastructure and are largely undeveloped. These parks are the first places that are recommended for new industrial development.

- **Provide a variety of transportation choices** – The County supports a variety of transportation options, but the list is limited due to the rural nature. Public bus service is provided by the Wayne Area Transportation Service (WATS) which is a subsidiary of Rochester-Genesee Regional Transportation Authority. WATS provides intra-county service, RTS does provide limited service along Route 31 into Rochester. No passenger rail service is currently available within County communities however, there have been preliminary feasibility studies to evaluate an Amtrak station in the Village of Lyons. The Williamson-Sodus airport, according to the FAA's National Plan of Integrated Airport Systems for 2007-2011, is a reliever airport that supplements the Greater Rochester Airport.
- **Make development decisions predictable, fair and cost effective** Each of the Wayne County towns and villages have planning boards in place. The members are committed and have taken training courses to ensure that the development process is fair and cost effective.
- **Encourage community and stakeholder collaboration in development decisions** – The County Board of Supervisors, County Planning and WCIDA have each supported strategic planning initiatives that cover a wide spectrum of concerns within the county. These include: County Tax Summit, WCIDA Strategic Plan, Wayne County Broadband initiative, Wayne County Sustainable Development plan, Northeast Wind Energy study.
- **Foster long-term comprehensive planning** – Each of the municipalities in Wayne County has been involved in comprehensive planning efforts. All of these efforts included a collaborative process which often includes survey of constituents, inclusive committees and several public hearings.
- **Foster strong, sustainable businesses in community centers** – In Clyde, a group of business men formed the Clyde Capital Improvement Group Limited Partnership (CCILP) to acquire, renovate recruit occupants for deteriorated buildings in the Village's downtown business district. CCILP purchased three buildings containing four vacant storefronts and five residential apartments on the upper floors. Improvements to the buildings included the storefront facades, and interior renovations of commercial and residential space. As previously mentioned, WCIDA supports main street projects with loans to qualifying businesses.

While ideally there would be a unified countywide approach to adopting smart growth principles, in New York State, all land use decisions are made at the local level. Each community balances the unique set of natural resources and economic conditions with the political interest of the citizens in an attempt to create a balanced approach to development. The previous list demonstrates the willingness and ability of Wayne County municipalities to adopt and implement smart growth principles.

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B. ECONOMICS OF AGRICULTURE IN WAYNE COUNTY

1. Number and Size of Farms

The USDA Census of Agriculture defines a farm as “any place from which \$1,000 or more of agricultural products were sold or normally would have been sold during the census year”. The latest Census of Agriculture, in 2007, showed that Wayne County had 938 farms, with an average size of 180 acres as compared to 1992 when there were 919 farms averaging 190 acres of land.

Size of Farm (by acres)	2007 (farms/ acres)	2002 (farms/ acres)	Change in Farm Num. / acres	
1 to 9 acres	(51/264)	(55/241)	(4)	23
10 to 49	(319/8,902)	(287/7,631)	32	1,271
50 to 69	(83/4,885)	(91/5,238)	(8)	(353)
70 to 99	(117/9,664)	(90/7,463)	27	2,201
100 to 139	(84/9,789)	(86/9,968)	(2)	(179)
140 to 179	(61/9,477)	(51/7,997)	10	1,480
180 to 219	(44/8,709)	(60/11,788)	(16)	(3,079)
220 to 259	(28/6,655)	(36/8,517)	(8)	(1,862)
260 to 499	(80/27,542)	(72/25,759)	8	1,783
500 to 999	(40/26,970)	(49/33,096)	(9)	(6,126)
1,000to1,999	(23/30,632)	(20/28,797)	3	1,835
> 2,000acres	(8/24,982)	(7/18,718)	1	6,264
SUM TOTAL	(938/168,471)	(904/165,213)	34	3,258

Table 2

As is the case throughout much of the United States, economic conditions over time have meant fewer farms and an increase in the size of the average farm. In Wayne County, between 1982 and 1992, 313 farms, or 25.4 % of the total went out of business. In that same time frame, the size of the average farm in the county increased from 171 acres to 190 acres, or 11.1%. More recently, Wayne County has increased farm numbers, while lowering the average size by 1.6% (183 A to 180 A). The average size of New York State farms decreased 4.4% while in the Genesee/Finger Lakes Region the average size increased (3.6%) to 237 acres. See Table 2a for details.

In 1992, land in farms in Wayne County totaled 174,600 acres, or 45 % of the county’s 388,000 acres, and one of the five highest percentages among the counties of New York State. Nevertheless, it represents a loss since 1987 of 17,500 acres of farmland. According to the 2007 Census of Agriculture, Wayne County had 938 farms on 168,000 acres, a loss of only 3.4% since 1992. Decline has been going on for many years -- in 1910 the county had 357,900 acres in farms, or 92% of its total area.

While the number of farms in New York State as a whole has continued to decline, during the recent decade, Wayne County farm numbers have held steady and even increased slightly. Reflecting trends all over the US, the farms “in the middle” are either getting bigger or going out of business. Family-scale farms that support a single family are under increasing stress for two reasons: today’s economic conditions favor larger more

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specialized farms, and the county has become increasingly popular as a residential suburb for metropolitan Rochester. The increase in farm numbers is largely due to small farms. These often part-time operations have been responding to the recent enthusiasm for buying locally grown farm products directly from the producer. Agricultural

Size of Farm (by \$ product sold)	2007 (farms/ \$1,000)	2002 (farms/ \$1,000)	Change in Farm Numbers /(\$1,000)	
< \$1,000	(200/\$25)	(260/\$37)	60	12
\$1,000 to \$2,499	(92/\$161)	(51/\$88)	(41)	(73)
\$2,500 to \$4,999	(75/\$268)	(65/\$226)	(10)	(42)
\$5,000 to \$9,999	(76/\$522)	(65/\$462)	(11)	(60)
\$10,000 to \$19,999	(96/\$1,366)	(88/\$1,265)	(8)	(101)
\$20,000 to \$24,999	(17/\$364)	(25/\$549)	8	185
\$25,000 to \$39,999	(53/\$1,636)	(47/\$1,472)	(6)	(164)
\$40,000 to \$49,999	(24/\$1,052)	(25/\$1,106)	1	54
\$50,000 to \$99,999	(67/\$4,808)	(66/\$4,735)	(1)	(73)
\$100,000 to 249,999	(113/\$17,767)	(98/\$16,043)	(15)	(1,724)
\$250,000 to 499,999	(49/\$16,572)	(68/\$23,549)	19	6,977
> \$500,000	(42/\$59,315)	(80/\$119,433)	38	60,118
SUM TOTAL	(904/\$103,856)	(938/\$168,965)	34	\$65,109

Table 3

specialization is a global phenomenon which is putting the small family farm under increasing economic pressure. While the decline in numbers of farms and farm acreage is widespread in the United States, it is interesting to note that a study of counties in the northeast done at Rutgers University found that the loss of numbers of farms and acreage of farmland was much less severe in metropolitan counties than in non-metropolitan counties (Max Pfeffer and Mark Lapping, Northeast Regional Center for Rural Development, 1994). During the 1978-1987 study period metropolitan counties lost 4% of their farms, while non-metropolitan counties lost 27%. This led the authors to conclude that agriculture in rural/urban fringe areas is becoming ‘too important to ignore’ and should be the target of specific research and marketing programs.

The increase in farm size reflects farmers’ response to economic conditions which favor large operations. In New York State, the only category of farm size which increased in number between 1987 and 1992 was “farms over 1,000 acres,” which increased 6 % over the period (from 770 to 817 farms); farms smaller than 1,000 acres decreased by 14 % (from 36,678 to 31,495 farms). In Wayne County, farms of 1,000 acres or more decreased from 1987 to 1992 (from 29 to 27 farms), but in the ten-year period between 1982 and 1992 they increased 8% (25 farms in 1982). Between 2002 and 2007, there was no clear trend in number of farms based on size (see Table 2). All farm categories had increases and decreases in farm numbers.

The state has 7.5 million acres in farms. Again the disparity between small and large farms is apparent. Nearly 70 % of the farmland (5.2 million acres) is operated by the owners of 44 % of farms, those over 260 acres (9,650 of the total 32,306 farms). In 1992, the Wayne County disparity was even wider -- 63 % of the acreage (110,631 acres) were operated by the owners of only 20 % of the farms (182 farms of 260 acres or more). By

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2007, 76% of the acreage (79,000 acres) was operated by the 20% of the farms with 260 acres or more.

2. Farm Ownership and Income

According to the 1992 Census of Agriculture, 84 % of the farms in Wayne County (777 farms) were individually or family-owned. In 2007, the numbers were approximately the same (84% or 794 of 938 farms) were individually or family owned. As of 2007, only four farms are owned by non-family corporations, and an additional one is cooperatively owned, approximately the same as 1992.

On-farm Income	2007	% of all farms	2002	% of all farms
<\$10,000	441	47.0%	443	49.0%
\$10,000 to \$49,999	185	19.7%	190	21.0%
\$50,000 to \$99,999	66	7.0%	67	7.4%
>\$100,000	246	26.2%	204	22.6%
Total Farms	938		904	

Table 3a

Of the 938 county farms described in the Census of Agriculture in 2007,

almost half (47% or 441 farms) had sales of under \$10,000. This compares to 401 farms or 44% in 1992. An additional 185 farms or 19 % (up 3% from 1992) had sales between \$10,000 and \$49,999. 7 % (66 farms) had sales between \$50,000 and \$99,999.

Approximately 26 % (246 farms) had sales over \$100,000, an increase of 45 farms and 5% over 1992. The market value of agricultural products sold on the average farm was over \$180,000 however, indicating some extremely large farms within the over \$100,000 group are bringing up the average. Total farm production expenses averaged over

Table 4	Number of Farms			Land in Farms (acres)			Avg Size of Farms (acres)		
	2007	2002	%change	2007	2002	%change	2007	2002	%change
N.Y. State	36,352	37255	-2.4%	7,174,743	7,660,969	-6.3%	197	206	-4.4%
Genesee	551	580	-5.0%	183,539	177370	3.5%	333	306	8.8%
Livingston	792	801	-1.1%	222,415	209,496	6.2%	281	262	7.3%
Monroe	585	631	-7.3%	133,041	106,561	24.8%	227	169	34.3%
Ontario	859	896	-4.1%	198,937	194,742	2.2%	232	217	6.9%
Orleans	554	504	9.9%	139,764	132,947	5.1%	252	264	-4.5%
Seneca	513	466	10.1%	127,972	127,242	0.6%	249	273	-8.8%
Wayne	938	904	3.8%	168,471	165,213	2.0%	180	183	-1.6%
Yates	864	722	19.7%	126,118	115,113	9.6%	146	159	-8.2%

\$125,000 (\$81,000-1992); market value minus production expenses was thus only somewhat over \$61,000 on the average farm for 2007 (\$16,000-1992).

Many of the county's farms are run on a part-time basis and do not serve as the primary income source for their owners. According to the 2007 Census of Agriculture, 58 % of

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the operators of county farms listed their primary occupation as farming- down 3% from County Agriculture and Farmland Protection Board in 1994, where only 32 % of the respondents (233 Wayne County farmers) reported that 75-100 % of their net family income came from farming. Over half had no employees and 62 % indicated that the next generation of their family would not be farming. Only 37 % reported that they intend to remain in farming indefinitely.

In 2000, 2.8% of the Wayne County resident workforce were employed in farming. In 1990, 4 % of the Wayne County resident workforce were employed in farming, a considerable decline from as recently as 1950, when 22 % were farmers.

3. Agricultural Commodities

Agricultural sales in Wayne County in 2007 totaled \$169 million, making the county the fifth ranking agricultural county in the state. Wayne County is a number one in New York State in fruit, which is the largest county crop by value. Apples are by far the largest county crop, accounting for almost 40% of the county total agricultural sales.

NYS agricultural production trends between 1982 and 1992 showed a modest 4 % increase in apple production, a 10 % increase in cherry production, 30 % increase in peach production, and decreases in grapes, pears and plums/prunes of over 30 % each. Hogs and pigs sold have remained stable at about 11,000 annually. Production in all other agricultural areas has gone down. Land in vegetables harvested for sale has gone down from 29,000 to 26,000 acres. Production of corn and oats for grain and hay for all purposes has declined substantially (corn from 4.1 million to 2.4 bushels; oats from .5 to .2 bushels; and hay production from 51,000 to 17,000 dry tons). The number of milk cows has gone down from 83,000 to 77,000 and beef cows from 2100 to 1500.

NYS Summary Data	2007	2002	1997	Not adjusted for coverage 1997	Not adjusted for coverage 1992
	Milk cows (farms)	5,683	7,388	9,286	8,732
Milk cows (number)	626,455	670,003	699,404	700,480	721,286
Hogs and pigs inventory (farms)	1,871	1527	1731	1508	2,094
Hogs and pigs inventory (number)	8,5741	81,886	80,861	79,000	90,282
Vegetables harvested for sale (farms)	3,192	2,637	3,166	2,720	2,758
Vegetables harvested for sale (acres)	160,596	143,967	180,541	169,331	139,841
Land in orchards (farms)	2,686	2,753	2,886	2,436	2,938
Land in orchards (acres)	100,035	99,148	111,469	101,628	112,905

Table 5

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The following sections discuss individual Wayne County commodities in more detail.

Fruit

In 2007, fruit accounted for \$85 million, or 55 % of the \$168 million of the county's agricultural sales on farms with sales (see Table 3). 253 of the county's farms (27%) are in orchards, accounting for 20,800 acres or 12 % of county farmland. See Table 4 for orchards and selected fruit harvests, 1982, 1987 and 1992 through 2007. Currently USDA reports tree numbers, acreages and the number of growers and no longer reports pounds of production by county.

The county is first in New York for apples in both acreage and production, accounting for 42% of both the state's total acreage, 20% of the growers and 35% of the trees. (NYS has 697 growers and 9,464,203 trees; state acreage is 42,360 acres). In 1994, New York State was second only to Washington State in apples, although production in Michigan was very close to that of New York, and was forecast by the USDA to surpass New York in 1995. In 2007, New York remained ahead of Michigan for acres in apple production with 50,000 acres in production compared to Michigan's 44,000 acres. In 2007, Wayne County was the number three apple producing county in the nation behind Yakima and Grant counties in Washington.

Wayne County is also an important producer of tart cherries. New York State ranks fourth nationally in tart cherry production,. Nevertheless, the county's production of tart cherries is much less than it had been in the past, and is weakening over time. Between 1987 and 1992, the number of farms in cherries fell by over one-third, from 220 to 143 farms. Between 2001 and 2006, the number of tart cherry farms decreased from 64 to 37, the number of trees dropped from 167,535 to 76,036 and the number of acres fell from 1,767 to 835 acres. Low price caused by over-production in Michigan and other areas of the county has been a major cause of decline of the crop. Additionally, the farms were hit hard by an ice storm in 2003 that reportedly damaged 85% of the trees. As a rule of thumb, cherries only provide good income in Wayne County in one out of ten years. On average they either break even or cost a grower more than the value of production. Consequently many blocks of cherries are being taken out of production and replaced with apples (or not being replaced).

The county's third crop in terms of pounds harvested is pears with 5.3 million pounds harvested in 1992. The county's pear production has declined considerably however, losing 34.6 % since the 1982 harvest of 8.1 million pounds. The number of pear trees has declined from 53,807 in 1996 to 32,482 in 2001, increasing slightly to 34,116 in 2006. While there are still some pears grown in the county for processing, most of the pear production is on small farms that produce fruit for local retail sale.

Another important county fruit crop is peaches, with 2.5 million pounds harvested in 1992. Most of the county's peaches are grown on small farms that produce fruit for local

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retail sale, and relatively little is grown for processors. Peach production has increased considerably in the county over the past 10 years, with 1992 harvests 38.9 % greater by weight than they were in 1982 (1.8 million pounds). In 2001 there were 60 farms with 34,022 trees on 292 acres of land while in 2006, there were 50 farms but with 63,499 trees on 375 acres. Fewer farms, but larger. State peach production remained relatively constant since 1985. In 2007, 2008, 2009 New York production was 6,300; 5,500; and 6,500 tons respectively. In 2007, 90% of the New York peach production was utilized as fresh-market product. In 2001, NY production was 6,000 tons. Prunes and plums are also produced in the county, with .6 million pounds harvested in 1992, a decrease of 33.3 % since the 1982 harvest of .9 million pounds. No updated information is available for 2010.

Dairy and Livestock

In Wayne County, dairy products are second to fruit in importance. Among farms with sales of \$10,000 or more, dairy products accounted for \$14.8 million in sales, representing 17 % of total county sales (see Table 3). While figures were not available for 1982, county dairy products sales in 2007 were \$25.5 million compared to 1987 (\$13.4 million). 2007 milk prices were the highest on record, however dropped precipitously in 2008 and 2009. There were approximately 60 dairy farms in 2007, down from 68 in 2002.

Interviews with local dairy farmers in 1995, indicate that the average Wayne County dairy farm had a little over 60 cows. If the county is to follow state and national trends, this means that there will be additional consolidation to achieve better profitability. Area dairymen cite high feed prices as a particular problem, as well as difficulties in managing manure so that its smell does not offend neighbors and ground water and stream pollution is prevented.

Cattle and calves accounted for \$ 4.7 million in 2007, up from \$3.7 million in sales in 1992 in the county. There were approximately 168 farms in Wayne County that sold cattle in 2007.

In numbers of hogs and pigs on farms, Wayne County is third in New York State (after Seneca and Steuben Counties) with 6,700 inventoried in 2007 down from approximately 7,300 in 1992. Hog and pig inventory in New York State as a whole is declining, losing 9 % from 1987 to 1992 and has held steady with about 6710 hogs in 2007. Wayne County inventory increased from 1982 to 1992, from 6,487 to 7,309 animals. County hogs and pigs sold in 1992 netted \$1,008 million, a 15% increase from 1982 sales of \$876 million, not at all keeping up with inflation. The number of farms has been steadily declining, from 122 in 1982 to 51 in 1992 to 22 farms in 2007.

Nursery and Greenhouse

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In 1994, New York ranked sixth in the nation in floriculture and nursery and greenhouse products are rapidly increasing in the state, particularly in metropolitan areas. In 2007, NY ranked 8th in the US. Wayne County ranked sixth in the state in 2007 in nursery and greenhouse product sales, with sales of \$6.1 million (Suffolk had approximately 125 million in horticultural sales in 2007. There were approximately 35 farms producing nursery and greenhouse crops in the county in 2007.

Grain Crops

In 2007, Wayne County was sixth in New York State in acreage of corn grain, with 26,743 acres This compares to 1992 when there were 28,000 cares of corn grain. Wayne was fourth in the State in the amount of acreage devoted to soybean production with 19,778 acres. See 2007 Census of Agriculture –County Profile (Table 6).

Table 6

MAJOR AGRICULTURAL COMODITIES SOLD BY COMMODITY GROUP
(Thousands)

	2007	2002	1992	1987	1982
Total sales (see text) (farms, 2007)	938	904			
Total sales (see text) (\$1,000, 2007)	168,963	103,856	88,925	74,290	69,504
Livestock, Poultry & Products	40,541	31,457	31,332	28,570	21,795
Poultry & eggs	551	(D)	(D)	NA	NA
Dairy Products	25,476	14,861	14,836	(D)	(D)
Sheep, goats, and their products	96	34	9	23	38
Direct Market Sales	1,945	1,455	NA	NA	NA
Crops, including nursery and greenhouse	128,422	72,399	57,593	45,719	47,709
Grains, oilseeds, dry beans, and dry peas	17,930	8,970	5,962	5,990	10,052
Vegetables, melons, potatoes, and sweet potatoes	12,560	9,540	5,245	3,967	3,797
Fruits, tree nuts, and berries	85,964	40,018	34,017	24,658	25,168
Nursery, greenhouse, floriculture, and sod	9,924	12,082	6,911	5,661	3,928

(D) = Data withheld to avoid disclosure on individual farms

Market Value is expressed in current year (i.e. 1982,1987,1992,2002,2007) dollars applicable to each year.

Source- Census of Agriculture 1982,1987,1992, 2007

Vegetables

Sales of vegetables in the county increased 38.1 % (\$3.8 million to \$5.2 million -see Table 3) from 1982 to 1992, but with the 57% rate of inflation, actually lost ground. Acreage of vegetables harvested for sale decreased considerably, from 8332 acres to 4648 acres. Number of farms decreased from 140 to 115. In the 1990's, the largest vegetable

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commodity by acres harvested is sweet corn, with 1,818 acres in 1992, and 2,986 acres in 1997. In 2007 there were 447 acres of sweet corn all for fresh market. Much of this change was due to the closing of the Seneca Foods processing plant in Williamson and represents a 56 % decrease from 3,918 acres of sweet corn in 1982.

Potatoes are the number one vegetable crop by value in New York State. In 1992, the state had 587 farms producing potatoes on 28,861 acres. This is a decline from 1987 when 602 farms produced potatoes on 53,682 acres. Wayne County, on the other hand, increased its potato crop by more than 300 acres in the period and was third in the state in acreage, with a total of 3,300 acres. In 2007 there were 45 Wayne County potato farmers with 2,925 acres of harvested land, compared to 2002 with 28 growers and 1,846 acres harvested, compared to 1997 and 32 growers on 3,378 acres harvested.

4. *Expanding and Non-Traditional Agricultural Enterprises*

This section discusses those agricultural activities in Wayne County that are growing or expanding, including apple production, dairy, field crops, vegetable, organic and specialty farming, and nursery and greenhouse operations, as well as use of computer and other technology to increase profitability of agricultural enterprises.

Apples

Historically, a majority of the apples grown in Wayne County were intended for processing, which includes applesauce, pie filling, apple juice, vinegar, and other apple products. Gradually however, apple production is moving toward the more profitable production of fresh market apples. Fresh market apples cost more to grow but the price is also higher for good quality fruit. Between 1989 and 1993 the average price received in Western New York for fresh market apples (\$7.62) was over two and a half times greater than the price received for processing apples (\$3.03).¹ In 1993, approximately 70% of Western New York apples, of which Wayne County produces the major share, went toward processing. In the years 2007 to 2009, fresh market prices ranged from \$0.225 to \$0.341 per pound, while processed prices ranged from \$0.083 to \$0.13 per pound (2010 NASS). In 2009, 555 million pounds of apples or 40% of the NYS crop, went for processing uses. Between 2001 and 2006, the number of apple trees increased by almost 60%, while the acreage increased only about 4%. This indicates a strong move by the industry to replant at higher densities.

Given the price disparity, it seems that growers would simply divert apples to the fresh market to get higher prices for their product. Unfortunately, it is not that easy. Producing

¹ Source: *Fruit Farm Business Summary*. Gerald B. White, Alison DeMarree and Linda Putnam, Cornell University Document Number E.B. 94-27. December 1994.

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high quality eating apples requires more labor, better management and a higher capital investment. These are barriers that many older, smaller or newer farmers cannot easily overcome when switching from processing to fresh apples.

In the fall of 2010, there is one new packing line that is proposed and one that opened in September 2010. Fowler Brothers, Inc. built a state of the art line in 2005. 2007 Census of Agriculture records indicate that there are approximately 2,316 acres of non-bearing fruit or approximately 11% of all fruit acreage. Clearly the successful fruit farm businesses believe in the future of farming. Current costs to replant an orchard range from \$6,000 to \$15,000 per acre, with the orchard achieving full production 4 to 6 years after planting of high density dwarf trees.

Growing apples for processing is very different from growing them for fresh market consumption. Generally, processing apples require lower inputs such as pesticides, harvest labor and orchard maintenance. The variety of apple is also very important due to processing characteristics, taste, and size. Most processing apples are varieties grown on large trees planted on wide spacings (low planting density) with 88 - 90 trees per acre. The heavy foliage on these trees shades fruit and prevents the attractive color that most apple consumers prefer from developing. Pruning these trees can be done to let in more sunlight, but this reduces yields. Furthermore, these processing varieties often are not the best eating apples. For these reasons, the common way to move from processing to fresh market fruit is by planting new orchards specifically designed for the fresh market. Developing new orchards is a long and expensive process.

New orchards require three to five years to begin bearing fruit and five to seven years before economic yields are available. It has been shown that it takes 11 - 15 years to break-even on the investment in new orchard establishment.² A typical dwarf or semi-dwarf variety requires between \$7,000 and \$10,000 per acre of pre-production expense. Pulling existing orchards out of production and planting new varieties means a grower gives up income from those acres for the entire pre-productive period while spending money for sprays, labor and other establishment costs. A farm's abilities to meet cash flow requirements for operating expenses, debt service, family living and capital replacement needs determine how fast new orchards can be planted with out-of-pocket funds. A farm's equity position also determines how much debt financing of new plantings a farm can carry-out.

An area of fruit planted on a farm at the same time to the same variety is commonly referred to as a *block*. Most new blocks of apples are designed with the fresh fruit market in mind. To reduce risk and maintain options for both the processing and fresh fruit markets, growers are planting new apple blocks using dwarf or semi-dwarf root stock grafted to varieties that can go to either market. Planting density of 1000+ trees per acre

² *Economics of Apple Orchard Planting Systems*, Gerald White and Alison DeMarree, Cornell Cooperative Extension Information Bulletin #227.

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is becoming the norm in the high-density trellis based orchards. These systems often use a post and wire system to help support the weight of the apples, and to train the branches so that the fruit receives maximum sunlight. These trees are low growing, reducing the cost of pruning and harvesting, while also requiring less spray.

Labor is the single largest cost on fruit farms. Even so, most fruit farms struggle to find sufficient supply of labor, especially harvest labor. Local residents are not willing to provide this service, so farms traditionally utilize migrant laborers. The lack of substantive immigration reform and inefficient temporary worker visa systems currently make it very difficult for farmers to bring workers to the farm.

After labor, the cost of spray materials is the highest single operating expense on an apple farm. Sprays are used to control a variety of pest and diseases including mites, fungus and insects. New, high-tech sprayers use sensors that control spray volumes to adjust for spaces between trees, tree height and row ends. Integrated pest management (IPM) techniques have been developed by Cornell University and other research institutions to significantly reduce the amount of spray required. Most successful fruit growers hire professional scouts to monitor their crop for pests and make recommendations on economic thresholds for spray applications.

The marketing of fresh fruit has been and will continue to be a challenging problem and opportunity for Wayne County growers. There is strong competition from other apple producing areas of the country such as Washington State, the nation's leader in fresh apple production. In 1995, 13,000 acres of apples were planted³ in Washington. This represents about 50% of all the fruit acres in Wayne County and will increase the nation's supply of fresh apples. In 2005, 6,181 acres of apples were replanted in the state of Washington. With lower production and storage costs, there is a risk that western apples will take markets now occupied with Wayne County apples. Fortunately, Wayne County produces many excellent eating varieties with very good taste. These and future varieties have been developed through the efforts of plant breeders at the Cornell Experiment Station in Geneva. This type of cooperation between the Land Grant research system and farmers will help to win and keep consumers.

The marketing of "Club varieties" is a recent development in apple marketing channels that is gaining interest by some farmers. In this marketing niche, one business entity controls the number and production levels of the patented variety. Growers purchase production levels the owner of the patent then guarantees a defined level of production. The patent owner also is responsible for developing the variety brand recognition.

Dairy

³ Personal conversation with Alison DeMarree of Wayne County's Cornell Cooperative Extension.

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Following state and national trends, dairy farms in Wayne County have become fewer and bigger. The economic incentive to increase in size (cow numbers and acres) is driven by higher overhead costs such as property taxes, insurance and family income needs. Farmers increase size to spread these costs over more units of production and to remain competitive. The dairy industry has an economic advantage over other agricultural sectors in that it produces a commodity that is produced year-round and has a very short storage life. Wayne County is close to large markets in the east, has a climate well suited for dairy and is located a long distance from other major milk producing centers in the country including California, Wisconsin, Texas, and the Pacific Northwest. These characteristics provide a strong basis for long-term growth and stability.

Cow numbers fell from 2008 to 2009, from 6,400 to 6,200 cows, while per-cow production increased from 19,800 to 21,600 pounds and overall production increasing from 127 million pounds of milk to 134 million pounds. In 2002 there were 86 dairy farms in the county, falling to 60 in 2007. There were approximately 7000 dairy cows in 2002 with countywide milk production at about 1.5 million pounds. While overall numbers are declining, Merrell farms in Butler began a significant expansion in 2008 with expectations to reach 2500 cows and plans to build additional facilities in the near future.

There are numerous successful dairy farms in Wayne County, both large and small. Regardless of size, successful dairy farms strive to produce the highest net income per cow possible to provide either all or part of the family's living expense. The same net income per cow can be achieved by having low costs on lower producing cows or higher costs on higher producing cows. The most successful dairy farms have lower costs on higher producing cows.

Dairy farms have expanded to sizes ranging from 300 cows and greater in recent years. This size farm requires better than average management skills, and a good land base. The drumlin topography limits field size in much of the center of the county, making it inefficient to operate the machinery required to support large numbers of cows. Wayne County has experienced less of the large dairy expansions that other counties in Central and Western New York have undergone, probably due to these constraints.

Some dairy farms, especially small and well-managed ones have taken advantage of intensive grazing techniques. This method of dairy production significantly reduces costs per cow while maintaining a good level of milk production. Intensive grazing uses a highly managed pasture rotation program to provide forages for cows at low cost. Many areas in Wayne County are well suited to growing pasture grasses on soils and fields that do not meet the needs of large scale dairy farms. In addition to being a profitable alternative to large dairy farms, this low-cost approach to dairy farming fits in well where rural and urban residents intermix. Rolling pastures and grazing cows fit the urban image of what a dairy farm should look like. The major limiting factor for adoption of this technology is management capability and motivation to change to a non-traditional system of dairy farming.

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Small, medium and large dairy farms are also able to improve profitability by spinning off either their feed production enterprise, or replacement heifer production enterprise, or both. Outright purchasing of all forage or heifer replacements can reduce total costs and reduce risk due to crop failure or mortality. By concentrating only on producing more or higher quality milk from the dairy cows, dairy farmers can focus and improve economic viability. Farms that excel at growing crops or raising replacement heifers can also profit from specialization by taking advantage of economies of scale, and a good and steady market for their crops and livestock.

There has been an influx in the last ten to fifteen years of Mennonite and Amish farms in eastern Wayne County, especially in the towns of Galen, Butler and Rose.

Field Crops (Corn, Hay, Wheat, Soybeans, Dry Beans)

Two ethanol plants that have opened within the last three years, in Shelby, Orleans County and Fulton, Oswego County, have impacted the local corn market significantly. Conversations with local growers indicate that much of the non-contract corn goes to one of these two plants. Other major buyers of corn are...

The 1996 AFP report stated: With some exception, field crop farmers have had and will probably continue to experience significant restructuring. Making a living producing these crops requires big fields, high labor efficiency, large machinery and low fixed costs, including land costs. Since much of the county's terrain is made up of steep drumlins and small valleys, field sizes are generally small. The problem becomes apparent when one compares these field sizes to those in the major grain producing regions of the country. Another disadvantage is the temperature-moderating effect of Lake Ontario, which results in fewer growing degree days. This reduces yield potential for heat-loving crops such as corn and beans. Wayne County field crop farmers, with some exception, are higher-cost producers competing with extremely efficient farms in other parts of the country and world.

These farmers also have fewer options to differentiate or add value to their product (unlike a dairy farm that can add value to feed corn by converting it into high value milk). One possibility is to switch to higher value "organic" crops that utilize much of the same planting and harvesting equipment. There is a buyer of organic grains located in Wayne County who indicates that the market for organically grown products is increasing by 20 to 30 percent per year and that there is an opportunity for farmers to grow and sell more product locally.

Another marketing alternative that some field crop farmers are turning to is production of forages for dairy farms. During years when commodity prices for corn and hay are "average," it has been shown that it is more profitable to grow and sell these crops as

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forages to local dairy producers. In addition to paying higher prices for crops, dairy producers are often able to improve a field crop farmer's cash flow by paying for the commodities over 10 or 12 month period.

Vegetables (Processing Vegetables, Potatoes, Onions)

Commercial scale vegetable growers in Wayne County generally produce for the processed vegetable industry. Markets for their product are stable, at least for the short-run, but profit margins are thin. Processing vegetables generally include snap beans, sweet peas, and cabbage. Pro-Fac Cooperative and Seneca Foods were the major purchasers of processing vegetables, although some processors from Pennsylvania source vegetables from the area to extend their processing season. There are no major vegetable processing facilities in Wayne County, nor any measurable processing vegetables grown in the County. In 1995, Seneca Foods had increased its contract with farmers by 9,000 acres for sweet corn, snap beans increased 3,500 acres and peas have increased 3,300 acres. Tying local production of canned vegetables into national markets gives local farmers more market access, but also puts them in direct competition with vegetable growers throughout the U.S. Finally, vegetable growers in Wayne County face many of the same problems that field crop farmers face. Small fields can act as a limit to achieving economies of scale. Cliff DeMay, Sodus is developing a U.S. Grown line of grown and processed in the United States of America.

Potato and onion farms in Wayne County are mostly located on muck soils. Most of the potatoes grown are "table stock" or eating potatoes as opposed to upland potatoes that go to processors for potato chips and other foods. Likewise, most onions are for direct consumption.

Onions and potatoes are expensive crops to produce, with the cost of production exceeding \$2,000 per acre. These crops are also high-value, but prices are very volatile. Price fluctuations of 50 percent are not uncommon, due to the fact that these crops cannot be stored longer than one season, and that there are only a few specialized areas in the U.S. that produce them. A poor or bumper crop in any of the major potato or onion producing areas of the country can send prices flying in either direction.

There are a few onion or potato grower-packers in Wayne Co. and most medium-size and large growers sell to them or to a regional packer. Very few potatoes are grown now for chipping. Some potatoes go to a regional grower-processor for minimal processing for the food service industry. A number of growers sell a small volume roadside or at regional markets. Small growers also sell at farmers markets.

The Reckitt and Benckiser plant in Wolcott was a primary customer for processing onions in western New York. This plant was closed and operations moved to Missouri in 2008. As a result, most of the production has turned to fresh market.

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Organic Farming

Certified organic farms fill a market niche by producing organically grown vegetables and fruit. Most produce is grown for fresh consumption primarily to farmers markets in the region although Finger Lakes Organics is a marketing cooperative with customers in New York City. These crops include fresh market vegetables, grapes, blueberries, raspberries, and herbs. There is a small number of farms producing organic field crops including soybeans, corn, rye, buckwheat, wheat and spelt for the organic livestock trade. There are a few artisan bakers who seek organic grain for use in their baked goods. Producing certified organic vegetables and field crops generally requires more labor to provide adequate weed control. Organic farmers must follow strict regulations through one or more certification organizations such as the Northeast Organic Farming Association of NY to be certified organic. They use crop rotation, composting, green manures and cover crops for crop nutrient management, and mechanical cultivation for weed control.

Organic farmers believe that a primary obstacle to increased organic farming is lack of knowledge of organic farming techniques. In addition, making the transition from conventional to certified organic farming requires that synthetic sprays or fertilizers not be applied for three years. During this period, depending on soil and type of crop, yields will likely be lower and growers will not be able to benefit from the higher prices which might be charged for certified organic produce. While this can be a barrier to entry into the organic market for some producers, utilizing good crop rotation and following well-defined crop plans can minimize and overcome these problems. According to the 2007 census of Agriculture, there are 30 certified organic farms in Wayne County, with approximately 1,450 acres of land being used for organic production. There are 247 acres of land in the process of converting to organic production. The organic farming sector believes there is market potential for expanded growth in sales.

Nurseries and Greenhouses *

The floriculture industry in general is one of the fastest growing agricultural industries in the region. This industry produces cut and potted flowers, bedding plants and ornamental foliage plant and landscape nursery stock. With the exception of landscape nursery stock, most products are grown in greenhouses. According to the 2007 Census of Agriculture, there are 35 firms with sales of approximately \$6.1 million located in Wayne County.

Greenhouses generally contain some type of product year-round, always aiming for one of the major market windows including: Christmas, Easter, spring gardens, fall and Thanksgiving. Many greenhouses sell wholesale as well as retail. Wholesale outlets would include department stores, supermarkets and super-garden centers. The industry is competitive and economies of scale are at play. Adopting new cost saving technology is important to maintain profitability.

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The landscape nursery stock industry grows many of its plants outdoors so that plants are hardy and adapted to the climate. Producing landscape nursery stock for market may take several years, depending on the size needed. Growers must estimate the size of their market in the years ahead and plant accordingly. Although there are some retail sales of stock by growers, a large portion of the stock is sold wholesale or to professional landscapers for use in local markets.

Specialty Farming*

(*majority of text from 1996 existing conditions)

There are many crops grown and produced by both small and large farms alike that would fall under the heading of specialty crops. Large farms may produce these to supplement income to their other major enterprises while small or part-time farmers may use income from these crops to supplement off-farm income. These crops would include fresh strawberries, fresh sweet corn, traditionally grown and greenhouse tomatoes, lettuce, rhubarb, cucumbers, fresh sweet peppers, fresh asparagus, peaches, plums, sweet cherries, cut and potted flowers, bedding plants and nursery stock. Combined, these crops do not occupy much of the total farmland, but they do represent a significant agricultural economy to producers and consumers in Wayne County.

For most farmers, marketing specialty crops is a more difficult challenge than producing them. Marketing is done at roadside stands, farmer markets, contracts with local supermarkets and "pick-your-own" operations. Getting produce to these outlets and to consumers requires good selling skills and is demanding and time consuming. Proximity to Rochester and its large number of consumers, however, creates significant opportunities for additional specialty crops and additional growers.

Technology and Agriculture*

By 1997, Computer technology had found its way into about 75 percent of the commercial scale farm offices. Specialized accounting packages help growers with bookkeeping and payroll. These same software packages help farm businesses meet the many stringent labor reporting requirements necessary when paying piece rate wages to migrant, temporary and offshore labor. Other specialized software helps farms maintain accurate yield, fertilizer and spray records. These are required for processor records and for profitability analysis. These systems cost several hundred to several thousand dollars.

Computers are also being used for other information needs as well. The Internet contains a large and growing information base for all agricultural enterprises. Internet discussion groups provide forums for producers to get the opinion of experts and other farmers from

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nearby or around the world. Market and weather information is available through relatively inexpensive satellite links. This information helps farmers improve commodity marketing and improve decisions about which crops to plant. According to the 2007 Census of Agriculture, 614 farms had internet access and 330 high speed internet.

On dairy farms, computers are used to monitor individual cows for activity, milk production and feed consumption so that illness or other problems can be spotted and treated before becoming serious. Crop farmers can utilize GPS (Global Positioning Technology) technology to implement what is known as *Precision Farming*. With on-board computers and sensors, harvesters and tractors can pinpoint problem areas in fields and regulate fertilizer or spray materials to treat those specific spots. This technology has advanced significantly in recent years with the advent of auto-steer and automatic shutoff for planters and spray rigs at the headlands of fields.

Some of the most significant new technologies adopted by farmers are in new seed and plant varieties. Disease and pest resistance, tolerance to extreme climate conditions, higher yields and longer shelf life are all traits being bred or introduced into seed and plants through modern biotechnology techniques. These technologies and other new biological techniques such as fungal seed treatments, use of bees to pollinate strawberries, etc., reduce the need for pesticides and other chemicals. Those farmers who adopt these yield-improving or cost-reducing technologies early-on enjoy a competitive advantage over late adopters of new technology.

Learning about these and other new technologies is a constant task for successful farmers. Ideas and information are exchanged through trade shows, field trials, Cooperative Extension seminars, satellite video conferencing and the Internet to name a few. By keeping new information flowing to local farmers as inexpensively as possible, new technology can be adopted sooner. Farmers able to adopt new technology and produce higher yielding and better quality crops at lower costs will be economically viable. Profitable and strong farms are necessary ingredients in preserving farm land.

5. *Agricultural Processing and Support Businesses*

As is shown in Table 7, the Wayne County Economic Development Corporation has inventoried 19 agricultural processors and wholesalers in the county. In 1995, together these employ a total of 1408 permanent and an additional 1000 seasonal workers. The largest employers are Cadbury-Schweppes (now Mott's) (250 permanent, 100 seasonal), Seneca Foods (174 permanent, 288 seasonal), Richardson Foods (125 permanent), Fleischer's Bagels (144 permanent), Cahoon Farms (117 permanent, 35 seasonal), , and Comstock-Michigan Fruit (85 permanent, 300 seasonal).

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As might be expected, local processing is heavily oriented to apples: Cadbury Schweppes makes apple juice and apple sauce; Cahoon Farms/ Comstock/Michigan, cherry & apple pie filling; Other smaller operations concentrate on apple packing, cold storage, cider and vinegar. Other significant businesses are processing of onions and potatoes, florist, cheese, bagels and eggs.

In the 1960's there were 32 processors in the county. There has been significant consolidation among local processors in recent years, however, and today only five remain. Many farmers report that the decreased competition, coupled with general agricultural economic conditions, has resulted in significantly lower prices. This was corroborated in a 1987 study conducted at the Center for Regional Studies at SUNY Buffalo (*The Food Processing Industry of Western New York*, Cole Hadesian, Dimmig), which concludes that "the present relationship between food processors and the agricultural sector tends to reduce farm earnings to a minimum." The study also documents a shift in the processing industry away from rural areas and into the hinterland of major cities. While Wayne County, as the hinterland of a smaller metropolitan area, will probably benefit somewhat from this trend, the authors believe that there is also significant potential for "loss of certain sectors" to the largest metropolitan areas.

Formation of cooperatives is one way in which farmers can increase their share of the food dollar. Locally, ProFac Cooperative, based in Fairport, has a very wide-ranging series of experiences. A number of Wayne County growers are involved in the leadership of this Cooperative. Other local cooperatives include DairyLea in Syracuse, Empire Fruit Growers in North Rose, Lake Country Storage in Huron, and the Finger Lakes Organic Growers Cooperative, with growers in several counties and a office in Rose. The New York Apple Association is a membership organization of farmers which pools funds raised by the NYS Apple Marketing Order for advertising.

A number of agricultural support businesses are located in the county, including equipment dealers, feed, seed and fertilizer dealers, veterinarians, banks and other lending institutions, etc. As with farms and processors, there has been significant consolidation among many sectors of the agricultural supply and support business, and farmers often find themselves dealing with larger non-locally based dealers and institutions.

6. Food Pantries and Institutions which Purchase Food*

See Table 8 for a list of food pantries in Wayne County. Supply to many area food pantries is coordinated through FoodLink in Rochester, which makes deliveries to several county locations. FoodLink receives donations from Wegman's, which donates all of its leftover produce each day, from a large community garden maintained by Xerox employees, from other corporate sources and from individual farmers. Several Wayne County farmers participate in FoodLink's weekly seasonal farmers market and donate

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leftover produce each week. According to the 2010 website, FoodLink has about 29 partner agencies within Wayne County and works with eleven local food pantries.

FoodLink has a gleaning program, but it is at yet little used in the county, in part because of difficulties in matching volunteers to more remote farm locations. One issue mentioned by FoodLink representatives is that many food pantries have limited ability to store or stabilize fresh produce.

Local institutions with food service include the county's eleven school districts, tthe Newark-Wayne Community hospital in Newark), four nursing homes (Blossom View in Sodus, Demay living Center at Newark-Wayne Hospital and Newark Manor in Newark, and Wayne County Nursing Home in Lyons), and two Correctional Facilities (Wayne County Jail in Lyons and the NYS Correctional Facility in Butler).

Following a national trend, a number of local institutions contract out food service. The County Jail and the County Nursing Home are served by Sodexo. Much of institutional food purchasing is through annual contract. Purchases of local produce by institutions (and restaurants) would be more likely if farmers could organize themselves to provide "one-stop shopping" -- an easily accessible and consistently reliable source of supply.

7. Educational Programs

BOCES in Williamson has landscape and design courses (equipment oriented) and an agricultural mechanics program.

The New York Agriculture in the Classroom program for elementary schools is sponsored by Cornell University, the NYS Department of Agriculture and Markets, the NYS Education Department and the NY Farm Bureau. It provides instructional materials for grades one through six. The program is not part of the mandated NYS curriculum, but is used by five of the eleven school districts in the county (North Rose/Wolcott, Wayne Central, Lyons, Williamson and Sodus). To assist in expanding the program, the Wayne County Farm Bureau and the Grange have offered to pay for manuals. Statewide coordination for the Ag in the Classroom Program is provided by Heather Davis at Cornell University.

8. Agritourism

Agritourism is generally defined as a business conducted by a farm operator for the enjoyment and education of the public, and to promote the products of the farm, and thereby generate additional farm income (*Agritourism in New York State*). In Wayne County, agritourism includes farm markets, U-Pick operations, hay rides, festivals, farm bed and breakfasts, petting zoos, wineries, and farm tours. There are also a number of

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operations and events that are not farm based but that focus on celebrating rural culture and farming. These operations can contribute to attracting tourists to the area who might then visit farm markets, or other farm based agritourism enterprises. Examples include community festivals such as the Wolcott Apple Harvest Festival and the Fall Foliage Train Rides.

For the purposes of this study, the major agritourism segments in Wayne County have been divided into farm based agritourism and non-farm agritourism. These are summarized below.

Farm-Based Agritourism

Farm Markets. Wayne County enjoys an abundance of farm markets ranging from small roadside stands offering produce in season, to markets that offer a more diversified product mix including prepared foods and crafts. Entertainment related activities have become a feature at many of the larger markets. These activities include hay rides, haunted houses, apple cider pressing, pumpkin festivals, and other seasonal events. These theme events are generally successful in attracting visitors to the farm who then buy farm products.

Two separate listings of farm-related businesses prepared by NYS Department of Agriculture and Markets and Wayne County Tourism were identified and reviewed (see Table 9 for listings). None of the lists are all inclusive. *Harvest Time 2010*, an I Love New York brochure identifying agritourism activities in Wayne County, features the larger farm markets that have regular hours of operation (see Attachment 4). The New York State Department of Agriculture and Markets Pride of New York lists 60 locations in Wayne County that offer produce for sale on farms, many of which serve both a retail and a wholesale market. The full list is attached as Attachment 2.

Wineries-

Since 1976, there has been a tremendous growth in the number of wineries, with over 250 new wineries. This growth has begun to touch Wayne County with four wineries in the county and 4 to 5 landowners who have begun the process of starting a winery. The Lake Ontario Wine Trail was expanded in 2010 to extend from NYS Route 414 to the Monroe-Wayne County Line on NYS 104 in Ontario as well as continuing southward on NYS Route 350 and 31 to the county line in Macedon.

Thorpe Vineyards Farm Winery, 1850 Chimney Hills Blvd, Wolcott. Wayne County's only winery on Lake Ontario is located 1/2 mile from Chimney Bluffs State Park. The winery produces a wide selection of wines from classic European varieties to New World blends. They are open for tastings and retail sales on weekends and picnic tables are available to enjoy a peaceful view of the Lake.

Barbara Jeans Winery

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YS Winery

J&D Wine Cellars

Ontario Barn Vineyards

U-Pick Operations. U-Pick is offered at some of the farms however the Pride of New York web page does not offer an option to identify them. The webpage titled U-Pick contains twelve Wayne County farms that offer u-pick as of September 2010 (see attachment 5)

Christmas Tree Farms. Christmas tree farms are abundant in the area and offer a large selection of trees including Douglas, Fraser, Balsam, and Concolor Firs; white, scotch, and Austrian Pines; and all Spruces. Many of the farms offer u-cut or u-select, tractor and wagon rides, and a full array of holiday decorations and gifts. Seven farms are listed in the brochure titled *Old Time Country Holiday Traditions in Wayne County* (see Attachment 2)

Farm Tours The Wayne County farm markets group is a collaboration of individual farm markets that realize the many benefits of cooperation. The hallmark project of this group is the Wayne County Apple Tasting tour designed as a take-off on winery tours, but highlighting the great tasting local apples. The tour has been offered each year since 1998 in conjunction with Wayne County Tourism to buy advertising in the Rochester and Syracuse newspapers. The 2010 brochure is attached.

Farm Bed & Breakfasts*. Farm Bed & Breakfasts in Wayne County are located in rural settings that sometimes include animals and small-scale farming. Brief telephone interviews were conducted with the following establishments. Overall, the B&Bs reported a definite upward trend in their business, and reported that visitors were particularly interested in the countryside setting. All of the operators felt that the potential exists to increase overnight visitation from the cities of Rochester, Syracuse, and Oswego by doing more to highlight agritourism resources.

Farm Camping*. One farm based campground, Nor-Win Farm & Campsite, was identified in Wayne County.

Nor-Win Farm & Campsite. Nor-Win Farm & Campsite is a 140-acre farm located in the Town of Lyons. 40-acres of the farm are dedicated to the campground with the remainder being farmed in hay, wheat, corn, and fruit trees. Guests are welcome to hike through the grounds and orchards. Camping facilities include 220 campsites, a 5-acre man-made stocked pond, an in-ground swimming pool, recreation building, and camp store and snack bar. 95% of the sites are recreation vehicle (RV) sites with a small number of tent sites. Half of the clientele (120 sites), stay the full season. The remainder of the guests visit primarily on weekends and come from within a 30-mile radius. Visitation at the campground continues to increase each year.

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Non-Farm-Based Agritourism

A number of operations that are not farm based but that provide unique opportunities for celebrating rural culture attract tourists to the area who might then visit farm markets, bed & breakfasts, or other farm based agritourism enterprises. In Wayne County these consist primarily of community festivals, Fall Foliage Train Rides, and specialty retail based on country themes. These are described below.

Community Festivals. Community festivals that feature agricultural resources provide an additional opportunity for farmer's to sell their products and increase awareness and appreciation of rural culture in the non-farming community. Festivals also attract visitors into a community that might then visit nearby farm operations and purchase goods. The 1995 agriculturally themed festivals and events in Wayne County are outlined below. By 2010, the number of firms advertising through the internet and/or the Wayne County Tourism website has expanded significantly (Attachment 2)

Summary of Agritourism*

As illustrated by this section, Wayne County enjoys abundant agritourism resources. Individual operators have been successful in attracting tourists from the surrounding cities of Rochester, Syracuse, and Oswego. However, businesses are limited by a lack of an overall coordinated effort. Improved coordination could enhance the identity of the area as a destination, make touring more "user friendly", and encourage longer stays in the County by linking attractions. Coordination between individual businesses might include packages between B&B's, markets, festivals and specialty shopping. Countywide coordination could include signage, publications, promotions, marketing to the motor coach industry, and coordination of a common identity.

Problems commonly encountered by agritourism enterprises include the inability to sell products from off of the farm and liability and insurance for visitors to the farm. Finally, it should be recognized that the scenic quality of the rural landscape is central to the agritourism experience and is an "attraction" in and of itself. Driving for pleasure is the number one past time of Americans. The higher the scenic quality and more authentic the rural scenes, the more visitors will be motivated to stop at the farm markets, seek out purchases to take home, and undertake return visits. Scenic quality is essential to the viability of agritourism, and measures must be taken to enhance and protect it.

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9. *Right-to-Farm Law*

A county Right-to-Farm law has been adopted by the Wayne County Agricultural and Farmland Protection Board of Supervisors.. The law states that reasonable and sound agricultural practices conducted on farmland is not to be considered a nuisance. It mandates that purchasers of residential property anywhere in the county sign a disclaimer stating that they understand that farming occurs within the county. (See Attachment 1)

10. *Wayne County Land Values*

Influence of Suburbanization on Property Values

The pattern of land values in Wayne County is a key factor in farmland protection. Higher land values created by the demand for non-agricultural uses exert pressure to convert farms to other uses. Suburban single-family housing, waterfront housing along Lake Ontario as a special form of suburban housing, roadside commercial and small industrial park developments in the Route 31 and 104 corridors, and the expansion of the Montezuma Wildlife Refuge Area in the southeast are forms of development which compete with continuing agricultural land use in Wayne County. The most active areas of pressure from private uses are in the western tier of 6 towns, along the entire Lake Ontario frontage and along Routes 31, 104 and, increasingly, 441. The primary competition affecting continuance of agricultural use, however, is from suburban housing development, both in the form of subdivisions and in the form of single home construction.

According to a well-researched study of land values in Wayne County prepared by William Bryant of Cornell University in 1974, entitled The Rural Land Market in Wayne County, New York, single family houses in the suburbanized western towns of the county sold for twice or more the selling price of those in the county's rural eastern towns, as is shown on Table 10. The study concluded that "changes in land value appear to arise more from urban influences than from comparative advantage in agricultural production". The pattern of land value development identified in the Bryant study is still relevant to today circumstances.

The Bryant study measured land market activity and real estate prices over the six year period of 1968 through 1974, with a more detailed field survey done in 1972-1973. Only parcels of five acres or more were included and, although land purchases for almost 10,000 acres were made for the new town of Gananda during the period, these were not included in the field survey, as prices per acre paid by the Gananda Development Corporation were about double that of the prevailing prices. Price comparisons were made for raw land only, with the value of buildings deleted by means of an appraisal process.

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The study divided the county into five north/south groups of three towns each, with Group I being the three westernmost towns closest to Rochester and Group V the three towns farthest to the east. The field survey showed that prices per acre of raw land were eight times higher in the westernmost towns (Group I) than in the easternmost towns (Group V). Average parcel sizes in the westernmost towns, however, were half what they were in the easternmost towns, reflecting the fact that more lots were being sold for housing than for farms.

Of all county transactions surveyed, 52 percent were active farmland, 28 percent were inactive farmland and 20 percent were land not suited for farming (wooded, poorly drained, steep, etc.). In the suburbanizing westernmost towns 90 percent of the transferred land was active or inactive farmland (39% active, 50% inactive), with little appreciable difference in price between the two (\$1086/acre active vs. \$1022 inactive), indicating that land was being sold for residential rather than farm use. In the easternmost towns, land sales appeared to be focused on farming, with a greater proportion of the land sold being active farmland (53%) vs. inactive farmland (17%), and with active farmland selling at a higher price (\$153/acre vs. \$111/acre). In the transitional zone in the center of the county, parcel sizes of inactive farmland were smaller and sale prices were higher than for active farmland, indicating that inactive farmland was being sold for residential use. The price differential between inactive and active farmland was not great enough, however, to encourage owners of active farmland to sell their land in smaller parcels.

Buyers of property were divided into three sets: farmers, homeowners (those who planned to live on or adjacent to the property, called non-farm resident buyers in the study), and absentee buyers (those who purchased the land for investment purposes, either for speculation or for development).

Farmer buyers were most prevalent in the eastern towns, although purchases for farms were made in all town groups. All farm buyers had rather large operations, averaging 324 acres, and most bought land to enlarge current operations. Interestingly, “although they had recently purchased land, several of the farm buyers interviewed indicated they believed land prices were generally too high to support agriculture in their immediate vicinity. Four of the five farmers in Town Groups I and II believed that land prices were too high to support continued agriculture.”

Among the homeowner buyers, country living was most frequently stated as the primary reason for land acquisition in Wayne County. This was corroborated by interviews with real estate agents who reported that prospective buyers described their ideal property as “a small farm with a quaint old farmhouse, small barn, some land, a pond or winding stream, and seclusion.” Buyers preferred rural tranquility and some voiced fears that the area near their newly acquired property would eventually become urbanized.

The homeowner buyers saw commuting as one of the primary drawbacks of living in Wayne County. Several indicated, however, that they would have been willing to

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commute an extra 4-5 miles to find the right type of property, even though many were commuting over 50 miles a day to workplaces in Monroe County. Lack of local shopping and repair facilities were cited by many as additional drawbacks of country living.

Three-fourths of the homeowner buyers were moving to Wayne County from another county in New York or another state; only 27 percent had previously resided in Wayne County. Fully 50 percent were from Monroe County. In general, the homeowner buyers had never owned rural land before.

Absentee buyers did not plan to live on or adjacent to the land purchased. This type of buyer was most important in the westernmost towns, purchasing 56 percent of the land sold in the Town Group I sample. Most (77%) of these buyers purchased the land for investment and did not intend to build on it themselves. Most resided outside of Wayne County, typically in Monroe, and 90 percent owned other rural land.

Non-farmer buyers (both homeowner and absentee) were questioned regarding attitudes toward farmland protection. Over 80 percent agreed that measures should be taken to keep good farmland in farming and a majority believed that farming was important to preserving the charm and beauty of rural areas. Cultivated farmland was preferred to idle land covered with brush. Property tax relief for farmers, public facility planning to guide urban development away from good farmland, and agricultural zoning by the state or federal government were all viewed favorable as measures to preserve farmland, although land use policies that limit or restrict development tended to be favored more by homeowner buyers than by absentee buyers.

Land Value Patterns in 1996

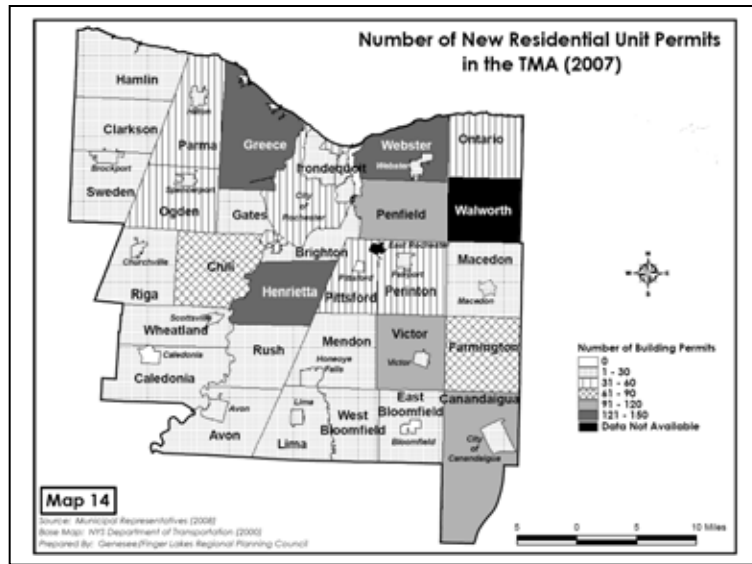
As of 1996, land values in Wayne County were generally evolving in accordance with the agricultural productivity, suburban single-family housing, roadside business and waterfront development trends at work within the various sub-areas of the county. These include:

- suburban single-family housing demand focused most intensively on the county's western tier of six towns, demand which generally decreases from west to east;
- the relatively stable-to-declining market demand for land to purchase for expanded agricultural use in the county;
- demand for expanding roadside commercial and small industrial/business park developments along the county's primary east-west arterials, NYS Routes 31 and 104, as well as in the Gananda new community development in the towns of Walworth and Macedon; and,
- continued demand for waterfront land for more expensive single-family housing development and, to a lesser degree, commercial development of a tourism nature, along Wayne County's Lake Ontario shoreline.

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The market for the agricultural use of land is weak in Wayne County, as the county is experiencing, in parallel with New York State and the nation, a declining use of land for farming. Turnover in this market is low. Generally, good land for apple growing has a estimated value of approximately \$1,000 per acre in the central part of the county's northern towns apple-belt area. Other agricultural land values tend to be lower.

In terms of single-family home development (see Table 11), as measured by building permits issued and reported by the towns and villages, and tabulated by the U.S. Census Bureau, the county has experienced the development of an average of approximately 326 units per year since 1989. The high point since the 1989-92 recessionary period was 360 units permitted in 1993. 1995, a relatively weak year for housing development



nationwide, saw 292 reported permits issued in the county. The three western towns of Ontario, Walworth and Macedon appear to account for a little over one-half of annual single-family housing construction. Construction in Walworth, heavily influenced by the Gananda development and its marketing, was over 100 units annually in 1994 and 1995 and appears to be accelerating. At the eastern edge of the county, conditions are far different. The western towns of Butler and Savannah show average annual totals of less than 6 reported permits per year during this time period.

The communities on the eastern side of Monroe County, Webster, Penfield and Perinton, are experiencing high residential growth rates. During the nine-year period of 1993-2001, these three towns issued 5236 residential building permits, or approximately one-third of all such permits in Monroe County, including Rochester. During the period 1999-2001, these towns issued 2207 residential building permits or 35% of the total in Monroe County. Rochester is sprawling eastward at an increasing rate and Ontario is definitely feeling the pressure.

The Town of Webster, immediately northwest of Walworth, issued 14% of the residential building permits in Monroe County during 1999-2001. The Town of Walworth population grew an amazing 59% from 1980 to 2000 according to U.S. Census records.

In Wayne County, the three western towns of Walworth, Ontario and Macedon issued approximately 47% of the residential building permits in all of Wayne County for the years 1999-2001. If the permits issued in Williamson (approximately 1 ¾ mile from the project farm) are added to the totals, over 55% of the residential permits in the

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County were issued in these four Towns. “During the period between 1999-2001 the Town of Ontario issued the most permits of any municipality in the County.” (quote Genesee/Finger Lakes Regional Planning 2001 Rural County Land Use Monitoring Report) This constituted almost 18% of the permits in Wayne County.

This same report, when discussing industrial permits stated “In general, most permits were issued in the western and northern Portion of the County.” Clearly the development pressure is increasing in Town. While this report is six years old, the most recent report by GFL/RPC states “Though several municipalities in western Wayne County did not report permit information for one or more of the three previous years, it appears that most residential development occurred in the western portion of the County as trends from previous years would indicate.” And “Of the data that *was* reported, the Town of Ontario permitted the most new units with 145. The Town of Macedon permitted 86, Palmyra- 74, Sodus- 40, Walworth- 35 (although Walworth did not report for 2006 or 2007), Huron and Williamson- 33 each. Sixteen municipalities combined to permit the remaining 136 units.” Much of the growth occurred to the east and south of Rochester: 57% of new residential units were located on the east side of Monroe County (using the Genesee River as the dividing line). (Genesee/Finger Lakes 2007 Rural County Land Use Monitoring Report)

A short drive along any road near this project will find many examples of the sustained development pressure that impact this farm. Obviously proximity to Lake Ontario is another factor in the extreme development pressure for this particular farm. The Towns of Macedon, Ontario and Williamson have waterlines along 100% of the public roadways while the Town of Walworth has waterlines along 90% of the public roadways.

With some variation, Wayne County has generally tracked the national economy in this area. During 1990 and 1991, as is shown in Table 11, the county had a somewhat faster rate of single-family housing production than the nation, while since 1992 it has been adding new single family homes at a rate slower than that of the nation as a whole 1994. During the first quarter of 1996, new home building has shown an acceleration both nationally and in the 11-county Genesee Region, with 328 new homes permitted during the first three months of the year as compared to 272 in the first quarter of 1995, an increase attributed in part to rising interest rates, now averaging 8% nationally. It is anticipated that 1996 housing construction will show a significant increase in Wayne County, with a reasonable expectation being in the range of 350 units.

In 1996, land sold for housing development purposes tends to sell for \$3,000-4,000 per acre in areas (typically in the eastern areas) where there is no municipal piped water supply, and for \$12,000-15,000 per acre (typically in the western six towns) where there is water supply. Prepared residential development lots in the Gananda planned new community may sell for \$20,000 for a half-acre of land.

Waterfront land values, which are typically measured on a front foot of waterfront basis, are now advancing less rapidly than in the pre-1989 period, apparently reflecting regional

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corporate downsizings as well as lake level fluctuation problems. Current waterfront land values exhibit a general range of between \$400-500 per front foot in the high bluff areas of the lakefront, where development and water access are more difficult. Waterfront land for restaurant use or development in the Village of Sodus Point may achieve a value of up to \$2,000 per linear foot of waterfront. The highest values for waterfront land for single-family housing development tend to be in the range of \$1,500-1,800 per front foot in the Shaker Heights area along Sodus Bay. Generally, undeveloped waterfront land which attracts interest for housing development, and which has good water access and views, is achieving value of approximately \$1,200 per foot.

Sites for business development along the county's two primary east-west arterials, NYS Routes 31 and 104, can achieve values of \$20,000-30,000, depending on location relative to nearby populations (typically the closest village), availability of utilities and zoning. Ready-for-development industrial sites in the Gananda planned community may sell for approximately \$40,000 per acre.

Property Tax Issues

Property value levels within the county, as used for county, town and, especially, school tax purposes, are consistent with the land value trends and geographical west-to-east pattern discussed above. By town, total 1995 property values, corrected for the different state equalization rates applicable to each town, and moving from northwest to southeast, varied from a high of \$465 million for Ontario, \$223 million for Walworth, \$262 million for Macedon, \$232

Town	Total Assessed Value (2010)	Total Assessed Value (1995)
Arcadia	\$ 663,873,322	\$ 347,000,000
Butler	\$ 142,356,229	\$ 43,000,000
Galen	\$ 185,201,669	\$ 98,000,000
Huron	\$ 280,548,579	\$ 130,000,000
Lyons	\$ 283,043,686	\$ 128,000,000
Macedon	\$ 686,474,490	\$ 262,000,000
Marion	\$ 233,155,664	\$ 140,000,000
Ontario	\$ 962,013,108	\$ 465,000,000
Palmyra	\$ 376,155,669	\$ 205,000,000
Rose	\$ 107,283,414	\$ 48,000,000
Savannah	\$ 69,881,627	\$ 38,000,000
Sodus	\$ 497,723,481	\$ 274,000,000
Walworth	\$ 554,907,355	\$ 223,000,000
Williamson	\$ 446,202,078	\$ 232,000,000
Wolcott	\$ 245,937,034	\$ 101,000,000
TOTAL	\$5,734,757,405	\$2,734,000,000

million for Williamson, \$140 million for Marion, \$205 million for Palmyra, \$274 for Sodus, \$347 for Arcadia, \$128 for Lyons, \$130 for Huron, \$48 for Rose, \$98 million for Galen, \$101 million for Wolcott, \$43 million for Butler and a low of \$38 million for Savannah. Village property values are included in the numbers for the towns in which they are located.

A major issue confronting farm uses in Wayne County, as in every other community, is the level of property taxation as an operating expense. This is particularly difficult for smaller and less productive farms. The established Agricultural Districts in Wayne County, as discussed below, bring significant economic benefit to farmers due to lower

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assessments on land for agricultural use. Nonetheless, property tax impact remains a major issue for agriculture. The Farmer's school tax rebate originally passed in 1999, and with several modifications, now exempts the first 350 acres of farmland from school taxes. The farmer receives a credit on their state income taxes for the amount of school taxes that they paid the year.

11. Marketing of Wayne County Agricultural Products

Types of Marketing Channels

Marketing channels available to farmers include selling to processors, selling at regional terminal markets, selling directly to supermarkets, or direct marketing at farmers' markets, farmstands, u-pick operations, subscription farming, or mail order. These options are discussed below.

Processors

Historically, local food processors have provided a steady and reliable market for Wayne County's agricultural products. Farmers sign a contract with a processor to deliver a specified amount of product at a specified level of quality and a set price. The price is determined by the processor, with little or no formal input from the farmer. If the farmer had a long-standing relationship with the processor, the farmer's price level might be considered in the compromise to set the final price. This marketing channel has the advantage of simplicity: the farmer does not lose time seeking other marketing opportunities, transportation costs are low, and the farmer has a relatively stable and predictable market for a specified volume of the commodity. If the farmer chooses to work with a processor further away, additional problems develop -transportation and storage.

Consolidation and downsizing among food processors in Wayne County has meant that local farmers now have less choice and little leverage in determining prices. The largest local processors, having the greatest impact on the farmers of Wayne County, are Motts, LLP/, and Cahoon Farms which contracts with Agri-Link for cherry production. .

The market share for Seneca frozen apple juice concentrate is growing, and the company is adding to their product line, which also increases consumer attention. Perhaps if the company continues to have strong growth, the demand for Wayne County apples will increase.

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Motts, LLP is very successful in marketing. According to the 2009 Dr.-Pepper- Snapple Group annual report, Motts parent company, Mott's is the number one apple juice and number one apple sauce brand in the United States, consisting of apple juice and other fruit juices as well as Mott's Plus and Mott's for Tots. The apple sauce products include regular, unsweetened, flavored and organic applesauce.

China is the world's largest producer of apples, more than the rest of the world combined. Currently there are restrictions on the amount of apples that can enter the United States, but undoubtedly these will eventually be removed. It is unknown how this will affect the price of wholesale apples in the U.S. Many fresh apple growers are adding new varieties of apples for which consumers are willing to pay a premium price.

Regional Terminal Markets*

Another marketing channel available to Wayne County farmers is to ship the produce to the regional terminal markets in Syracuse, Buffalo, or further afield. "Terminal markets" are a collection of businesses or "houses" who purchase and take possession of the produce, and re-sell, re-pack or store it in their facilities. The houses have business hours in the early morning so the users of fresh (or storage) fruits and vegetables in the area can attend, see the offerings, negotiate a price with the house, and take the product. The buyers are food stores, some supermarkets, restaurants, food service businesses, farm markets, brokers, and vendors. The farmer must have a relationship with one or more of the houses, and monitor the needs of the house daily. The farmer sends into the market only the amount of produce the house has ordered in advance.

Using the terminal market system requires that a farmer has available a commercial amount of product, on a regular basis, cleaned, cooled, sorted and packed in required containers, each piece of fruit or vegetable of uniform size, and meeting the standard of quality agreed upon in the market. This method requires more attention to details than selling to a processor, but shares the same disadvantage-setting the price. The wholesaling house attempts to keep the price to the farmer low, since the house will mark-up the product. The potential of rejection of a load keeps the farmer at a disadvantage, and the multiplicity of offering in the market can drive the prices down, especially during peak season for a crop. Another drawback is that transportation of the product from the farm to the market is the farmers' responsibility.

Farmers who produce large volumes of one or two commodities -- e.g., storage onions or potatoes, can sell to a re-packer. A re-packer consolidates product from several growers and packs it under their own label and markets the product to supermarkets nationally or sells for export. Since this system involves middlepersons, the payment to the farmer will be defined by the re-packer/wholesaler and not to the benefit of the farmer. Repackers are sometimes located in the terminal market, or may be in a facility of their own.

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The former Rochester Terminal market failed and was replaced by the "Genesee Valley Regional Market Authority" in the suburb of Henrietta. One of the larger businesses there is a produce vendor, who does little purchasing from Wayne County farmers. Although there is farmer representation on the market board, there is no farmer component in the Authority itself, according to Bob Lewis, Chief of Direct Marketing, NYS Agriculture and Markets.

The Syracuse Terminal Market is the closest wholesale market for Wayne County. The city put forward ideas in the recent past to relocate the market and build a new facility but the idea was abandoned for lack of farmer support. Currently 250 farmers participate in the Syracuse Market. The site includes a building housing wholesale business and sheds for the farmers and their vehicles. The farmers sell wholesale from their trucks every day, and sell retail every Thursday and Saturday. The city is still working to promote the use of the market -- new initiatives include a wine festival, with farmer representation. Price reports are no longer collected in this market, so there is no formal information available on the percentage of Wayne County product being passed through the Syracuse Market.

The Buffalo Terminal Market is the other regional option for Wayne County farmers. Overall sales at Buffalo are stable, and apple sales are increasing annually. Local farmers offer competition in the commodity groups that Wayne County farmers produce--apples, potatoes, and onions, but in apples taken together the Western and Wayne County farmers outpace the sales in the market of apples from Washington State. There are wholesaling businesses like MWP that purchase Wayne County onions and repack them to sell to supermarkets. From July to October, fresh vegetables such as cabbage, corn, broccoli, beans and tomatoes are wholesaled in Buffalo market.

At present relatively little Wayne County produce is sold in the New York City Terminal Market. One exception is United Apple, a large, well-established wholesale business which buys Wayne County apples and repackages them under their label. Some Wayne county potatoes and onions are also purchased in bulk by New York City wholesalers, and re-packaged under their label. Some farmers are suspicious of the safety of the truck loads going to the market in the Bronx and are discouraged by predator pricing on the part of the wholesaling businesses, but judging from data collected on the amounts of produce coming in to that market by truck and rail, New York City Terminal is the only one in the northeast to have continued growth.

Other terminal markets of interest to Wayne County farmers are Boston, second in size to New York City; Philadelphia; Pittsburgh; Detroit and Cleveland.

Supermarkets*

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In 1996, selling direct to the supermarkets was a growing option for Wayne County farmers. According to Charlie Hackensmith, USDA Market News Reporter for Fruit and Vegetables, Wayne County commodities represent a special situation..."there is a specific demand in Rochester from supermarkets, so the products go direct..."

Selling to a supermarket can mean hours of marketing, or having someone on staff dedicated to establishing contracts and serving the supermarkets. The farmer grows the products the supermarkets requests, at the volume, standards and specifications requested. Again the farmer does not set the price, but one layer of intermediary is eliminated. Supermarkets prefer to work with growers who have sufficient volume, on a regular basis, of uniform size and quality.

Rochester based, family-owned Wegman's Supermarkets has the largest number of stores in the Monroe-Wayne County region and is expanding into other areas of central and western New York, Pennsylvania and into Maryland and Virginia. The business has high standards for quality and customer service and gets high marks in merchandising and supporting produce with educational information, samples, and recipe hand-outs.

Wegman's has established a unique program for collaboration with regional agriculture that has been heavily advertised and promoted. According to Mary Ellen Burris, Wegman's Office of Consumer Affairs and Information, "each farmer can meet with the local store produce buyer to establish a relationship. If the farmer is willing to grow products the consumers want, and keep to the exacting standards of Wegman's quality, they can do business..." She said Wegman's is also committed to supporting and promoting sustainable agriculture in the region. Wegman's initiated a program on "Integrated Pest Management" to which Cornell has added their resources. Selected farmers are taking part in the project.

Wegman's purchasing of local crops varies greatly with the calendar. In the winter, only 2-5 percent of their produce purchases are from local farmers. From July to October the percentage of Wayne County produce represented in the stores can jump to 15 to 20 percent. Wegman's does not bind farmers into exclusive contracts and they can sell to other chains.

Organic produce is sold at Wegman's Tops, as well as at specialty food stores in the area.

Cooperatives*

An underutilized marketing channel is the farmer-owned marketing or processing cooperative. There are several vigorous regional marketing cooperatives: the largest being Pro-Fac, of Rochester, owners of Curtice-Burns. Others include Eden Valley Growers, of Eden, New York, a long-established association of farmers who market their produce nationally as a unit; the Finger Lakes Organic Growers Cooperative based in

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Trumansburg, a successful example of farmers pooling their commodities to market as a unit; the Penn Yan Crafts and Farmers' Coop in Yates County, which funded and built their own retail building--"The Windmill;" and the Ithaca Coop, which also built their own facility.

Direct Marketing*

Direct marketing permits the farmer to set his own prices, but the marketing work required is greater than in other options. Direct marketing outlets include farmers' markets, farm stands, u-pick operations, mail order, and subscription farming. These are discussed below.

Farmers Markets*

Participating in the farmers' market requires a commitment from the farmer. The farmer needs materials for a stand: tables, umbrella, sign with offerings and prices, bags, and a farmer has the expense of a truck or van, cost of insurance, up-keep of the vehicle, cost of gas. Labor is required for picking, cleaning, sorting packing and in some cases icing the vegetables or fruit. The truck must be loaded at the farm, unloaded at the market, and loaded again at the end of the market day. There is market rent, and liability insurance for the food products sold. Farmers should understand their break even cost for attending a market day.

There are six on-going farmers' markets in Wayne County ---Clyde, Lyons, Macedon, Newark, Palmyra and Sodus (Attachment 3).

Other Area Farmers Markets

Several Wayne County farmers attend markets outside the county including the Rochester and Syracuse Public Markets, the Fairport, East Rochester and Oswego farmers markets and the Finger Lakes fruit and vegetable auction in Penn Yan.

Farmstands, Farm Markets and U-Pick*

Wayne County has a strong farmstand presence with 49 farmstands, as discussed in the section on Agritourism. To optimize marketing opportunities, many of the farms do cross-marketing, for example, six of the farms have u-pick, and others have attractions like tours, Halloween activities, and history tours. Several are open all year.

Subscription Farming

"Subscription" farms, also called "community supported agriculture" (CSA), work directly with customers by growing what is subscribed to in advance. Some farmers deliver to members of the subscription, others have the subscribers come to the farm to

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pick up their items. The subscription method permits the farmer to set the price and affords maximum flexibility, since the product in the field is already sold, and requires no marketing beyond the original subscription. The farmer also has open lines to the consumer for feedback and gets ideas for new selections. Peacework Organic Farm in Arcadia is an example of a subscription farm. Other farms utilizing this marketing strategy are: Black Walnut Farm, Lyons; Maxwell Creek farm, Sodus ; and G&S Orchards, Walworth.

Commodities

Dairy

Marketing of fluid milk comes under federal and state regulations which allow for little fluctuation in price and restrict the area into which milk can be sold. Milk produced in New York can only be sold within the state. The 1995 Federal Farm Bill had some changes, one of the most important being a budget dedicated to the promotion of milk and milk products--both nationally and for export.

Although the county produces considerable fluid milk, there is no ice cream plant, bottler, or butter producer. "Heluva Good Cheese" is the county star in marketing of dairy products. They are careful marketers of their traditional New York cheese products, doing direct marketing in the region as well as seeking a national and export market.

Nursery*

Half of the direct nursery marketers in the county produce Christmas trees, bedding plants or flowers. Rochester is an important market for these products. There are more than twenty wholesalers of plants and flowers in the city, who have revived the sector that was dormant since 1950. Many of the Wayne County growers are on a small scale, although several grow substantial amounts of nursery stock for sale.

Grains

Of all crops, prices of grains are influenced least by farmers. The Chicago Board of Trade is the global center for setting prices. The federal price support system is undergoing a transformation to the new market system. This is the first year farmers will not be paid to set aside land; there is no price support; and federal crop insurance is no longer automatic. Farmers must sign up for crop insurance and pay for it. But if a farmer loses a crop, they can gamble, and re-plant. In the past, this was not possible.

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To persuade the farmer to acquiesce to the new "market" system, the federal government will make cash awards based on a formula incorporating previous set aside acreage amounts, and requiring continued commitment to conservation practice.

Prices for corn and wheat are at a ten year high. If Wayne County farmers held on to some of last year's production, it is a profitable time to sell.

Fruit

Demand for apples is increasing both nationally and internationally. Several of the larger local farms export to markets in Europe, Asia and the Middle East.

The marketing of Wayne County apples and pears is almost a year-round business. The disadvantage is that there is extra cost involved in keeping the fruit in controlled atmosphere storage. Cherries, however, must be marketed immediately to the fresh market, frozen or processed.

Vegetables (Processing Vegetables, Potatoes, Onions)

Commercial scale vegetable growers in Wayne County generally produce for the processed vegetable industry. Markets for their product are stable, at least for the short-run, but profit margins are thin. Processing vegetables generally include snap beans, sweet peas, and cabbage. Pro-Fac Cooperative and Seneca Foods were the major purchasers of processing vegetables, although some processors from Pennsylvania source vegetables from the area to extend their processing season. There are no major vegetable processing facilities in Wayne County. Seneca Foods recently entered an alliance with Green Giant / Pillsbury as the sole source of their canned vegetable lines. Seneca Foods has increased its contract with farmers by 9,000 acres for sweet corn, snap beans increased 3,500 acres and peas have increased 3,300 acres. Tying local production of canned vegetables into national markets gives local farmers more market access, but also puts them in direct competition with vegetable growers throughout the U.S. Finally, vegetable growers in Wayne County face many of the same problems that field crop farmers face. Small fields can act as a limit to achieving economies of scale.

Potato and onion farms in Wayne County are mostly located on muck soils. Most of the potatoes grown are "table stock" or eating potatoes as opposed to upland potatoes that go to processors for potato chips and other foods. Likewise, most onions are for direct consumption.

Onions and potatoes are expensive crops to produce, with the cost of production exceeding \$2,000 per acre. These crops are also high-value, but prices are very volatile. Price fluctuations of 50 percent are not uncommon, due to the fact that these crops cannot be stored longer than one season, and that there are only a few specialized areas in

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the U.S. that produce them. A poor or bumper crop in any of the major potato or onion producing areas of the country can send prices flying in either direction.

There are a few onion or potato grower-packers in Wayne Co. and most medium-size and large growers sell to them or to a regional packer. Very few potatoes are grown now for chipping. Some potatoes go to a regional grower-processor for minimal processing for the food service industry. A number of growers sell a small volume roadside or at regional markets. Small growers also sell at farmers markets.

The Reckitt and Benckiser plant in Wolcott was a primary customer for processing onions in western New York. This plant was closed and operations moved to Missouri in 2008. As a result, most of the production has turned to fresh market.

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Appendix

APPENDIX

Table 1

	Population 2000	Population 2009 est.	% Change
Arcadia	14889	13,915	-6.5%
Butler	2277	1,936	-15.0%
Galen	4439	4,181	-5.8%
Huron	2117	2,035	-3.9%
Lyons	5831	5,431	-6.9%
Macedon	8688	8,855	1.9%
Marion	4974	4,741	-4.7%
Ontario	9778	10,189	4.2%
Palmyra	7672	7,714	0.5%
Rose	2442	2,320	-5.0%
Savannah	1838	1,769	-3.8%
Sodus	8949	8,527	-4.7%
Walworth	8402	8,769	4.4%
Williamson	6777	6,501	-4.1%
Wolcott	4692	4,408	-6.1%
Wayne County	93765	91,291	-2.7%

Table 1. Source- Census bureau

Table 1a

Wayne County Population 1830 to 2000
 Table 1a

Year	Population	% Change from previous decade
1830	33,643	
1840	42,057	25%
1850	44,953	7%
1860	47,462	6%
1870	47,710	1%
1880	51,700	8%
1890	49,729	-4%
1900	48,660	-2%
1910	50,179	3%
1920	48,827	-3%
1930	49,995	2%
1940	52,747	6%
1950	57,323	9%
1960	67,989	19%
1970	79,404	17%
1980	84,581	7%
1990	89,123	5%
2000	93,765	5%
2009	91,291 est	-2.7%

Source: U.S. Census Bureau

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Table 2

Size of Farm (by \$ product sold)	2007 (farms/ acres)	2002 (farms/ acres)	Change in Farm Numbers / acres	
1 to 9 acres	(51/264)	(55/241)	(4)	23
10 to 49 acres	(319/8,902)	(287/7,631)	32	1,271
50 to 69 acres	(83/4,885)	(91/5,238)	(8)	(353)
70 to 99 acres	(117/9,664)	(90/7,463)	27	2,201
100 to 139 acres	(84/9,789)	(86/9,968)	(2)	(179)
140 to 179 acres	(61/9,477)	(51/7,997)	10	1,480
180 to 219 acres	(44/8,709)	(60/11,788)	(16)	(3,079)
220 to 259 acres	(28/6,655)	(36/8,517)	(8)	(1,862)
260 to 499 acres	(80/27,542)	(72/25,759)	8	1,783
500 to 999 acres	(40/26,970)	(49/33,096)	(9)	(6,126)
1,000 to 1,999 acres	(23/30,632)	(20/28,797)	3	1,835
2,000 acres or more	(8/24,982)	(7/18,718)	1	6,264
SUM TOTAL	(938/168,471)	(904/165,213)	34	3,258

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Table 3

Size of Farm (by \$ product sold)	2007 (farms/ \$1,000)	2002 (farms/ \$1,000)	Change in Farm Numbers /(\$1,000)	
< \$1,000	(200/\$25)	(260/\$37)	60	12
\$1,000 to \$2,499	(92/\$161)	(51/\$88)	(41)	(73)
\$2,500 to \$4,999	(75/\$268)	(65/\$226)	(10)	(42)
\$5,000 to \$9,999	(76/\$522)	(65/\$462)	(11)	(60)
\$10,000 to \$19,999	(96/\$1,366)	(88/\$1,265)	(8)	(101)
\$20,000 to \$24,999	(17/\$364)	(25/\$549)	8	185
\$25,000 to \$39,999	(53/\$1,636)	(47/\$1,472)	(6)	(164)
\$40,000 to \$49,999	(24/\$1,052)	(25/\$1,106)	1	54
\$50,000 to \$99,999	(67/\$4,808)	(66/\$4,735)	(1)	(73)
\$100,000 to 249,999	(113/\$17,767)	(98/\$16,043)	(15)	(1,724)
\$250,000 to 499,999	(49/\$16,572)	(68/\$23,549)	19	6,977
> \$500,000	(42/\$59,315)	(80/\$119,433)	38	60,118
SUM TOTAL	(904/\$103,856)	(938/\$168,965)	34	\$65,109

Table 3

Table 3a

On-farm Income	2007	% of all farms	2002	% of all farms
<\$10,000	441	47.0%	443	49.0%
\$10,000 to \$49,999	185	19.7%	190	21.0%
\$50,000 to \$99,999	66	7.0%	67	7.4%
>\$100,000	246	26.2%	204	22.6%
Total Farms	938		904	

Table 3a

Table 4

Table 4	Number of Farms			Land in Farms (acres)			Avg Size of Farms (acres)		
	2007	2002	%change	2007	2002	%change	2007	2002	%change
New York State	36,352	37255	-2.4%	7,174,743	7,660,969	-6.3%	197	206	-4.4%
Genesee	551	580	-5.0%	183,539	177370	3.5%	333	306	8.8%
Livingston	792	801	-1.1%	222,415	209,496	6.2%	281	262	7.3%
Monroe	585	631	-7.3%	133,041	106,561	24.8%	227	169	34.3%
Ontario	859	896	-4.1%	198,937	194,742	2.2%	232	217	6.9%
Orleans	554	504	9.9%	139,764	132,947	5.1%	252	264	-4.5%
Seneca	513	466	10.1%	127,972	127,242	0.6%	249	273	-8.8%
Wayne	938	904	3.8%	168,471	165,213	2.0%	180	183	-1.6%
Yates	864	722	19.7%	126,118	115,113	9.6%	146	159	-8.2%

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Table 5

NYS Summary Data	2007	2002	1997	Not adjusted for coverage 1997	Not adjusted for coverage 1992
	Milk cows (farms)	5,683	7,388	9,286	8,732
Milk cows (number)	626,455	670,003	699,404	700,480	721,286
Hogs and pigs inventory (farms)	1,871	1527	1731	1508	2,094
Hogs and pigs inventory (number)	8,5741	81,886	80,861	79,000	90,282
Vegetables harvested for sale (farms)	3,192	2,637	3,166	2,720	2,758
Vegetables harvested for sale (acres)	160,596	143,967	180,541	169,331	139,841
Land in orchards (farms)	2,686	2,753	2,886	2,436	2,938
Land in orchards (acres)	100,035	99,148	111,469	101,628	112,905

Table 5

Table 6

Table 6
MAJOR AGRICULTURAL COMODITIES SOLD BY COMMODITY GROUP
(Thousands)

	2007	2002	1992	1987	1982
Total sales (see text) (farms, 2007)	938	904			
Total sales (see text) (\$1,000, 2007)	168,963	103,856	88,925	74,290	69,504
Livestock, Poultry & Products	40,541	31,457	31,332	28,570	21,795
Poultry & eggs	551	(D)	(D)	NA	NA
Dairy Products	25,476	14,861	14,836	(D)	(D)
Sheep, goats, and their products	96	34	9	23	38
Direct Market Sales	1,945	1,455	NA	NA	NA
Crops, including nursery and greenhouse	128,422	72,399	57,593	45,719	47,709
Grains, oilseeds, dry beans, and dry peas	17,930	8,970	5,962	5,990	10,052
Vegetables, melons, potatoes, and sweet potatoes	12,560	9,540	5,245	3,967	3,797
Fruits, tree nuts, and berries	85,964	40,018	34,017	24,658	25,168
Nursery, greenhouse, floriculture, and sod	9,924	12,082	6,911	5,661	3,928

(D) = Data withheld to avoid disclosure on individual farms
Market Value is expressed in current year (i.e. 1982,1987,1992,2002,2007) dollars applicable to each year.
Source- Census of Agriculture 1982,1987,1992, 2007

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Table 7

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ATTACHMENT 1

County Right to farm law

ADOPTING LOCAL LAW ESTABLISHING RIGHT-TO-FARM LEGISLATION (RES. NO. 392-97)
(Amended RES. NO. 368-08) (Local Law No. 5-1997 & Intro No.4/Local Law No.3-2008)

SECTION 1. LEGISLATIVE FINDINGS AND INTENT.

The Wayne County Board of Supervisors finds, declares, and determines that farming is important to Wayne County because it provides employment for agri-services, provides locally produced fresh commodities, promotes economic stability, maintains open space, promotes environmental quality, and does not increase the demand for services provided by local governments. In order to maintain a viable farming economy in Wayne County, farmers must be afforded protection allowing them the right to farm. When non-agricultural land uses extend into agricultural areas, agricultural operations may become the subject of nuisance suits. As a result, agricultural operations are sometimes forced to cease operations or are discouraged from making investments in farm improvements. Chapter 797 of the Laws of 1992 of the State of New York provides an important foundation for achieving the right to farm protection sought by the Wayne County Board of Supervisors.

In order to address the unique circumstances facing agriculture in Wayne County, it is necessary to provide for more comprehensive local right to farm protection as provided in this Local Law.

SECTION 2. RIGHT TO FARM.

On any land which may be lawfully used for agricultural purposes in the County of Wayne, whether or not it is located in an agricultural district, an agricultural practice shall not constitute a public or private nuisance, provided such agricultural practice constitutes a sound agricultural practice pursuant to an opinion issued upon request by the New York State Commissioner of Agriculture and Markets under Section 308 of the New York State Agriculture and Markets Law. Nothing in this Local Law shall be construed to prohibit an aggrieved party from recovering damages for bodily injury or wrongful death.

SECTION 3. DISCLOSURE NOTICE

When any purchase and sale contract is presented for the sale, purchase, or exchange of residential real property located within the County of Wayne, the prospective grantor shall deliver to the prospective grantee a notice which states the following: "It is the policy of this state and Wayne County to conserve, protect and encourage the development and improvement of agricultural land

for the production of food, and other products, and also for its natural and ecological value. This notice is to inform prospective residents that farming activities occur within Wayne County. Such farming activities may include, but not be limited to, activities that cause noise, dust and odors, smoke, insects, operation of machinery during any hour of the day or evening, storage and disposal of plant and animal waste products, and the application of fertilizers, soil amendments, and pesticides by ground or aerial spraying or other method. Property owners and residents of Wayne County should be aware that farmers have the right to undertake generally accepted practices and one should expect such conditions as a normal and necessary aspect of living in an agricultural area."

The failure to include such disclosure notice shall not affect the validity of such purchase and sale contract."

SECTION 4. SEVERABILITY. If any provision of this Local Law shall be adjudged by any Court of competent jurisdiction to be invalid, such adjudication shall not effect, impair or invalidate the remainder thereof, but shall be confined in its operation to the particular provision directly involved in the controversy in which such judgment shall have been rendered.

SECTION 5. EFFECTIVE DATE. This local law shall take effect on the date it is filed in the Office of the Secretary of State in accordance with Section 27 of the Municipal Home Rule Law of the State of New York.

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ATTACHMENT 2-Agritourism ventures



2010 Wayne County Events

Wayside Garden Spring Seminars

All seminars are free. Topic: Considerations for Easier Gardening with Bonnie Jeffe, Master Gardener with Wayne Coop Extension. 10am. Wayside Garden Center, 124 Pittsford-Palmyra Road, Macedon. (585) 223-1222.
www.waysidegardencenter.com

Wayne Ontario Saddle Club, Inc.

The Way-Ont Saddle Club has been in existence since 1948 and caters to family events whether you are a spectator or competitor and we welcome new members. We have many events throughout the month. Most events take place at our club, 5763 Clark road, Newark. Please check out our website at www.way-ont.net for a complete list of events and for more information.

Pultneyville Historical Society Program

Presents: Carol Bailey, "Barns of Wayne County". 7pm, Gates Hall. www.pultneyvillehistoricalsociety.org

135th Celebration of the Grange

Four granges: Clyde, Lyons, Lincoln and Rose will celebrate 135 years. Social hour and pot luck dinner at 6:30pm. Music program, short vignettes of grange history. Clyde Grange Hall, Route 31 East. 6pm. (315) 946-4379.

Williamson Apple Blossom Festival

Carnival, kiddie parade. Arts & Crafts, entertainment, fireworks. For more information
www.williamsonappleblossom.com

Wayne County Grandslam Youth Fishing Derby

For ages 4-16 years. Must fish in Wayne County waters. For more information call (800) 527-6510 or visit www.waynecountytourism.com.

Lyons Farmer's Market

Opens for the season. Local produce, plants, flowers, crafts and baked goods. Coffee and fried dough available. Lyons Village Square. 7:30am to 11am.

Large Animal Rescue Benefit Horse Show

Bring your horse or just family and some lawn chairs and enjoy this fun and action-packed day at Cracker Box Palace Farm Animal Haven, 6450 Shaker Road, Alton. Food and beverages will be available. For more info
www.crackerboxpalace.org

Sodus Farmers' Market Opens for Season

Every Wednesday through October 13, 2010. Parking lot of Sodus United 3rd Methodist Church, 58 West Main Street, Sodus. 2:30pm to 6pm.

Historic Palmyra's Ice Cream Social

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Free tours to all 4 museums with grand opening of new exhibits. Alling Coverlet Museum, 122 William Street, Palmyra. 6:30pm to 8:30pm. (315) 597-6981. www.historicpalmyra.com.

Taco Salad Night

Williamson Fire Hall, Lake Ave., Williamson. 5pm to 7pm. Eat in or take out. Advanced sales only! Tickets available from any Williamson firefighter or at the fire hall on Monday evenings.

Long Acre Farms School's Out! Celebration

Moonlight Mazes at Long Acre Farms

Sweet Corn Festival at Long Acre Farms

Murder Mystery Dinner at Long Acre Farms

11am-4pm; WOWEE Wildlife Show at 1pm. \$8 admission includes: 1st Hayrides of the season, Back 40 Fun- 10 Activities!, and the Wildlife Show. Long Acre Farms, 1342 Eddy Road, Macedon, NY. (315) 986-4202. www.longacrefarms.com

3rd Annual Lavender Festival

Family fun on our farm! Pick fresh lavender bundles from our field, entertainment, informational speakers on lavender and other herbs, workshops, craft vendors, cooking demos, children's area, baked goods, hay rides and more! Olfactory Farm, 12973 Upton Road, Red Creek. www.olfactorysoaps.com.

Mid July – September U-Pick Blueberries

L&B Farms, 2274 Reed Road, Savannah. Located off of Route 31 between towns of Clyde and Savannah. Bring your own containers. Clean, mowed picking area. Open Monday through Saturday from 9am to 8pm. Call ahead for start time. (315) 365-3194.

CNY Wine & Jazz Fest

Wolcott Chamber of Commerce and Lions Club presents a Wine & Jazz Festival on Main Street and Northrup Park. Music by well known jazz artists. Upscale vendors and food booths throughout the park. 11am to 8pm. www.wolcottny.org.

Wayne County Fair

Palmyra Fairgrounds. Agricultural events, 4H exhibits, animals, rides, vendors, parade, animals and more. www.waynecountyfair.org.

Macedon Center Lumberjack Festival

Gates open both days at 8am. Amateur competition begins at 9am on Saturday. ESPN Professionals competition begins at 11am on Sunday. Greased pole climb both days at 5pm. Events include log-rolling, two-man crosscut, chain sawing, bow sawing, log chop, tree felling, spring board. Craft and collectibles sale. Commercial exhibitors. Pancake breakfast both days. Church services on Saturday at 5pm and 9:30am on Sunday. Route 31F, (Macedon Center Road and Canandaigua Road). (315) 986-3732. www.macedoncenterfire.org

Potato Fest 2010

Family event, kid's corner, activity center, giant flea market, amusement rides, tractor-pull, exhibits, contests, large parade, live music, potato art and great food! Car show on Saturday from noon to 4pm. Pay one price for amusement rides on Sat. and Sun. from 1pm to 4pm. Potato Fest Field, Route 31, Savannah. Bring a carload for \$5 admission. Free parking. www.savannahchamberofcommerce.com (315) 365-3189

Fall Harvest Festival

Whistle Stop Antique Center & LW Emporium celebrate Fall. 6355 Knickerbocker Road, Ontario. Produce, food, fun and sales. Live demonstrations featuring: weaving, live alpacas/products, chair caning and more.

Wayne County Fiber Farm Tour

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Come visit and meet the alpacas – free to the public! Assorted fiber demos and activities at each farm you visit. Fiber processing, spinning and weaving. “Green” style farming and lifestyle. Retail shops open both days for clothing, yarn and alpaca gifts. Please check the website for updated info and locations. www.blackcreekalpacas.com

Harvest Festival at Heritage Square

7147 Ontario Center Road. Noon to 4pm. Explore the nine historic buildings. 25 vendors displaying a wide variety of crafts, collectibles and antiques for sale. See them in the barn, train station and on the lawn. Horsey Bingo, bake sale, Kids games & activities, hot dogs. Strike It Up Artistic Center vocal students will perform at 2 p.m., Robert Klein, a New York State certified appraiser, will evaluate the value of your treasure in the Baptist Meeting House. A \$4.00 donation per item is requested with a limit of two items per person, Antique and classic car display, Two local authors, Mary Jane Auch and Sally Valentine will be on hand in the Train Station to sign their books purchased in the gift shop, Pony rides at \$3.00 offered by the Little Dude Ranch, Horsey bingo, Food will be available for purchase. www.heritagesquaremuseum.org

Sodus Harvest Fest

Vendors, farmers’ market, pumpkin drop, parade of antique tractors. Food and fun for the entire family! Sodus Central School, Sodus. 9am to 3pm. (315) 576-3818. www.sodusny.org

Wayne County Apple Tasting Tour

The 13th annual Wayne County Apple Tasting Tour is scheduled for its’ tasting weekend Oct. 8-11. Travel our scenic country roads, ablaze in autumn glory from market to market. Take this opportunity to explore the essence of the apple. Apple taste testing is one way to learn the differences in apples including taste, texture and scent. Shop for gift items and crafts and participate in the door prize drawings. Each stop is unique, as is the taste and texture of apples. Discover the flavors, colors, and sizes...apples are as individual as we are! We are thrilled to have three of Wayne County’s finest wineries on the tour. Plan on tasting a variety of wines including some amazing fruit wines. Enter to win prizes along the way. Free gifts and more. Call (800) 527-6510 for map. www.waynecountytourism.com

Harvest Auction

Second Baptist Church in Walworth, 3689 Main Street. An auction of produce, baked goods, gift certificates

Family Fun Apple U-Pick

Morgan’s Farm Market, 3821 Cory Corners Road, Marion. Wagon rides to orchard, u-pick apples, farm related vendors. www.morgansfarmmarket.com

Historic Lyons Harvest Festival

Featuring food and crafts, farmer’s market, harvest themed games for children, pumpkin carving contest, costume parade and Pearl Street Pumpkin Roll. Street dance at 4pm. Lyons Village Square. 10am till ?. www.lyonsmainstreetprogram.org

Pumpkin Walk

Sponsored by Newark Garden Club. Decorated pumpkins light your way through Perkins Park for a lovely walk. Refreshments available. 6pm to 8:30pm. Free!

Keymel Christmas Trees – open on weekends after Thanksgiving. Harvest your own tree. We provide saws and staff. Wagon ride to the trees. Wreaths, kissing balls available. 4836 Walworth-Ontario Road, Walworth. (315) 524-9205. www.christmastreesny.org/keymels

32nd Annual Fall Harvest Antique Show & Sale

50 quality dealers from 8 different counties. Glass and china restoration both days. Antique appraisals on Sunday from Noon to 4pm. Food available. Hours are 10am to 5pm on Sat. and 10am to 4pm on Sun. Williamson High School, Route 21, Williamson.

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Holiday Sale at Spirit Wind Alpaca Farm

Open every weekend through December 19. Featuring a distinctive collection of hand made wearable art, accessories and home designs. The finest batts, roving and yarn. Surround yourself in natural fibers and ensure that what comes close to your skin is pure, healthy and chemical free. 4504 Smith Road, Marion. (315) 926-5427.

www.alpacanation.com/spiritwind.asp.

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ATTACHMENT 3

Wayne County Farmer's Markets

CLYDE

Clyde Farmers' Market

Location: Village Park, Clyde, NY

Time: Thursday, 4:00 p.m.-8 :00 p.m.

Season: May-October

LYONS

Lyons Farmers' Market

Location: Lyons Village Park (Church St.), Lyons, NY

Time: Saturday, 7:30 a.m.-11:00 a.m.

Season: mid-June-October

MACEDON

Macedon Farmers' Market

Location: Macedon Town Hall, 32 Main St., Macedon, NY

Time: Wednesday 4:00 p.m.-7:00 p.m.

Season: July-October

NEWARK

Newark Farmers' Market

Location: Newark Volunteer Fireman's Field, Barker Parkway & West Shore Blvd., Newark, NY

Time: Thursday, 1:30 p.m.-6:00 p.m.

Season: June-October

PALMYRA

Palmyra Farmers' Market

Location: Palmyra Village Park, State Rts. 31 & 21, Palmyra, NY

Time: Saturday, 7:00 a.m.-2:00 p.m.

Season: mid-May-October

SODUS

2010 Sodus Farmers' Market

Wednesdays: 2:30 pm. - 6 p.m.

June 16- October 13

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ATTACHMENT 4

Member	Products offered
Pride of New York	
Alasa Farms Alton, NY 144130185	Farm Tours, Many Varieties of Apples -U-Pick
Amsler & Son, F. R. Macedon, NY 14502	Beets, Cabbage, Carrots, Pickles, Potatoes, Sweet Corn, Tomatoes, Winter Squash, Zucchini & Summer Squash
Apple Shed + Maple Ridge Fruit Farm Newark, NY 14513	24 Varieties of Apples, Strawberries, Sweet Cherries, Christmas Trees, Farm Stand, Nectarines, Peaches
Apple Tree Cottage Herbs Ontario, NY 14519	Dried Herbs & Herb Blends, Spices
Baldwin Richardson Foods Macedon, NY 14502	Website: www.Brfoods.com Call for prices Volume Discounts,
Belle Terre Farm Sodus, NY 14551	Apples, Asparagus, Raspberries, Sweet Cherries, Peaches, Plums, Apples
Bob's Big M -dba of Robert Delf Inc. Wolcott, NY 14590	Apples, Grocery Store - Cheese, Apple Cider, Plainville Turkey Products, Welch's Grape Juice, Heluva Good .
Boekhout Farms Ontario, NY 14519	Hartland, Royalton, Hedelfingenm Regina, Black Gold, Rhubarb
Burnap Fruit Farm Sodus, NY 14551	Apples, Strawberries, Raspberries, Sweet Cherries, Plums, Prunes, Tomatoes
Cahoon Farms, Inc. Wolcott, NY 14590	Several Varieties - Ida Red, Spy, York, Greening, Jonagold, Grannies, Crispin, etc., Cherries
Chicken Thistle Farm Walworth, NY 14568	Vegetables, Broiler Chickens, CSA, Breeder Goats, Meat Goats - Boer
CJ Hill Boar Goat Farm Palmyra, NY 145229337	Breeder Goats, Meat Goats - Boer0, Maple Syrup
Cummings Family Farm Palmyra, NY 14522	Maple Syrup000, Honey Crisp, Maloun, Crispin, Staymen, Golden, Empire, Fortune
D & L Farms Sodus, NY 14551	Honey Crisp, Maloun, Crispin, Staymen, Golden, Empire, Fortune
Datthyn, Kenneth Farms Sodus, NY 14551	Onions
Davies Company, K. M. Williamson, NY 14589	Pears, Apples
Empire Fruit Growers Co- Op, Inc. North Rose, NY 14516	Aceymac, Cortland, Crispin, Empire, Fuji, Gala, Gingergold, Macintosh, Macoun Apples, Jonagold, Red Delicious, Red Rome & Ida Red Apples
Every Young Natural Foods, Inc. / Everyday Gourmet Sodus, NY 14551	Sugarfree Cranberry Almond, Oatmeal Raisin, Oatmeal Chocolate Chip Pecan, Chocolate Chip, Chocolate Cherry Chunk, Sesami Tahini, Muffins - Peanut Butter Chocolate Chip, Blueberry, Chocolate Cherry, Pumpkin
Finger Lakes Organic Growers Co-op. Rose, NY	Certified Organic Vegetables - Summer & Winter Squash, Broccoli, Parsnips, Turnips, Burdock Root, Certified Organic Vegetables - Greens, Peppers, Garlic, Leeks, Onions, Potatoes, Eggplant, Cabbage, Certified Organic Vegetables - Brussel Sprouts, Tomatoes, Cucumbers, & Beets, Certified Organic Herbs, Certified

* denotes a majority of the text is from the 1996 Ag & Farm Existing Conditions Report

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Pride of New York	
Member	Products offered
Fleischer's Bagels, Inc. Macedon, NY 14502	Bagels
Fowler Bros., Inc. Wolcott, NY 14590	All Varieties Of Apples, Sweet Cherries, Cider
Franke's Nursery Marion, NY 14505	Fraser, Balsam, & Concolor Fir
G and S OrchardsWalworth, NY 14568	Zucchini, Tomatoes, Sweet Cherries, Strawberries, Squash, Raspberries, Pumpkins, Peppers, Peas, Pears, Gourds, Gooseberries, Currants, Cucumbers, Blueberries, Blackberries, Beans(Green and Yellow), Apples
Goat Bridge Farm Walworth, NY 14568	Goat Meat - Chevron
Haywood's Fruit Farm Wolcott, NY 14590	Vegetables, Sweet Cherries, Raspberries, Peaches, Cheese & Sour Cream Based Dips
Heluva Good LLC Sodus, NY 14551	Cheese & Sour Cream Based Dips
Hunneybear's Market & Garden Center Stanton, Tim Marion, NY 14505	Farm Stand, Grocery Store
Joyce's Mini Market Sodus, NY 14551	Grocery Store
K M Davies Company Williamson, NY 14589	Apples
Lagoner Farms Williamson, NY 14589	Tomatoes, Sweet, Dark, Strawberries, Several Varieties, Several Varieties, Radishes, Pumpkins - Jack-o-lantern & Ornamental, Lettuce, Cauliflower, Butternut, Acorn, & Ornamental, Broccoli, Bartlett, Bosc, All Varieties
Long Acre Farms, LLC Macedon, NY 14502	Pumpkins, Kettle Corn, Indian Corn, Gourds, Farm Stand, Cornfield Maze, Cider Donuts, Winter Varieties, Sweet Corn
Maier's Mud Acres Macedon, NY 14502	Many Varieties, Fudge, Tomatoes, Peppers
MANTRA LLC. Williamson, NY 14589	
Mason's Farm Market Williamson, NY 14589	Swiss Chard, Summer & Winter Squash - Many Varieties, Strawberries, Spinach, Several Types of Apples, Rhubarb, Regular, Heirloom, Grape, & Cherry Tomatoes, Radishes, Prunes, Plums, Peas, Peaches, Onions, Honeydew Melons, Green, Red, & Savoy Cabbage, Green Bell, Red, Yellow, & Many Varieties of Hot Peppers, Gourds, Dill & Other Herbs, Cucumbers, Cherries, Cauliflower, Carrots, Broccoli, Black, White, Chinese, Neon, Italian, Etc. Eggplant, Bi-Color, White, & Yellow Sweet Corn, Beets, Beans, Apricots, All Types of Pears
McClinton Family Farm Marion, NY 14505	Beef Cattle - Angus
Mike's Grenades Walworth, NY 14568	Garlic Dill, Bread & Butter
Mills Fruit Farm Wolcott, NY 14590	Sweet Cheeries, Tart Cheeries, Sugar,, Peaches, Many Varieties, Blueberries, Black, Red, Yellow
Morgan Farms, LLC. Marion, NY 14505	Tart Cherries, Strawberries, Peaches, Multiple Varieties of Apples
North Country Apple	Macs, Red & Yellow Del., Macouns, Empires, Ida Reds, Smoothies, Jersey Macs, Inc.

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Pride of New York Member	Products offered
Orchard View Country Market N. Rose, NY 14516	Apple Wine, Apples All Varieties
Organic Matters Farm Lyons, NY 14489	Winter Squash - Butternut, Acorn, Cup Acorn, etc., White & Red Radishes, Water Melons, Sweet & Hot Peppers, Slicing & Paste Tomatoes, Shelly & Snap Peas, Scallions, Shallots, & More Varieties of Onions, Red & Yellow Potatoes, Pears, Many Different Herbs, Lettuce, Chard, Kale, & Asian Greens, Apples, Cantaloupe, Black & Purple Eggplant, Beans, Asparagus, Apples, Tomatoes, Syrup, Sugar, Cream, Butter, Fudge, Pumpkins, Organic Vegetables, Organic Herbs, Organic Flowers, Organic
Para-Deys Acres Maple Syrup Macedon, NY 14502	Tomatoes, Syrup, Sugar, Cream, Butter, Fudge, Pumpkins
Peacework Organic Farm Newark, NY 14513	Organic Vegetables, Organic Herbs, Organic Flowers, Organic
Rockland Orchards North Rose, NY 14516	Liberty
Shadow Hill Landscape Ontario, NY 14519	Maple Syrup
Spirit Wind Farm Marion, NY 14505	Alpacas & Products
Spring Valley Greenhouse Walworth, NY 145680552	Poinsettias, Perennials - 1000 Varieties, Other Vines - Honeysuckle, Campsis, , Bittersweet, & Silverlace, Clematis Vines - 100 Varieties, Bedding Plants - Annuals & Inc. Vegetable,
Superior Growers Ontario, NY 14519	12 oz. Single Serve, 32 oz. Quart, 1/2 Gal., Gal., 4 oz. Apple, 6 oz, Fresh Frozen;, ALL PRODUCTS ARE PASTEURIZED., Also available in Raspberry.
Thorpe Vineyard, Inc. Wolcott, NY 14590	Grape Wines -Dry to Sweet, Reds, Whites, Blush & Rose Caal for list,
Tomato Nut Hut Macedon, NY 14502	Tomatoes
Triple Tower Ranch Clyde, NY 14433	Heifers, Angus
U.S. Grown LLC Williamson, NY14589	Green Slices- Canned, Sliced Fancy - Canned Apples, Green Slicee - Canned, Sliced Fancy - Canned, Sliced Halves - Canned, , Sweet Peas - Canned, Tomato Products - Canned, Whole Kernel - Canned
Van Fleet Orchards, LLC Wolcott, NY 14590	Apples,
Vercruysse & Son Fairport, NY 14450	Beans, Beets, Broccoli, Cabbage, Carrots, Cucumbers, Eggplant, Cilantro & Arugula, Leeks, Green Leaf, Red Leaf, Romano, & Boston Lettuce, Green Onions, Sweet, Dark, Spinach, Winter Squash, Zucchini Squash, Yellow Squash, Swiss , E. Chard, Tomatoes, Peaches, Potatoes, Peas, Parsnips, Sweet Corn

ATTACHMENT 5

[To see the pick-your-own farms and orchards for western New York state, click here or scroll down the page](#)

[Back to the main NY page with the map](#)

[Long Island \(Nassau, Suffolk, Bronx, Queens, Kings counties\)](#)

[SE New York](#)

[Central New York](#)

[Northern \(upstate\) New York](#)

Western New York - you are here - scroll down the page!

[Click here for crop availability / harvest / ripening dates for crops in NY.](#)

[To find pumpkin patches, corn mazes and other Halloween activities, click here.](#)

[To find choose and cut-your-own Christmas tree farms, click here.](#)

This page provides a detailed list of western New York's pick- your- own (PYO, U-pick, pick-it-yourself) farms for everything from apples, berries, fruit, pumpkins, vegetables to cut-you-own Christmas trees! I'm always looking for [suggestions of more farms and events to add](#) and [feedback](#) about any you have visited, so if you encounter any, just click on the preceding link, as appropriate! And if you have a farm and want to [add it or correct the information](#), please click on the link to "add my farm".

We also have our own free and [simple, step-by-step, illustrated instructions on canning, freezing and drying](#) many fruits and vegetables, such as [how to make jam](#), [apple butter](#), [applesauce](#), [spaghetti sauce](#), [salsa](#), [pickles](#), [ketchup](#) or [freezing corn](#) . If you are looking for [Canners, mixes, jars, pectin and other canning supplies at the best prices anywhere!](#)

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U-Pick Farms and Orchards, sorted by county

Wayne County

Abrams Fruit Farm - U Pick Apples

Box 63, Alton NY, 14413. Phone: 315-483-9271

[Alasa Farms, Inc.](#) - U Pick Apples

6450 Shaker Road, Alton NY, 14413-0185. Phone: 315-483-6321.

E-mail: gmangan@aol.com

Appledale Orchards - U Pick Apples

6018 State Route 3, Mexico NY, 13114. Phone: 315-963-3628.

Cider, too!

[Burnap Fruit Farm](#) - strawberries, cherries, raspberries, apples, pumpkins

7109 Lake Road, Sodus, NY 14551. Phone: 315-483-4050. Email:

BURNAPSFARM@aol.com. Directions: [Click here for directions.](#)

Open: daily 9 am to 6 pm from Memorial Day to Halloween.

[Circle B Organic Farms](#) - **Certified Organic**, apples, pumpkins, raspberries (Spring, red), raspberries (Autumn, red), raspberries (Spring, yellow), raspberries (Autumn, yellow), raspberries (Spring, black), Honey from hives on the farm, Fresh eggs, Cider mill (fresh apple cider made on the premises), farm animals

4256 State Route 14, Lyons, NY 14489. Phone: 315-946-1262.

Email: circleborgonics@gmail.com. Open: Monday to Sunday, from 8 am to 8 pm. Directions: From Rochester, take Route 104, east to State Route 14. Turn right on to Route 14 and drive 3 and 3/10 miles south to farm on left. From NYS Thruway, take exit 42 (Geneva/Lyons) and turn left on to State Route 14. Travel through the village of Lyons and approximately 7 miles from village the farm is on right. [Click here for a map and directions.](#)

We are certified organic for all crops! Payment: Cash, Check.

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Certified organic with NOFA-NY since 2006. Current availability for crops is located on our website, [Circle B Organics](#). (UPDATED: September 16, 2010) (Suggested by a visitor, ADDED: August 19, 2009)

[G and S Orchards](#) - apples, blackberries, blueberries, cherries, currants (red and black), gooseberries, other berries, pumpkins, raspberries, strawberries,
825 Atlantic Avenue (Route 286) 1 mile East of Penfield Town Line, Walworth, NY 14568. Phone: 315-524-3823. Fax: 315-524-3823. Email: gcraft@rochester.rr.com. Directions: From NYS Route 590, take Exit 7, proceed East on Atlantic Avenue (Route 286) exactly 10 miles. Farm is on the North East corner at the intersection of Atlantic Avenue (Route 286) and Lincoln Road Just 15 minutes from Downtown Rochester. [Click here for a map and directions](#). Crops are usually available in June, July, August, September, October, November. Open: You Pick Daily: weather permitting or call for times, changes with each crop; Farm Stand: Monday to Friday from 8:30am to 6:30pm, Saturday and Sunday from 8:00am to 6:00pm; June thru November with picked seasonal fruits and vegetables. Apples: September 20 to November 2, Blackberries: September 20 to October 12, Black Raspberries: July 12 to August 3, Sweet Cherries: June 28 to August 24, Currants: July 5 to August 3, Gooseberries: July 5 to August 3, Pumpkins: September 27 to October 31, Purple Raspberries: July 12 to August 10, Red Raspberries: June 28 to July 27, Strawberries: June 14 to July 13. Payment: Cash, Check. CSA shares also available and Sales on Saturdays at Fairport Farmers Market (June thru November). Our "High Quality, High Taste Produce" is grown using Good Agricultural Practices and Integrated Pest Management Methods. (UPDATED: April 17, 2008)

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A visitor writes on July 05, 2009: "Loved the orchard and the people. We arrived later in the day - just before they were going to close, and they didn't rush us to finish. Better than most of the other orchards around.

Huron Harvest - follows organic methods, raspberries, 5669 Fifth Road, North Rose, NY 14516 Email: rpatchen@wflboces.org. Directions: .3 mile north of State Route 104 Open: July and August, on Saturday and Sunday 10am to 5pm. Open for Christmas Trees Thanksgiving until Christmas Eve. We follow organic methods, but are not yet certified. Payment: Cash, only. All organically grown trees. (UPDATED: September 13, 2010)

[Lagoner Farms](#) - Apples, strawberries, pumpkin patch- already gathered from the field, straw or hay bale maze, and pre-picked produce, gift shop, snacks and refreshment stand, restrooms, picnic area, tractor-pulled hay rides, wagon rides 6895 Lake Avenue, Williamson, NY 14589. Phone: 315-589-4899. Fax: 315-589-9534. Email us at: mlagoner@rochester.rr.com. Directions: 25 miles East of Rochester on State Route 104. 1 Mile North of Route 104 at the intersection of Route 21. And for a map to our farm, [click here](#). Crops are usually available all year. Open: Summer Hours: Monday to Saturday, 9am to 9 pm and Sunday 11am to 9pm. Hours change in the Fall and Winter. 9-6 Monday to Sat, Sun. 10 - 6. Payment: Cash, Check, Visa/MasterCard, Discover, AmEx. Our nearly 100 year old farming operation grows a full line of fruits and vegetables. We feature a full service floral shoppe with expert floral design for all occasions. We also feature a full lunch menu with indoor and outdoor seating available. Fun for the kids!!

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November, 2010

Maple Ridge Fruit Farm - strawberries, apples
3391 Fairville-Maple Rdge Road, Newark, NY. Phone: 351-331-6294.

[Noto Fruit Farm](#) - U Pick Apples, cherries, **ORGANIC**, blueberries, apple cider
7539 E. Townline Road, Williamson NY, 14589. Phone: 315-589-8703. E-mail: notofruitfarm@aol.com or info@notofruitfarm.com.
For directions on how to get us, [click here](#). We currently have 6 varieties of organically grown highbush blueberries; Bluejay, Bluecrop, Elliott, Patriot, Burkley, and Bluetta. The picking season usually starts about July 4th, with Bluetta and Patriot being the first to ripen. The picking season peaks about July 25th when all varieties are available and extends to about August 10th with the later varieties. We currently have several varieties of both light and dark sweet cherries including Bing, Emperor Francis, Hedelfingen, Hudson, Napoleon and, Schmidt. Our U-Pick sweet cherry season starts in early July and tart cherries usually start to ripen in mid-July. Cherry harvest is almost always completed by August 1st, when the peach season starts.

Orbaker Fruit Farm - U Pick Apples
3451 Lake Road, Williamson NY, 14589. Phone: 315-589-2036. E-mail: aco2apple@aol.com.

Wager's Country Apple - cherries, peaches, apples
7047 State Route 104A, Red Creek, NY 13143. Phone: 315-754-6491.

Wilbert Fruit Farm - strawberries, sweet cherries, sour cherries
4418 Ontario Center Road, Walworth, NY 14568. Phone: 315-986-1382. Open: U-Pick on Monday to Friday from 8 am to 5 pm; call for Saturday hours. The 2009 prices for sour cherries are \$1.00 lb and sweet are \$1.50 lb.

WAYNE COUNTY AGRICULTURAL AND FARMLAND PROTECTION PLAN
SURVEY OF EXISTING CONDITIONS
November, 2010

A visitor writes on July 24, 2009: "This week I picked sour cherries at the Wilbert farm....at 1.25 per pound from the ground
corner of Atlantic and Route 350"

Farmer's Markets, Farm Stands and Roadside Stands, Etc. (NOT pick-your-own, unless they are also listed above)

Wayne County

[Circle B Organic Farms](#) - **Certified Organic**, all produce is certified organically grown, Indoor market, Fresh local eggs, apples, asparagus, beans, beets, broccoli, carrots, cucumbers, grapes, herbs/spices, melons, onions, pears, peppers, pumpkins, raspberries (Spring, black), rhubarb, summer squash, winter squash, tomatoes, other vegetables, Honey from hives on the farm, Fresh eggs, Cider mill (fresh apple cider made on the premises), farm animals
4256 State Route 14, Lyons, NY 14489. Phone: 315-946-1262.
Email: circleborganics@gmail.com. Open: Monday to Sunday, from 8 am to 8 pm. Directions: From Rochester, take Route 104, east to State Route 14. Turn right on to Route 14 and drive 3 and 3/10 miles south to farm on left. From NYS Thruway, take exit 42 (Geneva/Lyons) and turn left on to State Route 14. Travel through the village of Lyons and approximately 7 miles from village the farm is on right. [Click here for a map and directions.](#)
We are certified organic for all crops! Payment: Cash, Check. Certified organic with NOFA-NY since 2006. Current availability for crops is located on our website, circleborganics.com. Lettuce, swiss chard, collard greens, cauliflower, fava beans. (UPDATED: September 16, 2010)

WAYNE COUNTY AGRICULTURAL AND FARMLAND PROTECTION PLAN
SURVEY OF EXISTING CONDITIONS
November, 2010

Local Honey Sources:

Wayne County

[Circle B Organic Farms](#) - **Certified Organic**, Honey (retail), Buckwheat honey, Clover honey, Wildflower honey, Comb honey, Crystallized honey, Raw honeys, Strained honey, Ultrafiltered honey, Whipped honey, Honey from hives on the farm, Fresh eggs, Cider mill (fresh apple cider made on the premises), farm animals 4256 State Route 14, Lyons, NY 14489. Phone: 315-946-1262. Email: circleborgamics@gmail.com. Open: Monday to Sunday, from 8 am to 8 pm. Directions: From Rochester, take Route 104, east to State Route 14. Turn right on to Route 14 and drive 3 and 3/10 miles south to farm on left. From NYS Thruway, take exit 42 (Geneva/Lyons) and turn left on to State Route 14. Travel through the village of Lyons and approximately 7 miles from village the farm is on right. [Click here for a map and directions.](#) We are certified organic for all crops! Payment: Cash, Check. Certified organic with NOFA-NY since 2006. Current availability for crops is located on our website, circleborgamics.com. (UPDATED: September 16, 2010)

Meats, Milk and Eggs:

Wayne County

[Circle B Organic Farms](#) - **Certified Organic**, Chicken (free range), Beef, USDA Natural, No hormones used, No antibiotics used, 100% Grass fed (includes finishing), Eggs (free range), Farm market with fruits and vegetables, Hiking trails, Within an easy drive to an Interstate road, Farm/ranch tours for visitors, children welcome, No pets please, Honey from hives on the farm, Fresh eggs, Cider mill (fresh apple cider made on the premises),

WAYNE COUNTY AGRICULTURAL AND FARMLAND PROTECTION PLAN
SURVEY OF EXISTING CONDITIONS
November, 2010

farm animals

4256 State Route 14, Lyons, NY 14489. Phone: 315-946-1262.

Email: circleorganics@gmail.com. Open: Monday to Sunday, from 8 am to 8 pm. Directions: From Rochester, take Route 104, east to State Route 14. Turn right on to Route 14 and drive 3 and 3/10 miles south to farm on left. From NYS Thruway, take exit 42 (Geneva/Lyons) and turn left on to State Route 14. Travel through the village of Lyons and approximately 7 miles from village the farm is on right. [Click here for a map and directions.](#)

We are certified organic for all crops! Payment: Cash, Check.

Certified organic with NOFA-NY since 2006. Current availability for crops is located on our website, circleorganics.com.

(UPDATED: September 16, 2010)

This page was updated on 10-Oct-2010



WAYNE COUNTY
AGRICULTURAL DEVELOPMENT BOARD

ATTACHMENT 6

You are cordially invited to attend a BREAKFAST and TOUR focusing on
:

“Fifteen Generations of Agriculture-then and now”

Friday, September 24, 2010 8:00 AM

(doors open at 7:45)

Please RSVP by September 21, 2010 to:
Cornell Cooperative Extension, 315-331-8415
so that we can have adequate room for breakfast.

Sponsored by:

Agricultural Development Board of Wayne County

Cornell Cooperative Extension Wayne County

Farm Bureau of Wayne County

Wayne County Soil & Water Conservation District

Breakfast will start at 8:00 AM at:

**Cornell Cooperative Extension Wayne County
1581 Rte 88N, Newark**

**At 9:00 AM you will be transported for a tour of agricultural businesses,
returning to the office by 12:30 PM**

Tour stops-

- **Mason Farms (Paul and Doug Mason), Williamson**
- **Young Sommer Winery (Herman and Wilma Young), Williamson**
- **Orbaker Farms (Gary and Andy Orbaker), Williamson**



**WAYNE COUNTY
AGRICULTURAL DEVELOPMENT BOARD**

The Agricultural Development Board of Wayne County
Invites you to a morning of sharing and learning:

“Fifteen Generations of Agriculture-then and now”

8:00 AM Breakfast, CCE Wayne County, 1581 Rte 88N, Newark

Taste local products as you mingle with members of county and town government and local farm owners.

Sponsors: Cornell Cooperative Extension of Wayne County
Farm Bureau of Wayne County

8:30 AM Comments and Introductions

Beth Claypoole, Executive Director, Cornell Cooperative Extension and
Elizabeth A. Henderson, Chair, Ag Development Board Wayne County

8:40 AM Guest Speaker: Hal Kreher, Wayne County Eggs

9:00 AM Board bus and leave for Mason Farms and Farm Market, Williamson

Sponsors: Wayne County Planning Department and Wayne Area Transportation Services

9:20 AM Arrive at Farm

Mason Farms was established in 1810 by Joseph Mason and his son, John. In 2010 owners Paul Mason (6th generation) and his son, Doug (7th generation) will mark 200 years of farming in the Williamson township. Today's farm consists of approximately 400+ acres of vegetables and 200+ acres of fruit, with 60 different seasonal crops plus many varieties of those crops. The Masons believe in using improved and responsible farming practices and take pride in offering only the finest seasonal New York State homegrown produce as a New York State Century Farm.

10:00 AM Board bus and travel to Young Sommer Winery, Williamson

10:10 AM Arrive Y.S. Winery

Wilma and Herm have spent more than 20 years developing their fresh fruit production which is the key to successful fruit wine-making. Wilma, born in Germany, comes from a long heritage of Rhine River Valley vintners including Fredrich Anton Sommer. Herman, a 4th generation fruit farmer, has been growing more than 20 varieties of apples, cherries, peaches, plums and pears nearly all his life. His home-made wines were awarded gold and bronze medals at the New York State Fair wine competitions. Eventually, experiments with increased batch sizes, apple varieties, fruit blends and grape wine with fruit infusions led to the decision of operating a Farm Winery.

10:50 AM Board bus to travel to Orbaker's Fruit Farm, Williamson

11:00 AM Arrive at Farm

Founded in 1889, and an official New York State Century Farm, Orbaker's Fruit Farm has evolved from a small general farm to tomatoes for canning and cabbages and eventually to apples, peaches, sweet and tart cherries. Over the generations, the farm grew- from 37 to 214 acres. Today, 4th generation brothers Andy and Gary run the farm. Gary manages all aspects of growing, pruning and harvesting while Andy takes care of the labor, marketing, sales, processing, packaging and storage for the farm operation.

11:40 AM Board Bus to return to the Cornell Cooperative Extension Center

12:10 PM Arrive at Cornell Cooperative Extension

Please RSVP by September 21, 2010 to:
Cornell Cooperative Extension, 315-331-8415

Apple Tasting Tour Challenge

Visit participating tour merchants and be eligible for a **Gift Basket Giveaway!**

Collect a stamp at each location!

1st Prize
Collect 12 to be eligible to win a \$175 basket

2nd Prize
Collect 10 to be eligible to win a \$125 basket

3rd Prize
Collect 8 to be eligible to win a \$75 basket

4th Prize
Collect less than 7 to be eligible to win a \$50 basket

▶ ▶ ▶ ▶

Have the form stamped at each market before October 31, 2010.

Mail completed form to:
Wayne County Tourism
9 Pearl Street, Suite 3
Lyons, NY 14489

***Must be postmarked by November 6, 2010.**

Winners will be notified by telephone.
Baskets will be available for pick up at:
Lagoner Farms
6895 Lake Avenue, Williamson
(315) 589-4899















A Taste of Wayne County 13th Annual Apple Tasting T O U R




Tour Challenge
October 1 - 31, 2010
Basket Giveaway – Collect stamps at each stop.
See the challenge form inside!

Tasting Weekend
October 8 - 11, 2010
Each stop is unique. Apple tastings, food samples, door prizes, special events and lots of fun!



1	 Grandview Farm Market 1040 Canandaigua Road, Macedon (315) 986-2651 www.grandviewfarmny.com		 Long Acre Farms & JD Wine Cellars 1342 Eddy Road, Macedon (315) 988-4202 www.longacrefarms.com
3	 Mason Farms & Farm Market 3135 Ridge Road, Williamson (315) 589-4175 www.masonfarmny.com		 Lagoner Farms 6895 Lake Avenue, Williamson (315) 589-4899 www.lagonerfarms.com
5	 Young Sommer Winery 4267 Jersey Road, Williamson (315) 589-8861 www.yswinery.com		 Orbakers Fruit Farm 3451 Lake Road, Williamson (315) 589-2036
7	 Burnap's Farm Market & Garden Cafe 7277 Maple Avenue, Sodius (315) 483-4050 www.burnapfarm.com		 Heluva Good Cheese Country Store 6152 Barclay Road, Sodius (315) 483-2223 www.heluvagood.com
9	 Cracker Box Palace/Alasa Farms 6450 Shaker Road, Alton (315) 483-2493 www.crackerboxpalace.org		 Orchard View Country Market 10006 Ridge Road, North Rose (315) 587-2245 www.orchardview.com
11	 Thorpe Vineyard on the Ridge 10006 Ridge Road, North Rose (315) 594-2502 www.thorpevineyard.com located on the grounds of Orchard View Country Market		 "The Strand" and "The Kitchen" at Mills Fruit Farm 10979 Ridge Road, Wolcott (315) 594-2200 www.millsfruitfarm.com
13	 Apple Shed 3391 Fairville-Maple Ridge Road, Newark (315) 331-6294 www.applished.com		 Morgan's Farm Market 3821 Cory Corners Road, Marion (315) 926-0910 www.morgansfarmmarket.com

The Apple Tasting Tour Challenge Form

LEGEND:  Food Service Daily  Food Service – Weekends Only  Ice Cream  Wine



Apple taste testing is one way to learn the differences in apples including taste, texture and scent.

Drive yourself from market to market and taste the different varieties and take the "Apple Taste Test".

Enjoy apples, baked goods, cider, fresh produce, door prize drawings and more!

For a detailed map which includes participant's hours of operation, please visit www.communitywalk.com/WCAAppleTour

**Have a wonderful time
exploring our hidden treasures!**

Wayne County Tourism
9 Pearl Street, Suite 3
Lyons, NY 14489
800-527-6510
www.waynecountytourism.com

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APPLE BLACKBERRY SORBET

No ice cream maker is needed to make this flavorful sorbet.

- 2 pounds fresh blackberries (including pieces)
- 1 1/2 cups water
- 1/2 cup light corn syrup
- 1/2 cup sugar
- 1/2 cup ice cream powder

Preparation

Combine apples, blackberries and water in heavy large pot or Dutch oven. Bring to boil over medium-high heat. Cover, reduce heat to medium and simmer until fruit is tender, about 20 minutes. Transfer to sieve set over large bowl. Press to force through as much fruit and pulp as possible. Discard solids in sieve. Return puree to same pot. Add sugar and corn syrup. Stir over low heat until sugar dissolves. Spoon puree into 13x9x2-inch glass dish. Freeze until almost solid, about 1 hour. Break up frozen puree into chunks. Place in processor, puree. Return to same dish, cover and freeze until firm enough to hold shape in spoon, at least 1 hour.

Recipe brought to you by
The Culinary Center at Vella
237 Pittsford-Palmyra Road, Vella Plaza
Macedon, N.Y. 14502
www.vellaculinarycenter.com

The Culinary Center at Vella offers personalized and inspirational small group, hands-on culinary classes and private cooking parties led by special guest chefs from some of the Rochester area's finest restaurants. A total of 10 students per class, the chef will pair students and guide them in creating a particular dish. The evening is capped with enjoying the meal that was prepared by all. Come away with a sense of accomplishment and confidence along with the recipes to recreate dishes for your friends and family at home using the skills and techniques learned.

WAYNE COUNTY APPLE TASTING TOUR CHALLENGE MARKETS

Please see other side for addresses and phone numbers of the markets below.

1 Grandview Farm Market

www.grandviewfarmny.com
Come and visit Grandview Farm in Macedon. Family owned and operated farm market offering homegrown fresh fruits and vegetables and flowers in season. Be sure to try our free samples and learn about many apple varieties. Our friendly farm animals would love to meet you! We are open from 10:30am to 6 pm during the Apple Tasting Tour weekend. We look forward to seeing you soon.

2 Long Acre Farms & JD Wine Cellars

www.longacrefarms.com
One Location - Twice the Fun! Long Acre Farms features a Farm Market & Ice Cream Shop along with great family activities - Amazing Maize Maze, Jumping Pillow, Corn Cannon, Hay Rides, Friendly Goats and more. JD Wine Cellars at the same location features a tasting room with a wonderful assortment of Red, White and Fruit Wines. Come for the Wine and Stay for the Experience - you won't be disappointed.

3 Mason Farms & Farm Market

www.masonfarmny.com
Celebrating 200 years of family farming in 2010! Open in May with offerings from our greenhouses. Annuals, perennials, hanging baskets, vegetable & herb plants plus local artist's crafts and unique garden accessories. Our own homegrown produce starts late June. We offer everything from "a to z" and are IPM and organic certified. Know where your food comes from!

4 Lagoner Farm Market

www.lagonerfarms.com
A full service farm market open year round, offering a wide variety of homegrown fruits and vegetables. Also serving lunches daily along with fresh baked goods, farm-made jams and farm-made fudge. Pick your own apples and pumpkins on weekends during the fall. Enjoy our family fun activities at our "Pumpkintown". Don't forget to try our famous Apple Dumplings!

5 Young Summer Winery

www.ywswinery.com
At Young Summer Winery we specialize in award winning Grape and Fruit wines that truly embody the unique climate that clings to the Lake Ontario Shoreline. The winery located just 1 mile south of Pultneyville, New York is nestled in the center of our fruit farm overlook-

ing our orchards and expanding vineyards. We know that you find our wines full of charm and character and it will be easy to see when asked if you would like a second glass of Young Summer Wine you'll easily reply "Y S".

6 Orbakers Fruit Farm

Our farm stand, located on the Seaway Trail, features home grown apples and locally grown produce. You may pick the apples off the tree, out of a bin, or choose from a selection we have ready to purchase.

7 Burnap's Farm Market & Garden Cafe

www.burnapsfarm.com
Burnap's Farm Market is "more" than a farm market. We are situated along beautiful Lake Ontario and the "Garden Cafe" serves lunch daily, fresh baked goods are available from our in house bakery and the market has fresh fruit & veggies plus so much "more". Stop by and experience all we have to offer.

8 Heluva Good Cheese Country Store

www.heluvagood.com
Come take a step back in time. When you visit our Country Store you will find a full line of Heluva® Good! products and specialty cheeses. You can choose from our pre-packaged items or have your favorite cheese cut for you off the block. Our store shelves and eye-catching displays are also filled with gourmet foods and unique gifts. We welcome your visit.

9 Cracker Box Palace/Aiassa Farm

www.crackerboxpalace.org
Overlooking Sodus Bay, the farm was formerly a historic Shaker community that was home to 150 people in the early 1800's; now it's the home of 180+ farm animals that offers farm animal shelter visits and U-Pick apples. Cracker Box Palace is a unique place in Wayne County where farm animals of every kind can come to recover. Bring your friends and family to the farm to pick many varieties of the freshest apples around, including Honey Crisps. Hayrides to the orchards, dwarf apple trees for easy picking, a view of beautiful Sodus Bay - all combined to make this a special Fall Harvest attraction.

10 Orchard View Country Market

www.orchardview.com
Come visit us at Orchard View Country Market, a great stop during the harvest season. We carry a full range of fall fruits and vegetables including pumpkins, apples, squash, gourds & Indian corn. Our market

offers home-baked goods, specialty food items, Amish-made indoor and outdoor furniture, crafts and gifts items. The Sticker Corner features the Finger Lakes region's largest selection of stickers and children's books.

11 Thorpe Vineyard on the Ridge

www.thorpevineyard.com
Thorpe Vineyard, the Little Winery on the Great Lake, is a boutique winery producing award winning wines from the home grown grapes of Wayne County for over 20 years. Come visit our new satellite store, on the Ridge, located on the grounds of Orchard View Country Market to double the fun!

12 "The Stand" & "The Kitchen" at Millis Fruit Farm

www.millsfruitfarm.com
Family-owned for over 75 years! We offer fresh fruit and vegetables in season, home-made baked goods, salsa & preserves. We also have unique gifts and decorative items including handcrafted wood and all natural hand and woven baskets. You won't have any trouble finding the perfect gift. Our 50's style diner serves breakfast lunch & dinner. Old fashion Milk Shakes, Ice Cream and Custard.

13 Apple Shed

www.theappleshed.com
Our family has been growing the best quality fruit and vegetables since 1907. With more than 20 varieties of apples picked at their peak for the best flavor, you are sure to find one to your liking! Our old-fashioned sweet cider can't be beat; we have been blending fresh tree-picked apples for more than 30 years to make the sweetest cider. Fall is full of family fun at The Apple Shed, with a playground, petting zoo, corn slide, weekend hayrides and other seasonal activities... don't forget our huge selection of country and primitive craft items or our mouth-watering, fresh doughnuts, cookies and pies!

14 Morgan's Farm Market

www.morgansfarmmarket.com
At Morgan Farms we specialize in good old fashioned freshness, service and quality. Our 2nd generation family fruit farm specializes in the highest quality produce including Honey Crisp and Autumn Crisp apples. Plan on taking home some delicious local produce or enjoy a fun afternoon selecting your own U-Pick fruit in season. We offer our customers a quaint roadside farm stand. So take the short drive to Marion, NY and enjoy a retreat to the good things in life.

