

# 2018 AGRICULTURAL RESOURCE MANAGEMENT SURVEY

Costs and Returns  
Report – Version 1  
Project Code: 904  
(10/03/2018)



**National Agricultural  
Statistics Service**

**ECONOMIC RESEARCH SERVICE**

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*Please make corrections to label name, address, and ZIP code, if needed.*

NASS is collecting information on the costs and returns for operating a farm or ranch in the United States and it is essential that we collect this information directly from the producers to make the information as accurate as possible.

The information you provide will be used for statistical purposes only. Your responses will be kept confidential and any person who willfully discloses ANY identifiable information about you or your operation is subject to a jail term, a fine, or both. This survey is conducted in accordance with the Confidential Information Protection provisions of Title V, Subtitle A, Public Law 107-347 and other applicable Federal laws. For more information on how we protect your information please visit: <https://www.nass.usda.gov/confidentiality>. Response is **voluntary**. You may skip any question(s) you prefer not to answer.

According to the Paperwork Reduction Act of 1995, an agency may not conduct or sponsor, and a person is not required to respond to, a collection of information unless it displays a valid OMB control number. The valid OMB control number for this information collection is 0535-0218. The time required to complete this information collection is estimated to average 100 minutes per response, including the time for reviewing instructions, searching existing data sources, gathering and maintaining the data needed, and completing and reviewing the collection of information.

[If this operation is a partnership, please identify the other person(s) involved.]

| Partner 1    |       |     |              | Partner 2    |       |     |              |
|--------------|-------|-----|--------------|--------------|-------|-----|--------------|
| Partner Name |       |     |              | Partner Name |       |     |              |
| Address      |       |     |              | Address      |       |     |              |
| City         | State | Zip | Phone Number | City         | State | Zip | Phone Number |
| Partner 3    |       |     |              | Partner 4    |       |     |              |
| Partner Name |       |     |              | Partner Name |       |     |              |
| Address      |       |     |              | Address      |       |     |              |
| City         | State | Zip | Phone Number | City         | State | Zip | Phone Number |

| Office Use Only |                           |         |              |         |                      |                 |      |      |      |                 |                       |
|-----------------|---------------------------|---------|--------------|---------|----------------------|-----------------|------|------|------|-----------------|-----------------------|
| Screening Box   | Beginning Time (Military) |         | Total Points | R. Unit | Duplication Adjustor | Partner Stratum |      |      |      | Office Use Only | Number of Supplements |
|                 | Hours                     | Minutes |              |         |                      | 9922            | 9923 | 9927 | 9928 |                 |                       |
| 0006            | 0004                      |         | 0929         | 9921    | 0922                 | 9922            | 9923 | 9927 | 9928 | 0009            | 0002                  |
|                 |                           |         |              |         |                      |                 |      |      |      |                 |                       |

## SECTION A LAND IN FARM / RANCH

For 2018, 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, Conservation Reserve Program (CRP), pastureland, woodland, wasteland, farmstead, acres used for croplivestock production facilities, and all other building sites associated with this operation, etc.)**

### ACRES OPERATED

|   | None                       | Number of Acres    |
|---|----------------------------|--------------------|
| 1. How many acres of farm/ranch land were <u>owned</u> ? . . . . . 0020   | <input type="checkbox"/> + |                    |
| 2. How many acres of farm/ranch land were <u>rented</u> or <u>leased from others</u> — <b>(Exclude land used on an animal unit month (AUM) or fee per head basis under a grazing permit.)</b>   |                            |                    |
| a. for a <u>fixed cash rent</u> payment? . . . . . 0021   | <input type="checkbox"/> + |                    |
| b. for a <u>flexible rent</u> payment? <b>(Include hybrid rental arrangements where rent paid is based on a fixed cash payment plus some shared production.)</b> . . . . . 0022   | <input type="checkbox"/> + |                    |
| c. for a <u>share</u> of the crop or livestock production? <b>(Exclude hybrid rental arrangements.)</b> . . . . . 0023  | <input type="checkbox"/> + |                    |
| d. for <u>free</u> ? . . . . . 0024   | <input type="checkbox"/> + |                    |
| 3. How many acres of farm/ranch land were rented or leased <u>to others</u> ? <b>(Include land rented for cash, for a flexible rent, for a share of crop or livestock production, or rent free.)</b> . . . . . 0025                                     | <input type="checkbox"/> - |                    |
|   |                            | <b>Total Acres</b> |
| 4. Then the <b>TOTAL ACRES</b> in this operation in 2018 were:<br><i>(Total Items 1 + 2a + 2b + 2c + 2d - 3.)</i> . . . . . 0026  | =                          |                    |
| 5. How many of the (Item 4) acres were considered <b>cropland</b> in 2018? <b>(Include land in government programs, fruit/nut/berry/nursery acres, and land planted to hay, including wild hay. Exclude CRP acres planted to trees.)</b> . . . . . 0063 | <input type="checkbox"/>   |                    |

### LAND RENTED FROM OTHERS

|   | None                     | Dollars |
|---|--------------------------|---------|
| 6. Including rent for land and/or buildings, what was the total <b>CASH RENT PAID</b> in 2018 by this operation? <b>(Include rent paid in 2018 for previous years and rent paid in advance. Exclude storage bins, to be reported in SECTION H, Item 20. Exclude grazing of livestock, to be reported in Item 7 below.)</b> . . . . . 0044 | <input type="checkbox"/> | \$ .00  |
| 7. Report any land this operation used (on a <b>per head or AUM basis</b> ) that is administered either by: public or private agencies, industrial corporations, grazing associations, or rented from individuals on a short term grazing arrangement in 2018.  |                          |         |
| a. In 2018, what were the total fees this operation paid for the use of <b>publicly owned land</b> on an AUM basis? <b>(Include fees paid for privately owned land administered by a public agency through exchange-of-use.)</b> . . . . . 0045   | <input type="checkbox"/> | \$ .00  |
| b. In 2018, how much did this operation spend on pasturing or grazing of livestock on <b>privately owned land</b> (railroads, another farm/ranch, etc.) used on a fee per head (AUM) or gain basis? . . . . . 0046  | <input type="checkbox"/> | \$ .00  |
| 8. Report any crop or livestock <b>SHARE RENT</b> payments for land rented from others in 2018.   |                          |         |
| a. What was the estimated total MARKET VALUE of your landlord's share of <b>crop</b> production from this operation in 2018? . . . . . 0184   | <input type="checkbox"/> | \$ .00  |
| b. What was the estimated total MARKET VALUE of your landlord's share of <b>livestock</b> production sold or removed from this operation in 2018? <b>(Exclude shared livestock production not part of a land rental arrangement.)</b> . . . . . 0276  | <input type="checkbox"/> | \$ .00  |
| 9. What was the estimated market value of the land and buildings on the acres rented or leased FROM OTHERS on December 31, 2018? . . . . . 0855   | <input type="checkbox"/> | \$ .00  |

### LAND RENTED TO OTHERS

|   | None                     | Dollars |
|---|--------------------------|---------|
| 10. Including rent for land and/or buildings, what was the total <b>CASH RENT RECEIVED</b> in 2018 for acres rented TO OTHERS by this operation? <b>(Include rent received in 2018 for previous years, rent received in advance, and government payments received from those acres. Exclude grazing of livestock, to be reported in SECTION G, Item 3b.)</b> . . . . . 0042 | <input type="checkbox"/> | \$ .00  |
| 11. For acres <b>SHARE-RENTED</b> to others, what was the total value of crop or livestock shares received in 2018 by this operation? <b>(Include rent received in 2018 from previous years and government commodity payments received from those acres.)</b> . . . . . 0043  | <input type="checkbox"/> | \$ .00  |
| 12. What was the estimated market value of the land and buildings on the acres rented or leased TO OTHERS on December 31, 2018? . . . . . 0857  | <input type="checkbox"/> | \$ .00  |



13. During 2018, considering the **acres irrigated** by sprinklers, flooding, ditches or furrows, drip or trickle irrigation, etc. on this operation –

|  | None                     | Irrigated Acres |
|--|--------------------------|-----------------|
| a. How many acres of harvested cropland were irrigated? . . . . . 4031   | <input type="checkbox"/> |                 |
| b. How many acres of pastureland, rangeland, abandoned cropland, and other land were irrigated? . . . . . 4032 | <input type="checkbox"/> |                 |

14. How many acres on this operation were irrigated at least once in the past five years (2014-2018)? . . . . . 5680

15. For how many acres did this operation use no-till, strip-till, or other conservation tillage practices in 2018?

| Crop               | Did you plant this crop with no-till, strip-till, or other conservation tillage?<br>Yes=1, No=3 |      | No-Till <sup>1</sup> Acreage<br>Acres |      | Strip-Till <sup>2</sup> Acreage<br>Acres |      | Other Conservation Tillage <sup>3</sup> Acreage<br>Acres |      |
|--------------------|---|------|---------------------------------------|------|--|------|--|------|
|                    | a. Corn   | 2562 |                                       | 0081 |  | 2372 |  | 2373 |
| b. Soybeans        | 2563  |      | 0587                                  |      | 2337                                     |      | 2374   |      |
| c. Wheat           | 2564  |      | 2333                                  |      | 2338                                     |      | 2375   |      |
| d. Cotton          | 2565  |      | 2334                                  |      | 2339                                     |      | 2376   |      |
| e. All other crops | 2566  |      | 2335                                  |      | 2340                                     |      | 2377   |      |

<sup>1</sup> No-till production leaves soil and crop residue undisturbed from last year's harvest to this year's planting and requires planting directly through the residue.  
<sup>2</sup> Strip-till means tilling a narrow strip over the row, leaving soil and crop residue between the rows undisturbed.  
<sup>3</sup> Other conservation tillage uses full-width tillage but leaves at least 30 percent of soil surface covered by crop residue at planting time (or the field has an annual Soil Tillage Intensity Rate (STIR) less than 80).

16. Which conservation management practices did this operation use in 2018, receive conservation program payments for in 2018, or receive conservation program payments for in earlier years whether or not the practice was used in 2018? (Conservation program payments are provided by USDA programs such as EQIP or CSP or similarly structured state programs and provided financial assistance to help defray the cost of practice adoption.)

|   | Acres where practice was used in 2018 |  | Acres with conservation payment in 2018 (zero if no payment received) |  | Acres with conservation payment prior to 2018 (zero if no payment received) |  |
|---|---------------------------------------|--|---|--|---|--|
| a. No-Till <sup>1</sup> (all crops)                     | 2570                                  |  | 2571  |  | 2572  |  |
| b. Strip-Till <sup>2</sup> (all crops)                  | 2573                                  |  | 2574  |  | 2575  |  |
| c. Other Conservation Tillage <sup>3</sup> (all crops)  | 2576                                  |  | 2578  |  | 2579  |  |
| d. Cover crop not harvested                             | 2580                                  |  | 2581  |  | 2582  |  |
| e. Cover crop harvested for forage or other on-farm use | 2583                                  |  | 2584  |  | 2585  |  |
| f. Double crop (both crops harvested for grain or seed) | 2586                                  |  | 2587  |  | 2588  |  |
| g. Nutrient management (based on a written plan)        | 2589                                  |  | 2590  |  | 2591  |  |
| h. Integrated pest management (based on a written plan) | 2592                                  |  | 2593  |  | 2594  |  |
| i. Prescribed grazing                                   | 2596                                  |  | 2597  |  | 2598  |  |

<sup>1</sup> No-till production leaves soil and crop residue undisturbed from last year's harvest to this year's planting and requires planting directly through the residue.  
<sup>2</sup> Strip-till means tilling a narrow strip over the row, leaving soil and crop residue between the rows undisturbed.  
<sup>3</sup> Other conservation tillage uses full-width tillage but leaves at least 30 percent of soil surface covered by crop residue at planting time (or the field has an annual Soil Tillage Intensity Rate (STIR) less than 80).

17. How many cropland acres on your operation faced each category of pest pressure in 2018 relative to the average pest pressure on your operation over the past five years?

|  | Well below average<br>(Acres) | Below average<br>(Acres) | Average<br>(Acres) | Above average<br>(Acres) | Well above average<br>(Acres) |
|--|-------------------------------|--------------------------|--------------------|--------------------------|-------------------------------|
| Above Ground Insect Pests (e.g. aphids, budworms, and armyworms) | 2600                          | 2601                     | 2602               | 2603                     | 2604                          |
| Below Ground Insect Pests (e.g. corn rootworms)                  | 2605                          | 2606                     | 2607               | 2608                     | 2609                          |
| Weeds (Grasses)  | 2610                          | 2611                     | 2612               | 2613                     | 2614                          |
| Weeds (Broadleaves)  | 2615                          | 2616                     | 2617               | 2618                     | 2619                          |
| Fungus   | 2620                          | 2621                     | 2622               | 2623                     | 2624                          |
| Disease  | 2625                          | 2626                     | 2627               | 2628                     | 2629                          |

18. Did this operation purchase any of the following crop or forage insurance policies for the 2018 crop year?

|  | If Yes, list the total acres insured under specified policies → |                            | Total Acres Insured<br>(Acres) |
|--|---|----------------------------|--------------------------------|
|  | Yes   | No                         |                                |
| a. Single- or named- peril policies such as replant, crop hail, freeze, etc.   | 2631<br>1 <input type="checkbox"/>                              | 3 <input type="checkbox"/> | 2632 <input type="text"/>      |
| b. Multi-peril catastrophic policy (CAT)   | 2633<br>1 <input type="checkbox"/>                              | 3 <input type="checkbox"/> | 2634 <input type="text"/>      |
| c. Multi-peril <b>yield</b> policies such as Actual Production History (APH), Yield Base Dollar Amount of Insurance (YDO), Yield Protection (YP), or Area Yield Protection (AYP) | 2635<br>1 <input type="checkbox"/>                              | 3 <input type="checkbox"/> | 2636 <input type="text"/>      |
| d. Multi-peril <b>revenue</b> policies such as Revenue Protection (RP), Revenue Protection with Harvest Price Exclusion (RP-HPE), or Area Revenue Protection (ARP)               | 2637<br>1 <input type="checkbox"/>                              | 3 <input type="checkbox"/> | 2638 <input type="text"/>      |
| e. Multi-peril whole farm revenue protection (WFRP)  | 2639<br>1 <input type="checkbox"/>                              | 3 <input type="checkbox"/> | 2640 <input type="text"/>      |
| f. Multi-peril indexed insurance for grazing lands such as Rainfall Index (RAINF) or Vegetation Index (VEGAT)  | 2641<br>1 <input type="checkbox"/>                              | 3 <input type="checkbox"/> | 2642 <input type="text"/>      |

19. Which of the following farm management business strategies does this operation use? (Check all that apply.)

- 2643  Forward contract sales of commodities before harvest (e.g. with a grain elevator, an ethanol plant, a processor)
- 2644  Spread sales of stored commodities over the year
- 2645  Forward price agricultural inputs
- 2646  Keep a line of credit open, including credit cards
- 2647  Have cash on hand or assets that can be converted into cash
- 2648  Hedge or use future/options markets outside of forward contracting (e.g. with a commodity broker)



**SECTION B ACREAGE, PRODUCTION, and CASH SALES**

1. Were any crops harvested from this operation or did this operation receive any income from these crops in 2018? *(Include your landlord's share and crops grown under contract. Exclude crops grown on land rented to others.)*

0104 1  **Yes - Continue** 3  **No - Go to Section C**

2. Report the acreage and production of crops harvested from this operation in 2018. Report quantity harvested in the unit specified, by crop. For income received from cash sales in 2018, report the dollar amount this operation received from any year's production after subtracting marketing expenses. *(Exclude contract sales or removals and landlord's share of sales in column 5.)*

| 1<br>CROP  | 2<br>How many acres were HARVESTED? |                 | 3<br>What was the total production?<br><i>(Include landlord share and amount used on operation.)</i> |   | 4<br>How much of this operation's share of the total production was (will be) used on this operation for feed, seed, etc.? |                   |        | 5<br>How much was received in Cash Sales from any year's production?<br><i>(Exclude contract sales and removals.)</i> |             |
|--|-------------------------------------|-----------------|--|---|--|-------------------|--------|---|-------------|
|  | (Acres)                             |                 | (Total Amount)   |   | (Amount Used on Operation)   |                   |        | (Dollars)   |             |
| <b>FIELD CROPS</b>   |                                     |                 |  |   |  |                   |        |   |             |
| Corn for grain . . . . .   | 0105                                |                 | 0106   |   | Bu.  | 0107              |        | Bu.   | 0108 \$ .00 |
| Corn for silage or greenchop . . . . .   | 0109                                |                 | 0110   |   | Tons   | 0111              |        | Tons  | 0112 \$ .00 |
| Cotton, all types . . . . .  | 0113                                |                 | 0114   |   | Lbs.   |                   |        |   | 0116 \$ .00 |
| Peanuts . . . . .  | 0117                                |                 | 0118   |   | Lbs.   | 0119              |        | Lbs.  | 0120 \$ .00 |
| Potatoes <i>(report sweet potatoes in all other crops)</i> . . . . .   | 0121                                | Acres<br>Tenths | 0122   |   | Cwt.   | 0123              |        | Cwt.  | 0124 \$ .00 |
| Rice . . . . .   | 0125                                |                 | 0126   |   | Cwt.   | 0127              |        | Cwt.  | 0128 \$ .00 |
| Sorghum for grain or seed . . . . .  | 0129                                |                 | 0130   |   | Bu.  | 0131              |        | Bu.   | 0132 \$ .00 |
| Sorghum for silage . . . . .   | 0133                                |                 | 0134   |   | Tons   | 0135              |        | Tons  | 0136 \$ .00 |
| Soybeans . . . . .   | 0137                                |                 | 0138   |   | Bu.  | 0139              |        | Bu.   | 0140 \$ .00 |
| Tobacco, all types . . . . .   | 0141                                | Acres<br>Tenths | 0142   |   | Lbs.   |                   |        |   | 0144 \$ .00 |
| <b>SMALL GRAINS</b>  |                                     |                 |  |   |  |                   |        |   |             |
| Barley for grain or seed . . . . .   | 0145                                |                 | 0146   |   | Bu.  | 0147              |        | Bu.   | 0148 \$ .00 |
| Oats for grain or seed . . . . .   | 0149                                |                 | 0150   |   | Bu.  | 0151              |        | Bu.   | 0152 \$ .00 |
| Wheat, all types, for grain or seed . . . . .  | 0153                                |                 | 0154   |   | Bu.  | 0155              |        | Bu.   | 0156 \$ .00 |
| <b>DRY HAY CROPS</b>   |                                     |                 |  |   |  |                   |        |   |             |
| Hay, dry, alfalfa and alfalfa mixtures . . . . .   | 0157                                |                 | 0158   |   | Tons   | 0159              |        | Tons  | 0160 \$ .00 |
| Hay, dry, all others . . . . .   | 0161                                |                 | 0162   |   | Tons   | 0163              |        | Tons  | 0164 \$ .00 |
| <b>OTHER CROPS</b>   |                                     |                 |  |   |  |                   |        |   |             |
| Canola . . . . .   | 0165                                |                 | 0166   |   | Lbs.   | 0167              |        | Lbs.  | 0168 \$ .00 |
| Other oilseeds . . . . .   | 0169                                |                 | 0170   |   | Lbs.   | 0171              |        | Lbs.  | 0172 \$ .00 |
| Sugarcane or sugarbeets . . . . .  | 0173                                |                 | 0174   |   | Tons   | 0175              |        | Tons  | 0176 \$ .00 |
| Dry edible beans/peas/lentils . . . . .  | 0177                                |                 |  |   |  |                   |        |   | 0185 \$ .00 |
| Vegetables for processing . . . . .  | 0178                                |                 |  |   |  |                   |        |   | 0186 \$ .00 |
| All other vegetables and melons <i>(Exclude vegetables grown under glass or other protection.)</i> . . . . . | 0179                                |                 |  |   |  |                   |        |   | 0187 \$ .00 |
| Fruits, nuts, and berries <i>(Include citrus.)</i> . . . . .   | 0180                                |                 |  | SQUARE FEET UNDER glass or other protection |  | ACRES in the OPEN | Tenths |   | 0188 \$ .00 |
| Nursery and greenhouse crops <i>(Include Christmas trees.)</i> . . . . .                                     |                                     |                 | 0191   |   |  | 0192              |        |   | 0189 \$ .00 |
| All other crops not listed above <i>(Include sweet potatoes.)</i> . . . . .                                  | 0182                                |                 |  |   |  |                   |        |   | 0190 \$ .00 |

## SECTION C LIVESTOCK INVENTORY, NUMBER SOLD/REMOVED, and CASH SALES

1. Did you or anyone else have any livestock or poultry on this operation in 2018 (regardless of ownership), or did this operation receive any income from livestock, poultry, or livestock products in 2018? (**Include** your landlord's share & livestock/poultry grown for others on a contract basis. **Exclude** livestock/poultry grown or fed by someone else on a custom or contractual basis.)

0247 1  **Yes - Continue** 3  **No - Go to Section D**

2. Report the total number of livestock, poultry, and livestock products, by type. For income received in 2018, report the total dollars this operation received from cash sales after subtracting marketing expenses. (**Exclude** contract sales or removals and landlord's share of sales in column 5.)

| 1<br><b>LIVESTOCK</b>   | INVENTORY  |  | SALES   |      |  |        |
|---|--|--|---|------|--|--------|
|   | 2<br>On Dec. 31, 2018, how many [column 1] regardless of ownership were on hand?<br>(Number) | 3<br>On Dec. 31, 2018, how many [column 1] were owned by this operation?<br>(Number) | 4<br>What was the total number of [column 1] sold or removed in 2018?<br>(Number) |      | 5<br>How much was received in Cash Sales of [column 1] from any year's production in 2018?<br>(Exclude marketing contract sales.)<br>(Dollars) |        |
| a. Beef cows ( <b>Include</b> beef heifers that have calved. <b>Exclude</b> heifers that have not calved, steers, calves, and bulls.) . . . . .   | 0255   | 0256   | 0254  | 1254 | \$   | .00    |
| b. Milk cows, including any dry cows ( <b>Exclude</b> any heifers not yet freshened.) . . . . .   | 0258   | 0259   | 0257  | 1258 | \$   | .00    |
| c. Other cattle and calves ( <b>Include</b> fed cattle, beef and dairy cull animals, stockers and feeders, veal calves, etc.) . . . . .   | 0252   | 0253   | 0251  | 1251 | \$   | .00    |
| d. Total cattle and calves (Items a + b + c) . . . . .  | 0261   | 0295   | 0260  | 1295 | \$   | .00    |
| (i) Of the total (row d, col. 5) dollars, how much was for <b>breeding stock</b> ? <sup>1/</sup> . . . . .  |  |  |   |      | 0512   | \$ .00 |
| (ii) Recognized gain/loss on sale of <b>breeding stock</b> . (If a loss was incurred, indicate with a negative sign) . . . . .  |  |  |   |      | 0535   | \$ .00 |
| e. Total milk sold in 2018 (report in cwt) . . . . .  |  |  | 0270  | Cwt  | 0510   | \$ .00 |
| (i) Of the total (row e, col. 4) cwt, how much was <b>certified</b> organic milk? . . . . .   |  |  | 1528  | Cwt  | 1298   | \$ .00 |
| f. All hogs and pigs . . . . .  | 0263   | 0296   | 0262  | 1296 | \$   | .00    |
| (i) Of the total (row f, col. 5) dollars, how much was for <b>breeding stock</b> ? <sup>1/</sup> . . . . .  |  |  |   |      | 0509   | \$ .00 |
| (ii) Recognized gain/loss on sale of <b>breeding stock</b> . (If a loss was incurred, indicate with a negative sign) . . . . .  |  |  |   |      | 0533   | \$ .00 |
| g. All layers and pullets, including table and hatching . . . . .   | 0249   | 0250   | 0248  | 0526 | \$   | .00    |
| (i) All eggs, including hatching eggs (report in dozens) . . . . .  |  |  | 0266  | Doz  | 0514   | \$ .00 |
| h. Turkeys . . . . .  | 0269   | 0298   | 0268  | 0515 | \$   | .00    |
| i. Broilers . . . . .   | 0265   | 0297   | 0264  | 0513 | \$   | .00    |
| j. Other Poultry ( <b>Include</b> other chickens, ducks, emus, geese, hatchlings, ostriches, pigeons, pheasants, quail, poultry products, etc.) . . . . .   | 0275   | 0299   | 0274  | 0516 | \$   | .00    |
| k. Other animals and other animal products ( <b>Include</b> sheep, goats, & their products (wool, mohair, & goat milk); horses, ponies, mules, burros, & donkeys; aquaculture; bees & honey; semen & embryo sales). . . . . | 0273   | 1273   | 0272  | 0517 | \$   | .00    |
| (i) Of the total (row k, col. 5) dollars, how much was for <b>breeding stock</b> ? <sup>1/</sup> . . . . .  |  |  |   |      | 0528   | \$ .00 |
| (ii) Recognized gain/loss on sale of <b>breeding stock</b> . (If a loss was incurred, indicate with a negative sign) . . . . .  |  |  |   |      | 0534   | \$ .00 |

<sup>1/</sup> Report breeding and non-breeding stock as defined on Tax form 1040F and form 4797.

**SECTION D OTHER OPERATIONS GROWING, FEEDING, or RAISING LIVESTOCK FOR THIS OPERATION**

1. In 2018, did any OTHER operations grow, feed, or raise livestock or poultry owned by this operation under a contract agreement where you are the contractor?

0271 <sup>1</sup>  **Yes - Continue**      <sup>3</sup>  **No - Go to Section E**

| <sup>1</sup><br>What livestock or poultry were being raised or fed for this operation?<br>[List type below.] | <sup>2</sup><br>Commodity Code<br><b>Office Use Only</b><br>(Code) | <sup>3</sup><br>What was the market value of [type] on hand on contractee operations on Jan. 1, 2018?<br>(Dollars) | <sup>4</sup><br>What was the estimated market value (at placement) of [type] placed under contract DURING 2018?<br>(Dollars) | <sup>5</sup><br>How much was paid to contractees for labor, management, and reimbursement for expenses?<br>(Dollars) | <sup>6</sup><br>How much were the GROSS receipts from [type] sold or removed under this contract?<br>(Dollars) | <sup>7</sup><br>On Dec. 31, 2018 what was the market value of unsold [type] remaining under contract?<br>(Dollars) |
|--|--|--|--|--|--|--|
|  | 0277   | 0278   | 0279   | 0280   | 0281   | 0282   |
|  | 0283   | 0284   | 0285   | 0286   | 0287   | 0288   |
|  | 0289   | 0290   | 0291   | 0292   | 0293   | 0294   |

**SECTION E MARKETING and PRODUCTION CONTRACTS**

1. Did this operation have **marketing** or **production** contracts for any commodities delivered in 2018? (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. A production contract is an agreement setting terms, conditions, and fees to be paid by the contractor to the operation for the production of crops, livestock, or poultry.)

3991 <sup>1</sup>  **Yes - Continue**      <sup>3</sup>  **No - Go to Section F**

2. Report the commodities delivered in 2018 through **marketing** or **production** contract(s). List the quantities marketed and the final price received. (**Include** the quantity delivered or removed under contract. **Exclude** money received from contractors as reimbursement for expenses. **Exclude** landlord shares (report in SECTION A) and marketing charges (report in SECTION H, Item 33).)

| <sup>1</sup><br>What commodities did this operation have MARKETING or PRODUCTION contracts for in 2018?<br>[Write in commodities] | <sup>2</sup><br>Commodity Code<br><b>Office Use Only</b><br>(Code) | <sup>3</sup><br>Marketing or Production Contract?<br>Marketing=1<br>Production=2 | <sup>4</sup><br>Quantity of this commodity delivered through this contract? ( <b>Exclude</b> landlord's share.) | <sup>5</sup><br>Unit Code (from list below)<br>(Code) | <sup>6</sup><br>What was (will be) the FINAL PRICE RECEIVED per unit by this operation for this commodity marketed under this contract?<br>(Dollars & Cents) | <sup>7</sup><br>What was the total dollar amount received in 2018 from this contract?<br>(Total Dollars) |
|---|--|--|---|---|--|--|
| <i>Commodity example</i>  | 0000   |  | <i>1</i>  | 0000  | <i>10000</i>   | 0000 <i>04</i> 0000 \$ <i>3</i> . <i>75</i> 0000 \$ <i>37500</i> .00                                     |
|   | 3927   |  | 3550  | 3928  | 3929   | 3930 \$ . 3931 \$ .00  |
|   | 3932   |  | 3551  | 3933  | 3934   | 3935 \$ . 3936 \$ .00  |
|   | 3937   |  | 3552  | 3938  | 3939   | 3940 \$ . 3941 \$ .00  |
|   | 3942   |  | 3553  | 3943  | 3944   | 3945 \$ . 3946 \$ .00  |
|   | 3947   |  | 3554  | 3948  | 3949   | 3950 \$ . 3951 \$ .00  |
|   | 3952   |  | 3555  | 3953  | 3954   | 3959 \$ . 3960 \$ .00  |
|   | 3961   |  | 3556  | 3962  | 3963   | 3964 \$ . 3965 \$ .00  |
|   | 3966   |  | 3557  | 3967  | 3968   | 3969 \$ . 3970 \$ .00  |
|   | 3971   |  | 3558  | 3972  | 3973   | 3974 \$ . 3975 \$ .00  |
|   | 3976   |  | 3559  | 3977  | 3978   | 3979 \$ . 3980 \$ .00  |
|   | 3981   |  | 3560  | 3982  | 3983   | 3984 \$ . 3985 \$ .00  |
|   | 3986   |  | 3561  | 3987  | 3988   | 3989 \$ . 3990 \$ .00  |

If more space is needed, please use a separate sheet of paper.

<sup>1/</sup> "Delivered" includes commodities for which partial payment was made even if not physically delivered by December 31, 2018.

| Unit    | Code | Unit   | Code | Unit        | Code | Unit         | Code |
|---------|------|--------|------|-------------|------|--------------|------|
| Pound   | 01   | Bin    | 05   | Dozen       | 09   | Barrel       | 20   |
| CWT.    | 02   | Box    | 06   | Flat        | 10   | Acre         | 22   |
| Ton     | 03   | Bale   | 07   | Head / Bird | 11   | Animal Space | 39   |
| Bushels | 04   | Carton | 08   | Plant / Pot | 13   | Kilogram     | 40   |



**SECTION F ACCOUNTS RECEIVABLE & DEFERRED PAYMENTS**

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

**[NOTE: Crops in storage and not sold as of the reference date should be reported in Section I, Item 3a.]**

|   | None | Dollars |
|---|------|---------|
| a. On January 1, 2018, what was the total dollar amount <b>owed</b> to this operation for all commodities produced and sold <i>(cash or contract)</i> <b>before</b> January 1, 2018? . . . 0885 <input type="checkbox"/>                                |      | \$ .00  |
| (i) How much did this operation receive from Item 1a during 2018? . . . . . 0875 <input type="checkbox"/>   |      | \$ .00  |
| b. What was the total dollar amount owed to this operation on December 31, 2018, for all commodities produced, sold <i>(cash or contract)</i> , delivered, or removed under contract in 2018 and earlier years? . . . . . 0886 <input type="checkbox"/> |      | \$ .00  |

**SECTION G GOVERNMENT PAYMENTS & OTHER FARM RELATED INCOME**

1. In 2018, did this operation receive or repay any Commodity Credit Corporation (CCC) loans?

0560 1  **Yes - Continue**                      3  **No - Go to Item 2**

|  | None | Dollars |
|--|------|---------|
| a. In 2018, how much was received for all commodities placed under CCC loans? . . 0518 <input type="checkbox"/>  |      | \$ .00  |
| b. In 2018, what was the amount spent to repay all CCC loans?<br><i>(Exclude interest, storage, and service fees.)</i> . . . . . 0519 <input type="checkbox"/> |      | \$ .00  |

2. In 2018, did this operation receive Federal, State or local farm program payments?  
*(Include government payments received through a cooperative. Exclude CCC loan payments.)*

0563 1  **Yes - Continue**                      3  **No - Go to Item 3**

|   | None | Dollars |
|---|------|---------|
| a. In 2018, how much was received in Loan Deficiency Payments (LDPs), and Marketing Loan Gains (MLGs)? <i>(Include government payments received through a cooperative.)</i> . . . . . 0529 <input type="checkbox"/> |      | \$ .00  |

b. In 2018, how many acres were enrolled and how much was received from each of the following programs?

|  | None | Acres | Dollars     |
|--|------|-------|-------------|
| (i) Conservation Reserve Program (CRP) . . . . . 0565 <input type="checkbox"/>               |      |       | 0538 \$ .00 |
| (ii) Environmental Quality Incentives Program (EQIP) . . . . . 0543 <input type="checkbox"/> |      |       | 0540 \$ .00 |
| (iii) Conservation Stewardship Program (CSP) . . . . . 0567 <input type="checkbox"/>         |      |       | 0566 \$ .00 |
| (iv) All other U.S. Federal conservation programs . . 0544 <input type="checkbox"/>          |      |       | 0541 \$ .00 |

c. In 2018, how much was received from each of the following programs?

|  | None | Dollars |
|--|------|---------|
| (i) Agricultural disaster payments? <i>(Include all disaster assistance programs such as Livestock Forage Disaster Program (LFP), market loss assistance programs, Reimbursement Transportation Cost Payment Program (RTCP) and Trade Adjustment Assistance for Farmers (TAAF). Exclude Federal crop insurance and other indemnity payments, Margin Protection Program - Dairy.)</i> . . . . . 0537 <input type="checkbox"/> |      | \$ .00  |
| (ii) Price Loss Coverage (PLC) program? <i>(Include government payments received through a cooperative.)</i> . . . . . 0464 <input type="checkbox"/>   |      | \$ .00  |
| (iii) Agricultural Risk Coverage (ARC) program? <i>(Include government payments received through a cooperative.)</i> . . . . . 1493 <input type="checkbox"/>   |      | \$ .00  |
| (iv) Margin Protection Program for Dairy (MPP - Dairy)? . . . . . 2211 <input type="checkbox"/>  |      | \$ .00  |
| (v) Market Facilitation Program payments? . . . . . 2649 <input type="checkbox"/>  |      | \$ .00  |
| (vi) All other Federal, State, or local program payments? . . . . . 0545 <input type="checkbox"/>  |      | \$ .00  |





**OTHER FARM RELATED INCOME**

3. In 2018, what was the total income received by you (the producer) and all partners for:

- |   | None                     | Dollars |
|---|--------------------------|---------|
| a. custom work, machine hire, and other agricultural services provided by this operation for farmers and others? ( <b>Exclude</b> if this is a separate business.) . . . . . 0546   | <input type="checkbox"/> | \$ .00  |
| b. grazing of livestock? ( <b>Include</b> payments for livestock pastured on a per-head basis, per-month basis, AUM basis, etc. <b>Exclude</b> contract arrangements previously reported.) . . . 0547   | <input type="checkbox"/> | \$ .00  |
| c. sales of all forest products? ( <b>Include</b> firewood, timber, etc. <b>Exclude</b> maple syrup and Christmas trees.) . . . . . 0549  | <input type="checkbox"/> | \$ .00  |
| d. sales of farm machinery and vehicles? ( <b>Include</b> farm share only) . . . . . 0550   | <input type="checkbox"/> | \$ .00  |
| e. all insurance indemnity payments? ( <b>Include</b> indemnity payments for all Federal and other crop and livestock insurance, casualty insurance, hail insurance, vehicles and equipment and blanket insurance policies. <b>Include</b> indemnities received on the producer's dwelling, if owned by the operation) . . . . . 1494 | <input type="checkbox"/> | \$ .00  |
| (i) Of the (Item 3e) dollars, how much was received for Federal crop and livestock insurance? . . . . . 0552  | <input type="checkbox"/> | \$ .00  |
| f. cooperative patronage dividends and refunds? . . . . . 0554  | <input type="checkbox"/> | \$ .00  |
| g. income from royalties or leases associated with energy production (e.g. natural gas, oil, and wind turbines)? . . . . . 0555   | <input type="checkbox"/> | \$ .00  |
| h. proceeds from sales of farmland and other farm real estate owned by this operation only? . . . . . 0558  | <input type="checkbox"/> | \$ .00  |
| (i) What was the recognized gain/loss on the (Item 3h) sales of farmland and other farm real estate? (If a loss was incurred, please indicate with a <b>negative sign</b> ). . . 0559   | <input type="checkbox"/> | \$ .00  |

| Acres |
|-------|
|       |

(ii) How many acres were sold? . . . . . 0561

- |   | None                     | Dollars |
|---|--------------------------|---------|
| i. all other farm related sources of income? ( <b>Include</b> : allotment or quota leases, animal boarding, sales of poultry litter and manure, income from recreational activities such as hunting, fishing, tourism, etc., State fuel tax refunds, tax refunds, real estate tax rebates for land preservation; refunds of marketing expenses; renting or leasing of livestock or machinery; sales of value-added goods such as cheese, cider, jams, etc. if these are not part of a separate business. Hedging profits and losses <b>and if a loss was incurred, please indicate with a negative sign</b> .) . . . . . 0556 | <input type="checkbox"/> | \$ .00  |

4. Did this operation receive payments from any of the following environmental markets in 2018?  
**Exclude** payments from government-funded conservation programs such as USDA EQIP or CSP.

| Type of Environmental Market | Did this operation receive payments?   | If "Yes", how much did this operation receive in 2018? |
|------------------------------|--|--|
| a. Habitat Banking           | 2655<br>1 <input type="checkbox"/> Yes<br>2 <input type="checkbox"/> No, but I am aware of these markets in my area.<br>3 <input type="checkbox"/> No, I am not aware of these markets in my area. | 2656<br>\$ <input type="text"/> .00                    |
| b. Streambank restoration    | 2657<br>1 <input type="checkbox"/> Yes<br>2 <input type="checkbox"/> No, but I am aware of these markets in my area.<br>3 <input type="checkbox"/> No, I am not aware of these markets in my area. | 2658<br>\$ <input type="text"/> .00                    |
| c. Water quality trading     | 2659<br>1 <input type="checkbox"/> Yes<br>2 <input type="checkbox"/> No, but I am aware of these markets in my area.<br>3 <input type="checkbox"/> No, I am not aware of these markets in my area. | 2660<br>\$ <input type="text"/> .00                    |
| d. Carbon offsets            | 2661<br>1 <input type="checkbox"/> Yes<br>2 <input type="checkbox"/> No, but I am aware of these markets in my area.<br>3 <input type="checkbox"/> No, I am not aware of these markets in my area. | 2662<br>\$ <input type="text"/> .00                    |

5. An increasing number of commodity buyers require or encourage producers to use sustainable production practices such as cover crops or reduced fertilizer application rates. Excluding certified-organic production, did this operation sell to any buyers (including cooperatives) that directly encouraged sustainable production through any of the following methods?

- a. Contracts or agreements that specify the use of particular practices . . . . . 2663 1  **Yes** 3  **No**
- b. Additional payments or price premiums . . . . . 2664 1  **Yes** 3  **No**
- c. Technical information or production decision tools . . . . . 2665 1  **Yes** 3  **No**
- d. Other methods . . . . . 2666 1  **Yes** 3  **No**

6. In 2018, did the largest portion of this operation's total gross value of sales come from crops or livestock?  
 (If the operation had no sales in 2018, choose crops if the value of cropland on the operation exceeds the value of any livestock on the operation in 2018. Otherwise, choose livestock).

- 0562 1  **CROP** 2  **LIVESTOCK**

## SECTION H OPERATING & CAPITAL EXPENDITURES

In 2018, how much was spent for each item by the PRODUCER(S) and PARTNER(S): (Include only expenses related to this operation. Exclude expenses NOT related to this farm/ranch; expenses of performing custom work FOR others, if this is a separate business; and expenses on land rented to others.)

### OPERATING EXPENSES in 2018

|   | None                     | Dollars |
|---|--------------------------|---------|
| 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.) . . . . . 0600 | <input type="checkbox"/> | \$ .00  |
| 2. nutrients, fertilizer, lime, and soil conditioners? (Include cost of custom application and organic materials. Exclude potting mixes, vermiculite, and sterilized soil.) . . . . . 0606  | <input type="checkbox"/> | \$ .00  |
| 3. agricultural chemicals and biocontrols for crops, livestock, poultry, and general farm use? (Include biological pest controls and custom application costs.) . . . . . 0612  | <input type="checkbox"/> | \$ .00  |
| 4. livestock purchases of –   |                          |         |
| a. breeding stock for beef cattle, dairy cattle, hogs and sheep? . . . . . 0621   | <input type="checkbox"/> | \$ .00  |
| b. other cattle, calves, hogs and pigs? [Report other sheep in Item 4d.] . . . . . 0624   | <input type="checkbox"/> | \$ .00  |
| c. chickens and turkeys? [Report ducks and game birds in Item 4d.] . . . . . 0627   | <input type="checkbox"/> | \$ .00  |
| d. other livestock and poultry? (Include other sheep, lambs, bees, brood fish, fingerlings, eggs for hatching, goats, etc.) . . . . . 0630  | <input type="checkbox"/> | \$ .00  |
| 5. leasing of livestock? (Include bees, bulls, dairy cattle, etc.) . . . . . 0633   | <input type="checkbox"/> | \$ .00  |
| 6. purchased feed for livestock and poultry? (Include grain, hay, silage, mixed feeds, concentrates, etc.) . . . . . 0636   | <input type="checkbox"/> | \$ .00  |
| 7. bedding and litter for livestock? . . . . . 0639   | <input type="checkbox"/> | \$ .00  |
| 8. medical supplies, veterinary and custom services for livestock? . . . . . 0642   | <input type="checkbox"/> | \$ .00  |
| 9. purchases for the farm business of –   |                          |         |
| a. all fuels, oils and lubricants? (total of 9a(i) through 9a(vi) must equal Item 9a) . . . . . 0663  | <input type="checkbox"/> | \$ .00  |
| (i) diesel fuel? (Include biodiesel.) . . . . . 0645  | <input type="checkbox"/> | \$ .00  |
| (ii) gasoline and gasohol? (Include ethanol blends.) . . . . . 0648   | <input type="checkbox"/> | \$ .00  |
| (iii) natural gas? . . . . . 0651   | <input type="checkbox"/> | \$ .00  |
| (iv) LP gas (propane, butane)? . . . . . 0654   | <input type="checkbox"/> | \$ .00  |
| (v) oils and lubricants? (Include grease, hydraulic fluids, motor oils, transmission fluids, etc.) . . . . . 0657   | <input type="checkbox"/> | \$ .00  |
| (vi) all other fuel? (Include coal, fuel oil, kerosene, wood, etc.) . . . . . 0660  | <input type="checkbox"/> | \$ .00  |
| 10. electricity for the farm business? . . . . . 0675   | <input type="checkbox"/> | \$ .00  |
| 11. purchased water for irrigation? (Include irrigation assessments and fees.) . . . . . 0696   | <input type="checkbox"/> | \$ .00  |
| 12. all other utilities, such as the farm share of telephone service, water purchased other than for irrigation, and Internet access? . . . . . 0872  | <input type="checkbox"/> | \$ .00  |
| 13. farm supplies, marketing containers, hand tools and farm shop power equipment? . . . 0702   | <input type="checkbox"/> | \$ .00  |
| 14. repairs, parts and accessories for motor vehicles, machinery and farm equipment? . . . . . 0708   | <input type="checkbox"/> | \$ .00  |
| 15. maintenance and repair for the upkeep of all farm buildings, houses other than the producer's, land improvements, and all other farm/ranch improvements? . . . . . 0714   | <input type="checkbox"/> | \$ .00  |
| 16. maintenance and repair of the producer's house if it was owned by the operation? . . . . . 0726   | <input type="checkbox"/> | \$ .00  |
| 17. insurance for the farm business? . . . . . 0729   | <input type="checkbox"/> | \$ .00  |
| a. Of the (Item 17) dollars, how much was for Federal crop insurance? . . . . . 0732  | <input type="checkbox"/> | \$ .00  |
| b. Of the (Item 17) dollars, how much was for participation fees and any buy-up coverage for FSA's Margin Protection Program for Dairy, including the \$100 administrative fee? . . . . . 2702  | <input type="checkbox"/> | \$ .00  |



**(Continued) In 2018, how much was spent for each item by the PRODUCER(S) and PARTNER(S):**

|   | None                     | Dollars |     |
|---|--------------------------|---------|-----|
| 18. interest and fees paid on debts —   |                          |         |     |
| a. secured by real estate? ( <i>Include interest paid on the producer's dwelling, if owned by the operation.</i> ) . . . . . 0738 | <input type="checkbox"/> | \$      | .00 |
| b. not secured by real estate? ( <i>Include service fees on CCC loan redemptions.</i> ) . . . . . 0741                            | <input type="checkbox"/> | \$      | .00 |
| 19. property taxes paid on —  |                          |         |     |
| a. real estate (land and buildings)? . . . . . 0744   | <input type="checkbox"/> | \$      | .00 |
| b. livestock, machinery, and other farm production items? . . . . . 0747  | <input type="checkbox"/> | \$      | .00 |
| 20. renting or leasing of tractors, vehicles, equipment or storage structures? . . . . . 0750                                     | <input type="checkbox"/> | \$      | .00 |
| 21. vehicle registration and licensing fees? . . . . . 0753   | <input type="checkbox"/> | \$      | .00 |
| 22. depreciation expense claimed by this operation in 2018 for all capital assets? . . . . . 0756                                 | <input type="checkbox"/> | \$      | .00 |
| a. Of the (Item 22) dollars, how much was claimed for breeding livestock? . . . . . 0757  | <input type="checkbox"/> | \$      | .00 |

**The following table applies to items 23 and 24**

| Include   | Exclude   |
|---|---|
| <ul style="list-style-type: none"> <li>• Cash wages</li> <li>• Incentives and bonuses</li> <li>• Payments to corporate officers and family members, including yourself and other producers if they received a wage</li> </ul> | <ul style="list-style-type: none"> <li>• Draws by individual producers and partners</li> <li>• Wages paid for custom labor or contract work</li> <li>• Payments to pensions or retirement plans</li> <li>• Social Security on owner/producer</li> </ul> |

| Employer's share of:   |
|--|
| <ul style="list-style-type: none"> <li>• Social Security and unemployment taxes</li> <li>• Health and life insurance</li> <li>• Worker's compensation</li> </ul> |

|   | None                     | Dollars |     |
|---|--------------------------|---------|-----|
| 23. CASH WAGES paid to hired farm and ranch labor? . . . . . 0758   | <input type="checkbox"/> | \$      | .00 |
| 24. Of the (Item 23) dollars, how much salary or wage was paid to —<br>(total 24a + 24b + 24c + 24d + 24e must equal Item 23)   |                          |         |     |
| a. you ( <i>the principal producer</i> )? . . . . . 0764  | <input type="checkbox"/> | \$      | .00 |
| b. your ( <i>the principal producer's</i> ) spouse? ( <i>Even if your spouse is a producer, include his/her wages here.</i> ) . . . . . 0767  | <input type="checkbox"/> | \$      | .00 |
| c. other members of your ( <i>the producer's</i> ) household? ( <i>Even if your other household members are producers, include their wages here.</i> ) . . . . . 0574                           | <input type="checkbox"/> | \$      | .00 |
| d. other producers ( <i>outside the producer's household</i> )? ( <i>Those persons responsible for the day-to-day management decisions for this operation.</i> ) . . . . . 0770                 | <input type="checkbox"/> | \$      | .00 |
| e. all other paid farm and ranch labor? . . . . . 0773  | <input type="checkbox"/> | \$      | .00 |
| 25. payroll taxes for hired labor? ( <i>Include any amounts the farm paid for farm workers that are part of your (the producer's) household.</i> ) . . . . . 0705                               | <input type="checkbox"/> | \$      | .00 |
| 26. benefits for hired labor? ( <i>Include employer's share of health insurance, pension or retirement plans, Worker's Compensation, etc.</i> ) . . . . . 0915                                  | <input type="checkbox"/> | \$      | .00 |
| 27. contract labor? ( <i>Include expenses for labor, such as harvesting of fruit, vegetables, berries, etc.</i> ) . . . . . 0782  | <input type="checkbox"/> | \$      | .00 |
| 28. custom work such as — ( <i>Custom work is work performed by machines &amp; labor hired as a unit.</i> )   |                          |         |     |
| a. hauling? ( <i>Include all custom grain, livestock, milk, manure, and other custom hauling.</i> ) . . . . . 0776  | <input type="checkbox"/> | \$      | .00 |
| b. all other custom work done on this operation? ( <i>Report custom livestock services in Item 8.</i> ) . . . . . 0791  | <input type="checkbox"/> | \$      | .00 |
| 29. The cash value of all commodities and NON-CASH PAYMENTS for farm work provided to:  |                          |         |     |
| a. workers who were members of your ( <i>the producer's</i> ) household? ( <i>Include value of a percentage of crops, calves, etc. Exclude producer payments or draws.</i> ) . . . . . 0797     | <input type="checkbox"/> | \$      | .00 |
| b. workers who were NOT members of your ( <i>the producer's</i> ) household? ( <i>Include value of a percentage of crops, calves, etc. Exclude producer payments or draws.</i> ) . . . . . 0798 | <input type="checkbox"/> | \$      | .00 |
| 30. The market value of commodities produced and used on this operation for home consumption? . . . . . 0799  | <input type="checkbox"/> | \$      | .00 |
| a. What percent of the (Item 30) dollars was for livestock and livestock products? . . . . . 0800   | <input type="checkbox"/> |         | %   |
| 31. professional or farm management services such as record keeping, accounting, tax and business planning, farm product advice, conservation practices, etc.? . . . . . 0801                   | <input type="checkbox"/> | \$      | .00 |

**(Continued) In 2018, how much was spent for each item by the PRODUCER(S) and PARTNER(S):**

32. general business expenses? *(Include legal fees, permits, postage/shipping, advertising, other program fees, etc.)* Specify General Business Expenses & Amounts:  None 

| Dollars |     |
|---------|-----|
| \$      | .00 |

 . . . 0804
33. Marketing and storage expenses incurred by this operation? *(Include check-off, commissions, storage, inspection, ginning, etc. Include marketing expenses for contract sales.)* 0868  \$ .00

**CAPITAL EXPENSES in 2018**

34. improvements on land such as land preparation, irrigation improvements, well drilling, ponds, feedlots, trench silos, lagoons, new fences, etc.? . . . . . 0807  \$ .00
35. new construction and remodeling of dwellings, barns, buildings, hog houses, poultry houses, milk barns, storage facilities, sheds, silos, etc.? . . . . . 0810  \$ .00
36. new construction or remodeling of the producer's dwelling, if owned by the operation? . . . . . 0813  \$ .00

For Items 37 through 44, report the **TOTAL NET COST** (after deducting the value of trade-ins, rebates & discounts) of the following items purchased in 2018 for the farm/ranch:

- |  | None                     | Percent for farm/ranch use |      | Dollars |
|--|--------------------------|----------------------------|------|---------|
| 37. Cars – <i>(Include new and used.)</i> . . . . . 0817   | <input type="checkbox"/> | <input type="text"/> %     | 0816 | \$ .00  |
| 38. Trucks – <i>(Include new and used trucks, pickups, sport utility vehicles, vans, campers and buses.)</i> . . . . . 0819  | <input type="checkbox"/> | <input type="text"/> %     | 0818 | \$ .00  |
| 39. Tractors – <i>(Include new and used.)</i> . . . . . 0820   | <input type="checkbox"/> |                            |      | \$ .00  |
| 40. Self-propelled equipment – <i>(Include implements and self-propelled equipment for livestock, dairy, or poultry production. Exclude tractors.)</i> . . . . . 0821        | <input type="checkbox"/> |                            |      | \$ .00  |
| 41. Other farm machinery, non-self-propelled farm equipment, pumps, and capital equipment for crop or livestock production. <i>(Include farm share only.)</i> . . . . . 0822 | <input type="checkbox"/> |                            |      | \$ .00  |
| 42. Office equipment, furniture, and computers that were placed on a depreciation schedule. . . . . 0823   | <input type="checkbox"/> |                            |      | \$ .00  |

- |  | None                     | Acres                |      | Dollars |
|--|--------------------------|----------------------|------|---------|
| 43. Farmland and other farm real estate for expanding this operation . . . . . 0802  | <input type="checkbox"/> | <input type="text"/> | 0803 | \$ .00  |
| 44. All other capital expenditures. <i>(Include ATVs, and all other capital expenditures that were placed on a depreciation schedule.)</i> Specify Other Capital Expenditures & Amounts: <input type="checkbox"/> None |                          |                      |      |         |
| <input type="text"/> . . . 0824  | <input type="checkbox"/> |                      |      | \$ .00  |
| 45. What other expenses did this operation have in 2018 that have not been recorded? <i>(Include potting soil.)</i> Specify Other Expenses & Amounts: <input type="checkbox"/>   |                          |                      |      |         |
| <input type="text"/> . . . 0825  | <input type="checkbox"/> |                      |      | \$ .00  |

**In 2018, how much was spent for each item by the LANDLORD(S):**

**OPERATING EXPENSES in 2018**

- |   | None                     |      | Dollars |
|---|--------------------------|------|---------|
| 46. seeds, sets, plants, seed cleaning and treatments, transplants, trees and nursery stock? <i>(Include technology or other fees, seed treatments, and seed cleaning cost. Exclude items purchased for resale without additional growth.)</i> . . . . . 0601 | <input type="checkbox"/> |      | \$ .00  |
| 47. nutrients, fertilizer, lime, and soil conditioners? <i>(Include cost of custom application and organic materials. Exclude potting mixes, vermiculite, and sterilized soil.)</i> . . . . . 0607  | <input type="checkbox"/> |      | \$ .00  |
| 48. agricultural chemicals and biocontrols for crops, livestock, poultry, and general farm use? <i>(Include biological pest controls and custom application costs.)</i> . . . . . 0613  | <input type="checkbox"/> |      | \$ .00  |
| a. Of the (Item 48) dollars, how much was only for custom application? <i>(Include cost of chemicals used for custom application.)</i> . . . . . 0619   | <input type="checkbox"/> |      | \$ .00  |
| 49. property taxes on real estate (land and buildings)? <i>(Include real estate taxes on the producer's dwelling, if owned by the operation.)</i> . . . . . 0745  | <input type="checkbox"/> |      | \$ .00  |
| 50. Marketing and storage expenses incurred by this operation? <i>(Include check-off, commissions, storage, inspection, ginning, etc. Include marketing expenses for contract sales.)</i> . . . . . 0869  | <input type="checkbox"/> |      | \$ .00  |
| 51. All other landlord expenses → Please specify. <input type="text"/> 2668   | <input type="checkbox"/> | 2669 | \$ .00  |

**SECTION I FARM ASSETS**

1. What was the MARKET VALUE of the following assets OWNED by this operation on December 31, 2018:  
(Include owned assets on rented land.)

|  | None                     | Dollars |
|--|--------------------------|---------|
| a. farm producer's dwelling, if <b>owned by the operation?</b> (Owned by the operation means the house is recorded as an asset in farm record books or deeded as part of the farm.) . . . . . 0850 | <input type="checkbox"/> | \$ .00  |
| b. all other dwellings? . . . . . 0851   | <input type="checkbox"/> | \$ .00  |
| c. all other farm buildings and structures? (Include barns and other livestock facilities, cribs, grain bins, greenhouses, silos, storage sheds, fences, corrals, etc.) . . . . . 0852             | <input type="checkbox"/> | \$ .00  |
| d. orchard trees and vines, nursery trees, and trees grown for woody crops? . . . . . 0853   | <input type="checkbox"/> | \$ .00  |
| e. oil, gas, and mineral rights . . . . . 7101   | <input type="checkbox"/> | \$ .00  |
| f. land? (Include land rented to others. Exclude houses, buildings, orchard trees and vines, and trees grown for woody crops.) . . . . . 0854  | <input type="checkbox"/> | \$ .00  |

2. What was the ESTIMATED MARKET VALUE of the following on December 31, 2018:

|  |                          |        |
|--|--------------------------|--------|
| a. trucks and cars <b>owned</b> by the operation? (Include farm share only). . . . . 0882        | <input type="checkbox"/> | \$ .00 |
| b. tractors, machinery, tools, equipment and implements <b>owned</b> by the operation?. . . 0883 | <input type="checkbox"/> | \$ .00 |
| c. stock in farm cooperatives and the Farm Credit System? . . . . . 0884                         | <input type="checkbox"/> | \$ .00 |

For each item below, report the MARKET VALUE(S) of the assets owned by the operation on the dates specified.

3. What was the ESTIMATED MARKET VALUE for the farm share of [item] on —

|   | None                     | Beginning of Year<br>JAN. 1, 2018?<br>(Dollars) | End of Year<br>DEC. 31, 2018?<br>(Dollars) |
|---|--------------------------|---|--|
| a. crops owned and stored on or off this operation? (Include crops stored at co-op or gin warehouse, specialty crops, fruit storage, hay, silage, and nursery and greenhouse products not in the ground. Exclude trees and vines and crops under CCC loans.) . . . . .  | <input type="checkbox"/> | 0888<br>\$ .00                                  | 0889<br>\$ .00                             |
| b. breeding livestock <b>owned</b> by and <b>located</b> on or off this operation? (Include aquaculture, bees, cattle, equine, hogs, mink, poultry, sheep, etc., kept for breeding purposes. Exclude livestock being produced under contract on another operation (reported in Section D).) . . . . .   | <input type="checkbox"/> | 0863<br>\$ .00                                  | 0864<br>\$ .00                             |
| c. non-breeding livestock <b>owned</b> by and <b>located</b> on or off this operation? (Include aquaculture, bees, cattle, equine, hogs, mink, poultry, sheep, etc., kept for non-breeding purposes. Include livestock products such as honey, mohair, and wool. Exclude livestock being produced under contract on another operation (reported in Section D).) . . . . . | <input type="checkbox"/> | 0876<br>\$ .00                                  | 0877<br>\$ .00                             |
| d. production inputs <b>owned</b> by this operation, such as processed feed, fertilizer, chemicals, fuels, parts, purchased seed and other supplies? . . . . .  | <input type="checkbox"/> | 0878<br>\$ .00                                  | 0879<br>\$ .00                             |
| e. production inputs <b>already used</b> by this operation for cover crops or crops planted but not yet mature for harvest (also known as sunk costs), or the value of inputs used for production contracts that have yet to be delivered? . . . . .  | <input type="checkbox"/> | 0880<br>\$ .00                                  | 0881<br>\$ .00                             |

**LIQUID ASSETS**

4. What was the ESTIMATED MARKET VALUE of all other farm assets **not previously listed** on December 31, 2018? (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, insurance indemnity payments due, balance of land contract sales, and any other farm assets not reported earlier. Exclude any personal debt owed to the producer(s).) . . . . . 0887

| None                     | DEC. 31, 2018<br>(Dollars) |
|--------------------------|----------------------------|
| <input type="checkbox"/> | \$ .00                     |



## SECTION J FARM DEBT

1. Was debt used in funding the operation of this farm/ranch in 2018, including any loans obtained in earlier years? **(Include seasonal production and other loans taken and repaid during 2018.)**

1080  **Yes - Continue**       **No - Go to Section K**

2. What was the total amount repaid on farm business loans taken out in 2018? **(Record any outstanding balances of loans taken out in 2018 in Item 3.)**

**(Include only seasonal production and other short term farm loans.)** . . . . . 0890  None 

| Dollars |     |
|---------|-----|
| \$      | .00 |

3. To estimate the financial position of farms correctly and their ability to service debt and to categorize debt by types, we need to list loans this operation had on December 31, 2018, including any line of credit. **(Include farm/ranch loans, debt on the producer'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.)**

| 1<br>Who is the lender?<br><br>[From Lender Codes Below.]<br>(Code) | 2<br>What was the balance owed on January 1, 2018 including outstanding principal plus unpaid interest?<br><br>(Dollars) | 3<br>What was the balance owed on Dec. 31, 2018 including outstanding principal plus unpaid interest?<br><br>(Dollars) | 4<br>What was the interest rate on Dec. 31, 2018?<br><br>[Report in hundredths of a percent. Example: 9% = 09.00]<br>(Percent) | 5<br>What is the type of loan?<br><br>[From Loan Type Codes Below.]<br>(Code) | 6<br>What year was it obtained?<br><br>[For refinanced loans, report year refinanced]<br>(Year (YYYY)) | 7<br>What is the original term of the loan?<br><br>(Number of Years) | 8<br>What percent is for operating expenses, capital expenditures, or other expenses of the farm operation?<br><br>(Percent) | 9<br>What is the primary farm purpose of this loan?<br><br>[From Loan Purpose Codes Below.]<br>(Code) |
|---|--|--|--|---|--|--|--|---|
| 1001  | 1050   | 1002   | 1003   | 1004  | 1005   | 1008   | 1006   | 1007  |
|   | \$ .00   | \$ .00   | .  |   |  |  |  |   |
| 1010  | 1051   | 1011   | 1012   | 1013  | 1014   | 1017   | 1015   | 1016  |
|   | \$ .00   | \$ .00   | .  |   |  |  |  |   |
| 1019  | 1052   | 1020   | 1021   | 1022  | 1023   | 1026   | 1024   | 1025  |
|   | \$ .00   | \$ .00   | .  |   |  |  |  |   |
| 1028  | 1053   | 1029   | 1030   | 1031  | 1032   | 1035   | 1033   | 1034  |
|   | \$ .00   | \$ .00   | .  |   |  |  |  |   |
| 1037  | 1054   | 1038   | 1039   | 1040  | 1041   | 1044   | 1042   | 1043  |
|   | \$ .00   | \$ .00   | .  |   |  |  |  |   |

If more space is needed, please use a separate sheet of paper.

| Lender Codes (Column 1)   |      | Lender Codes (Column 1) (continued)                |      | Loan Purpose Codes (Column 9)   |      |
|---|------|--|------|---|------|
| Lender  | Code | Lender   | Code | Purpose   | Code |
| FARM CREDIT SYSTEM . . . . .  | 1    | Any other individuals . . . . .                    | 14   | Purchase real estate (land & its attachments) . . .                       | 1    |
| USDA Farm Service Agency (FSA) . . . . .  | 2    | Any other lenders . . . . .                        | 15   | > farm and home improvements  |      |
| Small Business Administration (SBA) . . . . .   | 3    | Credit cards . . . . .                             | 16   | > building construction   |      |
| State & county government lending agencies . . . . .  | 4    | Farmer Mac . . . . .                               | 17   | > construction of livestock and poultry facilities                        |      |
| Savings and loan associations, residential mortgage lenders . . . . .                                   | 5    | Credit Union . . . . .                             | 18   | > grove development and rehabilitation                                    |      |
| Commercial banks . . . . .  | 6    | Other debts (such as unpaid bills, etc.) . . . . . | 19   | Purchase feeder livestock . . . . .                                       | 2    |
| Life insurance companies . . . . .  | 7    |  |      | Purchase other livestock . . . . .  | 3    |
| Implement dealers and financing corporations . . . . .  | 8    |  |      | Other current operating expenses . . . . .                                | 4    |
| Input suppliers . . . . .   | 9    |  |      | > current crop production   |      |
| Co-ops and other merchants . . . . .  | 10   |  |      | > care and feeding livestock including poultry                            |      |
| Contractor . . . . .  | 11   |  |      | > labor, feed, seed, fertilizer, grove caretaking, repair and maintenance |      |
| Individuals from whom any land in this operation was bought under a mortgage or deed of trust . . . . . | 12   |  |      | Farm machinery and equipment . . . . .                                    | 5    |
| Individuals from whom any land in this operation was bought under a land purchase contract . . . . .    | 13   |  |      | Debt consolidation . . . . .  | 6    |
|   |      |  |      | Other . . . . .   | 7    |

4. If you had farm loans in addition to the five recorded above, what is the total amount of debt from these loans owed on December 31, 2018? **(Include farm/ranch loans and debt on the producer's house if it is owned by the operation. Exclude any loans exclusively for non-farm purposes that are secured by assets of the farm/ranch.)** . . . . . 1047  None 

| Dollars |     |
|---------|-----|
| \$      | .00 |

5. How much of the total debt owed on December 31, 2018 (reported in Items 3 and 4 above), was for the producer's dwelling? **(If the producer's dwelling is owned by the operation debt should be included here and above. Exclude producer's dwelling if not owned by the operation.)** . . . . . 1057 

| Dollars |     |
|---------|-----|
| \$      | .00 |

0999  
**Office Use Only**

**SECTION K PERSONAL CHARACTERISTICS and FARM MANAGEMENT**

1. In 2018, how many men and women were involved in decisions for this operation (include family members and hired managers)? Exclude hired workers unless they were a hired manager or family member. . . . . 1571

|      |       |
|------|-------|
| Men  | Women |
| 1571 | 1574  |

2. Answer the following questions for up to four individuals who were involved in the decisions for this operation as of **December 31, 2018**.

|   | Person 1   | Person 2   | Person 3   | Person 4   |
|---|--|--|--|--|
|   | 1836   | 4608   | 4609   | 1873   |
| a. Full name. . . . .   |  |  |  |  |
| b. Is this person completing this form?   | 1610<br>1 <input type="checkbox"/> Yes 3 <input type="checkbox"/> No   | 1611<br>1 <input type="checkbox"/> Yes 3 <input type="checkbox"/> No   | 1612<br>1 <input type="checkbox"/> Yes 3 <input type="checkbox"/> No   | 1613<br>1 <input type="checkbox"/> Yes 3 <input type="checkbox"/> No   |
| c. Sex . . . . .  | 1926<br>1 <input type="checkbox"/> Male 2 <input type="checkbox"/> Female  | 1263<br>1 <input type="checkbox"/> Male 2 <input type="checkbox"/> Female  | 1283<br>1 <input type="checkbox"/> Male 2 <input type="checkbox"/> Female  | 1614<br>1 <input type="checkbox"/> Male 2 <input type="checkbox"/> Female  |
| d. What was this person's age on December 31, 2018?   | 1925 <input type="text"/> age  | 1262 <input type="text"/> age  | 1282 <input type="text"/> age  | 1615 <input type="text"/> age  |
| e. Is this person of Hispanic, Latino, or Spanish origin? . . . . .   | 1927<br>Hispanic, Latino, or Spanish origin<br>1 <input type="checkbox"/> Yes 3 <input type="checkbox"/> No  | 4624<br>Hispanic, Latino, or Spanish origin<br>1 <input type="checkbox"/> Yes 3 <input type="checkbox"/> No  | 4625<br>Hispanic, Latino, or Spanish origin<br>1 <input type="checkbox"/> Yes 3 <input type="checkbox"/> No  | 1622<br>Hispanic, Latino, or Spanish origin<br>1 <input type="checkbox"/> Yes 3 <input type="checkbox"/> No  |
| f. Race . . . . .   | <p><b>Mark one or more.</b></p> 2701 <input type="checkbox"/> White<br>5702 <input type="checkbox"/> Black or African American<br>5703 <input type="checkbox"/> American Indian or Alaska Native. Specify tribe ↴<br>2733 <input type="text"/><br>2705 <input type="checkbox"/> Asian<br>5704 <input type="checkbox"/> Native Hawaiian or Other Pacific Islander | <p><b>Mark one or more.</b></p> 4627 <input type="checkbox"/> White<br>4628 <input type="checkbox"/> Black or African American<br>4629 <input type="checkbox"/> American Indian or Alaska Native. Specify tribe ↴<br>4630 <input type="text"/><br>4631 <input type="checkbox"/> Asian<br>4632 <input type="checkbox"/> Native Hawaiian or Other Pacific Islander | <p><b>Mark one or more.</b></p> 4633 <input type="checkbox"/> White<br>4634 <input type="checkbox"/> Black or African American<br>4635 <input type="checkbox"/> American Indian or Alaska Native. Specify tribe ↴<br>4636 <input type="text"/><br>4637 <input type="checkbox"/> Asian<br>4638 <input type="checkbox"/> Native Hawaiian or Other Pacific Islander | <p><b>Mark one or more.</b></p> 1616 <input type="checkbox"/> White<br>1617 <input type="checkbox"/> Black or African American<br>1618 <input type="checkbox"/> American Indian or Alaska Native. Specify tribe ↴<br>1619 <input type="text"/><br>1620 <input type="checkbox"/> Asian<br>1621 <input type="checkbox"/> Native Hawaiian or Other Pacific Islander |
| g. What is the highest level of formal education this person has achieved? . . . . .                                  | <p><b>Mark one answer only.</b></p> 1257<br>1 <input type="checkbox"/> Less than high school diploma<br>2 <input type="checkbox"/> High school<br>3 <input type="checkbox"/> Some college ( <i>Include associates degree</i> )<br>4 <input type="checkbox"/> 4-year college graduate and beyond  | <p><b>Mark one answer only.</b></p> 4639<br>1 <input type="checkbox"/> Less than high school diploma<br>2 <input type="checkbox"/> High school<br>3 <input type="checkbox"/> Some college ( <i>Include associates degree</i> )<br>4 <input type="checkbox"/> 4-year college graduate and beyond  | <p><b>Mark one answer only.</b></p> 4640<br>1 <input type="checkbox"/> Less than high school diploma<br>2 <input type="checkbox"/> High school<br>3 <input type="checkbox"/> Some college ( <i>Include associates degree</i> )<br>4 <input type="checkbox"/> 4-year college graduate and beyond  | <p><b>Mark one answer only.</b></p> 5641<br>1 <input type="checkbox"/> Less than high school diploma<br>2 <input type="checkbox"/> High school<br>3 <input type="checkbox"/> Some college ( <i>Include associates degree</i> )<br>4 <input type="checkbox"/> 4-year college graduate and beyond  |
| h. At which occupation did this person spend the majority (50 percent or more) of his/her worktime in 2018? . . . . . | <p><b>Mark one.</b></p> 1928<br>1 <input type="checkbox"/> Farm or ranch work<br>2 <input type="checkbox"/> Work other than farming or ranching  | <p><b>Mark one.</b></p> 4611<br>1 <input type="checkbox"/> Farm or ranch work<br>2 <input type="checkbox"/> Work other than farming or ranching  | <p><b>Mark one.</b></p> 4612<br>1 <input type="checkbox"/> Farm or ranch work<br>2 <input type="checkbox"/> Work other than farming or ranching  | <p><b>Mark one.</b></p> 1623<br>1 <input type="checkbox"/> Farm or ranch work<br>2 <input type="checkbox"/> Work other than farming or ranching  |
| i. Is this person retired from farming or ranching? . . . . .   | 1924<br>1 <input type="checkbox"/> Yes 3 <input type="checkbox"/> No   | 4613<br>1 <input type="checkbox"/> Yes 3 <input type="checkbox"/> No   | 4614<br>1 <input type="checkbox"/> Yes 3 <input type="checkbox"/> No   | 1624<br>1 <input type="checkbox"/> Yes 3 <input type="checkbox"/> No   |



|   | Person 1, continued                    | Person 2, continued   | Person 3, continued   | Person 4, continued   |
|---|--|---|---|---|
| j. In what year did this person begin to operate <b>ANY</b> farm operation? . . . . . | 2834 <input type="text"/>              | 1261 <input type="text"/>   | 1281 <input type="text"/>   | 1628 <input type="text"/>   |
|   | Number living in household of Person 1 | Number living in household of Person 2. Enter "0" if Person 2 was counted in the previous column. | Number living in household of Person 3. Enter "0" if Person 3 was counted in a previous column. | Number living in household of Person 4. Enter "0" if Person 4 was counted in a previous column. |
| k. How many people lived in this person's household in 2018? . . . . .                | 2577 <input type="text"/> number       | 4641 <input type="text"/> number  | 4642 <input type="text"/> number  | 1637 <input type="text"/> number  |

3. From the persons listed above, please select the individual who is most responsible for decisions on this operation. This person will now be referred to as the "principal producer" in this and the remaining sections.

Enter the number of the column that contains the "principal producer" you selected . . . . . 1855

| Person Number        |
|----------------------|
| <input type="text"/> |

4. Did the principal producer have a spouse at any point in 2018?

1205 1  **Yes - Continue**                      3  **No - Go to Question 11**

5. Was this spouse listed in the columns above (Question 2)?

1856 1  **Yes**    3  **No - Go to Question 6**

➔ 5a. Enter the number of the column that contains the principal producer's spouse and **then proceed to question 11** . . . . . 1857

| Person Number        |
|----------------------|
| <input type="text"/> |

6. Is the principal producer's spouse of Spanish, Hispanic or Latino origin or background, such as Mexican, Cuban, or Puerto Rican, regardless of race?

1220 1  **Yes**    3  **No**

7. What is the race of the principal producer's spouse? Mark one or more.

1224  **White**    1216  **Asian**    1214  **American Indian or Alaska Native**  
 Specify tribe:

1218  **Black or African American**                      1222  **Native Hawaiian or Other Pacific Islander**

| Age                  |
|----------------------|
| <input type="text"/> |

8. What was the spouse's age on December 31, 2018? . . . . . 1206

9. What is the highest level of formal education achieved by the principal producer's spouse?

1260 1  **Less than high school diploma**                      3  **Some college (include associate's degree)**  
 2  **High school**    4  **4-year college graduate and beyond**

10. Was the principal producer's spouse involved in the decisions for this operation as of December 31, 2018?

1209 1  **Yes**    3  **No**

|                        |                      |
|------------------------|----------------------|
| 2001                   | <input type="text"/> |
| <b>Office Use Only</b> |                      |

11. On average, for each of the three-month periods during 2018, about how many hours per week (work and management time) did —

None

| Jan - Mar<br>Hours / Week | April - June<br>Hours / Week | July - Sept<br>Hours / Week | Oct - Dec<br>Hours / Week |
|---------------------------|------------------------------|-----------------------------|---------------------------|
|---------------------------|------------------------------|-----------------------------|---------------------------|

a. you (*the principal producer*) work for this farm/ranch? (**Include both paid and unpaid hours**) . . . . .

|      |      |      |      |
|------|------|------|------|
| 0828 | 0829 | 0830 | 0831 |
|      |      |      |      |

(i) of the hours in (a), how many were unpaid?

|      |      |      |      |
|------|------|------|------|
| 0480 | 0481 | 0482 | 0483 |
|      |      |      |      |

b. your spouse (*the principal producer's*) work for this farm/ranch? (*Even if your spouse is a producer, include his/her hours here. Include both paid and unpaid hours.*) . . . . .

|      |      |      |      |
|------|------|------|------|
| 0832 | 0833 | 0834 | 0835 |
|      |      |      |      |

(i) of the hours in (b), how many were unpaid?

|      |      |      |      |
|------|------|------|------|
| 0580 | 0581 | 0582 | 0583 |
|      |      |      |      |

c. all other producers and household members work for this farm/ranch? Enter TOTAL average hours worked by all other producers and household members. (**Exclude the principal producer and spouse. Include both paid and unpaid hours**) . . . . .

|      |      |      |      |
|------|------|------|------|
| 0836 | 0837 | 0838 | 0839 |
|      |      |      |      |

(i) of the hours in (c), how many were unpaid?

|      |      |      |      |
|------|------|------|------|
| 1061 | 1062 | 1063 | 1064 |
|      |      |      |      |

d. all other **unpaid** workers not previously reported work for this farm/ranch? Enter TOTAL average hours worked by all unpaid workers. (**Include volunteers and interns. Exclude custom hire and contract labor.**) . . . . .

|      |      |      |      |
|------|------|------|------|
| 0840 | 0841 | 0842 | 0843 |
|      |      |      |      |

e. all other **paid** workers not previously reported work for this farm/ranch? Enter TOTAL average hours worked by all paid workers. (**Exclude custom hire and contract labor.**) . . . . .

|      |      |      |      |
|------|------|------|------|
| 0859 | 0860 | 0861 | 0862 |
|      |      |      |      |

(Example: If the operation had 2 hired farm workers who were not household members who averaged 40 paid hours per week during Jan-Mar, report 80 for column 1 of Item 11e.)

12. In 2018, what was the AVERAGE NUMBER OF FULL-TIME wage and salary workers employed at this operation during each three-month period? Full-time workers are defined as those who worked for wages or salaries for 30 hours a week or more on average over the given three-month period. (**Exclude custom hire, contract labor, and anyone not paid a wage or salary.**) . . . . .

None

| 1<br>Jan - Mar<br>NUMBER OF WORKERS | 2<br>April - June<br>NUMBER OF WORKERS | 3<br>July - Sept<br>NUMBER OF WORKERS | 4<br>Oct - Dec<br>NUMBER OF WORKERS |
|-------------------------------------|--|---------------------------------------|-------------------------------------|
|-------------------------------------|--|---------------------------------------|-------------------------------------|

|      |      |      |      |
|------|------|------|------|
| 1091 | 1092 | 1093 | 1094 |
|      |      |      |      |

13. In 2018, what was the TOTAL NUMBER OF HOURS worked EACH WEEK by ALL PART-TIME workers during each three-month period? Part-time workers are defined as those who worked for wages or salaries for less than 30 hours a week on average over the given three month period. (**Exclude custom hire, contract labor, and anyone not paid a wage or salary.**) **Example:** A farm employed 3 part-time workers who each averaged 20 hours per week during Jan-Mar. Report "60" in Column 1 . . . . .

None

| 1<br>Jan - Mar<br>TOTAL PART-TIME HOURS WORKED/WEEK | 2<br>April - June<br>TOTAL PART-TIME HOURS WORKED/WEEK | 3<br>July - Sept<br>TOTAL PART-TIME HOURS WORKED/WEEK | 4<br>Oct - Dec<br>TOTAL PART-TIME HOURS WORKED/WEEK |
|---|--|---|---|
|---|--|---|---|

|      |      |      |      |
|------|------|------|------|
| 1095 | 1096 | 1097 | 1098 |
|      |      |      |      |



14. Did the principal producer, principal producer's spouse, or any other member of the household work off the farm in 2018?  
 2670 1  **Yes - Continue**                      3  **No - Go to Section L**

15. Over the past year, how many hours per week did each of the following people spend working outside of this farm or ranch? (**Include** time spent working for a wage or salary, or for a non-farm business. **Exclude** time spent working at another farm/ranch and time spent commuting.) —

| None   | Jan - Mar<br>Hours / Week | April - June<br>Hours / Week | July - Sept<br>Hours / Week | Oct - Dec<br>Hours / Week |
|--|---------------------------|------------------------------|-----------------------------|---------------------------|
|  | 0488                      | 0489                         | 0490                        | 0491                      |
| a. You (the principal producer) . . . . .                  | <input type="checkbox"/>  |                              |                             |                           |
|  | 0588                      | 0589                         | 0590                        | 0591                      |
| b. Your spouse (the principal producer's spouse) . . . . . | <input type="checkbox"/>  |                              |                             |                           |
|  | 1069                      | 1070                         | 1071                        | 1072                      |
| c. All other members of the household . . . . .            | <input type="checkbox"/>  |                              |                             |                           |

(Example: If two adult children live in the household and work off-farm, one for 40 hours/week and one for 20 hours/week, report 60 hours/week total.)

16. Why did the principal producer or principal producer's spouse work off-farm during 2018? (Check all that apply)

|   | Principal Producer   | Spouse   |
|---|--|--|
| a. Farm operation leaves additional hours for work . . . . .                                    | 2671<br>1 <input type="checkbox"/> Yes 3 <input type="checkbox"/> No | 2672<br>1 <input type="checkbox"/> Yes 3 <input type="checkbox"/> No |
| b. Off-farm work is more lucrative. . . . .   | 2673<br>1 <input type="checkbox"/> Yes 3 <input type="checkbox"/> No | 2674<br>1 <input type="checkbox"/> Yes 3 <input type="checkbox"/> No |
| c. Off-farm work provides reliable income . . . . .   | 2675<br>1 <input type="checkbox"/> Yes 3 <input type="checkbox"/> No | 2676<br>1 <input type="checkbox"/> Yes 3 <input type="checkbox"/> No |
| d. Off-farm work provides health care benefits . . . . .  | 2677<br>1 <input type="checkbox"/> Yes 3 <input type="checkbox"/> No | 2678<br>1 <input type="checkbox"/> Yes 3 <input type="checkbox"/> No |
| e. Off-farm work provides retirement benefits . . . . .   | 2679<br>1 <input type="checkbox"/> Yes 3 <input type="checkbox"/> No | 2680<br>1 <input type="checkbox"/> Yes 3 <input type="checkbox"/> No |
| f. Low prices or low farm revenue for 2017. . . . .   | 2681<br>1 <input type="checkbox"/> Yes 3 <input type="checkbox"/> No | 2682<br>1 <input type="checkbox"/> Yes 3 <input type="checkbox"/> No |
| g. Low prices or low farm revenue expected for 2018. . . . .                                    | 2683<br>1 <input type="checkbox"/> Yes 3 <input type="checkbox"/> No | 2684<br>1 <input type="checkbox"/> Yes 3 <input type="checkbox"/> No |
| h. Longstanding commitment to off-farm employer . . . . .                                       | 2685<br>1 <input type="checkbox"/> Yes 3 <input type="checkbox"/> No | 2686<br>1 <input type="checkbox"/> Yes 3 <input type="checkbox"/> No |
| i. Other, specify: ↴<br>2687 <input style="width: 300px; height: 20px;" type="text"/> . . . . . | 2688<br>1 <input type="checkbox"/> Yes 3 <input type="checkbox"/> No | 2689<br>1 <input type="checkbox"/> Yes 3 <input type="checkbox"/> No |

17. What type of job did the principal producer or principal producer's spouse work?

Note: answer for your **main off-farm job**, whether for an employer or from operating your own off-farm business. Business codes identify the industry and occupation codes identify the job.

|   | Principal Producer                              | Spouse  |
|---|---|---|
| a. Which business code (from the list below) represents the <b>type of off-farm business</b> where you and/or your spouse worked? . . . | 2690<br><input type="text"/><br>(business code) | 2691<br><input type="text"/><br>(business code) |

**Business Codes**

|   |   |   |
|---|---|---|
| Agriculture, forestry, fishing, hunting, or mining. 1 | Healthcare services . . . . . 5                                       | Finance, insurance, real estate and other professional services . . . . . 8 |
| Construction . . . . . 2                              | Other government services . . . . . 6                                 | Recreation or tourism, including eating and lodging . . . . . 9             |
| Manufacturing . . . . . 3                             | Wholesale trade, warehousing, utilities or transportation . . . . . 7 | Retail trade or personal services. . . . . 10                               |
| Education services. . . . . 4                         |   | Other nongovernmental services and information 11                           |

|  | Principal Producer                                | Spouse  |
|--|---|---|
| b. Which occupational code (from the list below) represents the <b>type of off-farm job</b> you and/or your spouse worked? . . . . . | 2692<br><input type="text"/><br>(occupation code) | 2693<br><input type="text"/><br>(occupation code) |

**Occupation Codes**

|   |  |   |
|---|--|---|
| Office and administrative support . . . . . 1     | Management. . . . . 6                          | Farming, Fishing, and Forestry . . . . . 11       |
| Sales and related. . . . . 2                      | Professional . . . . . 7                       | Other support or service occupations . . . . . 12 |
| Food preparation and serving. . . . . 3           | Personal care and healthcare support . . . . 8 | Military . . . . . 13                             |
| Production, transportation, and material moving 4 | Protective Service . . . . . 9                 |   |
| Education, training, and library . . . . . 5      | Construction, Extraction, and Maintenance 10   |   |

|  | Principal Producer   | Spouse   |
|--|--|--|
| 18. Was this off-farm job salaried, hourly, or from an owned business? . . | 2694<br>1 <input type="checkbox"/> Salaried<br>2 <input type="checkbox"/> Hourly<br>3 <input type="checkbox"/> Owned off-farm business | 2695<br>1 <input type="checkbox"/> Salaried<br>2 <input type="checkbox"/> Hourly<br>3 <input type="checkbox"/> Owned off-farm business |

|  | Principal Producer                      | Spouse                                  |
|--|---|---|
| 19. How many years have you been working at this off-farm job? . . . . . | 2696<br><input type="text"/><br>(years) | 2697<br><input type="text"/><br>(years) |

|   | Principal Producer  | Spouse  |
|---|---|---|
| 20. In 2018, was there a change in the number of hours worked in this off-farm job, as compared with the previous year? . . . . . | 2698<br>1 <input type="checkbox"/> No change<br>2 <input type="checkbox"/> More hours<br>3 <input type="checkbox"/> Fewer hours | 2699<br>1 <input type="checkbox"/> No change<br>2 <input type="checkbox"/> More hours<br>3 <input type="checkbox"/> Fewer hours |

**SECTION L FARM PRODUCER HOUSEHOLD – INCOME, ASSETS, & DEBT**

| Dollar Range    | Value Code | Dollar Range      | Value Code | Dollar Range        | Value Code | Dollar Range            | Value Code |
|-----------------|------------|-------------------|------------|---------------------|------------|-------------------------|------------|
| \$0             | 01         | \$10,000 – 14,999 | 10         | \$80,000 – 99,999   | 19         | \$1,000,000 – 1,499,999 | 28         |
| \$1 – 499       | 02         | \$15,000 – 19,999 | 11         | \$100,000 – 124,999 | 20         | \$1,500,000 – 1,999,999 | 29         |
| \$500 – 999     | 03         | \$20,000 – 24,999 | 12         | \$125,000 – 149,999 | 21         | \$2,000,000 – 2,999,999 | 30         |
| \$1,000 – 1,999 | 04         | \$25,000 – 29,999 | 13         | \$150,000 – 199,999 | 22         | \$3,000,000 – 4,999,999 | 31         |
| \$2,000 – 2,999 | 05         | \$30,000 – 34,999 | 14         | \$200,000 – 274,999 | 23         | \$5,000,000 – 7,499,999 | 32         |
| \$3,000 – 3,999 | 06         | \$35,000 – 39,999 | 15         | \$275,000 – 349,999 | 24         | \$7,500,000 – 9,999,999 | 33         |
| \$4,000 – 4,999 | 07         | \$40,000 – 49,999 | 16         | \$350,000 – 499,999 | 25         | \$10,000,000 and over   | 34         |
| \$5,000 – 7,499 | 08         | \$50,000 – 59,999 | 17         | \$500,000 – 749,999 | 26         |                         |            |
| \$7,500 – 9,999 | 09         | \$60,000 – 79,999 | 18         | \$750,000 – 999,999 | 27         |                         |            |

1. Use the **value codes** from the box above to answer the questions in Section L. (**Exclude farm income reported earlier.**) Which **value code** represents the total income received by the principal producer, spouse, and household in 2018 from –

| SOURCE  | PRINCIPAL OPERATOR INCOME<br>(Value Code) |      | SPOUSE INCOME<br>(Value Code) |      | TOTAL HOUSEHOLD INCOME<br>(Value Code) |      |
|---|---|------|-------------------------------|------|--|------|
|   | None                                      | 0950 | None                          | 0951 | None                                   | 0952 |
| a. all off-farm wages, salaries, and tips before taxes and withholdings? . . . . .  | <input type="checkbox"/>                  |      | <input type="checkbox"/>      |      | <input type="checkbox"/>               |      |
| b. net cash income from operating another farm or ranch (net of depreciation)? (if a loss was incurred, please indicate with a negative sign) . . . . .   | <input type="checkbox"/>                  | 0955 | <input type="checkbox"/>      | 0956 | <input type="checkbox"/>               | 0957 |
| c. net cash income from operating any other business (net of depreciation)? (if a loss was incurred, please indicate with a negative sign) . . . . .  | <input type="checkbox"/>                  | 0958 | <input type="checkbox"/>      | 0959 | <input type="checkbox"/>               | 0960 |
| d. net cash income from renting farmland to others, excluding land rented to others from this operation? ( <b>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 smaller parcels of land. Include cash or share-rental income. If a loss was incurred, please indicate with a negative sign.</b> ) . . . . . |   |      |                               |      | <input type="checkbox"/>               | 0963 |
| e. interest income? . . . . .   |   |      |                               |      | <input type="checkbox"/>               | 0969 |
| f. dividend income? . . . . .   |   |      |                               |      | <input type="checkbox"/>               | 0966 |
| g. total proceeds from the sale of farm and non-farm capital assets? ( <b>Include producer household's share only.</b> ) . . . . .  |   |      |                               |      | <input type="checkbox"/>               | 0978 |
| (i) recognized gain/loss on the sale of capital assets reported above? ( <b>Item 1g</b> ) (if a loss was incurred, please indicate with a negative sign) . . . . .  |   |      |                               |      | <input type="checkbox"/>               | 0981 |
| h. income from private pensions and private disability payments? . . . . .  |   |      |                               |      | <input type="checkbox"/>               | 0939 |
| i. income from public sources? ( <b>Include Social Security, military and other public retirement, veteran's benefits, public disability, unemployment, or other public assistance.</b> ) . . . . .   |   |      |                               |      | <input type="checkbox"/>               | 0998 |
| j. other off-farm sources of income? . . . . .  |   |      |                               |      | <input type="checkbox"/>               | 0993 |

**HOUSEHOLD SPENDING – (Please see VALUE CODES above.)**

|   | None                     | Value Code |
|---|--------------------------|------------|
| 2. Which value code from the list above represents how much this household spent in 2018 on –   |                          |            |
| a. food, including food away from home? . . . . .   | <input type="checkbox"/> | 1105       |
| b. rent payments for principal producer's dwelling, if not owned by the household (Item 3c below) or farm business (Section I, Item 1a has a zero value)? . . . . .   | <input type="checkbox"/> | 1104       |
| c. utilities and household supplies? . . . . .  | <input type="checkbox"/> | 1106       |
| d. non-farm transportation for the:   |                          |            |
| (i) renting or leasing of vehicles for household use, public transportation expenses, etc.? . . . .   | <input type="checkbox"/> | 1107       |
| (ii) fuel, maintenance and repairs, vehicle insurance, parking and license fees for non-farm share of vehicles? . . . . .   | <input type="checkbox"/> | 1119       |
| e. health and medical expenses of:  |                          |            |
| (i) health and/or dental insurance costs? (costs not covered by the farm operation or an off-farm employer) . . . . .   | <input type="checkbox"/> | 1108       |
| (ii) out of pocket expenses for health and medical needs? ( <b>Include co-payments, co-insurance, deductibles, etc.</b> ) . . . . .   | <input type="checkbox"/> | 1112       |
| f. contributions to personal insurance ( <b>including life, disability, and liability insurance but not including health, homeowner or vehicle insurance</b> ) and retirement plans including pensions and Social Security? . . . . . | <input type="checkbox"/> | 1109       |

- g. contributions to individuals outside of the household, including alimony, child support, gifts (not including bequests) and charitable contributions? . . . . . 1110
- h. mortgage interest for producers who live in a dwelling owned by the household and not the operation? (Exclude any parts of mortgage principal). . . . . 1120
- i. property taxes for producers who live in a dwelling owned by the household and not the operation? . . . . . 1121
- 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)? . . . . . 1118

| None | Value Code |
|------|------------|
|      |            |
|      |            |
|      |            |
|      |            |

**OFF-FARM ASSETS** – (Please see VALUE CODES on page 21.)

3. Which value code on page 21 represents the total value of each of the following categories of off-farm assets owned by the producer and members of the producer’s household on December 31, 2018, for – (Exclude assets of this operation, reported in Section I.)
- 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 producer or household, corporate stock, mutual funds, cash surrender value of life insurance, other financial assets. Exclude all farm business-related assets.) . . . . . 0953
  - b. retirement accounts? (401k, 403b, IRA, Keogh, other retirement accounts) . . . . . 0954
  - c. producer’s dwelling, if not owned by the operation? (not reported in Section I, Item 1a). . . . . 0984
  - d. real estate and other personal (second) homes? (other farms, residential rental, commercial, and other real estate) . . . . . 0985
  - e. business not part of this farm? . . . . . 0986
  - f. all household vehicles? (Including household share of vehicles partly owned by the operation) . . . . . 0982
  - g. other assets not reported elsewhere? . . . . . 0987

| None | Value Code |
|------|------------|
|      |            |
|      |            |
|      |            |
|      |            |
|      |            |
|      |            |
|      |            |
|      |            |

**OFF-FARM DEBT** – (Please see VALUE CODES on page 21.)

4. Which value code on page 21 represents the total value of each of the following categories of off-farm debt (debt not associated with this operation) owed by the producer and members of the producer’s household on December 31, 2018, for – (Include off-farm debt secured with farm assets. Exclude any debt – household debt, credit cards, etc. – reported in Section J, Farm Debt.)

**[NOTE: If mortgage debt on the producer dwelling was reported earlier in Section J, Item 5, then skip Item 4a and continue with 4b. If mortgage debt on the producer dwelling was NOT reported in Section J, Item 5, then continue with Item 4a.]**

- a. mortgages on producer’s dwelling, if not owned by the operation? (Include home mortgages, home equity loans, and lines of credit secured by the producer’s dwelling.) . . . 0988
  - b. mortgages on other real estate and other personal homes such as 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, and medical bills.) . . . . . 1102
  - e. all other off-farm debt owed by the producer or household? . . . . . 0983
5. Which value code on page 21 represents the amount of off-farm debt owed by the producer or household members that was secured by farm assets? . . . . . 1117

| None | Value Code |
|------|------------|
|      |            |
|      |            |
|      |            |
|      |            |
|      |            |
|      |            |
|      |            |

**2017 INCOME AND EXPENSES**

- 6. Which value code on page 21 represents the total farm sales last year (2017)? (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
- 7. Which value code on page 21 represents the net operating income for this operation last year (2017)? (cash income from all farm sources minus production costs and depreciation; if negative net operating income, please indicate with a **negative sign** before the value code). . . . . 1114
- 8. Which value code on page 21 represents the total off-farm income last year (2017)? (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, please indicate with a **negative sign** before the value code) . . . . . 1115

2002  
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**SECTION M TYPE OF ORGANIZATION**

1. In 2018, was more than 50 percent of this operation owned by one of the producers of this operation, their household, and extended family?

Select "yes" if more than 50% of the assets of this operation are owned by any of the producers, members of his/her household, and/or other persons related to him/her by blood, marriage, or adoption, including relatives not residing in your household. Consider only farm or ranch assets owned – not rented or leased – by this operation, and exclude the assets held by non-family landlords and contractors.

1249 1  **Yes** 3  **No**

| Number |
|--------|
|        |

2. In 2018, how many people owned this operation? (**Exclude** landlords, contractors, and lending institutions holding farm debt. **Include** the principal producer if he/she has an ownership interest.) . . . . . 1246

| Percent |
|---------|
|         |
|         |

a. What percent of the ownership interest did the principal producer and his/her household hold? (**Exclude** relatives not living in his/her household.) . . . . . 1248

3. Was this operation organized as a Limited Liability Company (LLC) under State law? . . . . . 1202 1  **Yes** 3  **No**

4. In 2018, what was this operation's legal status for tax purposes (*select only one*)?

1240 1  Family or individual operation (**Exclude** partnerships and corporations.)

2  Legal partnership operation (**Include** family partnerships.)

➔ a. Is this partnership registered under State law? . . . . . 1204 1  **Yes** 3  **No**

| Number |
|--------|
|        |

➔ b. How many partners are there in this operation? . . . . . 1232

3  C-Corporation

4  S-Corporation

5  Other (**Include** estates, trusts, cooperatives, grazing associations, etc.)

5. In 2018, did any households, other than the principal producer'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.*)

1225 1  **Yes - Continue** 3  **No - Go to Item 6**

| Number |
|--------|
|        |

a. How many other households shared in the net income of the farm business? . . . . . 0976

6. Is this operation a C-Corporation or an LLC that chose to file as a C-Corporation in 2018?

1226 1  **Yes - Continue** 3  **No - Go to Item 6b**

a. How much did the principal producer and his/her household receive in corporate dividends from this farming operation in 2018? (*If your operation is an LLC that elected to file for tax purposes as a C-Corporation, consider this as income here.*) [Skip 6b and proceed to Section N.] . . . . . 0975

| Dollars                     |
|-----------------------------|
| \$ <input type="text"/> .00 |

b. What percent of net income (whether profit or loss) were the principal producer and his/her household entitled to receive from this farming operation in 2018? (*If the operation is an LLC that elected to report income for tax purposes as a pass-through, consider this as income here.*) . . . . . 0974

| Percent |
|---------|
|         |
|         |

|                        |
|------------------------|
| 2003                   |
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**SECTION N CONCLUSION**

1. To receive the complete results of this survey on the release date, go to [www.nass.usda.gov/results](http://www.nass.usda.gov/results)

Would you rather have a brief summary mailed to you at a later date? . . . . . 9990 1  Yes 3  No

**Thank You for Your Participation!**

2. In case we have questions, please provide your contact information.

| Reported By: |
|--------------|
|              |

| Telephone: |
|------------|
|            |

| Date Completed (MM-DD-YY): |
|----------------------------|
|                            |

9910

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|------------------------|---------|------|---------------|--------|
| Ending Time (Military) |         | OR   | Time in Hours |        |
| Hours                  | Minutes |      | Hours         | Tenths |
| 0005                   |         | 0008 |               |        |

| Office Use Only |      |               |      |                |      |      |      |                     |          |
|-----------------|------|---------------|------|----------------|------|------|------|---------------------|----------|
| Response        |      | Respondent    |      | Mode           |      | Enum | Eval | Field Office Use    | Optional |
| 1-Comp          | 9901 | 1-Op / Mgr    | 9902 | 1-Mail         | 9903 | 9998 | 9900 | 0093                | 0003     |
| 2-R             |      | 2-Sp          |      | 2-Tel          |      |      |      |                     |          |
| 3-Inac          |      | 3-Acct / Bkpr |      | 3-Face-to-Face |      |      |      |                     |          |
|                 |      | 4-Partner     |      |                |      |      |      | Office Use for POID |          |
|                 |      | 9-Other       |      |                |      |      |      | 9989                |          |

Name