



**NATIONAL  
AGRICULTURAL  
STATISTICS  
SERVICE**

U.S. Department of Agriculture  
Rm 5805, South Building  
1400 Independence Avenue, S.W.  
Washington, D.C. 20250-2000  
202-720-7017

**1999  
Agricultural Resource Management Study  
Phase III  
COSTS and RETURNS REPORT**

Form Approved  
O.M.B. Number 0535-0218  
Approval Expires 10/31/00  
Project Code 904  
VERSION 1 - CRR

<b>VERSION</b>	<b>POID</b>	<b>TRACT</b>	<b>SUBTRACT</b>
01	_____	01	____

CONTACT RECORD		
DATE	TIME	NOTES

<b>R CODES</b>	
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.

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
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<b>PARTNERS:</b>	<b>POID</b> _____	<b>POID</b> _____
PARTNER NAME		PARTNER NAME
ADDRESS		ADDRESS
CITY STATE ZIP PHONE NUMBER		CITY STATE ZIP PHONE NUMBER
<b>POID</b> _____		<b>POID</b> _____
PARTNER NAME		PARTNER NAME
ADDRESS		ADDRESS
CITY STATE ZIP PHONE NUMBER		CITY STATE ZIP PHONE NUMBER

**TOTAL POINTS**

OFFICE USE 

0929
------

**A**

**LAND IN FARM / RANCH**

**A**

*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 1999, 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-- [Total 1 + 2a + 2b + 2c - 3 + 4.] .....	=	0026
6. Of the total acres in this operation (item 5) how many acres were considered CROPLAND, including land in hay and land in government programs? .....		0027

**RENT PAID**

		DOLLARS
7. Including rent for land and/or buildings, what was the total cash rent PAID in 1999? <i>(Include rent paid in 1999 for previous years or rent paid in advance.)</i> .....		0028

**RENT RECEIVED**

8. Including rent for land and/or buildings, what was the total CASH RENT received in 1999 for acres cash rented TO others? <i>(Include government payments received from those acres. Include grazing of livestock if on a cash basis.)</i> .....		0029
9. For acres share-rented to others, what was the total value of the CROP OR LIVESTOCK SHARES received in 1999? <i>(Include government payments received from those acres.)</i> .....		0030
10. For land rented to others, what were the total EXPENSES PAID in 1999 by this operation as a landlord on those rented acres? <i>(Exclude operating and capital expenses associated with the agricultural production on this operation.)</i> .....		0031

**A LAND IN FARM / RANCH**

**A**

11. 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 12.]

a. In 1999, 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

0032

12. In 1999, 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

0033

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

Which of the categories represents the largest portion of this operation's 1999 gross income?

Include:

- Sales of all crops, livestock, poultry, and livestock products sold in 1999.
- The VALUE OF PRODUCT REMOVED for all crops, livestock, and poultry produced under contract in 1999.
- Sales in miscellaneous agricultural products in 1999.
- All government agricultural payments received in 1999.
- 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 specialities)

[Enter one Code]

0034

**A LAND IN FARM / RANCH**

**A**

14. For the land OWNED by this operation (item 1) how many acres are in the following land use categories--

		ACRES
a. Orchards/Vineyards? .....	+	0035
b. Cropland? ( <i>Excluding orchards/vineyards</i> ) .....	+	0036
c. Pastureland? ( <i>Include cropland pasture, woodland pasture and other pasture and rangeland</i> ) .....	+	0037
d. Forest/Woodland not pastured? .....	+	0038
e. Other? ( <i>farmstead, livestock facilities, roads, ditches, wasteland, etc.</i> ) .....	+	0039
f. Total Acres Owned (a + b + c + d + e) .....	=	0040
[Sum must equal item 1.]		
g. How many of these acres were enrolled in the Conservation Reserve Program (CRP) and Wetlands Reserve Program (WRP)? .....		0041

15. For Land Acquired or Disposed of (sold or given away) in 1999 report--  
(*Include acreage changes from purchases, sales, inheritances, or gifts. Exclude land rented. If acreage did not change in 1999, leave blank.*)

Acreage in 1999 which was--	ACRES	TOTAL MARKET VALUE DOLLARS	AMOUNT FINANCED DOLLARS
Acquired	0042	0043	0044
Sold/disposed of for farming/ranching	0045	0046	
Sold/disposed of for non-farm purposes	0048	0049	

16. Please report LAND OWNED on each specified date and land acquired and disposed of (sold or given away) during each specified time period.  
(*Exclude rented acres.*)

On December 31 of--	ACRES OWNED
1998	0051
1987	0052
1982	0053
1972	0054

TIME PERIOD	ACRES ACQUIRED	ACRES DISPOSED OF
1988 - 1998	0055	0056
1983 - 1987	0057	0058
1973 - 1982	0059	0060

17. In 1999, did this operation purchase professional or farm management services, such as record keeping, farm practices advice, farm planning, rent collection, etc.?

YES = 1     
  NO = 3 .....
 ENTER CODE  
0061

**A LAND IN FARM / RANCH**

**A**

➤ If this operation rented land from others in 1999 (*either cash rent, share rent, or rent free*) complete items 18 and 19. If no land was rented go to Section B.

**NUMBER**

0062
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18. How many landlords did this operation rent land from in 1999? .....

19. Please list the following information for EACH landlord—

NAME of LANDLORD		MAILING ADDRESS of LANDLORD			NUMBER OF ACRES RENTED
FIRST NAME, MIDDLE INITIAL, LAST NAME		STREET ADDRESS or RURAL ROUTE and BOX NUMBER			
					1250
PHONE ( )		CITY	STATE	ZIP	1251 OFFICE USE
FIRST NAME, MIDDLE INITIAL, LAST NAME		STREET ADDRESS or RURAL ROUTE and BOX NUMBER			1252
PHONE ( )		CITY	STATE	ZIP	1253 OFFICE USE
FIRST NAME, MIDDLE INITIAL, LAST NAME		STREET ADDRESS or RURAL ROUTE and BOX NUMBER			1254
PHONE ( )		CITY	STATE	ZIP	1255 OFFICE USE
FIRST NAME, MIDDLE INITIAL, LAST NAME		STREET ADDRESS or RURAL ROUTE and BOX NUMBER			1256
PHONE ( )		CITY	STATE	ZIP	1257 OFFICE USE
FIRST NAME, MIDDLE INITIAL, LAST NAME		STREET ADDRESS or RURAL ROUTE and BOX NUMBER			1258
PHONE ( )		CITY	STATE	ZIP	1259 OFFICE USE
FIRST NAME, MIDDLE INITIAL, LAST NAME		STREET ADDRESS or RURAL ROUTE and BOX NUMBER			1260
PHONE ( )		CITY	STATE	ZIP	1261 OFFICE USE
FIRST NAME, MIDDLE INITIAL, LAST NAME		STREET ADDRESS or RURAL ROUTE and BOX NUMBER			1262
PHONE ( )		CITY	STATE	ZIP	1263 OFFICE USE
FIRST NAME, MIDDLE INITIAL, LAST NAME		STREET ADDRESS or RURAL ROUTE and BOX NUMBER			1264
PHONE ( )		CITY	STATE	ZIP	1265 OFFICE USE
FIRST NAME, MIDDLE INITIAL, LAST NAME		STREET ADDRESS or RURAL ROUTE and BOX NUMBER			1266
PHONE ( )		CITY	STATE	ZIP	1267 OFFICE USE
FIRST NAME, MIDDLE INITIAL, LAST NAME		STREET ADDRESS or RURAL ROUTE and BOX NUMBER			1268
PHONE ( )		CITY	STATE	ZIP	1269 OFFICE USE

➤ Record additional landlords on the Landlord Supplement.

**B** **ACREAGE and PRODUCTION****B**

1. During 1999, 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	HERBICIDE RESISTANT
2	Bt
3	Stacked trait (both herbicide resistant and Bt)
4	All other bio-engineered enhanced seed (Such as high-oil corn, etc.)

[If share rented  
from others, ask-]

1 CROP	2 How many acres were harvested?  ACRES	3 What was the average yield per acre?  YIELD PER ACRE	4 How much of this operation's share of the total production was (will be) used on this operation?  TOTAL AMOUNT	5 What was the market value of the landlord's share of this crop?  TOTAL DOLLARS	6 How many of the harvested acres (column 2) were planted with bio-engineered (GMO) seed?  ACRES	7 What type of bio-engineered seed was used?  CODE
<b>FIELD CROPS</b>						
Corn for Grain . . . . .	0105	0106 Bu.	0107 Bu.	0108	0109	0110
Corn for Silage . . . . .	0111	0112 Tons	0113 Tons	0114		
Cotton, all types . . . . .	0117	0118 Lbs.		0120	0121	0122
Peanuts . . . . .	0123	0124 Lbs.		0126		
Potatoes . . . . .	0129	0130 Cwt.		0132	0133	0134
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	0158
Tobacco, all . . . . .	0159	0160 Lbs.		0162		
<b>SMALL GRAINS</b>						
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	0182
<b>HAY CROPS</b>						
Hay, Alfalfa . . . . .	0183	0184 Tons	0185 Tons	0186		
Hay, All Other . . . . .	0189	0190 Tons	0191 Tons	0192		
<b>OTHER CROPS</b>						
Canola . . . . .	0195	0196 Lbs.	0197 Lbs.	0198	0199	0200
Other Oilseeds . . . . .	0201	0202 Lbs.		0204		
Sugar Cane or Sugar Beets . . . . .	0207	0208 Tons		0210		
Dry Edible Beans/Peas/Lentils . . . . .	0213			0216		
Vegetables for processing	0219			0222	0223	0224
All Other Vegetables and Melons . . . . .	0225			0228	0229	0230
Fruits, Nuts, and Berries . .	0231			0234		
Nursery and Greenhouse Crops . . . . .	0237			0240		
All Other Crops not listed above . . . . .	0243			0246		

# C INCOME from CROPS

C

PRICING MECHANISM CODES for Column 3	
1 Flat or Fixed Price Contract for Deferred Delivery	5 Minimum Price Contract
2 Per Unit Contract	6 Fixed Basis Contract
3 Formula Pricing Contract	7 Futures Fixed Contract
4 Delayed Price Contract	8 OTHER

1. During 1999, 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.

1 What crops did this operation have <b>MARKETING</b> contracts for in 1999?  [List each crop below.]	2 CROP CODE	3 What was the pricing mechanism for this contract?  [Use Pricing Mechanism 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 <b>FINAL PRICE RECEIVED</b> per [unit] by this operation marketed under this contract? [Same units as column 5.] DOLLARS & CENTS	7 What was the total dollar amount received in 1999 from this contract?  [Record receipts less marketing charges.] 1/ TOTAL DOLLARS
	0250	0251	0252	0253	0254 . __ __	0255
	0256	0257	0258	0259	0260 . __ __	0261
	0262	0263	0264	0265	0266 . __ __	0267
	0268	0269	0270	0271	0272 . __ __	0273

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

2. During 1999, 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 <b>PRODUCTION</b> contracts for in 1999?  [List each crop below.]	2 CROP CODE	3 What was the pricing mechanism for this contract?  [Use Pricing Mechanism code.] CODE	4 What quantity of [commodity] was removed from the operation under this contract during 1999?  (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 <b>FINAL FEE RECEIVED</b> per [unit] by this operation for producing [commodity] under this contract? [Same units as column 5.] DOLLARS & CENTS	7 What was the <b>TOTAL FEES RECEIVED</b> in 1999 under this contract?  [Record receipts less marketing charges.] 1/ TOTAL DOLLARS
	0310	0311	0312	0313	0314 . __ __	0315
	0316	0317	0318	0319	0320 . __ __	0321
	0322	0323	0324	0325	0326 . __ __	0327
	0328	0329	0330	0331	0332 . __ __	0333

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

**C INCOME from CROPS**

**C**

**CASH or OPEN MARKET SALES - CROPS**

3. For CROPS sold for CASH or on the open market in 1999, what was the NET (after deducting marketing expenses) dollar amount received in 1999 for-- 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)	2	3 OPTIONAL Amount Sold X Price Per Unit		4 NET DOLLAR AMOUNT RECEIVED IN 1999?  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	
<b>List All Other Commodities Below</b>				
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 1999? . . . . .
- b. What was the amount spent to repay all CCC loans during 1999?  
 [If any of the crops redeemed from the CCC where sold in 1999, verify that these sales are recorded in Marketing Contracts (item 1) or Cash Sales (item 3). If the redeemed crops were not sold in 1999, their value should be reflected in Section I, item 4a.] . . . . .
- c. What was the face value of all outstanding CCC loans on December 31, 1999? . . . . .



**C INCOME from CROPS**

**C**

5. What were the total **MARKETING CHARGES** paid by [column] for all crops in 1999, including commodities not yet sold?  
 (Include check-off, commissions, storage, drying, ginning, inspection, insurance, etc.) .....

1 OPERATOR & PARTNERS DOLLARS	2 LANDLORD(S) DOLLARS	3 CONTRACTOR(S) DOLLARS
0803	0804	0805

**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 1999 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
0806
0807
0808

7. If you produce bio-engineered crops (GMO), did you keep your bio-engineered crops segregated for marketing purposes?

- |   |   |
|---|---|
| 1 | Did produce bio-engineered crops and <b>DID</b> segregate for marketing     |
| 2 | Did produce bio-engineered crops and <b>DID NOT</b> segregate for marketing |
| 3 | Did not produce bio-engineered crops  |

CODE
0809

8. Has this operation joined with others to create a business separate from the farm or subsidiary, to conduct specific functions for the farm, such as purchasing feed or breeding livestock, buying inputs, providing transportation, or marketing functions? ..... YES=1

CODE
0810

**D**

**LIVESTOCK**

**D**

Next, I need to ask about livestock and poultry on this operation on December 31, 1999.

1	2 On December 31, 1999, how many [column 1] were--	
1. Did this operation have any [item] on hand December 31, 1999?	--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 total value of the landlord's share of livestock production in 1999?**  
 (Exclude shared livestock production not part of a land rental arrangement.) . . . . .

**DOLLARS**

0094
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# E INCOME from LIVESTOCK and LIVESTOCK PRODUCTS E

PRICING MECHANISM CODES for column 3	
1 Formula Pricing Contract 2 Grid Pricing Contract 3 Tournament Pricing 4 Window Price Contract	5 Per Unit Contract 6 Previous Results Contract 7 OTHER ( <i>Specify in notes</i> )

**1. During 1999, 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.

1 What livestock or livestock products did this operation have MARKETING contracts for in 1999?  [List each below.]	2 LIVESTOCK CODE	3 What was the pricing mechanism for this contract? [Use Pricing Mechanism code.]	4 What quantity of [commodity] was marketed through this contract?  (Report landlord's share in Section D.)	5 UNIT CODE	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.]	7 What was the TOTAL DOLLAR AMOUNT received in 1999 from this contract?  [Record receipts less marketing charges.]
		CODE	QUANTITY		DOLLARS & CENTS	TOTAL DOLLARS
	0404	0405	0406	0407	0408	0409
	0410	0411	0412	0413	0414	0415
	0416	0417	0418	0419	0420	0421
	0422	0423	0424	0425	0426	0427

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

**2. During 1999, 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 1999?  [List each below.]	2 LIVESTOCK CODE	3 What was the pricing mechanism for this contract? [Use Pricing Mechanism code.]	4 What quantity of [commodity] was removed from the operation under this contract during 1999?  (Report landlord's share in Section D.)	5 UNIT CODE	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.]	7 What were the TOTAL FEES RECEIVED under this contract in 1999?
		CODE	QUANTITY		DOLLARS & CENTS	TOTAL DOLLARS
	0464	0465	0466	0467	0468	0469
	0470	0471	0472	0473	0474	0475
	0476	0477	0478	0479	0480	0481
	0482	0483	0484	0485	0486	0487

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

# E INCOME from LIVESTOCK and LIVESTOCK PRODUCTS E

## 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 <b>OPTIONAL</b>	3
3. Which of these livestock and livestock products were sold for CASH or on the open market in 1999?	Number Sold X Price Per Unit	What was the NET dollar amount received (after deducting marketing expenses) for [column 1]? <b>DOLLARS</b>
a. Dairy and beef cattle sold for <b>breeding stock</b> ? . . . . .		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 <b>breeding stock</b> ? . . . . .		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

4. What were the total **MARKETING CHARGES** this operation paid for all livestock and livestock products in 1999?  
(Include check-off, commissions, inspection, feed, yardage, etc.) . . . . .

1 OPERATOR & PARTNERS DOLLARS	2 LANDLORD(S) DOLLARS	3 CONTRACTOR(S) DOLLARS
0550	0551	0552

### MARKETING EXPENSE WORKSHEET

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

5. What was the total dollar amount this operation received in 1999 from deferred receipts for--

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

<b>DOLLARS</b>	0553
	0554
	0555

**E INCOME from LIVESTOCK and LIVESTOCK PRODUCTS E**

6. Did any *OTHER* operation grow livestock or poultry FOR this operation under a contract arrangement in 1999? [Your operation is a contractor.]

- YES - [Continue.]       NO - [Go to item 7.]

1 What livestock or poultry were being raised or fed for you?  [List type below.]	2 LIVESTOCK CODE	3 What was the market value of [type] on hand on contractee operations on Jan. 1, 1999?  DOLLARS	4 What was the estimated market value (at placement) of [type] placed under contract DURING 1999?  DOLLARS	5 How much was paid to contractees for production costs, INCLUDING fees for services?  DOLLARS	6 How much were your GROSS receipts from [type] sold or removed under this contract?  DOLLARS	7 On Dec. 31, 1999, what was the market value of unsold [type] remaining under contract?  DOLLARS
	0556	0557	0558	0559	0560	0561
	0562	0563	0564	0565	0566	0567
	0568	0569	0570	0571	0572	0573

7. Were Livestock Production Contracts reported in item 2?

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

8. For the production contract with the largest value of production, did accepting the production contract require you to adapt, build, or invest in production facilities or systems, such as housing facilities, barns, storage, or feeding systems?

- YES - [Enter code 1 and Continue.]       NO - [Enter code 3 and go to Section F.] .

**ENTER CODE**

0540
------

a. How much would you have to change the facilities or system(s) so that it could be used in another phase of production or to produce another commodity? . . . [Enter one code.]

- |   |   |
|---|---|
| 1 | None, can be used as is   |
| 2 | Some modifications would be necessary                                     |
| 3 | Major changes would be necessary  |
| 4 | The facilities can't be modified or adapted to another phase or commodity |

**ENTER ONE CODE**

0541
------

b. Did the contractor provide any assistance to building/buying any of the production systems or facilities?

- YES - [Enter code 1 and Continue.]       NO - [Enter code 3 and go to Section F.] . .

**CODE**

0542
------

(1) Did the contractor provide--

- (a) Assistance with financing at a bank? . . . . . [YES=1]  
 (b) Direct financing through the contracting company? . . . . . [YES=1]  
 (c) Leasing necessary equipment, buildings, or land? . . . . . [YES=1]  
 (d) Co-ownership of necessary equipment, buildings, or land? . . . . . [YES=1]

**CODE**

0543
0544
0545
0546

**F OTHER FARM INCOME**

**F**

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

**What is the total dollar amount this operation received in 1999 for--**

**DOLLARS**

a. Conservation Reserve Program (CRP) payments? .....

0578

b. Wetlands Reserve Program (WRP) payments? .....

0579

c. Environmental Quality Incentive Program (EQIP) payments? .....

0580

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.)* .....

0581

e. loan deficiency payments (LDP's)? .....

0582

f. transition payments? *(Also known as production flexibility contract or*  
*AMTA (Agricultural Market Transition Act) or Freedom to Farm Payments.)* .....

0583

g. other federal or state agricultural program payments?  
*(Specify \_\_\_\_\_)* .....

0584

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

0585

**3. In 1999, what was the total income received by you (the operator) and all partners for--**

a. Custom Work and machine hire for others? .....

0586

b. Recreation such as hunting, fishing, petting zoos, horseback riding, on-farm rodeos, etc. ....

0587

c. Sales of all Forest Products? *(Firewood, timber, etc.)*  
*(Exclude maple syrup and Christmas trees.)* .....

0588

d. Sales of Farm Machinery and Vehicles *(farm share only)?* .....

0589

**DOLLARS**

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

0590

e. Federal Crop Insurance indemnity payments? .....

0591

f. Other Insurance Indemnity Payments? .....

0592

g. Cooperative Patronage Dividends and Refunds? .....

0593

h. All Other Farm Related Sources of Income?  
*(Show OTHER FARM INCOME in Respondent Booklet.)*  
*[This may be a negative (-) number for hedging losses.]* .....

0594

**4. What were the total EXPENSES paid by this operation in 1999 for the income reported in item 3 above?**

*(Exclude operating and capital expenses associated with the agricultural production on this operation.)* .....

0595

**G OPERATING and CAPITAL EXPENDITURES**

**G**

In 1999, 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		
<b>1</b> Operator and partners?	<b>2</b> Landlord(s)?	<b>3</b> 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.) . . . . .

0603	0604	0605
------	------	------

3. Agricultural Chemicals for crops, livestock, poultry, and general farm use

(*Include* biological pest controls and custom application costs.) . . . . .

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

4. Livestock purchases of--

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

0609	0610	0611
------	------	------

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

0612	0613	0614
------	------	------

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

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

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

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

5. Leasing of livestock?

(*Include* leasing of bees for pollination.) . . . . .

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

6. Purchased feed for livestock and poultry?

(*Include* grain, hay, silage, mixed feeds, concentrates, etc.) . . . . .

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

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

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

8. Medical supplies, veterinary and custom services for livestock?

(*Include* artificial insemination (AI), branding, breeding fees, caponizing, castrating, custom feed processing, hormone injections, manure disposal, performance testing, pregnancy testing, seining, sheep shearing, etc.) . . . . .

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

9. Diesel fuel, gasoline, natural gas, LP, and all other fuel?

(*Include* gasohol, coal, fuel oil, kerosene, wood, etc.) . . . . .

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

10. Oils and lubricants?

(*Include* grease, hydraulic fluids, motor oils, transmission fluids, etc.) . . . . .

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

11. Electricity for the farm business? . . . . .

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

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

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

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

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

**G OPERATING and CAPITAL EXPENDITURES**

**G**

In 1999, how much was spent for  
(item) by [column]--

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

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

1 Operator and partners?	2 Landlord(s)?	3 Contractor(s)?
DOLLARS	DOLLARS	DOLLARS
0648	0649	0650

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

(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.) . . . . .

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

**16. Maintenance and repair for the upkeep of all farm buildings, houses other than the operator's, land improvements, and all other farm/ranch improvements?**

(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.) . . . . .

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

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

'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.

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

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

(Include all casualty insurance, hail insurance, and any other crop or livestock insurance; motor vehicle liability and blanket insurance policies.  
Exclude health insurance and other payroll insurance items.)

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

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

a. debts secured by real estate?

(Include interest paid on the operator's house if owned by the operation.) . . . . .

0663	0664	0665
------	------	------

b. debts not secured by real estate?

(Include service fees on CCC loan redemptions.) . . . . .

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

**20. Property taxes paid on--**

a. Real estate? . . . . .

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

b. Livestock, machinery, and other farm production items? . . . . .

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

**21. Renting or leasing of tractors, vehicles, equipment or storage structures?**

(Include farm machinery, cars, trucks, irrigation equipment and other equipment.) . . . . .

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

**22. Vehicle registration and licensing fees?**

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

**23. Depreciation expense claimed by this operation in 1999 for all capital assets (If partnership, include amounts claimed by all partners in this operation.) . . .**

a. How much of this depreciation expense (item 23) was claimed for breeding livestock? . . . . .

0681	
	0684



**G OPERATING and CAPITAL EXPENDITURES**

**G**

In 1999, how much was spent for  
(item) by [column]--

1 Operator and partners? DOLLARS	2 Landlord(s)? DOLLARS	3 Contractor(s)? DOLLARS
0687	0688	0689

**24. 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

**25. Of the total cash wages (item 24),  
how much was paid out to--  
(Total 25a + 25b + 25c must equal item 24)**

- a. You (the operator) . . . . .
- b. Your (the operator's) spouse and other  
household members? . . . . .
- c. All other paid farm and ranch labor? . . . . .

0690	0691	0692
0693	0694	0695
0696	0697	0698

**26. 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.) . . . . .

0699	0700	0701
------	------	------

**27. 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.)

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

**28. Custom work such as--**

(Custom work is work performed by machines and labor hired as a unit.)

- a. Hauling-- Include all custom grain, livestock, milk, manure, and other custom hauling? . . . . .
- b. All other custom work done on this operation including machine hire, and rental of machinery and equipment? (Report custom livestock services in item 8.) . . . . .

0705	0706	0707
0708	0709	0710

**29. 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.] . . . . .

DOLLARS
0711

**30. 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? .**

0712
------

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

**31. 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 29.) . . . . .**

0713
------

**G OPERATING and CAPITAL EXPENDITURES**

**G**

	1 Operator and partners? DOLLARS	2 Landlord(s)? DOLLARS	3 Contractor(s)? DOLLARS
32. General Business Expenses? .....	0714	0715	0716

*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 1999.

33. Improvements on land such as land preparation, irrigation improvements, well drilling, ponds, feedlots, trench silos, lagoons, new fences, etc. (Exclude moveable equipment.) .....	0717	0718	0719
34. 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.) .....	0720	0721	0722
35. New construction or remodeling of the Operator's Dwelling, if owned by the operation .....	0723	0724	0725

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 1999.

	DOLLARS		
36. Cars - Include new or used .....	0726		
	PERCENT		
a. What percentage of this was the Farm's Share? ..	0727		
37. Trucks - Include new or used trucks, pickups, sport utility vehicles, vans, campers and buses .....	0728		
	PERCENT		
a. What percentage of this was the Farm's Share? ..	0729		
38. Tractors and Self-Propelled Farm Equipment including implements and self-propelled equipment for livestock, dairy, or poultry production (Include farm share only.) .....	0730		
39. Other Farm Machinery and Non-Self Propelled farm equipment and pumps and capital equipment for livestock, dairy and poultry (Includes farm share only.) .....	0731		
40. Office equipment, furniture and computers that were placed on a depreciation schedule? .....	0732		
41. All Other Capital Expenditures (Include all other capital expenditures which were placed on a depreciation schedule.) .....	0733		
	Operator and partners?	Landlord(s)?	Contractor(s)?
42. What other expenses did this operation have in 1999 that I have not recorded? .....	0734	0735	0736

[List each expense item and amount.]

H

**FARM LABOR**

H

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

1. Next, I need to get your best estimate of the time spent doing work on this operation in 1999.

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
0740	0741	0742	0743

0744	0745	0746	0747
------	------	------	------

0748	0749	0750	0751
------	------	------	------

# FARM ASSETS

**1. For land OWNED by this operation on December 31, 1999  
what is the Estimated Market Value of--**

		DOLLARS
a. Farm Operator's Dwelling, if owned by the operation? . . . . .	+	0760
b. All other Dwellings? . . . . .	+	0761
c. All other Farm Buildings and Structures? <i>(Include barns, cribs, grain bins, greenhouses, silos, storage sheds, etc.)</i> . . . . .	+	0762
d. Orchard trees and vines, and trees grown for wood products? . . . . .	+	0763
e. Land ( <i>Excluding</i> houses, buildings, orchard trees and vines, and trees grown for wood products.)? . . . . .	+	0764
f. Total Market Value of Land and Buildings Owned? <i>(a + b + c + d + e)</i> . . . . .	=	0765

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

		DOLLARS
<i>(Reported in Section A, items 2a, 2b &amp; 2c.)</i> . . . . .		0766

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

<i>(Reported in Section A, item 3.)</i> . . . . .	0767
---	------

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

	beginning of year ---Jan. 1, 1999? DOLLARS	end of year -Dec. 31, 1999? DOLLARS
a. Crops owned and stored on or off this operation on-- <i>(Include specialty crops, hay, silage, and nursery and greenhouse products not in the ground. Exclude crops under CCC loans.)</i> . . . . .	0768	0769
b. Breeding livestock OWNED BY and LOCATED ON this operation on-- . . . . .	0770	0771
c. Non-breeding livestock and poultry OWNED BY and LOCATED ON this operation on-- <i>(Including aquaculture, bees, cattle, equine, hogs, mink, poultry, sheep, etc.)</i> . . . . .	0772	0773
d. Production inputs <i>owned by this operation</i> such as feed, fertilizer, chemicals, fuels, parts, purchased seed and other supplies, etc on-- . . . . .	0774	0775
e. Production inputs <i>already used</i> for cover crops or crops not yet harvested, also known as <i>sunk costs</i> on-- . . . . .	0776	0777
f. Trucks and cars OWNED by the operation on-- <i>(farm share only)</i> . . . . .		0779
g. Tractors, machinery, tools, equipments and implements OWNED by the operation on-- . . . . .		0781
h. Trucks, cars, tractors, machinery, tools, equipment and implements LEASED by the operation on-- . . . . .		0783
i. Stock in farm cooperatives? . . . . .		0785
j. Stock in Farm Credit System? . . . . .		0787

# FARM ASSETS

5. How much was OWED TO this operation for sales or production of crops, livestock, livestock products, poultry or poultry products from 1999 and earlier years? .....

beginning of year --Jan. 1, 1999? DOLLARS	end of year --Dec. 31, 1999? DOLLARS
0788	0789

6. [Show OTHER FARM ASSETS and VALUE CODES in Respondent Booklet.]

On December 31, 1999, what value code represents the estimated MARKET VALUE of all *other* farm assets owned by this operation? .....

VALUE CODE
0790

**Include value of--**

- Money owed to this operation *except* money owed from commodity sales
- Cash certificates of deposit, savings and checking accounts
- Hedging account balances
- Government payments due
- Balance of land contract sales
- Any other farm assets not reported earlier

J

# FARM DEBT

J

DOLLARS

0998

1. What was the maximum amount of seasonal production loans (or other loans) taken out AND repaid in 1999? .....

2. Did this operation owe any money to banks, co-ops, individuals, merchants or Federal agencies at the end of 1999?

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

3. Next we need to list each loan this operation had on December 31, 1999.

*(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, 1999 including outstanding principal plus unpaid interest?  DOLLARS	3 What was the interest rate?  [Example 9%=9.00]  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 _____? 4 - (Not Guaranteed)  [Enter 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 _ _ . _ _	1046	1047 _ _ _ _	1048 _ _ _ _	1049
1050	1051	1052 _ _ . _ _	1053	1054 _ _ _ _	1055 _ _ _ _	1056
1057	1058	1059 _ _ . _ _	1060	1061 _ _ _ _	1062 _ _ _ _	1063
1064	1065	1066 _ _ . _ _	1067	1068 _ _ _ _	1069 _ _ _ _	1070
1071	1072	1073 _ _ . _ _	1074	1075 _ _ _ _	1076 _ _ _ _	1077
1078	1079	1080 _ _ . _ _	1081	1082 _ _ _ _	1083 _ _ _ _	1084
1085	1086	1087 _ _ . _ _	1088	1089 _ _ _ _	1090 _ _ _ _	1091
1092	1093	1094 _ _ . _ _	1095	1096 _ _ _ _	1097 _ _ _ _	1098

►Record additional loans on the Debt Supplement.

OFFICE USE

0999

K

**FARM OPERATOR**

K

1. In 1999, 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  
0811

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

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

- 1 YES
- 3 NO

CODE  
0812

2. In 1999, what was your (the operator's) major occupation? .....

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

CODE  
0813

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

AGE  
0814

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

YEAR  
0815  
\_ \_ \_ \_

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  
0816

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  
0817

7. Are you (the operator) -- .....

- 1 MALE?
- 2 FEMALE?

CODE  
0818

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

- 1 YES
- 2 NO
- 3 NO SPOUSE

CODE  
0819

9. How many persons lived in your (the operator's) household on December 31, 1999? (Include yourself, spouse, children, and others living in your household.) .....

NUMBER  
0820  
0821

a. How many were under 16 years of age? .....

**K FARM OPERATOR****K**

The Federal Agricultural Improvement Act of 1996 (*the 1996 Farm Bill*) placed more risk responsibility on farmers. The following questions will be used to analyze how farmers are adjusting their farm plans to respond to market supply and demand conditions.

**10. Marketing Channels**

Did you use any of the following marketing channels to market your products--

		CROPS	LIVESTOCK
a. Pre-harvest pooling arrangement? . . . . .	YES=1	0822	
b. Local or rural elevator? . . . . .	YES=1	0824	
c. Terminal or river elevator? . . . . .	YES=1	0826	
d. Electronic sale? ( <i>Including Internet auction, video, or teletype.</i> ) . . . . .	YES=1		0829
e. Farmer/Producer network or alliance? . . . . .	YES=1	0830	0831
f. Farmer-owned cooperative? . . . . .	YES=1	0832	0833
g. Dealer or broker? . . . . .	YES=1	0834	0835
h. Feedlots, processors, integrators, gins, etc.? . . . . .	YES=1	0836	0837
i. Direct sales to consumers? . . . . .	YES=1	0838	0839
j. Wholesalers or retail outlets? . . . . .	YES=1	0840	0841
k. Other cash sales and auction barns . . . . .	YES=1	0842	0843

**11. Marketing Tools**

		CROPS	LIVESTOCK
a. Do you have a written marketing plan for your products? . . . . .	YES=1	0844	0845
b. Did you use an advisory service to help you market your products? . . . . .	YES=1	0846	0847
c. Did you use put options in marketing your products? . . . . .	YES=1	0848	0849
d. Did you use future hedges in marketing your products? . . . . .	YES=1	0850	0851

**12. Purchased Inputs**

Were any [*crop/livestock*] inputs purchased through--

		CROPS	LIVESTOCK
a. Banding with other farmers to share cost, use, and maintenance of big-ticket ( <i>capital</i> ) items such as combines or sprayers? . . . . .	YES=1	0852	
b. Arranging to vary cash rental payments for land based on price or yield? . . . . .	YES=1	0854	
c. Locking in prices of crop inputs such as seed, fertilizer, chemicals, fuel, natural gas, before delivery? . . . . .	YES=1	0856	
d. Locking in prices of livestock inputs such as feed before delivery? . . . . .	YES=1		0859
e. Negotiating price discounts with full-service dealers or suppliers? . . . . .	YES=1	0860	0861
f. Buying clubs to pool purchases of crop or livestock inputs such as seed, fertilizers, chemicals, fuel, natural gas, or feed? . . . . .	YES=1	0862	0863
g. The Internet? . . . . .	YES=1	0864	0865
h. A farmer-owned cooperative? . . . . .	YES=1	0866	0867



# L FARM HOUSEHOLD L

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

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

**CODE**

0868

2. Did you (*the operator*) work off this farm for wages or a salary in 1999?  
(*Include proprietorship of any off-farm business.*)

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

**CODE**

0869

a. Which category best describes the type of work off this farm? . . . . .

- 1 Employed by another farm or ranch
- 2 Employed by a private company, business or individual
- 3 Employed by the Federal, State or Local Government, or School District
- 4 Self-employed operating another farm or ranch
- 5 Self-employed operating a non-farm business
- 6 Other

**CODE**

0870

b. How many weeks did you (*the operator*) work off this farm for pay in 1999? . . . . .

**WEEKS**

0871

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

**HOURS PER WEEK**

0872

3. Did your spouse (*the operator's*) work off this farm for wages or salary in 1999?  
(*Include proprietorship of any off-farm business.*) . . .

- 1 YES - Continue.
- 2 NO - Go to item 4.
- 3 NO SPOUSE - Go to item 4.

**CODE**

0873

a. Which category best describes the type of work off this farm? . . . . .

- 1 Employed by another farm or ranch
- 2 Employed by a private company, business or individual
- 3 Employed by the Federal, State or Local Government, or School District
- 4 Self-employed operating another farm or ranch
- 5 Self-employed operating a non-farm business
- 6 Other

**CODE**

0874

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

**WEEKS**

0875

c. 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**

0876

**L FARM HOUSEHOLD L**

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

**Which value code represents the cash income you (the operator) and all other household members received in 1999 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**
- 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**
- 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**
- 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**
- e. gross income from interest and dividends? . . . . . **VALUE CODE**
- f. income from disability, military retirement, Social Security, unemployment, Veteran's benefits, other public retirement and public assistance programs? . . . . . **VALUE CODE**
- g. any other non-farm sources of income? . . . . . **VALUE CODE**   
*(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 1999? . . .**

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

**CODE**

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

**NUMBER**

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

**PERCENT**

**L FARM HOUSEHOLD L**

6. [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, 1999—**

- a. cash, checking, savings, and money market accounts, certificates of deposit, U.S. Savings Bonds, other bonds, and money owed to you? . . . . . VALUE CODE
- b. IRA, Keogh, 401K, and other retirement accounts? . . . . . VALUE CODE
- c. corporate stock, mutual funds, cash surrender value of life insurance, and all other financial assets? . . . . . VALUE CODE
- d. all other non-farm assets  
 (Include ► Real estate and businesses not part of the farm,  
 ► off-farm houses,  
 ► recreational vehicles,  
 ► household share of trucks, cars machinery and equipment.  
 Exclude ► farm assets.) . . . . . VALUE CODE

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, 1999?**  
 (Exclude farm debt reported earlier.) . . . . .

**VALUE CODE**

8. [Show VALUE CODES in Respondent Booklet.]

**Which value code represents the total amount spent on household and family living expenses in 1999?** . . . . .

- (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**

**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

# 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 !**

<b>RESPONDENT</b>		<b>CODE</b>							
2. Who was the primary respondent . . . for most of this interview?	<table border="1" style="width: 100%;"> <tr> <td>1 OPERATOR/MANAGER/PARTNER</td> <td rowspan="4" style="text-align: center;">.....</td> </tr> <tr> <td>2 SPOUSE</td> </tr> <tr> <td>3 ACCOUNTANT/BOOKKEEPER</td> </tr> <tr> <td>4 OTHER</td> </tr> </table>	1 OPERATOR/MANAGER/PARTNER	.....	2 SPOUSE	3 ACCOUNTANT/BOOKKEEPER	4 OTHER	0101		
1 OPERATOR/MANAGER/PARTNER	.....								
2 SPOUSE									
3 ACCOUNTANT/BOOKKEEPER									
4 OTHER									
	Respondent's name [if code 3 or 4] _____								
	Phone (_____) _____								
<b>RECORDS USE</b>									
3. Did respondent use farm/ranch records to report income and expenses-- .....	<table border="1" style="width: 100%;"> <tr> <td>1 All of the Time</td> <td rowspan="5" style="text-align: center;">.....</td> </tr> <tr> <td>2 Most of the Time</td> </tr> <tr> <td>3 Some of the Time</td> </tr> <tr> <td>4 Almost Never</td> </tr> <tr> <td>5 Never</td> </tr> </table>	1 All of the Time	.....	2 Most of the Time	3 Some of the Time	4 Almost Never	5 Never	<b>CODE</b> 0096	
1 All of the Time	.....								
2 Most of the Time									
3 Some of the Time									
4 Almost Never									
5 Never									
4. What records did the respondent refer to when reporting <i>most</i> of their income and expense data? .....	<table border="1" style="width: 100%;"> <tr> <td>1 A General Ledger or Personal Record Book</td> <td rowspan="6" style="text-align: center;">.....</td> </tr> <tr> <td>2 Formal Farm Records Workbook or Account Book</td> </tr> <tr> <td>3 Loose Receipts</td> </tr> <tr> <td>4 Something Else</td> </tr> <tr> <td>5 Computer or Computer Printout</td> </tr> <tr> <td>6 Did not use records</td> </tr> </table>	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	<b>CODE</b> 0097
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									
<b>ENDING TIME [MILITARY] [Please be precise.]</b> .....		<b>MILITARY TIME</b> 0005							
<b>DATE:</b> .....		<b>MM DD 00</b> 0007							
<b>ENUMERATOR NAME</b> _____	<b>ENUMERATOR ID</b> 0098	<b>ENUMERATOR EVALUATION</b> 0100							