

APPENDIX F: Agriculture and Other Open Land Owners' Meeting PowerPoint, Focus Group Summary, and Survey Results

Farmland & Open Space Landowners Focus Group

July 9, 2007
New Berlin 2020 Comprehensive Plan

Welcome!

- Please mark your property/properties on the map
- Handout

Agenda

- Introduction/Welcome
- Summary of Survey Results
- New Berlin Land Conservancy Presentation – Options for Preserving Your Land
- Discussion Questions
- Wrap up

Why are you here?

- Expand on the survey sent out in March
- Future of farming in New Berlin
- Future use of agriculture and open space land in New Berlin
- Discuss options for preserving your land
- Incorporate findings into the 2020 Comprehensive Plan

Survey Responses

123 surveys mailed representing
155 tracts of agricultural or
undeveloped land over 15 acres in size
57 have been completed/returned

Looking ahead 10 years and thinking about all of the agricultural/open land you own in New Berlin and how the land will be used then, approximately what percent will be used for the following?

- **17** respondents said they would **continue to operate the land themselves**
 - 1 respondent said that they would operate **2%** of the land themselves
 - 1 respondent said that they would operate **50%** of the land themselves
 - **15** respondents said that they would operate **100%** of the land themselves
 - **Results from the 1999 survey were similar, with most respondents also saying that they would operate the land themselves**

Looking ahead 10 years and thinking about all of the agricultural/open land you own in New Berlin and how the land will be used then, approximately what percent will be used for the following?

- 17 respondents said that the land would be **developed** for residential, industrial and commercial uses
 - 1 respondent said that **18.6%** of the land would be developed
 - 1 respondent said that **50%** of the land would be developed
 - 1 respondent said that **60%** of the land would be developed
 - 2 respondents said that **80%** of the land would be developed
 - 9 respondents said that **100%** of the land would be developed
- In 1999, results were similar, with most respondents also saying that they would develop 80% or more of their land

Do you consider farming your main occupation?

- 54 responses to this question
- YES: 9%
- NO: 91%
- In 1999, 62 responses to this question
- YES: 5%
- NO: 95%

What percentage of your household income do you derive from farming?

- 45 responses to this question
- 69% of respondents said they derive **no money** from farming
- 20% of respondents said they derive **10% or less** of their income from farming
- 7% of respondents said they derive **between 11% and 50%** of their income from farming
- 4% of respondents said they derive **more than 50%** of their income from farming
- In 1999, results were similar, with 63 responses and 64% saying that they derive no income from farming

I would like to see my land used for public use (parks, natural areas)

- 44 responses to this statement
- 9% said they would be **very likely** to use their land for this reason
- 5% said they would be **likely** to use their land for this reason
- 20% are **neutral**
- 18% said they would be **unlikely** to use their land for this reason
- 48% said they would be **very unlikely** to use their land for this reason
- In 1999, 40% of respondents said they would be very unlikely to use their land for this reason

I would consider selling the development rights to my land so that agriculture (present use) can continue.

- 41 responses to this statement
- 5% said they would be **very likely** to use their land for this reason
- 7% said they would be **likely** to use their land for this reason
- 17% are **neutral**
- 20% said they would be **unlikely** to use their land for this reason
- 51% said they would be **very unlikely** to use their land for this reason
- In 1999, 40% said they would be very unlikely to use their land for this reason

I would consider donating my land for conservation/recreation purposes.

- 41 responses to this statement
- 2% said they would be **very likely** to use their land for this reason
- 0% said they would be **likely** to use their land for this reason
- 5% are **neutral**
- 20% said they would be **unlikely** to use their land for this reason
- 73% said they would be **very unlikely** to use their land for this reason
- In 1999, 0% said very likely and 67% said they would be very unlikely to preserve their land for this reason

Who is farming the land?

- 39 responses to this question
- 59% rent their land to others
- 31% of the respondents said their land is not being farmed
- In 1999, 10 responses to this question and 100% of the people said they farmed the land themselves

Conservation Options for Private Landowners



Types of Conservation Actions

- Management cost-sharing
- Permanent land-use limits



Want Help with Management?

NRCS pays landowners to undertake conservation management measures

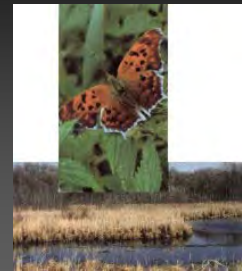
- Stream buffers, Wetland Restoration, etc.

WI Landowner Incentive Program

- Cost-shares for habitat management for T&E species.

US Fish and Wildlife

- Cost-sharing and help managing healthy habitat



What's a Land Trust?

“An organization that as all or part of its mission actively works to conserve land or steward land or easements.”

- Non-profit conservation organizations with 501(c)(3) status
- That purchase or receive donations of land and conservation easements
- Are local, community based groups focusing on regional conservation issues



Permanent Conservation Options

A conservation easement is a legal agreement between a landowner and a qualified "holder" that permanently limits uses of land in order to protect its conservation values.



Conservation Easements

- Must convey public benefit
- Must be held by public entity or charitable organization



Potential financial benefits of CE transactions

- **Sale**- easements can be sold for cash
- **Income tax**- qualifying easements are treated as charitable contributions
- **Estate tax**- CE reduces the market value of the property: some specific estate tax benefits
- **Property tax**- reduction in market value may affect assessment



For More Information

www.gatheringwaters.org
www.waukeshalandconservancy.org



What are Other Communities Doing to Preserve Farm Land/Open Space?

- Town of Dunn – Purchase of Development Rights program
- Growing Power - Growing food for local distribution
- Conservation easements – WDNR

Importance of Protecting Farmland

- Loss of farmland – over 1 billion acres lost ²
- Aging of farmers – 1/3 of farmers and landlords are over 65 ²
- Locally grown food - average American meal travels about 1500 miles to get from farm to plate¹
- Energy Consumption - Growing, processing and delivering the food consumed by a family of four each year requires more than 930 gallons of gasoline or about the same amount used to fuel the family's cars ²

¹ Leopold Center for Sustainable Agriculture, "Food, Fuel and Freeways"

² American Planning Association, "Policy Guide on Community and Regional Food Planning"

Meeting Etiquette

Your input is invaluable!

We are here to learn from you

Please be courteous to each other and let each person have their turn to speak

Handout

Discussion Question #1

If there were incentives available, would you consider preserving your land in open space? What incentives would you consider?

- Payment for development rights
- Continue living on the land
- Easements on a portion

Discussion Question #2

48% of the respondents stated that it is very unlikely that they would like to see their land used for public use (parks, natural areas) and 73% said they would be very unlikely to consider donating their land for conservation/recreation purposes.

What are the reasons you would not like to see your land used for public or conservation purposes?

- Saving land for development
- Continue using your land
- Passing along to heirs

Discussion Question #3

69% of respondents said they earn no money from farming, and an additional 20% said that they derive less than 10% of their income from farming.

What do you think the future of farming is in New Berlin? Is farming viable?

- Yes, current crops are profitable
- Depends on the market and what you are producing

Discussion Question #4

17 respondents indicated their land would be developed for residential, industrial and commercial uses

What specific type of development do you have in mind? Can you give some examples of other developments you think would be appropriate for your land?

- Single family homes
- Condos
- Industrial Development
- Retail

Discussion Question #5

What do you see as the City's role regarding your land?

- Promote development of your land
- Help you preserve your land
- Create area development or neighborhood plans
- Nothing
- Update Zoning Codes (to be more flexible)

Discussion Question #6

What barriers or challenges do you face when considering your future plans for your land?

- The current market
- City regulations
- Current zoning

Discussion Question #7

What do you think should happen to undeveloped land in each specific area?



Meeting Wrap-Up

- Add any additional comments to the handout
- Please remember to mark your parcel(s) on the map

Thank you for attending!!!

AGRICULTURE & OTHER OPEN LAND OWNER'S FOCUS GROUP SUMMARY

JULY 8, 2009

When participants arrived, they were asked to sign in, take a nametag, and place a small dot on a map of the City of New Berlin to indicate where they owned property. The session started with a brief introduction, welcoming the participants, thanking them for their time and establishing a few basic ground rules. Next, a brief presentation was made, using PowerPoint, to highlight selected results from the survey. Complete survey results were also available for attendees to review. Subsequently, Mary Hiebl gave a concise presentation on behalf of the New Berlin Land Conservancy. Ms. Hiebl explained the changing role of farmland and open space in the local area, the state and the country. Furthermore, she explained the goals of her Land Trust and the options that may be possible for people interested in preserving their land. The purpose of her presentation was to make landowners aware of the different options available as they consider how to best use their land. She ended her presentation by fielding a few questions from the participants. In addition to the presentation, she had printed materials that participants and audience members were welcome to review.

Following the introduction and presentations, facilitators posed questions one at a time. While there were pre-selected questions and structure to the meeting, a conversational atmosphere was maintained and all invited participants were encouraged to respond. Before the formal questions were asked, participants introduced themselves and answered the question: "If not farming the land, what is it being used for?" Their responses were:

1. Part use, part lease
2. Rented to someone else
3. Rented to someone else
4. Rented to someone else for farming
5. Christmas trees on part, grass for animal feeding on other part
6. What isn't is being farmed is wooded
7. 100 acre nursery, 20 acres rented to someone else
8. Sell landscape products
9. Farm fields leased out, enjoy the rest as open space
10. Sell landscape products
11. Rented to someone else for farming

12. Rented to someone else for farming
13. Small part rented, large part hay, few animals on pasture

Next, the facilitators asked a series of pre-planned questions. The questions also appeared on a PowerPoint slide to help keep discussion on track. The first question was: "If there were incentives available, would you consider preserving your land for open space? What incentives would you consider?" A summary of the discussion is below.

"It is almost impossible to answer that question unless people know what the incentive is. What is the price? Is it \$500 or \$20,000? Do we have numbers from other communities? E.g. is the Town of Dunn comparable to New Berlin in terms of population and development? I could see this fitting into a rural setting much more readily than in a place like New Berlin."

One facilitator responded that a combination of the appraiser and developer estimates would determine the amount of pay. The State is now finding ways in which they can assist land trusts so the funds will be available.

"And who would be providing that incentive? The City?" (The land conservancy or related party would be the incentive provider)

"We would have no interest in doing that principally because forty years from now it may be an absolute disaster. Our children would wonder why the land was put away so they could not do anything with it. The problem relates to how difficult it is to make money farming. Trying to preserve little pockets of it is unrealistic." (Ms. Jones mentioned CSA and related efforts. City staff asked if anyone has explored these options. No one in the audience responded.)

"There is a contradiction in New Berlin: individuals want to live in the country but then complain about the animals, flies, etc. in existence due to the farmland. This is a hindrance in trying to preserve farmland." (Ms Jones mentioned needing appropriate buffers in the zoning code to ensure this situation is not perpetuated.)

For those that are looking to maintain their farms, there are other people in New Berlin that go out and keep land in good shape. You personally do not have to perform the work, and you can make money on farming. The only stipulation is that you need

hundreds of acres to afford the equipment and associated costs of farming.

Facilitators then moved on to the second question, "What are the reasons you would not like to see your land used for public purposes?" and noted that 48% of survey respondents stated that it would be very unlikely that they would like their land designated for public uses, and 73% said they would be very unlikely to consider donating their land for conservation/recreation purposes. A summary of the responses is below:

"I think a lot of people are not willing to donate just for financial reasons – they cannot give up the value in the property."

"A farmer's pension plan is his land."

"But as a reality, who has \$20,000 to pay for the easement? Is it a real option? (Ms. Hiebl explained that yes, the WI Stewardship Fund has provided funds in the past) If your organization could work with the planning department to determine what groups are paying per acre for farmland. Then we could determine if it is a viable option." (One attendee pointed to Journal Sentinel article included in the meeting materials on the prices paid for farmland, Ms. Jones pointed to PDR as another option)

"I think the reason that farmers might generally not want to apply their land for conservation purposes because they look upon their land as a potential retirement fund. But the land conservancy will help the property owner look for sources to make conservation work. Property owners need to approach the land conservancy so they can orient themselves to the situation at hand."

"The developer provides an objective, easy transaction. The developers will knock on your door and make an offer, but no one has done that from a conservancy. The land conservancy needs to line up the money and approach landowners – otherwise, it is too difficult for the property owner. If the land conservancy can quantify the amount of money available, it would make the conservancy option more competitive."

The third question was, "What do you think the future of farming is in New Berlin? Is farming viable?" Participants again went in order to answer this question, followed by time to discuss the answers. A summary of the responses is below.

Participants were first asked what was being produced on the land:

1. Leasing – Mostly sod
2. Leasing – Rotate the crops, mostly soybeans
3. Leasing – land is getting worn from farming
4. (Jumped in from last rotation: Leasing – soybean)
5. Leasing – rotates corn, soybeans, occasionally oats
6. Not leased – not farmed
7. Leased – rotates corn, soybeans, producing more now than 25 years ago
8. Grow nursery stock, shade trees, ornamental trees, Christmas trees (ok until the downturn in economy) – lost 5,000 trees due to the recent flood
9. Majority of property is not quite farmable (sod many years ago), fill has been added from other job sites (working w/ city on reclamation plan)
10. Soybeans, hay, and corn to support our boarding stable. The problem is that New Berlin only allows one animal per acre and land is not contiguous. As a result, we are losing \$20,000 to 40,000 per year. The City needs to allow more than one animal per acre on THIS farm because of our other ownership.
11. Leasing – corn, soybeans, hay
12. Trees and ponds (Poplar Creek area) – really don't have any crops
13. Soybeans and corn; 4 big gas lines going through farm
14. Leasing – soybean, corn, with some wheat. Viable in short-run
15. Beef cattle, bail hay, and work full-time jobs to support it

Discussion:

“We are being taxed by the city on our farmland as if it is a back yard... like we are a subdivision. What is farmland? Define it, and define it properly so we can all agree on it (and not get over-taxed). The process is wearing me out. I shouldn't have to fight to farm my land. My land is zoned residential... and it is difficult to get the agricultural designation tacked back on.” (Facilitators responded that the issue should be taken up with the assessor)

“Farming is more difficult because of the economy and rising fuel prices. Weather also makes it difficult, especially the flooding in the spring.”

“Our land is not farmable because of soil conditions.”

"It would be nice to have a tax break for land that is actually being farmed, even if it is zoned R-1/ R-2." (Ms. Hiebl mentioned to review WI farmland laws vs. New Berlin farmland laws, as they provide two different descriptions)

"Another frustration is an "erosion bill" (stormwater fee), but our properties do not have sewer. Our open land actually relieves erosion and stormwater issues, yet I have to pay for it. Rather, we should be getting credit for it."

Fourth, while noting that 17 respondents indicated that their land would be developed for residential, industrial and commercial uses, facilitators asked, "What specific type of development do you have in mind? Can you give some examples of other developments you think would be appropriate for your land?" Again, participants answered individually, followed by additional time for discussion. A summary of the responses is below.

"I think most of us that are landowners want the money for our land. Most of us would not want a mega-mart, but as long as we get our value, fine."

"It would be nice to subdivide my land and get millions of dollars for it, but personally I would like to break my land, sell my current house, build a new house, and keep the rest of the land as is." (Ms. Jones– like a two-lot land division)

"I would have to go with single-family homes – there are 17 bordering our property. Our property keeps getting skinnier (and it gets to be a dumping area – the only time it belongs to us is when we have to clean it up). Much of it is wooded, but $\frac{3}{4}$ of it is tillable. With single-family homes, my children could have a home on this property."

"I can see a variety of land uses – we have some woods and a creek. Personally, I have a hard time swallowing the 1 unit per 2 acre designation. Part of it is you love the land, and the other part is that it seems like a waste because it is low-density. It is an 80-acre parcel, and 40 of it is conservancy (environmental corridors). For 80 acres: only 20 homes? I have a personal problem with that."

"Hopefully no one will develop it. Rather, we would like to see someone enjoy it as we do."

"I would like to have the open space and no development (through conservation)."

"Our property is ideal for housing, but we have no plans for that. I would not want to go through the grief of doing it. My heirs can fight about it."

"We have no plans. I would just as soon finish what we started on the east end of the city. However, the 1 unit per 5 acres is ridiculous – it is poor planning."

"Our plan was for industrial land use – we would do conservancy, but we don't think the land lends itself to that. In some way, we are donating our wetlands to conservancy (about 15% of our land)."

"We moved from Elm Grove to New Berlin because we bought a 95 acre farm to be out in the country. We have absolutely no plans to develop any of that."

"I would like my land to stay as it is (the non-contiguous property). One problem I have is a bike trail through my property from the 2020 plan. In terms of the next 10 years, we will be farming for our stable. If someone came through and said we will give you \$5 million, however, we would consider it."

"The key is: what is appropriate for your land? What is appropriate has to do with the master plan. That automatically determines what kind of development you can have. The Moorland Road corridor is not residential in nature – it would be better served as commercial or retail. You cannot control the fact that people need a place to live and to work, but you can control the type of businesses that come in. It is getting harder to move agricultural goods with the growth in New Berlin. Traffic is getting bad, and if Moorland Road is expanded, I am sure it will not get any better. Use valuation is working in that it prevents landowners from being over-taxed. I am pushing for higher density as a tool for the future."

"I have 68 acres on Lincoln Avenue. Over the last four years, I created a nature preserve. We have geese, swans, coyotes, deer, and this I am preserving and keeping as is."

"My husband's family owned the land that became Minooka Park, and it was one of the best things we ever did. We could have gotten a lot more money at the time, but it became a county park. I am an advocate for that."

"Mostly residential."

"I do not want to see my land change at all."

"I am wondering if people understand what a conservation subdivision is so they can get their money in full but still have preservation."

"Has anyone done a cost analysis of conventional vs. conservation subdivision, and how much a developer will pay for each type?"

The fifth planned question, "What do you see as the City's role regarding your land?" was skipped because it was nearing the end of the scheduled time, and many thoughts on this topic were brought up in response to previous questions.

Finally, facilitators asked "what barriers or challenges do you face when considering your future plans for your land?" A summary of the responses is below.

"What really harms people is when you have large tracts of land, and the City designates your land for something else. For example, let's say your land is zoned industrial (although you are farming it), and they want to mark it as residential on the land use plan map. The land use plan map no longer is a "recommendation" – it essentially becomes a reality. If you do a land use plan for the large tracts, talk to the people before deciding what will be on the land use plan map."

Discussing the questions lasted until 7:30, although many participants and audience members chose to stay afterward to continue talking about the topics at hand. Participants were again thanked for their time and input, and encouraged to attend future community development meetings.

AGRICULTURE & OTHER OPEN LAND OWNER'S SURVEY RESPONSES

The responses to the Agriculture & Other Open Land Owner's Survey have been recorded and are reported below. In total, 55 surveys were received. It is important to note that not all respondents answered every question. Additionally, it is important to note that for questions where respondents could write-in answers and for question #17, answers have been recorded as they were written by the respondents. The answers have been recorded in a way that reflects the records from 1999. Notably, in 1999, there was nothing recorded for question #3, yet that has been recorded here.

1a. Do you own agriculture and/or other open lands in the City of New Berlin?

54 responses to this question. They were:

YES: 51

NO: 3

1b. (If yes to 1a) Do you own more than one parcel?

51 responses to this question. They were:

YES: 17

NO: 34

1c. (If yes to 1b) How many parcels of land do you own?

17 responses to this question. They were:

2 = 1 parcel

14 = 2 parcels

1 = 6 parcels

2a. (If no to 1b) To the nearest acre, how large is the parcel?

44 responses to this question. They were:

Range: Minimum of 5

Maximum of 222

Average: 41.9

2b. (If yes to 1b) For each parcel, what is the approximate size in acres, approximately in what year did you purchase it, and does it have city water and/or sewer?

Respondents who owned 1 parcel:

ACREAGE

30 responses to the question. They were:

Range: Minimum of 5 acres.

Maximum of 209 acres.

Average: 47.2 acres.

YEAR PURCHASED

27 responses to this question. They were:

Range: From 1913-2007.

IS IT SERVICED BY CITY WATER?

25 responses to the question. They were:

YES: 4%

NO: 96%

IS IT SERVICED BY CITY SEWER?

25 responses to the question. They were:

YES: 0%

NO: 100%

Respondents who owned a 2nd parcel:

ACREAGE

19 responses to the question. They were:

Range: Minimum of .6 acres.

Maximum of 366 acres.

Average: 63.4

YEAR PURCHASED

12 responses to the question. They were:

Range: From 1860's to 2003.

IS IT SERVICED BY CITY WATER?

13 responses to this question. They were:

YES: 0%

NO: 100%

IS IT SERVICED BY CITY SEWER?

13 responses to this question. They were:

YES: 0%

NO: 100%

Respondents who owned a 3rd parcel:

ACREAGE

2 responses to this question. They were:

Range: Minimum of 22 acres.

Maximum of 44 acres.

Average of 33 acres.

YEAR PURCHASED

2 responses to this question. They were:

Range: From 1966 to 1978.

IS IT SERVICED BY CITY WATER?

2 responses to this question. They were:

YES: 0%

NO: 100%

IS IT SERVICED BY CITY SEWER?

2 responses to this question. They were:

YES: 0%

NO: 100%

Respondents who owned a 4th parcel:

ACREAGE

1 response to this question. It was:

10 acres.

YEAR PURCHASED

1 response to this question. It was:

1976

IS IT SERVICED BY CITY WATER?

1 response to this question. It was:

YES: 0%

NO: 100%

IS IT SERVICED BY CITY SEWER?

1 response to this question. It was:

YES: 0%

NO: 100%

Respondents who owned a 5th parcel:

ACREAGE

1 response to this question. It was:

10 acres.

YEAR PURCHASED

1 response to this question. It was:

1976

IS IT SERVICED BY CITY WATER?

1 response to this question. It was:

YES: 0%

NO: 100%

IS IT SERVICED BY CITY SEWER?

1 response to this question. It was:

YES: 0%

NO: 100%

Respondents who owned a 6th parcel:

ACREAGE

1 response to this question. It was:

2 acres.

YEAR PURCHASED

1 response to this question. It was:

2003

IS IT SERVICED BY CITY WATER?

1 response to this question. It was:

YES: 0%

NO: 100%

IS IT SERVICED BY CITY SEWER?

1 response to this question. It was:

YES: 0%

NO: 100%

3. Thinking about the largest (or only) parcel you own. Who lives on the land?

a.

- 21 respondents said that there was no house on their largest or only parcel
- 16 respondents said no one lives on their largest or only parcel

b.

- 31 respondents said that there is a house on their largest or only parcel
- 24 respondents said that they live on their largest or only parcel
- 8 respondents said that other family members live on their largest or only parcel and do not pay rent
- 2 respondents said that other family members live on their largest or only parcel and do pay rent
- 4 respondents said that non-family members live on their largest or only parcel and pay rent
- 3 respondents said that the house on their largest or only parcel is vacant

4. Thinking about all of the agricultural/open land you own in New Berlin and the predominant or primary uses of the land: approximately what percent is used for each of the following categories? Mark how the land is used for all uses during the year and the percent of its primary use.

Results:

▪ Dairy and/or other livestock	13%
▪ Horses	24%
▪ Crops (corn, soybeans, alfalfa, small grains)	46%
▪ Crops (fruits and/or vegetables)	27%
▪ Crops (nursery and/or greenhouse)	66%
▪ Pasture land:	25%
▪ Recreation (hiking, nature, hunting, snowmobiling, other)	44%
▪ Open space (vacant)	33%
▪ Natural resources (quarry, forest, firewood)	33%
▪ Low land/wetland/marsh	23%
▪ Being held for development	52%
▪ Other uses	74%

Note: The percentages do not equal 100% because respondents were able to check more than one category.

Written responses for "Other"

- Hay
- House and yard
- House barn drive
- House and buildings
- Rented to help pay taxes at present. However, too hilly and poor soil for good agriculture!
- Residence
- Dumpsite (clean fill)
- Wildflowers are grown
- Tree nursery trees on the move
- Business site; garage, office—sale of landscape materials
- Topsoil and mulch business
- Rental house
- Conservation club (nonprofit)

5. If the land is farmed for agricultural purposes:

a. Who is farming the land?

39 responses to this question. Some respondents chose more than one option.

Farm the land myself: 10

Other family members farm the land: 1

Rent the land out to others: 23

Not being farmed: 12

b. Indicate the percent of the land farmed by that person.

Farm the land myself: 91%

Other family members farm the land: 60%

Rent the land out to others: 51%

If rented, what is the average rate/acre?

18 responses to this. They were:

Range: Minimum of \$0/acre

Maximum of \$400/acre

Average: \$72.71/acre

6. Looking ahead 10 years and thinking about all of the agricultural/open land you own in New Berlin and how the land will be used then, approximately what percent will be used for each of the following?

a. 17 respondents said they would continue to operate the land themselves.

- 1 respondent said that they would operate 2% of the land themselves.
- 1 respondent said that they would operate 50% of the land themselves.
- 15 respondents said that they would operate 100% of the land themselves.

b. 4 respondents said that other family members would be operating the land.

- 1 respondent said that 50% of the land would be operated by family members.
- 1 respondent said that 60% of the land would be operated by family members.

- 2 respondents said that 100% of the land would be operated by family members.

c. 8 respondents said that land would be rented to others.

- 2 respondents said that 30% of the land would be rented to others.
- 1 respondent said that 40% of the land would be rented to others.
- 2 respondents said that 50% of the land would be rented to others.
- 2 respondents said that 100% of the land would be rented to others.

d. 3 respondents said that the land would be vacant/idle.

- 1 respondent said that 20% of the land would be vacant/idle.
- 1 respondent said that 80% of the land would be vacant/idle.

e. 17 respondents said that the land would be developed for residential, industrial, and commercial

- 1 respondent said that 18.6% of the land would be developed.
- 1 respondent said that 50% of the land would be developed.
- 1 respondent said that 60% of the land would be developed.
- 2 respondents said that 80% of the land would be developed.
- 9 respondents said that 100% of the land would be developed.

f. 8 respondents said that the land would be sold for unknown purposes.

- 1 respondent said that 20% of the land would be sold for unknown purposes.
- 2 respondents said that 50% of the land would be sold for unknown purposes.
- 1 respondent said that 80% of the land would be sold for unknown purposes.
- 4 respondents said that 100% of the land would be sold for unknown purposes.

g. 1 respondent said that land would become a park-public use land.

h. 8 respondents said that their land would be used for other things. The other uses listed were:

- Will be sold when city sewer and water is available
- Wetland
- Same as it is now

- Will remind for the wildlife
- Development subdivide
- No plans at this time

7. Listed below are different reasons people sell their land. Thinking about the future of your land, after each reason, please indicate how likely or unlikely it is that you would sell your land for that reason. Circle your choices: Very Likely (VL), Likely (L), Neutral (N), Unlikely (UL), Very Unlikely (VUL)

a. Land prices are high

41 responses. They were:

- 34% would be very likely to sell for this reason
- 20% would be likely to sell for this reason
- 22% are neutral
- 9% would be unlikely to sell for this reason
- 15% would be very unlikely to sell for this reason

b. Farmers can't make any money farming the land themselves

40 responses. They were:

- 12% would be very likely to sell for this reason
- 7% would be likely to sell for this reason
- 25% are neutral
- 18% would be unlikely to sell for this reason
- 38% would be very unlikely to sell for this reason

c. Tenants can't pay enough for owners to hold on to the land

41 responses. They were:

- 12% said they would be very likely to sell for this reason
- 7% said they would be likely to sell for this reason
- 27% are neutral
- 17% said they would be unlikely to sell for this reason
- 37% said they would be very unlikely to sell for this reason

d. Aren't enough tenants in the area to rent the land for farming

38 responses. They were:

- 5% said they would be very likely to sell for this reason
- 5% said they would be likely to sell for this reason
- 34% are neutral
- 24% said they would be unlikely to sell for this reason
- 32% said they would be very unlikely to sell for this reason

e. Are no heirs to buy the land to continue farming or present use

39 responses. They were:

- 18% said they would be very likely to sell for this reason
- 10% said they would be likely to sell for this reason
- 33% are neutral
- 13% said they would be unlikely to sell for this reason
- 26% said they would be very unlikely to sell for this reason

f. Are no others interested in buying the land so farming or present use can continue

39 responses to this. They were:

- 13% said they would be very likely to sell their land for this reason
- 0% said they would be likely to sell their land for this reason
- 33% are neutral
- 26% said they would be unlikely to sell their land for this reason
- 28% said they would be very unlikely to sell their land for this reason

g. There are too many urbanization pressures (traffic, complains of noise, odors, fewer supply/service providers—crop inputs & machinery dealers, water run off from development, etc.)

38 responses to this. They were:

- 5% said they would be very likely to sell their land for this reason
- 10% said they would be likely to sell their land for this reason
- 29% are neutral
- 24% said they would be unlikely to sell their land for this reason
- 32% said they would be very unlikely to sell their land for this reason

h. Not adequate land available for a viable farming operation

41 responses to this. They were:

- 10% said they would be very likely to sell their land for this reason
- 17% said they would be likely to sell their land for this reason
- 32% are neutral
- 17% said they would be unlikely to sell their land for this reason
- 24% said they would be very unlikely to sell their land for this reason

i. Retirement costs are high—will sell land for retirement income

42 responses to this. They were:

- 31% said they would be very likely to sell their land for this reason

- 21% said they would be likely to sell their land for this reason
- 24% are neutral
- 12% said they would be unlikely to sell their land for this reason
- 12% said they would be very unlikely to sell their land for this reason

j. Will pass land to heirs who might sell the land

43 responses to this. They were:

- 16% said they would be very likely to sell their land for this reason
- 28% said they would be likely to sell their land for this reason
- 33% are neutral
- 7% said they would be unlikely to sell their land for this reason
- 16% said they would be very unlikely to sell their land for this reason

k. If unable to take care of the property any longer

43 responses to this. They were:

- 12% said they would be very likely to sell their land for this reason
- 7% said they would be likely to sell their land for this reason
- 44% are neutral
- 21% said they would be unlikely to sell their land for this reason
- 16% said they would be very unlikely to sell their land for this reason

l. Other

14 responses to this. They were:

- 36% said they would be very likely to sell their land for this reason
- 0% said they would be likely to sell their land for this reason
- 36% are neutral
- 7% said they would be unlikely to sell their land for this reason
- 21% said they would be very unlikely to sell their land for this reason
- The other reasons written in were:
 - Problem with 1 animal per acre
 - Want to subdivide
 - Not selling
 - Once site is filled and developed
 - Yes
 - Timing would be right
 - Land is better suited for development if sewer is available

8. When was the last time you built a building or made a major improvement (addition, remodeling, etc.) on the land you own?

53 responses to this question. They were:

Never—30%
Less than 1 year – 9%
1 to 3 years – 9%
4 to 8 years – 17%
9 to 15 years – 18%
16 to 25 years – 4%
More than 25 years – 13%

9. Does the land you own have drainage tiles or ditching?

53 responses to this question. They were:

YES: 66%
NO: 32%
Not Sure: 2%

10. [If yes to #9] When was the last time that drain tile was repaired or installed or the ditches dredged?

38 responses to this question. They were:

Never – 21%
Less than 1 year – 13%
1 to 3 years – 23%
4 to 8 years – 15%
9 to 15 years – 3%
16 to 25 years – 10%
More than 25 years – 15%

11. Do you consider farming your main occupation?

54 responses to this question. They were:

YES: 9%
NO: 91%

12. What percentage of your household income do you derive from farming?

45 responses to this question. They were:

- 69% of respondents said they derive no money from farming
- 20% of respondents said they derive 10% or less of their income from farming

- 7% of respondents said they derive between 11% and 50% of their income from farming
- 4% of respondents said they derive more than 50% of their income from farming

13. Is any of the land you own presently listed for sale?

53 responses to this question. They were:

YES: 6%

NO: 94%

14. If you answered "no" to the last question, do you anticipate listing the land some time in the near future, and if so when?

48 responses to this question. They were:

- 55% said they did not intend to list their land for sale in the near future
- 9 % said they intended to list their land for sale in the next year
- 17% said they intended to list their land for sale in the next 1 to 3 years
- 8% said they intended to list their land for sale in 4 to 5 years
- 13% said they intended to list their land for sale after 5 years

Note: Responses do not equal 100% because some respondents chose more than one answer

15a. In the past 2 years, have you been contacted by someone wanting to buy your land?

53 responses to this question. They were:

YES: 51%

NO: 49%

15b. [If yes] What was the potential buyer going to do with the land?

27 responses to this question. They were:

- 0% intended to farm the land.
- 8% intended to use the land for open space, recreation or parks.
- 5% intended to build a home and keep the rest of the land open.
- 32% intended to build residential house or houses.
- 8% intended to build apartments or multi-family housing.

- 20% intended to use the land for industrial or business uses.
- 7% intended to use the land for commercial or retail uses.
- 20% don't know the potential buyer's future intentions

15c. [If yes to 15a (you were contacted)] Why didn't you sell the land?

25 responses to this question. They were:

- 0% said that the sale was in progress
- 24% said that the price was too low
- 11% said that they were keeping the land for children/heirs
- 13% said that it was not the right time to sell
- 11% said that they expected higher prices in the future
- 3% said that they don't want to sell the land for development
- 11% said that they didn't like the terms of the sale
- 11% said that they didn't want to sell/move at the time
- 3% said that the city didn't approve the project
- 13% said that there was another reason, and the other reasons

listed were:

No other place to go

City was not making sewer and water service available to our property

They lost interest when no city sewer and water

City is redoing plans for area

City doing planning

Poor response by city staff

16. Some landowners are interested in preserving their land into the future rather than having it developed to other uses. How do you feel about the following for some of your land? After each reason, please indicate how likely or unlikely it is that you would preserve your land for that purpose. Circle your choices. Very Likely (VL), Likely (L), Neutral (N), Unlikely (UL), Very Unlikely (VUL)

a. I would like to see my land used for public use (parks, natural areas)

44 responses to this. They were:

- 9 % would be very likely to use their land for this reason
- 5% would be likely to use their land for this reason
- 20% are neutral

- 18% would be unlikely to use their land for this reason
- 48% would be very unlikely to use their land for this reason

b. I would consider selling the development rights to my land so that agriculture (present use) can continue

41 responses to this. They were:

- 5% would be very likely to use their land for this reason
- 7% would be likely to use their land for this reason
- 17% are neutral
- 20% would be unlikely to use their land for this reason
- 51% would be very unlikely to use their land for this reason

c. I would consider donating my land for conservation/recreation purposes

41 responses to this. They were:

- 2% said they would be very likely to use their land for this reason
- 0% said they would be likely to use their land for this reason
- 5% said they are neutral
- 20% said they would be unlikely to use their land for this reason
- 73% said they would be very unlikely to use their land for this reason

d. Other

10 responses to this. They were:

- 40% said they would be very likely to use their land for this reason
- 0% said they would be likely to use their land for this reason
- 10% said they are neutral
- 20% said they would be unlikely to use their land for this reason
- 30% said they would be very unlikely to use their land for this reason
- The written responses to this question were:
 - Want to develop
 - Golf course
 - Sell land
 - Keep it
 - Stay a conservation club

17. What do you think should happen to your land in the future?

49 responses to this question. They were:

- Possibly light industrial for a portion; residential with density of 2 living units/acre or higher; public access to acreage in conservancy (trail, park?)
- Don't know
- Continue a small farmette; haven for wildlife
- Unknown at this time
- Be developed
- Keep it the way it is
- Development
- Continued same use
- It's mine so not your business
- Children will inherit
- Specifically concerning our property on Springdale Road, we need to see the property used for what it was zoned for when we purchased it. It was and still is zoned industrial. However, in the not too distant past we have had industrial users interested only to hear from staff that the long range plan is for residential. If a zoning is to be changed or the long range plan deviates from the current zoning that is in place, we maintain that any changes should be initiated by the property owner only. Any change proposed by the City without the 100% backing of the property owner is, in effect, a "taking" of that person's property. In summary, what should happen to our land in the future should be determined by the property owner working through the proper channels of City government. We don't want to see our agricultural land planned long term for a park or industrial land planned long term for residential. We appreciate the invitation to large track land owners to discuss these issues with staff and look forward to that meeting.
- Continue as a residence and personal recreation area
- Sell to private owner or a sub-division developer
- Housing condos
- It should be passed down and preserved as farm and opened spaces
- I haven't got a crystal ball!
- Don't matter
- Should be developed as residential or commercial—serves no good purpose for agricultural or open space (already have donated land to the county, not interested in donating more)

- Single family homes
- I would like to break the property into 2-3 parcels and build a new house to better enjoy the natural open land
- After it is filled it should be developed into residential sites
- Probably development for houses
- Continue as is
- Remain a property with a home & pond for wildlife
- Zoning should stay B-2. I may develop it, may sell it. Rent doesn't cover property taxes. Will use money to retire.
- Commercial, industrial, some form of residential
- ?
- Residential or some commercial
- Give to my children to build house
- Don't know
- Hopefully city sewer and water will come through develop our highland to help stimulate city tax revenue and reserve our wetlands for nature
- Residential and light industry
- Sell land
- Subdivision
- No comment
- Would like family members to build and use as they wish!!
- Have some passengers that fly on airplanes over our farm voice their opinion!
- I think the future land use should be either single family residential, multi-family or apartment housing, industrial or some combination thereof
- I would like to sell and or develop our business property. It is very difficult owning a business on the west side of New Berlin without any support from our City Alderman. His agenda supports homeowners not businesses in his district.
- Remain in present single family residence use. Maintain wetlands, manage forest, create wildlife habitat for bow hunting and recreational use (hiking, kayaking, bird watching, etc.)
- Unknown
- Keep it the way it is—there are lots of wetlands here and lots of wildlife
- The land will be kept as County Park Land

- Would like it to stay as it is. What ever happened to a little bit of country in New Berlin?
- It should remain as is. That's how we enjoy it.
- It's in area where it should be developed
- This land will continue to be used as a conservation club
- It should be developed
- Be able to sell for anything even development. Government has no right to limit the use of land. Owned by private taxpayer's. If a developer wants it we should have to right to sell to them.

18. The following questions will be used only for statistical purposes. Any information that might identify you as the survey respondent will be kept absolutely confidential, as was previously mentioned.

a. What is your gender?

56 responses to this question. They were:

MALE: 70%

FEMALE: 30%

Note: there are more responses for this than surveys because some people chose more than one option

b. What is your age range?

54 responses to this question. They were:

- 2% of the respondents were 26-35
- 5% of the respondents were 36-45
- 37% of the respondents were 46-55
- 24% of the respondents were 56-65
- 15% of the respondents were 66-75
- 17% of the respondents were 76+