The COVID-19 pandemic has had a significant impact across the entire agricultural community in New York State. From market disruptions and lower prices to health and safety concerns, the coronavirus and its fallout have left no farm untouched. This unscientific survey conducted by New York Farm Bureau from June 8 to June 17, 2020 highlights the issues farmers are facing in New York State. 531 farmers, employees and agribusiness owners completed the survey.

Q1: To date, how has your business been economically impacted?

Responses: **Very Negative**: 141 (28%)  **Negative**: 188 (37%)  
**Neutral**: 135 (27%)  **Positive**: 24  (5%)  **Very Positive**: 14  (3%)
Q2: Which best describes your existing farm/business situation due to disruption from the COVID-19 crisis?

Specific Business Impacts

- Markets Disrupted: 175 (35%)
- Lost Sales: 210 (43%)
- Cash Flow Issues: 184 (37%)
- Lost Restaurants/Consumers: 92 (19%)
- Transportation/Shipping Challenges: 45 (9%)
- Lack of Supplies or Needed Business Resources: 34 (7%)
- Lack of Labor/Human Resources: 43 (9%)
Q3: Have you had to reduce purchases from local vendors or suppliers?

Responses:
- Yes: 173 (35%)
- No: 260 (53%)
- Will Likely Reduce Future Spending: 61 (12%)
Q4: Briefly Describe any changes you have made on your farm to adapt or cope with COVID-19 and/or economic impact.

- Transitioned to internet direct sales.
  - Suffolk Co., Aquaculture

- With our food service business decimated, we’re concentrating on retail sales, Nourish NY customers and fulfilling USDA produce boxes.
  - Suffolk Co., Vegetable

- Loss of three months of farm income as we entered peak season of our seasonal agritourism business.
  - Wayne Co., Fruit

- Expanding web advertising.
  - Fulton Co., Maple

- We are dairy farmers and had to cut milk production by 15%.
  - Chautauqua Co., Dairy

- Hired a person to develop a COVID plan, monitor employee health and implement sanitation practices daily for vehicles, farm equipment, worker housing and offices.
  - Wayne Co., Fruit

- I can’t sell my wine to visitors, which was 90% of my business. I had to lay off 90% of employees, so nothing is getting done on the farm.
  - Yates Co., Winery

- Doing farm stand business by online order only with curbside customer pick-up.
  - Orange Co., Vegetable

- We put expansion on hold. Looked into more risk management options and added to daily sanitation.
  - Cayuga Co., Dairy
**Q4: Briefly Describe any changes you have made on your farm to adapt or cope with COVID-19 and/or economic impact.**

- **Jefferson Co., Dairy**
  
  We were forced to sell our dairy herd due to lack of market.

- **Suffolk Co., Nursery/Landscape**
  
  Sell more retail and wholesale. Landscaping division has been severely affected.

- **Ontario Co., Dairy**
  
  We have cut production by 12% due to demands of co-op, laid off one full-time employee and cut 5% of hours for other staff. We created more lunch room space and started new cleaning procedures and instilled social distancing rules.

- **Saratoga Co., Equine**
  
  Cut back on feed, tack and equipment purchases.

- **Wyoming Co., Maple**
  
  Maple Syrup production happened before COVID-19 caused shutdowns. Now we are storing product rather than selling it.

- **Oswego Co., Direct Market Vegetable & Fruit**
  
  We had to hire additional workers to meet demand.

- **Orleans Co., Livestock**
  
  Storing more farm products, meats and eggs. Very difficult time getting cattle processed.
Q5: Are there issues in securing personal protection equipment (PPE)?

Access to PPE

- **No Issues**: 363 (75%)
- **Respiratory Protection/Masks**: 73 (15%)
- **Gloves**: 52 (11%)
- **Smocks/Coveralls**: 11 (2%)
- **Eye Protection**: 13 (3%)
- **Hand Sanitizer**: 59 (12%)
**Q6: Do you have employees?**

| Yes: 263 (52%) | No: 238 (48%) |

**Q7: If Yes, have any of your employees been under quarantine due to their own episode of COVID-19 or that of someone they are responsible to care for?**

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<thead>
<tr>
<th>Category</th>
<th>Percentage</th>
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<tbody>
<tr>
<td>No</td>
<td>85%</td>
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<td>High Risk</td>
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<td>Care for Family</td>
<td>1%</td>
</tr>
<tr>
<td>Unknown/Other</td>
<td>4%</td>
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Q8: Do you have a plan in place to train and assist employees to mitigate the spread of COVID-19?

Yes: 219 (84%)  No: 43 (16%)
Q9: Do you know where to access COVID-19 testing?

Yes: 374 (78%)  No: 103 (22%)

Q10: How big of a concern is lack of health care in your area?

Very Concerned: 29 (6%), Somewhat Concerned: 145 (30%), Not Concerned: 231 (48%), Neutral: 80 (17%)
Q11: How big of a concern is your mental health or that of a family member, friend or neighbor?

Mental Health Concerns

- Very concerned: 48 (10%)
- Somewhat Concerned: 172 (36%)
- Not Concerned: 182 (38%)
- Neutral: 80 (17%)
Q12: Do you plan to apply or have applied for federal assistance?
If so, which program(s)?

270 members answered Yes
- Economic Injury Disaster Loan (EIDL): 100 (37%),
- Paycheck Protection Program (PPP): 183 (68%),
- USDA Coronavirus Food Assistance Program (CFAP): 83 (31%),
- Other: 26 (10%)
Farm and Agribusiness
COVID-19 Impact Survey

Demographics of survey:

Farm or Agribusiness Owner/Partner: 430 (91%)

Employee: 33 (7%)

Other: 12 (3%)

Description of farm or business: (check all that apply):

Aquaculture: 22 (5%) Agritourism: 47 (10%)

Ag Retail: 59 (12%) Biofuels: 1 (0%)

Brewery/Cidery/Spirits/Winery: 23 (5%)

Christmas Tree: 14 (3%), Custom Applicator: 6 (1%)

Dairy: 104 (22%), Direct Market: 53 (11%)

Equine: 64 (13%), Equipment Dealer/Sales: 13 (3%)

Feed Dealer: 19 (4%), Forestry/Timber: 13 (3%)

Fruit: 47 (10%), Livestock: 74 (15%)

Maple: 54 (11%), Nursery/Landscape: 27 (6%)

Row Crop: 56 (12%), Specialty Crop: 45 (9%)

Veterinary: 3 (1%), Vegetable: 71 (15%)

Other: 64 (13%)

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