



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

VERSION	POID	TRACT	SUBTRACT
01	_____	01	_____

CONTACT RECORD		
DATE	TIME	NOTES

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

MILITARY TIME
0004 _____

BEGINNING TIME [MILITARY]
 [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 _____

PARTNERS' STRATUM 182

0925	0926	0927	0928
_____	_____	_____	_____

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 1998, 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. Free-of-charge? | + | 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?
(Exclude land rented on an AUM or fee per head basis.) | + | 0025 |
| 5. Then the total acres operated was--
[Total 1 + 2a + 2b + 2c - 3 + 4.] | = | TOTAL ACRES
0026 |
| 6. Of the total acres in this operation (item 5) how many acres were considered tillable CROPLAND, including land in hay and land in government programs? | NONE <input type="checkbox"/> | ACRES
0027 |

RENT PAID

- | | | |
|---|-------------------------------|----------------|
| | | DOLLARS |
| 7. Including rent for buildings and land, what was the total cash rent PAID in 1998?
(Include rent paid in 1998 for previous years or rent paid in advance.) | NONE <input type="checkbox"/> | 0028 |

RENT RECEIVED

- | | | |
|--|--------------------------|----------------|
| | | DOLLARS |
| 8. Including rent for buildings and land, what was the total cash rent RECEIVED in 1998 for acres cash rented TO others?
(Include government payments received from those acres.) | <input type="checkbox"/> | 0030 |
| 9. For acres share-rented to others, what was the total value of the crop or livestock shares RECEIVED in 1998?
(Include government payments received from those acres.) | <input type="checkbox"/> | 0031 |

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 1998, what were the total usage fees that 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

NONE 0032

11. In 1998, 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

12. In 1998, how many acres did this operation have--

- a. enrolled in the Conservation Reserve Program (CRP)?
- b. enrolled in the Wetlands Reserve Program (WRP)?
- c. in other federal and state farm programs? (Specify _____)

ACRES

NONE 0034

0035

0036

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

Which of the categories represents the largest portion of this operation's 1998 gross income?

- Include:**
- Sales of all crops, livestock, poultry, and livestock products sold in 1998.
 - The VALUE OF PRODUCT REMOVED for all crops, livestock, and poultry produced under contract in 1998.
 - Sales in miscellaneous agricultural products in 1998.
 - All government agricultural payments received in 1998.
 - 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]

.....

SECTION B ACREAGE and PRODUCTION

1. During 1998, 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.)

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 seed? ACRES	7 What type of bio- engineered seed was used? CODE
FIELD CROPS						
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		
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	0182
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	0200
Other Oilseeds	0201	0202 Lbs.		0204		
Dry Edible Beans/Peas/Lentils	0207	0208 Lbs.		0210		
Sugar Cane or Sugar Beets ..	0213	0214 Tons		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	0243			0246		

2. Were any crops certified organically grown on this operation in 1998?

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

1 Were any of these crops certified organically grown? NONE	2 How many harvested acres of [column 1] were certified organically grown in 1998? HARVESTED ACRES
a. corn? <input type="checkbox"/>	0038
b. potatoes? <input type="checkbox"/>	0039 • _____
c. cotton? <input type="checkbox"/>	0040
d. soybeans? <input type="checkbox"/>	0041
e. wheat? <input type="checkbox"/>	0042
f. tomatoes? <input type="checkbox"/>	0043
g. any other vegetables? <input type="checkbox"/>	0044
h. grapes? <input type="checkbox"/>	0045
i. any other crops? <input type="checkbox"/>	0046

3. Precision farming techniques are a relatively new innovation in production agriculture. Are you aware of various precision farming techniques?

- YES** - [Continue.] **NO** - [Go to Section C.]

From what information source have you obtained most of your knowledge about precision farming?

INFORMATION SOURCE	
1	Local extension advisor
2	University extension advisor or extension publications
3	Crop consultant or advisor
4	Farm supply or chemical dealer
5	Special events or demonstration projects
6	Other growers or producers
7	Grower associations
8	Newsletter or trade magazines
9	Television, radio, Internet, or other media sources

CODE

0047

4. Did you use any precision farming technologies for crop production in 1998?

- YES** - [Continue.] **NO** - [Go to Section C.]

On how many acres did you--

ACRES

a. have soil samples taken to create a grid map for use with a GPS system?	0048
b. fertilizer and/or lime with variable rate technology (VRT)?	0049
c. seed with variable rate technology (VRT)?	0050
d. apply pesticides with variable rate technology (VRT)?	0051
e. use a yield monitor (with or without GPS)?	0052
f. develop yield maps?	0053
g. use remote sensing?	0054

SECTION C INCOME from CROPS

- CONTRACTOR CODES for column 3**
- 1 OTHER FARM(S) OR FARMER(S)
 - 2 PROCESSOR, MILL OR GIN
 - 3 CO-OP OR ELEVATOR
 - 4 SEED, FEED OR OTHER INPUT COMPANY
 - 5 BROKER OR INVESTOR
 - 6 INTEGRATOR
 - 7 ANOTHER SEGMENT OF THE SAME COMPANY
 - 8 OTHER (SPECIFY IN NOTES)

1. During 1998, 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 MARKETING contracts for in 1998? [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 6 BOX 7 BALE 8 CARTON 9 DOZEN 10 FLAT 22 ACRE 20 OTHER	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 1998 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 1998, 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 1998? [List each crop below.]	2 CROP	3 Who was the contractor? [Use Contractor code.] CODE	4 What quantity of [commodity] was removed from the operation under this contract during 1998? (Exclude landlord's share.) QUANTITY	5 UNIT CODE 1 POUND 2 CWT 3 TON 4 BUSHEL 6 BOX 7 BALE 8 CARTON 9 DOZEN 10 FLAT 22 ACRE 20 OTHER	6 What was (will be) the FINAL FEES 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 1998 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.

CASH or OPEN MARKET SALES - CROPS

¹ 3. Which of these crops were sold for CASH or on the open market in 1998? <div style="border: 1px dashed black; padding: 5px; margin: 5px 0;"> 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) </div>	² CROP	³ What was the NET dollar amount received in 1998 (after deducting marketing expenses) for [column 1]? DOLLARS
a. all fruits, nuts and berries? <input type="checkbox"/>	NONE	0371
b. all hay (alfalfa and all other)? <input type="checkbox"/>		0373
c. all nursery and greenhouse crops? (Include bulbs, flowers, mushrooms, seeds, shrubs, sod, trees, etc.) <input type="checkbox"/>		0375
d. all vegetables, melons and strawberries? <input type="checkbox"/>		0377
e. [List other commodities below.] <input type="checkbox"/>	0378	0379
f. <input type="checkbox"/>	0380	0381
g. <input type="checkbox"/>	0382	0383
h. <input type="checkbox"/>	0384	0385
i. <input type="checkbox"/>	0386	0387
j. <input type="checkbox"/>	0388	0389
k. <input type="checkbox"/>	0390	0391
l. <input type="checkbox"/>	0392	0393

4. [Ask everyone.] Were any crops redeemed from the CCC and sold during 1998?

- YES - [Verify that these sales were recorded earlier in Marketing Contracts (item 1) or Cash Sales (item 3) tables.]
- NO - [Continue.]

5. What were the total MARKETING CHARGES paid by [column] for all crops in 1998, including commodities not yet sold?
(Include check-off, commissions, CCC loans, storage, drying, ginning, inspection, insurance, etc.)

¹ OPERATOR & PARTNERS DOLLARS	² LANDLORD(S) DOLLARS	³ CONTRACTOR(S) DOLLARS
0394	0395	0396

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 1998 for--

	DOLLARS
a. crops sold under Marketing Contracts in previous years? <input type="checkbox"/>	NONE 0400
b. crops produced under Production Contracts in previous years? <input type="checkbox"/>	0401
c. Cash or Open Market sales of crops in previous years? <input type="checkbox"/>	0402

SECTION D LIVESTOCK

Next, I need to find out about livestock and poultry on this operation on December 31, 1998.

1	2	
1. <i>Did this operation have any [item] on hand December 31, 1998?</i>	<i>On December 31, 1998, how many [column 1] were--</i>	<i>--owned by this operation?</i>
	<i>--NOT owned by this operation?</i>	
a. All beef cattle— NONE beef cows, heifers, steers, calves, bulls? . . . <input type="checkbox"/>	0078	0079
b. All dairy cattle— including dairy cows, heifers, steers, calves, bulls? . . . <input type="checkbox"/>	0080	0081
c. All hogs and pigs? <input type="checkbox"/>	0082	0083
d. Sheep and lambs? <input type="checkbox"/>	0084	0085
e. Hens and pullets of laying age— Including egg and broiler type? <input type="checkbox"/>	0086	0087
f. Broilers, fryers and other meat-type chickens? <input type="checkbox"/>	0088	0089
g. Turkeys? <input type="checkbox"/>	0090	0091
h. All other livestock and poultry? Specify type _____ <input type="checkbox"/>	0092	0093

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

DOLLARS

What was the total value of the landlord's share of livestock production in 1998?
(Exclude shared livestock production not part of a land rental arrangement.)

0094

SECTION E INCOME from LIVESTOCK and LIVESTOCK PRODUCTS

CONTRACTOR CODES for column 3	
1 INTEGRATOR	5 FEED COMPANY
2 PACKER/PROCESSOR	6 OTHER INPUT COMPANY
3 CO-OP or ELEVATOR	7 BROKER or PRIVATE INVESTOR
4 OTHER FARMS or FARMERS	8 ANOTHER SEGMENT of the SAME COMPANY
	9 OTHER (Specify in notes)

1. During 1998, 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 1998? <i>[List each below.]</i>	2 LIVESTOCK CODE	3 Who was the contractor? <i>[Use Contractor code.]</i> CODE	4 What quantity of [commodity] was marketed through this contract? <i>(Report landlord's share in Section D.)</i> QUANTITY	5 UNIT CODE	6 What was (will be) the FINAL PRICE RECEIVED per [Unit] by this operation for [commodity] marketed under this contract? <i>[Same units as column 5.]</i> DOLLARS & CENTS	7 What was the TOTAL DOLLAR AMOUNT received in 1998 from this contract? <i>[Record receipts less marketing charges.] 1/</i> 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

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

2. During 1998, 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 1998? <i>[List each below.]</i>	2 LIVESTOCK CODE	3 Who was the contractor? <i>[Use Contractor code.]</i> CODE	4 What quantity of [commodity] was removed from the operation under this contract during 1998? <i>(Report landlord's share in Section D.)</i> QUANTITY	5 UNIT CODE	6 What was (will be) the FINAL FEE RECEIVED per [Unit] by this operation for producing [commodity] under this contract? <i>[Same units as column 5.]</i> DOLLARS & CENTS	7 What were the TOTAL FEES RECEIVED under this contract in 1998? 1/ 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

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

OFFICE USE - SHARES
EX

OFFICE USE - SHARES
INC

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	3	4
3. Which of these livestock and livestock products were sold for CASH or on the open market in 1998? NONE	What was the number of [column 1] sold in 1998? NUMBER	(Optional) PRICE PER HEAD	What was the NET dollar amount received (after deducting marketing expenses) for [column 1]? DOLLARS
a. Dairy and beef cattle sold for breeding stock ? . . . <input type="checkbox"/>	0526	X = =	0527
b. Finished cattle? (cattle sold directly to slaughter) <input type="checkbox"/>	0528	X = =	0529
c. Feeder cattle? (cattle sold for finishing) <input type="checkbox"/>	0530	X = =	0531
d. All cull and other cattle? <input type="checkbox"/>	0532	X = =	0533
e. Hogs and pigs sold for breeding stock ? <input type="checkbox"/>	0534	X = =	0535
f. Market hogs (hogs sold directly to slaughter)? . . . <input type="checkbox"/>	0536	X = =	0537
g. Feeder pigs? <input type="checkbox"/>	0538	X = =	0539
h. All other hogs and pigs? <input type="checkbox"/>	0540	X = =	0541
i. Milk and other dairy products? (Before deduction of any hauling fees.) <input type="checkbox"/>			0543
j. Eggs? <input type="checkbox"/>			0545
k. All other poultry and poultry products? <input type="checkbox"/>			0547
l. ALL OTHER LIVESTOCK or livestock products-- including bees, fish, ducks, game birds, goats, honey, horses, mink, rabbits, all sheep, wool, etc.) <input type="checkbox"/>			0549

1	2	3	
OPERATOR & PARTNERS DOLLARS	LANDLORD(S) DOLLARS	CONTRACTOR(S) DOLLARS	
4. What were the total MARKETING CHARGES this operation paid for all livestock and livestock products in 1998? (Include check-off, commissions, inspection, feed, yardage, etc.) . . <input type="checkbox"/>	NONE 0550	0551	0552

5. What was the total dollar amount this operation received in 1998 for--	DOLLARS
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

6. Did any OTHER operation grow livestock or poultry FOR this operation under a contract arrangement in 1998? [Your operation is a contractor.]

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

<p style="text-align: center;">1</p> <p>What livestock or poultry were being raised or fed for you?</p> <p><i>[List type below.]</i></p>	<p style="text-align: center;">2</p> <p>LIVESTOCK CODE</p>	<p style="text-align: center;">3</p> <p>What was the market value of [type] on hand on contractee operations on Jan. 1, 1998?</p> <p>DOLLARS</p>	<p style="text-align: center;">4</p> <p>What was the estimated market value (at placement) of [type] placed under contract DURING 1998?</p> <p>DOLLARS</p>	<p style="text-align: center;">5</p> <p>How much was paid to contractees for production costs, INCLUDING fees for services?</p> <p>DOLLARS</p>	<p style="text-align: center;">6</p> <p>How much were your GROSS receipts from [type] sold or removed under this contract?</p> <p>DOLLARS</p>	<p style="text-align: center;">7</p> <p>On Dec. 31, 1998, what was the market value of unsold [type] remaining under contract?</p> <p>DOLLARS</p>
	0556	0557	0558	0559	0560	0561
	0562	0563	0564	0565	0566	0567
	0568	0569	0570	0571	0572	0573

SECTION F OTHER FARM INCOME

CCC LOANS

Include regular and reserve loans, even if redeemed or forfeited.

	NONE	DOLLARS
1. How much was received for all commodities placed under CCC loan during 1998? .. <input type="checkbox"/>		0574
2. What was the amount spent to repay all CCC loans during 1998? <input type="checkbox"/>		0576
3. What was the face value of all outstanding CCC loans on December 31, 1998? <input type="checkbox"/>		0577

GOVERNMENT PROGRAM PAYMENTS

4. Now I'm going to ask about government program payments.

What is the total dollar amount this operation received in 1998 for--

		DOLLARS
a. Conservation Reserve Program (CRP) payments? <input type="checkbox"/>		0578
b. Wetlands Reserve Program (WRP) payments? <input type="checkbox"/>		0579
c. Environmental Quality Incentive Program (EQIP) payments? <input type="checkbox"/>		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 6e and 6f below.) <input type="checkbox"/>		0581
e. loan deficiency payments (LDP's)? <input type="checkbox"/>		0582
f. transition payments? (Also known as production flexibility contract or AMTA (Agricultural Market Transition Act) payments, these payments were established in the 1996 farm bill and replace deficiency payments.) <input type="checkbox"/>		0583
g. other federal or state agricultural program payments? (Specify _____) <input type="checkbox"/>		0584
5. What is the total dollar amount your landlord(s) received in government payments for the acres you rented from them? <input type="checkbox"/>		585

6. In 1998, what was the total income received by you (the operator) and all partners for--

NONE DOLLARS

- a. custom work and machine hire for others? 0586
- b. grazing of livestock?
(Exclude any contract arrangements.) 0587
- c. sales of all forest products? (Firewood, timber, etc.)
(Exclude maple syrup and Christmas trees.) 0588
- d. the farm share of sales of farm machinery and vehicles? 0589

(1) How much of this (item 6d) was for sales to other farmers? DOLLARS
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

Other Farm Income Includes--

- | | |
|---|--|
| <ul style="list-style-type: none"> allotment or quota leases Federal Excise Tax Rebates fishing or other outdoor recreation hedging profits or losses hunting real estate tax rebates for land preservation | <ul style="list-style-type: none"> refunds of marketing expenses renting or leasing of livestock renting or leasing of tractors, trucks; road tax refunds sales of manure or straw all other farm income |
|---|--|

7. Were any commodities or produce grown or raised on this operation sold directly to individual consumers?

(Include crops, livestock or livestock products for food use and non-food items, such as flowers or plants. Include sales at your door, farmers' markets, roadside stands, pick-it-yourself, door-to-door, etc.) YES=1 CODE
0595

8. Were any commodities or produce grown or raised on this operation sold to wholesalers or retailers to sell directly to individual consumers, without processing or changing their form?

(Include crops, livestock or livestock products for food use and non-food items, such as flowers or plants.) YES=1 0596

SECTION G PRODUCTION EXPENSES

Include only expenses related to this operation.
Exclude expenses NOT related to the farm/ranch; expenses of performing custom work FOR others

In 1998, how much was spent for (item) by [column]--

1 Operator and partners?	2 Landlord(s)?	3 Contractor(s)?
---	---------------------------------	-----------------------------------

CROPS	NONE	DOLLARS	DOLLARS	DOLLARS
--------------	-------------	----------------	----------------	----------------

1. Seeds, sets, plants, seed cleaning, seed treatments, etc. and transplants and trees? <input type="checkbox"/>	0597	0598	0599
---	------	------	------

Exclude items purchased only for direct resale.

2. All fertilizer, lime and soil conditioners? (Include custom application costs.) <input type="checkbox"/>	0603	0604	0605
---	------	------	------

LIVESTOCK			
------------------	--	--	--

3. Purchases of--			
a. Breeding stock for beef cattle, dairy cattle, hogs and sheep? <input type="checkbox"/>	0609	0610	0611

b. Other cattle, calves, hogs and pigs? [Report other sheep in item 3d.] <input type="checkbox"/>	0612	0613	0614
---	------	------	------

c. Chickens and turkeys? [Report ducks and game birds in item 3d.] <input type="checkbox"/>	0615	0616	0617
---	------	------	------

d. Other livestock and poultry, including other sheep and lambs, bees, brooder fish, fingerlings, etc.? <input type="checkbox"/>	0618	0619	0620
--	------	------	------

4. Leasing of livestock? (Include leasing of bees for pollination.) <input type="checkbox"/>	0621	0622	0623
--	------	------	------

5. All purchased feed for livestock and poultry -such as grain, hay, silage, mixed feeds, concentrates, etc.? <input type="checkbox"/>	0624	0625	0626
---	------	------	------

How much of this (item 5) was for--

a. barley, field corn, oats, sorghum (milo), wheat? <input type="checkbox"/>	0627	0628	0629
---	------	------	------

b. hay and forage? <input type="checkbox"/>	0630	0631	0632
--	------	------	------

c. complete rations and formula feeds? <input type="checkbox"/>	0633	0634	0635
--	------	------	------

d. protein meals and concentrates? <input type="checkbox"/>	0636	0637	0638
--	------	------	------

e. Supplements and all other ingredients-- salt, vitamins, minerals, molasses, middlings, pulp, tankage, fat, etc.? <input type="checkbox"/>	0639	0640	0641
---	------	------	------

6. All bedding and litter? <input type="checkbox"/>	0645	0646	0647
--	------	------	------

7. All medical supplies, veterinary and custom services for livestock? <input type="checkbox"/>	0651	0652	0653
--	------	------	------

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

In 1998, how much was spent for
(item) by [column]--

	1 Operator and partners?	2 Landlord(s)?	3 Contractor(s)?
	DOLLARS	DOLLARS	DOLLARS
8. All agricultural chemicals and pesticides for crops, livestock and poultry (Include biological pest controls and custom application costs.) <input type="checkbox"/>	0657	0658	0659

CHEMICALS

NONE

8. All agricultural chemicals and pesticides for crops, livestock and poultry (Include biological pest controls and custom application costs.)

UTILITIES

9. Purchases for the farm business of--	0663	0664	0665
a. diesel fuel? <input type="checkbox"/>	0666	0667	0668
b. gasoline and gasohol? <input type="checkbox"/>	0669	0670	0671
c. natural gas? <input type="checkbox"/>	0672	0673	0674
d. LP gas (propane, butane)? <input type="checkbox"/>	0675	0676	0677
e. oils and lubricants? (include grease, hydraulic fluids, motor oils, transmission fluids, etc.) <input type="checkbox"/>	0678	0679	0680
f. all other fuels? (include coal, fuel oil, kerosene, wood, etc.) <input type="checkbox"/>	0690	0691	0692
10. ELECTRICITY for the farm business? <input type="checkbox"/>	0711	0712	0713
11. Purchased water for irrigation from off-farm suppliers (include irrigation assessments and fees.) <input type="checkbox"/>	0717	0718	0719
12. All other utilities - such as the farm share of telephone service, water purchased other than for irrigation, Internet access, etc. <input type="checkbox"/>			

SUPPLIES and REPAIRS

13. Farm supplies, marketing containers, hand tools and farm shop power equipment? (Include expenses for temporary fencing. Exclude expenses for permanent fencing.) <input type="checkbox"/>	0720	0721	0722
14. Repairs, parts and accessories for motor vehicles, machinery and farm equipment? <input type="checkbox"/>	0723	0724	0725
Include: drying equipment, frost protection, tune-ups, overhauls, repairs to livestock equipment, replacement parts for machinery, tubes, tires, and accessories such as air conditioners, CB's, radios and hydraulic cylinders.			
15. Maintenance and repair for the upkeep of all farm buildings, houses other than the operator's, land improvements, and all other farm/ranch improvements? <input type="checkbox"/>	0729	0730	0731
Include: conservation improvements, corrals, feeding floors, feedlots, gravel, land drainage structures, tiling, trench, silos, wells, and facilities for farm workers. Exclude: any new construction or remodeling.			
16. Maintenance and repair of the operator's house if it was owned by the operation? <input type="checkbox"/>	0744	0745	0746
'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.			

INSURANCE, TAXES, and CAPITAL RENTS

Basic Catastrophic Insurance (CAT)

- bought for a flat fee, protects against crop loss greater than 50% of average yield at, 60% expected Market Price.

Buy-up on Basic (CAT)

- farmer buys higher levels of yield, price protection such as 60% yield, 75% price.

17. Which of these types of insurance did this operation purchase in 1998?

		CODE
a. Basic catastrophic insurance (CAT coverage)? (Regardless of where purchased.)	YES=1	0747
b. Buy-up on catastrophic insurance for higher levels of yield and price protection?	YES=1	0748
c. Revenue insurance? (Include Income Protection (IP), Crop Revenue Coverage (CRC), and Revenue Assurance (RA).)	YES=1	0749
d. All other insurance except life, health or payroll insurance?	YES=1	0750

In 1998, how much was spent for (item) by [column]--

	1 Operator and partners? DOLLARS	2 Landlord(s)? DOLLARS	3 Contractor(s)? DOLLARS
18. All insurance for the farm business? <input type="checkbox"/>	0751	0752	0753
<p>Include all casualty insurance, hail insurance, and any other crop or livestock insurance; motor vehicle liability and blanket insurance policies.</p> <p>Exclude health insurance and other payroll insurance items</p>			
19. Interest and fees paid on debts secured by real estate? <input type="checkbox"/>	0760	0761	0762
<p>Include- interest paid on operator's house if owned by operation - service fees on CCC loan redemptions</p>			
20. Interest and fees paid on debts NOT secured by real estate? <input type="checkbox"/>	0763	0764	0765
21. All real estate taxes (land and buildings) and other property taxes for the farm business <input type="checkbox"/>	0766	0767	0768
a. How much of this was for real estate tax only? (Include land and buildings.) <input type="checkbox"/>	0769	0770	0771
22. All renting or leasing of tractors, vehicles, equipment or storage structures (Include farm machinery, cars, trucks, irrigation equipment and other equipment.) <input type="checkbox"/>	0772	0773	0774
23. Depreciation expense claimed by this operation in 1998 for all capital assets (If partnership, include amounts claimed by all partners in this operation.) <input type="checkbox"/>	0775		
a. How much of this depreciation expense (item 23) was claimed for breeding livestock? <input type="checkbox"/>	0778		

In 1998, how much was spent for (item) by [column]--

NONE

1 Operator and partners? DOLLARS	2 Landlord(s)? DOLLARS	3 Contractor(s)? DOLLARS
0781	0782	0783

24. All new fences, land improvements, and all buildings completed or remodeled?

Include: farm buildings, houses, sheds, storage facilities, tiling, upright silos and bins, government reimbursed and non-reimbursed expenses and expenses for the operator's house only if it was owned by the operation.

How much of this (item 24) was for remodeling or new construction of--

a. the operator's house?
(If it was owned by the operation.)

0784

0785

0786

b. all farm buildings, sheds and storage facilities, and houses other than the operator's?

0787

0788

0789

25. How much general business expenses did your operation have in 1998?

0790

0791

0792

Include -
Accounting, legal, and license fees
Advertising
Magazines, membership & registration fees
Office equipment not on a depreciation schedule
Office supplies
Petty cash fund expenditures
Travel (farm/ranch business trips)
Pest scouting
Other Specify _____

Exclude labor

26. What other production expenses did this operation have in 1998 that I haven't recorded?
(Report labor expenses on next page.)

0793

0794

0795

List _____

27. 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.]

NONE DOLLARS 0796

28. 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 27.)

0797

29. For workers who were NOT household members-- what was the cash value of all commodities, feed, fuel, housing, meals, other food, utilities, vehicles for personal use, and any other non-cash payment for farm work?

0798

Include - meat, poultry, other livestock and livestock products
- berries, firewood, fruits, vegetables, etc.

Exclude - home gardens unless expenses were recorded previously.

In 1998, how much was spent for (item) by [column]--

LABOR NONE

1 Operator and partners? DOLLARS	2 Landlord(s)? DOLLARS	3 Contractor(s)? DOLLARS
0799	0800	0801

30. All 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

31. Of the total cash wages (item 30), how much was paid out to--
(Total 31a + 31b + 31c must equal item 30)

a. You (the operator)	0805	0806	0807
b. Your (the operator's) spouse and other household members?	0808	0809	0810
c. All other paid farm and ranch labor?	0811	0812	0813

32. Payroll taxes and benefits for paid labor?

0814	0815	0816
------	------	------

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

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

0820	0821	0822
------	------	------

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

34. 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?	0826	0827	0828
b. All other custom work done on this operation including machine hire, and rental of machinery and equipment? (Report custom livestock services in item 7.) ...	0829	0830	0831

SECTION H FARM LABOR

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 1998.

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/WEE K
0838	0839	0840	0841
0842	0843	0844	0845
0846	0847	0848	0849

SECTION J ASSETS

NEW PURCHASES

1. Which of these items were purchased for FARM or RANCH use in 1998?

- a. New or used cars?
- b. New or used trucks, pick-ups, sport utility vehicles, vans, campers and buses?
- c. New or used tractors?
- d. New or used SELF-PROPELLED farm equipment, implements and machinery including capital equipment for livestock, dairy or poultry production?
(Capital equipment purchases are items which can be placed on a depreciation schedule.)
- e. New or used NON SELF-PROPELLED farm equipment, implements and machinery, including capital equipment for livestock, dairy and/or poultry?
(Include irrigation equipment and pumps.)

After deducting the value of trade-ins, rebates and discounts, what was the TOTAL AMOUNT SPENT for (item) in 1998?	
NONE	DOLLARS
	0871
	0872
	0873
	0874
	0875

2. During 1998, what was the total amount this operation spent for purchases of computers, office equipment and furniture that was placed on a depreciation schedule?

[Record purchases NOT on a depreciation schedule in Section G, item 25.]

NONE	DOLLARS
<input type="checkbox"/>	0876

VALUE OF LAND and BUILDINGS

Include all land, dwellings, barns and other buildings for all acres reported in Section A.

3. On December 31, 1998 what was the ESTIMATED MARKET VALUE of--

- a. All land and buildings rented or leased FROM others?
- b. All land and buildings owned by this operation?
- Of this amount (item 3b), what was the market value of--
 - (1) the operator's house if it was owned by the operation?
 - (2) all houses other than the operator's?
 - (3) all other farm buildings?
(Include barns, cribs, grain bins, greenhouses, silos, storage sheds, etc.)

NONE	DOLLARS
<input type="checkbox"/>	0877
<input type="checkbox"/>	0878
<input type="checkbox"/>	0879
<input type="checkbox"/>	0880
<input type="checkbox"/>	0881

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

	end of year --Dec. 31, 1998? DOLLARS	beginning of year --Jan. 1, 1998? DOLLARS
NONE		
a. All trucks, cars, tractors, machinery, tools, equipment and implements OWNED by the operation on-- <input type="checkbox"/>	0882	
b. All trucks, cars, tractors, machinery, tools, equipment and implements LEASED by the operation on-- <input type="checkbox"/>	0884	
c. All livestock and poultry OWNED BY and LOCATED ON this operation on-- (Consider market price, livestock number and weights.) <input type="checkbox"/>	0886	0887
(1) How much of this (item 4c) was the value of breeding livestock? <input type="checkbox"/>	0888	0889
d. All crops stored on or off this operation on-- (Include specialty crops, hay, silage, and nursery and greenhouse products not in the ground.) <input type="checkbox"/>	0890	0891
e. All production inputs owned by this operation such as feed, fertilizer, chemicals, fuels, parts, purchased, seed and other supplies, etc on-- <input type="checkbox"/>	0892	0893
f. All production inputs already used for cover crops or crops not yet harvested, also known as sunk costs on-- <input type="checkbox"/>	0894	0895
g. All stock in farm cooperatives? <input type="checkbox"/>	0896	

5. How much was OWED TO this operation for sales or production of crops, livestock, livestock products, poultry or poultry products from 1998 and earlier years?

	end of year --Dec. 31, 1998? DOLLARS	beginning of year --Jan. 1, 1998? DOLLARS
	0898	0899

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

On December 31, 1998, what value code represents the estimated MARKET VALUE of all other farm assets owned by this operation?

VALUE CODE
0900

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

SECTION K DEBT

DOLLARS

1. What was the maximum amount of seasonal production loans or any other loans taken out and repaid in 1998? [Report other loans in item 3.] NONE 0930

2. Did this operation owe any money to any banks, co-ops, individuals, merchants or Federal agencies at the end of 1998?

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

LENDER CODES for column 1	
CODE	
1-	FARM CREDIT SYSTEM
2-	USDA FARM SERVICE AGENCY (FSA), formerly called Farmers Home Administration (FmHA).
3-	SMALL BUSINESS ADMINISTRATION (SBA)
4-	STATE AND COUNTY GOVERNMENT LENDING AGENCIES
5-	SAVINGS AND LOANS ASSOCIATIONS, RESIDENTIAL MORTGAGE LENDERS
6-	COMMERCIAL BANKS
7-	LIFE INSURANCE COMPANIES
8-	IMPLEMENT DEALERS AND FINANCING CORPORATIONS
9-	INPUT SUPPLIERS
10-	CO-OPS AND OTHER MERCHANTS
11-	CONTRACTOR
12-	INDIVIDUALS from whom any land in this operation was bought under a mortgage or deed of trust
13-	INDIVIDUALS from whom any land in this operation was bought under a land purchase contract
14-	ANY OTHER INDIVIDUALS
15-	ANY OTHER LENDERS
16-	OTHER DEBTS (such as unpaid bills, etc.)

3. Think about the four largest outstanding loans this operation had on December 31, 1998.

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

Starting with the largest of these loans--

1 Who was the lender? <i>(Largest loans first.)</i> [Enter Lender Code]	2 What was the balance owed on Dec. 31, 1998 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]
0931	0932	0933	0934	0935	0936	0937
0938	0939	0940	0941	0942	0943	0944
0945	0946	0947	0948	0949	0950	0951
0952	0953	0954	0955	0956	0957	0958

NUMBER

4. [If more than 4 loans, ask--] How many farm loans were there in addition to the four I've just recorded? NONE 0959

DOLLARS

a. What was the total amount of debt owed on December 31, 1998 on these (item 4) loans? 0960

SECTION L FARM OPERATOR

1. **In 1998, 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

0961

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

Were there more than 10 stockholders?

- 1 YES
- 2 NO

CODE

0962

2. **In 1998, what was your (the operator's) major occupation?**

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

CODE

0963

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

AGE

0964

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

YEAR

0965

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

0966

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

0967

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

- 1 Male?
- 2 Female?

CODE

0968

8. [Show respondent **AGREE/DISAGREE** codes in Respondent Booklet, then ask--]

1 Strongly Agree
2 Agree
3 Neither Agree or Disagree
4 Disagree
5 Strongly Disagree

How much do you agree or disagree with the following statements?

a. I never have enough cash on hand or assets that can be easily converted to cash to pay all my bills.	CODE	0969
b. I never hire custom work to be done.	CODE	0970
c. I always spread the sale of my commodities over the year.	CODE	0971
d. I rely heavily on market information (Government reports, private market news service) in making my marketing decisions.	CODE	0972
e. My farming operation has adequate liability insurance.	CODE	0973
f. Most of my machinery is new or in good repair.	CODE	0974
g. The concentration of my farming operation in one geographic area substantially increases my total risk.	CODE	0975
h. In case of emergency, I have sufficient back-up management/labor to carry on production.	CODE	0976
i. I have adequate hail/fire insurance for crops.	CODE	0977
j. I never hedge by using futures and/or options for marketing crops or livestock.	CODE	0978

9. Please consider the following strategies that can be used to manage your farming operations.

In 1998, which of the following strategies did you use?

		CODE
Did you--		0979
1 diversify the numbers or types of enterprises produced?	YES=1	0980
2 use multiple production practices to spread risks and stabilize returns?	YES=1	0981
3 use options to forward price commodities produced?	YES=1	0982
4 actively manage debt to expand or to meet cash flow?	YES=1	0983
5 maintain flexibility in the way you get farm inputs, organize production, and market products	YES=1	0984
6 actively use budgeting or other record keeping to manage cash flow and/or control costs?	YES=1	

10. Of these (item 9) strategies you used, which one was most important? [Enter code 1-6.]

CODE
0985

11. In 1998, did you sell any farm products to, or purchase any farm supplies or services from, a farmer-owned cooperative? YES=1

CODE
0986

12. In 1998, were you a member of a marketing (or bargaining) cooperative? YES=1

0987

13. In 1998, were you a member of a farm supply or related service cooperative? YES=1

0988

SECTION M FARM HOUSEHOLD

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

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

CODE

0989

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

- 1 YES
- 2 NO
- 3 DOES NOT APPLY

CODE

0990

3. **Did you (the operator) work off-farm for wages or a salary in 1998?**
(Include proprietorship of any off-farm business.)

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

CODE

0991

a. *How many weeks did you (the operator) work off-farm for pay in 1998?*

WEEKS

0992

___ ___

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

HOURS PER WEEK

0993

4. **Did your spouse (the operator's) work off-farm for wages or salary in 1998?**
(Include proprietorship of any off-farm business.)

- 1 YES - Continue.
- 2 NO - Go to item 5.
- 3 DOES NOT APPLY - Go to item 5.

CODE

0994

a. *How many weeks did your spouse (the operator's) work off-farm for pay in 1998?*

WEEKS

0995

___ ___

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

HOURS PER WEEK

0996

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

Which value code represents the cash income you (the operator) and all other household members received in 1998 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.)
- 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.]
- 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.]
- 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.]
- e. gross income from interest and dividends?
- f. income from disability, military retirement, Social Security, unemployment, Veteran's benefits, other public retirement and public assistance programs?
- g. any other non-farm sources of income?
(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.)

VALUE CODE
0997

VALUE CODE
0998

VALUE CODE
0999

VALUE CODE
1000

VALUE CODE
1001

VALUE CODE
1002

VALUE CODE
1003

6. **Did any household(s) besides the operator's share in the net income of this operation during 1998?**

1	YES - Continue.
2	NO - Go to item 7.

CODE
1004

- 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?

NUMBER
1005
PERCENT
1006

7. [Show **VALUE CODES and NON-FARM ASSETS** in Respondent Booklet.]

Which value code represents the total value of all non-farm assets owned by the operator and members of the operator's household on December 31, 1998?

- (Include
- cash,
 - cash surrender value of life insurance policies,
 - certificates of deposit,
 - checking or saving accounts,
 - money owed to the household,
 - U.S. savings bonds and other bonds, corporate stock and all other financial assets,
 - machinery, tools, tractors, equipment and implements **SOLELY** for personal use of household members,
 - the **non-farm** share of cars and trucks
 - assets of another farming/ranching operation,
 - non-farm/ranch business assets.
- Exclude
- farm assets reported earlier in this interview in Section J.)

VALUE CODE
1007

8. [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, 1998?

VALUE CODE

1008

9. [Show VALUE CODES in Respondent Booklet.]

Which value code represents how much this household spent in 1998 on--

a. food and household supplies, excluding utilities?

VALUE CODE

1009

b. household rent/mortgage, utilities, appliances and furnishings?

VALUE CODE

1010

c. non-farm transportation?
(Include purchases and maintenance of non-farm share of cars.)

VALUE CODE

1011

d. medical expenses, insurances and contributions to retirement plans?
(Include doctors, dentist, chiropractors, medicine, life and health insurance, and Social Security self-employment tax.)

VALUE CODE

1012

e. all other family living expenses such as clothing, education, hobbies, recreation, gifts, magazines, charitable contributions, etc.?

VALUE CODE

1013

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 !

RESPONDENT	<table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 5%; text-align: center;">1</td> <td style="width: 85%;">OPERATOR/MANAGER/PARTNER</td> <td style="width: 10%;"></td> </tr> <tr> <td style="text-align: center;">2</td> <td>SPOUSE</td> <td></td> </tr> <tr> <td style="text-align: center;">3</td> <td>ACCOUNTANT/BOOKKEEPER</td> <td></td> </tr> <tr> <td style="text-align: center;">4</td> <td>OTHER</td> <td></td> </tr> </table>	1	OPERATOR/MANAGER/PARTNER		2	SPOUSE		3	ACCOUNTANT/BOOKKEEPER		4	OTHER		<table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <td style="text-align: center; padding: 2px;">CODE</td> </tr> <tr> <td style="text-align: center; padding: 2px;">0101</td> </tr> </table>	CODE	0101
1	OPERATOR/MANAGER/PARTNER															
2	SPOUSE															
3	ACCOUNTANT/BOOKKEEPER															
4	OTHER															
CODE																
0101																
1. Who was the primary respondent for most of this interview?	Respondent's name [if code 3 or 4] _____ Phone (_____) _____															
RECORDS USE	<table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 5%; text-align: center;">1</td> <td style="width: 85%;">All of the Time</td> </tr> <tr> <td style="text-align: center;">2</td> <td>Most of the Time</td> </tr> <tr> <td style="text-align: center;">3</td> <td>Some of the Time</td> </tr> <tr> <td style="text-align: center;">4</td> <td>Almost Never</td> </tr> <tr> <td style="text-align: center;">5</td> <td>Never</td> </tr> </table>	1	All of the Time	2	Most of the Time	3	Some of the Time	4	Almost Never	5	Never	<table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <td style="text-align: center; padding: 2px;">CODE</td> </tr> <tr> <td style="text-align: center; padding: 2px;">0096</td> </tr> </table>	CODE	0096		
1	All of the Time															
2	Most of the Time															
3	Some of the Time															
4	Almost Never															
5	Never															
CODE																
0096																
2. Did respondent use farm/ranch records to report income and expenses--																
3. What records did the respondent refer to when reporting most of their income and expense data?	<table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 5%; text-align: center;">1</td> <td style="width: 85%;">A General Ledger or Personal Record Book</td> </tr> <tr> <td style="text-align: center;">2</td> <td>Formal Farm Records Workbook or Account Book</td> </tr> <tr> <td style="text-align: center;">3</td> <td>Loose Receipts</td> </tr> <tr> <td style="text-align: center;">4</td> <td>Something Else</td> </tr> <tr> <td style="text-align: center;">5</td> <td>Computer or Computer Printout</td> </tr> <tr> <td style="text-align: center;">6</td> <td>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	<table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <td style="text-align: center; padding: 2px;">CODE</td> </tr> <tr> <td style="text-align: center; padding: 2px;">0097</td> </tr> </table>	CODE	0097
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0097																
ENDING TIME [MILITARY] [Please be precise.]		<table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <td style="text-align: center; padding: 2px;">MILITARY TIME</td> </tr> <tr> <td style="text-align: center; padding: 2px;">0005</td> </tr> <tr> <td style="text-align: center; padding: 2px;">_ _ _ _</td> </tr> </table>	MILITARY TIME	0005	_ _ _ _											
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_ _ _ _																
DATE:		<table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <td style="text-align: center; padding: 2px;">MM DD 99</td> </tr> <tr> <td style="text-align: center; padding: 2px;">0007</td> </tr> </table>	MM DD 99	0007												
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ENUMERATOR NAME _____	<table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <td style="text-align: center; padding: 2px;">ENUMERATOR ID</td> </tr> <tr> <td style="text-align: center; padding: 2px;">0098</td> </tr> </table>	ENUMERATOR ID	0098	<table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <td style="text-align: center; padding: 2px;">ENUMERATOR EVALUATION</td> </tr> <tr> <td style="text-align: center; padding: 2px;">0100</td> </tr> </table>	ENUMERATOR EVALUATION	0100										
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