



**NATIONAL
AGRICULTURAL
STATISTICS
SERVICE**

**AGRICULTURAL RESOURCE MANAGEMENT SURVEY
PHASE III**

COSTS AND RETURNS REPORT

for 2004

Form Approved
OMB Number 0535-0218
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Project code 904
VERSION 1 CRR

U.S. Department of Agriculture
Rm 5829, South Building
1400 Independence Avenue, S.W.
Washington, D.C. 20250-2000
1-800-727-9540
Fax: 202-690-2090
E-mail: nass-dc@nass.usda.gov

VERSION 01	ID	TRACT 01	SUBTRACT
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CONTACT RECORD		
DATE	TIME	NOTES

R CODES	
3 - COMP 5 - OOS 8 - IR 9 - INAC	0910
SUPPLEMENT	0002
N/A CHANGE	0003

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. This information will be used for economic analysis and to compile and publish estimates for your region and the United States. Response to this survey is confidential and voluntary.

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

MILITARY TIME

0004
_ _ _ _

BEGINNING TIME [MILITARY]

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

OFFICE USE

SECTION A LAND IN FARM / RANCH

Include all land regardless of location or use---
cropland, house lots, ponds, wasteland, woodland,
idle land, pastureland, rangeland, wetland, etc.

ACRES OPERATED

First, I have some questions about the land in this operation.

In 2004, how many ACRES did this operation---

1. Own?..... +	ACRES 0020
2. How many acres of farm/ranch land are RENTED or LEASED from others--- <i>(Exclude land used on an AUM or fee per head basis under a grazing permit.)</i>	ACRES
a. for a FIXED CASH payment?..... +	0021
b. for a FLEXIBLE CASH payment? <i>(Rent paid depends on prices and/or yields, or is otherwise not a fixed amount.)</i> +	0022
c. for a SHARE of the 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
d. rented for FREE ?..... +	0024
3. Rent or leased TO others for cash, share, or free of charge?..... -	0025
4. Then the total acres operated was--- [<i>Total 1 + 2a + 2b + 2c + 2d - 3</i>]. =	TOTAL ACRES 0026

5. Of the Total Acres in this operation (item 4), how many were---
- a. considered cropland, including land in government programs
(Exclude wild hay and CRP acres planted to trees.).....
 - b. enrolled in the **Conservation Reserve Program (CRP)** or the **Conservation Reserve Enhancement Program (CREP)**?.....
 - c. enrolled in the **Wetland Reserve Program (WRP)**?.....
 - d. currently farmed, but formerly enrolled in CRP/CREP or WRP?
 - e. subject to a farmland preservation easement, which restricts nonagricultural development?.....
 - f. in lands that were zoned for agriculture *(including voluntary agricultural district and agricultural protection zones)*?.....
 - g. covered under **Federal crop insurance** policy?.....
 - h. used to raise **certified organically produced** crops?.....

ACRES	How many of the acres did you own?
0030	
0031	0032
0033	0034
0056	0057
0035	0036
0037	0038
0039	0040
0041	

6. In 2004, on how many acres were each of the following tillage practices used on this operation---	ACRES
a. No-till or strip till?.....	0059
b. Ridge-till?.....	0060
c. Mulch-till?.....	0062
d. Conventional?.....	0063

7. In 2004, were either of the following cropping practices used on this operation---	CODE
a. Planned crop rotation?..... YES = 1	0066
b. Continuous cropping practice (3 years or more)?..... YES = 1	0065

RENT RECEIVED

- DOLLARS**
8. Including rent for land and/or buildings, what was the total CASH RENT received in 2004 for acres cash rented TO others? 0042
(Include government payments received from those acres. Exclude grazing of livestock; record in Section E, item 4b.)
9. For acres share-rented to others, what was the total value of the CROP or LIVESTOCK SHARES received in 2004? 0043
(Include government payments received from those acres.)

RENT PAID

- DOLLARS**
10. Including rent for land and/or buildings, what was the total cash rent PAID in 2004? 0044
(Include rent paid in 2004 for previous years or rent paid in advance. Exclude storage bins; record in Section F, item 20.)
11. Does this operation use land administered by PUBLIC agencies, industrial corporations or grazing associations on an animal unit month (AUM) basis?
 YES - [Continue.] NO - [Go to item 12.]
- DOLLARS**
- a. In 2004, what were the total usage fees this operation PAID for the use of this public land? 0045
(Include fees paid for privately owned land administered by a public agency through exchange-of-use.)
- DOLLARS**
12. In 2004, how much did this operation spend on pasturing or grazing of livestock on PRIVATELY owned land used on a fee per head (AUM) or gain basis? 0046
- FARM TYPE CODE**
13. Which Farm Type code represents the largest portion of this operation's 2004 gross farm income? [Enter code from below]. 0047

Include:

- Sales of all crops, livestock, poultry and livestock products sold in 2004.
- The VALUE OF PRODUCT REMOVED for all crops, livestock, and poultry produced under contract in 2004.
- Sales in miscellaneous agricultural products in 2004.
- All government agricultural payments received in 2004.
- Landlord's share of government payments.

<p>1 Grains, Oilseeds, Dry Beans, and Dry Peas (corn, flaxseed, grain, silage and forage, grains and oilseeds, popcorn, rice, small grains, sorghum, soybeans, sunflowers, etc.)</p> <p>2 Tobacco</p> <p>3 Cotton and Cottonseed</p> <p>4 Vegetables, Melons, Potatoes and Sweet Potatoes (beets, cabbage, cantaloupes, pumpkins, sweet corn, tomatoes, watermelons, vegetable seeds, etc.)</p> <p>5 Fruit, Tree Nuts and Berries (almonds, apples, blueberries, cherries, grapes, hazelnuts, kiwifruit, oranges, pears, pecans, strawberries, walnuts, etc.)</p> <p>6 Nursery, Greenhouse, Floriculture and Sod (bedding plants, bulbs, cut flowers, flower seeds, foliage plants, mushrooms, nursery potted plants, shrubbery, sod, etc.)</p> <p>7 Cut Christmas Trees and Short Rotation Woody Crops</p> <p>8 Other Crops and Hay (grass seed, hay and grass silage, straw, hops, maple syrup, mint, peanuts, sugarcane, sugarbeets, CRP, etc.)</p>	<p>9 Hogs and Pigs</p> <p>10 Milk and Other Dairy Products from cows</p> <p>11 Cattle and Calves (beef and dairy cattle for breeding stock, fed cattle, beef and dairy cull animals, stockers and feeders, veal calves, etc.)</p> <p>12 Sheep, Goats, and their Products (wool, mohair, milk and cheese)</p> <p>13 Horses, Ponies, and Mules (burros and donkeys)</p> <p>14 Poultry and Eggs (broilers, chickens, turkeys, ducks, eggs, emus, geese, hatchlings, ostriches, pigeons, pheasants, quail, poultry products, etc.)</p> <p>15 Aquaculture</p> <p>16 Other Animals and Other Animal Products (bees, honey, rabbits, fur-bearing animals, semen, manure, other animal specialties, etc.)</p>
--	---

SECTION B ACREAGE and PRODUCTION

1. During 2004, what crops were harvested on the total acres (Section A, item 4) on this operation?
(Exclude crops grown on land RENTED to others.)

[If share rented from others, ask--]

1 CROP	2 How many acres were harvested? ACRES	3 What was the total production? TOTAL AMOUNT	4 How much of this operation's share of the total production was (will be) used on this operation? TOTAL AMOUNT	5 How much of the production was the landlord's share of the crop? TOTAL AMOUNT
FIELD CROPS				
Corn for Grain.	0105	0106 Bu.	0107 Bu.	0108 Bu.
Corn for Silage.	0109	0110 Tons	0111 Tons	0112 Tons
Cotton, all types.	0113	0114 Lbs.		0116 Lb.
Peanuts.	0117	0118 Lbs.		0120 Lbs.
Potatoes.	0121	0122 Cwt.		0124 Cwt.
Rice.	0125	0126 Cwt.		0128 Cwt.
Sorghum for Grain.	0129	0130 Bu.	0131 Bu.	0132 Bu.
Sorghum for Silage.	0133	0134 Tons	0135 Tons	0136 Tons
Soybeans.	0137	0138 Bu.	0139 Bu.	0140 Bu.
Tobacco, all.	0141	0142 Lbs.		0144 Lbs.
SMALL GRAINS				
Barley for Grain.	0145	0146 Bu.	0147 Bu.	0148 Bu.
Oats for Grain.	0149	0150 Bu.	0151 Bu.	0152 Bu.
Wheat, all for Grain.	0153	0154 Bu.	0155 Bu.	0156 Bu.
HAY CROPS				
Hay, Alfalfa.	0157	0158 Tons	0159 Tons	0160 Tons
Hay, All Other.	0161	0162 Tons	0163 Tons	0164 Tons
OTHER CROPS				
Canola.	0165	0166 Lbs.	0167 Lbs.	0168 Lbs.
Other Oilseeds.	0169	0170 Lbs.		0172 Lbs.
Sugar Cane or Sugar Beets.	0173	0174 Tons		0176 Tons
*Dry Edible Beans/Peas/Lentils. . .	0177			
*Vegetables for processing.	0178			
*All Other Vegetables and Melons	0179			
*Fruits, Nuts, and Berries.	0180			
*Nursery and Greenhouse Crops	0181			
*All Other Crops not listed above	0182			

2. [Ask only if land was share rented.]

How much was the landlord's share (in dollars) of the MARKET VALUE of the dry beans vegetables, fruits, nuts, nursery, greenhouse and all other crops? [items starred(*) in table above].

DOLLARS

0183

[If any of items 3a through 3d = YES, ask---, else go to item 5.]
How many acres were planted to--

3. **Were any of the harvested acres (item 1, column 2) of the following crops planted with Genetically Modified (GM) or otherwise enhanced seed varieties?**

	1 GM herbicide resistant seed varieties?	2 Non-GM herbicide resistant seed varieties?	3 GM Bt varieties?	4 Stacked gene variety? (both herbicide resistant and Bt)	5 Quality Enhanced variety? (such as high-oil corn)
YES = 1	ACRES	ACRES	ACRES	ACRES	ACRES
a. Corn.....	0201	0202	0203	0204	0205
b. Cotton.....	0207	0208	0209	0210	0211
c. Soybeans.....	0219	0220	0221	0222	0223
d. Wheat.....	0231		0233		0236

4. [If item 3a, column 3 and/or 4 is positive, ask---]

How many acres of the corn Bt or stacked varieties were planted with rootworm resistant Bt seed?.....

ACRES

0237

[ENUMERATOR NOTE: These questions are to be asked in Alabama, Florida, Georgia, New Mexico, North Carolina, Oklahoma, South Carolina, Texas and Virginia, only.]

5. **Did this operation plant peanut acreage in either 2001 or 2004?**

YES - [Continue.] NO - [Go to section C.]

6. **How many acres of peanuts did this operation plant in---**

ACRES

a. 2001?.....

b. 2004?.....

0238
0239

[If 2001 and 2004 planted peanut acres are NOT the same, ask---]

7. **On a scale of 1 to 5 how important was changes to the Government program for peanuts in your decision to change peanut acreage between 2001 and 2004?**

(SCALE CODE: 1=Very important, 2=Somewhat important, 3=Neutral, 4=Somewhat not important, 5=Not at all important). . . .

CODE

0240

SECTION C LIVESTOCK

Please report the total number of livestock, poultry, and/or poultry products sold and/or removed from this operation January 1, 2004 to December 31, 2004. (Include any landlord's share, those sold on the open market (non-contract) and/or removed/marketed under contract from this operation in 2004.)

1	2	3
1. Did this operation have on hand or produce any [item] on hand during 2004?	What was the total number [column 1] sold and/or removed/marketed under contract in 2004?	On December 31, 2004, how many [column 1, regardless of ownership] were on hand?
a. All cattle and calves--- beef or dairy cows, heifers, steers, calves, bulls?	0260	0261
b. All hogs and pigs?	0262	0263
c. Broilers?	0264	0265
d. Chicken eggs?(Report in dozens).	0266	
e. Turkeys?	0268	0269
f. Milk? (Report in cwt.).	0270	
g. All other livestock and poultry? Specify type _____	0272	0273

2. [If SHARE RENTS from others and has livestock, ask---]

What was the estimated total value of your landlord's share of livestock production in 2004?

(Exclude shared livestock production not part of a land rental arrangement.)

DOLLARS

0276

3. Did any OTHER operation(s) grow livestock or poultry FOR this operation under a contract arrangement in 2004? [Your operation is a contractor.]

YES - [Continue.] NO - [Go to Section D.]

1	2	3	4	5	6	7
What livestock or poultry were being raised or fed for you? [List type below.]	LIVESTOCK CODE	What was the market value of [type] on hand on contractee operations on Jan.1, 2004? DOLLARS	What was the estimated market value (at placement) of [type] placed under contract DURING 2004? DOLLARS	How much was paid to contractees for production costs, INCLUDING fees for services? DOLLARS	How much were your GROSS receipts from [type] sold or removed under this contract? DOLLARS	On Dec. 31, 2004 what was the market value of unsold [type] remaining under contract? DOLLARS
	0277	0278	0279	0280	0281	0282
	0283	0284	0285	0286	0287	0288
	0289	0290	0291	0292	0293	0294

SECTION D COMMODITY MARKETING and INCOME

1. During 2004, did this operation have **MARKETING CONTRACTS** for any commodities it produced?

YES - [Continue.] NO - [Go to item 2.]

Exclude money received from Contractors as reimbursement for expenses; report these in Section F.

MARKETING CONTRACTOR CODES for Column 3

- 1 Cooperative that you (the operator) belong to
- 2 Marketing pool or agent selling on your (the operator's) behalf
- 3 Privately owned (not a cooperative) packer, processor, mill or gin
- 4 Other

UNIT CODES for Column 6

- | | | |
|-----------|----------|-----------------|
| 1 POUND | 6 BOX | 11 HEAD |
| 2 CWT | 7 BALE | 13 PLANT/POT |
| 3 TON | 8 CARTON | 20 BARREL |
| 4 BUSHELS | 9 DOZEN | 22 ACRE |
| 5 BIN | 10 FLAT | 39 ANIMAL SPACE |

1 What commodities did this operation have MARKETING contracts for in 2004 <i>[Write in commodities]</i>	2 CODE	3 Who was the marketing contractor? <i>[Use marketing contractor codes above.]</i> CODE	4 For how long have you had contracts for this commodity with this contractor? <i>(Enter 0 if less than 1 year)</i> YEARS	5 What quantity of <i>[commodity]</i> was marketed through this contract? <i>(Exclude landlord's share—it was reported in Section B or Section C)</i> QUANTITY	6 UNIT CODE <i>[Use Unit codes above.]</i> CODE	7 What was (will be) the FINAL PRICE RECEIVED per <i>[unit]</i> by this operation for <i>[commodity]</i> marketed under this contract? <i>[Same units as column 5.]</i> DOLLARS & CENTS	8 What was the total dollar amount received in 2004 from this contract? <i>[Record receipts less marketing charges.]</i> 1/ TOTAL DOLLARS
	0301	0302	0303	0304	0305	0306	0307
	0316	0317	0318	0319	0320	0321	0322
	0331	0332	0333	0334	0335	0336	0337
	0346	0347	0348	0349	0350	0351	0352
	0361	0362	0363	0364	0365	0366	0367
	0376	0377	0378	0379	0380	0381	0382

1/ Income received for commodities marketed or produced under contract in previous years should be recorded in item 6.

2. During 2004, did this operation have **PRODUCTION CONTRACTS** for any commodities it produced?

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

PRODUCTION CONTRACTOR CODES for Column 3

- 1 Cooperative that you (the operator) belong to
- 2 Input provider that is not a cooperative
- 3 Processor that is not a cooperative
- 4 Input provider and processor, not a cooperative
- 5 Other

1 What commodities did this operation have PRODUCTION contracts for in 2004 <i>[Write in commodities]</i>	2 CODE	3 Who was the production contractor? <i>[Use production contractor codes above.]</i> CODE	4 For how long have you had contracts for this commodity with this contractor? <i>(Enter 0 if less than 1 year)</i> YEARS	5 What quantity of <i>[commodity]</i> was removed from the operation under this contract during 2004? <i>(Exclude landlord's share—it was reported in Section B or Section C)</i> QUANTITY	6 UNIT CODE <i>[Use Unit codes above.]</i> CODE	7 What was (will be) the FINAL FEE RECEIVED per <i>[unit]</i> by this operation for producing <i>[commodity]</i> under this contract? <i>[Same units as column 5.]</i> DOLLARS & CENTS	8 What were the TOTAL FEES RECEIVED in 2004 under this contract <i>[Record receipts less marketing charges.]</i> 1/ TOTAL DOLLARS
	0401	0402	0403	0404	0405	0406	0407
	0416	0417	0418	0419	0420	0421	0422
	0431	0432	0433	0434	0435	0436	0437
	0446	0447	0448	0449	0450	0451	0452

1/ Income received for commodities produced under contract in previous years should be recorded in item 6.

PRICING CODES for Column 9

- 1 The contract contains a single price to be paid for the commodity.
- 2 The contract contains a formula for determining the price, and/or a set of prices to be paid according to the attributes of the commodity.
- 3 The contract contains no price(s) or pricing formula, but the contractor negotiated for a price in my behalf.
- 4 Other

QUANTITY CODES for Column 14

- 1 No quantity
- 2 Specified quantity or range
- 3 Harvest from specified acreage
- 4 Percent of grower's production
- 5 Other

MARKETING CODES FOR COLUMN 16

- 1 None
- 2 Both cash sales and other contractors
- 3 Only cash sales
- 4 Only other contractors

9	10	11	12	13	14	15	16
How is the final price in the contract determined? [Use pricing codes above.]	[If column 9=2 ask, else go to column 14.] Does the contract specify premiums tied to attributes of delivered commodity?	Does the contract base a final price on a published market price for the commodity?	Does the contract base a final price on a published price of a different commodity, such as an input price?	[If column 11=YES or column 12=YES ask--] Does the contract specify maximum and minimum base prices?	Does the contract specify a quantity to be delivered to the contractor? [Use quantity codes above.]	How long is the length of the contract? (Enter 0 if no length is specified.)	If you had not had this contract, what other marketing options would you have had in your area for marketing this commodity?
CODE	YES = 1	YES = 1	YES = 1	YES = 1	CODE	MONTHS	CODE
0308	0309	0310	0311	0312	0313	0314	0315
0323	0324	0325	0326	0327	0328	0329	0330
0338	0339	0340	0341	0342	0343	0344	0345
0353	0354	0355	0356	0357	0358	0359	0360
0368	0369	0370	0371	0372	0373	0374	0375
0383	0384	0385	0386	0387	0388	0389	0390

9	10	11	12	13	14	15	16
Does the contract specify a formula for determining the final fee received?	[If column 9=YES, ask, else go to column 11] Does the contract's formula base the final fee on your performance, relative to other contract growers?	Does the contract specify premiums or deductions tied to attributes of the delivered commodity?	How much was spent this year for equipment or structures specifically required by the contract? (Enter 0 if the contract did NOT require expenditures.) [Use value codes in Respondent Booklet.]	How much did the contractor reimburse you this year for current or previous equipment or structures expenditures specifically required by your contract? (Enter 0 if the contract did NOT require such expenditures or if you were NOT reimbursed.) [Use value codes in Respondent Booklet.]	[If livestock commodity, ask--] How much land does the contract require you to commit for manure distribution? [Enter 0 if contract does NOT require land commitments.]	How long is the length of the contract? (Enter 0 if no length is specified.)	If you had not had this contract, what other marketing options would you have had in your area for marketing this commodity?
YES = 1	YES = 1	YES = 1	CODE	VALUE CODE	ACRES	MONTHS	CODE
0408	0409	0410	0411	0412	0413	0414	0415
0423	0424	0425	0426	0427	0428	0429	0430
0438	0439	0440	0441	0442	0443	0444	0445
0453	0454	0455	0456	0457	0458	0459	0460

CASH or OPEN MARKET SALES

Exclude from this table---
 ▶ Marketing Contract sales (report in item 1.)
 ▶ Production Contract sales (report in item 2.)
 ▶ Landlord shares (report in Section B, items 1- 2.)

3. After subtracting marketing expenses, what was the total dollar amount received for CASH or OPEN MARKET sales in 2004 of each of the following crop and/or livestock commodities produced in 2004 and earlier years---

	DOLLARS
a. Corn, Rice, Sorghum, Soybeans, Barley, Oats, Wheat (<i>include silage</i>)	0501
b. Other Grains, Oilseeds, Dry Beans, and Dry Peas (<i>flaxseed, other grain silage and forage, other grains and oilseeds, popcorn, sunflowers, etc.</i>)	0502
c. Tobacco, Cotton, and Cottonseed	0503
d. Vegetables, Melons, Potatoes and Sweet potatoes (<i>beets, cabbage, cantaloupes, pumpkins, sweet corn, tomatoes, watermelons, vegetable seeds, etc.</i>)	0504
e. Fruit, Tree Nuts and Berries (<i>almonds, apples, blueberries, cherries, grapes, hazelnuts, kiwifruit, oranges, pears, pecans, strawberries, walnuts, etc.</i>)	0505
f. Nursery, Greenhouse, Floriculture and Sod (<i>bedding plants, bulbs, cut flowers, flower seeds, foliage plants, mushrooms, nursery potted plants, shrubbery, etc.</i>)	0506
g. Other Crops and Hay, Cut Christmas Trees, Short Rotation Wood Crops (<i>grass seed, hay and grass silage, straw, hops, maple syrup, mint, peanuts, sugarcane, sugarbeets, etc.</i>)	0507
h. Hogs and Pigs (<i>Exclude breeding stock</i>)	0508
i. Hogs Breeding Stock	0509
j. Milk and other dairy products from cows	0510
k. Cattle and Calves (<i>fed cattle, beef and dairy cull animals, stockers and feeders, veal calves, etc., exclude breeding stock</i>)	0511
l. Cattle Breeding Stock	0512
m. Broilers	0513
n. Eggs	0514
o. Turkeys	0515
p. Other Poultry (<i>other chickens, ducks, emus, geese, hatchlings, ostriches, pigeons, pheasants, quail, poultry products, etc.</i>)	0516
q. Other Animals and Other Animal Products; Sheep, Goats and their Products; Horses, Ponies, Mules, Burros, and Donkeys; Aquaculture (<i>wool, mohair, milk, cheese</i>)	0517

4. CCC Loans
(Include regular and reserve loans, even if redeemed or forfeited.)

	DOLLARS
a. How much was received for all commodities placed under CCC loan during 2004?	0518
b. What was the amount spent to repay all CCC loans during 2004?	0519
<i>[If any of the crops redeemed from the CCC were sold in 2004, verify that these sales are recorded in Marketing Contracts (item 1) or Cash Sales (item 3). If the redeemed crops were NOT sold in 2004, their value should be reflected in Section H, item 4a.]</i>	
c. What was the face value of all outstanding CCC loans on December 31, 2004?	0520

¹ OPERATOR & PARTNERS DOLLARS	² LANDLORD(S)	³ CONTRACTOR(S)
0521	0522	0523

5. What were the total **MARKETING CHARGES** this operation paid for [column] all commodity products in 2004?
(Include check-off, commissions, feed, inspection, yardage, etc.).....

MARKETING EXPENSE WORKSHEET

COMMODITY	EXPENSE NAME	FEE PER UNIT	UNIT	NUMBER OF UNITS	TOTAL MARKETING EXPENSE

6. What was the total dollar amount **OWED TO** this operation at the **BEGINNING OF 2004** for commodities produced or marketed **UNDER CONTRACT** in 2003 or earlier years?.....
(Exclude marketing charges and money received for expenses.)

DOLLARS

0560

a. What was the total dollar amount **RECEIVED BY** this operation in 2004 for commodities produced or marketed **UNDER CONTRACT** in 2003 and earlier years?.....
(Include amount of item 6 received in 2004.) **Verify** these deferred receipts are **NOT** included in Marketing Contracts (item 1) or Production Contracts (item 2.)

0561

b. What was the total dollar amount **OWED TO** this operation at the **END OF 2004** for commodities produced or marketed **UNDER CONTRACT** in 2004 and earlier years?.....
(Include amount of item 6 **NOT** received in 2004, plus any additional amount earned in 2004 but not received by the end of year.)

0562

7. What was the total dollar amount **OWED TO** this operation at the **BEGINNING OF 2004** for commodities sold on **CASH OR OPEN MARKETS** in 2003 and earlier years?.....
(Include sales for which payment had not been received as of January 1, 2004. Exclude marketing charges and money received for expenses.)

DOLLARS

0563

a. What was the total dollar amount **RECEIVED BY** this operation in 2004 for commodities sold on **CASH OR OPEN MARKETS** in 2003 and earlier years?.....
(Include amount of item 7 received in 2004.) **Verify** these receipts are **NOT** included in Cash Sales (item 3.)

0564

b. What was the total dollar amount **OWED TO** this operation at the **END OF 2004** for commodities sold on **CASH OR OPEN MARKETS** in 2004 and earlier years?.....
(Include amount of item 7 **NOT** received in 2004, plus any additional amount earned in 2004 but not received by the end of year.)

0565

SECTION E OTHER FARM INCOME

1. In 2004, did this operation receive Federal, State or Local Farm Program Payments?

YES - [Continue]

NO - [Go to item 3.]

2. What is the total dollar amount this operation received in 2004 for---

DOLLARS

a. Direct payments? (under 2002 Farm Act AMTA – Production Flexibility Contract payments).....	0525
b. Counter-cyclical payments (as defined under the 2002 Farm Act)?.....	0526
c. Loan deficiency payments (LDPs)?.....	0528
d. Marketing Loan Gains (MLGs)?.....	0531
e. Net Value of Commodity Certificates?.....	0533
f. Government payments received through cooperatives?.....	0534
g. Peanut Quota Buyout Program payments?.....	0535
h. Milk Income Loss Contract payments? (Include transition payments).....	0536
i. Agriculture Disaster payments? (Include all disaster assistance and market loss payments. Exclude milk income loss contract payments reported above and Federal Crop Insurance and other indemnity payments.).....	0537
j. Conservation Reserve Program (CRP) payments?.....	0538
k. Wetlands Reserve Program (WRP) payments?.....	0539
l. Environmental Quality Incentive Program (EQIP) payments?.....	0540
m. Any other federal agricultural program payments?.....	0541
n. Any other State or local agricultural program payments?.....	0542
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
4. In 2004, what was the total income received by you (the operator) and all partners for---	
a. Custom work, machine hire, and other agricultural services provided for farmers and others (unless it is for a separate business)?.....	0546
b. Grazing of livestock? (Exclude contract arrangements).....	0547
c. Recreation such as hunting, fishing, petting zoos, horseback riding, on-farm rodeos, etc.....	0548
d. Sales of all Forest Products? (Firewood, timber, etc.) (Exclude maple syrup and Christmas trees.).....	0549
e. Sales of Farm Machinery and Vehicles (farm share only)?.....	0550
f. Proceeds from sales of farmland and other farm real estate for this operation only?.....	0558
g. Recognized gain/loss on sales of farmland and other farm real estate reported above (in 4f)?.....	0559
h. Federal Crop Insurance?.....	0552
i. Other Insurance indemnity payments?.....	0551
j. Cooperative Patronage Dividends and Refunds?.....	0554
k. Tobacco settlement payments?.....	0555
l. All Other Farm Related Sources of Income? (Show OTHER FARM INCOME in Respondent Booklet. [This may be a negative (-) number for hedging losses.].....	0556

SECTION F OPERATING and CAPITAL EXPENDITURES

**In 2004, how much was spent for
(item) by [column]---**

OPERATING EXPENSES

Include only expenses related to this operation.

Exclude expenses NOT related to the farm/ranch;
expenses of performing custom work FOR others
expenses on land rented to others.

1. **Seeds, sets, plants, seed cleaning treatments, transplants, trees and nursery stock?**.....
*(Include technology fees.
Exclude items purchased only for direct resale.)*
2. **Fertilizer, lime and soil conditioners?**.....
(Include custom application costs.)
3. **Agricultural Chemicals for crops, livestock, poultry, and general farm use**.....
(Include biological pest controls and custom application costs.)
 - a. How much of this (item 3) was for custom application only?.....
4. **Livestock purchases of---**
 - a. Breeding stock for beef cattle, dairy cattle, hogs and sheep?.....
 - b. Other cattle, calves, hogs and pigs?
[Report other sheep in item 4d.].....
 - c. Chickens and turkeys?
[Report ducks and game birds in item 4d.].....
 - d. Other livestock and poultry, including other sheep and lambs, bees, brooder fish, fingerlings, etc.?.....
5. **Leasing of livestock?**.....
(Include leasing of bees for pollination.)
6. **Purchased feed for livestock and poultry?**.....
(Include grain, hay, silage, mixed feeds, concentrates, etc.)
7. **Bedding and litter for livestock?**.....
8. **Medical supplies, veterinary and custom services for livestock?** *(Exclude manure disposal.)*.....
9. **Purchase for the farm business of---**
 - a. diesel fuel?.....
 - b. gasoline and gasohol?.....
 - 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.).....

1 OPERATOR & PARTNERS? DOLLARS	2 LANDLORD(S)? DOLLARS	3 CONTRACTOR(S)? DOLLARS
0600	0601	0602

0606	0607	0608
0612	0613	0614

0618	0619	0620
------	------	------

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

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

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

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

0633	0634	0635
------	------	------

0636	0637	0638
------	------	------

0639	0640	0641
------	------	------

0642	0643	0644
------	------	------

0645	0646	0647
------	------	------

0648	0649	0650
------	------	------

0651	0652	0653
------	------	------

0654	0655	0656
------	------	------

0657	0658	0659
------	------	------

0660	0661	0662
------	------	------

**In 2004, how much was spent for
(item) by [column]---**

1 OPERATOR & PARTNERS? DOLLARS	2 LANDLORD(S)? DOLLARS	3 CONTRACTOR(S) DOLLARS
---	----------------------------------	-----------------------------------

10. **Electricity for the farm business?**.....

0675	0676	0677
------	------	------

11. **Purchased water for irrigation from off-farm suppliers?** (*Include irrigation assessments and fees.*).....

0696	0697	0698
------	------	------

12. **All other utilities** – such as the farm share of telephone service, water purchased other than for irrigation, Internet access, etc.....

0872	0873	0874
------	------	------

13. **Farm supplies, marketing containers, hand tools and farm shop power equipment?**.....

0702	0703	0704
------	------	------

*(Include expenses for temporary fencing.
Exclude expenses for permanent fencing.)*

a. How much of this (item 13) was for marketing containers?.....

0705	0706	0707
------	------	------

14. **Repairs, parts and accessories for motor vehicles, machinery and farm equipment?**.....

0708	0709	0710
------	------	------

(Include drying equipment, frost protection, 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.)

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?**.....

0714	0715	0716
------	------	------

*(Include conservation improvements, corrals, feeding floors, feedlots, gravel, land drainage structures, tiling, trench, silos, wells, and facilities for farm workers.
Exclude any new construction or remodeling.)*

16. **Maintenance and repair of the operator's house if it was owned by the operation?**.....

0726	0727	0728
------	------	------

*'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.*

17. **Insurance for the farm business?**.....

0729	0730	0731
------	------	------

(Include all casualty insurance, hail insurance, and any other crop or livestock insurance; motor vehicle liability and blanket insurance policies. Include insurance on operator dwelling, if owned by the operation.)

a. How much of this item (item 17) was for Federal crop insurance?.....

0732	0733	0734
------	------	------

18. **Interest and fees paid on---**

a. debts secured by real estate?
(Include interest paid on the operator's house if owned by the operation.).....

0738	0739	0740
------	------	------

b. debts not secured by real estate?
(Include service fees on CCC loan redemptions.).....

0741	0742	0743
------	------	------

**In 2004, how much was spent for
(item) by [column]---**

1 OPERATOR & PARTNERS? DOLLARS	2 LANDLORD(S)? DOLLARS	3 CONTRACTOR(S)? DOLLARS
---	----------------------------------	------------------------------------

19. Property taxes paid on---

- a. Real estate? (*Include real estate taxes on operator dwelling, if owned by the operation.*)
- b. Livestock, machinery, and other farm production items?

0744	0745	0746
0747	0748	0749
0750	0751	0752
0753	0754	0755

20. Renting or leasing of tractors, vehicles, equipment or storage structures? (*Include farm machinery, cars, trucks, irrigation equipment and other equipment.*)

21. Vehicle registration and licensing fees?

22. Depreciation expense claimed by this operation in 2004 for all capital assets? (*If partnership, include amounts claimed by all partners in this operation.*)

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

0756		
0757		
0758	0759	0760

23. CASH WAGES paid to hired farm and ranch labor?

- Include** Cash wages, incentives and bonuses
Payments to corporate officers and paid family members.
- 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
Worker's Compensation

24. Of the total cash wages (item 23), how much was paid out to---
(*Total 24a + 24b + 24c + 24d + 24e must equal item 23*)

- a. You (*the principal operator*)?
- b. Your (*the operator's*) spouse?
- c. Other members of your (*the operator's*) household?
- d. Other operators?
- 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 and benefits for paid labor?

(*Include employer's share of Social Security and unemployment taxes, health insurance, pension or retirement plans, Workers Compensation, etc.*)

0776	0777	0778
------	------	------

26. Contract labor?
(*Contract labor is work performed on a contract basis by a contractor, crew leader, a cooperative, etc.*)

(**Exclude** – contract work for building construction, repairs, or farm improvements:
-payments to other operations that fed/raised livestock under contract FOR this operation.)

0782	0783	0784
------	------	------

27. 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.)*)

0788	0789	0790
0791	0792	0793

DOLLARS

28. For 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: a share of crop, calves, etc.].....

0797

29. For 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.)

0798

30. What was the market value of products produced and used on this operation for home consumption? (Exclude any commodities provided as payment to household members for farm work reported in item 28.).....

.....

0799

PERCENT

a. How much of (item 30) was livestock and livestock products?.....

0800

31. Fees paid to purchase professional or farm management services such as record keeping, planning, or farm product advice?.....

32. General Business Expenses?.....

	1 OPERATOR & PARTNERS? DOLLARS	2 LANDLORD(S) DOLLARS	3 CONTRACTOR(S) DOLLARS
0801			
0804		0805	0806

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

CAPITAL EXPENDITURES

Report the total cost for the following capital expenditures during 2004.

	1 OPERATOR & PARTNERS? DOLLARS	2 LANDLORD(S)? DOLLARS	3 CONTRACTOR(S) DOLLARS
33. Improvements on land such as land preparation, irrigation improvements, well drilling, ponds, feedlots, trench silos, lagoons, new fences, etc <i>(Exclude moveable equipment.)</i>	0807	0808	0809
34. Buildings and structures including all costs for new construction and remodeling of dwellings <i>(excluding the operator's dwelling), barns, buildings, hog houses, poultry houses, milk barns, storage facilities, sheds, silos, etc.</i> <i>Exclude repairs and maintenance.</i>	0810	0811	0812
35. New construction or remodeling of the Operator's Dwelling, if owned by the operation.....	0813	0814	0815

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 2004.

	DOLLARS		
36. Cars – Include new or used.....	0816		
	PERCENT		
a. What percentage of this was the Farm's Share?.....	0817		
37. Trucks – Include new or used trucks, pickups, sport utility vehicles, vans, campers and buses.....	0818		
	PERCENT		
a. What percentage of this was the Farm's Share?.....	0819		
38. Tractors – Include new or used.....	0820		
39. Self-Propelled Farm Equipment including implements and self-propelled equipment for livestock, dairy, or poultry production <i>(Include farm share only.)</i>	0821		
40. Other Farm Machinery and Non-Self Propelled farm equipment and pumps and capital equipment for livestock, dairy and poultry <i>(Include farm share only.)</i>	0822		
41. Office equipment, furniture and computers that were placed on a depreciation schedule?.....	0823		
42. Purchase of farm real estate to add to this operation?.....	0803		
43. All Other Capital Expenditures <i>(Include all other capital expenditures which were placed on a depreciation schedule.)</i>	0824		
Specify: _____			
	Operator & Partner?	Landlord(s)?	Contractor(s)?
44. What other expenses did this operation have in 2004 that I have not recorded? <i>[List each expense item and amount.]</i>	0825	0826	0827

SECTION G FARM LABOR/USE of TIME

1. **Screen A: Do you (the operator) have an ownership interest in this operation?**

- YES - [Go to item 3.] NO - [Go to item 2, Screen B.]

2. **Screen B: Are you a hired manager for this operation?**

- YES - [Enter code 1, then Go to item 3, ask 3a(i) and 3a(ii), only, THEN SKIP to item 4.] NO - [Enter code 3 and Continue.].....

CODE

0995

3. **Next, in order to correctly estimate the returns farm households receive for their labor we need to obtain time allocations. We know there are 168 total hours in a week (7 days with 24 hours in a day) that you allocate to various activities, such as work, household production, and leisure. On the average, for each of the three month periods DURING 2004, about how many hours per week did---**

a. You (the principal operator) do---

- (i) farm/ranch work without paying yourself a wage or salary?.....
- (ii) farm/ranch work for a wage or salary?.....
- (iii) non-farm work, excluding commuting time?.....
- (iv) leisure activities, such as watching TV, recreation, family activities, travel, hobbies, etc.?.....
- (v) personal care (e.g., sleeping, etc.), commuting and shopping, volunteer community and religious activities; other non-leisure time, such as household production (e.g., child care, lawn care, etc.); financial planning and investment activities (exclude farm business planning)?.....

	1	2	3	4
	Jan-Mar	April-June	July-Sept	Oct-Dec
	Hrs./week	Hrs./week	Hrs./week	Hrs./week
	0480	0481	0482	0483
	0484	0485	0486	0487
	0488	0489	0490	0491
	0492	0493	0494	0495
	0496	0497	0498	0499
TOTAL	168	168	168	168

b. Your spouse (the principal operator's) do ----

- (i) farm/ranch work, without being paid a wage or salary?.....
- (ii) farm/ranch work for a wage or salary?.....
- (iii) non-farm work, excluding commuting time?.....
- (iv) leisure activities, such as watching TV, recreation, family activities, travel, hobbies, etc.?.....
- (v) personal care (e.g., sleeping, etc.), commuting and shopping, volunteer community and religious activities; other non-leisure time, such as household production (e.g., child care, lawn care, etc.); financial planning and investment activities (exclude farm business planning)?.....

	0580	0581	0582	0583
	0584	0585	0586	0587
	0588	0589	0590	0591
	0592	0593	0594	0595
	0596	0597	0598	0599
TOTAL	168	168	168	168

4. On the average, for each of the three month periods DURING 2004, about how many hours per week did---

	1	2	3	4
	Jan-Mar	April-June	July-Sept	Oct-Dec
	Hrs./week	Hrs./week	Hrs./week	Hrs./week
a. Other operators (excluding principal operators and their spouses) do farm/ranch work, without receiving a wage or salary?.....	1061	1062	1063	1064
b. Other operators (excluding principal operators and their spouses) do farm/ranch work, for a wage or salary?.....	1065	1066	1067	1068
c. Unpaid workers (such as non operator partners, family members, etc.) do farm/ranch work?.....	0840	0841	0842	0843

NUMBER

5. How many workers (excluding operators) provided unpaid labor to the farm in 2004?.....

1069

[ENUMERATOR NOTE: If operator has a spouse, please answer for both where applicable.]

[If you and/or your spouse reported non-farm work hours in the table on previous page, ask---]

6. What type of off-farm business did you/or your spouse work at?.....

- | | |
|----|---|
| 1 | Agriculture, forestry, fishery or hunting |
| 2 | Construction, mining or utilities |
| 3 | Manufacturing |
| 4 | Wholesale trade, transportation, or warehousing |
| 5 | Retail trade and personal services |
| 6 | Educational or health care services |
| 7 | Other government services |
| 8 | Finance, insurance, and real estate |
| 9 | Recreation and tourism, including lodging |
| 10 | Other non-governmental services |

SPOUSE

1070

OPERATOR

1071

7. About how many miles is it from your home to----

MILES

- | | |
|--|------|
| a. where you do most of your shopping for groceries, clothes, household supplies, etc?..... | 1072 |
| b. where you buy most major items like cars, trucks, furniture, and household appliances?..... | 1073 |
| c. where you buy most farm machinery and implements?..... | 1074 |
| d. where you obtain most of your farm credit?..... | 1075 |
| e. where you do most of your other farm-related business and purchasing? (Seed, feed, chemicals, parts, supplies, fuel, etc.)..... | 1076 |
| f. your local elementary school?..... | 1077 |
| g. your local high school?..... | 1078 |
| h. the nearest hospital?..... | 1079 |
| i. the nearest town or city?..... | 1080 |

SECTION H FARM ASSETS

1. Next, in order to correctly estimate the financial position of farms we need to obtain the **MARKET VALUE** of the following assets **OWNED** by this operation on **December 31, 2004?**

(Include owned assets on rented land.)

DOLLARS

- a. Farm Operator's Dwelling, if owned by the operation?.....
- b. All other Dwellings?.....
- c. All other Farm Buildings and Structures?
(Include barns, cribs, grain bins, greenhouses, silos, storage sheds, etc.).....
- d. Orchard trees and vines, and trees grown for wood products?.....
- e. Land? *(Exclude houses, buildings, orchard trees and vines, and trees grown for wood products.)*.....

0850
0851
0852
0853
0854

2. What is the **Estimated Market Value of the land and buildings on the acres RENTED or leased FROM OTHERS?**

(Reported in Section A, items 2a, 2b, 2c & 2d.).....

- a. How much of this amount (item 2) was RENTED FROM RELATIVES?.....

0855
0856

3. What is the **Estimated Market Value of the land and buildings on the acres RENTED or leased TO OTHERS?**

(Reported in Section A, item 3.).....

0857

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

4. What was the **ESTIMATED MARKET VALUE** for the farm share of---

- a. Crops owned and stored on or off this operation on---
(Include specialty crops, hay silage, and nursery and greenhouse products not in the ground. Exclude crops under CCC loans.)
- (i) Government program crops owned and stored on or off this operation on---.....
- (ii) Non-program crops owned and stored on or off this operation on---.....
- b. Breeding livestock **owned** by and **located** on or off this operation on---
(Exclude livestock being produced under contract on another operation and reported in Section C, item 3.).....
- c. Non-breeding livestock **owned** by and **located** on or off this operation on---
(Including aquaculture, bees, cattle, equine, hogs, mink, poultry, sheep, etc. Exclude livestock being produced under contract on another operation and reported in Section C, item 3.).....
- d. Production inputs **owned** by this operation such as feed, fertilizer, chemicals, fuels, parts, purchased seed and other supplies, etc. on--.....
- e. Production inputs already **used** for cover crops or crops not yet harvested, (also known as *sunk costs*) on---.....
- f. Trucks and cars **owned** by the operation on---(farm share only).....
- g. Tractors, machinery, tools, equipment and implements **owned** by the operation on--.....
- h. Stocks in Farm Credit System and other farm cooperatives on---.....

beginning of year --Jan. 1, 2004? DOLLARS	end of year -Dec. 31, 2004? DOLLARS
0859	0860
0861	0862
0863	0864
0876	0877
0878	0879
0880	0881
	0882
	0883
	0884

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

END OF YEAR
VALUE CODE

On December 31, 2004, what was the value of all other farm assets?.....

(Include money owed to this operation (except money owed from commodity sales), cash certificates of deposits, savings and checking accounts, hedging account balances, Government payments due, balance of land contract sales, any other farm assets not reported earlier.)

0887

SECTION I FARM DEBT

DOLLARS

1. What was the maximum amount of all loans TAKEN OUT and REPAID in 2004?

(Include seasonal production and equipment loans.)

0890

2. Did this operation owe money to any banks, co-ops, individuals, merchants or Federal agencies at the end of 2004?

YES - [Continue.] NO - [Go to Section J.]

3. Next, in order to correctly estimate the financial position of farms, their ability to service debt, and to categorize debt by types, we need to list each loan this operation had on December 31, 2004.

LOAN TYPES for COLUMN 4

- 1 – Production loan or other less than one year
- 2 – Nonreal estate loan more than one year
- 3 – Real estate loan more than one year

Include: farm/ranch loans, any loans for non-farm purposes that are secured by assets of the farm/ranch and debt on the operator's house if owned by the operation.

1 Who was the lender? <small>(Show lender codes in Respondent Booklet.)</small>	2 What was the balance owed on Dec. 31, 2004 including outstanding principal plus unpaid interest?	3 What was the interest rate? <small>[Example 9% = 09.00]</small>	4 What was the loan type? <small>[Enter code from above.]</small>	5 What year was it obtained?	6 What percent was for FARM purposes? <small>[Example 50% = 50]</small>	7 What was the primary purpose of this loan? 1 – Purchase land/ machinery, etc. 2 – Refinance, existing farm debt 3 – Refinance, existing farm debt and cash out 4 – Equity loan, farm purposes 5 – Refinance, existing nonfarm debt 6 – Equity loan, nonfarm purposes 7 – Other	8 Was this loan guaranteed? <i>If YES, by---</i>	
CODE	DOLLARS	PERCENT	CODE	YEAR	PERCENT	CODE	YES = 1	CODE
1001	1002	1003	1004	1005	1006	1007	1008	1009
1010	1011	1012	1013	1014	1015	1016	1017	1018
1019	1020	1021	1022	1023	1024	1025	1026	1027
1028	1029	1030	1031	1032	1033	1034	1035	1036
1037	1038	1039	1040	1041	1042	1043	1044	1045

[If more than 5 loans, ask---]

4. How many farm loans were there in addition to the five I've just recorded?

NUMBER

1046

a. What was the total amount of debt owed on December 31, 2004 on these additional (item 4) loans?

DOLLARS

1047

5. How much of the total debt owed on December 31, 2004 (reported in items 3 and 4a above), was for the operator's dwelling?

(If operator's dwelling is owned by the operation, debt should have been included above.)

DOLLARS

1057

OFFICE USE

0999

SECTION J FARM OPERATOR

NUMBER OF OPERATORS

1. **How many 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. Identify the operators in the columns below.....)

Exclude hired workers unless they are a hired manager or family member.)

1200

2. **In 2004, was this operation's LEGAL STATUS---**

- 1 Individual (Sole/family Proprietorship)?
- 2 A legal Partnership?
- 3 A Family-held Corporation?
- 4 a Non-family Corporation?
- 5 Other, including estates, trusts and cooperatives?

ENTER CODE

1201

[If item 2 is code 3 or 4, ask---]

CODE

a. Were there more than 10 stockholders?.....

1 YES
3 NO

1202

3. **In what year did the operator begin to operate any farm operation.....**

PRINCIPAL OPERATOR Or Senior Partner	OPERATOR 2	OPERATOR 3
1241	1261	1281

4. **Age of operator on December 31, 2004**

1242	Years of Age	1262	Years of Age	1282	Years of Age

5. **Sex of operator.....**

1243	1 Male 2 Female	1263	1 Male 2 Female	1283	1 Male 2 Female

6. **Which of the following activities did you (each operator) perform for the farm.....**

*[For each operator enter---
Code 1 if principal performer of activity
Code 2 if also performed activity
Code 3 if did not perform activity].*

Business Planning and Record Keeping.....	1244	Business Planning and Record Keeping.....	1264	Business Planning and Record Keeping.....	1284
Purchasing Inputs.....	1245	Purchasing Inputs.....	1265	Purchasing Inputs.....	1285
Crop Production.....	1246	Crop Production.....	1266	Crop Production.....	1286
Livestock Production.....	1247	Livestock Production.....	1267	Livestock Production.....	1287
Commodity Contracting and Marketing.....	1248	Commodity Contracting and Marketing.....	1268	Commodity Contracting and Marketing.....	1288
Supervising Labor	1249	Supervising Labor	1269	Supervising Labor	1289
Repairs/Maintenance of equipment	1250	Repairs/Maintenance of equipment	1270	Repairs/Maintenance of equipment	1290
Leasing cropland	1251	Leasing cropland	1271	Leasing cropland	1291
Obtaining financing.....	1252	Obtaining financing.....	1272	Obtaining financing.....	1292
Government Program participation	1253	Government Program participation	1273	Government Program participation	1293

CODE

7. **Was the principal operator's spouse listed as---**

Operator 2 – Enter code 2

Operator 3 – Enter code 3

If code 2 or 3 go to item 11.

1203

8. Does your <i>(the operator's)</i> spouse also make day-to-day decisions for this farm/ranch?..... [If no spouse reported, Go to item 11.]	1 YES 2 NO SPOUSE 3 NO	CODE 1204
9. In what year did your <i>(the operator's)</i> spouse begin making day-to-day decisions for any farm/ranch?.....		YEAR 1205
10. How old was your <i>(the operator's)</i> spouse on his/her last birthday?.....		AGE 1206

[ENUMERATOR NOTE: items 11-16 refer to the PRINCIPAL Operator's household. If the Principal Operator has a spouse, please answer for both where applicable.]

11. In 2004, what was your and your spouse's <i>(the operator and operator's spouse)</i> major occupation?.....	1 Farm or ranch work 2 Hired manager 3 Retired, but still farming 4 Work other than farming/ranching	SPOUSE 1208	OPERATOR 1207
---	---	----------------	------------------

[If item 11 is code 4. ask---]

a. Was non-farm work your primary career decision?.....	1 YES 3 NO	CODE 1210	CODE 1209
---	---------------	--------------	--------------

12. What is the <i>highest</i> level of formal education you and your spouse <i>(the operator and operator's spouse)</i> have completed?.....	1 Less than high school 2 High school diploma or equivalency (GED) 3 Some college 4 Completed 4 year degree (BA or BS) 5 Graduate school	SPOUSE 1212	OPERATOR 1211
---	--	----------------	------------------

13. Which of these do you and your spouse <i>(the operator and operator's spouse)</i> consider yourself? Are you---.....	American Indian or Alaska Native Asian Black or African American Hispanic or Latin Native Hawaiian or Other Pacific Islander White, not of Hispanic Origin	ENTER CODE 1 FOR ALL THAT APPLY	
		1214	1213
		1216	1215
		1218	1217
		1220	1219
		1222	1221
		1224	1223
14. Were you or your spouse raised on a farm/ranch?..... YES = 1		CODE 1226	CODE 1225

NUMBER

15. **How many persons lived in your (the operator's) household on December 31, 2004?** *(Include yourself, spouse, children, and others living in your household.)*
16. **Of the persons who lived in your household on December 31, 2004, (item 15) how many were---**
- a. younger than 6 years old?.....
 - b. from 6 through 13 years old?.....
 - c. from 14 through 17 years old?.....
 - d. 65 years old or older?.....

[ENUMERATOR NOTE: items 17 – 21 refer to the principal operator's household in relation to other rural community links.]

17. **How would you describe the location of your current home---**
- a. In the country outside any city or village?..... **YES = 1**
[If yes, go to item 18]
 - b. In a town or village with under 10,000 population?..... **YES = 1**
[If yes, go to item 18]
 - c. In a small city (10,000 to 50,000 in population)?..... **YES = 1**
[If yes, go to item 19]
 - d. In a larger city (over 50,000 population)?..... **YES = 1**
[If yes, go to item 20]

MILES

18. **How many miles to the closest city with a population of 10,000 or more do you live?**.....
19. **How many miles to the closest city with a population of 50,000 or more do you live?**.....

CODE

20. **Do you live on or adjacent to any of your farm/ranch land?**..... **YES = 1**

Codes for item 21 below	
1	major problem
2	minor problem
3	not a problem/does not apply

21. The following is a list of characteristics related to your place of residence. For each one, please tell us whether this is a *major problem* for you and your family, a *minor problem*, or *not a problem at all*.

	CODE
a. Availability of off-farm employment opportunities?.....	1254
b. Access to family and friends?.....	1255
c. Access to schools?.....	1256
d. School quality?.....	1257
e. Outdoor recreational opportunities?.....	1258
f. Access to health care?.....	1259
g. Access to stores/shopping.....	1260
h. Access to entertainment?.....	1274
i. Weather/climate?.....	1275
j. Access to airport?.....	1276
k. Crime and vandalism?.....	1277

We are now interested in the kind of community you would prefer to live in if you had your choice. In terms of size---

22. If you could live in any size community you wanted, which one of these would you like best?

	CODE
a. In the country outside any city or village?..... YES = 1 [If yes, go to item 23]	1278
b. In a town or village with under 10,000 population?..... YES=1 [If yes, go to item 23]	1279
c. In a small city (10,000 to 50,000 in population)?..... YES = 1 [If yes, go to item 23]	1280
d. In a larger city (over 50,000 population)?..... YES = 1 [If yes, go to item 24.]	1294
e. Don't know..... YES = 1 [If item a, b or c above is Yes, continue---, else go to item 24.]	1295

23. In terms of location, would you like that place to be within 30 miles of a city with a population of 50,000 or more, or would you rather be farther away from such a city?.....

1	within 30 miles
2	farther away
3	Don't know

CODE
1296

24. Does your farm/ranch have a computer with Internet access? YES = 1 CODE
1297

25. In the past year, what percentage of your business and household purchases have been through Internet and/or mail/phone order suppliers located outside your commuting area---

	% INTERNET	% DISTANT MAIL/ PHONE SUPPLIES
a. Farm equipment or inputs?	1298	1299
b. Household items?	1300	1301

26. Concerning your farm operation's use of credit, what direction of change do you expect *interest expenses* related to this operation to take between this year and 2005? 2005 through 2006?

		CODE
a. 2004 to 2005?	1 lower 2 about the same 3 higher	1302
b. 2005 to 2006?		1303

27. Please rate the importance of interest rates and income tax considerations in your decisions concerning the following factors---
 (SCALE CODE: 1=Very important, 2=Somewhat important, 3=Neutral, 4=Somewhat unimportant, 5=Not at all important)

	2 INTEREST RATES CODE	3 INCOME TAX CONSIDERATIONS CODE
a. Purchase of operating inputs	1304	1305
b. Purchase of farm machinery and equipment	1306	1307
c. Timing of sale of livestock or commodities	1308	1309
d. Purchase of land	1310	1311
e. Contributions to retirement accounts	1312	1313

28. Did you engage in any of the following activities for commodities produced on this operation in 2004?
 (Code 1 for each activity you engage in for each input.)

Did you:	Seed?	Fertilizers?	Crop Chemicals?	Fuels?	Livestock Feed?
1. Lock in the input price (<i>forward purchase</i>) before delivery of:	1314	1315	1316	1317	1318
2. Use a farm management service for advice on purchases of:	1319	1320	1321	1322	1323
3. Negotiate price discounts (<i>based on volume or other factors</i>) for:	1324	1325	1326	1327	1328
4. Use a farmer-owned cooperative for purchasing:	1329	1330	1331	1332	1333
5. Use a buying club (<i>other than a cooperative</i>) for purchasing:	1334	1335	1336	1337	1338
6. Use the internet for purchasing:	1339	1340	1341	1342	1343
7. Enter into contracts with input suppliers for purchasing:	1344	1345	1346	1347	1348

29. Aside from persons or businesses to whom you paid a fee to purchase professional or farm management services, did you obtain advice about the organization and/or operation of your farm/ranch from people outside the ownership team? YES = 1 CODE
1349

OFFICE USE
2001

SECTION K FARM OPERATOR and HOUSEHOLD

1. **Screen A: Do you (the operator) have an ownership interest in this operation?**

- YES - [Go to item 3.] NO - [Go to item 2, Screen B.]

2. **Screen B: Are you a hired manager for this operation?**

- YES - [Enter code 1 then Go to Conclusion.] NO - [Enter Code 3 and Continue.]

CODE

0995

3. **Did you (the operator) work at your current or any other off-farm job prior to becoming a farm operator?**

1 YES -Continue with 4a
3 NO -Go to item 5

OPERATOR

1120

4. **Rate the importance of each of the following on your reason for becoming a farm operator---**
(SCALE CODE: 1=Very important, 2=Somewhat important, 3=Neutral, 4=Somewhat unimportant, 5=Not at all important)

OPERATOR

- a. to take over the operation of the farm from a family member or another person.....
- b. to develop a farm business as an additional source of income.....
- c. to develop a farm business as a primary source of income.....
- d. to invest in real estate.....
- e. to live in a rural area.....
- f. as retirement activity/residence.....
- g. for the outdoor activity of growing crops and/or livestock.....
- h. other reason.....

1121

1122

1123

1124

1125

1126

1127

1128

[ENUMERATOR NOTE: If principal operator and/or principal operator's spouse worked off the farm and reported hours of non-farm work in Section G—item 1a. (iii) or Section G—item 1b. (iii), continue. If neither principal operator nor principal operator's spouse worked off the farm, go to item 8.]

5. **How many miles is it one way from your home to your and/or spouse's off-farm job?**
(Enter zero for home based jobs such as truck driver, salesperson, enumerator, etc.)

SPOUSE

0942

OPERATOR

0941

6. **How many years have you and/or spouse worked at this particular job?**

0944

0943

CODES FOR ITEM 7	
1 keep up, use skills	6 Diversification
2 Health Insurance	7 Personal satisfaction
3 Other non-farm job benefits	8 Get discounts on inputs
4 Increase family income	9 Cover farm/ranch expenses
5 Extra labor/time	10 Repay farm/ranch debt

7. What is the main reason you and/or your (the operator and operator's spouse) spouse have an off-farm job?.....

SPOUSE	OPERATOR
0946	0945
<i>If 5 = 4</i>	<i>If 5 = 4</i>

[If item 7 = code 4 (increase family income), go to item 7a, otherwise skip to item 8.]

CODES FOR ITEM 7a, ENTER 2 EACH FOR OP/AND OR SPOUSE			
1 Meeting household expenditures?	5 Investing in the farm business?	6 Investing in an off-farm business?	7 Investing in retirement accounts?
2 Meeting medical expenses?	6 Investing in an off-farm business?	7 Investing in retirement accounts?	8 Investing in financial assets? (outside of retirement accounts)
3 Saving for an emergency?	7 Investing in retirement accounts?	8 Investing in financial assets? (outside of retirement accounts)	
4 Education for operator/spouse/children?	8 Investing in financial assets? (outside of retirement accounts)		

a. What were the two principal uses of the increased income?.....

SPOUSE		OPERATOR	
1 ST	2 ND	1 ST	2 ND
0938	0937	0940	0939

[Show Value Codes in Respondent Booklet.]

8. Which value code represents the cash income the principal operator, spouse, and all other household members received in 2004 from---
(Exclude farm income reported earlier.)

1 SOURCE	2 the operator as [source] (Enter 1 if none.) CODE	3 operator's spouse as [source] (Enter 1 if none.) CODE	4 other household member(s) as [source] (Enter 1 if none.) CODE
a. All off-farm wages, salaries, and tips before taxes and withholdings?.....	0950	0951	0952
b. Net cash income from operating another farm or ranch?.....	0955	0956	0957
c. Net cash income from operating any other business?.....	0958	0959	0960
d. Net cash income from cash or share-renting land to others including land rented from this and all other operations?.....	0961	0962	0963
e. Interest income?.....	0967	0968	0969
f. Dividend income?.....	0964	0965	0966
g. Total proceeds from the sale of farm and non-farm capital assets?	0973	0974	0975
(i) Recognized gain/loss on the sale of capital assets reported above? (can be negative(-) if capital losses were incurred.).....	0979	0980	0981
h. Income from disability, military and other retirement, Social Security, unemployment, Veteran's benefits, other public retirement and public assistance?.....	0970	0971	0972
i. Other off-farm sources?.....	0991	0992	0993

9. **Did any household(s) besides the operator's (and excluding landlords and contractors) share in the net income of this operation during 2004?**.....

1	YES - Continue
3	NO - Go to item 10

CODE
0976

[Include partners and others who shared net income as informal partners. Exclude those whose share of net income was reported as wages in Section G.]

a. How many households besides yours shared in the net farm income of this operation?.....

NUMBER
0977

b. What percent of the income did you (the operator) and your household receive?.....

PERCENT
0978

10. **Did any household(s) besides the operator's (and excluding landlords and contractors) share in the ownership of assets used by this operation during 2004?**.....

YES = 1

CODE
0996

a. How many households besides yours shared ownership of assets used by this operation?.....

NUMBER
0997

b. What percent of the assets did you (the operator) and your household own?.....

PERCENT
0998

11. *[Show VALUE CODES in Respondent Booklet.]*

Which value code represents the total value of each of the following categories of non-farm assets owned by the operator and members of the operator's household on December 31, 2004, for---

- a. Financial assets held in non-retirement accounts. *(Cash, checking, savings, money market accounts, certificates of deposits, savings bonds, government securities, money owed to the operator--include mortgages on land sold, corporate stock, mutual funds, cash surrender value of life insurance, other financial assets.)*.....
- b. Retirement accounts *(401k, 403b, IRA, Keogh, other retirement accounts)*.....
- c. Operator's dwelling, if not owned by operation and other personal *(second)* homes.....
- d. Real estate *(other farms, residential rental, commercial, and other real estate)*.....
- e. Business not part of this farm.....
- f. Other assets not reported elsewhere *(furnishings, RVs, household share of trucks, cars, etc)*.....

VALUE CODE
0953
0954
0984
0985
0986
0987

[Show VALUE CODES in Respondent Booklet.]

12. **Which value code represents the total value of each of the following categories of non-farm debt (debt not associated with this operation) owed by the operator and members of the operator's household on December 31, 2004, for---**

(Exclude any debt - household debt, credit cards, etc. used to finance the farm business expenses of this operation. Report all such debt in Section I Farm Debt.)

- a. Mortgages, on operator's dwelling, if not owned by operation and other personal *(second)* homes? *(Include home mortgages, home equity loans, and lines of credits secured by the operator's dwelling(s))*.....
- b. Mortgages on other real estate? *(Include mortgages, equity loans, and lines of credits secured by other real estate, including other farms, residential rental, commercial, and other real estate)*.....
- c. Loan's on businesses that are not a part of this farm operation.....
- d. Personal loans *(credit cards, auto loans, unpaid taxes, medical bills, any other debts/liabilities not reported elsewhere)*.....

VALUE CODE
0988
0989
1101
1102

VALUE CODE

13. To meet the household and family living expenses you consider necessary, which value code represents the minimum income, BEFORE TAXES, your family need in a year to meet basic needs?

1104

(Basic needs are those necessary for the household to meet on an ongoing basis (e.g., housing, clothing, and food), and should not include investments, hobbies, or other leisure activities. Include income necessary for all members currently in the household, but exclude income necessary to pay farm business expenses.)

14. Which value code represents how much this household spent in 2004 on---

VALUE CODE

a. food, including food away from home?

1105

VALUE CODE

b. household rent/mortgage payments, utilities, home insurance, household supplies?

1106

VALUE CODE

c. non-farm transportation, including net outlays for new, used, and leased vehicles; fuel, maintenance, and insurance for non-farm share of vehicles?

1107

VALUE CODE

d. health and medical expenses, and health insurance? *(Include doctors, dentist, chiropractors, medicine, life and health insurance, and Social Security self employment tax.)*

1108

VALUE CODE

e. contributions to personal insurance and retirement plans, including pensions and Social Security?

1109

VALUE CODE

f. investments for family, including home improvements, and the purchase of major appliances and furnishings?

1110

VALUE CODE

g. all other family living expenses, such as clothing and personal items; education and child care, hobbies, recreation, and vacations, gifts and charitable contributions?

1118

VALUE CODES

CODE	DOLLAR RANGE	CODE	DOLLAR RANGE
1.	None	17.	\$ 50,000. 59,999
2.	\$ 1. 499	18.	\$ 60,000. 79,999
3.	\$ 500. 999	19.	\$ 80,000. 99,999
4.	\$ 1,000. 1,999	20.	\$ 100,000. 124,999
5.	\$ 2,000. 2,999	21.	\$ 125,000. 149,999
6.	\$ 3,000. 3,999	22.	\$ 150,000. 174,999
7.	\$ 4,000. 4,999	23.	\$ 175,000. 199,999
8.	\$ 5,000. 7,499	24.	\$ 200,000. 224,999
9.	\$ 7,500. 9,999	25.	\$ 225,000. 249,999
10.	\$ 10,000. 14,999	26.	\$ 250,000. 374,999
11.	\$ 15,000. 19,999	27.	\$ 375,000. 499,999
12.	\$ 20,000. 24,999	28.	\$ 500,000. 999,999
13.	\$ 25,000. 29,999	29.	\$ 1,000,000. 1,249,999
14.	\$ 30,000. 34,999	30.	\$ 1,250,000. 1,499,999
15.	\$ 35,000. 39,999	31.	\$ 1,500,000. and over
16.	\$ 40,000. 49,999		

[ENUMERATOR NOTE: Items 15 – 18 refer to Income and Expense items for 2003.]

15. Which value code represents the total amount spent on household and family living expenses in the previous year (2003)? **VALUE CODE**
 1112

16. Which value code represents the total value of farm sales in the previous year (2003)?
(Total value of farm sales includes livestock and crop cash income and the net change in CCC loans, plus the estimated value of crop and livestock under production contracts, plus government payments to operator. Also include, if applicable, the value of the landlord share of crop and livestock production and the landlord share of government payments.) **VALUE CODE**
 1113

17. Which value code represents the net operating income for this operation in the previous year (2003)?
(Cash income from all farm sources minus production costs and depreciation. If negative net operating income, indicate a minus sign before the value code.) **VALUE CODE**
 1114

18. Which value code represents the total off-farm income in the previous year (2003)?
(Wages, salaries, and tips before taxes, income from operating other farm, income from operating any other business. If negative off-farm income, indicate a minus sign before the value code.) **VALUE CODE**
 1115

19. Do you (principal operator) plan to retire from farm work within the next 5 years (or do you now consider yourself to be retired from farming/ranching)? **CODE**
 YES = 1 1116

a. [If item 19 = YES, ask---]
 What are your plans for the future of the farming operation?

- 1 Rent—(either through share or cash agreement(s) the farm or ranch land to another farmer
- 2 Sell the farm operation, including the farm or ranch land
- 3 Turn management and operation of the farm operation over to another partner or family member, but retain some ownership
- 4 Most land is rented, not owned—will revert to landowner, machinery will be sold
- 5 Operation is owned by corporation/partnership—will retain some shares/interest
- 6 Operation is owned by corporation/partnership--will sell/distribute shares/interest
- 7 Place land in CRP or other land retirement program
- 8 Develop land for residential, recreational, or other non-farm use
- 9 Don't know
- 10 Other

CODE
 1117

OFFICE USE
 2002

CONCLUSION

1. Have you heard the ARMS program discussed on RFD-TV?.....	1 YES 3 NO	CODE 0094
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2. Results from this survey will be published in July. Would you like to receive a copy? <small>(Results will also be available on the Internet at http://www.usda.gov/nass/ and http://www.ers.usda.gov/).</small>	YES = 1	CODE 0099
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THANK YOU FOR YOUR TIME AND EFFORT!

RESPONDENT 3. Who was the primary respondent for most of this survey---	1 OPERATOR/MANAGER 2 SPOUSE 3 ACCOUNTANT/BOOKKEEPER 4 OTHER 8 OFFICE HOLD 9 PARTNER	CODE 0101
RESPONDENT'S NAME <small>[If code 3, 4, or 9]</small> _____ PHONE (____) _____		
RECORDS USE 4. Did respondent use farm/ranch records to report income and expenses---.....	1 ALL OF THE TIME 2 MOST OF THE TIME 3 SOME OF THE TIME 4 ALMOST NEVER 5 NEVER	CODE 0096
5. What records did the respondent refer to when reporting most of their income and expense data---	1 A GENERAL LEDGER or PERSONAL RECORD BOOK 2 FORMAL FARM RECORDS WORKBOOK or ACCOUNT BOOK 3 LOOSE RECEIPTS 4 SOMETHING ELSE 5 COMPUTER or COMPUTER PRINTOUT 6 DID NOT USE RECORDS	CODE 0097

ENDING TIME[MILITARY] <small>[Please be precise.]</small>	MILITARY TIME 0005 ____ _
DATE.....	MM DD YY 0007 ____ _ 05
ENUMERATOR NAME _____	ENUMERATOR ID 0098
	ENUMERATOR EVALUATION 0100