





- 1. 35 questions
- 2. Basic farms stats, local economy, other local benefits, agriculture heritage, farm stewardship, and effectiveness of state and federal programs.
- 3. Sent to 100 MA dairy farms with follow up reminders and phone calls (37 mailed, 63 mailed)
- 4. 46 respondents (3 were blank)
- ∴ Statistically valid

3

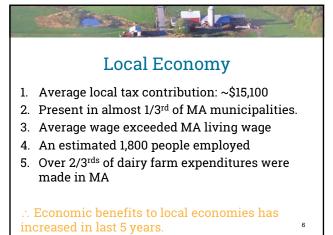


Was the survey representative of MA Dairy farms?

- 1. Survey farm herd sizes similar to 2012 Census of Agriculture
- Regional distribution (E, C, W) of survey farms matched the distribution of MDPB mailing list
- 3. Survey farm milk sales (\$\$) similar to 2012 Census of Agriculture
- \therefore Statistically was representative of MA dairy farms

4







Benefits to Communities

- 1. 44% of farms conduct direct sales of local food products
- 2. 91% allow some public access to farm
- 3. 82% apply good neighbor practices to support good neighbor relations
- 4. 64% volunteer in the community

.. Other benefits to local communities was high, has increased over last 5 years, and exceeded national averages



Agriculture Heritage & Conservation

- 91% use practices that increase scenic appeal of farm
- 2. 81% of farms have successional plans (an increase)
- 3. 97% of farms participate in farmland conservation programs

∴ Heritage stewardship was high, stable in last 5 years, and exceeded national averages

8



1. 90% of farmers used BMPs to water quality

- 2. 80% of farmers used BMPs to protect soil
- 3. 70% of farmers managed at least some of their land for wildlife
- 4. Farmers manage 35% of their lands for wildlife
- 5. Acres managed for wildlife increased from 11,500 acres in 2010 to 17,700 acres in 2015

∴ Environmental stewardship has increased in last 5 years and exceeded national averages



MA Dairy Promotion Board satisfaction

- 67% satisfied or very satisfied with the level of communication from the MDPB to dairy farmers
- 2. 67% satisfied or very satisfied with the efforts of MDPB to promote MA dairy products to consumers
- Phones calls: dissatisfaction about raw milk promotion and not enough focus on selling milk

: Satisfaction was high but some variation

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MA Dairy Farmer Tax Credit

- 97%: MA Dairy Farmer Tax Credit important for economic viability of dairy farms
- 2. 51% used their tax credit to pay operating costs.
- 3. Decline in dairy farm numbers fell after MDFTC
 - -5.3% from 2003-2008
 - -2.5% from 2009-2015
- 4. Decline not statistically significant
- 5. CT and MA saw smallest recent dairy declines in region

∴The MA Dairy Farmer Tax Credit was important to dairy farm economic viability

Other State & Federal Dairy Assistance

Programs

- 90% enrolled in ≥ 1 of 21 state and federal assistance programs
- MA Taxation Law and the MA Farm Energy Program rated as important to economic viability
- 3. Other programs had lower enrollment but were rated highly

.. Other state and federal assistance programs play an important role in supporting farm viability

