CONCLUSION

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

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

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

CODE

009

MILITARY TIME

0005

OFFICE USE

TIME IN HOURS

0008

We are collecting information on costs and returns and need your help to make the information as accurate as possible. Authority for collection of information on the Costs and Returns Report is Title 7, Section 2204 of the U.S. Code. Under Title 7 of the U.S. Code and CIPSEA (Public Law 107-347), facts about your operation are kept confidential and used only for statistical purposes. Response is voluntary. You may skip any question(s) you prefer not to answer.

INTRODUCTION:

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

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

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

POID

PARTNER NAME

ADDRESS

CITY  STATE  ZIP  PHONE NUMBER

CITY  STATE  ZIP  PHONE NUMBER

POID

PARTNER NAME

ADDRESS

CITY  STATE  ZIP  PHONE NUMBER

CITY  STATE  ZIP  PHONE NUMBER

TOTAL POINTS  R. UNIT

0029  0021  PARTNER STRATUM  0025  0026  0027  0028  0009  0002
SECTION A  LAND IN FARM / RANCH

For 2011, please report farm/ranch land owned, rented, or used by you, your spouse, or by the partnership, corporation or organization for which you are reporting. (Include all cropland, idle land, CRP, pasturiland, woodland, wasteland, farmland, acres used for crop/livestock production facilities, and all other building sites associated with this operation, etc.)

ACRES OPERATED

1. How many acres of farm/ranch land were owned? .......................................................... + 0020

2. How many acres of farm/ranch land were rented or leased from others—
   (Exclude land used on an animal unit month (AUM) of fee per head basis under a grazing permit.)
   a. for a fixed or flexible cash rent payment? .................................................. + 0021
   b. for a share of the crop or livestock production? (Include hybrid rental arrangements
      where rent paid is based on a fixed cash payment plus some shared production.) ........ + 0023
   c. for free? ........................................................................................................ + 0024

3. How many acres of farm/ranch land were rented or leased to others?
   (Include land rented for cash, for a share of crop or livestock production, or rent free.) .......................................................... = 0025

4. Then the TOTAL ACRES in this operation in 2011 were: (total items 1 + 2a + 2b + 2c – 3) .... = 0026

5. Of the total acres in this operation (item 4), how many were—
   a. considered cropland? (Include land in government programs, fruit/rubbery/nursery acres,
      and land planted to hay, including wild hay. Exclude CRP acres planted to trees.) .......... 0030
   b. covered under a Federal crop insurance policy? .............................................. 0039
   c. enrolled in the Conservation Reserve Program (CRP), Conservation Reserve
      Enhancement Program (CRP), and/or Wetlands Reserve Program (WRP)? .................. 0028
   d. used to harvest certified organic crops? ......................................................... 0041

6. In 2011, what was the total dollar amount received from CRP, CREP, and/or WRP payments?
   (Verify that CRP, CREP, and/or WRP acres are reported in item 5c). ...................... 0477

7. In the 2011 crop year, did this operation use any land for annual crops (row crops, small grains,
   vegetables, etc. other than hay) that was used in 2010 for hay, grazing/pasture, CRP/CREP/WRP
   or any other non-crop uses? (Include land that was in this operation in 2011 but not in 2010. Exclude
   land that was in this farm in 2010 but not in 2011.)
   □ YES - [Enter code 1, then continue]  □ NO - [Enter code 3, then go to item 8] ........

How many acres of each of these 2010 land uses were used for annual crops in the 2011 crop year?

a. CRP/CREP/WRP land in 2010 that was used for annual crops in 2011. .......................... 0046
b. Hay, grazing, or other non-crop, non-CRP/CREP/WRP land in 2010 that was used for annual crops in 2011. .......................... 0347

[Show VALUE CODES in Respondent Booklet.]

13. Which value code represents the total value of each of the following categories of off-farm debt (debt not associated with this operation) owed by the operator and members of the operator’s household on December 31, 2011, for—
   (Exclude off-farm debt secured with farm assets. Include any debt – household debt, credit cards,
   etc. – reported in SECTION H, Farm Debt.)
   a. mortgages on operator’s dwelling. If not owned by the operation? (Include home mortgages, home equity loans, and lines of credit secured by the operator’s dwelling). .......................... 0988
   b. mortgages on other real estate and other personal (second) homes? (Include mortgages,
      equity loans, and lines of credit secured by other real estate, including other farms, residential
      rental, commercial, and other real estate). ....................................................... 0989
   c. loans on businesses that are not a part of this farm operation? ................................. 1101
   d. personal loans? (Include credit cards, auto loans, unpaid taxes, medical bills, any other debts/liabilities
      not reported elsewhere). .............................................................................. 1102
   e. all other off-farm debt owed by the operator or household? ..................................... 0983

14. Which value code represents the amount of off-farm debt owed by the operator or household members that was secured by farm assets? ................................................................. 1117

[ENUMERATOR NOTE: Items 15 - 17 refer to Income and Expense Items for 2010]

15. Which value code represents the total farm sales in the previous year (2010)?
   (Total farm sales includes livestock and crop income from cash and marketing contract sales, fees received
   from livestock and crop production contracts, the net change in CCC loans, and government payments).
   ....................................................................................................................................... 1113

16. Which value code represents the net operating income for this operation in the previous year (2010)?
   (Cash income from all farm sources minus production costs and depreciation; if negative net
   operating income, indicate a minus sign before the value code). .............................. 1114

17. Which value code represents the total off-farm income in the previous year (2010)?
   (Wages, salaries, tips, interest, dividends, other public sources, etc. before taxes, income from operating
   another farm, income from operating any other business; if negative off-farm income, indicate a minus sign
   before the value code). .............................................................................................. 1115

OFFICE USE ONLY 2002

SECTION A continues on next page.
11. Which value code represents how much this household spent in 2011 on—

<table>
<thead>
<tr>
<th>VALUE CODE</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>1106</td>
<td>a. food, including food away from home?</td>
</tr>
<tr>
<td>1104</td>
<td>b. rent payments for principal operator’s dwelling, if not owned by the household (item 12c, below) or farm business (SECTION G, item 1a has a zero value)?</td>
</tr>
<tr>
<td>1106</td>
<td>c. utilities and household supplies?</td>
</tr>
<tr>
<td>1107</td>
<td>d. non-farm transportation:</td>
</tr>
<tr>
<td>1111</td>
<td>(i) renting or leasing of vehicles for household use, public transportation expenses, etc.?</td>
</tr>
<tr>
<td>1112</td>
<td>(ii) fuel, maintenance and repairs, vehicle insurance, parking and license fees for non-farm share of vehicles?</td>
</tr>
<tr>
<td>1108</td>
<td>e. health and medical expenses:</td>
</tr>
<tr>
<td>1109</td>
<td>(i) health and/or dental insurance costs? (costs not covered by the farm operation or an off-farm employer)?</td>
</tr>
<tr>
<td>1110</td>
<td>(ii) out of pocket expenses for health and medical needs? (include co-payments, co-insurance, deductibles, etc.)?</td>
</tr>
<tr>
<td>1111</td>
<td>f. contributions to personal insurance (including life, disability, and liability insurance but not including health, homeowner or vehicle insurance) and retirement plans including pensions and Social Security?</td>
</tr>
<tr>
<td>1112</td>
<td>g. contributions to individuals outside of the household, including alimony, child support, gifts (not including bequests) and charitable contributions?</td>
</tr>
<tr>
<td>1118</td>
<td>h. mortgage interest for operators who live in a dwelling owned by the household and not the operation?</td>
</tr>
<tr>
<td>1120</td>
<td>i. property taxes for operators who live in a dwelling owned by the household and not the operation?</td>
</tr>
<tr>
<td>1121</td>
<td>j. all other family living expenses, such as non-farm household insurance payments, clothing and personal care products and services, house furnishings and equipment, education and child (or adult) care, entertainment (hobbies, recreation, and vacations)?</td>
</tr>
</tbody>
</table>

12. Which value code represents the total value of each of the following categories of off-farm assets owned by the operator and members of the operator’s household on December 31, 2011? (Exclude assets of this operator, reported in SECTION G.)

<table>
<thead>
<tr>
<th>VALUE CODE</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>0593</td>
<td>a. financial assets held in non-retirement accounts? (include cash, checking, savings, money market accounts, certificates of deposit, savings bonds, government securities, outstanding personal loans due to the operator or household, corporate stock, mutual funds, cash surrender value of life insurance, other financial assets. Exclude all farm business-related assets)?</td>
</tr>
<tr>
<td>0594</td>
<td>b. retirement accounts? (401k, 403b, IRA, Keogh, other retirement accounts)?</td>
</tr>
<tr>
<td>0595</td>
<td>c. operator’s dwelling, if not owned by the operation? (not reported in Section G, item 1a)?</td>
</tr>
<tr>
<td>0596</td>
<td>d. real estate and other personal (second) homes? (other farms, residential rental, commercial, and other real estate)?</td>
</tr>
<tr>
<td>0597</td>
<td>e. business not part of this farm?</td>
</tr>
<tr>
<td>0598</td>
<td>f. all household vehicles? (including household share of vehicles partly owned by the operation)?</td>
</tr>
<tr>
<td>0599</td>
<td>g. other assets not reported elsewhere?</td>
</tr>
</tbody>
</table>

13. For acres share-rented to others, what was the total value of crop or livestock shares received in 2011 by this operation? (Exclude rent received in 2011 for previous years and government payments received from those acres.)

<table>
<thead>
<tr>
<th>CODE</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>0596</td>
<td>a. CRP/CREP/WRP land in 2011 that was used for annual crops in 2010?</td>
</tr>
<tr>
<td>0597</td>
<td>b. Hay, grazing, or other non-crop, non-CRP/CREP/WRP land in 2011 that was used for annual crops in 2010?</td>
</tr>
</tbody>
</table>

9. At any time during 2011 did you have a current Environmental Quality Incentives Program (EQIP), Conservation Security Program (CSP), and/or Conservation Stewardship Program (CSP) contract? (Check yes if you had a current contract, regardless of whether you received a payment during 2011.)

<table>
<thead>
<tr>
<th>CODE</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>0526</td>
<td>a. What was the total acreage of fields subject to conservation treatments under—</td>
</tr>
<tr>
<td>0711</td>
<td>(Include acreage of fields where practices are applied (e.g., reduced tillage, terraces, and grassed waterways) and acreage of fields/tracts that are adjacent to field-edge practice such as filter strips, riparian buffers, or fences)?</td>
</tr>
<tr>
<td>0712</td>
<td>(i) EQIP?</td>
</tr>
<tr>
<td>0540</td>
<td>(ii) CSP or CSIP?</td>
</tr>
<tr>
<td>0544</td>
<td>b. What was the total dollar amount received under—</td>
</tr>
<tr>
<td>0547</td>
<td>(i) EQIP? (Verify that acreage is reported in item 9a(i)).</td>
</tr>
<tr>
<td>0548</td>
<td>(ii) CSP or CSIP? (Verify that acreage is reported in item 9a(i)).</td>
</tr>
</tbody>
</table>

RENT PAID

10. Including rent for land and/or buildings, what was the total CASH RENT PAID in 2011 by this operation? (Include rent paid in 2011 for previous years and rent paid in advance. Exclude storage bins, to be reported in SECTION F, item 20. Exclude grazing of livestock, to be reported in item 11 below.)

<table>
<thead>
<tr>
<th>CODE</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>0040</td>
<td>a. CRP/CREP/WRP land in 2011 that was used for annual crops in 2010.</td>
</tr>
<tr>
<td>0041</td>
<td>b. Hay, grazing, or other non-crop, non-CRP/CREP/WRP land in 2011 that was used for annual crops in 2010.</td>
</tr>
</tbody>
</table>

11. Did this operation use land (on a per head or AUM basis) that is administered either by:

- public or private agencies,
- industrial corporations,
- grazing associations, or
- rent from individuals on a short term grazing arrangement?

<table>
<thead>
<tr>
<th>CODE</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>0049</td>
<td>a. In 2011, were the total fees this operation paid for the use of publicly owned land on an AUM basis? (Include fees paid for privately owned land administered by a public agency through exchange-of-use).</td>
</tr>
<tr>
<td>0045</td>
<td>b. In 2011, how much did this operation spend on pasturing or grazing of livestock on privately owned land (railroads, another farm/rancho, etc.) used on a fee per head (AUM) or gain basis?</td>
</tr>
</tbody>
</table>

RENT RECEIVED

12. Including rent for land and/or buildings, what was the total CASH RENT RECEIVED in 2011 for acres rented TO others by this operation? (Include rent received in 2011 for previous years, rent received in advance, and government payments received from those acres. Exclude grazing of livestock, to be reported in SECTION E.)

<table>
<thead>
<tr>
<th>CODE</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>0042</td>
<td>a. CRP/CREP/WRP land in 2011 that was used for annual crops in 2010.</td>
</tr>
<tr>
<td>0043</td>
<td>b. Hay, grazing, or other non-crop, non-CRP/CREP/WRP land in 2011 that was used for annual crops in 2010.</td>
</tr>
</tbody>
</table>
### SECTION B ACREAGE and PRODUCTION

1. For 2011, please report the acreage and quantity harvested, and amount used on this operation, on the total acres in this operation (Section A, Item 4). Include crops grown on a contract or custom basis. Exclude crops grown on land rented to others and cover crops if not harvested.

<table>
<thead>
<tr>
<th>CROP</th>
<th>How many acres were HARVESTED?</th>
<th>How much of the total production? (Include landlord share and amount used on operation)</th>
<th>How much of this operation’s share of the total production was (will be) used on this operation?</th>
<th>How much of the landlord’s share of the crop?</th>
<th>[If share rented from others, add]</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>FIELD CROPS</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Corn for grain</td>
<td>0106</td>
<td>0106</td>
<td>Bu.</td>
<td>0107</td>
<td>Bu.</td>
</tr>
<tr>
<td>Corn for silage or greenchop</td>
<td>0109</td>
<td>0110</td>
<td>Tons</td>
<td>0111</td>
<td>Tons</td>
</tr>
<tr>
<td>Cotton, all types</td>
<td>0113</td>
<td>0114</td>
<td>Lbs.</td>
<td>0116</td>
<td>Lbs.</td>
</tr>
<tr>
<td>Peanuts</td>
<td>0117</td>
<td>0118</td>
<td>Lbs.</td>
<td>0119</td>
<td>Lbs.</td>
</tr>
<tr>
<td>Potatoes, (report sweet potatoes in all other crops)</td>
<td>0121</td>
<td><strong>2</strong></td>
<td>Cwt.</td>
<td>0123</td>
<td>Cwt.</td>
</tr>
<tr>
<td>Rice</td>
<td>0125</td>
<td>0126</td>
<td>Cwt.</td>
<td>0127</td>
<td>Cwt.</td>
</tr>
<tr>
<td>Sorghum for grain</td>
<td>0129</td>
<td>0130</td>
<td>Bu.</td>
<td>0131</td>
<td>Bu.</td>
</tr>
<tr>
<td>Sorghum for silage</td>
<td>0133</td>
<td>0134</td>
<td>Tons</td>
<td>0135</td>
<td>Tons</td>
</tr>
<tr>
<td>Soybeans, all types</td>
<td>0137</td>
<td>0138</td>
<td>Bu.</td>
<td>0139</td>
<td>Bu.</td>
</tr>
<tr>
<td>Tobacco, all types</td>
<td>0141</td>
<td>0142</td>
<td>Lbs.</td>
<td>0143</td>
<td>Lbs.</td>
</tr>
<tr>
<td><strong>SMALL GRAINS</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Barley for grain</td>
<td>0145</td>
<td>0146</td>
<td>Bu.</td>
<td>0147</td>
<td>Bu.</td>
</tr>
<tr>
<td>Oats for grain</td>
<td>0149</td>
<td>0150</td>
<td>Bu.</td>
<td>0151</td>
<td>Bu.</td>
</tr>
<tr>
<td>Wheat, all types, for grain</td>
<td>0153</td>
<td>0154</td>
<td>Bu.</td>
<td>0155</td>
<td>Bu.</td>
</tr>
<tr>
<td><strong>DRY HAY CROPS</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Hay, dry alfalfa and alfalfa mixtures</td>
<td>0157</td>
<td>0158</td>
<td>Tons</td>
<td>0159</td>
<td>Tons</td>
</tr>
<tr>
<td>Hay, dry all others</td>
<td>0161</td>
<td>0162</td>
<td>Tons</td>
<td>0163</td>
<td>Tons</td>
</tr>
<tr>
<td><strong>OTHER CROPS</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Canola</td>
<td>0165</td>
<td>0166</td>
<td>Lbs.</td>
<td>0167</td>
<td>Lbs.</td>
</tr>
<tr>
<td>Other oilseeds</td>
<td>0169</td>
<td>0170</td>
<td>Lbs.</td>
<td>0171</td>
<td>Lbs.</td>
</tr>
<tr>
<td>Sugarcan or sugarbeets</td>
<td>0173</td>
<td>0174</td>
<td>Tons</td>
<td>0175</td>
<td>Tons</td>
</tr>
</tbody>
</table>

### 10. Which value code from the list below represents the total income the household, the principal operator, and spouse received in 2011 from— (Exclude farm income reported earlier.)

<table>
<thead>
<tr>
<th>SOURCE</th>
<th>TOTAL HOUSEHOLD INCOME VALUE CODE</th>
<th>OPERATOR INCOME VALUE CODE</th>
<th>SPOUSE INCOME VALUE CODE</th>
</tr>
</thead>
<tbody>
<tr>
<td>a. all off-farm wages, salaries, and tips before taxes and withholdings</td>
<td>0952</td>
<td>0950</td>
<td>0951</td>
</tr>
<tr>
<td>(i) Which business code (from list in respondent booklet) represents the type of off-farm business you and/or your spouse worked at?</td>
<td>1070</td>
<td>1071</td>
<td></td>
</tr>
<tr>
<td>(ii) Which occupational code (from list in respondent booklet) represents the type of job you and/or your spouse had at this off-farm business?</td>
<td>1059</td>
<td>1060</td>
<td></td>
</tr>
<tr>
<td>b. net cash income from operating another farm or ranch (net of depreciation)? (can be negative (-) if a loss was incurred).</td>
<td>0957</td>
<td>0955</td>
<td>0956</td>
</tr>
<tr>
<td>c. net cash income from renting farmland to others, excluding land rented to others from this operation? (can be negative (-) if a loss was incurred). (Include rental of farmland that is not part of this operation, which may include whole farms or ranches owned by household members as well as other parcels of land. Include cash or share-rental income).</td>
<td>0963</td>
<td></td>
<td></td>
</tr>
<tr>
<td>d. net cash income from operating any other business (net of depreciation)? (can be negative (-) if a loss was incurred).</td>
<td>0960</td>
<td>0958</td>
<td>0969</td>
</tr>
<tr>
<td>(i) Which business code (from list in respondent booklet) represents the type of off-farm business you and/or your spouse operated?</td>
<td>1072</td>
<td>1073</td>
<td></td>
</tr>
<tr>
<td>(ii) What was the total number of employees who worked at this business? (include the operator and spouse).</td>
<td>1074</td>
<td>1075</td>
<td></td>
</tr>
<tr>
<td>e. interest income?</td>
<td>0969</td>
<td></td>
<td></td>
</tr>
<tr>
<td>f. dividend income?</td>
<td>0966</td>
<td></td>
<td></td>
</tr>
<tr>
<td>g. total proceeds from the sale of farm and non-farm capital assets? (include operator household’s share only).</td>
<td>0978</td>
<td></td>
<td></td>
</tr>
<tr>
<td>(i) recognized gain/loss on the sale of capital assets reported above? (own farm). (can be negative (-) if capital losses were incurred).</td>
<td>0981</td>
<td></td>
<td></td>
</tr>
<tr>
<td>h. income from private pensions and private disability payments?</td>
<td>0939</td>
<td></td>
<td></td>
</tr>
<tr>
<td>i. income from public sources? (Include Social Security, military and other public retirement, veteran’s benefits, public disability, unemployment, or other public assistance).</td>
<td>0966</td>
<td></td>
<td></td>
</tr>
<tr>
<td>j. other off-farm sources of income?</td>
<td>0933</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

7. Of the people who lived in your (the principal operator’s) household on December 31, 2011, how many were—

<table>
<thead>
<tr>
<th>In each age category?</th>
<th>Were covered by any health insurance for any part of year?</th>
</tr>
</thead>
<tbody>
<tr>
<td>NUMBER</td>
<td>NUMBER</td>
</tr>
<tr>
<td>1228</td>
<td>1126</td>
</tr>
<tr>
<td>1229</td>
<td>1127</td>
</tr>
<tr>
<td>1230</td>
<td>1128</td>
</tr>
<tr>
<td>1231</td>
<td>1129</td>
</tr>
</tbody>
</table>

a. younger than 6 years old?  

b. from 6 through 17 years old?  

c. from 18 through 64 years old?  

d. 65 years or older?  

ej. Total persons in household (should equal number reported in item 6)  

8. In 2011, how many of these persons had health insurance that was provided through—

a. an employer (or former employer) from the operator’s off-farm work?  

b. an employer (or former employer) from the spouse’s off-farm work?  

c. other employer or group sponsored policies (e.g., purchased through a cooperative, union, or farm organization)?  

d. this farming operation?  

e. direct purchase private policy (fully purchased by or for the household)?  

f. Medicare, Medicaid, or other public insurance?  

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

<table>
<thead>
<tr>
<th>OPERATOR MILES</th>
<th>SPOUSE MILES</th>
</tr>
</thead>
<tbody>
<tr>
<td>0940</td>
<td>0942</td>
</tr>
</tbody>
</table>

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

3. [Ask only if starred (*) crops in item 1 were share rented from others.] For acres rented to this operation on a share basis in 2011, what was the estimated market value of your landlord’s share of the dry beans, vegetables, fruits, nuts, nursery, greenhouse and all other crops?  

4. Did this operation plant any corn, soybeans, wheat, or cotton intended for harvest in 2011, or hay intended for livestock feed in 2011?  

5. How many acres of cropland were irrigated in 2011? (For double cropped acres, include the acreage of both crops. Verify that planted acreage is equal to or greater than harvested acreage reported in Section B, item 1.)  

6. How many acres of cropland were left fallow for moisture conservation or other purposes?  

<table>
<thead>
<tr>
<th>SPOUSE MILES</th>
<th>OPERATOR MILES</th>
</tr>
</thead>
<tbody>
<tr>
<td>0941</td>
<td>0942</td>
</tr>
</tbody>
</table>

SECTION J continues on next page.
### SECTION C: LIVESTOCK

Please report the total numbers, including landlord's share, of livestock, poultry, and/or livestock products sold and/or removed from this operation during 2011 and the total inventory on December 31, 2011, regardless of ownership. (Include landlord's share, any sold on the open market (non-contract), and any removed from this operation under a production or marketing contract in 2011.)

1. Did this operation have on hand or produce any livestock during 2011?  
   *What was the total number [column 1] sold or removed in 2011? [column 2] On Dec. 31, 2011, how many [column 3] regardless of ownership were on hand? On Dec. 31, 2011, how many [column 4] were owned by this operation?*
   
   a. Beef cows (include beef heifers that have calved. Exclude heifers that have not calved, steers, calves, and bulls.): [column 5] [column 6] [column 7]  
   b. Milk cows, including any dry cows (Exclude any heifers not yet freshened.): [column 8] [column 9] [column 10]  
      i. Milk produced in 2011 (report in cwt.): [column 11]  
   c. Other cattle and calves (exclude heifers that have not calved, steers, calves, and bulls.): [column 12] [column 13]  
   d. Total cattle and calves (total items a + b + c.): [column 14]  
   e. All hogs and pigs: [column 15] [column 16]  
   f. Egg layers: [column 17] [column 18]  
      i. Chicken eggs (report in dozens.): [column 19]  
   g. Turkeys: [column 20] [column 21]  
   h. Broilers: [column 22] [column 23]  
   i. All other livestock and poultry (Specify type): [column 24] [column 25]  

2. [SHARE RENTS from others and has livestock, ask—]*What was the estimated total market value of your landlord’s share of livestock production sold or removed from this operation in 2011? (Exclude shared livestock production not part of a land rental arrangement.)*

3. Did any OTHER operation(s) grow, feed, or raise livestock or poultry owned by this operation on contractee or under a production or marketing contract during 2011? [column 26]  
   
   [LIST TYPE below.]

<table>
<thead>
<tr>
<th>CODE</th>
<th>What livestock or poultry were being raised or fed for you?</th>
</tr>
</thead>
<tbody>
<tr>
<td>0277</td>
<td></td>
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<tr>
<td>0278</td>
<td></td>
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<tr>
<td>0279</td>
<td></td>
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<td>0280</td>
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<td>0292</td>
<td></td>
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<tr>
<td>0293</td>
<td></td>
</tr>
<tr>
<td>0294</td>
<td></td>
</tr>
</tbody>
</table>

### SECTION J: FARM HOUSEHOLD

[ENUMERATOR NOTE: If the principal operator has a spouse (SECTION I, item 11), please answer for both the principal operator and his/her spouse.]

1. Are the principal operator and/or principal operator’s spouse’s occupation of Spanish, Hispanic, or Latino origin or background, such as Mexican, Cuban, or Puerto Rican, regardless of race?  
   - [YES]: Enter code 1  
   - [NO]: Enter code 3  

2. Which of these do you and/or your spouse (the principal operator and/or principal operator’s spouse) consider yourself? Are you—
   - American Indian or Alaska Native? ([Specify tribe_______])
   - Asian?
   - Black or African American?
   - Native Hawaiian or Other Pacific Islander?
   - White?  

3. What is the highest level of formal education achieved by the principal operator and the principal operator’s spouse?
   - Less than high school diploma
   - High school
   - Some college (Include associates degree)
   - 4-year college graduate and beyond  

4. In 2011, what was the primary occupation of the principal operator and the principal operator’s spouse?
   - Farm or ranch work
   - Work other than farming or ranching
   - Currently not in the paid workforce  

5. Do you (the principal operator) now consider yourself to be retired from farming/ranching?  
   - [YES]: Enter code 1  
   - [NO]: Enter code 3  

---

[SECTION J continues on next page.]
30. In order to estimate the returns farm households receive for their labor correctly, we need to obtain time allocations. We know there are 168 total hours in a week (7 days with 24 hours in a day) that you allocate to various activities.

<table>
<thead>
<tr>
<th></th>
<th>Jan-Mar</th>
<th>April-June</th>
<th>July-Sept</th>
<th>Oct-Dec</th>
</tr>
</thead>
<tbody>
<tr>
<td>HOURS/WEEK</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>1</strong></td>
<td>0480</td>
<td>0481</td>
<td>0482</td>
<td>0483</td>
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<td></td>
<td>0484</td>
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<td>0402</td>
<td>0403</td>
<td>0404</td>
<td>0405</td>
</tr>
</tbody>
</table>

### b. your spouse (the principal operator’s) —

|                  | 0580    | 0581       | 0582      | 0583    |
|                  | 0584    | 0585       | 0586      | 0587    |
|                  | 1095    | 1096       | 1097      | 1098    |
|                  | 0588    | 0589       | 0590      | 0591    |
|                  | 0592    | 0593       | 0594      | 0595    |

### 31. On average, for each of the three-month periods during 2011, about how many hours per week (work and management time) did —

<table>
<thead>
<tr>
<th></th>
<th>Jan-Mar</th>
<th>April-June</th>
<th>July-Sept</th>
<th>Oct-Dec</th>
</tr>
</thead>
<tbody>
<tr>
<td>HOURS/WEEK</td>
<td>1061</td>
<td>1062</td>
<td>1063</td>
<td>1064</td>
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<tr>
<td></td>
<td>1065</td>
<td>1066</td>
<td>1067</td>
<td>1068</td>
</tr>
</tbody>
</table>

### b. other operators (excluding the principal operator and principal operator’s spouse) work for this farm/ranch without receiving a wage or salary? —

|                  | 1031    | 1032       | 1033      | 1034    |
|                  | 0331    | 0332       | 0335      | 0336    |
|                  | 0346    | 0347       | 0350      | 0351    |
|                  | 0361    | 0362       | 0365      | 0366    |
|                  | 0376    | 0377       | 0380      | 0381    |
|                  | 1351    | 1352       | 1355      | 1356    |
|                  | 1366    | 1367       | 1370      | 1371    |
|                  | 1381    | 1382       | 1385      | 1386    |
|                  | 1396    | 1397       | 1400      | 1401    |
|                  | 1416    | 1417       | 1418      | 1419    |
|                  | 1426    | 1427       | 1430      | 1431    |

### 32. For the other workers on this operation (excluding the principal operator, the principle operator’s spouse, other operators, custom hire, and contract labor), on average, for each of the three-month periods during 2011, about how many hours per week (work and management time) did —

|                  | 0840    | 0841       | 0842      | 0843    |
|                  | 0859    | 0860       | 0861      | 0862    |

OFFICE USE ONLY 2001

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### MARKETING CONTRACTS

1. Did this operation have marketing contracts for any commodities delivered in 2011? (A marketing contract is a verbal or written agreement reached before harvest of a crop or before completion of a livestock production stage, setting a price or pricing formula and market for the commodity.)

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

2. (If Yes) Report the commodities delivered in 2011 through marketing contract(s). List the quantities marketed and the final price received. (Include only the quantity owned by the operation. Exclude money received from contractors as reimbursement for expenses (report this in SECTION F).)

---

**COMMODITY MARKETING and INCOME**

**MARKETING CONTRACTS**

### 1. What commodities did this operation have MARKETING contracts for in 2011?

#### (Write in commodities)

<table>
<thead>
<tr>
<th>COMMODITY MARKETING and INCOME</th>
<th>CODE</th>
<th>QUANTITY</th>
<th>CODE</th>
<th>DOLLARS &amp; CENTS</th>
<th>TOTAL DOLLARS</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>0301</td>
<td>0304</td>
<td>0305</td>
<td>0308</td>
<td>0307</td>
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<td>1426</td>
<td>1427</td>
<td>1430</td>
<td>1431</td>
<td>1432</td>
</tr>
</tbody>
</table>

1/ "Delivered" includes commodities for which partial payment was made even if not physically delivered by December 31, 2011.
PRODUCTION CONTRACTS AND CUSTOM FED LIVESTOCK

3. Did this operation have production contracts for any commodities it produced in 2011? (A production contract is a verbal or written agreement setting terms, conditions, and fees to be paid by the contractor to the operation for the production of crops, livestock, or poultry. The contractor usually owns the commodity and often provides inputs.)

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

4. Did this operation have production contracts in 2011. Also list the quantities removed under these contracts and the final fee received. (Exclude money received to pay for production expenses. Expense reimbursements should be reported in SECTION F.)

- YES - [Enter code 1, then continue]
- NO - [Enter code 3, then go to item 28]

UNIT CODES for ITEM 4, COLUMN 4

<table>
<thead>
<tr>
<th>CODE</th>
<th>UNIT CODE</th>
<th>DESCRIPTION</th>
</tr>
</thead>
<tbody>
<tr>
<td>0400</td>
<td>POUND</td>
<td>1</td>
</tr>
<tr>
<td>0401</td>
<td>BIN</td>
<td>5</td>
</tr>
<tr>
<td>0402</td>
<td>DOZEN</td>
<td>9</td>
</tr>
<tr>
<td>0403</td>
<td>BARREL</td>
<td>20</td>
</tr>
<tr>
<td>0404</td>
<td>BOX</td>
<td>6</td>
</tr>
<tr>
<td>0405</td>
<td>FLAT</td>
<td>10</td>
</tr>
<tr>
<td>0406</td>
<td>ACRE</td>
<td>22</td>
</tr>
<tr>
<td>0407</td>
<td>HEAD/BIRD</td>
<td>11</td>
</tr>
<tr>
<td>0408</td>
<td>ANIMAL SPACE</td>
<td>39</td>
</tr>
<tr>
<td>0409</td>
<td>CARTON</td>
<td>8</td>
</tr>
<tr>
<td>0410</td>
<td>PLANT/POT</td>
<td>13</td>
</tr>
<tr>
<td>0411</td>
<td>KILOGRAM</td>
<td>40</td>
</tr>
</tbody>
</table>

4. (If Yes) Report in the table below the commodities with production contracts in 2011. Also list the quantities removed under these contracts and the final fee received. (Exclude money received to pay for production expenses. Expense reimbursements should be reported in SECTION F.)

<table>
<thead>
<tr>
<th>CODE</th>
<th>QUANTITY</th>
<th>CODE</th>
<th>DOLLARS &amp; CENTS</th>
<th>TOTAL DOLLARS</th>
</tr>
</thead>
<tbody>
<tr>
<td>0401</td>
<td></td>
<td>0402</td>
<td></td>
<td></td>
</tr>
<tr>
<td>0403</td>
<td></td>
<td>0404</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

DOLLARS & CENTS: 0405 0406 0407

5. What were the TOTAL FEES RECEIVED in 2011 under this contract? (Exclude money received as reimbursement for production expenses. Record this in SECTION F.)

- YES - [Enter code 1, then continue]
- NO - [Enter code 3, then go to item 28]

6. What was (will be) the FINAL FEE RECEIVED per (column 4) unit by this operation for producing this commodity under this contract? (Exclude money received as reimbursement for production expenses. Record this in SECTION F.)

- YES - [Enter code 1, then continue]
- NO - [Enter code 3, then go to item 28]

DIRECT SALES

23. During 2011 did you produce, raise, or grow any commodities that this operation sold or provided directly to individual consumers for human consumption, directly to retail outlets, or to regional distributors (including food hubs, CSAs, and other local foods aggregators), or directly to institutions (such as schools and hospitals) that provide dining services to consumers? (Exclude commodities reported in Section D if sold to any of the above channels. Exclude non-edible products such as Christmas trees and flowers, craft items, and processed products such as jellies, sausages, and hams.)

- YES - [Enter code 1, then continue]
- NO - [Enter code 3, then go to item 28]

24. Were any of these products delivered under a production contract to a local retail outlet (e.g., restaurant, grocery store) and reported in Section D, Items 3-4?

- YES - [Enter code 1, then continue]
- NO - [Enter code 3, then go to item 28]

25. Were any of these products delivered under a production contract to a local institution (e.g., school or hospital) and reported in Section D, Items 3-4?

- YES - [Enter code 1, then continue]
- NO - [Enter code 3, then go to item 28]

26.Were any of these commodities reported as a marketing contract in Section D, Items 1-2, or cash or open market sales in Section D, Item 5?

- YES - [Enter code 1, then continue]
- NO - [Enter code 3, then go to item 28]

27. What were the cash market, open market or marketing contract sales sold directly to these consumers or outlets? (Exclude commodities produced under production contracts.)

- a. Sales directly to consumers at farmers markets?
- b. Sales directly to consumers from on-farm stores, u-pick, roadside stands, or CSAs?
- c. Sales to a local retail outlet, e.g., restaurant, grocery stores?
- d. Sales to a regional distributor, e.g., food hubs?
- e. Sales to a local institutional outlet, e.g., schools, hospitals?

ENERGY GENERATION

28. At any time during 2011 did this operation generate energy or electricity on the farm using wind or solar technology, methane digesters, etc.? (Code 1208)

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

29. Did you lease land to others who installed windmills or solar arrays?

- YES - [Enter code 1]
- NO - [Enter code 3]
INTERNET USE

19. Do you use the Internet in the farm business? 
   - YES - [Enter code 1, then continue]  
   - NO - [Enter code 3, then go to item 19e].

   a. Do you have high-speed access to the Internet? 
      - YES = 1
   b. Has the Internet become more useful as a farm business tool (over the last two years)? 
      - YES = 1
   c. Do you buy (farm goods or services) or sell (farm commodities, products, or services) online? 
      - YES = 1
   d. Exclusive of buying or selling goods and services online (item 17c), do you communicate with farm business associates (farm owners, farm managers, business partners, cooperative associations, other farmers, bankers, brokers, etc.) through the Internet? 
      - YES = 1

[ENUMERATOR NOTE: If item 19 = code 3 (Internet not used in farm business), continue; else go to item 20.]

20. Do you use a smart phone (Blackberry, iPhone, etc.) in your business?  
   - YES - [Enter code 1]  
   - NO - [Enter code 3].

DISTANCE

21. About how many miles was it from your home to the nearest town or city with a population of 10,000 or more?  

22. Where did you buy the majority of the following input items used by this operation and the principal operator’s household in 2011?

<table>
<thead>
<tr>
<th>Input Item</th>
<th>What is the distance from your farm to where you purchased the input item?</th>
<th>Did you purchase the input item in the nearest town or city of any size?</th>
<th>Price of the input as of March 1, 2011</th>
</tr>
</thead>
<tbody>
<tr>
<td>a. Fuel</td>
<td></td>
<td>1 Yes 3 No</td>
<td>1278</td>
</tr>
<tr>
<td>b. Fertilizer</td>
<td></td>
<td>1 Yes 3 No</td>
<td>1279</td>
</tr>
<tr>
<td>c. Chemicals</td>
<td></td>
<td>1 Yes 3 No</td>
<td>1280</td>
</tr>
<tr>
<td>d. Machinery and Implements</td>
<td></td>
<td>1 Yes 3 No</td>
<td>1250</td>
</tr>
</tbody>
</table>

CASH or OPEN MARKET SALES

5. After subtracting marketing expenses, what was the total dollar amount received in 2011 for cash or open market sales of each of the following crop and/or livestock commodities produced in 2011 and earlier years?  
   - (Exclude marketing contract sales, production contract removals, landlord share of market value.)

   a. Corn, rice, sorghum, soybeans, barley, oats, wheat (Exclude sloe. Exclude sweet corn.)  
   b. Other grains and oilseeds, dry beans, and dry peas (flaxseed, other grain silage and forage, other grains and oilseeds, popcorn, sunflowers, etc.)  
   c. Tobacco, cotton, and cottonseed  
   d. Vegetables, melons, potatoes and sweet potatoes (cabbage, cantaloupe, pumpkin, red beets, sweet corn, tomato, watermelons, vegetable seeds, etc.)  
   e. Fruit, tree nuts and berries (almonds, apricots, blueberries, cherries, grapes, hazelnuts, kiwi fruit, oranges, pears, peaches, strawberries, walnuts, etc.)  
   f. Nursery, greenhouse, cut Christmas trees, floriculture and sod (daffodils, plants, bulbs, cut flowers, flower seeds, foliage plants, mushrooms, nursery potted plants, shrubbery, etc.)  
   g. Other crops, hay, and short rotation woody crops (grass seed, hay and grass silage, hops, maple syrup, milk, peanuts, sugarcane, sugarcane, etc.)  
   h. Hogs and pigs (Exclude breeding stock)  
   i. Hop breeding stock  
      (i) Recognized gain/loss on sales of breeding hogs reported in item 5i above (can be negative (-) if losses were incurred)  
   j. Milk from cows (before deduction of any hauling fees)  
   k. Cattle and calves (beef cattle, beef and dairy cattle, feeders and feeders, veal calves, etc.)  
      Exclude breeding stock  
   l. Cattle breeding stock  
      (i) Recognized gain/loss on sales of breeding cattle reported in item 5l above (can be negative (-) if losses were incurred)  
   m. Broilers  
   n. Eggs  
   o. Turkeys  
   p. Other poultry (other chickens, ducks, emus, geese, hatching, ostriches, pheasants, quail, poultry products, etc.)  
   q. Other animals and animal products (sheep, goats, and their products (wool, mohair, and wool), horses, ponies, mules, burros, and donkeys; aquaculture; bees and honey; semen and embryo sales)  

6. What was the total amount received from straw and other crop residue sales?  
   - (Exclude hay sales)
MARKETING CHARGES

7. In 2011, how much was spent by this operation (operators, partners, landlords, and contractors) for marketing and storage expenses incurred by this operation? [Include check-off, commissions, storage, inspection, ginning, etc. Include marketing expenses for contract sales.]

<table>
<thead>
<tr>
<th>OPERATOR(S) and PARTNER(S)</th>
<th>LANDLORD(S)</th>
<th>CONTRACTOR(S)</th>
</tr>
</thead>
<tbody>
<tr>
<td>DOLLARS</td>
<td>DOLLARS</td>
<td>DOLLARS</td>
</tr>
<tr>
<td>0868</td>
<td>0869</td>
<td>0870</td>
</tr>
</tbody>
</table>

ACCOUNTS RECEIVABLE / DEFERRED PAYMENTS

8. For each item below, report income received or the amount owed to the operation on the dates specified. Do not include crops in storage and not yet sold. [Include cash sales, marketing contract sales, and production contract removals.]

[ENUMERATOR NOTE: Crops in storage and not sold as of the reference date should be reported in Section G, item 4a.]

a. On January 1, 2011, what was the total dollar amount owed to this operation for all commodities produced and sold (cash or contract) before January 1, 2011? 0865 0875

   (i) How much did this operation receive from item 8a during 2011? 0866

b. What was the total dollar amount owed to this operation on December 31, 2011, for all commodities produced, sold (cash or contract), delivered, or removed under contract in 2011 and earlier years? 0867 0870

MARKETING EXPENSE WORKSHEET

<table>
<thead>
<tr>
<th>COMMODITY</th>
<th>EXPENSE NAME</th>
<th>FEE PER UNIT</th>
<th>UNIT</th>
<th>NUMBER OF UNITS</th>
<th>TOTAL MARKETING EXPENSE</th>
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<thead>
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<th>TOTAL MARKETING CHARGES (EXPENSES)</th>
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<tbody>
<tr>
<td>0846</td>
</tr>
</tbody>
</table>

[ENUMERATOR NOTE: If the operation is NOT a family or individual operation, continue; else go to item 10.]

9. If the operation rented or leased land from others (reported in Section A, items 2a, 2b, and 2c), how many of those rented acres are owned by your household? 0977

FARM OPERATORS

10. In 2011, how many operators (individuals) were involved in the day-to-day decisions for this operation? [Enter the number of operators, including the operator named on the front of this form, and family members if they are also operators. Exclude family members unless they make day-to-day decisions for the operation. Include hired workers unless they are hired managers.]

<table>
<thead>
<tr>
<th>NUMBER</th>
<th>CODE</th>
</tr>
</thead>
<tbody>
<tr>
<td>1200</td>
<td>1205</td>
</tr>
</tbody>
</table>

11. Did you (the principal operator) have a spouse for at least part of 2011?  
   YES - [Enter code 1, then continue]  
   NO - [Enter code 3, then go to item 13]  

12. Did the principal operator’s spouse make day-to-day decisions for this farm/ranch at any point during 2011?  
   YES - [Enter code 1]  
   NO - [Enter code 3]  

   For items 13-16, please answer the following questions for up to three primary operators of this operation as of December 31, 2011. If one of the operators is the principal operator’s spouse, record his/her information in operator 2.

<table>
<thead>
<tr>
<th>PRINCIPAL OPERATOR</th>
<th>OPERATOR 2</th>
<th>OPERATOR 3</th>
</tr>
</thead>
<tbody>
<tr>
<td>NAME</td>
<td>NAME</td>
<td>NAME</td>
</tr>
<tr>
<td>CODE</td>
<td>CODE</td>
<td>CODE</td>
</tr>
<tr>
<td>1224</td>
<td>1206</td>
<td>1208</td>
</tr>
<tr>
<td>1234</td>
<td>1216</td>
<td>1218</td>
</tr>
</tbody>
</table>

13. What was the full name of the operator(s)?

14. What was the age of the operator(s) on December 31, 2011?  
   1242 1262 1282

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

16. What was the gender of the operator(s)?  
   1 Male  2 Female
   1243 1263 1283

17. Is the principal operator’s spouse listed as OPERATOR 2 in item 13?  
   YES - [Enter code 1, then go to item 18]  
   NO - [Enter code 3, then continue with item a]  

   a. If NO, and the principal operator had a spouse at any point during 2011, what was the age of the principal operator’s spouse on December 31, 2011?  
      1203  
      AGE  
      1206

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

<table>
<thead>
<tr>
<th>CODE</th>
</tr>
</thead>
<tbody>
<tr>
<td>0956</td>
</tr>
</tbody>
</table>

SECTION I continues on next page.
### SECTION I: FARM MANAGEMENT and USE OF TIME

1. In 2011, was more than 50% of the ownership interest in this operation held by you (the principal operator) and/or persons related to you by blood, marriage, or adoption, including relatives not residing in your household? (Ownership interest is defined as having ownership of at least some of the farm business assets. Potential owners include individuals, partners, corporate shareholders, and members of a Limited Liability Company. Potential owners DO NOT INCLUDE landlords, contractors, and lenders.)
   - YES - [Enter code 1, then continue]
   - NO - [Enter code 3, then go to item 2]

   CODE
   - 1249

   NUMBER
   - 1246

   PERCENT
   - 1248

2. In 2011, how many owners of this operation were there? (Exclude landlords, contractors, and lending institutions holding farm debt. Include yourself if you have an ownership interest.)
   - Family or Individual operation? (Exclude partnerships and corporations)
     - 1 Family or Individual operation? (Exclude partnerships and corporations)
   - A legal partnership operation? (Include family partnerships)
     - 2 A legal partnership operation? (Include family partnerships)
   - C - Corporation?
     - 3 C - Corporation?
   - S - Corporation?
     - 4 S - Corporation?
   - Other? (Include estates, trusts, cooperatives, grazing associations, etc.)
     - 5 Other? (Include estates, trusts, cooperatives, grazing associations, etc.)

   CODE
   - 1240

   NUMBER
   - 1232

3. In 2011, what was this operation’s legal status for tax purposes?
   - 1 Family or Individual operation? (Exclude partnerships and corporations)
   - 2 A legal partnership operation? (Include family partnerships)
   - 3 C - Corporation?
   - 4 S - Corporation?
   - 5 Other? (Include estates, trusts, cooperatives, grazing associations, etc.)

   CODE
   - 1240

   NUMBER
   - 1232

4. Was this operation organized as a Limited Liability Company (LLC) under State law?
   - YES - [Enter code 1, then continue]
   - NO - [Enter code 3, then go to item 7]

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

### SECTION II: PARTNERSHIP QUESTIONS

5. Is this partnership registered under State law?
   - YES - [Enter code 1, then continue]
   - NO - [Enter code 3, then go to item 6]

   CODE
   - 1204

   NUMBER
   - 1232

6. How many partners are there in this operation?

### SECTION III: SHARE OF NET FARM INCOME

7. In 2011, did any households, other than your (the principal operator’s) household, share in the net farm income of this business? (Sharing can occur by receiving a share of profits/losses or, if incorporated, receiving corporate dividends.)
   - YES - [Enter code 1, then continue]
   - NO - [Enter code 3, then go to item 8]

   CODE
   - 1226

   NUMBER
   - 0976

8. Is this operation a C-Corporation or an LLC that chose to file as a C-Corporation?
   - YES - [Enter code 1, then go to item 8a]
   - NO - [Enter code 3, then go to item 8b]

   CODE
   - 1226

   VALUE CODE
   - 0975

   PERCENT
   - 0974

   a. How many other households shared in the net income of the farm business?

   b. What value code represents the corporate dividends that you (the operator) and your household received from this farming operation? (If your operation is an LLC that elected to file income for tax purposes as a C-Corporation, consider this as income here.) (See Value Code list in Respondent’s Booklet. Skip 8b and proceed to item 9.)

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

### SECTION E: OTHER FARM RELATED INCOME

1. In 2011, did this operation receive or repay any Commodity Credit Corporation (CCC) loans?
   - YES - [Enter code 1, then continue]
   - NO - [Enter code 3, then go to item 2]

   CODE
   - 0960

   DOLLARS
   - 0959

   a. In 2011, how much was received for all commodities placed under CCC loans? (Include Austrian winter peas, barley, canola, rapeseed, corn, cotton, canola, dry edible peas, flaxseed, hemp, mustard, seed, oats, peanuts, rice, safflower, sesame seed, small chickpeas, sorghum, soybeans, sunflower seed, and wheat.)

   b. In 2011, was the amount spent to repay all CCC loans? (Exclude storage and service fees.)

   [ENUMERATOR NOTE: If any of the crops redeemed from the CCC were sold in 2011, verify that these sales are recorded in Marketing Contracts (SECTION D, item 2) or Cash Sales (SECTION D, item 5). If the redeemed crops were NOT sold in 2011, their value should be reported in SECTION E, item 4a]

2. In 2011, did this operation receive Federal, State or local farm program payments? (Include government payments received through a cooperative. Exclude conservation-related payments recorded in SECTION A and CCC loan payments.)
   - YES - [Enter code 1, then continue]
   - NO - [Enter code 3, then go to item 4]

   CODE
   - 0963

   DOLLARS
   - 0959

3. What was the total dollar amount this operation received in 2011 for—

   a. payments from the Direct Counter-cyclical Payment (DCP) and Average Crop Revenue Election (ACRE) programs?

   [include government payments received through a cooperative]

   b. Loan Deficiency Payments (LDPs)? (Include government payments received through a cooperative)

   c. Marketing Loan Gains (MLGs)? (Include government payments received through a cooperative)

   d. Milk Income Loss Contract (MILC) payments?

   e. net value of commodity certificates?

   f. Agriculture Disaster payments? (Include all disaster assistance and market loss payments. Exclude milk income loss contract payments reported above and Federal crop insurance and other indemnity payments, to be reported on the next page)

   g. any other Federal agricultural program payments? (Exclude CRP, CREP, WRP, EQIP, CSP, and GIP payments reported in SECTION A)

   h. tobacco buyout payments including lump sum payments?

   i. any other local or State program payments?
4. What is your estimate of the total dollar amount your landlord(s) received in government payments for the acres you rented from them?

| DOLLARS | 0543 |

5. In 2011, what was the total income received by you (the operator) and all partners for—

- custom work, machine hire, and other agricultural services provided by this operation for farmers and others? (Exclude if this is a separate business.)
  | DOLLARS | 0546 |
- grazing of livestock? (Exclude contract arrangements previously reported.)
  | DOLLARS | 0547 |
- recreational and agri-tourism activities, such as hunting, fishing, farm tours, hospitality services, petting zoos, etc.? (Exclude maple syrup and Christmas trees.)
  | DOLLARS | 0548 |
- sales of all forest products? (Include firewood, timber, etc. Exclude maple syrup and Christmas trees.)
  | DOLLARS | 0549 |
- sales of farm machinery and vehicles? (farm share only)
  | DOLLARS | 0550 |
- proceeds from sales of farmland and other farm real estate owned by this operation only?

  - (i) recognized gain/loss on sales of farmland and other farm real estate reported above (item 5)? (can be negative - if a loss was incurred).
    | CODE | 0552 |
  - (ii) Were the sales of any farmland or other farm real estate made to—
    | CODE | 0556 |

  1. a non-relative
  2. a relative
  3. both non-relatives and relatives

| DOLLARS | 0570 |

6. Federal crop and livestock insurance payments?

7. Other crop and livestock insurance indemnity payments?

8. Cooperative patronage dividends and refunds?

9. Sales of value-added goods produced (e.g. cheese, cider, jams, jellies, wines, and other prepared items) from your farm commodities? (Exclude if this is a separate business.)

10. Income from royalties or leases associated with energy production (e.g. natural gas, oil, and wind turbines)?

11. All other farm-related sources of income? (This may be a negative - for hedging losses.) (Show OTHER FARM INCOME in Respondent Booklet.)

List each income item and amount separately, below:

| DOLLARS | 0590 |

12. If you had farm loans in addition to the five that I've just recorded, what is the total amount of debt from these loans owed on December 31, 2011? (Include farm/ranch loans and debt on the operator's house if it is owned by the operation. Exclude any loans for non-farm purposes that are secured by assets of the farm/ranch.)

13. How much of the total debt owed on December 31, 2011 (reported in items 6 and 7 above), was for the operator's dwelling? (If the operator's dwelling is owned by the operation, debt should be included here and above. Exclude operator's dwelling if not owned by the operation.)
CHAPTER G  FARM ASSETS

1. In order to estimate the financial position of farms correctly, we need to obtain the MARKET VALUE of the following assets OWNED by this operation on December 31, 2011:

   (Include owned assets on rented land.)

   a. farm operator’s dwelling, if owned by the operation (Owned by the operation means the house is recorded as an asset in farm record books or deeded as part of the farm) .................................................. 0850
   b. all other dwellings ................................................................. 0851
   c. all other farm buildings and structures (Include barns, cribs, grain bins, greenhouses, silos, storage sheds, etc.) .................................................. 0852
   d. orchard trees and vines, nursery trees, and trees grown for woody crops .................................................. 0853
   e. land (Include land rented to others. Exclude houses, buildings, orchard trees and vines, and trees grown for woody crops.) .................................................. 0854

2. What is the estimated market value of the land and buildings on the acres rented or leased FROM OTHERS on December 31, 2011? (Reported in SECTION A, items 2a, 2b, and 2c) .................................................. 0855

3. What is the estimated market value of the land and the acres rented or leased TO OTHERS on December 31, 2011? (Reported in SECTION A, item 3) .................................................. 0856

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

   4. What was the ESTIMATED MARKET VALUE for the farm share of [item] on [date]?

   a. crops owned and stored or on off this operation (Include crops stored at co-ops or gin warehouse, specialty crops, fruit storage, hay, silage, and nursery and greenhouse products not in the ground. Exclude crops under CCC loans.) .................................................. 0888
   b. breeding livestock owned and located on or off this operation (Include aquaculture, bees, cattle, equine, hogs, milk, poultry, sheep, etc. kept for breeding purposes. Exclude livestock being produced under contract on another operation reported in Section C, item 3) .................................................. 0863
   c. non-breeding livestock owned and located on or off this operation (Include aquaculture, bees, cattle, equine, hogs, milk, poultry, sheep, etc. kept for non-breeding purposes. Exclude livestock being produced under contract on another operation reported in Section C, item 3) .................................................. 0876
   d. production inputs owned by this operation, such as processed feed, fertilizer, chemicals, fuels, parts, purchased seed and other supplies .................................................. 0878
   e. production inputs used by this operation for cover crops or crops planted but not yet matured for harvest (also known as sunk costs), or the value of inputs used for production contracts that have yet to be delivered .................................................. 0879
   f. trucks and cars owned by the operation (Farm share only) .................................................. 0880
   g. tractors, machinery, tools, equipment and implements owned by the operation .................................................. 0882
   h. stock in farm cooperatives and the Farm Credit System .................................................. 0883

   LIQUID ASSETS - [Show OTHER FARM ASSETS & VALUE CODES in Respondent Booklet]

   5. Which value code represents the value of all other farm assets not previously listed on December 31, 2011? (Include money owed to this operation except money owed from commodity sales), cash certificates of deposit, savings and checking accounts, hedging account balances, government payments due, balance of land contract sales, and any other farm assets not reported earlier. Exclude any personal debt owed to the operator(s).) .................................................. 0887

   END OF YEAR VALUE CODE

   6. Which code from the list below represents the largest portion of this operation’s 2011 total gross value of sales, including Government agriculture payments?

   Include:
   - Sales of all crops, livestock, poultry and livestock products sold in 2011.
   - The VALUE OF PRODUCTS REMOVED for all crops, livestock, and poultry produced under contract in 2011.
   - Sales of miscellaneous agricultural products in 2011.
   - All Government agricultural payments received in 2011.
   - Landlord’s share of Government payments.

   Farm Type
   - Code

   Grains, oilseeds, dry beans, and dry peas (corn, flaxseed, grain, silage and forage, grains and oilseeds for seeds, popcorn, rice, small grains, sorghum, soybeans, sunflowers, etc.) .......................... 01
   - Tobacco ............................................................................. 02
   - Cotton and cottonseed ...................................................... 03
   - Vegetables, melons, potatoes and sweet potatoes (cabbage, carrots, squash, pumpkin, red beets, seed corn, tomatoes, watermelons, vegetable seeds, etc.) .................................................. 04
   - Fruit, tree nuts and berries (almonds, blueberries, cherries, cranberries, grapes, apricots, hazelnuts, kiwifruit, oranges, pears, pecans, strawberries, walnuts, etc.) .................................................. 05
   - Nursery, greenhouses, and floriculture (bathing plants, bulbs, cut flowers, flower seeds, foliage plants, mushrooms, nursery potted plants, shrubbery, sed, etc.) .................................................. 06
   - Cut Christmas trees and short rotation woody crops .......................... 07
   - Other crops and hay (grass seed, hay and grass silage straw, hops, maple syrup, mint, peanuts, sugarcane, sugarc beets, CRP, pasture, etc.) .................................................. 08

   Farm Type
   - Code

   - Hops and pigs ...................................................................... 09
   - Cattle and calves (beef and dairy cattle for breeding stock, fed cattle, beef and dairy cut animals, stockers and feeders, veal calves, etc.) .................................................. 10
   - Sheep, goats, and their products (wool, mohair, milk and cheese) ............................................................................. 11
   - Equine (horses, ponies, mules, burros and donkeys) .................. 12
   - Poultry and eggs (broilers, chickens, turkeys, ducks, eggs, tur roup, quail, hatching, chickens, quail, pheasants, quail, poultry products, etc.) .................................................. 13
   - Aquaculture (catfish, trout, other finfish, shellfish, etc.) ............. 14
   - Livestock disease and livestock (bison, elk, deer, other fur-bearing animals, samp, manure, other animal specialties, etc.) .......... 15
   - Other farm products (bees, honey, rabbits, other fur-bearing animals, animals, manure, other animal specialties, etc.) .......... 16

   CODE
### NOTES AND CALCULATIONS

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 2011.

<table>
<thead>
<tr>
<th>Item</th>
<th>Description</th>
<th>DOLLARS</th>
</tr>
</thead>
<tbody>
<tr>
<td>0816</td>
<td>Cars – Include new and used</td>
<td></td>
</tr>
<tr>
<td>0817</td>
<td>a. What percent of this (item 37) was the farm’s share?</td>
<td></td>
</tr>
<tr>
<td>0818</td>
<td>Trucks – Include new and used trucks, pickups, sport utility vehicles, vans, campers and buses</td>
<td></td>
</tr>
<tr>
<td>0819</td>
<td>a. What percent of this (item 38) was the farm’s share?</td>
<td></td>
</tr>
<tr>
<td>0820</td>
<td>Tractors – Include new and used</td>
<td></td>
</tr>
<tr>
<td>0821</td>
<td>Self-propelled equipment – Include implements and self-propelled equipment for livestock, dairy, or poultry production (exclude tractors)</td>
<td></td>
</tr>
<tr>
<td>0822</td>
<td>Other farm machinery, non-self-propelled farm equipment, pumps, and capital equipment for crop or livestock production (exclude farm share only)</td>
<td></td>
</tr>
<tr>
<td>0823</td>
<td>Office equipment, furniture, and computers that were placed on a depreciation schedule</td>
<td></td>
</tr>
<tr>
<td>0824</td>
<td>Farmland and other farm real estate for expanding this operation</td>
<td></td>
</tr>
<tr>
<td>0825</td>
<td>All other capital expenditures (include all other capital expenditures that were placed on a depreciation schedule)</td>
<td></td>
</tr>
<tr>
<td>0826</td>
<td>[List all other capital expenditure items and amounts below]</td>
<td></td>
</tr>
<tr>
<td>0827</td>
<td>OPERATOR(S) &amp; PARTNER(S) DOLLARS</td>
<td>LANDLORD(S) DOLLARS</td>
</tr>
<tr>
<td>0828</td>
<td>a. Of the total amount spent on acres purchased in 2011 (item 43), what amount was—</td>
<td></td>
</tr>
<tr>
<td>0829</td>
<td>(i) paid for by cash?</td>
<td></td>
</tr>
<tr>
<td>0830</td>
<td>(ii) debt financed?</td>
<td></td>
</tr>
<tr>
<td>0831</td>
<td>(iii) paid for in some other way?</td>
<td></td>
</tr>
<tr>
<td>0832</td>
<td>All other expenses did this operation have in 2011 that I have not recorded?</td>
<td></td>
</tr>
<tr>
<td>0833</td>
<td>[List each expense item and amount below]</td>
<td></td>
</tr>
</tbody>
</table>
In 2011, how much was spent for (item) by [column]—

29. workers who were members of your (the operator’s) household—

what was the cash value of any commodities provided to them as PAYMENT for farm work? (Example: value of a percentage of crops, calves, etc. Exclude operator payments or draws.)

29. 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? (Exclude meat, poultry, other livestock and livestock products, berries, firewood, fruits, vegetables, etc. Exclude home gardens, unless expenses were recorded previously. Also exclude partner payments or draws.)

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

31. What was the cash value of any commodities provided as payment to household members for farm work reported in item 29?

32. professional or farm management services such as record keeping, accounting, tax and business planning, farm product advice, conservation practices, etc.? (Exclude all fuels, oils and lubricants.)

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

a. What percent of this (item 33) was for livestock and livestock products?

b. What percent of this (item 33) was for livestock and livestock products?

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

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

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

---

**SECTION F OPERATING and CAPITAL EXPENSES**

**OPERATING EXPENSES**

In 2011, how much was spent for (item) by [column]—

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

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

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

   a. How much of this (item 3) was for livestock and poultry only? (Include cost of chemicals.)

4. livestock purchases of—

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

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

   c. chickens and turkeys? (Report ducks and game birds in item 4d)

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

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

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

7. bedding and litter for livestock? 

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

9. purchases for the farm business of—

   a. all fuels, oils and lubricants? (Total item 5a + item 5b + item 5c = item 7a + item 7b + item 7c. Item 7a must equal item 9a.)

      (i) diesel fuel? (Include biodiesel.)

      (ii) gasoline and gasohol? (Include ethanol blends.)

      (iii) natural gas?

   (iv) LP gas (propane, butane)?

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

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

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**CAPITAL EXPENSES**

---

**SECTION F continues on next page.**
In 2011, how much was spent for (item) by (column)--

10. electricity for the farm business? .......................... ..........................
   0675

11. purchased water for irrigation from off-farm suppliers? (include irrigation assessments and fees.) ..........................
   0666

12. all other utilities, such as the farm share of telephone service, water purchased other than for irrigation, and Internet access? ..........................
   0872

13. farm supplies, marketing containers, hand tools and farm shop power equipment? (include expenses for temporary fencing. Exclude expenses for bedding/litter and permanent fencing.) ..........................
   0702

14. repairs, parts and accessories for motor vehicles, machinery and farm equipment? (include repairs to dicing equipment, tune-ups, overhauls, repairs to livestock equipment, replacement parts for machinery, tubes, tires, and accessories such as air conditioners, CB's, radios and hydraulic cylinders. Exclude irrigation equipment and pump repairs.) ..........................
   0708

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? (include conservation improvements, corrals, feeding floors, feedlots, gravel, land drainage structures, wing, trench, alleys, wells, irrigation equipment and pump repairs and facilities. Exclude any new construction or remodeling.) ..........................
   0714

16. maintenance and repair of the operator's house if it was owned by the operation? (owner of the operation means the house is recorded as an asset in farm record books, or divided as part of the farm.) ..........................
   0726

17. 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. Include insurance on operator's dwelling, if owned by the operation. Exclude health insurance (reported in SECTION F, item 26 or SECTION J, item 11) and other payroll insurance items.) ..........................
   0729

   a. How much of this (item 17) was for Federal crop insurance? ..........................
      0732

18. interest and fees paid on debts
   a. secured by real estate? (include interest paid on the operator's dwelling, if owned by the operation.) ..........................
      0738
   b. not secured by real estate? (include service fees on CCC loan redemptions.) ..........................
      0741

19. property taxes paid on--
   a. real estate (land and buildings)? (include real estate taxes on the operator's dwelling, if owned by the operation.) ..........................
      0744
   b. livestock, machinery, and other farm production items? ..........................
      0747

   SECTION F continues on next page.

In 2011, how much was spent for (item) by (column)--

20. renting or leasing of tractors, vehicles, equipment or storage structures? (include farm machinery, cans, trucks, irrigation equipment and other equipment. Exclude custom hirers.) ..........................
   0750

21. vehicle registration and licensing fees? ..........................
   0753

22. depreciation expense claimed by this operation in 2011 for all capital assets? (partnership, include amounts claimed by all partners in this operation. Estimate from 2010 if necessary.) ..........................
   0756

   a. How much of this depreciation expense (item 22) was claimed for breeding livestock? ..........................
      0757

23. CASH WAGES paid to hired farm and ranch labor? (include cash wages, incentives and bonuses, payments to corporate officers, and compensation being received by the operator himself and other operators if they received a wage. Exclude wages paid for custom and contract work, wages paid for household. Social Security on the operator's payroll, withdrawal for living expenses, employer's share of Social Security and unemployment taxes, health and life insurance, pensions or retirement plans, and worker's compensation.) ..........................
   0758

24. of item 23, how much salary or wage was paid to--
   (total 24a + 24b + 24c + 24d + 24e must equal item 23)
   a. you (the principal operator)? ..........................
      0764
   b. your (the principal operator's) spouse? (even if you are not married to the principal operator, include her/his wages here) ..........................
      0767
   c. other members of your (the operator's) household? (even if your other household members are operators, include their wages here) ..........................
      0754
   d. other operators (outside the operator's household)? (include amounts claimed for breeding livestock) ..........................
      0770
   e. all other paid farm and ranch labor? ..........................
      0773

25. payroll taxes for hired labor? (include employer's share of Social Security and unemployment taxes. Include any amounts the farm paid for farm workers that are part of your (the operator's) household.) ..........................
   0776

26. benefits for hired labor? (include employer's share of health insurance, pension or retirement plans. Workers' Compensation, etc. Include any amounts the farm paid for farm workers that are part of your (the operator's) household.) ..........................
   0915

27. contract labor? (include expenses for labor, such as harvesting of fruit, vegetables, berries, etc. performed on a contract basis by a contractor, crew leader, cooperative, etc. Exclude contract work for building construction, repairs, or farm improvements, and payments to other operators that fed/sheared livestock under contract FOR this operation.) ..........................
   0782

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. ..........................
      0786
   b. all other custom work done on this operation? (report custom livestock services in item 8) ..........................
      0791

   SECTION F continues on next page.
In 2011, how much was spent for (item) by (column)---

10. electricity for the farm business? .................................
11. purchased water for irrigation from off-farm suppliers?  (include irrigation assessments and fees). .................................
12. all other utilities, such as the farm share of telephone service, water purchased other than for irrigation, and Internet access?.
13. farm supplies, marketing containers, hand tools and farm shop power equipment?  (include expenses for temporary fencing, exclude expenses for bedding/litter and permanent fencing). .................................
14. repairs, parts and accessories for motor vehicles, machinery and farm equipment?  (include repairs to drying equipment, tune-up, overhaul, repairs to livestock equipment, replacement parts for machinery, tubes, tires, and accessories such as air conditioners, CBs, radios and hydraulic cylinders. exclude irrigation equipment and pump repairs).
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?  (include conservation improvements, corrals, feedlots, feedlots, gravel, land drainage structures, hing, trench, tile, wells, irrigation equipment and pump repairs and facilities. exclude any new construction or remodeling). .................................
16. 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 divided as part of the farm). .................................
17. 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 insurance on operator's dwelling, if owned by the operation. exclude health insurance (reported in section F, item 26 or section J, item 11) and other payroll insurance items.
18. interest and fees paid on debts?
19. property taxes paid on---
20. renting or leasing of tractors, vehicles, equipment or storage structures?  (exclude farm machinery, cars, trucks, irrigation equipment and other equipment. exclude custom hini).
21. vehicle registration and licensing fees?
22. depreciation expense claimed by this operation in 2011 for all capital assets?  (if partnership, include amounts claimed by all partners in this operation. estimate from 2010 if necessary.)
23. CASH WAGES paid to hired farm and ranch labor?  (include cash wages, incentives and bonuses, payments to corporate officers and partners, amounts paid to others if they received a wage. exclude wages paid for custom and contract work, wages paid for housework, Social Security on the owner-operator, withdrawals for living expenses, employer's share of Social Security and unemployment taxes, health and life insurance, pensions or retirement plans, and worker's compensation).
24. Of item 23, how much salary or wage was paid to---
25. payroll taxes for hired labor?  (include employer's share of Social Security and unemployment taxes. Include any amounts the farm paid for farm workers that are part of your (the operator's) household).
26. benefits for hired labor?  (include employer's share of health insurance, pension or retirement plans, Workers' Compensation, etc. include any amounts the farm paid for farm workers that are part of your (the operator's) household)
27. contract labor?  (include expenses for labor, such as harvesting of fruit, vegetables, berries, etc. performed on a contract basis by a contractor, crew leader, cooperative, etc. exclude contract work for building construction, repairs, or farm improvements, and payments to other operations that hired/leased livestock under contract FOR this operation)
28. custom work such as---

![Table with columns for operator(s) & partner(s), landlord(s), and contractor(s)]

<table>
<thead>
<tr>
<th>OPERATOR(S) &amp; PARTNER(S)</th>
<th>LANDLORD(S)</th>
<th>CONTRACTOR(S)</th>
</tr>
</thead>
<tbody>
<tr>
<td>DOLLARS</td>
<td>DOLLARS</td>
<td>DOLLARS</td>
</tr>
<tr>
<td>0675</td>
<td>0676</td>
<td>0677</td>
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<tr>
<td>0696</td>
<td>0689</td>
<td>0698</td>
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<tr>
<td>0872</td>
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<td>0874</td>
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<td>0702</td>
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<td>0750</td>
<td>0751</td>
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<td>0754</td>
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<td>0788</td>
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<td>0790</td>
</tr>
<tr>
<td>0791</td>
<td>0792</td>
<td>0793</td>
</tr>
</tbody>
</table>

SECTION F continues on next page.
In 2011, how much was spent for (item) by [column]—

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

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

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

32. professional or farm management services such as record keeping, accounting, tax and business planning, farm product advice, conservation practices, etc.? (Exclude any commodities provided to household members for farm work reported in item 29.)

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

<table>
<thead>
<tr>
<th>OPERATOR(S) &amp; PARTNER(S)</th>
<th>LANDLORD(S)</th>
<th>CONTRACTOR(S)</th>
</tr>
</thead>
<tbody>
<tr>
<td>DOLLARS</td>
<td>DOLLARS</td>
<td>DOLLARS</td>
</tr>
<tr>
<td>0797</td>
<td></td>
<td></td>
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<tr>
<td>0798</td>
<td></td>
<td></td>
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<tr>
<td>0799</td>
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<td>0800</td>
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<td>0801</td>
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<td></td>
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<tr>
<td>0802</td>
<td></td>
<td></td>
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<tr>
<td>0803</td>
<td></td>
<td></td>
</tr>
<tr>
<td>0804</td>
<td>0805</td>
<td>0806</td>
</tr>
</tbody>
</table>

### OPERATING and CAPITAL EXPENSES

#### OPERATING EXPENSES

In 2011, how much was spent for (item) by [column]—

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

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

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

   a. How much of this (item 3) was for custom application only?  (Include cost of chemicals.)

4. livestock purchases of—

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

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

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

   d. other livestock and poultry, including other sheep, lambs, bees, brooder fish, fingerlings, goats, etc.?  (Include Feedlot overcrowding fees, if this is a business; and expenses on land rented to others.)

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

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

7. bedding and litter for livestock?  (Exclude hay, bedding, and litter for livestock for this operation.)

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

9. purchases for the farm business of—

   a. all fuels, oils and lubricants?

      (total Sht + Sht + Sht + Sht + Sht + Sht + Sht must equal item 9a).

      (i) diesel fuel?  (Include biodiesel.)

      (ii) gasoline and gasohol?  (Include ethanol blends.)

      (iii) natural gas?  (Include cost of custom application and organic materials.)

      (iv) LP gas [propane, butane]?  (Include cost of custom application and organic materials.)

      (v) oils and lubricants?  (Include 6454, 6455, 6456, motor oils, transmission fluids, etc.)

      (vi) all other fuel?  (Include fuel, oil, kerosene, wood, etc.)
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 2011.

<table>
<thead>
<tr>
<th>Item</th>
<th>Cost</th>
<th>Percent</th>
</tr>
</thead>
<tbody>
<tr>
<td>37. Cars – Include new and used</td>
<td>0816</td>
<td>0817</td>
</tr>
<tr>
<td>38. Trucks – Include new and used trucks, pickups, sport utility vehicles, vans, campers and buses</td>
<td>0818</td>
<td>0819</td>
</tr>
<tr>
<td>39. Tractors – Include new and used</td>
<td>0820</td>
<td></td>
</tr>
<tr>
<td>40. Self-propelled equipment – Include implements and self-propelled equipment for livestock, dairy, or poultry production (Exclude tractors.)</td>
<td>0821</td>
<td></td>
</tr>
<tr>
<td>41. Other farm machinery, non-self-propelled farm equipment, pumps, and capital equipment for crop or livestock production (Exclude farm share only)</td>
<td>0822</td>
<td></td>
</tr>
<tr>
<td>42. Office equipment, furniture, and computers that were placed on a depreciation schedule</td>
<td>0823</td>
<td></td>
</tr>
<tr>
<td>43. Farmland and other farm real estate for expanding this operation</td>
<td>0824</td>
<td></td>
</tr>
</tbody>
</table>

For each item:
- What percent of this was the farm’s share?

For Item 43:
- What amount was paid for by cash?
- Debt financed?
- Paid for in some other way?

All other capital expenditures (include all other capital expenditures that were placed on a depreciation schedule)

Other expenses:

<table>
<thead>
<tr>
<th>Operator/S &amp; Partner(S)</th>
<th>Landlord(S)</th>
<th>Contractor(S)</th>
</tr>
</thead>
<tbody>
<tr>
<td>DOLLARS</td>
<td>DOLLARS</td>
<td>DOLLARS</td>
</tr>
<tr>
<td>0825</td>
<td>0826</td>
<td>0827</td>
</tr>
</tbody>
</table>

List each expense item and amount below.
**SECTION G  FARM ASSETS**

1. In order to estimate the financial position of farms correctly, we need to obtain the MARKET VALUE of the following assets OWNED by this operation on December 31, 2011:

   *Include owned assets on rented land.*

   **DOLLARS**
   
<table>
<thead>
<tr>
<th>Item</th>
<th>Description</th>
<th>Beginning of Year</th>
<th>End of Year</th>
</tr>
</thead>
<tbody>
<tr>
<td>a.</td>
<td>farm operator’s dwelling, if owned by the operation (Owned by the operation means the house is recorded as an asset in farm record books or deeded as part of the farm)</td>
<td>0880</td>
<td>0890</td>
</tr>
<tr>
<td>b.</td>
<td>all other dwellings.</td>
<td>0881</td>
<td>0891</td>
</tr>
<tr>
<td>c.</td>
<td>all other farm buildings and structures (Include barns, cribs, grain bins, greenhouses, silos, storage sheds, etc.)</td>
<td>0882</td>
<td>0892</td>
</tr>
<tr>
<td>d.</td>
<td>orchard trees and vines, nursery trees, and trees grown for woody crops.</td>
<td>0883</td>
<td>0893</td>
</tr>
<tr>
<td>e.</td>
<td>land</td>
<td>0884</td>
<td>0894</td>
</tr>
</tbody>
</table>

2. What is the estimated market value of the land and buildings on the acres rented or leased FROM OTHERS on December 31, 2011? (Reported in SECTION A, items 2a, 2b, and 2c.)

   **DOLLARS**
   
<table>
<thead>
<tr>
<th>Date</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>JAN. 1, 2011</td>
<td>0850</td>
</tr>
<tr>
<td>DEC. 31, 2011</td>
<td>0851</td>
</tr>
</tbody>
</table>

3. What is the estimated market value of the land and buildings on the acres rented or leased TO OTHERS on December 31, 2011? (Reported in SECTION A, item 3.)

   **DOLLARS**
   
<table>
<thead>
<tr>
<th>Date</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>JAN. 1, 2011</td>
<td>0852</td>
</tr>
<tr>
<td>DEC. 31, 2011</td>
<td>0853</td>
</tr>
</tbody>
</table>

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

4. What was the ESTIMATED MARKET VALUE for the farm share of [item] owned by the operation on the dates specified?

   **DOLLARS**
   
<table>
<thead>
<tr>
<th>Item</th>
<th>Description</th>
<th>Date</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>a.</td>
<td>crops owned and stored on or off this operation</td>
<td>JAN. 1, 2011</td>
<td>0888</td>
</tr>
<tr>
<td>b.</td>
<td>breeding livestock owned and located on or off this operation</td>
<td>JAN. 1, 2011</td>
<td>0889</td>
</tr>
<tr>
<td>c.</td>
<td>non-breeding livestock owned and located on or off this operation</td>
<td>JAN. 1, 2011</td>
<td>0890</td>
</tr>
<tr>
<td>d.</td>
<td>production inputs owned by this operation, such as processed feed, fertilizer, chemicals, fuels, parts, purchased seed and other supplies.</td>
<td>JAN. 1, 2011</td>
<td>0891</td>
</tr>
<tr>
<td>e.</td>
<td>production inputs already used by this operation for cover crops or crops planted but not yet matured for harvest (also known as sunk costs), or the value of inputs used for production contracts that have yet to be delivered.</td>
<td>JAN. 1, 2011</td>
<td>0892</td>
</tr>
<tr>
<td>f.</td>
<td>trucks and cars owned by the operation (farm share only)</td>
<td>JAN. 1, 2011</td>
<td>0893</td>
</tr>
<tr>
<td>g.</td>
<td>tractors, machinery, tools, equipment and implements owned by the operation</td>
<td>JAN. 1, 2011</td>
<td>0894</td>
</tr>
<tr>
<td>h.</td>
<td>stock in farm cooperatives and the Farm Credit System</td>
<td>JAN. 1, 2011</td>
<td>0895</td>
</tr>
</tbody>
</table>

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

5. Which value code represents the value of all other farm assets not previously listed on December 31, 2011? (Include money owed to this operation except money owed from commodity sales), cash certificates of deposit, savings and checking accounts, hedging account balances, government payments due, balance of land contract sales, and any other farm assets not reported earlier. **Include any personal debt owed to the operator(s).**

   **END OF YEAR VALUE CODE**
   
<table>
<thead>
<tr>
<th>Date</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>DEC. 31, 2011</td>
<td>0887</td>
</tr>
</tbody>
</table>

6. Which code from the list below represents the largest portion of this operation’s 2011 total gross value of sales, including Government agriculture payments?

   **Code Description**
   
<table>
<thead>
<tr>
<th>Code</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>0047</td>
<td>Farms and ranches</td>
</tr>
</tbody>
</table>
4. What is your estimate of the total dollar amount your landlord(s) received in government payments for the acres you rented from them?  

5. In 2011, what was the total income received by you (the operator) and all partners for---
   a. custom work, machine hire, and other agricultural services provided by this operation for farmers and others?  (Exclude if this is a separate business.)  
   b. grazing of livestock?  (Exclude contract arrangements previously reported.)  
   c. recreational and agri-tourism activities, such as hunting, fishing, farm tours, hospitality services, petting zoos, etc.?  
   d. sales of all forest products?  (Include firewood, timber, etc.  Exclude maple syrup and Christmas trees.)  
   e. sales of farm machinery and vehicles?  (farm share only)  
   f. proceeds from sales of farmland and other farm real estate owned by this operation only?  
      (i) recognized gain/loss on sales of farmland and other farm real estate reported above (item 5)?  (can be negative (-) if a loss was incurred).  
      (ii) Were the sales of any farmland or other farm real estate made to---  
         1. a non-relative  
         2. a relative  
         3. both non-relatives and relatives

6. Federal crop and livestock insurance payments?  
   h. other crop and livestock insurance indemnity payments?  
   i. cooperative patronage dividends and refunds?  
   j. sales of value-added goods produced (e.g. cheese, cider, jams, jellies, wines, and other prepared items) from your farm commodities?  (Exclude if this is a separate business.)  
   k. income from royalties or leases associated with energy production (e.g. natural gas, oil, and wind turbines)?  
   l. all other farm related sources of income?  (This may be a negative (-) number for hedging losses)  
      (Show OTHER FARM INCOME in Respondent Booklet.)  

List each income item and amount separately, below.

---

SECTION H FARM DEBT

1. Was debt used in funding the operation of this farm/ranch in 2011, including any loans obtained in earlier years?  
   YES - [Enter code 1, then continue]  
   NO - [Enter code 3, then go to SECTION I]  

2. Did you have an established line of farm credit with a lender during 2011?  
   YES - [Enter code 1, then continue]  
   NO - [Enter code 3, then go to item 4]  
   1. Borrowed full amount  
   2. Borrowed MORE by extending previous limit  
   3. Borrowed LESS than full amount available  
   4. Did not borrow against line of credit in 2011

3. In 2011, how much did you borrow against the established line of credit?  

4. What was the total amount of all farm business loans:  
   taken out and repaid in 2011?  
   (Include seasonal production and other loans.)  
   YES - [Enter code 1, then continue]  
   NO - [Enter code 3, then go to SECTION I]  

5. Did this operation owe money to any banks, co-ops, individuals, merchants or Federal agencies on December 31, 2011?  
   (Include money owed against your line of credit and multi-purpose loans used for both farm and non-farm purposes.)  
   YES - [Enter code 1, then continue]  
   NO - [Enter code 3, then go to SECTION I]

6. To estimate the financial position of farms correctly and their ability to service debt and to categorize debt by type, we need to list loans this operation had on December 31, 2011, including any line of credit.  
   (Include farm/ranch loans, debt on the operator’s house if owned by the operation, and multi-purpose loans used for both farm and non-farm purposes.  Exclude CCC commodity loans and any loans used exclusively for non-farm purposes.)

<table>
<thead>
<tr>
<th>Who is the lender?</th>
<th>What was the balance owed on Dec. 31, 2011 including outstanding principal plus unpaid interest?</th>
<th>What was the interest rate on 12/31/2011?</th>
<th>What is the type of loan?</th>
<th>What year was it obtained?</th>
<th>What percent of the farm purpose is for operating expenses, capital expenditures, or other expenses of the farm operation?</th>
<th>What is the primary farm purpose of this loan?</th>
<th>Is this a---</th>
<th>CODE</th>
</tr>
</thead>
</table>
| 1. fixed rate loan?  | If this is a variable or adjustable rate loan, how often is it repriced?  
| 2. monthly  
| 3. quarterly  
| 4. annually  
| 5. more than annually |
| CODE | DOLLARS | PERCENT | CODE | YEAR | NUMBER OF YEARS | CODE | DOLLARS | CODE |
| 1001 | 1002 | 1003 | 1004 | 1005 | 1006 | 1007 | 1008 |
| 1010 | 1011 | 1012 | 1013 | 1014 | 1015 | 1016 | 1017 |
| 1019 | 1020 | 1021 | 1022 | 1023 | 1024 | 1025 | 1026 |
| 1028 | 1029 | 1030 | 1031 | 1032 | 1033 | 1034 | 1035 |
| 1037 | 1038 | 1039 | 1040 | 1041 | 1042 | 1043 | 1044 |

7. If you had farm loans in addition to the five that I’ve just recorded, what is the total amount of debt from these loans owed on December 31, 2011?  
   (Include farm/ranch loans and debt on the operator’s house if it is owned by the operation.  Exclude any loans for non-farm purposes that are secured by assets of the farm/ranch.)

8. How much of the total debt owed on December 31, 2011 (reported in items 6 and 7 above), was for the operator’s dwelling?  
   (If the operator’s dwelling is owned by the operation, debt should be included here and above.  Exclude operator’s dwelling if not owned by the operation.)

---

SECTION E continues on next page.
1. In 2011, was more than 50% of the ownership interest in this operation held by you (the principal operator) and/or persons related to you by blood, marriage, or adoption, including relatives not residing in your household? (Ownership interest is defined as having ownership of at least some of the farm business assets. Potential owners include individuals, partners, corporate shareholders, and members of a Limited Liability Company. Potential owners DO NOT INCLUDE landlords, contractors, and lenders.)
- YES - [Enter code 1, then continue]
- NO - [Enter code 3, then go to item 2]

2. In 2011, how many owners of this operation were there? (Exclude landlords, contractors, and lenders who held title to the farm property or were holding in trust the property of others.)

3. In 2011, what was this operation’s legal status for tax purposes?
- Family or Individual operation? (Exclude partnerships and corporations.)
- 2. A legal partnership operation? (Include family partnerships.)
- 3. C-Corporation?
- 4. S-Corporation?
- 5. Other? (Include estates, trusts, cooperatives, grazing associations, etc.)

4. Was this operation organized as a Limited Liability Company (LLC) under State law?
- YES - [Enter code 1]
- NO - [Enter code 3]

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

PARTNERSHIP QUESTIONS

5. Is this partnership registered under State law?
- YES - [Enter code 1]
- NO - [Enter code 3]

6. How many partners are there in this operation?

SHARE OF NET FARM INCOME

7. In 2011, did any households, other than your (the principal operator’s) household, share in the net farm income of this business? (Sharing can occur by receiving a share of profits/losses or, if incorporated, receiving corporate dividends.)
- YES - [Enter code 1, then continue]
- NO - [Enter code 3, then go to item 8]

a. How many other households shared in the net income of the farm business?

8. Is this operation a C-Corporation or an LLC that chose to file as a C-Corporation?
- YES - [Enter code 1, then go to item 8a]
- NO - [Enter code 3, then go to item 8b]

a. What value code represents the corporate dividends that you (the operator) and your household received from this farming operation? (If your operation is an LLC that elected to report income for tax purposes as a pass-through, consider this as income here.)

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

SECTION I continues on next page.
MARKETING CHARGES

7. In 2011, how much was spent by this operation (operators, partners, landlords, and contractors) for marketing and storage expenses incurred by this operation? (include check-off, commissions, storage, inspection, ginning, etc. Include marketing expenses for contract sales).

<table>
<thead>
<tr>
<th>OPERATOR(S) and PARTNER(S)</th>
<th>LANDLORD(S)</th>
<th>CONTRACTOR(S)</th>
</tr>
</thead>
<tbody>
<tr>
<td>DOLLARS</td>
<td>DOLLARS</td>
<td>DOLLARS</td>
</tr>
<tr>
<td>0868</td>
<td>0869</td>
<td>0870</td>
</tr>
</tbody>
</table>

ACCOUNTS RECEIVABLE / DEFERRED PAYMENTS

8. For each item below, report income received or the amount owed to the operation on the dates specified. Do not include crops in storage and not yet sold. (Include cash sales, marketing contract sales, and production contract removals).

[ENUMERATOR NOTE: Crops in storage and not sold as of the reference date should be reported in Section G, item 4a.]

a. On January 1, 2011, what was the total dollar amount owed to this operation for all commodities produced and sold (cash or contract) before January 1, 2011?

   (i) How much did this operation receive from item 8a during 2011?

   (ii) What was the total dollar amount owed to this operation on December 31, 2011, for all commodities produced, sold (cash or contract), delivered, or removed under contract in 2011 and earlier years?

b. On January 1, 2011, what was the total dollar amount owed to this operation on December 31, 2011, for all commodities produced, sold (cash or contract), delivered, or removed under contract in 2011 and earlier years?

<table>
<thead>
<tr>
<th>DOLLARS</th>
</tr>
</thead>
<tbody>
<tr>
<td>0865</td>
</tr>
<tr>
<td>0875</td>
</tr>
<tr>
<td>0866</td>
</tr>
</tbody>
</table>

MARKETING EXPENSE WORKSHEET

<table>
<thead>
<tr>
<th>COMMODITY</th>
<th>EXPENSE NAME</th>
<th>FEE PER UNIT</th>
<th>UNIT</th>
<th>NUMBER OF UNITS</th>
<th>TOTAL MARKETING EXPENSE</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
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<td></td>
<td></td>
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<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>TOTAL MARKETING CHARGES (EXPENSES)</th>
</tr>
</thead>
<tbody>
<tr>
<td>OFFICE USE WORKSHEET</td>
</tr>
</tbody>
</table>

FARM OPERATORS

10. In 2011, how many operators (individuals) were involved in the day-to-day decisions for this operation? (Enter the number of operators, including the operator named on the front of this form, and family members who are also operators. Exclude family members unless they make day-to-day decisions for the operation. Exclude hired workers unless they are a hired manager.)

<table>
<thead>
<tr>
<th>NUMBER</th>
</tr>
</thead>
<tbody>
<tr>
<td>1200</td>
</tr>
<tr>
<td>1205</td>
</tr>
<tr>
<td>1209</td>
</tr>
</tbody>
</table>

11. Did you (the principal operator) have a spouse for at least part of 2011?

   [YES - [Enter code 1, then continue]  NO - [Enter code 3, then go to item 13]]

12. Did the principal operator’s spouse make day-to-day decisions for this farm/ranch at any point during 2011? (If yes, the principal operator’s spouse should be included in items 10 above)

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

For items 13-16, please answer the following questions for up to three primary operators of this operation as of December 31, 2011. If one of the operators is the principal operator’s spouse, record his/her information in operator 2.

<table>
<thead>
<tr>
<th>OPERATOR 1</th>
<th>OPERATOR 2</th>
<th>OPERATOR 3</th>
</tr>
</thead>
<tbody>
<tr>
<td>NAME</td>
<td>NAME</td>
<td>NAME</td>
</tr>
<tr>
<td>AGE</td>
<td>AGE</td>
<td>AGE</td>
</tr>
<tr>
<td>CODE</td>
<td>CODE</td>
<td>CODE</td>
</tr>
</tbody>
</table>

13. What was the full name of the operator(s)?

14. What was the age of the operator(s) on December 31, 2011?

15. In what year did the operator(s) begin to operate any farm operation?

16. What was the gender of the operator(s)?

17. Is the principal operator’s spouse listed as OPERATOR 2 in item 13?

   [YES - [Enter code 1, then go to item 18]  NO - [Enter code 3, then continue with item a]]

   a. If NO, and the principal operator had a spouse at any point during 2011, what was the age of the principal operator’s spouse on December 31, 2011?

18. Were you a hired manager for this operation (meaning you received a wage, salary, or in-kind payment for making day-to-day management decisions for this operation)?

   [YES - [Enter code 1]  NO - [Enter code 3]]
INTERNET USE

19. Do you use the Internet in the farm business?
   - [ ] YES [Enter code 1, then continue]  [ ] NO [Enter code 3, then go to item 19e].
   
   a. Do you have high-speed access to the Internet?  
      [ ] YES = 1  [ ] NO = 2  [ ] OTHER = 3
   
   b. Has the Internet become more useful as a farm business tool (over the last two years)?  
      [ ] YES = 1  [ ] NO = 2  [ ] OTHER = 3
   
   c. Do you buy (farm goods or services) or sell (farm commodities, products, or services) on-line?  
      [ ] YES = 1  [ ] NO = 2  [ ] OTHER = 3
   
   d. Exclusive of buying or selling goods and services on-line (item 17c), do you communicate with farm business associates (farm owners, farm managers, business partners, cooperative associations, other farmers, bankers, brokers, etc.) through the Internet?  
      [ ] YES = 1  [ ] NO = 2  [ ] OTHER = 3
   
   [ENUMERATOR NOTE: If item 19 = code 3 (Internet not used in farm business), continue; else go to item 20.]

20. Do you use a smart phone (Blackberry, iPhone, etc.) in your business?  
   - [ ] YES [Enter code 1]  [ ] NO [Enter code 3]

DISTANCE

21. About how many miles was it from your home to the nearest town or city with a population of 10,000 or more?  
   - [ ] ENTER CODE [ ]

22. Where did you buy the majority of the following input items used by this operation and the principal operator’s household in 2011?

<table>
<thead>
<tr>
<th>Input Item</th>
<th>MILES</th>
<th>1</th>
<th>2</th>
<th>3</th>
</tr>
</thead>
<tbody>
<tr>
<td>Fuel</td>
<td>1278</td>
<td>1236</td>
<td>1203</td>
<td></td>
</tr>
<tr>
<td>Fertilizer</td>
<td>1279</td>
<td>1237</td>
<td>1204</td>
<td></td>
</tr>
<tr>
<td>Chemicals</td>
<td>1280</td>
<td>1238</td>
<td>1205</td>
<td></td>
</tr>
<tr>
<td>Machinery and Implements (include supplies and repairs)</td>
<td>1250</td>
<td>1239</td>
<td>1206</td>
<td></td>
</tr>
</tbody>
</table>

CASH or OPEN MARKET SALES

5. After subtracting marketing expenses, what was the total dollar amount received in 2011 for cash or open market sales of each of the following crop and/or livestock commodities produced in 2011 and earlier years?  
   (Exclude marketing contract sales, production contract removals, landlord’s share of market value.)

   a. Corn, rice, sorghum, soybeans, barley, oats, wheat.  
      (Include slage.  Exclude sweet corn.)

   b. Other grains and oilseeds, dry beans, and dry peas.  
      (Flaxseed, other grain slage and trash, other grains and oilseeds, popcorn, sunflowers, etc.)

   c. Tobacco, cotton, and cottonseed.

   d. Vegetables, melons, potatoes and sweet potatoes (cabbage, cantaloupe, pumpkins, red beets, sweet corn, tomatoes, watermelons, vegetable seeds, etc.)

   e. Fruit, tree nuts and berries (almonds, apricots, blueberries, cherries, grapes, hazelnuts, kiwifruit, oranges, pears, peaches, strawberries, walnuts, etc.)

   f. Nursery, greenhouse, cut Christmas trees, floriculture and sod (bedding plants, bulbs, cut flowers, flower seeds, foliage plants, mushrooms, nursery potted plants, shrubbery, etc.)

   g. Other crops, hay, and short rotation woody crops (grass seed, hay and grass slage, hops, maple syrup, mint, peanuts, sugarcane, sugarc beets, etc.)

   h. Hogs and pigs (Exclude breeding stock).

   i. Hop breeding stock.
      (Recognized gain/loss on sales of breeding hogs reported in item 5i above (can be negative) if losses were incurred)

   j. Milk from cows (before deduction of any hauling fees).

   k. Cattle and calves.  (Steer, beef and dairy calf animals, stockers and feeders, veal calves, etc.)  
      (Exclude breeding stock.)

   l. Cattle breeding stock.
      (Recognized gain/loss on sales of breeding cattle reported in 5l above (can be negative) if losses were incurred)

   m. Broilers.

   n. Eggs.

   o. Turkeys.

   p. Other poultry (other chickens, ducks, emus, geese, hatching, ostriches, pheasants, quail, poultry products, etc.)

   q. Other animals and animal products (sheep, goats, and their products (wool, mohair, and goat milk); horses, ponies, mules, burros, and donkeys; aquaculture; bees and honey; semen and embryo sales).

6. What was the total amount received from straw and other crop residue sales?  
   (Exclude hay sales.)
PRODUCTION CONTRACTS AND CUSTOM FED LIVESTOCK

3. Did this operation have production contracts for any commodities it produced in 2011? (A production contract is a verbal or written agreement setting terms, conditions, and fees to be paid by the contractor to the operation for the production of crops, livestock, or poultry. The contractor usually owns the commodity and often provides inputs.)

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

<table>
<thead>
<tr>
<th>CODE</th>
<th>CODE</th>
</tr>
</thead>
<tbody>
<tr>
<td>0400</td>
<td></td>
</tr>
</tbody>
</table>

4. (If Yes) Report in the table below the Commodities with production contracts in 2011. Also list the quantities removed under these contracts and the final fee received. (Exclude commodities reported as a marketing contract in Section D, items 1-3.)

<table>
<thead>
<tr>
<th>UNIT CODES for ITEM 4, COLUMN 4</th>
</tr>
</thead>
<tbody>
<tr>
<td>POUND 5</td>
</tr>
<tr>
<td>CWT 6</td>
</tr>
<tr>
<td>TON 7</td>
</tr>
<tr>
<td>BUSHEL 8</td>
</tr>
</tbody>
</table>

4. (If Yes) Report in the table below the Commodities with production contracts in 2011. Also list the quantities removed under these contracts and the final fee received. (Exclude commodities produced under production contracts.)

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

4. See commodity codes in respondent booklet.

- YES - [Enter code 1, then continue]
- NO - [Enter code 3, then go to item 28]

5. What was (will be) the FINAL FEE RECEIVED per (column 4) unit by this operation for producing this commodity under this contract? (Exclude money received as reimbursement for production expenses. Record this in SECTION F.)

<table>
<thead>
<tr>
<th>CODE</th>
<th>CODE</th>
<th>CODE</th>
</tr>
</thead>
<tbody>
<tr>
<td>0403</td>
<td>0404</td>
<td>0405</td>
</tr>
<tr>
<td>0416</td>
<td>0419</td>
<td>0420</td>
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<tr>
<td>0431</td>
<td>0434</td>
<td>0435</td>
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<tr>
<td>0446</td>
<td>0449</td>
<td>0450</td>
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<tr>
<td>1441</td>
<td>1444</td>
<td>1445</td>
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<td>1456</td>
<td>1459</td>
<td>1460</td>
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<tr>
<td>1471</td>
<td>1474</td>
<td>1475</td>
</tr>
<tr>
<td>1486</td>
<td>1490</td>
<td>1491</td>
</tr>
</tbody>
</table>

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

27. What were the cash market, open market or marketing contract sales sold directly to these consumers or outlets? (Exclude commodities produced under production contracts.)

a. Sales directly to consumers at farmers markets?
b. Sales directly to consumers from on-farm stores, u-pick, road-side stands, or CSAs?

c. Sales to a local retail outlet, e.g., restaurant, grocery stores?
d. Sales to a regional distributor, e.g., food hubs?
e. Sales to a local institutional outlet, e.g., schools, hospitals?

SECTION D continues on next page.

DIRECT SALES

23. During 2011 did you produce, raise, or grow any commodities that this operation sold or provided directly to individual consumers for human consumption, directly to retail outlets, directly to regional distributors (including food hubs, CSAs, and other local foods aggregators), or directly to institutions (such as schools and hospitals) that provide dining services to consumers? (Exclude commodities reported in Section D if sold to any of the above channels. Exclude non-edible products such as Christmas trees and flowers, craft items, and processed products such as jellies, sausages, and hams.)

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

24. Were any of these products delivered under a production contract to a local retail outlet (e.g., restaurant, grocery store) and reported in Section D, items 3-4?

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

25. Were any of these products delivered under a production contract to a local institution (e.g., school or hospital) and reported in Section D, items 3-4?

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

26. Were any of these commodities reported as a marketing contract in Section D, items 1-2, or cash or open market sales in Section D, item 5?

- YES - [Enter code 1, then continue]
- NO - [Enter code 3, then go to item 28]

27. What were the cash market, open market or marketing contract sales sold directly to these consumers or outlets? (Exclude commodities produced under production contracts.)

a. Sales directly to consumers at farmers markets?

b. Sales directly to consumers from on-farm stores, u-pick, road-side stands, or CSAs?

c. Sales to a local retail outlet, e.g., restaurant, grocery stores?

d. Sales to a regional distributor, e.g., food hubs?

e. Sales to a local institutional outlet, e.g., schools, hospitals?

ENERGY GENERATION

28. At any time during 2011 did this operation generate energy or electricity on the farm using wind or solar technology, methane digesters, etc.? 

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

29. Did you lease land to others who installed windmills or solar arrays? 

- YES - [Enter code 1]
- NO - [Enter code 3]
USE OF TIME

30. In order to estimate the returns farm households receive for their labor correctly, we need to obtain time allocations. We know there are 168 total hours in a week (7 days with 24 hours in a day) that you allocate to various activities.

On average, for each of the three month periods DURING 2011, about how many hours per week did...

a. you (the principal operator)...
   (i) work for this farm/ranch without paying yourself a wage or salary? ..........................
   (ii) work for this farm/ranch for a wage or salary? ..........................
   (iii) operate another business other than this farm/ranch? (Exclude commuting time).
   (iv) work at other employment off this farm/ranch? (Exclude commuting time).
   (v) spend otherwise?

b. your spouse (the principal operator’s)...
   (i) work for this farm/ranch, without being paid a wage or salary? ..........................
   (ii) work for this farm/ranch for a wage or salary? ..........................
   (iii) operate another business other than this farm/ranch? (Exclude commuting time).
   (iv) work at other employment off this farm/ranch? (Exclude commuting time).
   (v) spend otherwise?

31. On average, for each of the three-month periods during 2011, about how many hours per week (work and management time) did...

a. other operators (excluding the principal operator and principal operator’s spouse) work for this farm/ranch without receiving a wage or salary? ..........................

b. other operators (excluding the principal operator and principal operator’s spouse) work for this farm/ranch for a wage or salary? ..........................

(Example: If the operation had 4 other salaried operators who averaged 40 paid hours per week during Jan-Mar, report 160 for column 1 of this table.)

32. For the other workers on this operation (excluding the principal operator, the principal operator’s spouse, other operators, custom hire, and contract labor), on average, for each of the three-month periods during 2011, about how many hours per week (work and management time) did...

a. unpaid workers (such as non-operator partners, family members, etc.) work for this farm/ranch? ..........................

b. paid workers work for this farm/ranch? (Exclude custom hire and contract labor).

(Example: If the operation had 4 paid workers who averaged 40 hours per week during Jan-Mar, report 160 for column 1 of question 1a.)

OFFICE USE

SECTION D COMMODITY MARKETING and INCOME

MARKETING CONTRACTS

1. Did this operation have marketing contracts for any commodities delivered1/ in 2011? (A marketing contract is a verbal or written agreement reached before harvest of a crop or before completion of a livestock production stage, setting a price or pricing formula and market for the commodity.)
   ☐ YES - [Enter code 1, then continue] ☐ NO - [Enter code 3, then go to item 3] ...

   CODE
   0300

   2. (If Yes) Report the commodities delivered in 2011 through marketing contract(s). List the quantities marketed and the final price received. (Exclude only the quantity owned by the operation. Exclude money received from contractors as reimbursement for expenses. Report this in SECTION F.)

   \[ \text{(Write in commodities)} \]

   CODE
   QUANTITY
   CODE
   DOLLARS & CENTS
   TOTAL DOLLARS

   1/ “Delivered” indicates commodities for which partial payment was made even if not physically delivered by December 31, 2011.
### SECTION C: LIVESTOCK

Please report the total numbers, including landlord's share of, of livestock, poultry, and/or livestock products sold and/or removed from this operation during 2011 and the total inventory on December 31, 2011, regardless of ownership. (Include landlord's share, any sold on the open market (non-contract), and any removed from this operation under a production or marketing contract in 2011.)

1. Did this operation have on hand or produce any [item] during 2011?
   - [a] How many [item] were on hand on Jan. 1, 2011? (Include landlord's share, if any)
   - [b] Did any [item] owned by this operation on contractee's behalf go to contractees for expenses?

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

3. Did any OTHER operation(s) grow, feed, or raise livestock or poultry owned by this operation under a contract arrangement in 2011? (You are the contractor)

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

<table>
<thead>
<tr>
<th>CODE</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>0277</td>
<td>Beef cows (calved heads)</td>
</tr>
<tr>
<td>0278</td>
<td>Beef cows (unborn calves)</td>
</tr>
<tr>
<td>0279</td>
<td>Beef shorthorns</td>
</tr>
<tr>
<td>0280</td>
<td>Beef crossbreds</td>
</tr>
<tr>
<td>0281</td>
<td>Beef steers and heifers</td>
</tr>
<tr>
<td>0282</td>
<td>Beef calves</td>
</tr>
<tr>
<td>0283</td>
<td>Dairy cows</td>
</tr>
<tr>
<td>0284</td>
<td>Dairy heifers</td>
</tr>
<tr>
<td>0285</td>
<td>Dairy calves</td>
</tr>
<tr>
<td>0286</td>
<td>Dairy steers and heifers</td>
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<td>0287</td>
<td>Dairy crossbreds</td>
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<td>0288</td>
<td>Dairy crossbred heifers</td>
</tr>
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<td>0289</td>
<td>Dairy crossbred calves</td>
</tr>
<tr>
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<td>Dairy crossbred steers</td>
</tr>
<tr>
<td>0291</td>
<td>Dairy crossbred calves</td>
</tr>
<tr>
<td>0292</td>
<td>Dairy crossbred steers</td>
</tr>
<tr>
<td>0293</td>
<td>Dairy crossbred heifers</td>
</tr>
<tr>
<td>0294</td>
<td>Dairy crossbred heifers</td>
</tr>
</tbody>
</table>

### SECTION J: FARM HOUSEHOLD

**[ENUMERATOR NOTE]: If the principal operator has a spouse (SECTION I, item 11), please answer for both the principal operator and his/her spouse.**

1. Are the principal operator and/or principal operator's spouse of Spanish, Hispanic, or Latino origin or background, such as Mexican, Cuban, or Puerto Rican, regardless of race?
   - [YES - [Enter code 1]...]
   - [NO - [Enter code 3].....]

2. Which of these do you and/or your spouse (the principal operator and/or principal operator's spouse) consider yourself? [Specify type below]...
   - American Indian or Alaska Native? (Specify tribe______)...
   - Asian?...
   - Black or African American?
   - Native Hawaiian or Other Pacific Islander?
   - White?

3. What is the highest level of formal education achieved by the principal operator and the principal operator's spouse?...
   - Less than high school diploma...
   - High school...
   - Some college (Include associates degree)...
   - 4-year college graduate and beyond...

4. In 2011, what was the primary occupation of the principal operator and the principal operator’s spouse?...
   - Farm or ranch work...
   - Work other than farming or ranching...
   - Currently not in the paid workforce...

5. Do you (the principal operator) now consider yourself to be retired from farming/ranching?...
   - [YES - [Enter code 1]...]
   - [NO - [Enter code 3].....]
6. How many persons lived in the principal operator’s household on December 31, 2011? (Include operator, spouse, children, and others living in the operator’s household). .............................................

<table>
<thead>
<tr>
<th>In each age category?</th>
<th>Number</th>
<th>Were covered by any health insurance for any part of year?</th>
</tr>
</thead>
<tbody>
<tr>
<td>1228</td>
<td>1126</td>
<td></td>
</tr>
<tr>
<td>1229</td>
<td>1127</td>
<td></td>
</tr>
<tr>
<td>1230</td>
<td>1128</td>
<td></td>
</tr>
<tr>
<td>1231</td>
<td>1129</td>
<td></td>
</tr>
</tbody>
</table>

7. Of the people who lived in your (the principal operator’s) household on December 31, 2011, how many were—

- a. younger than 6 years old? ...........................................
- b. from 6 through 17 years old? ......................................
- c. from 18 through 64 years old? .....................................
- d. 65 years or older? ...................................................
- e. Total persons in household (should equal number reported in item 6) ..........................

8. In 2011, how many of these persons had health insurance that was provided through—

- a. an employer (or former employer) from the operator’s off-farm work? ......................
- b. an employer (or former employer) from the spouse’s off-farm work? ........................
- c. other employer or group sponsored policies (e.g., purchased through a cooperative, union, or farm organization)? ........................................
- d. this farming operation? ........................................................................
- e. direct purchase private policy (fully purchased by or for the household)? ..............
- f. Medicare, Medicaid, or other public insurance? ..............................................

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

<table>
<thead>
<tr>
<th>OPERATOR MILES</th>
<th>SPouse MILES</th>
</tr>
</thead>
<tbody>
<tr>
<td>0941</td>
<td>0942</td>
</tr>
</tbody>
</table>

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

<table>
<thead>
<tr>
<th>AcRES</th>
<th>SQUARE FEET UNDER glass or other protection</th>
<th>DOLLARS</th>
</tr>
</thead>
<tbody>
<tr>
<td>0191</td>
<td></td>
<td>0183</td>
</tr>
<tr>
<td>0192</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

11. [Ask only if starred (-) crops in item 1 were share rented from others.]
For acres rented to this operation on a share basis in 2011, what was the estimated market value of your landlord’s share of the dry beans, vegetables, fruits, nuts, nursery, greenhouse and all other crops? ...........................................

12. Did this operation plant any corn, soybeans, wheat, or cotton intended for harvest in 2011, or hay intended for livestock feed in 2011?  

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

<table>
<thead>
<tr>
<th>CODE</th>
<th>Corn</th>
<th>Soybeans</th>
<th>Wheat</th>
<th>Cotton</th>
<th>Hay</th>
</tr>
</thead>
<tbody>
<tr>
<td>024</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>023</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>022</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

13. How many acres planted or grown on this operation were intended for harvest in 2011? (For winter wheat, report acreage planted in fall 2010. For double cropped acres, include the acreage of both crops. Verify that planted acreage is equal to or greater than harvested acreage reported in Section B, item 1).  

- a. How many acres planted or grown on this operation were intended for harvest in 2011?  
- b. How many of these acres were planted with no-till or strip-till?  
- c. How many of these acres received nitrogen fertilizer?  

For acres that received nitrogen fertilizer—

(i) what was the average total application rate (lbs per acre)? .......
(ii) what percentage of nitrogen fertilizer was applied in the fall? ....
(iii) what percentage of nitrogen fertilizer was applied after planting? ...  

- d. How many acres planted or grown on this operation were irrigated in 2011? ........

14. How many acres of cropland were

(1) planted to a cover crop after the 2010 crop was harvested and
(2) subsequently planted to an annual crop (e.g., corn, wheat) for 2011? ..................

15. How many acres of cropland were left fallow during 2011?  

- a. How many of these fallow acres were part of an on-going crop rotation that includes fallow for moisture conservation or other purposes?  

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

17. ENUMERATOR NOTE: If the principal operator and/or the principal operator’s spouse worked off the farm and reported hours of non-farm work in Section I, items 30a(iii), 30a(iv), 30b(iii), or 30b(iv), ask; otherwise go to item 10.

18. SECTION J continues on next page.
1. For 2011, please report the acreage and quantity harvested, and amount used on this operation, on the total acres in this operation (Section A, item 4). *(Include crops grown on a contract or custom basis. Exclude crops grown on land rented to others and cover crops if not harvested.)*

<table>
<thead>
<tr>
<th>CROP</th>
<th>ACREAGES</th>
<th>PRODUCTION</th>
</tr>
</thead>
<tbody>
<tr>
<td>1.</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

### FIELD CROPS

- **Corn for grain:** 0.06 Bu., 0.08 Bu., 0.10 Bu.
- **Corn for silage or greenchop:** 0.09 Tons, 0.11 Tons, 0.12 Tons.
- **Cotton, all types:** 0.13 Barr., 0.14 Lbs., 0.16 Lbs.
- **Peanuts:** 0.17 Lbs., 0.18 Lbs., 0.19 Lbs.
- **Potatoes (report sweet potatoes in all other crops):** 0.21 Cwt., 0.22 Cwt., 0.24 Cwt.
- **Rice:** 0.25 Cwt., 0.26 Cwt., 0.28 Cwt., 0.30 Cwt., 0.32 Cwt.
- **Sorghum for grain:** 0.29 Bu., 0.30 Bu., 0.31 Bu.
- **Sorghum for silage:** 0.33 Tons, 0.34 Tons, 0.36 Tons.
- **Soybeans:** 0.37 Bu., 0.38 Bu., 0.40 Bu.
- **Tobacco, all types:** 0.41 Lbs., 0.42 Lbs., 0.44 Lbs.

### SMALL GRAINS

- **Barley for grain:** 0.45 Bu., 0.46 Bu., 0.48 Bu.
- **Oats for grain:** 0.49 Bu., 0.50 Bu., 0.52 Bu.
- **Wheat, all types, for grain:** 0.54 Bu., 0.55 Bu., 0.56 Bu.

### DRY HAY CROPS

- **Hay, dry, alfalfa and alfalfa mixtures:** 0.57 Tons, 0.58 Tons, 0.60 Tons.
- **Hay, dry, all others:** 0.61 Tons, 0.62 Tons, 0.64 Tons.

### OTHER CROPS

- **Canola:** 0.65 Lbs., 0.66 Lbs., 0.68 Lbs.
- **Other oilseeds:** 0.69 Lbs., 0.70 Lbs., 0.72 Lbs.
- **Sugarbeets or sugarbeet roots:** 0.73 Tons, 0.74 Tons, 0.76 Tons.

| *Dry edible beans/peas/pea flakes.* | 0.77 |
| *Vegetables for processing.* | 0.78 |
| *All other vegetables and melons (exclude vegetables grown under glass or other protection).* | 0.79 |
| *Fruits, nuts, and berries.* | 0.80 |
| *Nursery and greenhouse crops (include Christmas trees).* | 0.81 |
| *All other crops not listed above (include sweet potatoes).* | 0.82 |

### OTHER CROPS

- **Wheat, all types, for grain:** 0.01 Tons, 0.02 Tons, 0.03 Tons.
- **Barley for grain:** 0.04 Tons, 0.05 Tons, 0.06 Tons.
- **Rice:** 0.07 Tons, 0.08 Tons, 0.09 Tons.
- **Sorghum for silage:** 0.10 Tons, 0.11 Tons, 0.12 Tons.
- **Sorghum for grain:** 0.13 Tons, 0.14 Tons, 0.15 Tons.
- **Potatoes (report sweet potatoes in all other crops):** 0.16 Tons, 0.17 Tons, 0.18 Tons.
- **Rice:** 0.19 Tons, 0.20 Tons, 0.21 Tons.
- **Sorghum for silage:** 0.22 Tons, 0.23 Tons, 0.24 Tons.

### 10. Which value code from the list below represents the total income the household, the principal operator, and spouse received in 2011 from--- (Exclude farm income reported earlier.)

<table>
<thead>
<tr>
<th>SOURCE</th>
<th>TOTAL HOUSEHOLD INCOME VALUE CODE</th>
<th>OPERATOR INCOME VALUE CODE</th>
<th>SPOUSE INCOME VALUE CODE</th>
</tr>
</thead>
<tbody>
<tr>
<td>a.</td>
<td>all off-farm wages, salaries, and tips before taxes and withholdings.</td>
<td>0952</td>
<td>0950</td>
</tr>
<tr>
<td>b.</td>
<td>net cash income from operating another farm or ranch (net of depreciation)</td>
<td>0957</td>
<td>0955</td>
</tr>
<tr>
<td>c.</td>
<td>net cash income from renting farmland to others, excluding land rented to others from this operation?</td>
<td>0963</td>
<td></td>
</tr>
<tr>
<td>d.</td>
<td>net cash income from operating any other business (net of depreciation)</td>
<td>0968</td>
<td>0966</td>
</tr>
<tr>
<td>e.</td>
<td>interest income?</td>
<td>0969</td>
<td></td>
</tr>
<tr>
<td>f.</td>
<td>dividend income?</td>
<td>0974</td>
<td>0972</td>
</tr>
<tr>
<td>g.</td>
<td>total proceeds from the sale of farm and non-farm capital assets?</td>
<td>0974</td>
<td>0972</td>
</tr>
<tr>
<td>h.</td>
<td>income from private pensions and private disability payments?</td>
<td>0989</td>
<td></td>
</tr>
<tr>
<td>i.</td>
<td>income from public sources? (include Social Security, military and other public retirement, veterans' benefits, public disability, unemployment, or other public assistance.)</td>
<td>0986</td>
<td></td>
</tr>
<tr>
<td>j.</td>
<td>other off-farm sources of income?</td>
<td>0993</td>
<td></td>
</tr>
</tbody>
</table>
11. Which value code represents how much this household spent in 2011 on—

<table>
<thead>
<tr>
<th>VALUE CODE</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>1106</td>
<td>Food, including food away from home?</td>
</tr>
<tr>
<td>1104</td>
<td>Rent for principal operator’s dwelling, if not owned by the household (item 12b, below) or farm business (SECTION G, item 1a has a zero value)?</td>
</tr>
<tr>
<td>1106</td>
<td>Utilities and household supplies?</td>
</tr>
<tr>
<td>1109</td>
<td>Non-farm transportation: (i) renting or leasing of vehicles for household use, public transportation expenses, etc.?</td>
</tr>
<tr>
<td>1108</td>
<td>(ii) fuel, maintenance and repairs, vehicle insurance, parking and license fees for non-farm share of vehicles?</td>
</tr>
<tr>
<td>1107</td>
<td>Health and medical expenses: (i) health and/or dental insurance costs? (Costs not covered by the farm operation or an off-farm employer)?</td>
</tr>
<tr>
<td>1109</td>
<td>(ii) out of pocket expenses for health and medical needs? (Include co-payments, co-insurance, deductibles, etc.)?</td>
</tr>
<tr>
<td>1110</td>
<td>Contributions to personal insurance (including life, disability, and liability insurance but not including health, homeowner or vehicle insurance) and retirement plans including pensions and Social Security?</td>
</tr>
<tr>
<td>1111</td>
<td>Contributions to individuals outside of the household, including alimony, child support, gifts (not including bequests) and charitable contributions?</td>
</tr>
<tr>
<td>1112</td>
<td>Mortgage interest for operators who live in a dwelling owned by the household and not the operation? (Exclude any part of mortgage principal).</td>
</tr>
<tr>
<td>1113</td>
<td>Property taxes for operators who live in a dwelling owned by the household and not the operation?</td>
</tr>
<tr>
<td>1114</td>
<td>Other household living expenses, such as non-farm household insurance payments, clothing and personal care products and services; house furnishings and equipment, education and child (or adult) care, entertainment (hobbies, recreation, and vacations)?</td>
</tr>
</tbody>
</table>

[Show VALUE CODES in Respondent Booklet.]

12. Which value code represents the total value of each of the following categories of off-farm assets owned by the operator and members of the operator’s household on December 31, 2011, for—

<table>
<thead>
<tr>
<th>VALUE CODE</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>0953</td>
<td>Financial assets held in non-retirement accounts? (Include cash, checking, savings, money market accounts, certificates of deposit, savings bonds, government securities, outstanding personal loans due to the operator or household; corporate stock, mutual funds, cash surrender value of life insurance, other financial assets. Exclude all farm business-related assets).</td>
</tr>
<tr>
<td>0984</td>
<td>Retirement accounts? (401k, 403b, IRA, Keogh, other retirement accounts).</td>
</tr>
<tr>
<td>0985</td>
<td>Operator’s dwelling, if not owned by the operation? (Not reported in Section G, item 1a).</td>
</tr>
<tr>
<td>0996</td>
<td>Real estate and other personal (second) homes? (Other farms, residential rental, commercial, and other real estate).</td>
</tr>
<tr>
<td>0997</td>
<td>Business not part of this farm?</td>
</tr>
<tr>
<td>0998</td>
<td>All household vehicles? (Including household share of vehicles partly owned by the operation).</td>
</tr>
<tr>
<td>0999</td>
<td>Other assets not reported elsewhere?</td>
</tr>
</tbody>
</table>

SECTION J continues on next page.
SECTION A | LAND IN FARM / RANCH

For 2011, please report farm/ranch land owned, rented, or used by you, your spouse, or by the partnership, corporation or organization for which you are reporting. (Include all cropland, idle land, CRP, pasture/land, woodland, wasteland, farmland, acres used for crops/livestock production facilities, and all other building sites associated with this operation, etc.)

ACRES OPERATED

1. How many acres of farm/ranch land were owned? + 0020

2. How many acres of farm/ranch land were rented or leased from others — (Exclude land used on an animal unit month (AUM) fee per head basis under a grazing permit.) +

a. for a fixed or flexible cash rent payment? + 0021

b. for a share of the crop or livestock production? (Include hybrid rental arrangement where rent paid is based on a fixed cash payment plus some shared production.) + 0023

c. for free? + 0024

3. How many acres of farm/ranch land were rented or leased to others? (Include land rented for cash, for a share of crop or livestock production, or rent free) + 0025

TOTAL ACRES + 0026

4. Then the TOTAL ACRES in this operation in 2011 were: (total items 1 + 2a + 2b + 2c – 3) = 0027

5. Of the total acres in this operation (item 4), how many were —

a. considered cropland? (Include land in government programs, fruit/irrigated or orchards, and land planted to hay, excluding wild hay. Exclude CRP acres planted to trees.) +

b. covered under a Federal crop insurance policy? + 0030

c. enrolled in the Conservation Reserve Program (CRP), Conservation Reserve Enhancement Program (CREP), and/or Wetlands Reserve Program (WRP)? + 0039

d. used to harvest certified organic crops? + 0028

6. In 2011, what was the total dollar amount received from CRP, CREP, and/or WRP payments? (Verify that CRP, CREP, and/or WRP acres are reported in item 5c) + 0041

DOLLARS + 0477

7. In the 2011 crop year, did these operation use any land for annual crops (row crops, small grains, vegetables, etc. other than hay) that was used in 2010 for hay, grazing/pasture, CRP/CREP/WRP or any other non-crop uses? (Include land that was in this operation in 2011 but not in 2010. Exclude land that was in this farm in 2010 but not in 2011.)

☐ YES - [Enter code 1, then continue] ☐ NO - [Enter code 3, then go to item 8] +

How many acres of each of these 2010 land uses were used for annual crops in the 2011 crop year? +

a. CRP/CREP/WRP land in 2010 that was used for annual crops in 2011. + 0406

b. Hay, grazing, or other non-crop, non-CRP/CREP/WRP land in 2010 that was used for annual crops in 2011. + 0407

OFFICE USE ONLY 2002

VALUE CODE

0988

0989

1101

1102

0983

1117

1113

1114

1115

[Show VALUE CODES in Respondent Booklet.]

13. Which value code represents the total value of each of the following categories of off-farm debt (debt not associated with this operation) owed by the operator and members of the operator’s household on December 31, 2011, for — (Include off-farm debt secured with farm assets. Exclude any debt — household debt, credit cards, etc. – reported in SECTION H, Farm Debt.)

VALUE CODE

a. mortgages on operator’s dwelling, if not owned by the operation? (Include home mortgages, home equity loans, and lines of credit secured by the operator’s dwelling.) +

b. mortgages on other real estate and other personal (second) homes? (Include mortgages, equity loans, and lines of credit secured by other real estate, including other farms, residential rental, commercial, and other real estate.) +

c. loans on businesses that are not a part of this farm operation? +

d. personal loans? (Include credit cards, auto loans, unpaid taxes, medical bills, any other debts/liabilities not reported elsewhere.) +

e. all other off-farm debt owed by the operator or household? +

14. Which value code represents the amount of off-farm debt owed by the operator or household members that was secured by farm assets? +

VALUE CODE

1117

1113

1114

1115

[Show VALUE CODES in Respondent Booklet.]

15. Which value code represents the total farm sales in the previous year (2010)?

VALUE CODE

1113

1114

1115

[Show VALUE CODES in Respondent Booklet.]

16. Which value code represents the net operating income for the operation in the previous year (2010)? (Cash income from all farm sources minus production costs and depreciation; if negative net operating income, indicate a minus sign before the value code) +

VALUE CODE

1115

1116

1117

[Show VALUE CODES in Respondent Booklet.]

17. Which value code represents the total off-farm income in the previous year (2010)? (wages, salaries, tips, interest, dividends, other public sources, etc. before taxes, income from operating another farm, income from operating any other business, if negative off-farm income, indicate a minus sign before the value code) +

VALUE CODE

1117

1118

1119

[Show VALUE CODES in Respondent Booklet.]

SECTION A continues on next page.
CONCLUSION

1. To receive the complete results of this survey on the release date, go to www.usda.gov/results/.
   Would you rather have a brief summary mailed to you at a later date?
   □ YES - [Enter code 1] □ NO - [Enter code 3].

PROJECT 904 – ARMS Phase III CPPR – Version 1 – QID 044001
OMB No. 0553-0238  Approve Date 12/31/2012

USDA
AGRICULTURAL RESOURCE MANAGEMENT SURVEY
COSTS AND RETURNS REPORT
2011

U.S. Department of Agriculture,
Rm 5030, South Building
1400 Independence Ave., S.W.
Washington, DC 20250-2000
Phone: 1-800-727-9540
Fax: 202-690-2090
Email: nass@nass.usda.gov

CONTACT RECORD

DATE TIME NOTES

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

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

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

BEGINNING TIME [MILITARY]

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

POID ____________ ____________ ____________ ____________
PARTNER NAME ____________ ____________ ____________ ____________
ADDRESS ____________ ____________ ____________ ____________
CITY ____________ STATE ____________ ZIP ____________ PHONE NUMBER ____________

POID ____________ ____________ ____________ ____________
PARTNER NAME ____________ ____________ ____________ ____________
ADDRESS ____________ ____________ ____________ ____________
CITY ____________ STATE ____________ ZIP ____________ PHONE NUMBER ____________

TOTAL POINTS R. UNIT
0029 0021 PARTNER STRATUM 0025 0026 0027 0028 0009 0002

Response
1-Comp
2-R
3-Inac
2-Op
2-Tel
3-Acct
3-Face-3-Face
5-Partner
5-Other

Reported by: ____________________________ Telephone (_____) ____________________________