

Appendix: Contract questions in the 2003 Agricultural Resource Management Survey

Survey documentation, including copies of the questionnaire, can be found at www.ers.usda.gov/data/arms/GlobalDocumentation.htm. The exact questions corresponding to the shorter phrases used in tables 7, 8, and 10 are as follows:

Table item	Survey question	Answer choices
Median years with contractor:	For how long have you had contracts for this commodity with this contractor?	Years
Median length of contract:	How long is the length of the contract?	Months; zero if contract does not specify a month
Price received:	How is the final price in the contract determined?	(1) The contract specifies a single price to be paid for the commodity; (2) The contract contains a formula for determining the price and/or a set of prices to be paid according to the attributes of the commodity; (3) The contract contains no price or pricing formula, but the contractor negotiated for a price on my behalf; (4) Other
Quantity specified:	Does the contract specify a quantity to be delivered to the contractor?	(1) No quantity; (2) Specified quantity or range; (3) Harvest from specified acreage; (4) Percent of grower's production; (5) Other
Another contractor for this commodity in area:	Is there another contractor for this commodity in your area?	Yes-No
Fee is determined by formula:	Does the contract specify a formula for determining the final fee received?	Yes-No
Fee is linked to performance:	Does the contract's formula base the final fee on your performance, relative to other contract growers?	Yes-No
Requires use of specific equipment or structure:	Does the contract require you to use specific types of equipment or structures?	Yes-No
Manure management responsibilities:	Are you responsible for manure management?	Yes-No
Specifies amount of land for manure management:	Does the contract require you to commit a specified amount of land for manure management?	Yes-No