



**2010 AGRICULTURAL RESOURCE MANAGEMENT SURVEY
DAIRY
COSTS AND RETURNS REPORT**



**NATIONAL
AGRICULTURAL
STATISTICS
SERVICE**

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| CONTACT RECORD | | |
|----------------|------|-------|
| DATE | TIME | NOTES |
| | | |
| | | |
| | | |

INTRODUCTION:
[Introduce yourself, and ask for the operator. Rephrase in your own words.]

We are collecting information on costs and returns and need your help to make the information as accurate as possible. Authority for collection of information on the Costs and Returns Report is Title 7, Section 2204 of the U.S. Code. Under Title 7 of the U.S. Code and CIPSEA (Public Law 107-347), facts about your operation are kept **confidential** and used only for statistical purposes. Response is **voluntary**.

We encourage you to refer to your farm records during the interview.

BEGINNING TIME [MILITARY]

MILITARY TIME

0004

SCREENING BOX

0006

[ENUMERATOR NOTE: If screening box is code 1, complete the screening supplement. If screening box is blank, begin with Section A.]

[Name, address and partners verified and updated if necessary]

| | |
|-----------------------------|-----------------------------|
| POID _____ | POID _____ |
| PARTNER NAME | PARTNER NAME |
| ADDRESS | ADDRESS |
| CITY STATE ZIP PHONE NUMBER | CITY STATE ZIP PHONE NUMBER |
| POID _____ | POID _____ |
| PARTNER NAME | PARTNER NAME |
| ADDRESS | ADDRESS |
| CITY STATE ZIP PHONE NUMBER | CITY STATE ZIP PHONE NUMBER |

| | TOTAL POINTS | R. UNIT | | PARTNER STRATUM | | | | | |
|------------|--------------|---------|-----------------|-----------------|------|------|------|------|------|
| OFFICE USE | 0929 | 0921 | PARTNER STRATUM | 0925 | 0926 | 0927 | 0928 | 0009 | 0002 |

SECTION A LAND IN FARM / RANCH

For 2010, please report the farm/ranch land owned, rented or used by you, your spouse, or by the partnership, corporation or organization for which you are reporting. *(Include all cropland, idle land, CRP, pastureland, woodland, wasteland, farmstead, acres used for crop/livestock production facilities, and all other building sites associated with this operation, etc.)*

| | | | |
|---|---|-------------|--|
| | | ACRES | |
| 1. How many acres of farm and ranch land were <u>owned</u> ? | + | 0020 | |
| 2. How many acres of farm and ranch land were <u>rented</u> or <u>leased</u> from others— <i>(Exclude land used on an animal unit month (AUM) or fee per head basis under a grazing permit.)</i> | | | |
| a. for a fixed or flexible <u>cash rent</u> payment? | + | 0021 | |
| b. for a <u>share</u> of crop or livestock production? <i>(Include hybrid rental arrangement where rent paid is based on a fixed cash payment plus some shared production.)</i> | + | 0023 | |
| c. for <u>free</u> ? | + | 0024 | |
| 3. How many acres of farm and ranch land were rented or leased <u>to others</u> ? <i>(Include land rented out for cash, for a share of crop or livestock production, or rent free.)</i> | - | 0025 | |
| | | TOTAL ACRES | |
| 4. TOTAL ACRES <u>in this operation</u> in 2010 <i>(total items 1 + 2a + 2b + 2c - 3)</i> | = | 0026 | |
| 5. Of the total acres in this operation <i>(item 4 above)</i> , how many acres were— | | ACRES | |
| a. considered cropland? <i>(Include land in government programs, fruit/nut/berry/nursery acres, and land planted to hay, including wild hay. Exclude CRP acres planted to trees.)</i> | | 0030 | |
| b. covered under a federal crop insurance policy? | | 0039 | |
| c. enrolled in the Conservation Reserve Program (CRP), Conservation Reserve Enhancement Program (CREP), and/or Wetlands Reserve Program (WRP)? | | 0028 | |
| d. used to harvest certified organic crops? | | 0041 | |
| | | DOLLARS | |
| 6. In 2010, what was the total dollar amount received from CRP, CREP, and/or WRP payments? <i>(Verify that CREP, CRP, and/or WRP acres are reported in item 5c.)</i> | | 0477 | |
| 7. At any time during 2010 did you have a current Environmental Quality Incentives Program (EQIP), Conservation Security Program (CSP), or Conservation Stewardship Program (CStP) contract? <i>(Check yes if you had a current contract, regardless of whether you received a payment during 2010.)</i> | | CODE | |
| <input type="checkbox"/> YES - <i>[Enter code 1 and continue]</i> <input type="checkbox"/> NO - <i>[Enter code 3, then go to item 8]</i> | | 0526 | |
| a. What was the total acreage of fields subject to conservation treatments under EQIP, CSP, and/or CStP contracts? <i>(Include acreage of the fields where practices are applied (e.g., reduced tillage, terraces, and grassed waterways) and acreage of fields/tracts that are adjacent to field-edge practices such as filter strips, riparian buffers, or fences.)</i> | | ACRES | |
| | | 0070 | |
| | | DOLLARS | |
| b. What was the total dollar amount received for EQIP, CSP, and/or CStP contracts? <i>(Verify that EQIP, CSP, and/or CStP acres are reported in item 7a.)</i> | | 0478 | |

SECTION A continues on next page.

RENT PAID

8. Including rent for land and/or buildings, what was the total CASH RENT PAID in 2010 by this operation? (*Include rent paid in 2010 for previous years and rent paid in advance. Exclude storage bins, to be reported later in Section F, item 20. Exclude grazing of livestock, to be reported in items 9 & 10 below.*)
- DOLLARS
- | |
|------|
| 0044 |
|------|
9. In 2010, what were the total usage fees this operation paid for the use of **publicly owned land** on an AUM basis? (*Include fees paid for privately owned land administered by a public agency through exchange of use.*)
- | |
|------|
| 0045 |
|------|
10. In 2010, how much did this operation spend on pasturing or grazing of livestock on **privately owned land** (railroads, another farm/ranch, etc.) used on a fee per head (AUM) or gain basis?
- | |
|------|
| 0046 |
|------|

RENT RECEIVED

11. Including rent for land and buildings, what was the total CASH RENT RECEIVED in 2010 for acres rented TO others by this operation? (*Include rent received in 2010 for previous years and rent received in advance. Exclude grazing of livestock, to be reported later in SECTION E.*)
- DOLLARS
- | |
|------|
| 0042 |
|------|
12. For acres share-rented to others, what was the total value of crop or livestock shares received in 2010 by this operation? (*Include government payments received from those acres.*)
- | |
|------|
| 0043 |
|------|

SECTION B ACREAGE and PRODUCTION

1. For 2010, please report the acreage and quantity harvested, and amount used on this operation, on the total acres in this operation, Section A, item 4. (**Include** crops grown on a contract or custom basis. **Exclude** crops grown on land rented to others and cover crops if not harvested.)

| 1 CROP | 2 How many acres were HARVESTED? ACRES | 3 What was the total production? (Include landlord share and amount used on operation.) TOTAL AMOUNT | 4 How much of this operation's share of the total production was (<i>will be</i>) used on this operation? TOTAL AMOUNT |
|---|---|--|--|
| FIELD CROPS | | | |
| Corn for grain. | 0105 | 0106 Bu. | 0107 Bu. |
| Corn for silage or greenchop. | 0109 | 0110 Tons | 0111 Tons |
| Cotton, all types. | 0113 | 0114 Lbs. | |
| Peanuts. | 0117 | 0118 Lbs. | 0119 Lbs. |
| Potatoes - <i>report sweet potatoes in all other crops.</i> | 0121 | 0122 Cwt. | 0123 Cwt. |
| Rice. | 0125 | 0126 Cwt. | 0127 Cwt. |
| Sorghum for grain. | 0129 | 0130 Bu. | 0131 Bu. |
| Sorghum for silage. | 0133 | 0134 Tons | 0135 Tons |
| Soybeans. | 0137 | 0138 Bu. | 0139 Bu. |
| Tobacco, all types. | 0141 | 0142 Lbs. | |
| SMALL GRAINS | | | |
| Barley for grain. | 0145 | 0146 Bu. | 0147 Bu. |
| Oats for grain. | 0149 | 0150 Bu. | 0151 Bu. |
| Wheat, all types, for grain. | 0153 | 0154 Bu. | 0155 Bu. |
| DRY HAY CROPS | | | |
| Hay, dry, alfalfa and alfalfa mixtures | 0157 | 0158 Tons | 0159 Tons |
| Hay, dry, all others. | 0161 | 0162 Tons | 0163 Tons |
| OTHER CROPS | | | |
| Canola. | 0165 | 0166 Lbs. | 0167 Lbs. |
| Other oilseeds. | 0169 | 0170 Lbs. | 0171 Lbs. |
| Sugarcane or sugarbeets. | 0173 | 0174 Tons | 0175 Tons |
| Dry edible beans, peas, and lentils. | 0177 | | |
| Vegetables for processing. | 0178 | | |
| All other vegetables and melons (Exclude vegetables grown under glass or other protection.) | 0179 | | |
| Fruits, nuts, and berries. | 0180 | | |
| Nursery and greenhouse crops (Include Christmas trees.) | 0181 | | |
| All other crops not listed above (Include sweet potatoes.) | 0182 | | |

SECTION B continues on next page.

2. What was the area grown for sale of nursery, floriculture, or greenhouse crops, including Christmas trees, ornamental plants, flowers, mushrooms, aquatic plants, sod, food crops under protection, vegetable seeds, flower seeds, or other propagative materials?

SQUARE FEET UNDER
glass or other protection

0191

ACRES
in the OPEN

0192

3. For acres rented to this operation on a share basis in 2010, what was the estimated total market value of your landlord's share of total crop production in 2010?

DOLLARS

0184

SECTION C LIVESTOCK

Please report the total numbers, including landlord's share of livestock, poultry, and/or livestock products sold and/or removed from this operation during 2010 and the total inventory on December 31, 2010, regardless of ownership. (*Include landlord's share, any sold on the open market (non-contract), and any removed from this operation under a production or marketing contract in 2010.*)

| 1 | 2 | 3 | 4 |
|---|---|---|---|
| 1. Did this operation have on hand or produce any [item] during 2010? | What was the total number [column 1] sold or removed in 2010? | On Dec. 31, 2010, how many [column 1] regardless of ownership were on hand? | On Dec. 31, 2010, how many [column 3] were owned by this operation? |
| a. Beef cows (<i>Include beef heifers that have calved. Exclude heifers that have not calved, steers, calves, and bulls.</i>) | 0254 | 0255 | 0256 |
| b. Milk cows, both dry and in milk (<i>Include milk heifers that have calved.</i>) | 0257 | 0258 | 0259 |
| (i) Milk produced in 2010 (<i>report in cwt.</i>) | 0270 | | |
| c. Other cattle and calves (<i>Include heifers that have not calved, steers, calves, and bulls.</i>) | 0251 | 0252 | 0253 |
| d. Total cattle and calves (<i>total items a + b + c.</i>) | 0260 | 0261 | 0295 |
| e. All hogs and pigs | 0262 | 0263 | 0296 |
| f. Egg layers | 0248 | 0249 | 0250 |
| (i) Chicken eggs (<i>report in dozens.</i>) | 0266 | | |
| g. Turkeys | 0268 | 0269 | 0298 |
| h. Broilers | 0264 | 0265 | 0297 |
| i. All other livestock and poultry (<i>Specify type(s): _____</i>) | 0272 | 0273 | 0299 |

2. For acres rented to this operation on a share basis in 2010, what was the estimated total market value of your landlord's share of livestock production? (*Exclude shared livestock production not part of a land rental agreement.*)

DOLLARS

0276

OTHER OPERATIONS GROWING, FEEDING, OR RAISING LIVESTOCK FOR THIS OPERATION

3. Did any OTHER operation(s) grow, feed, or raise livestock or poultry owned by this operation under a contract arrangement in 2010 (you are the contractor)?

CODE

YES [*Enter code 1, then continue*] NO [*Enter code 3, then go to SECTION D.*]

0271

a. What were your gross receipts from items sold or removed under these contracts?

DOLLARS

0050

b. On December 31, 2010, what was the market value of unsold livestock or poultry remaining under these contracts?

0051

c. How much was paid to contractees for labor, management, and reimbursement for expenses?

0052

SECTION D COMMODITY MARKETING and INCOME

MARKETING CONTRACTS

1. Did this operation have **marketing** contracts for any commodities it produced in 2010? (A marketing contract is a verbal or written agreement reached before harvest of a crop or before completion of a livestock production stage, setting a price or pricing formula.) (**Exclude** money received from contractors as reimbursement for expenses; report these in SECTION F. Also **exclude** landlord shares; report these in SECTION B, item 3, and SECTION C, item 2.)

YES [Enter code 1, then continue] NO [Enter code 3, then go to item 3].

CODE
0300

| UNIT CODES for ITEM 2, COLUMN 4 | | | |
|---------------------------------|----------|--------------|-----------------|
| 1 POUND | 5 BIN | 9 DOZEN | 20 BARREL |
| 2 CWT | 6 BOX | 10 FLAT | 22 ACRE |
| 3 TON | 7 BALE | 11 HEAD/BIRD | 39 ANIMAL SPACE |
| 4 BUSHELS | 8 CARTON | 13 PLANT/POT | 40 KILOGRAM |

2. (If Yes) Report the commodities sold and delivered in 2010 through **marketing** contracts. List the quantities marketed and the final price received. (**Exclude** marketing charges (record this in item 7) and money received for any reimbursements for expenses. Expense reimbursements should be reported in SECTION F.)

| 1 What commodities did this operation have MARKETING contracts for in 2010? 1/ [Write in commodities] | 2 See commodity codes in respondent booklet CODE | 3 What quantity of this commodity was marketed through this contract? (<u>Exclude</u> landlord's share.) QUANTITY | 4 Unit Code (from list above) CODE | 5 What was (will be) the FINAL PRICE RECEIVED per unit by this operation for this commodity marketed under this contract? (<u>Exclude</u> marketing charges. <u>Exclude</u> money received as reimbursement for production expenses. Record this in Section F.) DOLLARS & CENTS | 6 What was the total dollar amount received in 2010 from this contract? 2/ (<u>Exclude</u> marketing charges. <u>Exclude</u> money received as reimbursement for production expenses. Record this in Section F.) TOTAL DOLLARS |
|--|--|---|---|---|--|
| | 0301 | 0304 | 0305 | 0306 _____ | 0307 |
| | 0316 | 0319 | 0320 | 0321 _____ | 0322 |
| | 0331 | 0334 | 0335 | 0336 _____ | 0337 |
| | 0346 | 0349 | 0350 | 0351 _____ | 0352 |
| | 0361 | 0364 | 0365 | 0366 _____ | 0367 |
| | 0376 | 0379 | 0380 | 0381 _____ | 0382 |

1/ If the commodity is not yet delivered, record the value of the commodity in SECTION G.
2/ Income received for commodities marketed under contract in previous years should be recorded in item 8a(i) on page 10.

SECTION D continues on next page.

PRODUCTION CONTRACTS AND CUSTOM FED LIVESTOCK

3. Did this operation have **production** contracts for any commodities it produced in 2010?
(A production contract is a verbal or written agreement setting terms, conditions, and fees to be paid by the contractor to the operation for the production of crops, livestock, or poultry. The contractor usually owns the commodity and often provides inputs.)

CODE

0400

YES [Enter code 1, then continue] NO [Enter code 3, then go to item 5]

| UNIT CODES for ITEM 4, COLUMN 4 | | | |
|---------------------------------|----------|--------------|-----------------|
| 1 POUND | 5 BIN | 9 DOZEN | 20 BARREL |
| 2 CWT | 6 BOX | 10 FLAT | 22 ACRE |
| 3 TON | 7 BALE | 11 HEAD/BIRD | 39 ANIMAL SPACE |
| 4 BUSHELS | 8 CARTON | 13 PLANT/POT | 40 KILOGRAM |

4. *(If Yes)* Report in the table below the commodities with **production** contracts. Also list the quantities removed under these contracts and the final fee received. *(Exclude money received to pay for production expenses. Expense reimbursements should be reported in SECTION F.)*

| 1 What commodities did this operation have PRODUCTION contracts for in 2010? [Write in commodities] | 2 See commodity codes in respondent booklet CODE | 3 What quantity of this commodity was removed from the operation under this contract? <i>(Exclude landlord's share.)</i> QUANTITY | 4 Unit Code (from list above) CODE | 5 What was (will be) the FINAL FEE RECEIVED per unit by this operation for producing this commodity under this contract? <i>(Exclude money received as reimbursement for production expenses. Record this in SECTION F.)</i> DOLLARS & CENTS | 6 What were the TOTAL FEES RECEIVED in 2010 under this contract? 1/ <i>(Exclude money received as reimbursement for production expenses. Record this in SECTION F.)</i> TOTAL DOLLARS |
|---|--|--|---|---|--|
| | 0401 | 0404 | 0405 | 0406 _____ | 0407 |
| | 0416 | 0419 | 0420 | 0421 _____ | 0422 |
| | 0431 | 0434 | 0435 | 0436 _____ | 0437 |
| | 0446 | 0449 | 0450 | 0451 _____ | 0452 |

1/ Income received for commodities produced under contract in previous years should be recorded in item 8a(i) on page 10.

SECTION D continues on next page.

CASH or OPEN MARKET SALES

Exclude from item 5-
 ▶ Marketing Contract sales (report in item 2)
 ▶ Production Contract removals (report in item 4)
 ▶ Landlord shares (report in Section B, item 3 and Section C, item 2)

5. After subtracting marketing expenses, what was the total dollar amount this operation received in 2010 for cash or open market sales of each of the following crop and/or livestock commodities sold in 2010? (**Exclude** marketing contract sales, production contract removals, and landlord's share of market value.)

DOLLARS

| | |
|--|------|
| a. Corn, rice, sorghum, soybeans, oats, barley, wheat (Include silage. Exclude sweet corn.) | 0501 |
| b. Other grains and oilseeds, dry beans, and dry peas (flaxseed, other grain silage and forage, other grains and oilseeds, popcorn, sunflowers, etc.) | 0502 |
| c. Tobacco, cotton, and cottonseed | 0503 |
| d. Vegetables, melons, potatoes, and sweet potatoes (cabbage, cantaloupes, pumpkins, red beets, sweet corn, tomatoes, watermelons, vegetable seeds, etc.) | 0504 |
| e. Fruit, tree nuts, berries (almonds, apples, blueberries, cherries, grapes, hazelnuts, kiwifruit, oranges, pears, pecans, strawberries, walnuts, etc.) | 0505 |
| f. Nursery, greenhouse, cut Christmas trees, floriculture and sod (bedding plants, bulbs, cut flowers, flower seeds, foliage plants, mushrooms, nursery potted plants, shrubbery, etc.) | 0506 |
| g. Other crops and hay, and short rotation woody crops (grass seed, hay and grass silage, hops, maple syrup, mint, peanuts, sugarcane, sugarbeets, etc.) | 0507 |
| h. Hogs and pigs (Exclude breeding stock.) | 0508 |
| i. Hog breeding stock | 0509 |
| j. Milk and other dairy products from cows (before deduction of any hauling fees) | 0510 |
| (i) How much of this was for processed dairy products, such as cheese, butter, and processed milk? | 0534 |
| k. Cattle and calves (fed cattle, beef and dairy cull animals, stockers and feeders, veal calves, etc. Exclude breeding stock.) | 0511 |
| l. Cattle breeding stock | 0512 |
| m. Poultry and eggs (broilers, chickens, turkeys, ducks, eggs, emus, geese, hatchlings, ostriches, pigeons, pheasants, quail, poultry products, etc.) | 0524 |
| n. Other animals and other animal products (sheep, goats, and their products (wool, mohair, goat milk, and cheese); horses, ponies, mules, burros, and donkeys; aquaculture; bees and honey; semen and embryo sales) | 0517 |
| 6. What was the total amount received from straw and other crop residue sales? (Exclude peanut hay sales.) | 0527 |

MARKETING CHARGES

| | OPERATOR(S) and PARTNER(S) | LANDLORD(S) | CONTRACTOR(S) |
|---|-------------------------------|-------------|---------------|
| | DOLLARS | DOLLARS | DOLLARS |
| 7. In 2010, how much was spent by this operation (operators, partners, landlords, and contractors) for marketing and storage expenses incurred by this operation? (Include check-off, commissions, storage, inspection, ginnings, etc.; and marketing expenses for contract sales.) | 0868 | 0869 | 0870 |
| a. How much of this (item 7) was for the dairy enterprise? (Include milk mandatory assessments and miscellaneous deductions, and cattle check-off, commission, inspection, insurance, etc. Exclude milk hauling costs, cooperatives working together (CWT) payments, and user fees charged by organic certifiers.) | 0943 | 0944 | 0945 |

SECTION D continues on next page.

SECTION E OTHER FARM RELATED INCOME

1. In 2010, did this operation receive or repay any Commodity Credit Corporation (CCC) loans?
 YES [Enter code 1, then continue] NO [Enter code 3, then go to item 2].

CODE
0560

a. In 2010, how much was received for all commodities placed under CCC loans?
(Include Austrian winter peas, barley, canola, rapeseed, corn, cotton, crambe, dry edible peas, flaxseed, honey, lentils, mohair, mustard seed, oats, peanuts, rice, safflower, sesame seed, small chickpeas, sorghum, soybeans, sunflower seed, and wheat.)

DOLLARS
0518

b. In 2010, what was the amount spent to repay CCC loans? *(Exclude storage and service fees.)*

0519

2. In 2010, did this operation receive any Federal, State, or Local Farm Program payments?
(Include government payments received through a cooperative. Exclude conservation-related payments reported in SECTION A and CCC loan payments.)

YES [Enter code 1, then continue] NO [Enter code 3, then go to item 3].

CODE
0563

a. In 2010, how much was received from the Direct Counter-cyclical Payment (DCP) and Average Crop Revenue Election (ACRE) programs? *(Include government payments received through a cooperative.)*

DOLLARS
0525

PERCENT of 2a

(i) Of the total in item 2a, what percent was for DCP direct payments? +

0520

(ii) Of the total in item 2a, what percent was for DCP counter-cyclical payments? +

0522

(iii) Of the total in item 2a, what percent was for ACRE direct payments? +

0521

(iv) Of the total in item 2a, what percent was for ACRE revenue payments? +

0523

= 100%

b. In 2010 how much was received in loan deficiency payments (LDPs), marketing loan gains, and for net value of commodity certificates? *(Include government payments received through a cooperative.)*

DOLLARS
0529

c. In 2010, how much was received for all other Federal, State, or Local program payments?
(Include disaster and market loss payments; Milk Income Loss (MILC) contract payments; tobacco buyout payments, including lump sum payments; and other Federal, State or Local programs. Exclude CRP, CREP, WRP, EQIP, CSP, and CStP payments (reported in SECTION A) as well as Federal crop insurance payments and other indemnity payments, to be reported below.)

0545

(i) How much of this (item c) was milk income loss contract payments?

0536

(ii) How much of this (item c) was a cost share subsidy for organic certification under the program that offered to pay up to three-fourths of your certification costs?

0475

3. What is your **estimate** of the total dollar amount your landlord(s) received in government payments for the acres you rented from them?

0543

SECTION E continues on next page.

4. In 2010, what was the total income received by you (the operator) and all partners for—
- DOLLARS
- a. custom work, machine hire and other agricultural services provided by this operation for farmers and others? (**Exclude** if this is for a separate business.)
- b. recreational and agri-tourism activities such as hunting, fishing, farm tours, hospitality services, petting zoos, etc.?
- c. sales of farm machinery and vehicles? (*farm share only*).
- d. Federal crop or livestock insurance payments?
- e. other income that is closely related to the agricultural operation? (**Exclude** sales of farm machinery and vehicles. **Include** grazing of livestock, sales of forest products, patronage dividends and refunds from cooperatives, animal boarding, hedging profits and losses, insurance indemnity payments other than Federal Crop Insurance payments, sales of poultry litter, manure sales, State fuel tax refunds, tax refunds, sales of value added goods produced from your farm commodities such as jams, jellies, wine, cider, etc., if these are not part of a separate business. This may be a **negative (-)** number for losses.)
- DOLLARS
-

List each income item and amount separately, below.

5. Which code from the list below represents the largest portion of this operation's 2010 total gross value of sales, including Government agriculture payments?
- CODE
-

Include:

- Sales of all crops, livestock, poultry and livestock products sold in 2010.
- The **VALUE OF PRODUCTS REMOVED** for all crops, livestock, and poultry produced under contract in 2010.
- Sales of miscellaneous agricultural products in 2010.
- All government agricultural payments received in 2010.
- Landlord's share of government payments.

| Farm Type | Code | Farm Type | Code |
|---|------|--|------|
| Grains, oilseeds, dry beans, and dry peas (corn, flaxseed, grain, silage and forage, grains and oilseeds for seeds, popcorn, rice, small grains, sorghum, soybeans, sunflowers, etc.) | 01 | Hogs and pigs | 09 |
| Tobacco | 02 | Milk and other dairy products from cows | 10 |
| Cotton and cottonseed | 03 | Cattle and calves (beef and dairy cattle for breeding stock, fed cattle, beef and dairy cull animals, stockers and feeders, veal calves, etc.) | 11 |
| Vegetables, melons, potatoes and sweet potatoes (cabbage, cantaloupes, pumpkins, red beets, sweet corn, tomatoes, watermelons, vegetable seeds, etc.) | 04 | Sheep, goats, and their products (wool, mohair, milk and cheese) | 12 |
| Fruit, tree nuts and berries (apples, almonds, blueberries, cherries, cranberries, grapes, hazelnuts, kiwifruit, oranges, pears, pecans, strawberries, walnuts, etc.) | 05 | Equine (horses, ponies, mules, burros and donkeys) | 13 |
| Nursery, greenhouse, and floriculture (bedding plants, bulbs, cut flowers, flower seeds, foliage plants, mushrooms, nursery potted plants, shrubbery, sod, etc.) | 06 | Poultry and eggs (broilers, chickens, turkeys, ducks, eggs, emus, geese, hatchlings, ostriches, pigeons, pheasants, quail, poultry products, etc.) | 14 |
| Cut Christmas trees and short rotation woody crops | 07 | Aquaculture (catfish, trout, other finfish, shellfish, etc.) | 15 |
| Other crops and hay (grass seed, hay and grass silage, straw, hops, maple syrup, mint, peanuts, sugarcane, sugarbeets, CRP, pasture, etc.) | 08 | Other animals and other animal products (bees, honey, rabbits, other fur-bearing animals, semen, manure, other animal specialties, etc.) | 16 |

SECTION F OPERATING and CAPITAL EXPENDITURES

OPERATING EXPENSES

Include only expenses related to this operation.
Exclude expenses NOT related to this farm/ranch; expenses of performing custom work FOR others, if this is a separate business; and expenses on land rented to others.

In 2010, how much was spent for (item) by [column]–

| 1 OPERATOR(S) & PARTNER(S) DOLLARS | 2 LANDLORD(S) DOLLARS | 3 CONTRACTOR(S) DOLLARS |
|---|---------------------------------|-----------------------------------|
|---|---------------------------------|-----------------------------------|

1. seeds, sets, plants, seed cleaning and treatments, transplants, trees and nursery stock? (**Include** technology or other fees, seed treatments, and seed cleaning cost. **Exclude** items purchased for resale without additional growth.)

| | | |
|------|------|------|
| 0600 | 0601 | 0602 |
|------|------|------|

2. nutrients, fertilizer, lime and soil conditioners? (**Include** cost of custom application and organic materials. **Exclude** potting mixes, vermiculite, and sterilized soil.)

| | | |
|------|------|------|
| 0606 | 0607 | 0608 |
|------|------|------|

3. biocontrols and agricultural chemicals for crops, livestock, poultry, and general farm use? (**Include** biological pest controls and custom application costs.)

| | | |
|------|------|------|
| 0612 | 0613 | 0614 |
| 0615 | 0616 | 0617 |

a. How much of this (item 3) was for the DAIRY enterprise?

4. livestock purchases of–

a. breeding stock for beef cattle, dairy cattle, hogs and sheep?

| | | |
|------|------|------|
| 0621 | 0622 | 0623 |
|------|------|------|

b. other cattle, calves, hogs and pigs? [Report other sheep in item 4d.]

| | | |
|------|------|------|
| 0624 | 0625 | 0626 |
|------|------|------|

c. chickens and turkeys? [Report ducks and game birds in item 4d.]

| | | |
|------|------|------|
| 0627 | 0628 | 0629 |
|------|------|------|

d. other livestock and poultry, including other sheep, lambs, bees, brooder fish, fingerlings, goats, etc.?

| | | |
|------|------|------|
| 0630 | 0631 | 0632 |
|------|------|------|

5. leasing of livestock? (**Include** leasing of bees for pollination.)

| | | |
|------|------|------|
| 0633 | 0634 | 0635 |
| 0596 | 0597 | 0598 |

a. How much of this (item 5) was for the DAIRY enterprise?

6. purchased feed for livestock and poultry? (**Include** grain, hay, silage, mixed feeds, concentrates, etc.)

| | | |
|------|------|------|
| 0636 | 0637 | 0638 |
| 0891 | 0892 | 0893 |

a. How much of this (item 6) was for the DAIRY enterprise?

7. bedding and litter for livestock?

| | | |
|------|------|------|
| 0639 | 0640 | 0641 |
| 0894 | 0895 | 0896 |

a. How much of this (item 7) was for the DAIRY enterprise?

SECTION F continues on next page.

In 2010, how much was spent for (item) by [column]—

| 1 OPERATOR(S) & PARTNER(S) DOLLARS | 2 LANDLORD(S) DOLLARS | 3 CONTRACTOR(S) DOLLARS |
|---|---------------------------------|-----------------------------------|
|---|---------------------------------|-----------------------------------|

8. medical supplies, veterinary and custom services for livestock? (**Exclude** manure disposal. **Include** artificial insemination (AI), branding, breeding fees, caponizing, castrating, custom feed processing, hormone injections, performance testing, pregnancy testing, seining, sheep shearing, etc.)

| | | |
|------|------|------|
| 0642 | 0643 | 0644 |
| 0897 | 0898 | 0899 |

a. How much of this (item 8) was for the DAIRY enterprise?

(i) How much of this (item 8a) was for medical supplies and services, such as disease treatment and testing, vaccines, bST, and other pharmaceutical products?

| | | |
|------|------|------|
| 0391 | 0392 | 0393 |
| 0397 | 0398 | 0399 |

(ii) How much of this (item 8a) was for DHIA or other testing agency fees?

(iii) How much of this (item 8a) was for other supplies and services, such as feed processing, dead animal removal, branding, tagging, castrating, AI and breeding, and pregnancy testing?

| | | |
|------|------|------|
| 0496 | 0497 | 0498 |
|------|------|------|

purchases for the farm business of—

9. all fuels and all oils and lubricants? (total 9a + 9b + 9c + 9d + 9e + 9f must equal item 9).

| | | |
|------|------|------|
| 0663 | 0664 | 0665 |
| 0645 | 0646 | 0647 |
| 0648 | 0649 | 0650 |
| 0651 | 0652 | 0653 |
| 0654 | 0655 | 0656 |
| 0657 | 0658 | 0659 |
| 0660 | 0661 | 0662 |
| 0672 | 0673 | 0674 |

a. Diesel fuel? (**Include** biodiesel.)

b. Gasoline and gasohol? (**Include** ethanol blends.)

c. Natural gas?

d. LP gas (propane, butane)?

e. Oils and lubricants? (**Include** grease, hydraulic fluids, motor oils, transmission fluids, etc.)

f. All other fuel? (**Include** coal, fuel oil, kerosene, wood, etc.)

g. How much of the total fuel expense (item 9) was for the DAIRY enterprise?

10. electricity for the farm business?

a. How much of the total electricity expense (item 10) was for irrigation?

| | | |
|------|------|------|
| 0675 | 0676 | 0677 |
| 0678 | 0679 | 0680 |
| 0687 | 0688 | 0689 |

b. How much of the total electricity expense (item 10) was for drying?

c. How much of the total electricity expense (item 10) was for specialized livestock production facilities such as dairies, feedlots, poultry houses, and swine buildings?

| | | |
|------|------|------|
| 0693 | 0694 | 0695 |
| 0947 | 0948 | 0949 |

(i) How much of this (item 10c) was for the DAIRY enterprise?

SECTION F continues on next page.

In 2010, how much was spent for (item) by [column]—

| 1 OPERATOR(S) & PARTNER(S) DOLLARS | 2 LANDLORD(S) DOLLARS | 3 CONTRACTOR(S) DOLLARS |
|---|---------------------------------|-----------------------------------|
|---|---------------------------------|-----------------------------------|

| | | | |
|---|------|------|------|
| 11. purchased water for irrigation from off-farm suppliers? (<i>Include irrigation assessments and fees.</i>) | 0696 | 0697 | 0698 |
| 12. all other utilities, such as the farm share of telephone service, water purchased other than for irrigation, and Internet access? . . . | 0872 | 0873 | 0874 |
| 13. farm supplies, marketing containers, hand tools and farm shop power equipment? (<i>Include expenses for temporary fencing. Exclude expenses for bedding/litter and permanent fencing.</i>) | 0702 | 0703 | 0704 |
| 14. repairs, parts and accessories for motor vehicles, machinery and farm equipment? (<i>Include drying equipment, tune-ups, overhauls, repairs to livestock equipment, replacement parts for machinery, tubes, tires, and accessories such as air conditioners, CB's, radios and hydraulic cylinders. Exclude irrigation equipment and pump repairs.</i>) | 0708 | 0709 | 0710 |
| a. How much of this (item 14) was for the DAIRY enterprise? . . . | 0711 | 0712 | 0713 |
| 15. maintenance and repair for the upkeep of all farm buildings, houses other than the operator's, land improvements, and all other farm/ranch improvements? (<i>Include conservation improvements, corrals, feeding floors, feedlots, gravel, land drainage structures, tiling, trench, silos, wells, irrigation equipment and pump repairs and facilities. Exclude any new construction or remodeling.</i>) | 0714 | 0715 | 0716 |
| a. How much of this (item 15) was for specialized livestock production facilities such as dairies, feedlots, poultry houses, and swine buildings? | 0717 | 0718 | 0719 |
| (i) How much of this (item 15a) was for the DAIRY enterprise? | 0568 | 0569 | 0570 |
| b. How much of this (item 15) was for maintenance and repair of irrigation equipment and pumps? | 0720 | 0721 | 0722 |
| 16. maintenance and repair of the operator's house if it was owned by the operation? (<i>'Owned by the operation' means the house is— – recorded as an asset in farm record books, or – used as security or collateral for a farm loan, or – deeded as part of the farm.</i>) | 0726 | | |
| 17. insurance for the farm business? (<i>Include all casualty insurance, hail insurance, and any other crop or livestock insurance; motor vehicle liability and blanket insurance policies. Include insurance on operator's dwelling, if owned by the operation. Exclude health insurance (reported in SECTION F, Item 26 or SECTION J, Item 10) and other payroll insurance items.</i>) | 0729 | 0730 | 0731 |
| a. How much of this (item 17) was for Federal crop insurance? | 0732 | 0733 | 0734 |
| 18. interest and fees paid on debts— | | | |
| a. secured by real estate? (<i>Include interest paid on the operator's dwelling, if owned by the operation.</i>) | 0738 | 0739 | |
| b. not secured by real estate? (<i>Include service fees on CCC loan redemptions.</i>) | 0741 | 0742 | |
| 19. property taxes paid on— | | | |
| a. real estate (land and buildings)? (<i>Include real estate taxes on operator dwelling, if owned by the operation.</i>) | 0744 | 0745 | 0746 |
| b. livestock, machinery, and other farm production items? | 0747 | 0748 | 0749 |

SECTION F continues on next page.

In 2010, how much was spent for (item) by [column]—

| 1 OPERATOR(S) & PARTNER(S) DOLLARS | 2 LANDLORD(S) DOLLARS | 3 CONTRACTOR(S) DOLLARS |
|---|---------------------------------|-----------------------------------|
|---|---------------------------------|-----------------------------------|

20. renting or leasing of tractors, vehicles, equipment or storage structures? (Include farm machinery, cars, trucks, irrigation equipment and other equipment. Exclude custom hire.)

| | |
|------|------|
| 0750 | 0751 |
| 0753 | 0754 |

21. vehicle registration and licensing fees?

22. depreciation expense claimed by this operation in 2010 for all capital assets? (If partnership, include amounts claimed by all partners in this operation. Estimate from 2009 if necessary.)

| |
|------|
| 0756 |
| 0757 |

a. How much of this depreciation expense (item 22) was claimed for breeding livestock?

23. CASH WAGES paid to hired farm and ranch labor? (Include cash wages, incentives and bonuses, payments to corporate officers and paid family members including yourself and other operators if they received a wage. Exclude wages paid for custom and contract work, wages paid for housework, Social Security on the owner-operator, withdrawals for living expenses, employer's share of Social Security and unemployment taxes, health insurance and life insurance; pensions or retirement plans and worker's compensation.)

| | | |
|------|------|------|
| 0758 | 0759 | 0760 |
| 0761 | 0762 | 0763 |

a. How much of this (item 23) was for the DAIRY enterprise? . . .

24. Of item 23, how much salary or wage was paid to— (total 24a + 24b + 24c + 24d + 24e must equal item 23)

- a. YOU (the principal operator)?
- b. your (the principal operator's) spouse? (Even if your spouse is an operator, include his/her wages here.)
- c. other members of your (the operator's) household? (Even if your other household members are operators, include their wages here.)
- d. other operators (outside the operator's household)? (Those persons responsible for the day-to-day management decisions for this operation.)
- e. all other paid farm and ranch labor?

| | | |
|------|------|------|
| 0764 | 0765 | 0766 |
| 0767 | 0768 | 0769 |
| 0574 | 0575 | 0576 |
| 0770 | 0771 | 0772 |
| 0773 | 0774 | 0775 |

25. payroll taxes for hired labor? (Include employer's share of Social Security and unemployment taxes. Include any amounts the farm paid for farm workers that are part of your (the operator's) household.)

| | | |
|------|------|------|
| 0705 | 0706 | 0707 |
| 0779 | 0780 | 0781 |

a. How much of this (item 25) was for the DAIRY enterprise? . . .

26. benefits for hired labor? (Include employer's share of health insurance, pension or retirement plans, Workers Compensation, etc. Include any amounts the farm paid for farm workers that are part of your (the operator's) household.)

| | | |
|------|------|------|
| 0915 | 0916 | 0917 |
| 0472 | 0473 | 0474 |

a. How much of this (item 26) was for the DAIRY enterprise? . . .

27. contract labor? (Include expenses for labor, such as harvesting of fruit, vegetables, berries, etc. performed on a contract basis by a contractor, crew leader, cooperative, etc. Exclude contract work for building construction, repairs, or farm improvements, and payments to other operations that fed/raised livestock under contract FOR this operation.)

| | | |
|------|------|------|
| 0782 | 0783 | 0784 |
| 0785 | 0786 | 0787 |

a. How much of this (item 27) was for the DAIRY enterprise? . . .

SECTION F continues on next page.

In 2010, how much was spent for (item) by [column]—

| 1 OPERATOR(S) & PARTNER(S) DOLLARS | 2 LANDLORD(S) DOLLARS | 3 CONTRACTOR(S) DOLLARS |
|---|---------------------------------|-----------------------------------|
|---|---------------------------------|-----------------------------------|

28. custom work such as—
(Custom work is work performed by machines and labor hired as a unit.)

- a. hauling? Include all custom grain, livestock, milk, manure, and other custom hauling.
- b. all other custom work done on this operation, including machine hire and rental of machinery and equipment? (Report custom livestock services in item 8.)
- c. How much of this (items 28a and 28b) was for the DAIRY enterprise? (Include milk hauling).

| | | |
|------|------|------|
| 0788 | 0789 | 0790 |
|------|------|------|

| | | |
|------|------|------|
| 0791 | 0792 | 0793 |
|------|------|------|

| | | |
|------|------|------|
| 0794 | 0795 | 0796 |
|------|------|------|

29. workers who were members of your (the operator's) household— what was the cash value of any commodities provided to them as PAYMENT for farm work? [Example: value of a percentage of crops, calves, etc. Exclude operator payments or draws.]

| |
|------|
| 0797 |
|------|

30. workers who were NOT household members— what was the cash value of all commodities, feed, fuel, housing, meals, other food, utilities, vehicles for personal use, and any other non-cash PAYMENT for farm work? (Include meat, poultry, other livestock and livestock products, berries, firewood, fruits, and vegetables, etc. Exclude home gardens, unless expenses were recorded previously. Also exclude partner payments or draws.)

| |
|------|
| 0798 |
|------|

31. What was the market value of commodities produced and used on this operation for home consumption? (Exclude any commodities provided as payment to household members for farm work reported in item 29.)

| |
|------|
| 0799 |
|------|

PERCENT

a. What percent of this (item 31) was for livestock and livestock products?

| |
|------|
| 0800 |
|------|

DOLLARS

32. professional or farm management services such as record keeping, accounting, tax and business planning, farm product advice, conservation practices, etc.?

| |
|------|
| 0801 |
|------|

Show the respondent the list of General Business Expenses in the Respondent Booklet.

| 1 OPERATOR(S) & PARTNER(S) DOLLARS | 2 LANDLORD(S) DOLLARS | 3 CONTRACTOR(S) DOLLARS |
|---|---------------------------------|-----------------------------------|
| 0804 | 0805 | 0806 |

33. general business expenses?
List general business expense items and amounts below.

CAPITAL EXPENSES

34. improvements on land such as land preparation, irrigation improvements, well drilling, ponds, feedlots, trench silos, lagoons, new fences, etc? (Exclude moveable equipment.)

| | | |
|------|------|------|
| 0807 | 0808 | 0809 |
|------|------|------|

35. new construction and remodeling of dwellings (excluding the operator's dwelling), barns, buildings, hog houses, poultry houses, milk barns, storage facilities, sheds, silos, etc.? (Exclude repairs and maintenance.)

| | | |
|------|------|------|
| 0810 | 0811 | 0812 |
|------|------|------|

36. new construction or remodeling of the operator's dwelling, if owned by the operation?

| |
|------|
| 0813 |
|------|

SECTION F continues on next page.

Report the TOTAL NET COST (after deducting the value of trade-ins, rebates and discounts) of the following items purchased for the farm/ranch in 2010.

37. Cars – Include new and used DOLLARS
0816

a. What percent of this (item 37) was the farm's share? PERCENT
0817

38. Trucks – Include new and used trucks, pickups, sport utility vehicles, vans, campers and buses DOLLARS
0818

a. What percent of this (item 38) was the farm's share? PERCENT
0819

39. Tractors – Include new and used DOLLARS
0820

40. Self-propelled equipment, including implements and self-propelled equipment for livestock, dairy, or poultry production (*Exclude tractors.*) 0821

41. Other farm machinery, non-self-propelled farm equipment, pumps, and capital equipment for crop or livestock production (*Include farm share only.*) 0822

42. Office equipment, furniture and computers that were placed on a depreciation schedule 0823

43. Farmland and other farm real estate for expanding this operation 0803

44. All other capital expenditures (*Include all other capital expenditures that were placed on a depreciation schedule.*) 0824

[List all other capital expenditure items and amounts below.]

| OPERATOR & PARTNER(S) | LANDLORD(S) | CONTRACTOR(S) |
|-----------------------|-------------|---------------|
| DOLLARS | DOLLARS | DOLLARS |
| 0825 | 0826 | 0827 |

45. What other expenses did this operation have in 2010 that I have not recorded?

[List each expense item and amount below.]

SECTION G FARM ASSETS

1. In order to estimate the financial position of farms correctly, we need to obtain the MARKET VALUE of the following assets OWNED by this operation on December 31, 2010: *(Include owned assets on rented land.)*

| | DOLLARS |
|--|---------|
| a. farm operator's dwelling, if owned by this operation <i>(Owned by the operation means the house is recorded as an asset in farm record books or deeded as part of the farm.)</i> | 0850 |
| b. all other dwellings | 0851 |
| c. all other farm buildings and structures <i>(Include barns, cribs, grain bins, greenhouses, silos, storage sheds, etc.)</i> | 0852 |
| d. orchard trees and vines, nursery trees, and trees grown for woody crops | 0853 |
| e. land <i>(Include land rented to others. Exclude houses, buildings, orchard trees and vines, and trees grown for woody crops.)</i> | 0854 |
| 2. What is the estimated market value of the land and buildings on the acres rented or leased FROM OTHERS on December 31, 2010? <i>(Reported in SECTION A, items 2a, 2b, and 2c.)</i> | 0855 |
| a. What is the estimated market value of the land and buildings on the acres rented or leased FROM RELATIVES on December 31, 2010? | 0856 |
| 3. What is the estimated market value of the land and buildings on the acres rented or leased TO OTHERS on December 31, 2010? <i>(Reported in SECTION A, item 3.)</i> | 0857 |

For each item below, report the market value(s) of the assets owned by the operation on the dates specified.

| | Beginning of Year | End of Year |
|---|--------------------------|---------------------------|
| | JAN. 1, 2010? DOLLARS | DEC. 31, 2010? DOLLARS |
| 4. What was the ESTIMATED MARKET VALUE for the farm share of [item] on— | | |
| a. crops owned and stored on or off this operation <i>(Include crops stored at co-op or gin warehouse, specialty crops, fruit storage, hay, silage, and nursery and greenhouse products not in the ground. Exclude crops under CCC loans.)</i> | 0888 | 0889 |
| b. breeding livestock owned by and located on or off this operation <i>(Include aquaculture, bees, cattle, equine, hogs, mink, poultry, sheep, etc., kept for breeding purposes. Exclude livestock being produced under contract on another operation (reported in Section C, item 3).)</i> | 0863 | 0864 |
| c. non-breeding livestock owned by and located on or off this operation <i>(Include aquaculture, bees, cattle, equine, hogs, mink, poultry, sheep, etc., kept for non-breeding purposes. Exclude livestock being produced under contract on another operation (reported in Section C, item 3).)</i> | 0876 | 0877 |
| d. production inputs owned by this operation, such as feed, fertilizer, chemicals, fuels, parts, purchased seed and other supplies, etc. | 0878 | 0879 |
| e. production inputs already used by this operation for cover crops, crops planted but not yet mature for harvest <i>(also known as sunk costs)</i> , or the value of inputs used for production contracts that have yet to be delivered | 0880 | 0881 |
| f. trucks and cars owned by the operation <i>(farm share only)</i> | | 0882 |
| g. tractors, machinery, tools, equipment and implements owned by the operation | | 0883 |
| h. stock in farm cooperatives and the Farm Credit System | | 0884 |

LIQUID ASSETS – [Show **OTHER FARM ASSETS & VALUE CODES** in Respondent Booklet.]

| | VALUE CODE |
|--|------------|
| 5. Which value code represents the value of all other farm assets not previously listed on December 31, 2010? <i>(Include money owed to this operation (except money owed from commodity sales), cash certificates of deposit, savings and checking accounts, hedging account balances, government payments due, balance of land contract sales, and any other farm assets not reported earlier. Exclude any personal debt owed to the operator(s).)</i> | 0887 |

SECTION H FARM DEBT

1. What was the total amount of all farm business loans taken out and repaid in 2010?
(Include seasonal production and equipment loans.)

DOLLARS

| |
|------|
| 0890 |
|------|

2. Did this operation owe money to any banks, co-ops, individuals, merchants, or Federal agencies on December 31, 2010? *(Include money owed against your line of credit and multi-purpose loans used for both farm and non-farm purposes. Exclude CCC commodity loans and any loans used exclusively for non-farm purposes.)*

YES *[Enter code 1, then continue]* NO *[Enter code 3, then go to SECTION I].*

CODE

| |
|------|
| 1058 |
|------|

3. For each type of loan, what was the balance owed, average interest rate, and percent for farm use?

a. One year or less production or other loans.

b. More than one year non-real estate debt.

c. More than one year real estate debt.

| | What was the balance owed on December 31, 2010? | What was the average interest rate of this debt? | How much of this debt was for farm use? |
|--|---|--|---|
| | DOLLARS | PERCENT | PERCENT |
| a. One year or less production or other loans. | 1048 | 1049 . _ _ | 1050 |
| | hundredths | | |
| b. More than one year non-real estate debt. | 1051 | 1052 . _ _ | 1053 |
| | hundredths | | |
| c. More than one year real estate debt. | 1054 | 1055 . _ _ | 1056 |
| | hundredths | | |

4. How much of the debt owed on December 31, 2010 *(reported above)*, was for the operator's dwelling? *(If the operator's dwelling is owned by the operation, debt should be included here and above. Exclude operator's dwelling if not owned by the operation.)*

DOLLARS

| |
|------|
| 1057 |
|------|

| | |
|-------------------|------|
| OFFICE USE | 0999 |
|-------------------|------|

SECTION I FARM MANAGEMENT and USE OF TIME

1. In 2010, was more than 50% of the ownership interest in this operation held by you (*the principal operator*) and/or persons related to you by blood, marriage, or adoption, including relatives not residing in your household? (*Ownership interest is defined as having ownership of at least some of the farm business assets. Potential owners include individuals, partners, corporate shareholders, and members of a Limited Liability Company. Potential owners DO NOT INCLUDE landlords, contractors, and lenders.*)

YES [Enter code 1] NO [Enter code 3].

CODE

| |
|------|
| 1249 |
|------|

2. In 2010, how many owners of this operation were there? (**Exclude** landlords, contractors, and lending institutions holding farm debt. **Include** yourself if you have an ownership interest.)

a. What percent of the ownership interest did you (the operator) and your household hold? (**Exclude** relatives not living in your household.)

NUMBER

| |
|------|
| 1246 |
|------|

PERCENT

| |
|------|
| 1248 |
|------|

3. In 2010, what was this operation's legal status for tax purposes?

- 1 Family or Individual operation (**Exclude** partnerships and corporations.)
- 2 Legal partnership operation (**Include** family partnerships.)
- 3 C-Corporation
- 4 S-Corporation
- 5 Other (**Include** estates, trusts, cooperatives, grazing associations, etc.)

CODE

| |
|------|
| 1240 |
|------|

4. Is this operation organized as a Limited Liability Company (LLC) under State law?

YES [Enter code 1] NO [Enter code 3].

CODE

| |
|------|
| 1202 |
|------|

ENUMERATOR NOTE: If item 3 = 2 (operation is a partnership), continue; else go to item 7.

5. If operation is a legal partnership, is this partnership registered under State law?

YES [Enter code 1] NO [Enter code 3].

CODE

| |
|------|
| 1204 |
|------|

6. How many partners are there in this operation?

NUMBER

| |
|------|
| 1232 |
|------|

7. In 2010, how many households, **other than the principal operator's**, shared in the net farm income of the business, either by receiving a share of profits/losses or, if incorporated, receiving corporate dividends?

| |
|------|
| 0976 |
|------|

a. For all operations except a C-Corporation, what percent of the net income (whether profit or loss) were you (the operator) and your household entitled to receive from this farming operation? (*If your operation is an LLC that elected to report income for tax purposes as a pass-through, consider this as income here.*)

PERCENT

| |
|------|
| 0974 |
|------|

[Show value codes in respondent booklet.]

b. (**Answer this question ONLY if the operation is a C-Corporation or an LLC that elected to file as a C-Corporation.**) What value code represents the corporate dividends you (the operator) and your household received from this farming operation? (*See Value Code list in respondent booklet. If your operation is an LLC that elected to file for tax purposes as a C-Corporation, consider this as income here.*)

VALUE CODE

| |
|------|
| 0975 |
|------|

8. In 2010, how many operators (individuals) were involved in the day-to-day decisions for this operation? (**Enter** the number of operators, including the operator named on the front of this form, and family members if they are also operators. **Exclude** hired workers unless they are a hired manager. **Exclude** family members unless they make day-to-day decisions for the operation.)

NUMBER

| |
|------|
| 1200 |
|------|

SECTION I continues on next page.

9. At any point during 2010, were you (the principal operator) married? CODE
 YES [Enter code 1, then continue] NO [Enter code 3, then go to item 11]. 1205

10. If the principal operator was married at any point during 2010, did the principal operator's spouse make day-to-day decisions for this farm/ranch? [If yes, the principal operator's spouse should be included in item 8 on the previous page.] CODE
 YES [Enter code 1] NO [Enter code 3]. 1209

For items 11-13, please answer the following questions for up to three primary operators of this operation as of December 31, 2010. If one of the operators is the principal operator's spouse, record his/her information in operator 2.

| | PRINCIPAL OPERATOR | OPERATOR 2 | OPERATOR 3 |
|---|--------------------|------------|------------|
| | AGE | AGE | AGE |
| 11. What was the age of operator(s) on December 31, 2010? . . . | 1242 | 1262 | 1282 |

| | YEAR | YEAR | YEAR |
|--|------|------|------|
| 12. In what year did the operator(s) begin to operate any farm operation? | 1241 | 1261 | 1281 |

| | CODE | CODE | CODE |
|--|------|------|------|
| 13. What was the gender of the operator(s)? 1 Male 2 Female | 1243 | 1263 | 1283 |

14. Were you a hired manager for this operation (meaning you received a wage, salary, or in-kind payment for making day-to-day management decisions for this operation)? CODE
 YES [Enter code 1] NO [Enter code 3]. 0995

For items 15 and 16, please answer for each of the three-month periods during 2010.

| 1 st Quarter January, February, March, 2010 | 2 nd Quarter April, May, June, 2010 | 3 rd Quarter July, August, September, 2010 | 4 th Quarter October, November, December, 2010 |
|---|---|--|--|
|---|---|--|--|

| | HOURS/WEEK | HOURS/WEEK | HOURS/WEEK | HOURS/WEEK |
|---|------------|------------|------------|------------|
| 15. On average, about how many paid and unpaid hours per week (work and management time) did— | | | | |
| a. you (the principal operator) work for this operation? | 0828 | 0829 | 0830 | 0831 |
| b. your spouse (the principal operator's) work for this operation? (Even if your spouse is an operator, include his/her hours here.) | 0832 | 0833 | 0834 | 0835 |
| c. other operators (those persons responsible for the day-to-day management decisions for this operation) work for this operation? | 0836 | 0837 | 0838 | 0839 |

| | HOURS/WEEK | HOURS/WEEK | HOURS/WEEK | HOURS/WEEK |
|--|------------|------------|------------|------------|
| 16. For the workers on this operation (excluding operators, custom hire, and contract labor), on average, for each of the three-month periods during 2010, about how many hours per week (work and management time) did— | | | | |
| a. unpaid workers (such as non-operator partners, family members, etc.) work for this operation? | 0840 | 0841 | 0842 | 0843 |

SECTION I continues on next page.

DAIRY ENTERPRISE LABOR

Next I have some questions about labor used on the DAIRY enterprise.

EXCLUDE CONTRACT LABOR.

17. I need your best estimate of the time spent doing work on the DAIRY enterprise in 2010 by you (*the operator*) and UNPAID workers. (*Exclude labor used to produce feed for the dairy operation, such as field operations to produce corn silage and hay for dairy forage.*)

| 1 | 2 | 3 | 4 |
|------------|------------|------------|------------|
| Jan-Mar | April-June | July-Sept | Oct-Dec |
| HOURS/WEEK | HOURS/WEEK | HOURS/WEEK | HOURS/WEEK |

On the average, about how many HOURS PER WEEK did—

a. you (*the operator*) work on the DAIRY enterprise during [column], **including** paid and unpaid hours?

| | | | |
|------|------|------|------|
| 1130 | 1131 | 1132 | 1133 |
|------|------|------|------|

b. unpaid workers (*such as partners, family members, etc.*) work on the DAIRY enterprise during [column], **including** unpaid hours only?

| | | | |
|------|------|------|------|
| 1134 | 1135 | 1136 | 1137 |
|------|------|------|------|

(i) What percent of the total number of hours worked by all UNPAID workers (*item 17b – excluding the operator*) in the dairy operation was performed by workers under 16 years of age? (*Estimates of labor costs for unpaid workers are based on off-farm wages, which are different for workers under 16 relative to those 16 and older.*)

PERCENT

| | |
|------|---------|
| 1138 | _ _ _ _ |
|------|---------|

EXCLUDE CONTRACT LABOR.

18. Now, I need your best estimate on the time spent doing work on the DAIRY enterprise in 2010 by PAID workers. (*Exclude labor used to produce feed for the dairy operation, such as field operations to produce corn silage and hay for dairy forage. Exclude the operator's hours.*)

| 1 | 2 | 3 | 4 |
|------------|------------|------------|------------|
| Jan-Mar | April-June | July-Sept | Oct-Dec |
| HOURS/WEEK | HOURS/WEEK | HOURS/WEEK | HOURS/WEEK |

On the average, about how many HOURS PER WEEK did—

a. full-time paid workers work on the DAIRY enterprise during [column], **including** only paid workers?

| | | | |
|------|------|------|------|
| 1139 | 1140 | 1141 | 1142 |
|------|------|------|------|

b. part-time or seasonal workers work on the DAIRY enterprise during [column], **including** only paid workers?

| | | | |
|------|------|------|------|
| 1143 | 1144 | 1145 | 1146 |
|------|------|------|------|

- | |
|-------------|
| 1 PER HOUR |
| 2 PER DAY |
| 3 PER WEEK |
| 4 PER MONTH |

19. [*If full-time paid workers reported in item 18a, ask—*]

What was the average wage paid to full-time workers?

DOLLARS & CENTS

| | |
|------|---------|
| 1147 | _ _ _ _ |
|------|---------|

CODE

| |
|------|
| 1148 |
|------|

20. [*If part-time or seasonal workers reported in item 18b, ask—*]

What was the average wage paid to part-time or seasonal workers?

| | |
|------|---------|
| 1149 | _ _ _ _ |
|------|---------|

| |
|------|
| 1150 |
|------|

| | |
|-------------------|------|
| OFFICE USE | 2001 |
|-------------------|------|

SECTION J FARM HOUSEHOLD

1. Are the principal operator and/or the principal operator's spouse of Spanish, Hispanic, or Latino origin or background, such as Mexican, Cuban, or Puerto Rican, regardless of race?

YES [Enter code 1] NO [Enter code 3].

| OPERATOR | SPOUSE |
|----------|--------|
| 1219 | 1220 |

ENTER CODE 1 FOR ALL THAT APPLY

2. Which of these do you (the principal operator) and/or your (the principal operator's) spouse consider yourself? Are you—

- American Indian or Alaska Native?
(Specify tribe _____)
- Asian?
- Black or African American?
- Native Hawaiian or Other Pacific Islander?
- White?

| OPERATOR | SPOUSE |
|----------|--------|
| 1213 | 1214 |
| 1215 | 1216 |
| 1217 | 1218 |
| 1221 | 1222 |
| 1223 | 1224 |

3. What is the highest level of formal education achieved by the principal operator and/or the principal operator's spouse?

- 1 Less than high school diploma
- 2 High school
- 3 Some college (**Include associates degree**)
- 4 4-year college graduate and beyond

| OPERATOR | SPOUSE |
|----------|--------|
| 1257 | 1260 |

4. In 2010, what was the primary occupation of the principal operator and/or the principal operator's spouse?..

- 1 Farm or ranch work
- 2 Work other than farming or ranching
- 3 Currently not in the paid workforce

| OPERATOR | SPOUSE |
|----------|--------|
| 1207 | 1208 |

5. Regarding retirement from farming/ranching, do you (the principal operator) consider yourself to be retired now?

YES [Enter code 1] NO [Enter code 3].

| CODE |
|------|
| 1259 |

6. How many persons lived in the principal operator's household on December 31, 2010? (**Include operator, spouse, children, and others living in the operator's household.**)

| NUMBER |
|--------|
| 1227 |

ENUMERATOR NOTE: If SECTION I, item 1 = 3 (50% or less interest held by operator and relatives), go to SECTION N; else continue.

7. Did the principal operator receive pay for off-farm/off-ranch work or operate an off-farm business during 2010?

YES [Enter code 1, then continue] NO [Enter code 3, then go to item 8].

| CODE |
|------|
| 0931 |

a. How many weeks did the operator work off this farm/ranch for pay or operate an off-farm business in 2010?

| WEEKS |
|-------|
| 0933 |

b. During those weeks, how many hours per week did the operator usually work off this farm/ranch for pay or operate an off-farm business in 2010?

| HOURS PER WEEK |
|----------------|
| 0935 |

SECTION J continues on next page.

8. If the principal operator has a spouse, did the principal operator's spouse receive pay for off-farm/off-ranch work or operate an off-farm business during 2010?

YES [Enter code 1, then continue] NO [Enter code 3, then go to item 9].

| |
|--------------|
| CODE 0932 |
|--------------|

a. How many weeks did the principal operator's spouse work off this farm/ranch for pay or operate an off-farm business in 2010?

| |
|---------------|
| WEEKS 0934 |
|---------------|

b. During those weeks, how many hours per week did the principal operator's spouse usually work off this farm/ranch for pay or operate an off-farm business in 2010?

| |
|------------------------|
| HOURS PER WEEK 0936 |
|------------------------|

9. Which value code from the list below represents the cash income the entire household, the principal operator, and spouse received in 2010 from— (*Exclude farm income reported earlier.*)

| SOURCE | TOTAL HOUSEHOLD INCOME | OPERATOR INCOME | SPOUSE INCOME |
|---|------------------------|-----------------|---------------|
| | VALUE CODE | VALUE CODE | VALUE CODE |
| a. all off-farm wages, salaries, and tips before taxes and withholdings? | 0952 | 0950 | 0951 |
| b. net cash income from operating another farm or ranch (net of depreciation)? (<i>can be negative (-) if a loss was incurred</i>) | 0957 | 0955 | 0956 |
| c. net cash income from renting land from other farms/ranches, including whole farms/ranches, to others? (<i>Include cash or share-rented income. Exclude land rented to others from this operation.</i>) (<i>can be negative (-) if a loss was incurred</i>) | 0963 | | |
| d. net cash income from operating any other business (net of depreciation)? (<i>can be negative (-) if a loss was incurred</i>) | 0960 | 0958 | 0959 |
| e. interest income? | 0969 | | |
| f. dividend income? | 0966 | | |
| g. total proceeds from the sale of farm and non-farm capital assets? (<i>Include operator household's share only.</i>) | 0978 | | |
| (i) recognized gain/loss on the sale of capital assets reported above (<i>item 9g</i>)? (<i>can be negative (-) if a loss was incurred</i>) | 0981 | | |
| h. income from private pensions and private disability payments? | 0939 | | |
| i. income from public sources? (<i>Include Social Security, military and other public retirement, veteran's benefits, public disability, unemployment, or other public assistance.</i>) | 0998 | | |
| j. other off-farm sources of income? | 0993 | | |

| Dollar range | Value Code | Dollar range | Value Code | Dollar range | Value Code | Dollar range | Value Code |
|--------------------------|------------|----------------------------|------------|------------------------------|------------|----------------------------------|------------|
| None. | 01 | \$10,000 – 14,999. | 10 | \$80,000 – 99,999. | 19 | \$1,000,000 – 1,499,999. | 28 |
| \$1 - 499. | 02 | \$15,000 – 19,999. | 11 | \$100,000 – 124,999. | 20 | \$1,500,000 – 1,999,999. | 29 |
| \$500 – 999. | 03 | \$20,000 – 24,999. | 12 | \$125,000 – 149,999. | 21 | \$2,000,000 – 2,999,999. | 30 |
| \$1,000 – 1,999. | 04 | \$25,000 – 29,999. | 13 | \$150,000 – 199,999. | 22 | \$3,000,000 – 4,999,999. | 31 |
| \$2,000 – 2,999. | 05 | \$30,000 – 34,999. | 14 | \$200,000 – 274,999. | 23 | \$5,000,000 – 7,499,999. | 32 |
| \$3,000 – 3,999. | 06 | \$35,000 – 39,999. | 15 | \$275,000 – 349,999. | 24 | \$7,500,000 – 9,999,999. | 33 |
| \$4,000 – 4,999. | 07 | \$40,000 – 49,999. | 16 | \$350,000 – 499,999. | 25 | \$10,000,000 and over. | 34 |
| \$5,000 – 7,499. | 08 | \$50,000 – 59,999. | 17 | \$500,000 – 749,999. | 26 | | |
| \$7,500 – 9,999. | 09 | \$60,000 – 79,999. | 18 | \$750,000 – 999,999. | 27 | | |

SECTION J continues on next page.

10. Which value code represents the total amount spent on household and family living expenses in 2010? (**Include** food, including dining out; rent, utilities and other household expenses; non-farm transportation costs; out-of-pocket health and medical expenses, including insurance; contributions to insurance and retirement plans; contributions to individuals outside of the household, including alimony and child support; clothing; house furnishings; education and child care; charity donations; and entertainment, as well as mortgage interest and property taxes for operators who live in a dwelling owned by the household and not the farm.)
- VALUE CODE
1111
11. Which value code represents the total amount of off-farm assets owned by the principal operator and members of the operator's household on December 31, 2010? (**Include** cash, checking, savings, retirement accounts, corporate stock, certificates of deposit and real estate not part of the farm. **Exclude** assets reported earlier.)
- 0994
12. Which value code represents the total amount of all off-farm debt owed on December 31, 2010 by the principal operator and members of the operator's household? (**Exclude** debt reported earlier.)
- 1103

ENUMERATOR NOTE: [Items 13 - 15 refer to income and expense items for 2009.]

13. Which value code represents the total value of farm sales in the previous year (2009)? (Total value of farm sales includes livestock and crop income from cash and marketing contract sales, fees received from livestock and crop production contracts, the net change in CCC loans, and government payments.)
- VALUE CODE
1113
14. Which value code represents the net operating income for this operation in the previous year (2009)? (Cash income from all farm sources minus production costs and depreciation. If negative net operating income, indicate a minus sign before the value code.)
- 1114
15. Which value code represents the total off-farm income in the previous year (2009)? (wages, salaries, tips, interest, dividends, other public sources, etc. before taxes, income from operating another farm, income from operating any other business; if negative off-farm income, indicate a minus sign before the value code.)
- 1115

| | |
|-----------------------|------|
| OFFICE USE | 2002 |
|-----------------------|------|

SECTION N DAIRY SCREENING, INVENTORY, and MILK PRODUCTION

1. Regardless of ownership, what was the largest number of DAIRY COWS MILKED on this operation at any time in 2010? HEAD
 1501

[Enumerator Action: If item 1 shows–
 ♦ Less than 10 cows – Go to CONCLUSION on back page.
 ♦ 10 or more cows – Continue.]

2. Did this operation produce milk in all 12 months of 2010?
 YES [Enter code 1, then go to item 3] NO [Enter code 3, then continue] CODE
 1502

a. Did this operation dry off the cows in some months during 2010 in order to produce milk seasonally?
 YES [Enter code 1] NO [Enter code 3] 1503

b. Did this operation go out of or come into the dairy business during 2010?
 YES [Enter code 1, then go to CONCLUSION] NO [Enter code 3, then continue] 1504

3. How many years has this operation been producing milk? YEARS
 1505

4. How many more years do you expect this operation will be producing milk? CODE
 1506

| | |
|---|--------------------|
| 1 | Less than one year |
| 2 | One year |
| 3 | 2 – 5 years |
| 4 | 6 – 10 years |
| 5 | 11 – 19 years |
| 6 | 20 or more years |

5. What percent of the dairy cows milked on this operation were– PERCENT

| |
|------|
| 1507 |
| 1508 |
| 1509 |
| 1520 |
| 1510 |

a. Holstein-Friesian?
 b. Jersey?
 c. Guernsey?
 d. crossbred?
 e. other breeds?
 100%

6. Was this operation producing certified organic milk during 2010?
 YES [Enter code 1, then continue] NO [Enter code 3, then go to item 7] CODE
 1511

a. How many years has this operation been producing and selling **certified** organic milk? (*Include years producing under federal certification and years producing under any other third party organic certification program.*) YEARS
 1512

b. How many months or years did it take for this farm to become certified? ... MONTHS OR YEARS
 1519 OR 1513

c. How much did you pay in 2010 for third party organic certification? (*Include user fees charged by organic certifiers.*) DOLLARS
 1514

SECTION N continues on next page.

d. What do you consider to be the most difficult aspect of producing **certified** organic milk?

- 1 finding grains and forage
- 2 finding feed supplements
- 3 finding replacement heifers
- 4 certification and compliance costs
- 5 certification paperwork requirements
- 6 maintaining animal health
- 7 high cost of production
- 8 other (specify: _____)

CODE

1515

7. Was this operation transitioning into certified organic milk production in 2010?..... YES = 1

CODE

1516

8. Now I have some questions about the number and type of dairy cattle on this operation, regardless of ownership.

| 1 | 2 | 3 |
|---|---------------------------------------|---|
| | BEGINNING OF YEAR | END OF YEAR |
| | - on hand January 1, 2010? HEAD | - on hand December 31, 2010? HEAD |
| How many head of [item] were- | | |
| a. milk cows (<i>Include dry and milking cows.</i>) | 1517 | 1518 |
| b. breeding bulls (mature) | 1521 | 1522 |

YEARS

9. What was the average age of cows in the milking herd on this operation during 2010?.....

1523

10. During 2010, how many hundredweight (cwt) of milk did this operation-

CWT

- a. sell as milk or processed dairy products? +
- b. use on the farm? (*Include home use and milk fed to calves.*) +
- c. waste, dump, or lose to contamination? +
- d. The total milk produced in 2010 was- (a + b + c *must equal* d). =

1524

1525

1526

1527

CWT

11. How much of the milk sold on this operation during 2010 (*item 10a*) was certified organic milk?

1528

| | |
|------------|------|
| OFFICE USE | 1982 |
|------------|------|

SECTION O PURCHASES and DEATH LOSS

1. The next questions are on purchases of dairy animals during 2010.

| 1 | 2 How many head of [column 1] were purchased during 2010? HEAD | 3 What was the total amount spent on these [column 2] cattle? DOLLARS |
|---|---|--|
| a. milk cows. | 1592 | 1593 |
| b. replacement heifers weighing 500 pounds or more (<i>Include springers.</i>) | 1594 | 1595 |
| c. breeding bulls weighing 500 pounds or more. | 1596 | 1597 |
| d. replacement heifers weighing under 500 pounds. | 1598 | 1599 |
| e. replacement bulls weighing under 500 pounds. | 1600 | 1601 |

| | |
|--|------|
| | HEAD |
| 2. How many heifers born on this operation in 2010 were kept for breeding? | 1603 |
| a. How many of these replacement heifers were raised on this operation? | 1627 |

| | |
|--|---------------|
| | TOTAL DOLLARS |
| b. How much was spent to have replacement heifers raised on another operation? | 1628 |

| | |
|---|------|
| | HEAD |
| 3. During 2010 how many of the following died? | 1604 |
| a. Milk cows? | 1605 |
| b. Replacement heifers weighing 500 pounds or more? | 1606 |
| c. Breeding bulls weighing 500 pounds or more? | 1607 |
| d. Replacement heifers weighing under 500 pounds? | 1608 |
| e. Replacement bulls weighing under 500 pounds? | |

| | |
|-----------------------|------|
| OFFICE USE | 1983 |
|-----------------------|------|

SECTION P SALES and OTHER INCOME

1. The next few questions are about sales and other income from this DAIRY operation during 2010.

| 1 | 2 How many [column 1] did this operation sell in 2010? HEAD | 3 What was the total amount received for sales of [column 2]? (<i>Exclude marketing charges, etc.</i>) DOLLARS | 4 What was the average weight per head of [column 2] sold in 2010? POUNDS PER HEAD |
|--|--|--|--|
| a. cull cows. | 1609 | 1610 | 1611 |
| b. all milk cows (<i>including dry cows</i>). | 1612 | 1613 | 1614 |
| c. heifers for herd replacement. | 1615 | 1616 | 1617 |
| d. cull bulls. | 1618 | 1619 | 1620 |
| e. breeding bulls. | 1621 | 1622 | 1623 |
| f. other dairy calves. | 1624 | 1625 | 1626 |

- DOLLARS
2. In 2010, how much did this operation receive from renting or leasing dairy stocks to other operations?
3. In 2010, how much did this operation receive from renting space to other dairy operations?
4. In 2010, how much did this operation receive from co-ops as patronage dividends associated with the dairy?
5. In 2010, how much did this operation receive from assessment rebates, refunds, and other dairy related sources? (*Include capital retains or equity payments returned to the operation.*)
6. In 2010, what was the total amount of dairy related capital retains **withheld** by co-ops for this operation?

| | |
|---------------|------|
| OFFICE USE | 1984 |
|---------------|------|

SECTION Q DAIRY FEED, PASTURE, and BEDDING

PURCHASED FEED TYPE CODES (column 1)

| | |
|--|--|
| 1 COMPLETE <i>COMMERCIAL FEED</i> and COMPLETE <i>CUSTOM FEED MIXES</i> | 17 ALFALFA HAY (include alfalfa hay mixtures) |
| 2 HIGH MOISTURE CORN (> 20%) | 18 OTHER HAY (include wild hay) |
| 3 LOW MOISTURE CORN | 19 STRAW |
| 4 BARLEY | 20 CORN SILAGE |
| 5 HIGH MOISTURE SORGHUM/MILO (>20%) | 21 SORGHUM/MILO SILAGE |
| 6 LOW MOISTURE SORGHUM/MILO | 22 OTHER SILAGE OR HAYLAGE |
| 7 WHEAT | 23 ALFALFA CUBES OR PELLETS |
| 9 OATS | 24 GREEN CHOP, ALL CROPS |
| 10 OTHER FEED GRAINS | 25 CORN STALKS |
| 11 DISTILLERS OR BREWERS GRAIN | 26 MILK OR MILK BY-PRODUCT |
| 12 OTHER NON PROTEIN BY-PRODUCT | 27 LIQUID WHEY |
| 13 COTTON SEED MEAL | 28 OTHER FEED ADDITIVES |
| 14 PROTEIN SUPPLEMENTS | 29 ANTIBIOTICS or OTHER MEDICATED ADDITIVES |
| 15 PROTEIN BY-PRODUCTS | 34 MILK REPLACER OR CALF STARTER |
| 16 VITAMIN or MINERAL SUPPLEMENTS (include kelp) | |

DAIRY FEED FACILITY TYPE CODES (column 5)

| |
|--|
| 21 AIRTIGHT UPRIGHT SILO |
| 22 OTHER UPRIGHT SILO |
| 23 BIN/TANK FOR HIGH MOISTURE GRAIN |
| 24 BIN FOR GRAIN |
| 25 METAL FEED TANK |
| 26 OTHER BIN/TANK |
| 27 CORN CRIB |
| 28 OPEN BUILDING/SHED |
| 29 CLOSED BUILDING/SHED |
| 30 TRENCH OR BUNKER SILO |
| 31 SLAB |
| 32 HAY TARP |
| 33 PLASTIC BAGGING/WRAPPING |
| 34 NO FACILITY USED |
| 40 OTHER (<i>specify:</i> _____) |

1. Did you feed any dairy cattle on this operation during 2010 with feed that was PURCHASED in 2010 or earlier?

YES - [Enter code 1 and continue.] NO - [Enter code 3, then go to item 2.]

| |
|--------------|
| CODE 2005 |
|--------------|

| 1 Which of these feeds were PURCHASED and fed to dairy cattle on this operation in 2010? [Show Purchased Feed Type Codes] | | 2 What was the total amount of [column 1] fed to dairy cattle? | 3 UNIT CODES 1 POUNDS 2 CWT 3 TONS 4 BUSHEL 12 GALLONS | 4 What was the total amount spent on all purchased feed? [Include Operator and Contractor expenses.] DOLLARS | 5 What type of facility was most of this [column 1] feed stored in? [Show Facility Type Codes] |
|---|------|---|--|---|--|
| NAME | CODE | | CODE | | CODES |
| | 2006 | 2007 | 2008 | 2010 | 2011 |
| | 2012 | 2013 | 2014 | 2016 | 2017 |
| | 2018 | 2019 | 2020 | 2022 | 2023 |
| | 2024 | 2025 | 2026 | 2028 | 2029 |
| | 2030 | 2031 | 2032 | 2034 | 2035 |
| | 2036 | 2037 | 2038 | 2040 | 2041 |
| | 2042 | 2043 | 2044 | 2046 | 2047 |
| | 2048 | 2049 | 2050 | 2052 | 2053 |
| | 2054 | 2055 | 2056 | 2058 | 2059 |

SECTION Q continues on next page.

HOMEGROWN FEED TYPE CODES (column 1)

- 2 HIGH MOISTURE CORN (> 20%)
- 3 LOW MOISTURE CORN
- 4 BARLEY
- 5 HIGH MOISTURE SORGHUM/MILO (>20%)
- 6 LOW MOISTURE SORGHUM/MILO
- 7 WHEAT
- 8 SOYBEANS
- 9 OATS
- 10 OTHER FEED GRAINS
- 17 ALFALFA HAY (include alfalfa hay mixtures)
- 18 OTHER HAY (include wild hay)
- 19 STRAW
- 20 CORN SILAGE
- 21 SORGHUM/MILO SILAGE
- 22 OTHER SILAGE OR HAYLAGE
- 24 GREEN CHOP, ALL CROPS

DAIRY FEED FACILITY TYPE CODES (column 4)

- 21 AIRTIGHT UPRIGHT SILO
- 22 OTHER UPRIGHT SILO
- 23 BIN/TANK FOR HIGH MOISTURE GRAIN
- 24 BIN FOR GRAIN
- 25 METAL FEED TANK
- 26 OTHER BIN/TANK
- 27 CORN CRIB
- 28 OPEN BUILDING/ SHED
- 29 CLOSED BUILDING/SHED
- 30 TRENCH OR BUNKER SILO
- 31 SLAB
- 32 HAY TARP
- 33 PLASTIC BAGGING/WRAPPING
- 34 NO FACILITY USED
- 40 OTHER (specify: _____)

2. Was any HARVESTED HOMEGROWN feed fed to dairy cattle on this operation in 2010?

YES - [Enter code 1 and continue.]

NO - [Enter code 3, then go to item 3.]

CODE

| |
|------|
| 2060 |
|------|

| 1 What type of HOMEGROWN feed was fed? [Show Homegrown Feed Type Codes.] | 2 What was the total amount of [column 1] fed to dairy cattle? | 3 UNIT CODES 1 POUNDS 2 CWT 3 TONS 4 BUSHELS 12 GALLONS | 4 What type of facility was most of this [column 1] feed stored in? [Show Feed Facility Codes.] |
|---|--|---|---|
| NAME | CODE | CODE | CODE |
| | 2061 | 2062 | 2063 |
| | 2066 | 2067 | 2068 |
| | 2071 | 2072 | 2073 |
| | 2076 | 2077 | 2078 |
| | 2081 | 2082 | 2083 |
| | 2086 | 2087 | 2088 |
| | 2091 | 2092 | 2093 |
| | 2096 | 2097 | 2098 |
| | 2101 | 2102 | 2103 |
| | | | 2065 |
| | | | 2070 |
| | | | 2075 |
| | | | 2080 |
| | | | 2085 |
| | | | 2090 |
| | | | 2095 |
| | | | 2100 |
| | | | 2105 |

SECTION Q continues on next page.

3. Did this operation use pasture or cropland (corn stalks or wheat, for example) to graze dairy cattle during 2010?

CODE

2106

YES – [Enter code 1 and continue.] NO – [Enter code 3, then go to item 5.]

| 1 What type of land was used? | 2 How many acres of [column 1] did this operation own? ACRES | 3 How many acres of [column 1] were irrigated? ACRES | 4 How many acres of [column 1] did this operation rent or lease? ACRES | 5 What was the dollar amount spent to rent or lease these [column 4] acres? DOLLARS |
|--|--|--|--|---|
| Native or permanent pasture. | 2107 | 2108 | 2109 | 2110 |
| Planted or improved pasture. | 2111 | 2112 | 2113 | 2114 |
| Small grains pasture. | 2115 | 2116 | 2117 | 2118 |
| Crop residue (example, corn stalks). | 2119 | 2120 | 2121 | 2122 |
| Other grazed forages. | 2123 | 2124 | 2125 | 2126 |

4. [If pasture was grazed by **milk cows**, ask—; else go to item 5.]

- 1 Twice a day or more
- 2 Once a day
- 3 Every 2-3 days
- 4 About once a week
- 5 Less than once a week
- 6 Never

CODE

2127

a. How often did you usually move your grazing **milk cows** to fresh pastures or a new paddock?

YEARS

2128

b. How long have you practiced this pattern of grazing?

MONTHS

2129

c. How many months of the year do you graze cows on pasture?

PERCENT

2130

d. About what percent of their total forage ration do milk cows obtain from pasture during the grazing months?

- 1 1 - 24%
- 2 25 - 49%
- 3 50 - 74%
- 4 75 - 100%

5. Did this operation use any bedding produced on the operation or obtained for free for the dairy cattle in 2010?

CODE

2131

YES – [Enter code 1 and continue.] NO – [Enter code 3, then go to SECTION R.]

| 1 What type of homegrown (or free) bedding was used? | 2 How much was used during 2010? AMOUNT | 3 UNIT CODE 1 POUNDS 2 CWT 3 TONS CODE | 4 What was the market value of the bedding? DOLLARS |
|---|---|---|---|
| Hay. | 2132 | 2133 | 2135 |
| Straw. | 2136 | 2137 | 2139 |
| Newspaper. | 2140 | 2141 | 2143 |
| Sawdust/wood chips. | 2144 | 2145 | 2147 |
| Sand. | 2148 | 2149 | 2151 |
| Composted manure. | 2156 | 2157 | 2159 |
| Other. | 2152 | 2153 | 2155 |

OFFICE USE 1985

SECTION R MILKING FACILITIES and PRACTICES

MILKING FACILITY/BUILDING TYPE CODES

Column 1

- 1 HERRINGBONE PARLOR
- 2 PARALLEL PARLOR
- 3 SIDE OPENING PARLOR
- 4 POLYGON PARLOR
- 5 CAROUSEL PARLOR
- 6 FLAT BARN PARLOR
- 7 SWING PARLOR
- 8 OTHER PARLOR
- 9 BARN WITH AROUND THE BARN PIPELINE
- 10 BARN WITH PAIL UNITS / BUCKET MILKERS

FRAME TYPE CODES

Column 3

- 11 WOOD
- 12 MASONRY
- 13 STEEL
- 14 POLE
- 15 PRE-FABRICATED MATERIAL
- 16 OTHER

FLOOR TYPE CODES

Column 4

- 20 PARTLY SLOTTED
- 21 FULLY SLOTTED
- 22 SOLID CONCRETE
- 23 WIRE
- 24 WOOD
- 25 DIRT
- 26 OTHER

MANURE HANDLING CODES

Column 5

- 30 SHALLOW PIT (*less than 2 feet*)
- 31 DEEP PIT (*2 feet or more*)
- 32 FLUSH GUTTER - OPEN
- 33 FLUSH GUTTER - CLOSED
- 34 SCRAPE GUTTER - OPEN
- 35 SCRAPE GUTTER - CLOSED
- 36 DRY LOT TRUCK REMOVAL
- 37 MANUAL
- 38 OTHER
- 39 NONE

1. Next I need some information about milking facilities used on the operation in 2010.

| 1 What types of milking facilities/buildings were used? [Enter Facility Type code] CODE | 2 How many of these facilities/buildings were used in 2010? NUMBER | 3 What type of frame does it have? [Enter Frame Type code] CODE | 4 What type of floor does it have? [Enter Floor Type code] CODE | 5 What type of manure handling method was used in this [column 1] facility/building? [Enter Manure Handling code] CODE | 6 What was the total number of stalls in all of these facilities/buildings? NUMBER | 7 What was the total number of milking units in all of these facilities/buildings? NUMBER | 8 What is the average age of these facilities/buildings since last remodeled? YEARS |
|--|--|--|--|---|--|---|---|
| 1529 | 1530 | 1531 | 1532 | 1533 | 1534 | 1535 | 1536 |
| 1537 | 1538 | 1539 | 1540 | 1541 | 1542 | 1543 | 1544 |
| 1545 | 1546 | 1547 | 1548 | 1549 | 1550 | 1551 | 1552 |
| 1553 | 1554 | 1555 | 1556 | 1557 | 1558 | 1559 | 1560 |
| 1561 | 1562 | 1563 | 1564 | 1565 | 1566 | 1567 | 1568 |
| 1569 | 1570 | 1571 | 1572 | 1573 | 1574 | 1575 | 1576 |

SECTION R continues on next page.

2. How many times per day was the herd milked in 2010? NUMBER
1577
3. How many hours per day was the milking system in operation during 2010? HOURS PER DAY
1578
4. How many bulk tanks and/or milk silos did this operation use in 2010? NUMBER
1579
- a. What was the total (*combined*) capacity of these tanks/silos? GALLONS
1580
5. Did the milking units have automatic takeoffs? YES = 1 CODE
1581
6. Did this operation use a holding pen with an udder washer? YES = 1 1582
7. Was the milking system(s) computerized in order to automatically gather data about each milking? YES = 1 1583
8. On average, what percent of the milking herd or how many cows in the milking herd received bST during 2010? PERCENT OR NUMBER
1584 _____ 1585
- [If bST was used in 2010, ask–; else go to item 8b]*
- a. How many years have you been using bST? YEARS
1586
- [If bST was **NOT** used in 2010, ask–]*
- b. Have you ever used bST on this operation? YES = 1 CODE
1587
- [If bST was ever used on the operation, ask–; else go to item 9.]*
- (i) How many years did you use bST? YEARS
1588
9. Considering your pasture, corrals, building sites, manure storage, etc., how many total acres of land were used in the dairy operation during 2010? (**Exclude** acres used to produce crops to feed and bed the dairy cattle and acres to which dairy manure was applied.) ACRES
1589

| | |
|------------|------|
| OFFICE USE | 1986 |
|------------|------|

SECTION S DAIRY HOUSING

DAIRY FACILITY/BUILDING TYPE CODES

Column 1

- 1 STANCHION BARNs or TIE STALL BARNs
- 2 LOAFING BARNs or LOOSE HOUSING
- 3 FREESTALL BARNs
- 4 GREENHOUSE or HOOP
- 5 CALF BARNs
- 6 FEEDING BARNs
- 7 DRY LOT CORRALS/SUN SHADES
- 8 SUPER HUTCHES
- 9 CALF HUTCHES
- 10 OTHER

FRAME TYPE CODES

Column 3

- 11 WOOD
- 12 MASONRY
- 13 STEEL
- 14 POLE
- 15 PRE-FABRICATED MATERIAL
- 16 OTHER

FLOOR TYPE CODES

Column 4

- 20 PARTLY SLOTTED
- 21 FULLY SLOTTED
- 22 SOLID CONCRETE
- 23 WIRE
- 24 WOOD
- 25 DIRT
- 26 OTHER

MANURE HANDLING CODES

Column 5

- 30 SHALLOW PIT (*less than 2 feet*)
- 31 DEEP PIT (*2 feet or more*)
- 32 FLUSH GUTTER - OPEN
- 33 FLUSH GUTTER - CLOSED
- 34 SCRAPE GUTTER - OPEN
- 35 SCRAPE GUTTER - CLOSED
- 36 DRY LOT TRUCK REMOVAL
- 37 MANUAL
- 38 OTHER
- 39 NONE

1. Next I need some information about dairy cattle housing used on the operation in 2010. (*If cows are housed in the same building as the milking facility reported in the previous section, do not report the facility again in this section. This may be the case in barns with around the barn pipeline and pail units / bucket milkers.*)

| 1 What types of housing facilities/buildings were used? [Enter Facility Type code] CODE | 2 How many of these facilities/buildings were used? NUMBER | 3 What type of frame does it have? [Enter Frame Type code] CODE | 4 What type of floor does it have? [Enter Floor Type code] CODE | 5 What type of manure handling method was used in this [column 1] facility/building? [Enter Manure Handling code] CODE | 6 How many total head can ALL these facilities/buildings house at one time? HEAD | 7 What is the average age of these facilities/buildings since last remodeled? YEARS |
|--|--|--|--|---|--|---|
| 2161 | 2162 | 2163 | 2164 | 2165 | 2166 | 2167 |
| 2168 | 2169 | 2170 | 2171 | 2172 | 2173 | 2174 |
| 2175 | 2176 | 2177 | 2178 | 2179 | 2180 | 2181 |
| 2182 | 2183 | 2184 | 2185 | 2186 | 2187 | 2188 |
| 2189 | 2190 | 2191 | 2192 | 2193 | 2194 | 2195 |
| 2196 | 2197 | 2198 | 2199 | 2200 | 2201 | 2202 |

| | |
|------------|------|
| OFFICE USE | 1987 |
|------------|------|

SECTION T VEHICLES, TRUCKS, and TRACTORS

1. Now I'm going to ask questions about all the *vehicles, trucks, and tractors* used for dairy production on this operation in 2010.

Include everything owned, rented, leased or borrowed and used for activities such as feed handling, manure handling and spreading, and hauling dairy.
Exclude anything provided by custom operators, any vehicles, trucks, tractors used to produce feed for dairy.

VEHICLE USE

(**Include** farm use vehicles only.)

2. How many pick-ups, cars and sport utility vehicles were used for dairy production in 2010?

NUMBER

| |
|------|
| 1651 |
|------|

[If any ask-]

- a. How many total miles were all of these vehicles driven in 2010?

MILES

| |
|------|
| 1652 |
|------|

- (i) What percent of the miles (*item 2a*) was driven for farm use?

PERCENT

| |
|------|
| 1653 |
|------|

- (1) What percent of the miles driven for farm use (*item 2a(i)*) was for dairy production?

PERCENT

| |
|------|
| 1654 |
|------|

TRUCK USE

(**Include** trucks used for hauling dairy cattle on or off this operation, hauling feed to this operation, and any other use associated with dairy production; include trucks provided by contractors. **Exclude** pickups.)

| 1 What type of trucks were used for dairy production in 2010? TYPE OF AXLE | 2 How many of these [column 1] were used for dairy production in 2010? NUMBER | 3 How many total miles were these trucks driven for dairy production for this operation in 2010? MILES |
|--|---|--|
| 1. single axle trucks | 1655 | 1656 |
| 2. tandem axle trucks | 1657 | 1658 |
| 3. semis | 1659 | 1660 |
| 4. other trucks | 1661 | 1662 |

TRACTOR USE

(**Include** tractors used for feed processing, manure hauling, hauling dairy cattle, and any other use associated with dairy production. **Exclude** tractors used only to produce dairy feed.)

| 1 What types of tractors were used for dairy production in 2010? HORSEPOWER | 2 How many of these [column 1] were used for dairy production in 2010? NUMBER | 3 What percent of the total farm use was for dairy production for this operation in 2010? PERCENT [Exclude use to produce feed such as field operations.] |
|---|---|--|
| 1. less than 100 HP | 1663 | 1664 |
| 2. 100-149 HP | 1665 | 1666 |
| 3. 150-199 HP | 1667 | 1668 |
| 4. 200 or more HP | 1669 | 1670 |

| | |
|-------------------|------|
| OFFICE USE | 1988 |
|-------------------|------|

SECTION U MACHINERY and EQUIPMENT

1. [Show **Machinery Codes** in Respondent Booklet.]

Were any of these machinery and equipment used on the dairy operation in 2010, for handling feed, manure and for miscellaneous operations? (**Exclude** equipment used in custom operations.)

| FEED HANDLING EQUIPMENT CODES | MANURE HANDLING EQUIPMENT CODES | OTHER MACHINES and EQUIPMENT CODES |
|---|---|---------------------------------------|
| 1 Portable Grinder Mixer | 31 Front End Loader | 51 Livestock Scales |
| 2 Stationary Grinder Mixer | 32 Skid Loader Or Self-Propelled Loader | 52 Portable Loading Ramp |
| 3 Feed Grinder | 33 Manure Spreader (<i>Solid</i>) | 53 Livestock Sprayer |
| 4 Feed Mixer | 34 Liquid Manure Agitator | 54 Stock Trailer |
| 5 Pre-Mixer | 35 Liquid Manure Pump | 55 Stock Trailer-Hydraulic |
| 6 Roller Mill | 36 Manure Spreader (<i>liquid with injectors</i>) | 56 Generator |
| 7 Hammer Mill | 37 Manure Spreader (<i>liquid without injectors</i>) | 57 Incinerator |
| 8 Total Mixed Ration Equipment | 38 Manure Spreader (<i>irrigation system</i>) | 58 Electric Fence Charger |
| 9 Self-Unloading Wagon | 39 Manure Liquid/Solid Separator | 59 Squeeze Chute |
| 10 Feed Conveying System (<i>chain, auger, etc.</i>) | 40 Air or Water Circulator | 60 Branding Table |
| 11 Liquid Feeding System | 41 Anaerobic Digester (<i>for methane production/collection</i>) | 61 Water Tank for Hauling Water |
| 12 Farm Utility Wagon | 42 Scraper Blade | 62 Sun Shade |
| 13 Upright Silo Unloader | 43 Flush System (<i>tank</i>) | 63 Backhoe |
| 14 Feed Truck | 44 Flush System (<i>high volume pump</i>) | 64 Bulldozer |
| 15 Bale Shredder | 50 Other | 65 Alarm Systems |
| 16 Large Bale Transporter | | 66 Pressure Washing Equipment |
| 17 Large Bale Feeder | | 67 Holding Crate |
| 18 Mineral Feeder | | 68 ATV |
| 19 Feed Bunks | | 70 Other |
| 20 Mixer Wagon | | |
| 21 Plastic Baggers | | |
| 22 Hay Wagon | | |
| 23 Telehandler | | |
| 24 Silo Facer | | |
| 25 Forklift | | |
| 30 Other | | |

| 1 [List Machinery and Equipment] | 2 [Enter Machinery or Equipment Code] CODE | 3 How many of these [column 1] were used for dairy production? NUMBER | 4 What percent of the [column 1] total farm use was for dairy production? PERCENT |
|-------------------------------------|---|---|---|
| | 1314 | 1315 | 1316 |
| | 1317 | 1318 | 1319 |
| | 1320 | 1321 | 1322 |
| | 1323 | 1324 | 1325 |
| | 1326 | 1327 | 1328 |
| | 1329 | 1330 | 1331 |
| | 1332 | 1333 | 1334 |
| | 1335 | 1336 | 1337 |
| | 1338 | 1339 | 1340 |
| | 1341 | 1342 | 1343 |
| | 1344 | 1345 | 1346 |
| | 1347 | 1348 | 1349 |

| | |
|---------------|------|
| OFFICE USE | 1989 |
|---------------|------|

SECTION V DAIRY MANURE

1. What type of manure handling system was used to handle the majority of the dairy manure on this operation in 2010?

- 1 Pasture-based system (no manure collected)
- 2 Open-lot dry system (animals not confined to barn)
- 3 Open-lot slurry system (animals not confined to barn)
- 4 Barn-based alley or gutter system (either mechanical or water clean)
- 5 Other

CODE

| |
|------|
| 2203 |
|------|

a. Is the manure produced in the milking area handled by a separate system? YES = 1

| |
|------|
| 2204 |
|------|

| STORAGE TYPE CODES—MANURE <i>Column 1</i> | |
|--|--|
| 1 | Stacking slab or other open storage of manure |
| 2 | Manure barns or shed (covered storage of manure) |
| 3 | Holding pond (for storage, not anaerobic or aerobic digestion) |
| 4 | Single stage lagoon (for anaerobic or aerobic digestion) |
| 5 | Two stage lagoon (anaerobic or aerobic digestion in 1 st stage, storage in 2 nd stage) |
| 6 | Manure pit (open) |
| 7 | Manure pit (covered) |
| 8 | Slurry or manure tank (open) |
| 9 | Slurry or manure tank (covered) |

| CONSTRUCTION MATERIAL CODES—MANURE STORAGE <i>Column 5</i> | |
|---|---|
| 8 | Concrete |
| 9 | Metal |
| 10 | Clay (for example, bentonite) |
| 11 | Synthetics (plastics, fiberglass, etc.) |
| 12 | Wood |
| 13 | Dirt |
| 14 | Other (specify _____) |

If Lagoon Storage used, report material code for lining.

2. Does this operation have manure storage facilities?

YES - [Continue.] NO - [Go to item 3.]

| 1 | 2 | 3 | 4 | 5 | 6 | 7 | |
|--|----------------------------------|--|--|---|--|--|------|
| What type of manure storage facilities did this operation use in 2010? [Enter Manure Storage Type Code] | How many of this type were used? | What is the total capacity of all [column 1] | UNIT CODE 3 TONS 12 GALLONS 16 CUBIC FEET 22 ACRE FEET | What is the storage facility made of? [Enter Construction Material Code] | What is the average age of [column 1]? | On average, how often is manure removed from these facilities? 1 daily 2 weekly 3 monthly 4 yearly 5 other 6 never | |
| NAME CODE | NUMBER | | CODE | CODE | YEARS | CODE | |
| | 2205 | 2206 | 2207 | 2208 | 2209 | 2210 | 2211 |
| | 2212 | 2213 | 2214 | 2215 | 2216 | 2217 | 2218 |
| | 2219 | 2220 | 2221 | 2222 | 2223 | 2224 | 2225 |
| | 2226 | 2227 | 2228 | 2229 | 2230 | 2231 | 2232 |

SECTION V continues on next page.

- 1 daily
- 2 weekly
- 3 monthly
- 4 yearly
- 5 other
- 6 never

3. How often was manure removed from the dairy housing and holding facilities? 2234

4. [If lagoons reported in item 2, ask—; else go to item 5]
 Were any of the dairy manure lagoons or holding ponds/earthen structures on this operation covered? YES = 1 2235

5. Was any system used to collect and use methane from the dairy manure storage facilities? YES = 1 2236

6. In 2010, what percent of the dairy manure handled on this operation was—
 (Exclude sediment removed from lagoons.)

| | PERCENT |
|---|---------|
| a. applied to fields in solid form? | 2237 |
| b. applied to fields in liquid (from lagoon or holding pond/earthen structure) form? | 2238 |
| c. applied to fields in slurry (from pit or slurry tank) form? | 2239 |
| d. not applied to fields by mechanical means (such as left in pasture)? | 2240 |
| e. removed from this operation? (Include dairy manure sold, hauled off for a fee, or given away.) | 2241 |
| f. kept in storage for the entire year? | 2242 |
| g. composted for bedding? | 2243 |

100%

7. [If dairy manure applied to fields, ask—; else go to item 14.]
 On how many total acres of this operation was dairy manure applied in 2010? 2244

[Show crop codes in Respondent Booklet.]

a. What crop received the largest share of the dairy manure applied on this operation?
 Specify crop _____ [Use code 999 for bermudagrass]. 2245

ACRES

b. How many acres of this crop received manure? 2246

c. What was the yield of this crop on the acres receiving dairy manure? (See unit codes, Section D, page 7). 2247 AND 2248

UNITS PER ACRE

UNIT CODE

CODE

8. Was the dairy manure from this operation tested for its nitrogen content during 2010? YES = 1 2249

CODE

9. Was the dairy manure from this operation tested for its phosphorus content during 2010? YES = 1 2250

10. Was any commercial fertilizer applied to the same (item 7) acres on this operation on which dairy manure was applied?
 YES [Enter code 1, then continue] NO [Enter code 3, then go to item 12]. 2251

11. Did this operation adjust commercial fertilizer application rates according to—
 a. the nitrogen available from the dairy manure? YES = 1 2252
 b. the phosphorus available from the dairy manure? YES = 1 2253

12. [If manure applied to fields in solid form, ask—]
 What percent of the manure applied to fields in SOLID form (item 6a) was incorporated within 24 hours? PERCENT 2254

13. [If manure applied to fields in slurry or liquid form, ask—]
 What percent of the manure applied to fields in SLURRY or LIQUID form (items 6b and 6c) was— PERCENT
 a. injected at application? + 2255
 b. surface applied and not incorporated within 24 hours? + 2256
 c. surface applied and incorporated within 24 hours? + 2257
a + b + c = 100%

14. [If manure removed from this operation, ask—]
 What percent of the manure removed from this operation (item 6e) was— PERCENT
 a. sold by this operation? + 2258
 (i) What is the total dollar amount received for these dairy manure sales in 2010? DOLLARS 2259 PERCENT
 b. hauled off this operation for a fee? + 2260
 (i) What was the total dollar amount paid to have this dairy manure hauled off in 2010? DOLLARS 2261 PERCENT
 c. given away free of charge? + 2262
a + b + c = 100%

15. Were the following methods used by this operation for the control of odor— CODE
 a. manure additives? YES = 1 2263
 b. filter for barn ventilation? YES = 1 2264

SECTION V continues on next page.

16. Were the following methods used by this operation to adjust the nutrient content of manure—

a. adjustments in the schedule of feed formulations (e.g., phased by level of milk production)?

YES [Enter code 1] DON'T KNOW [Enter code 2] NO [Enter code 3]

| |
|------|
| CODE |
| 2265 |

b. other feed additives or formula adjustments?

YES [Enter code 1] DON'T KNOW [Enter code 2] NO [Enter code 3]

| |
|------|
| 2266 |
|------|

17. Did this operation follow a certified nutrient management plan that conforms to agronomic standards?

YES [Continue] NO [Go to item 19]

| |
|--------------------------------|
| 1 Nitrogen |
| 2 Phosphorus |
| 3 Both Nitrogen and Phosphorus |
| 4 Other/Don't know |

18. On what nutrient was the nutrient management plan based?

| |
|------|
| CODE |
| 2267 |

19. Did this operation use de-watering technology to reduce the water content of dairy manure? YES = 1

| |
|------|
| 2268 |
|------|

20. Did this operation receive EQIP (Environmental Quality Incentive Program) payments related to dairy production?

YES [Enter code 1, then continue] NO [Enter code 3, then go to SECTION W]

| |
|------|
| CODE |
| 2275 |

a. For what purpose did you receive these payments?

(i) Animal facilities? YES = 1

| |
|------|
| 2269 |
|------|

(ii) Manure handling and storage facilities? YES = 1

| |
|------|
| 2270 |
|------|

(iii) Nutrient management plan (development, testing, and record keeping)? YES = 1

| |
|------|
| 2271 |
|------|

(iv) Manure hauling? YES = 1

| |
|------|
| 2272 |
|------|

(v) Manure application? YES = 1

| |
|------|
| 2273 |
|------|

(vi) Other? YES = 1

| |
|------|
| 2274 |
|------|

| | |
|-----------------------|------|
| OFFICE USE | 1990 |
|-----------------------|------|

SECTION W DAIRY OPERATION MANAGEMENT

| | |
|---|------|
| 1. During 2010, did this operation— | CODE |
| a. use artificial insemination as part of the genetic selection and breeding program? YES = 1 | 1634 |
| b. use embryo transplants or sexed semen as part of the genetic selection and breeding program? YES = 1 | 1635 |
| c. control the breeding/calving season? YES = 1 | 1636 |
| d. use regular scheduled veterinary services? YES = 1 | 1637 |
| e. use a nutritionist to design mixes or purchase feed? YES = 1 | 1638 |
| f. use a computerized feed delivery system? YES = 1 | 1639 |
| g. keep individual cow production records? YES = 1 | 1640 |
| h. use an on-farm computer to manage dairy records? YES = 1 | 1641 |
| i. access the internet for dairy information? YES = 1 | 1642 |
| j. lock in dairy input (<i>purchased feed, chemicals, etc.</i>) prices before delivery (<i>forward purchase</i>)? . . YES = 1 | 1643 |
| k. negotiate price discounts with dealers or suppliers for dairy inputs? YES = 1 | 1644 |

| | |
|---|------|
| 2. Were Dried Distiller Grains (DDGs) fed to dairy cattle on this operation in 2010? (<i>Exclude Brewer's Grain.</i>) YES = 1 | 1645 |
|---|------|

| | | |
|--|--|------|
| 3. To whom did you usually sell your milk during 2010? | 1 Dairy farm cooperative of which you are a member 2 Dairy farm cooperative of which you are not a member 3 Non-cooperative cheese plant 4 Other non-cooperative milk processor 5 Non-cooperative milk hauler/broker 6 Direct to consumers 7 Other (specify: _____) | CODE |
| | | 1646 |

| | |
|---|------|
| 4. Did you receive volume premiums for your milk in 2010? YES = 1 | 1647 |
|---|------|

| | |
|--|------|
| 5. Did you have a written contract with your milk buyer during 2010 concerning milk handling payments? YES = 1 | 1648 |
|--|------|

| | |
|--|------|
| 6. Did your milk buyer offer forward contracts for setting prices during 2010? YES = 1 | 1649 |
|--|------|

| | |
|--|------|
| 7. Did you process milk before sale on this operation during 2010? YES = 1 | 1650 |
|--|------|

| | |
|-------------------|------|
| OFFICE USE | 1991 |
|-------------------|------|

CONCLUSION

1. To receive the complete results of this survey on the release date, go to www.nass.usda.gov/results/.

Would you rather have a brief summary mailed to you at a later date?

YES - [Enter code 1] NO - [Enter code 3].

CODE

| |
|------|
| 0099 |
|------|

2. ENDING TIME [MILITARY].

MILITARY TIME

| |
|------|
| 0005 |
|------|

OFFICE USE
TIME IN HOURS

| |
|------|
| 0008 |
|------|

Reported by: _____ Telephone (____) _____

OFFICE USE

| |
|------|
| 0093 |
|------|

OFFICE USE

| |
|------|
| 0092 |
|------|

| PARTNERS STRATUM SAMPLE 182 | | | | Duplication Adjustor | | Office Use for POID | | | |
|-----------------------------|------------|--|------|-----------------------------|------|---------------------|------|--------------------------------|------|
| OFFICE USE | 0925 | 0926 | 0927 | 0928 | 0922 | 0919 | | | |
| Response | Respondent | | Mode | | Enum | Eval. | Date | Optional | |
| 1-Comp 2-R 3-Inac | 9901 | 1- Op/Mgr 2-Sp 3-Acct/Bkpr 4-Partner 9-Other | 9902 | 2-Tel 3-Face-to-Face | 9903 | 0098 | 0100 | 9910 ____ 11 M M D D | 0003 |
| S/E Name | | | | | | | | | |

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