



2000 Agricultural Resource Management Study Phase III
COSTS and RETURNS REPORT

Form Approved
 O.M.B. Number 0535-0218
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 Project Code 904
 VERSION 1 CRR

U.S. Department of Agriculture
 Rm 5805, South Building
 1400 Independence Avenue, S.W.
 Washington, D.C. 20250-2000
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VERSION	ID	TRACT	SUBTRACT
01	_____	01	_____



CONTACT RECORD		
DATE	TIME	NOTES

R CODES	
3 - COMPLETE	0910
5 - OUT OF SCOPE	
8 - REFUSAL	
9 - INAC./INCOMPL.	
OPTIONAL	0002
OPTIONAL	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.

With -1's and I's

BEGINNING TIME [MILITARY]

MILITARY TIME
0004

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

[ENUMERATOR NOTE:
If box code 1, complete Screening Supplement.
If box is blank, begin Section A.]

SCREENING BOX
0006

PARTNERS:	POID _____	POID _____
PARTNER NAME	PARTNER NAME	PARTNER NAME
ADDRESS	ADDRESS	ADDRESS
CITY STATE ZIP PHONE NUMBER	CITY STATE ZIP PHONE NUMBER	CITY STATE ZIP PHONE NUMBER
POID _____	POID _____	POID _____
PARTNER NAME	PARTNER NAME	PARTNER NAME
ADDRESS	ADDRESS	ADDRESS
CITY STATE ZIP PHONE NUMBER	CITY STATE ZIP PHONE NUMBER	CITY STATE ZIP PHONE NUMBER

TOTAL POINTS

OFFICE USE

0929

SECTION A LAND IN FARM / RANCH

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

ACRES OPERATED

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

In 2000, how many ACRES did this operation--

		ACRES	
1. Own?	+	0020	
2. Rent or lease FROM others for--			
a. Cash?	+	0021	
b. A share of crop or livestock production?	+	0022	
c. Rent free?	+	0023	
3. Rent or lease TO others for cash, share, or free of charge?	-	0024	
4. Use part of the year for crops or livestock, and rent to another operation during another part of the year? (<i>Exclude land rented on an AUM or fee per head basis.</i>)	+	0025	
5. Then the total acres operated was-- [<i>Total 1 + 2a + 2b + 2c - 3 + 4.</i>]	=	TOTAL ACRES 0026	
a. Of the total acres in this operation (<i>item 5</i>) how many acres were considered CROPLAND, including land in government programs? (<i>Exclude wild hay and CRP acres planted to trees.</i>)		ACRES 0027	
6. In 2000, how many ACRES did this operation have--			ACRES
a. enrolled in the Conservation Reserve Program (CRP)?		0028	
b. enrolled in the Wetlands Reserve Program (WRP)?		0029	

RENT RECEIVED

7. Including rent for land and/or buildings, what was the total CASH RENT received in 2000 for acres cash rented TO others? (<i>Include government payments received from those acres. Exclude grazing of livestock; record in Section F, item 3b.</i>)		0030	
8. For acres share-rented to others, what was the total value of the CROP OR LIVESTOCK SHARES received in 2000? (<i>Include government payments received from those acres.</i>)		0031 -1 |	

RENT PAID

9. Including rent for land and/or buildings, what was the total cash rent PAID in 2000?

(Include rent paid in 2000 for previous years or rent paid in advance.)

DOLLARS

0032

10. Does this operation use any land administered by public agencies, industrial corporations or grazing associations on an animal unit month (AUM) basis?

YES - [Continue.] NO - [Go to item 11.]

a. In 2000, what were the total usage fees this operation PAID for the use of this public land?

(Include fees paid for privately owned land administered by a public agency through exchange-of-use.)

DOLLARS

0033

11. In 2000, 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?

DOLLARS

0034

12. [Show Farm Type Codes in Respondent Booklet.]

Which of the categories represents the largest portion of this operation's 2000 gross income?

Include:

- Sales of all crops, livestock, poultry, and livestock products sold in 2000.
- The VALUE OF PRODUCT REMOVED for all crops, livestock, and poultry produced under contract in 2000.
- Sales in miscellaneous agricultural products in 2000.
- All government agricultural payments received in 2000.
- Landlord's share of government payments.

FARM TYPE CODES

- 1- **Grains and Oilseeds** (corn, sorghum, small grains, rice, soybeans, dry beans, dry peas, sunflowers, flaxseed, popcorn, grain silage and forage, grains and oilseeds for seed)
- 2- **Tobacco**
- 3- **Cotton**
- 4- **Vegetables and Melons** (potatoes, sweet potatoes, beets, cabbage, cantaloupes, pumpkins, sweet corn, tomatoes, watermelons, vegetable seed and others)
- 5- **Fruit, Tree Nuts and Berries** (apples, blueberries, cherries, cranberries, grapes, oranges, kiwifruit, peaches, pears, strawberries, almonds, hazelnuts, pecans, walnuts and others)
- 6- **Nursery, Greenhouse and Floriculture** (cut flowers, potted plants, bedding plants, foliage plants, sod, mushrooms, Christmas trees, bulbs, nursery stock, shrubbery, flower seed and others)
- 7- **Other Crops** (hay, peanuts, sugarbeets, sugarcane, mint, hops, grass seed, maple syrup, CRP)
- 8- **Beef Cattle** (beef cattle for breeding stock, fed cattle, stockers and feeders, veal calves)
- 9- **Dairy** (milk and other dairy products, sales of dairy animals)
- 10- **Hogs**
- 11- **Sheep, Goats, Wool and Mohair**
- 12- **Equine** (horses, ponies, mules, donkeys, burros)
- 13- **Poultry and Eggs** (chickens, broilers, eggs, turkeys, ducks, geese, pheasants, poultry products, hatcheries)
- 14- **Aquaculture** (catfish, trout and other finfish, and shellfish)
- 15- **Other Animals** (fur-bearing animals, bees, honey, rabbits, and other animal specialties)

[Enter one Code]

0035

SECTION B ACREAGE and PRODUCTION

1. During 2000, what crops were harvested on the total acres (Section A, item 5) on this operation?
(Exclude crops grown on land RENTED to others.)

CODES FOR COLUMN 7

- 1 Genetically modified **herbicide resistant** variety
2 Non-genetically modified **herbicide resistant** variety
3 Genetically modified **Bt** variety
4 **Stacked gene** variety (both herbicide resistant and Bt)
5 **Quality enhanced** variety (such as high-oil corn)

[If share rented from others, ask-]



1 CROP	2 How many acres were harvested?	3 What was the average yield per acre?	4 How much of this operation's share of the total production was (will be) used on this operation?	5 What was the market value of the landlord's share of this crop?	6 How many of the harvested acres (column 2) were planted with any of the seed varieties listed above?	7 What type of seed variety was planted on the most acres?
FIELD CROPS	ACRES	YIELD PER ACRE	TOTAL AMOUNT	TOTAL DOLLARS	ACRES	CODE
Corn for Grain	0105	0106 Bu.	0107 Bu.	0108	0109 -1	0110 -1
Corn for Silage	0111	0112 Tons	0113 Tons	0114		
Cotton, all types	0117	0118 Lbs.		0120	0121 -1	0122 -1
Peanuts	0123	0124 Lbs.		0126		
Potatoes	0129	0130 Cwt.		0132	0133 -1	0134 -1
Rice	0135	0136 Cwt.		0138		
Sorghum for Grain	0141	0142 Bu.	0143 Bu.	0144		
Sorghum for Silage	0147	0148 Tons	0149 Tons	0150		
Soybeans	0153	0154 Bu.	0155 Bu.	0156	0157 -1	0158 -1
Tobacco, all	0159	0160 Lbs.		0162		
SMALL GRAINS						
Barley for Grain	0165	0166 Bu.	0167 Bu.	0168		
Oats for Grain	0171	0172 Bu.	0173 Bu.	0174		
Wheat, all for Grain	0177	0178 Bu.	0179 Bu.	0180	0181 -1	0182 -1
HAY CROPS						
Hay, Alfalfa	0183	0184 • __ Tons	0185 Tons	0186		
Hay, All Other	0189	0190 • __ Tons	0191 Tons	0192		
OTHER CROPS						
Canola	0195	0196 Lbs.	0197 Lbs.	0198	0199 -1	0200 -1
Other Oilseeds	0201	0202 Lbs.		0204		
Sugar Cane	0207	0208 • __ Tons		0210		
Sugar Beets	0935	0936 • __ Tons		0937		
Dry Edible Beans/Peas/Lentils	0213			0216		
Vegetables for processing	0219			0222	0223 -1	0224 -1
All Other Vegetables and Melons	0225			0228	0229 -1	0230 -1
Fruits, Nuts, and Berries	0231			0234		
Nursery and Greenhouse Crops	0237			0240		
All Other Crops not listed above	0243			0246		

SECTION C INCOME from CROPS

1. During 2000, did this operation have **MARKETING CONTRACTS** or formal agreements to market any crops it produced?

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

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

Report Livestock marketing contracts in Section E.

CONTRACTOR CODES for Column 3

1 Other farm(s) or farmer(s)	5 Broker, consigner, or investor
2 Processor, mill or gin	6 Integrator
3 Co-op or elevator	7 Another segment of the same company
4 Seed, feed, or other input company	8 Retailer
	9 Other (Specify in notes.)

1 What crops did this operation have MARKETING contracts for in 2000? [List each crop below.]	2 CROP CODE	3 Who was the contractor? [Use Contractor code.] CODE	4 What quantity of [commodity] was marketed through this contract? (Exclude landlord's share.) QUANTITY	5 UNIT CODE 1 POUND 2 CWT 3 TON 4 BUSHEL 5 BIN 6 BOX 7 BALE 8 CARTON 9 DOZEN 10 FLAT 13 PLANT/POT 22 ACRE	6 What was (will be) the FINAL PRICE RECEIVED per [unit] by this operation for [commodity] marketed under this contract? [Same units as column 5.] DOLLARS & CENTS	7 What was the total dollar amount received in 2000 from this contract? [Record receipts less marketing charges.] <u>1/</u> TOTAL DOLLARS
	0250	0251 -1	0252	0253	0254 -1 . __ __	0255
	0256	0257 -1	0258	0259	0260 -1 . __ __	0261
	0262	0263 -1	0264	0265	0266 -1 . __ __	0267
	0268	0269 -1	0270	0271	0272 -1 . __ __	0273

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

2. During 2000, did this operation have **PRODUCTION CONTRACTS** or formal agreements to produce any crops for a processor, packer, canner, integrator or another operation, etc.?

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

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

Report Livestock production contracts in Section E.

1 What crops did this operation have PRODUCTION contracts for in 2000? [List each crop below.]	2 CROP CODE	3 Who was the contractor? [Use Contractor codes.] CODE	4 What quantity of [commodity] was removed from the operation under this contract during 2000? (Exclude landlord's share.) QUANTITY	5 UNIT CODE 1 POUND 2 CWT 3 TON 4 BUSHEL 5 BIN 6 BOX 7 BALE 8 CARTON 9 DOZEN 10 FLAT 13 PLANT/POT 22 ACRE	6 What was (will be) the FINAL FEE RECEIVED per [unit] by this operation for producing [commodity] under this contract? [Same units as column 5.] DOLLARS & CENTS	7 What were the TOTAL FEES RECEIVED in 2000 under this contract? [Record receipts less marketing charges.] <u>1/</u> TOTAL DOLLARS
	0310	0311 -1	0312	0313	0314 -1 . __ __	0315
	0316	0317 -1	0318	0319	0320 -1 . __ __	0321
	0322	0323 -1	0324	0325	0326 -1 . __ __	0327
	0328	0329 -1	0330	0331	0332 -1 . __ __	0333

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

CASH or OPEN MARKET SALES - CROPS

1 3. For CROPS sold for CASH or on the open market in 2000, what was the NET (after deducting marketing expenses) dollar amount received in 2000 for--	2	3 OPTIONAL Amount Sold X Price Per Unit	4 NET DOLLAR AMOUNT RECEIVED IN 2000?
Exclude from this table-- Marketing Contract sales (report in item 1) Production Contract sales (report in item 2) Landlord's share (report in Section B)	CROP CODE		DOLLARS
a. Fruits, Nuts and Berries?			0371
b. Vegetables, Melons and Strawberries?			0373
c. Nursery and Greenhouse crops?			0375
d. Hay (alfalfa and all other)?			0377
List All Other Commodities Below			
e.	0378		0379
f.	0380		0381
g.	0382		0383
h.	0384		0385
i.	0386		0387
j.	0388		0389
k.	0390		0391
l.	0392		0393
m.	0394		0395
n.	0396		0397
o.	0398		0399

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 2000?	0938 -1 I
b. What was the amount spent to repay all CCC loans during 2000? [If any of the crops redeemed from the CCC where sold in 2000, verify that these sales are recorded in Marketing Contracts (item 1) or Cash Sales (item 3). If the redeemed crops were not sold in 2000, their value should be reflected in Section J, item 4a.]	0939 -1 I
c. What was the face value of all outstanding CCC loans on December 31, 2000?	0940 -1 I

5. What were the total **MARKETING CHARGES** paid by [column] for all crops in 2000, including commodities not yet sold?

1 OPERATOR & PARTNERS		2 LANDLORD(S)		3 CONTRACTOR(S)	
DOLLARS		DOLLARS		DOLLARS	
0941	-1 |	0942	-1 |	0943	-1 |

Include:

- Check-off
- Commissions
- Drying
- Ginning
- Inspection
- Insurance
- Storage
- Quota or allotment rentals
- for tobacco or peanuts

MARKETING EXPENSE WORKSHEET

CROP	EXPENSE NAME	FEE PER UNIT	UNIT	NUMBER OF UNITS	TOTAL MARKETING EXPENSE
		_____ . _____			
		_____ . _____			
		_____ . _____			
		_____ . _____			
		_____ . _____			
		_____ . _____			

6. What was the total dollar amount this operation received in 2000 from deferred receipts for--

[Verify these deferred receipts are NOT included in Marketing Contracts (item 1) Production Contracts (item 2) or Cash Sales (item 3).]

- a. crops sold under Marketing Contracts in previous years?
- b. crops produced under Production Contracts in previous years?
- c. Cash or Open Market sales of crops in previous years?

DOLLARS
0944
0945
0946

7. If you produce genetically modified crops (GM), did you keep your genetically modified crops segregated for marketing purposes?

- 1 Did produce genetically modified crops and **DID** segregate for marketing
- 2 Did produce genetically modified crops and **DID NOT** segregate for marketing
- 3 Did not produce genetically modified crops

CODE
0947 -1

8. Has this operation joined (pooled) with others to create a legal business operation separate from the farm (such as starting a cooperative or a limited liability corporation), to conduct specific functions for the farm, such as purchasing feed or breeding livestock, buying inputs, providing transportation, or marketing functions?

CODE
0948 -1

YES=1

SECTION D LIVESTOCK

Next, I need to ask about livestock and poultry on this operation on December 31, 2000.

1	2 On December 31, 2000, how many [column 1] were--	
1. Did this operation have any [item] on hand December 31, 2000?	--owned by this operation?	--NOT owned by this operation?
a. All beef cattle-- beef cows, heifers, steers, calves, bulls?	0078	0079
b. All dairy cattle-- including dairy cows, heifers, calves, bulls?	0080	0081
c. All hogs and pigs?	0082	0083
d. Sheep and lambs?	0084	0085
e. Hens and pullets of laying age-- Including egg and broiler type?	0086	0087
f. Broilers, fryers and other meat-type chickens?	0088	0089
g. Turkeys?	0090	0091
h. All other livestock and poultry? Specify type _____	0092	0093

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 2000?

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

DOLLARS

0094

3. Did any OTHER operation grow livestock or poultry FOR this operation
under a contract arrangement in 2000? [Your operation is a contractor.]

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

1	2	3	4	5	6	7
What livestock or poultry were being raised or fed for you?	LIVESTOCK CODE	What was the market value of [type] on hand on contractee operations on Jan. 1, 2000?	What was the estimated market value (at placement) of [type] placed under contract DURING 2000?	How much was paid to contractees for production costs, INCLUDING fees for services?	How much were your GROSS receipts from [type] sold or removed under this contract?	On Dec. 31, 2000, what was the market value of unsold [type] remaining under contract?
[List type below.]	DOLLARS	DOLLARS	DOLLARS	DOLLARS	DOLLARS	DOLLARS
	0556	0557	0558	0559	0560	0561
	0562	0563	0564	0565	0566	0567
	0568	0569	0570	0571	0572	0573

SECTION E INCOME from LIVESTOCK and LIVESTOCK PRODUCTS

1. During 2000, did this operation have **MARKETING CONTRACTS** or formal agreements for any livestock or livestock products it produced?

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

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

Report Crop marketing contracts in Section C.

CONTRACTOR CODES for Column 3

1 Integrator 2 Packer/Processor 3 Co-op or elevator 4 Other farm(s) or farmer(s) 5 Feed Company	6 Other input company 7 Broker, consigner, or investor 8 Another segment of the same company 9 Retailer 10 Other (Specify in notes.)
---	--

1 What livestock or livestock products did this operation have MARKETING CONTRACTS for in 2000? [List each below.]	2 LIVESTOCK CODE	3 Who was the contractor? [Use Contractor codes.] CODE	4 What quantity of [commodity] was marketed through this contract? (Report landlord's share in Section D.) QUANTITY	5 UNIT CODE 1 POUND 2 CWT 3 TON 8 CARTON 9 DOZEN 11 HEAD 12 SQ FT 14 GALLONS	6 What was (will be) the FINAL PRICE RECEIVED per [Unit] by this operation for [commodity] marketed under this contract? [Same units as column 5.] DOLLARS & CENTS	7 What was the TOTAL DOLLAR AMOUNT received in 2000 from this contract? [Record receipts less marketing charges.] 1/ TOTAL DOLLARS
	0404	0405 -1	0406	0407	0408 -1 . __ __	0409
	0410	0411 -1	0412	0413	0414 -1 . __ __	0415
	0416	0417 -1	0418	0419	0420 -1 . __ __	0421
	0422	0423 -1	0424	0425	0426 -1 . __ __	0427

1/ Income received for commodities marketed or produced under contract in previous years should be recorded in item 5.

2. During 2000, did this operation have **PRODUCTION CONTRACTS** or formal agreements to produce any livestock or livestock products for a processor, packer, canner, integrator or another operation, etc.?

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

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

Report Crop production contracts in Section C.

1 What livestock or livestock products did this operation have PRODUCTION CONTRACTS for in 2000? [List each below.]	2 LIVESTOCK CODE	3 Who was the contractor? [Use Contractor codes.] CODE	4 What quantity of [commodity] was removed from the operation under this contract during 2000? (Report landlord's share in Section D.) QUANTITY	5 UNIT CODE 1 POUND 2 CWT 3 TON 8 CARTON 9 DOZEN 11 HEAD 12 SQ FT 14 GALLONS	6 What was (will be) the FINAL FEE RECEIVED per [Unit] by this operation for producing [commodity] under this contract? [Same units as column 5.] DOLLARS & CENTS	7 What were the TOTAL FEES RECEIVED under this contract in 2000? 1/ TOTAL DOLLARS
	0464	0465 -1	0466	0467	0468 -1 . __ __	0469
	0470	0471 -1	0472	0473	0474 -1 . __ __	0475
	0476	0477 -1	0478	0479	0480 -1 . __ __	0481
	0482	0483 -1	0484	0485	0486 -1 . __ __	0487

1/ Income received for commodities marketed or produced under contract in previous years should be recorded in item 5.

CASH or OPEN MARKET SALES –Livestock and Livestock Products

Exclude from this table--

- ▶ Marketing Contract sales (report in item 1.)
- ▶ Production Contract sales (report in item 2.)
- ▶ Landlord shares (report in Section D, item 2.)

1	2 OPTIONAL	3
3. Which of these livestock and livestock products were sold for CASH or on the open market in 2000?	Amount Sold Price X Per Unit	What was the NET dollar amount received (after deducting marketing expenses) for [column 1]? DOLLARS
a. Dairy and beef cattle sold for breeding stock ?		0524
b. Finished cattle? (cattle sold directly to slaughter)		0525
c. Feeder cattle? (cattle sold for finishing)		0526
d. All cull and other cattle?		0527
e. Hogs and pigs sold for breeding stock ?		0528
f. Market hogs (hogs sold directly to slaughter)?		0529
g. Feeder pigs?		0530
h. All other hogs and pigs?		0531
i. Milk and other dairy products? (Before deduction of any hauling fees.)		0532
j. Eggs?		0533
k. All other poultry and poultry products?		0534
l. ALL OTHER LIVESTOCK or livestock products-- including bees, fish, ducks, game birds, goats, honey, horses, mink, rabbits, all sheep, wool, etc.)		0535

	1 OPERATOR & PARTNERS	2 LANDLORD(S)	3 CONTRACTOR(S)
4. What were the total MARKETING CHARGES this operation paid for [column] all livestock and livestock products in 2000? (Include check-off, commissions, feed, inspection, yardage, etc.)	DOLLARS	DOLLARS	DOLLARS
	0550 -1 |	0551 -1 |	0552 -1 |

MARKETING EXPENSE WORKSHEET					
LIVESTOCK	EXPENSE NAME	FEE PER UNIT	UNIT	NUMBER OF UNITS	TOTAL MARKETING EXPENSE
		_ _ _ . _ _ _			
		_ _ _ . _ _ _			
		_ _ _ . _ _ _			

	DOLLARS
5. What was the total dollar amount this operation received in 2000 from deferred receipts for--	
a. Livestock or livestock products sold under Marketing Contracts in previous years?	0553
b. Livestock or livestock products produced under Production Contracts in previous years?	0554
c. Cash or Open Market sales of livestock or livestock products in previous years?	0555

SECTION F OTHER FARM INCOME

Now I'm going to ask about Government Program Payments.

1. What is the total dollar amount this operation received in 2000 for--

DOLLARS

- a. Conservation Reserve Program (CRP) payments?
- b. Wetlands Reserve Program (WRP) payments?
- c. Environmental Quality Incentive Program (EQIP) payments?
- d. agricultural disaster payments?
(Include all market loss or disaster assistance payments)
(Exclude Federal Crop Insurance indemnity and other indemnity payments,
record in items 3e and 3f below.)
- e. loan deficiency payments (LDP's)?
- f. transition payments? *(Also known as production flexibility contract or*
AMTA (Agricultural Market Transition Act) or Freedom to Farm Payments.)
- g. other federal or state agricultural program payments?
(Specify _____)

0578	-1	I
0579	-1	I
0580	-1	I
0581	-1	I
0582	-1	I
0583	-1	I
0584	-1	I

2. What is your estimated total dollar amount your landlord(s) received in government payments for the acres you rented from them?

0585	-1	I
------	----	---

3. In 2000, what was the total income received by you (the operator) and all partners for--

- a. Custom Work and machine hire for others?
- b. Grazing of livestock
(Exclude contract arrangements.)
- c. Recreation such as hunting, fishing, petting zoos, horseback riding, on-farm rodeos, etc.
- d. Sales of all Forest Products? *(Firewood, timber, etc.)*
(Exclude maple syrup and Christmas trees.)
- e. Sales of Farm Machinery and Vehicles *(farm share only)*?

0586	-1	I
0587	-1	I
0588	-1	I
0589	-1	I
0590	-1	I

DOLLARS

(1) How much of this (item 3e) was for sales to other farmers?

0591	-1	
------	----	--

- f. Federal Crop Insurance and other insurance indemnity payments?
- g. Cooperative Patronage Dividends and Refunds?
- h. Tobacco settlement payments?
- i. All Other Farm Related Sources of Income?
(Show OTHER FARM INCOME in Respondent Booklet.)
[This may be a negative (-) number for hedging losses.]

0592	-1	I
0593	-1	I
0594	-1	I
0595	-1	I

SECTION G OPERATING and CAPITAL EXPENDITURES

In 2000, how much was spent for
(item) by [column]--

<i>Include</i> only expenses related to this operation.		
<i>Exclude</i> expenses NOT related to the farm/ranch; expenses of performing custom work FOR others expenses on land rented to others.		
1 Operator and Partners?	2 Landlord(s)?	3 Contractor(s)?

OPERATING EXPENSES

1. **Seeds, sets, plants, seed cleaning and treatments, transplants, trees and nursery stock?**
(*Include* technology fees.
Exclude items purchased only for direct resale.)

DOLLARS	DOLLARS	DOLLARS
0600	0601	0602

2. **Fertilizer, lime and soil conditioners?**
(*Include* custom application costs.)

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

3. **Agricultural Chemicals for crops, livestock, poultry, and general farm use**
(*Include* biological pest controls and
custom application costs.)

DOLLARS	DOLLARS	DOLLARS
0612	0613	0614

a. What percent of this (item 3) was for
custom application only?

PERCENT	0615	PERCENT	0616	PERCENT	0617
---------	------	---------	------	---------	------

4. **Livestock purchases of--**
a. Breeding stock for beef cattle, dairy cattle,
hogs and sheep?

DOLLARS	DOLLARS	DOLLARS
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 and lambs, bees,
brooder fish, fingerlings, etc.?

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

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

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

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

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

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

7. **Bedding and litter for livestock?**

8. **Medical supplies, veterinary
and custom services for livestock?**
(*Exclude* manure disposal.)

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

9. **Purchase for the farm business of--**
a. diesel fuel?

0666	0667	0668
------	------	------

b. gasoline and gasohol?

0669	0670	0671
------	------	------

c. natural gas?

0672	0673	0674
------	------	------

d. LP gas (*propane, butane*)?

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

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

0678	0679	0680
------	------	------

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

0681	0682	0683
------	------	------

**In 2000, how much was spent for
(item) by [column]--**

	1 Operator and Partners? DOLLARS	2 Landlord(s)? DOLLARS	3 Contractor(s)? DOLLARS
10. Electricity for the farm business?	0693	0694	0695
11. Purchased water for irrigation from off-farm suppliers (<i>Include irrigation assessments and fees.</i>)	0714	0715	0716
12. All other utilities - such as the farm share of telephone service, water purchased other than for irrigation, Internet access, etc.	0720	0721	0722
13. Farm supplies, marketing containers, hand tools and farm shop power equipment? (<i>Include expenses for temporary fencing.</i> <i>Exclude expenses for permanent fencing.</i>)	0723	0724	0725
14. Repairs, parts and accessories for motor vehicles, machinery and farm equipment? (<i>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.</i>)	0726	0727	0728
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, and facilities for farm workers.</i> <i>Exclude: any new construction or remodeling.</i>)	0732	0733	0734
16. Maintenance and repair of the operator's house if it was owned by the operation?	0747	0748	0749
<i>'Owned by the operation' means the house is--</i> <i>- recorded as an asset in farm record books, or</i> <i>- used as security or collateral for a farm loan, or</i> <i>- deeded as part of the farm.</i>			
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.</i> <i>Exclude health insurance and other payroll insurance items.</i>)	0750	0751	0752
a. How much of this item (item 17) was for crop insurance?	0753	0754	0755
18. Interest and fees paid on debts-- (<i>Include interest paid on the contractor's house if owned by the operation and service fees on CCC loan redemptions.</i>)	0756	0757	0758
19. Property taxes paid on--	0759	0760 -1 |	0761 -1 |
a. Real estate?			
b. Livestock, machinery, and other farm production items?	0762	0763	0764
20. Renting or leasing of tractors, vehicles, equipment or storage structures? (<i>Include farm machinery, cars, trucks, irrigation equipment and other equipment.</i>)	0765	0766	0767
21. Vehicle registration and licensing fees?	0768	0769	0770
22. Depreciation expense claimed by this operation in 2000 for all capital assets (<i>If partnership, include amounts claimed by all partners in this operation.</i>)	0771 -1 |		
a. How much of this depreciation expense (item 22) was claimed for breeding livestock?		0772 -1 |	

**In 2000, how much was spent for
(item) by [column]--**

1 Operator and Partners? DOLLARS	2 Landlord(s)? DOLLARS	3 Contractor(s)? DOLLARS
0773	0774	0775

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 must equal item 23)**

a. You (the operator)	0779	0780	0781
b. Your (the operator's) spouse and other household members?	0782	0783	0784
c. All other paid farm and ranch labor?	0785	0786	0787

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.)

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

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.)

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

**27. In 2000, did this operation have any expenditures
for custom hauling and/or custom work?
(Custom work is work performed by machines and labor hired as a unit.)**

YES - [Continue.] **NO** - [Go to item 28.]

Custom work such as custom--

- a. hauling? [**Including** milk hauling.]
- b. land tillage?
- c. planting / reseeding?
- d. harvesting of corn for grain?
- e. harvesting of soybeans?
- f. harvesting of hay, silage, forage or straw?
- g. harvesting of barley, oats, rye or wheat for grain?
- h. All other custom work?

DOLLARS
0806
0807
0808
0809
0810
0811
0812
0813

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? DOLLARS
 [Example: a share of crop, calves, etc.] 0823

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? . 0824
 (Include - meat, poultry, other livestock and livestock products
 - berries, firewood, fruits, vegetables, etc.
 Exclude - home gardens unless expenses were recorded previously.)

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.*) 0825 -1 I

1 Operator & Partners? DOLLARS	2 Landlord(s)? DOLLARS	3 Contractor(s)? DOLLARS
0826	0827	0828

31. General Business Expenses?
 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 2000.

32. Improvements on land such as land preparation, irrigation improvements, well drilling, ponds, feedlots, trench silos, lagoons, new fences, etc. (Exclude moveable equipment.) 0829 0830 0831

33. Buildings and structures including all costs for 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.) 0832 0833 0834

34. New construction or remodeling of the Operator's Dwelling, if owned by the operation 0835 0836 0837

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 2000.

35. Cars - Include new or used DOLLARS 0838
 PERCENT
 a. What percentage of this was the Farm's Share? . . . 0839

36. Trucks - Include new or used trucks, pickups, sport utility vehicles, vans, campers and buses 0840
 PERCENT
 a. What percentage of this was the Farm's Share? . . . 0841

37. Tractors - Include new or used 0842

38. Self-Propelled Farm Equipment including implements and self-propelled equipment for livestock, dairy, or poultry production (*Include farm share only.*) 0843

39. Other Farm Machinery and Non-Self Propelled farm equipment and pumps and capital equipment for livestock, dairy and poultry (*Includes farm share only.*) 0844

DOLLARS

40. Office equipment, furniture and computers that were placed on a depreciation schedule?

41. All Other Capital Expenditures
(Include all other capital expenditures which were placed on a depreciation schedule.)
Specify: _____

42. What other expenses did this operation have in 2000 that I have not recorded? [List each expense item and amount.]

	Operator & Partners?	Landlord(s)?	Contractor(s)?
	0847	0848	0849

SECTION H FARM LABOR

Exclude contract labor and custom work performed on another farm or ranch.

Next, I need to get your best estimate of the time spent doing work on this operation in 2000.

1. On the average, about how many HOURS PER WEEK did-
 - a. You (the operator) do farm/ranch work during [column], including paid and unpaid hours? . . .
 - b. Your spouse (the operator's) do farm/ranch work during [column], including paid and unpaid hours?
 - c. Unpaid workers (such as partners, family members, etc.) do farm/ranch work during [column], including unpaid hours only?

1 JAN, FEB & MAR	2 APRIL, MAY & JUNE	3 JULY, AUG & SEPT	4 OCT, NOV & DEC.
HOURS/WEEK	HOURS/WEEK	HOURS/WEEK	HOURS/WEEK
0860 -1 |	0861 -1 |	0862 -1 |	0863 -1 |
0864 -1 |	0865 -1 |	0866 -1 |	0867 -1 |
0868 -1 |	0869 -1 |	0870 -1 |	0871 -1 |

2. What percentage of the work hours on this operation in 2000 were spent on--
 - a. production related jobs, machine work, tending livestock, scouting, etc.?
 - b. repairs, maintenance, calibrating machinery and equipment?
 - c. supervising all farm/ranch work?
 - d. record keeping, financial analysis, and business planning?
 - e. marketing commodities, purchasing inputs, negotiating contracts, dealing with brokers, buyers, etc.?
 - f. State and Federal government administrative items, permits, licenses, tax preparation, etc.?
 - g. all other farm work

OPERATOR'S PERCENT	SPOUSE'S PERCENT
0872 -1 |	0873 -1 |
0874 -1 |	0875 -1 |
0876 -1 |	0877 -1 |
0878 -1 |	0879 -1 |
0880 -1 |	0881 -1 |
0882 -1 |	0883 -1 |
0884 -1 |	0885 -1 |
100%	100%

SECTION J 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, 2000?

(Include owned assets on rented land.)

DOLLARS

a. Farm Operator's Dwelling, if owned by the operation?

0890	-1	I
------	----	---

b. All other Dwellings?

0891	-1	I
------	----	---

c. All other Farm Buildings and Structures?
(Include barns, cribs, grain bins, greenhouses, silos, storage sheds, etc.)

0892	-1	I
------	----	---

d. Orchard trees and vines, and trees grown for wood products?

0893	-1	I
------	----	---

e. Land (Excluding houses, buildings, orchard trees and vines, and trees grown for wood products.)?

0894	-1	I
------	----	---

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

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

0895	-1	I
------	----	---

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

(Reported in Section A, item 3.)

0896	-1	I
------	----	---

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.)

beginning of year --Jan. 1, 2000? DOLLARS	end of year -Dec. 31, 2000? DOLLARS
0897	0898

b. Breeding livestock OWNED BY and LOCATED ON this operation on--

0899	0900
------	------

c. Non-breeding livestock and poultry OWNED BY and LOCATED ON this operation on--
(Including aquaculture, bees, cattle, equine, hogs, mink, poultry, sheep, etc.)

0901	0902
------	------

d. Production inputs owned by this operation such as feed, fertilizer, chemicals, fuels, parts, purchased seed and other supplies, etc on--

0903	-1	I	0904	-1	I
------	----	---	------	----	---

e. Production inputs already used for cover crops or crops not yet harvested, also known as sunk costs on--

0905	-1	I	0906	-1	I
------	----	---	------	----	---

f. Trucks and cars OWNED by the operation on-- (farm share only)

	0908	-1	I
--	------	----	---

g. Tractors, machinery, tools, equipments and implements OWNED by the operation on--

	0911	-1	I
--	------	----	---

h. Stock in Farm Credit System and other farm cooperatives?

	0913	-1	I
--	------	----	---

5. How much was OWED TO this operation for sales or production of crops, livestock, livestock products, poultry or poultry products from 2000 and earlier years?

beginning of year --Jan. 1, 2000? DOLLARS	end of year --Dec. 31, 2000? DOLLARS
0914	0915

6. [Show OTHER FARM ASSETS & VALUE CODES in Respondent Booklet.]
On December 31, 2000, what value code represents the estimated MARKET VALUE of all other farm assets owned by this operation?

(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.)

VALUE CODE

0916

SECTION K FARM DEBT

DOLLARS

1. What was the maximum amount of seasonal production loans (or other loans) taken out AND repaid in 2000?

0998	-1
------	----

2. Did this operation owe any money to banks, co-ops, individuals, merchants or Federal agencies at the end of 2000?

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

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, 2000. (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? <i>(Show lender codes in Respondent Booklet.)</i> [Enter Lender Code.]	2 What was the balance owed on Dec. 31, 2000 including outstanding principal plus unpaid interest? DOLLARS	3 What was the interest rate? [Example 9% = 09.00] PERCENT	4 What was the original term of the loan? YEARS	5 What year was it obtained? YEAR	6 What percent was for FARM purposes? [Example 50% = 50] PERCENT	7 [If column 1 is NOT code 2 or 3, ask-] Was this loan guaranteed by-- 1 - FSA/FmHA? 2 - SBA? 3 - OTHER Government Agency _____? 4 - (Not Guaranteed by Government Agency) [Enter code.]
1001 -1	1002 -1	1003 -1 • ___	1004 -1	1005 -1 ___	1006 -1 ___	1007 -1
1008 -1	1009 -1	1010 -1 • ___	1011 -1	1012 -1 ___	1013 -1 ___	1014 -1
1015 -1	1016 -1	1017 -1 • ___	1018 -1	1019 -1 ___	1020 -1 ___	1021 -1
1022 -1	1023 -1	1024 -1 • ___	1025 -1	1026 -1 ___	1027 -1 ___	1028 -1
1029 -1	1030 -1	1031 -1 • ___	1032 -1	1033 -1 ___	1034 -1 ___	1035 -1

4. [If more than 5 loans, ask-]
How many farm loans were there in addition to the five I've just recorded?

NUMBER	
1036	-1

a. What was the total amount of debt owed on December 31, 2000 on these (item 4) loans?

DOLLARS	
1037	-1

OFFICE USE

0999

SECTION L FARM OPERATOR

1. In 2000, 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
1040

a. [If item 1 is code 3 or 4, ask--]

Were there more than 10 stockholders? ...

- 1 YES
- 3 NO

CODE
1041

2. In 2000, what was your (the operator's) major occupation?

- 1 Farm or ranch work
- 2 Hired manager
- 3 Something else
- 4 Retired

CODE
1042

3. How old were you (the operator) on your last birthday?

AGE
1043 -1

4. In what year did you (the operator) begin making day-to-day decisions for any farm/ranch?

YEAR
1044 -1
____ _

5. What is the highest level of formal education you (the operator) 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

CODE
1045 -1

6. Which of these do you (the operator) consider yourself? Are you--

- 1 American Indian or Alaskan Native?
- 2 Asian American or Pacific Islander American?
- 3 Black, not of Hispanic Origin?
- 4 Spanish/Hispanic?
- 5 White, not of Hispanic Origin?
- 6 Other Race (Specify _____)?

CODE
1046 -1

7. Are you (the operator) --

- 1 MALE?
- 2 FEMALE?

CODE
1047 -1

8. Does your spouse (the operator's) also make day-to-day decisions for this farm/ranch?

- 1 YES
- 2 NO SPOUSE
- 3 NO

CODE
1048 -1

9. How many persons lived in your (the operator's) household on December 31, 2000? (Include yourself, spouse, children, and others living in your household.)

NUMBER
1049 -1

FARM BUSINESS MANAGEMENT PLANS

- 10. Do you have a long term (5 years or more) business plan for your farm, clearly stating where you want the farm to be? YES = 1**
- a. *[If yes, ask--]*
Is it a written plan? YES = 1
- 11. Do you have a short term (1 - 2 year) operational plan? YES = 1**
- a. *[If yes, ask--]*
Is it a written plan? YES = 1

CODE

1050	-1
1051	-1
1052	-1
1053	-1

[Enumerator Note: IF ANSWER TO BOTH 10 and 11 IS NO THEN GO TO ITEM 13.]

MANAGEMENT ACTIVITIES

- 12. In developing your business plans did you--**
- a. consider forces outside your immediate market?
(Government farm policy actions, trade negotiations, monetary and fiscal government policy, other countries actions.) YES = 1
- b. scan your market for potential new opportunities? YES = 1
- c. scan your market for potential threats to avoid? YES = 1
- d. identify your customers and their needs? YES = 1
- e. identify your farms strengths and weaknesses
in terms of ability to compete? YES = 1
- f. reevaluate your operational plan as part of your management activities? YES = 1
- g. evaluate including value-added activities
(special packaging, grading and sorting, etc.)? YES = 1
- h. evaluate producing new commodities or product varieties *(food grade white corn, high oil soybeans, high protein wheat, specialty crop, etc.)? YES = 1*
- i. evaluate focusing on traditional commodity production
(corn, soybeans, wheat, cotton, cattle, milk, hogs, etc.)? YES = 1
- j. evaluate specializing in the production of a commodity with the intent of
becoming a low-cost producer? YES = 1
- k. evaluate specializing in the production of a commodity with the intent of
becoming a high quality producer? YES = 1
- l. evaluate increasing or decreasing the size of the farm operation? YES = 1
- m. evaluate replicating the business at another site rather than
expanding the existing business? YES = 1
- n. evaluate the usefulness of business practices used in agriculture or
non-agriculture businesses to improve your operations performance? YES = 1
- o. evaluate the use of alternative marketing practices and channels to
sell commodities or purchase inputs *(Internet, buying club, options)? YES = 1*
- p. evaluate joining into alternative business arrangements such as
production contracts, joint ventures, or capital leases? YES = 1
- q. evaluate adjusting production practices to enhance environmental responsibility? YES = 1

		Short term plan (1-2 years)	Long term plan (5 years or more)
1054	-1	1055	-1
1056	-1	1057	-1
1058	-1	1059	-1
		1061	-1
		1063	-1
1064	-1		
		1067	-1
1068	-1	1069	-1
1070	-1	1071	-1
		1073	-1
		1075	-1
1076	-1	1077	-1
		1079	-1
1080	-1	1081	-1
1082	-1	1083	-1
		1085	-1
1086	-1	1087	-1

MANAGEMENT PRACTICES

1	2	AND	3
13. Next I have some questions about your Marketing practices. How important is/are--	1 Very important 2 Important 3 Neutral 4 Unimportant 5 Very unimportant ENTER CODE		Are you currently using [column 1] [YES = 1]
	a. direct sales to consumers?	1088 -1		1089 -1
b. sales to wholesale or retail outlets?	1090 -1		1091 -1
c. advisory services?	1092 -1		1093 -1
d. the use of options?	1094 -1		1095 -1
e. use of futures?	1096 -1		1097 -1
f. the use of contracts (<i>forward pricing, etc.</i>)?	1098 -1		1099 -1
g. use of on-farm storage?	1100 -1		1101 -1
h. use of contract shipping (<i>hiring the hauling of your products</i>)?	1102 -1		1103 -1
i. collaborative marketing or networking to sell commodities?	1104 -1		1105 -1
j. use of the Internet?	1106 -1		1107 -1

Codes for Column 2, item 14		
1 Very important	3 Neutral	4 Unimportant
2 Important	5 Very unimportant	

1	2	AND	3
14. Next I have some questions about your Input Acquisition and Management practices. How important is/are--	[Enter code from above.]		Are you currently using [column 1] [YES = 1]
	a. locking in the price of inputs (<i>forward purchases</i>)?	1108 -1	
b. the use of farm management or other services for advice on input sources/prices?	1110 -1		1111 -1
c. shopping for best price from multiple suppliers?	1112 -1		1113 -1
d. negotiating price discounts if available?	1114 -1		1115 -1
e. purchasing used farm machinery or equipment?	1116 -1		1117 -1
f. purchasing new farm machinery or equipment?	1118 -1		1119 -1
g. leasing farm machinery or equipment?	1120 -1		1121 -1
h. selling equipment or other assets?	1122 -1		1123 -1
i. the use of buying club, alliance, etc to purchase inputs?	1124 -1		1125 -1

Codes for Column 2, items 15 & 16		
1 Very important	3 Neutral	4 Unimportant
2 Important		5 Very unimportant

[Enumerator Action: Were CROPLAND acres reported in Section A, item 5a?]

- YES - [Continue.] NO - [Go to item 16.]

1	2	AND	3
15. Next I have some questions about your Crop Production practices. How important is/are--	[Enter code from above.]		Are you currently using [column 1] [YES = 1]
a. soil testing and applying recommended nutrients?	1126 -1	.....	1127 -1
b. consistent performing seed varieties?	1128 -1	.....	1129 -1
c. choosing seeding rates for higher yields?	1130 -1	.....	1131 -1
d. the timing of spring field work and fall harvest to increase yield potential?	1132 -1	.....	1133 -1
e. choosing seed varieties that allow you to stagger crop maturity and spread harvest?	1134 -1	.....	1135 -1
f. using high capacity combines (to increase speed of field passes)?	1136 -1	.....	1137 -1
g. choosing planter / tillage practices to reduce labor and fuel use?	1138 -1	.....	1139 -1
h. adding equipment (such as hay making equipment), to reduce labor and fuel use (or increase acreage)?	1140 -1	.....	1141 -1

[Enumerator Action: Was there LIVESTOCK production on this operation?]

- YES - [Continue.] NO - [Go to item 17.]

1	2	AND	3
16. Next I have some questions about your Livestock Production practices. How important is/are--	[Enter code from above.]		Are you currently using [column 1] [YES = 1]
a. controlled or rotational grazing?	1142 -1	.....	1143 -1
b. taking steps to reduce feed costs (extend grazing season)? ...	1144 -1	.....	1145 -1
c. taking steps to reduce grazing costs (review stocking rate)? ...	1146 -1	.....	1147 -1
d. genetic selection/breeding to improve herd quality?	1148 -1	.....	1149 -1
e. control the breeding/calving season and time between calves? .	1150 -1	.....	1151 -1
f. preventive medicine and practices to reduce losses?	1152 -1	.....	1153 -1
g. feedback from customer(s) to improve product characteristics? .	1154 -1	.....	1155 -1
h. visiting with buyers about their needs from my product?	1156 -1	.....	1157 -1

INTERNET USAGE

17. Did you use the Internet as part of your farm business?

- | |
|-----------------------------------|
| 1 YES |
| 2 NO, don't have computer |
| 3 NO, inadequate Internet service |
| 4 NO, Internet security concerns |
| 5 No, OTHER reasons |

CODE	
1158	-1

[If code =1, continue;
If code 2-5 go to Section M.]

18. Did this operation purchase inputs over the Internet in 2000?

- YES - [Continue.] NO - [Go to item 19.]

1 Type of input	2 What was the amount spent in 2000 on [column 1]?		3 What were the estimated cost savings?		4 Future Internet activity 1=will purchase same amount 2=will purchase more 3=will not purchase	
	DOLLARS		PERCENT		CODE	
Crop operating inputs (seed, fertilizer, herbicides, etc.)	1159	-1	1160	-1	1161	-1
Livestock operating inputs (animal health products, feed, bedding, etc.)	1162	-1	1163	-1	1164	-1
Miscellaneous farm supplies	1165	-1	1166	-1	1167	-1
Farm machinery and equipment	1168	-1	1169	-1	1170	-1
Office supplies, computer software and hardware	1171	-1	1172	-1	1173	-1

19. What was the amount received in 2000 for direct sales of--

- a. crops over the Internet?
- b. livestock over the Internet?

DOLLARS	
1174	-1
1175	-1

20. Did this operation use the Internet in 2000 for--

- a. paying bills? YES = 1
- b. obtaining loans? YES = 1
- c. online banking? YES = 1
- d. input or commodity price tracking? YES = 1
- e. record keeping activities? YES = 1
- f. contact with advisory service? YES = 1
- g. contact with other farmers? YES = 1
- h. obtaining information or other services from USDA? YES = 1
- i. obtaining information or other services from sources other than USDA? YES = 1

CODE	
1176	-1
1177	-1
1178	-1
1179	-1
1180	-1
1181	-1
1182	-1
1183	-1
1184	-1

SECTION M FARM HOUSEHOLD

1. **Are you (the operator) a hired manager for this operation?**

1 YES - Go to Conclusion, back page.
3 NO - Continue.

CODE	
0950	

2. **Did you (the operator) work off this farm for wages or a salary in 2000?**
(Include proprietorship of any off-farm business.)

1 YES
3 NO

CODE	
0951	-1

a. How many weeks did you (the operator) work off this farm for pay in 2000?

WEEKS	
0952	-1

b. During the weeks you worked off this farm for pay, how many hours per week did you usually work off-farm?

HOURS PER WEEK	
0953	-1

3. **Did your spouse (the operator's) work off this farm for wages or salary in 2000?**
(Include proprietorship of any off-farm business.)

1 YES
2 NO SPOUSE
3 NO

CODE	
0954	-1

a. How many weeks did your spouse (the operator's) work off this farm for pay in 1999? . . .

WEEKS	
0955	-1

b. During the weeks your spouse worked off this farm for pay, how many hours per week did your spouse usually work off-farm?

HOURS PER WEEK	
0956	-1

4. [Show **VALUE CODES** in Respondent Booklet.]
Which value code represents the cash income you (the operator) and all other household members received in 2000 from--

a. all off-farm pay before taxes and other withholdings?
(Include off-farm from cash wages, salaries, tips commissions, piece rate payments, bonuses, military pay, etc.)

VALUE CODE	
0957	-1

b. net cash income from operating another farm or ranch?
[If there was a net loss, enter a minus sign before the Value Code. Example -2.]

VALUE CODE	
0958	-1

c. net cash income from operating any other business?
[If there was a net loss, enter a minus sign before the Value Code. Example -2.]

VALUE CODE	
0959	-1

d. net cash income from cash or share-renting farm land to others including land rented from this and all other operations?
[If there was a net loss, enter a minus sign before the Value Code. Example -2.]

VALUE CODE	
0960	-1

e. gross income from interest and dividends?

VALUE CODE	
0961	-1

f. income from disability, military retirement, Social Security, unemployment, Veteran's benefits, other public retirement and public assistance programs?

VALUE CODE	
0962	-1

g. any other non-farm sources of income?

VALUE CODE	
0963	-1

- (Include
- alimony,
 - annuities,
 - net income from estates or trusts,
 - private pensions,
 - regular contributions from person(s) not living in this household,
 - net rental income from non-farm properties,
 - royalties for mineral leases,
 - any other income, value of commodities received in payment for farm labor if not reported earlier.)

5. Did any household(s) besides the operator's share in the net income of this operation during 2000? . . .

1 YES - Continue.
3 NO - Go to item 6.

CODE

0965 -1

NUMBER

0966 -1

PERCENT

0967 -1

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

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

6. [Show VALUE CODES in Respondent Booklet.]

Which value code represents the total value of non-farm assets owned by the operator and members of the operator's household on December 31, 2000—

(*Include cash, checking, savings, retirement accounts, corporate stock, real estate not part of the farm and all other non-farm assets.*)

VALUE CODE

0968 -1

7. [Show VALUE CODES in Respondent Booklet.]

Which value code represents the total value of all non-farm debt owed by the operator and members of the operator's household on December 31, 2000?

(*Exclude farm debt reported earlier.*)

VALUE CODE

0969 -1

8. [Show VALUE CODES in Respondent Booklet.]

Which value code represents the total amount spent on household and family living expenses in 2000

- (*Include*)
- food,
 - household supplies,
 - rent/mortgage,
 - utilities,
 - appliances/furnishings,
 - non-farm transportation,
 - medical expenses,
 - insurance,
 - contributions to retirement plans,
 - all other family living expenses such as
clothing, education, hobbies, recreation, gifts, magazines, charitable contributions, etc.)

VALUE CODE

0970 -1

VALUE CODES

CODE	DOLLAR RANGE	CODE	DOLLAR RANGE
1	None	14	\$ 30,000 -- 34,999
2	\$ 1 -- 499	15	\$ 35,000 -- 39,999
3	\$ 500 -- 999	16	\$ 40,000 -- 49,999
4	\$ 1,000 -- 1,999	17	\$ 50,000 -- 59,999
5	\$ 2,000 -- 2,999	18	\$ 60,000 -- 79,999
6	\$ 3,000 -- 3,999	19	\$ 80,000 -- 99,999
7	\$ 4,000 -- 4,999	20	\$ 100,000 -- 174,999
8	\$ 5,000 -- 7,499	21	\$ 175,000 -- 249,999
9	\$ 7,500 -- 9,999	22	\$ 250,000 -- 499,999
10	\$ 10,000 -- 14,999	23	\$ 500,000 -- 999,999
11	\$ 15,000 -- 19,999	24	\$ 1,000,000 -- 1,249,999
12	\$ 20,000 -- 24,999	25	\$ 1,250,000 -- 1,499,999
13	\$ 25,000 -- 29,999	26	\$ 1,500,000 and over

9. To meet the household and family living expenses you consider necessary, what do you think is the minimum income, BEFORE TAXES a family like yours needs in a year to make ends meet?

VALUE CODE	
0971	-1

10. Was your household income below the amount from the previous year (1999)?

- YES - [Continue.] NO - [Go to item 13.]

PERCENT	
0972	-1

a. Percent below last year?

11. What was the primary reason for lower household income?

- | | |
|---|---|
| 1 | Prolonged illness in family |
| 2 | Decline in off-farm earnings of operator |
| 3 | Decline in off-farm earnings of spouse or other family member |
| 4 | Low commodity prices relative to costs of production |
| 5 | Poor local growing conditions |
| 6 | Took less money out of business |
| 7 | Divorce |
| 8 | Legal expenses |
| 9 | Other |

CODE	
0973	-1

12. In what ways did you compensate for lower household income this year?

- | | |
|---|--|
| 1 | Spent out of savings/investments |
| 2 | Sold assets |
| 3 | Borrowed money (including credit cards) |
| 4 | Help from others |
| 5 | Decreased spending |
| 6 | Got behind on payments or did not pay full amount of bills |
| 7 | Declared bankruptcy |
| 8 | Other |

CODE	
0974	-1

13. Do you plan to retire from farm work within the next 5 years (or do you now consider yourself to be retired)? YES = 1

CODE	
0975	-1

14. Do you have a succession plan for your farm operation? YES = 1

0976	-1
------	----

15. Now I am going to ask questions about what is important to you and your agricultural operation.

1	Very important
2	Important
3	Neutral
4	Unimportant
5	Very unimportant

How important is–

- a. it that the operation be able to survive adverse markets or weather conditions?
- b. operating a more productive farm
(*Increasing production per acre or getting better producing livestock*)?
- c. increasing gross sales in the next five years?
- d. increasing assets and equity?
- e. increasing acres operated in the next five years?
- f. being a low cost producer?
- g. it that the operation provides adequate income to the household,
without having to work off-farm?
- h. being your own boss?
- i. it that the operation provides a rural lifestyle to the household?
- j. being viewed as a good conservationist or steward of the land?
- k. being viewed as a good neighbor?
- l. spending time with the family
- m. passing on the farm to the next generation?

CODE	
0977	-1
0978	-1
0979	-1
0980	-1
0981	-1
0982	-1
0983	-1
0984	-1
0985	-1
0986	-1
0987	-1
0988	-1
0989	-1

CONCLUSION

1. Results from this survey will be published in JULY.

Would you like to receive a copy?

(Results will also be available on the Internet at <http://www.usda.gov/nass/>) YES = 1

CODE

0099

THANK YOU FOR YOUR TIME AND EFFORT !

RESPONDENT

2. Who was the primary respondent for most of this interview?

- 1 OPERATOR/MANAGER
- 2 SPOUSE
- 3 ACCOUNTANT/BOOKKEEPER
- 4 OTHER
- 8 OFFICE HOLD
- 9 PARTNER

CODE

0101

Respondent's name [if code 3 or 4] _____

Phone (_____) _____

RECORDS USE

3. 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

4. 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] [*Please be precise.*]

MILITARY TIME

0005

DATE:

MM DD 01

0007

01

ENUMERATOR NAME _____

ENUMERATOR ID

0098

ENUMERATOR EVALUATION

0100