

### *Supplemental materials 1*

#### Covid-19 Survey Questions

- 1) Before COVID-19, what was your farm's planned percentage of sales (%) in different market channels for 2020? - Contracts - Wholesale - Processing - Direct-to-consumer
- 2) If you sold your product wholesale or with contracts before COVID-19, please mark the specific market channels you used. - Food hubs, Other foodservice procurement, Processing and packaging procurement, Institutional procurement (schools, hospitals, hotels, etc.), Restaurant procurement, Other
- 3) If you used direct to consumer marketing before COVID-19, please mark all types you used. Farm stand, Farmers' markets, CSA, Other- Other
- 4) In response to COVID-19, what are you NOW planning for your farm's percentage of sales (%) in different market channels for the rest of 2020 (and perhaps beyond)? - Contracts - Wholesale - Processing - Direct-to-consumer
- 5) If you plan to increase direct to consumer marketing, what types do you plan to increase?
- 6) To what extent has your farming operation experienced any of the following changes as a result of COVID-19? - Decreased demand for farm products - Increased demand for farm products - Exploring new markets (for example, online or direct sales) - Labor availability - Timing and acreage of plantings - Types of crops planted or planned - Getting protective equipment (masks, gloves, etc.) - Uncertainty about food safety and COVID-19 - Access to credit (for example, difficulty getting a loan) - Interrupted or lost market access - Workers getting sick - Worker safety/protection - Physical distancing on the farm - Internet connection speed or reliability
- 7) Please describe how your farm operation has been impacted by COVID-19, including anything not covered in the previous question.
- 8) Please describe any steps that your farm operation has taken to address challenges related to COVID-19 (examples such as creating online platforms, online delivery, changes in the field, etc.).
- 9) What resources most help you respond to COVID-19? - Guidance for physical distancing in the field - Guidance for physical distancing during food processing - Information about financial assistance for small businesses - Information for accessing new markets (i.e. home delivery, farm stalls, and CSA). - Guidance for food worker safety and protections including protective equipment - Increased access to Personal Protective Equipment (PPEs) - Guidance for accessing emergency financial assistance for COVID-19 (e.g. small business loan) - Other - Text
- 10) Is there anything else you would like to add?

### *Supplemental materials 2*

#### Farmer Survey Questions

- 1) To what extent has your farming operation experienced any of the following changes as a result of COVID-19? - Decreased demand - Increased demand - Interrupted market access - Increased new market access (for example, online or direct sales) - Labor shortages due to illness - Labor shortages due to worker protection policies - Labor shortages due to increased demand - Uncertainty about food safety and COVID-19 - Unavailability of protective equipment (masks, gloves, etc.) - Decreased access to credit
- 2) Please describe how your farm operation has been impacted by COVID-19, including anything not covered in the previous question.
- 3) Please describe any steps that your farm operation has taken in response to COVID-19.