



**2010 AGRICULTURAL RESOURCE MANAGEMENT SURVEY
COSTS AND RETURNS REPORT**



**NATIONAL
AGRICULTURAL
STATISTICS
SERVICE**

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CONTACT RECORD		
DATE	TIME	NOTES

INTRODUCTION:

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

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

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

MILITARY TIME

0004				
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BEGINNING TIME [MILITARY]

SCREENING BOX
0006

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

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

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

	TOTAL POINTS	R. UNIT							
OFFICE USE	0929	0921	PARTNER STRATUM	0925	0926	0927	0928	0009	0002

SECTION A LAND IN FARM / RANCH

For 2010, please report farm/ranch land owned, rented, or used by you, your spouse, or by the partnership, corporation or organization for which you are reporting. *(Include all cropland, idle land, CRP, pastureland, woodland, wasteland, farmstead, acres used for crop/livestock production facilities, and all other building sites associated with this operation, etc.)*

ACRES OPERATED

		ACRES	
1. How many acres of farm/ranch land were <u>owned</u> ?	+	0020	
2. How many acres of farm/ranch land were <u>rented</u> or <u>leased</u> from others— <i>(Exclude land used on an animal unit month (AUM) or fee per head basis under a grazing permit.)</i>		ACRES	
a. for a fixed or flexible <u>cash rent</u> payment?	+	0021	
b. for a <u>share</u> of the crop or livestock production? <i>(Include hybrid rental arrangement where rent paid is based on a fixed cash payment plus some shared production.)</i>	+	0023	
c. for <u>free</u> ?	+	0024	
3. How many acres of farm/ranch land were rented or leased <u>to others</u> ? <i>(Include land rented for cash, for a share of crop or livestock production, or rent free.)</i>	-	0025	
4. TOTAL ACRES <u>in this operation</u> in 2010 <i>(total items 1 + 2a + 2b + 2c – 3)</i>	=	TOTAL ACRES 0026	

ENUMERATOR NOTE: *If acres are reported in item 1, ask item 5; else skip to item 6.*

5. Please answer for OWNED farm/ranch land only.		ACRES	
a. Of the land that is owned on this farm/ranch, how much was—		0076	
(i) purchased from a relative?		0077	
(ii) purchased from a non-relative?		0078	
(iii) inherited or received as a gift?			
6. Of the <u>total acres</u> in this operation (item 4), how many were—			
a. considered cropland? <i>(Include land in government programs, fruit/nut/berry/nursery acres, and land planted to hay, including wild hay. Exclude CRP acres planted to trees.)</i>		0030	
b. covered under a Federal crop insurance policy?		0039	
c. enrolled in the Conservation Reserve Program (CRP), Conservation Reserve Enhancement Program (CREP), and/or Wetland Reserve Program (WRP)?		0028	
d. used to harvest certified organic crops?		0041	

SECTION A continues on next page.

DOLLARS

7. In 2010, what was the total dollar amount received from CRP, CREP, and/or WRP payments? (Verify that CRP, CREP, and/or WRP acres are reported in item 6c.) 0477

CODE

8. At any time during 2010 did you have a current Environmental Quality Incentives Program (EQIP), Conservation Security Program (CSP), or Conservation Stewardship Program (CStP) contract? (Check yes if you had a current contract, regardless of whether you received a payment during 2010.)
 YES - [Enter code 1 and continue] NO - [Enter code 3, then go to note above item 9] ... 0526

ACRES

a. What was the total acreage of fields subject to conservation treatments under— (Include acreage of the fields where practices are applied (e.g., reduced tillage, terraces, and grassed waterways) and acreage of fields/tracts that are adjacent to field-edge practices such as filter strips, riparian buffers, or fences.)

(i) EQIP? 0071

(ii) CSP or CStP? 0072

DOLLARS

b. What was the total dollar amount received under—

(i) EQIP? (Verify that acreage is reported in item 8a(i).) 0540

(ii) CSP or CStP? (Verify that acreage is reported in item 8a(ii).) 0566

ENUMERATOR NOTE: If land was rented from others in 2010, continue; else go to item 13.]

9. Please complete the table below, indicating land rented in 2010 for—

	1 Number of Leases	2 Number of Written Lease Agreements	3 Average Length of Leases YEARS	4 Percentage of Acres Rented from Relatives PERCENT	5 Average Rent Paid per Acre DOLLARS PER ACRE
a. cash (fixed or flexible)	0053	0054	0055	0056 ____	0057
b. share of the commodity (include hybrid cash/share rental agreements)	0058	0059	0060	0061 ____	0062
c. free	0063	0064	0065	0066 ____	

CODE

10. If land was rented in 2010, did your landlord(s) participate in management decisions regarding land use and/or crop/livestock production?
 YES - [Enter code 1] NO - [Enter code 3] 0067

CODE

11. If land was rented in 2010, where does the landlord live relative to land rented? (If more than one landlord, consider the landlord from whom the most land is rented.)

1 Rural area within the state
 2 Urban area (population of over 10,000 people) within the state
 3 Out of state

..... 0068

PERCENT

12. If land was rented in 2010, what percentage of the land rented to this operation is rented from landlords who are actively engaged in farming or are retired from farming? 0069

SECTION A continues on next page.

RENT PAID

13. Including rent for land and/or buildings, what was the total CASH RENT PAID in 2010 by this operation? (*Include* rent paid in 2010 for previous years and rent paid in advance. *Exclude* storage bins, to be reported in SECTION F, item 20. *Exclude* grazing of livestock, to be reported in item 14 below.)

DOLLARS

0044

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

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

YES - [Enter code 1 and continue] NO - [Enter code 3, then go to item 15]

CODE

0049

a. In 2010, what were the total usage fees this operation paid for the use of **publicly owned land** on an AUM basis? (*Include* fees paid for privately owned land administered by a public agency through exchange-of-use.)

DOLLARS

0045

b. In 2010, how much did this operation spend on pasturing or grazing of livestock on **privately owned land** (railroads, another farm/ranch, etc.) used on a fee per head (AUM) or gain basis?

0046

RENT RECEIVED

15. Including rent for land and/or buildings, what was the total CASH RENT RECEIVED in 2010 for acres rented TO others by this operation? (*Include* rent received in 2010 for previous years and rent received in advance. *Exclude* grazing of livestock, to be reported in SECTION E.)

DOLLARS

0042

16. For acres share-rented to others, what was the total value of crop or livestock shares received in 2010 by this operation? (*Include* government payments received from those acres.)

0043

SECTION B ACREAGE and PRODUCTION

1. For 2010, please report the acreage and quantity harvested, and amount used on this operation, on the total acres in this operation, Section A, item 4. **(Include** crops grown on a contract or custom basis. **Exclude** crops grown on land rented to others and cover crops if not harvested.)

[If share rented from others, ask-]

1 CROP	2 How many acres were HARVESTED? ACRES	3 What was the total production? <i>(Include landlord share and amount used on operation.)</i> TOTAL AMOUNT	4 How much of this operation's share of the total production was (will be) used on this operation? TOTAL AMOUNT	5 How much of the production was the landlord's share of the crop? TOTAL AMOUNT
FIELD CROPS				
Corn for grain.	0105	0106 Bu.	0107 Bu.	0108 Bu.
Corn for silage or greenchop.	0109	0110 Tons	0111 Tons	0112 Tons
Cotton, all types.	0113	0114 Lbs.		0116 Lbs.
Peanuts.	0117	0118 Lbs.	0119 Lbs.	0120 Lbs.
Potatoes (<i>Report sweet potatoes in all other crops.</i>).	0121	0122 Cwt.	0123 Cwt.	0124 Cwt.
Rice.	0125	0126 Cwt.	0127 Cwt.	0128 Cwt.
Sorghum for grain.	0129	0130 Bu.	0131 Bu.	0132 Bu.
Sorghum for silage.	0133	0134 Tons	0135 Tons	0136 Tons
Soybeans.	0137	0138 Bu.	0139 Bu.	0140 Bu.
Tobacco, all.	0141	0142 Lbs.		0144 Lbs.
SMALL GRAINS				
Barley for grain.	0145	0146 Bu.	0147 Bu.	0148 Bu.
Oats for grain.	0149	0150 Bu.	0151 Bu.	0152 Bu.
Wheat, all types, for grain.	0153	0154 Bu.	0155 Bu.	0156 Bu.
DRY HAY CROPS				
Hay, dry, alfalfa and alfalfa mixtures.	0157	0158 Tons	0159 Tons	0160 Tons
Hay, dry, all others.	0161	0162 Tons	0163 Tons	0164 Tons
OTHER CROPS				
Canola.	0165	0166 Lbs.	0167 Lbs.	0168 Lbs.
Other oilseeds.	0169	0170 Lbs.	0171 Lbs.	0172 Lbs.
Sugarcane or sugarbeets.	0173	0174 Tons	0175 Tons	0176 Tons
*Dry edible beans/peas/lentils.	0177			
*Vegetables for processing.	0178			
*All other vegetables and melons (<i>Exclude vegetables grown under glass or other protection.</i>).	0179			
*Fruits, nuts, and berries.	0180			
*Nursery and greenhouse crops (<i>Include Christmas trees.</i>).	0181			
*All other crops not listed above (<i>Include sweet potatoes.</i>).	0182			

Starred (*) crops are addressed in item 3.

SECTION B continues on next page.

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

SQUARE FEET
UNDER glass or
other protection

ACRES in
the OPEN

0191

0192

3. [Ask only if starred (*) crops in item 1 were share rented from others.]

For acres rented to this operation on a share basis in 2010, what was the estimated market value of your landlord's share of the dry beans, vegetables, fruits, nuts, nursery, greenhouse and all other crops?

DOLLARS

0183

4. Did this operation plant any corn, soybeans, wheat, or cotton intended for harvest in 2010?

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

CODE

0238

	Corn ACRES	Soybeans ACRES	Wheat ACRES	Cotton ACRES
a. How many acres planted on this operation were intended for harvest in 2010? (For winter wheat, report acreage planted in fall 2009. For double cropped acres, include the acreage of both crops. Verify that planted acreage is equal to or greater than harvested acreage reported in Section B, item 1.)	0224	0230	0232	0239
b. How many of these acres were planted with no-till or strip-till?	0225	0231	0233	0240
c. How many of these acres received nitrogen fertilizer? (Exclude manure.)	0226		0234	0241

For acres that received nitrogen fertilizer—

(i) what was the average application rate (lbs per acre)?	0227	lbs/ acre		0235	lbs/ acre	0242	lbs/ acre
(ii) what percentage of nitrogen fertilizer was applied in the fall?	0228	%		0236	%	0243	%
(iii) what percentage of nitrogen fertilizer was applied after planting?	0229	%		0237	%	0244	%

5. How many acres of cropland were

(1) planted to a cover crop after the 2009 crop was harvested and

(2) subsequently planted to an annual crop (e.g., corn, wheat) for 2010?

ACRES

0245

6. How many acres of cropland were left fallow during 2010?

0246

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

0247

SECTION C LIVESTOCK

Please report the total numbers, including landlord's share, of livestock, poultry, and/or livestock products sold and/or removed from this operation during 2010 and the total inventory on December 31, 2010, regardless of ownership. *(Include landlord's share, any sold on the open market (non-contract), and any removed from this operation under a production or marketing contract in 2010.)*

1	2	3	4
1. Did this operation have on hand or produce any [item] during 2010?	What was the total number [column 1] sold or removed in 2010?	On Dec. 31, 2010, how many [column 1] regardless of ownership were on hand?	On Dec. 31, 2010, how many [column 3] were owned by this operation?
a. Beef cows <i>(Include beef heifers that have calved. Exclude heifers that have not calved, steers, calves, and bulls.)</i>	0254	0255	0256
b. Milk cows, both dry and in milk <i>(Include milk heifers that have calved.)</i>	0257	0258	0259
(i) Milk produced in 2010 <i>(report in cwt.)</i>	0270		
c. Other cattle and calves <i>(Include heifers that have not calved, steers, calves, and bulls.)</i>	0251	0252	0253
d. Total cattle and calves <i>(total items a + b + c)</i>	0260	0261	0295
e. All hogs and pigs	0262	0263	0296
f. Egg layers	0248	0249	0250
(i) Chicken eggs <i>(report in dozens)</i>	0266		
g. Turkeys	0268	0269	0298
h. Broilers	0264	0265	0297
i. All other livestock and poultry <i>(Specify type(s): _____)</i>	0272	0273	0299

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

What was the estimated total market value of your landlord's share of livestock production sold or removed from this operation in 2010? *(Exclude shared livestock production not part of a land rental arrangement.)*

DOLLARS

0276

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

3. Did any OTHER operation(s) grow, feed, or raise livestock or poultry owned by this operation under a contract arrangement in 2010 (you are the contractor)?

CODE

0271

YES - *[Enter code 1 and continue]* NO - *[Enter code 3, then go to SECTION D]*

1	2	3	4	5	6	7
What livestock or poultry were being raised or fed for you? <i>[List type below.]</i>	See livestock codes in respondent booklet CODE	What was the market value of [type] on hand on contractee operations on Jan.1, 2010? DOLLARS	What was the estimated market value <i>(at placement)</i> of [type] placed under contract DURING 2010? DOLLARS	How much was paid to contractees for labor, management, and reimbursement for expenses? DOLLARS	How much were your GROSS receipts from [type] sold or removed under this contract? DOLLARS	On Dec. 31, 2010 what was the market value of unsold [type] remaining under contract? DOLLARS
	0277	0278	0279	0280	0281	0282
	0283	0284	0285	0286	0287	0288
	0289	0290	0291	0292	0293	0294

SECTION D COMMODITY MARKETING and INCOME

MARKETING CONTRACTS

1. Did this operation have **marketing** contracts for any commodities it produced in 2010? (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.) (**Exclude** money received from contractors as reimbursement for expenses; report these in SECTION F. Also **exclude** landlord shares; report these in SECTION B, items 1 & 3, and SECTION C, item 2.)

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

CODE

0300

UNIT CODES for ITEM 2, COLUMN 4			
1 POUND	5 BIN	9 DOZEN	20 BARREL
2 CWT	6 BOX	10 FLAT	22 ACRE
3 TON	7 BALE	11 HEAD/BIRD	39 ANIMAL SPACE
4 BUSHELS	8 CARTON	13 PLANT/POT	40 KILOGRAM

2. (If Yes) Report the commodities sold and delivered in 2010 through **marketing** contract(s). List the quantities marketed and the final price received. (**Exclude** marketing charges (record this in item 7) and money received for any reimbursements for expenses. Expense reimbursements should be reported in SECTION F.)

1 What commodities did this operation have MARKETING contracts for in 2010? 1/ [Write in commodities]	2 See commodity codes in respondent booklet CODE	3 What quantity of this commodity was marketed through this contract? (<u>Exclude</u> landlord's share.) QUANTITY	4 Use unit codes above CODE	5 What was (will be) the FINAL PRICE RECEIVED per [column 4] unit by this operation for this commodity marketed under this contract? (<u>Exclude</u> marketing charges. <u>Exclude</u> money received as reimbursement for production expenses. Record this in SECTION F.) DOLLARS & CENTS	6 What was the total dollar amount received in 2010 from this contract? 2/ (<u>Exclude</u> marketing charges. <u>Exclude</u> money received as reimbursement for production expenses. Record this in SECTION F.) TOTAL DOLLARS
	0301	0304	0305	0306 _____	0307
	0316	0319	0320	0321 _____	0322
	0331	0334	0335	0336 _____	0337
	0346	0349	0350	0351 _____	0352
	0361	0364	0365	0366 _____	0367
	0376	0379	0380	0381 _____	0382

1/ If the commodity is not yet delivered, record the value of the commodity in SECTION G.
 2/ Income received for commodities marketed under contract in previous years should be recorded in item 8a(i) on page 11.

SECTION D continues on next page.

PRODUCTION CONTRACTS AND CUSTOM FED LIVESTOCK

3. Did this operation have **production** contracts for any commodities it produced in 2010?
 (A production contract is a verbal or written agreement setting terms, conditions, and fees to be paid by the contractor to the operation for the production of crops, livestock, or poultry. The contractor usually owns the commodity and often provides inputs.)

CODE

0400

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

UNIT CODES for ITEM 4, COLUMN 4			
1 POUND	5 BIN	9 DOZEN	20 BARREL
2 CWT	6 BOX	10 FLAT	22 ACRE
3 TON	7 BALE	11 HEAD/BIRD	39 ANIMAL SPACE
4 BUSHELS	8 CARTON	13 PLANT/POT	40 KILOGRAM

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

1 What commodities did this operation have PRODUCTION contracts for in 2010? [Write in commodities]	2 See commodity codes in respondent booklet CODE	3 What quantity of this commodity was moved from the operation under this contract? (<i>Exclude landlord's share.</i>) QUANTITY	4 Use unit codes above CODE	5 What was (will be) the FINAL FEE RECEIVED per [column 4] unit by this operation for producing this commodity under this contract? (<i>Exclude</i> money received as reimbursement for production expenses. Record this in SECTION F.) DOLLARS & CENTS	6 What were the TOTAL FEES RECEIVED in 2010 under this contract? 1/ (<i>Exclude</i> money received as reimbursement for production expenses. Record this in SECTION F.) TOTAL DOLLARS
	0401	0404	0405	0406 _____	0407
	0416	0419	0420	0421 _____	0422
	0431	0434	0435	0436 _____	0437
	0446	0449	0450	0451 _____	0452

1/ Income received for commodities produced under contract in previous years should be recorded in item 8a(i) on page 11.

SECTION D continues on next page.

Exclude from item 5—

- Marketing Contract sales (report in item 2)
- Production Contract removals (report in item 4)
- Landlord shares (report in Section B, items 1 & 3 and Section C, item 2)

CASH or OPEN MARKET SALES

5. After subtracting marketing expenses, what was the total dollar amount received in 2010 for cash or open market sales of each of the following crop and/or livestock commodities produced in 2010 and earlier years? (*Exclude marketing contract sales, production contract removals, landlord's share of market value.*)

DOLLARS

a. Corn, rice, sorghum, soybeans, barley, oats, wheat (<i>include silage; exclude sweet corn</i>)	0501
b. Other grains and oilseeds, dry beans, and dry peas (<i>flaxseed, other grain silage and forage, other grains and oilseeds, popcorn, sunflowers, etc.</i>)	0502
c. Tobacco, cotton, and cottonseed	0503
d. Vegetables, melons, potatoes and sweet potatoes (<i>cabbage, cantaloupes, pumpkins, red beets, sweet corn, tomatoes, watermelons, vegetable seeds, etc.</i>)	0504
e. Fruit, tree nuts and berries (<i>almonds, apples, blueberries, cherries, grapes, hazelnuts, kiwifruit, oranges, pears, pecans, strawberries, walnuts, etc.</i>)	0505
f. Nursery, greenhouse, cut Christmas trees, floriculture and sod (<i>bedding plants, bulbs, cut flowers, flower seeds, foliage plants, mushrooms, nursery potted plants, shrubbery, etc.</i>)	0506
g. Other crops and hay, short rotation woody crops (<i>grass seed, hay and grass silage, hops, maple syrup, mint, peanuts, sugarcane, sugarbeets, etc.</i>)	0507
h. Hogs and pigs (<i>exclude breeding stock</i>)	0508
i. Hog breeding stock	0509
(i) Recognized gain/loss on sales of breeding hogs reported in item 5i above (<i>can be negative (-) if losses were incurred</i>)	0533
j. Milk and other dairy products from cows (<i>before deduction of any hauling fees</i>)	0510
k. Cattle and calves (<i>fed cattle, beef and dairy cull animals, stockers and feeders, veal calves, etc.; exclude breeding stock</i>)	0511
l. Cattle breeding stock	0512
(i) Recognized gain/loss on sales of breeding cattle reported in 5l above (<i>can be negative (-) if losses were incurred</i>)	0535
m. Broilers	0513
n. Eggs	0514
o. Turkeys	0515
p. Other poultry (<i>other chickens, ducks, emus, geese, hatchlings, ostriches, pigeons, pheasants, quail, poultry products, etc.</i>)	0516
q. Other animals and other animal products (<i>sheep, goats, and their animal products (wool, mohair, goat milk, and cheese); horses, ponies, mules, burros, and donkeys; aquaculture; bees and honey; semen and embryo sales</i>)	0517

DOLLARS

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

0527

SECTION D continues on next page.

MARKETING CHARGES

7. In 2010, how much was spent by this operation (operators, partners, landlords, and contractors) for marketing and storage expenses incurred by this operation? (*Include check-off, commissions, storage, inspection, ginning, etc. Include marketing expenses for contract sales.*)

OPERATOR(S) and PARTNER(S) DOLLARS	LANDLORD(S) DOLLARS	CONTRACTOR(S) DOLLARS
0868	0869	0870

ACCOUNTS RECEIVABLE / DEFERRED PAYMENTS

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

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

a. On January 1, 2010, what was the total dollar amount **owed** to this operation for all commodities produced and sold (*cash or contract*) **before** January 1, 2010?

(i) How much did this operation receive from item 8a during 2010?

DOLLARS
0885
0875

b. What was the total dollar amount owed to this operation on December 31, 2010, for all commodities produced, sold (*cash or contract*), delivered, or removed under contract in 2010 and earlier years?

DOLLARS
0886

MARKETING EXPENSE WORKSHEET

COMMODITY	EXPENSE NAME	FEE PER UNIT	UNIT	NUMBER OF UNITS	TOTAL MARKETING EXPENSE
TOTAL MARKETING CHARGES (EXPENSES)					

OFFICE USE
WORKSHEET

0946

SECTION E OTHER FARM RELATED INCOME

1. In 2010, did this operation receive or repay any Commodity Credit Corporation (CCC) loans?
 YES - [Enter code 1 and continue] NO - [Enter code 3, then go to item 2]

CODE
0560

a. In 2010, how much was received for all commodities placed under CCC loans? (*Include Austrian winter peas, barley, canola, rapeseed, corn, cotton, crambe, dry edible peas, flaxseed, honey, lentils, mohair, mustard seed, oats, peanuts, rice, safflower, sesame seed, small chickpeas, sorghum, soybeans, sunflower seed, and wheat.*)

DOLLARS
0518

b. In 2010, what was the amount spent to repay all CCC loans? (*Exclude storage and service fees.*)

0519

[ENUMERATOR NOTE: [If any of the crops redeemed from the CCC were sold in 2010, verify that these sales are recorded in Marketing Contracts (SECTION D, item 2) or Cash Sales (SECTION D, item 5). If the redeemed crops were NOT sold in 2010, their value should be reported in SECTION G, item 4a.]

2. In 2010, did this operation receive Federal, State or local farm program payments?
(Include government payments received through a cooperative. Exclude conservation-related payments recorded in SECTION A and CCC loan payments.)

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

CODE
0563

What was the total dollar amount this operation received in 2010 for—

a. payments from the Direct Counter-cyclical Payment (DCP) and Average Crop Revenue Election (ACRE) programs? (*Include government payments received through a cooperative.*)

DOLLARS
0525

PERCENT of 2a

(i) Of the total in item 2a, what percent was for DCP direct payments? + 0520

(ii) Of the total in item 2a, what percent was for DCP counter-cyclical payments? + 0522

(iii) Of the total in item 2a, what percent was for ACRE direct payments? + 0521

(iv) Of the total in item 2a, what percent was for ACRE revenue payments? + 0523

= 100%

DOLLARS

b. Loan Deficiency Payments (LDPs)? (*Include government payments received through a cooperative.*) 0528

c. Marketing Loan Gains (MLGs)? (*Include government payments received through a cooperative.*) 0531

d. Milk Income Loss Contract (MILC) payments? 0536

e. net value of commodity certificates? 0565

f. Agriculture Disaster payments? (*Include all disaster assistance and market loss payments. Exclude milk income loss contract payments reported above and Federal Crop Insurance and other indemnity payments, to be reported on the next page.*) 0537

g. any other Federal agricultural program payments? (*Exclude CRP, CREP, WRP, EQIP, CSP, and CSTP payments reported in SECTION A.*) 0541

0476

h. tobacco buyout payments including lump sum payments? 0542

i. any other local or State program payments?

SECTION E continues on next page.

DOLLARS

3. What is your **estimate** of the total dollar amount your landlord(s) received in government payments for the acres you rented from them? 0543

4. In 2010, what was the total income received by you (the operator) and all partners for—

a. custom work, machine hire, and other agricultural services provided by this operation for farmers and others? (**Exclude** if this is a separate business.) 0546

b. grazing of livestock? (**Exclude** contract arrangements previously reported.) 0547

c. recreational and agri-tourism activities such as hunting, fishing, farm tours, hospitality services, petting zoos, etc.? 0548

d. sales of all forest products? (**Include** firewood, timber, etc. **Exclude** maple syrup and Christmas trees.) 0549

e. sales of farm machinery and vehicles? (*farm share only*) 0550

f. proceeds from sales of farmland and other farm real estate owned by this operation only? 0558

(i) recognized gain/loss on sales of farmland and other farm real estate reported above (*item 4f*)? (*can be negative (-) if a loss was incurred*) 0559

(ii) Were the sales of any farmland or other farm real estate made to—

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

. CODE 0470

DOLLARS

g. Federal crop and livestock insurance payments? 0552

h. other crop and livestock insurance indemnity payments? 0551

i. cooperative patronage dividends and refunds? 0554

j. sales of value-added goods produced (*e.g. jams, jellies, other prepared items*) from your farm commodities? (**Exclude** if this is a separate business.) 0530

k. all other farm related sources of income? [*This may be a negative (-) number for hedging losses.*] (*Show OTHER FARM INCOME in Respondent Booklet.*) 0556

List each income item and amount separately, below.

SECTION E continues on next page.

5. Which code from the list below represents the largest portion of this operation's 2010 gross farm income? (Enter code from the table below.)

0047

Include:

- Sales of all crops, livestock, poultry and livestock products sold in 2010.
- The VALUE OF PRODUCTS REMOVED for all crops, livestock, and poultry produced under contract in 2010.
- Sales of miscellaneous agricultural products in 2010.
- All government agricultural payments received in 2010.
- Landlord's share of government payments.

Farm Type	Code	Farm Type	Code
Grains, oilseeds, dry beans, and dry peas (corn, flaxseed, grain, silage and forage, grains and oilseeds for seeds, popcorn, rice, small grains, sorghum, soybeans, sunflowers, etc.)	01	Hogs and pigs	09
Tobacco	02	Milk and other dairy products from cows	10
Cotton and cottonseed	03	Cattle and calves (beef and dairy cattle for breeding stock, fed cattle, beef and dairy cull animals, stockers and feeders, veal calves, etc.)	11
Vegetables, melons, potatoes and sweet potatoes (cabbage, cantaloupes, pumpkins, red beets, sweet corn, tomatoes, watermelons, vegetable seeds, etc.)	04	Sheep, goats, and their products (wool, mohair, milk and cheese)	12
Fruit, tree nuts and berries (almonds, blueberries, cherries, cranberries, grapes, apples, hazelnuts, kiwifruit, oranges, pears, pecans, strawberries, walnuts, etc.)	05	Equine (horses, ponies, mules, burros and donkeys)	13
Nursery, greenhouse, and floriculture (bedding plants, bulbs, cut flowers, flower seeds, foliage plants, mushrooms, nursery potted plants, shrubbery, sod, etc.)	06	Poultry and eggs (broilers, chickens, turkeys, ducks, eggs, emus, geese, hatchlings, ostriches, pigeons, pheasants, quail, poultry products, etc.)	14
Cut Christmas trees and short rotation woody crops	07	Aquaculture (catfish, trout, other finfish, shellfish, etc.)	15
Other crops and hay (grass seed, hay and grass silage, straw, hops, maple syrup, mint, peanuts, sugarcane, sugarbeets, CRP, pasture, etc.)	08	Other animals and other animal products (bees, honey, rabbits, other fur-bearing animals, semen, manure, other animal specialties, etc.)	16

SECTION F OPERATING and CAPITAL EXPENDITURES

OPERATING EXPENSES

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.

In 2010, how much was spent for (item) by [column]—

1. seeds, sets, plants, seed cleaning and treatments, transplants, trees and nursery stock? (**Include** technology or other fees, seed treatments, and seed cleaning cost. **Exclude** items purchased for resale without additional growth.)
2. nutrients, fertilizer, lime and soil conditioners? (**Include** cost of custom application and organic materials. **Exclude** potting mixes, vermiculite, and sterilized soil.)
3. biocontrols and agricultural chemicals for crops, livestock, poultry, and general farm use? (**Include** biological pest controls and custom application costs.)
 - a. How much of this (item 3) was for custom application only?
4. livestock purchases of—
 - a. breeding stock for beef cattle, dairy cattle, hogs and sheep?
 - b. other cattle, calves, hogs and pigs? [Report other sheep in item 4d.]
 - c. chickens and turkeys? [Report ducks and game birds in item 4d.]
 - d. other livestock and poultry, including other sheep, lambs, bees, brooder fish, fingerlings, goats, etc.?
5. leasing of livestock? (**Include** leasing of bees for pollination.)
6. purchased feed for livestock and poultry? (**Include** grain, hay, silage, mixed feeds, concentrates, etc.)
7. bedding and litter for livestock?
8. medical supplies, veterinary and custom services for livestock? (**Exclude** manure disposal. **Include** artificial insemination (AI), branding, breeding fees, caponizing, castrating, custom feed processing, hormone injections, performance testing, pregnancy testing, seining, sheep shearing, etc.)
9. purchases for the farm business of—
 - a. diesel fuel? (**Include** biodiesel.)
 - b. gasoline and gasohol? (**Include** ethanol blends.)
 - c. natural gas?
 - d. LP gas (propane, butane)?
 - e. oils and lubricants? (**Include** grease, hydraulic fluids, motor oils, transmission fluids, etc.)
 - f. all other fuel? (**Include** coal, fuel oils, kerosene, wood, etc.)

1 OPERATOR(S) & PARTNER(S) DOLLARS	2 LANDLORD(S) DOLLARS	3 CONTRACTOR(S) DOLLARS
0600	0601	0602
0606	0607	0608
0612	0613	0614
0618	0619	0620
0621	0622	0623
0624	0625	0626
0627	0628	0629
0630	0631	0632
0633	0634	0635
0636	0637	0638
0639	0640	0641
0642	0643	0644
0645	0646	0647
0648	0649	0650
0651	0652	0653
0654	0655	0656
0657	0658	0659
0660	0661	0662

SECTION F continues on next page.

In 2010, how much was spent for (item) by [column]–

10. electricity for the farm business?

1 OPERATOR(S) & PARTNER(S) DOLLARS	2 LANDLORD(S) DOLLARS	3 CONTRACTOR(S) DOLLARS
0675	0676	0677

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

0696	0697	0698
------	------	------

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

0872	0873	0874
------	------	------

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

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

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

0708	0709	0710
------	------	------

15. maintenance and repair for the upkeep of all farm buildings, houses other than the operator's, land improvements, and all other farm/ranch improvements? (*Include conservation improvements, corrals, feeding floors, feedlots, gravel, land drainage structures, tiling, silos, wells, irrigation equipment and pump repairs and facilities. Exclude any new construction or remodeling.*)

0714	0715	0716
------	------	------

16. maintenance and repair of the operator's house **if it was owned by the operation**? (*"Owned by the operation" means the house is—*
– recorded as an asset in farm record books, or
– used as security or collateral for a farm loan, or
– deeded as part of the farm.)

0726

17. insurance for the farm business? (*Include all casualty insurance, hail insurance, and any other crop or livestock insurance; motor vehicle liability and blanket insurance policies. Include insurance on operator's dwelling, if owned by the operation. Exclude health insurance (reported in SECTION F, item 26 or SECTION J, item 12) and other payroll insurance items.*)

0729	0730	0731
------	------	------

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

0732	0733	0734
------	------	------

18. interest and fees paid on debts–

a. secured by real estate? (*Include interest paid on the operator's dwelling, if owned by the operation.*)

0738	0739
------	------

b. not secured by real estate? (*Include service fees on CCC loan redemptions.*)

0741	0742
------	------

19. property taxes paid on–

a. real estate (land and buildings)? (*Include real estate taxes on operator dwelling, if owned by the operation.*)

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

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

0747	0748	0749
------	------	------

SECTION F continues on next page.

1 OPERATOR(S) & PARTNER(S) DOLLARS	2 LANDLORD(S) DOLLARS	3 CONTRACTOR(S) DOLLARS
---	---------------------------------	-----------------------------------

In 2010, how much was spent for (item) by [column]—

20. renting or leasing of tractors, vehicles, equipment or storage structures? (**Include** farm machinery, cars, trucks, irrigation equipment and other equipment. **Exclude** custom hire.)

0750	0751		
0753	0754		

21. vehicle registration and licensing fees?

22. depreciation expense claimed by this operation in 2010 for all capital assets? (If partnership, include amounts claimed by all partners in this operation. **Estimate from 2009 if necessary**.)

0756			
0757			

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

23. CASH WAGES paid to hired farm and ranch labor? (**Include** cash wages, incentives and bonuses, payments to corporate officers and paid family members including yourself and other operators if they received a wage. **Exclude** wages paid for custom and contract work, wages paid for housework, Social Security on the owner-operator, withdrawals for living expenses, employer's share of Social Security and unemployment taxes, health and life insurance, pensions or retirement plans, and worker's compensation.)

0758	0759	0760	
------	------	------	--

24. Of item 23, how much salary or wage was paid to— (total 24a + 24b + 24c + 24d + 24e must equal item 23)

- a. you (the principal operator)?
- b. your (the principal operator's) spouse? (Even if your spouse is an operator, **include** his/her wages here.)
- c. other members of your (the operator's) household? (Even if your other household members are operators, **include** their wages here.)
- d. other operators (outside the operator's household)? (Those persons responsible for the day-to-day management decisions for this operation.)
- e. all other paid farm and ranch labor?

0764	0765	0766	
0767	0768	0769	
0574	0575	0576	
0770	0771	0772	
0773	0774	0775	

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

0705	0706	0707	
------	------	------	--

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

0915	0916	0917	
------	------	------	--

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

0782	0783	0784	
------	------	------	--

28. custom work such as— (Custom work is work performed by machines and labor hired as a unit.)

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

0788	0789	0790	
0791	0792	0793	

SECTION F continues on next page.

1 OPERATOR(S) & PARTNER(S)	2 LANDLORD(S)	3 CONTRACTOR(S)
DOLLARS	DOLLARS	DOLLARS

In 2010, how much was spent for (item) by [column]–

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

0797

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

0798

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

0799

PERCENT

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

0800

DOLLARS

32. professional or farm management services such as record keeping, accounting, tax and business planning, farm product advice, conservation practices, etc?

0801

PERCENT

a. What percent of this (item 32) was for farm management or planning?

0858

b. What percent of this (item 32) was for conservation practices?

0814

Show the respondent the list of General Business Expenses in the Respondent Booklet.

DOLLARS DOLLARS DOLLARS

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

0804	0805	0806
------	------	------

CAPITAL EXPENSES

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

0807	0808	0809
------	------	------

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

0810	0811	0812
------	------	------

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

0813

SECTION F continues on next page.

Report the TOTAL NET COST (after deducting the value of trade-ins, rebates and discounts) of the following items purchased for the farm/ranch in 2010.

37. Cars – Include new and used. DOLLARS
0816

a. What percent of this (item 37) was the farm's share? PERCENT
0817

38. Trucks – Include new and used trucks, pickups, sport utility vehicles, vans, campers and buses DOLLARS
0818

a. What percent of this (item 38) was the farm's share? PERCENT
0819

39. Tractors – Include new and used DOLLARS
0820

40. Self-propelled equipment, including implements and self-propelled equipment for livestock, dairy, or poultry production (*Exclude tractors.*) 0821

41. Other farm machinery, non-self-propelled farm equipment, pumps, and capital equipment for crop or livestock production (*Include farm share only.*) 0822

42. Office equipment, furniture, and computers that were placed on a depreciation schedule. 0823

43. Farmland and other farm real estate for expanding this operation. 0803

a. Of the total amount spent on acres purchased in 2010 (item 43), what amount was– DOLLARS

(i) paid for by cash? 0971

(ii) debt financed? 0972

(iii) paid for in some other way? 0973

44. All other capital expenditures (*Include all other capital expenditures that were placed on a depreciation schedule.*) 0824

[List all other capital expenditure items and amounts below.]

	OPERATOR(S) & PARTNER(S)	LANDLORD(S)	CONTRACTOR(S)
	DOLLARS	DOLLARS	DOLLARS
45. What other expenses did this operation have in 2010 that I have not recorded?	0825	0826	0827

[List each expense item and amount below.]

SECTION G FARM ASSETS

1. In order to estimate the financial position of farms correctly, we need to obtain the MARKET VALUE of the following assets OWNED by this operation on December 31, 2010: *(Include owned assets on rented land.)*

DOLLARS

a. farm operator's dwelling, if owned by the operation <i>(Owned by the operation means the house is recorded as an asset in farm record books or deeded as part of the farm.)</i>	0850
b. all other dwellings.	0851
c. all other farm buildings and structures <i>(Include barns, cribs, grain bins, greenhouses, silos, storage sheds, etc.)</i>	0852
d. orchard trees and vines, nursery trees, and trees grown for woody crops.	0853
e. land <i>(Include land rented to others. Exclude houses, buildings, orchard trees and vines, and trees grown for woody crops.)</i>	0854
2. What is the estimated market value of the land and buildings on the acres rented or leased FROM OTHERS on December 31, 2010? <i>(Reported in SECTION A, items 2a, 2b, and 2c.)</i>	0855
a. What is the estimated market value of the land and buildings on the acres rented or leased FROM RELATIVES on December 31, 2010?	0856
3. What is the estimated market value of the land and buildings on the acres rented or leased TO OTHERS on December 31, 2010? <i>(Reported in SECTION A, item 3.)</i>	0857

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

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

Beginning of Year	End of Year	
JAN. 1, 2010?	DEC. 31, 2010?	
DOLLARS	DOLLARS	
a. crops owned and stored on or off this operation <i>(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 crops under CCC loans.)</i>	0888	0889
b. breeding livestock owned by and located on or off this operation <i>(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 C, item 3).)</i>	0863	0864
c. non-breeding livestock owned by and located on or off this operation <i>(Include aquaculture, bees, cattle, equine, hogs, mink, poultry, sheep, etc., kept for non-breeding purposes. Exclude livestock being produced under contract on another operation (reported in Section C, item 3).)</i>	0876	0877
d. production inputs owned by this operation, such as feed, fertilizer, chemicals, fuels, parts, purchased seed and other supplies	0878	0879
e. production inputs already used by this operation for cover crops or crops planted but not yet mature for harvest (also known as <i>sunk costs</i>), or the value of inputs used for production contracts that have yet to be delivered	0880	0881
f. trucks and cars owned by the operation <i>(farm share only)</i>		0882
g. tractors, machinery, tools, equipment and implements owned by the operation		0883
h. stock in farm cooperatives and the Farm Credit System		0884

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

5. Which value code represents the value of all other farm assets not previously listed on December 31, 2010? *(Include money owed to this operation (except money owed from commodity sales), cash certificates of deposit, savings and checking accounts, hedging account balances, government payments due, balance of land contract sales, and any other farm assets not reported earlier. Exclude any personal debt owed to the operator(s).)*

END OF YEAR VALUE CODE

0887

SECTION H FARM DEBT

1. Was debt used in funding the operation of this farm/ranch in 2010, including any loans obtained in earlier years? (*Include seasonal production and other loans taken and repaid during 2010.*) CODE
- YES - [Enter code 1 and continue] NO - [Enter code 3, then go to SECTION I] 1080
2. Did you have an established line of farm credit with a lender during 2010? 1081
- YES - [Enter code 1 and continue] NO - [Enter code 3, then go to item 4]
3. In 2010, how much did you borrow against the established line of credit? 1082
- 1 Borrowed full amount
 2 Borrowed MORE by extending previous limit
 3 Borrowed LESS than full amount available
 4 Did not borrow against line of credit in 2010
- DOLLARS
4. What was the total amount of all farm business loans taken out and repaid in 2010? (*Include seasonal production and other loans.*) 0890
5. Did this operation owe money to any banks, co-ops, individuals, merchants or Federal agencies on December 31, 2010? (*Include money owed against your line of credit 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.*) CODE
- YES - [Enter code 1 and continue] NO - [Enter code 3, then go to SECTION I] 1058

6. 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, 2010, including any line of credit. (*Include farm/ranch loans, debt on the operator's house if owned by the operation, and multi-purpose loans used for both farm and non-farm purposes. Exclude CCC commodity loans and any loans used exclusively for non-farm purposes.*)

1 Who is the lender? [Show lender codes in the Respondent Booklet.] CODE	2 What was the balance owed on Dec. 31, 2010 including outstanding principal plus unpaid interest? DOLLARS	3 What was the interest rate on 12/31/2010? [Report in hundredths of a percent. Example: 9% = 09.00] PERCENT	4 What is the type of loan? [See the Respondent Booklet.] CODE	5 What year was it obtained? YEAR	6 What is the original term of the loan? NUMBER of YEARS	7 What percent is for operating expenses, capital expenditures, or other expenses of the farm operation? PERCENT	8 What is the primary farm purpose of this loan? [Show codes in the Respondent Booklet.] CODE	9 Is this a-- 1 fixed rate loan? If this is a variable or adjustable rate loan, how often is it repriced? 2 monthly 3 quarterly 4 annually 5 more than annually CODE
1001	1002	1003	1004	1005	1008	1006	1007	1009
1010	1011	1012	1013	1014	1017	1015	1016	1018
1019	1020	1021	1022	1023	1026	1024	1025	1027
1028	1029	1030	1031	1032	1035	1033	1034	1036
1037	1038	1039	1040	1041	1044	1042	1043	1045

7. If you had farm loans **in addition to the five that I've just recorded**, what is the total amount of debt from these loans owed on December 31, 2010? (*Include farm/ranch loans and debt on the operator's house if it is owned by the operation. Exclude any loans for non-farm purposes that are secured by assets of the farm/ranch.*) DOLLARS
- 1047
8. How much of the total debt owed on December 31, 2010 (*reported in items 6 and 7 above*), was for the operator's dwelling? (*If the operator's dwelling is owned by the operation, debt should be included here and above. Exclude operator's dwelling if not owned by the operation.*) 1057

OFFICE USE ONLY	0999
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SECTION I FARM MANAGEMENT and USE OF TIME

1. In 2010, was more than 50% of the ownership interest in this operation held by you (*the principal operator*) and/or persons related to you by blood, marriage, or adoption, including relatives not residing in your household? (*Ownership interest is defined as having ownership of at least some of the farm business assets. Potential owners include individuals, partners, corporate shareholders, and members of a Limited Liability Company. Potential owners DO NOT INCLUDE landlords, contractors, and lenders.*)

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

CODE
1249

2. In 2010, how many owners of this operation were there? (**Exclude** landlords, contractors, and lending institutions holding farm debt. **Include** yourself if you have an ownership interest.)

NUMBER
1246

a. What percent of the ownership interest did you (the operator) and your household hold? (**Exclude** relatives not living in your household.)

PERCENT
1248

3. In 2010, what was this operation's legal status for tax purposes?

- 1 Family or Individual operation? (**Exclude** partnerships and corporations.)
- 2 A legal partnership operation? (**Include** family partnerships.)
- 3 C - Corporation?
- 4 S - Corporation?
- 5 Other? (**Include** estates, trusts, cooperatives, grazing associations, etc.)

CODE
1240

4. Was this operation organized as a Limited Liability Company (LLC) under State law?

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

CODE
1202

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

5. If this operation is a legal partnership, is this partnership registered under State law?

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

CODE
1204

6. How many partners are there in this operation?

1232

7. In 2010, how many households, **other than the principal operator's**, shared in the net farm income of the business, either by receiving a share of profits/losses or, if incorporated, receiving corporate dividends?

NUMBER
0976

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

PERCENT
0974

[Show value codes in respondent booklet.]

b. (**Answer this question ONLY if the operation is a C-Corporation or an LLC that elected to file as a C-Corporation.**) What value code represents the corporate dividends you (the operator) and your household received from this farming operation? (*See Value Code list in respondent booklet. If your operation is an LLC that elected to file for tax purposes as a C-Corporation, consider this as income here.*)

VALUE CODE
0975

8. If the operation is NOT a family or individual operation, ask; otherwise skip to item 9. If the operation rented or leased land from others (reported in Section A, item 2), how many of those rented acres are owned by your household?

ACRES
0977

SECTION I continues on next page.

9. In 2010, how many operators (individuals) were involved in the day-to-day decisions for this operation? (*Enter the number of operators, including the operator named on the front of this form, and family members if they are also operators. Exclude hired workers unless they are a hired manager. Exclude family members unless they make day-to-day decisions for the operation.*)
- NUMBER
1200
10. At any point during 2010, were you (the principal operator) married?
 YES - [Enter code 1 and continue] NO - [Enter code 3, then go to item 12]
- CODE
1205
11. If the principal operator was married at any point during 2010, did the principal operator's spouse make day-to-day decisions for this farm/ranch? [*If yes, the principal operator's spouse should be included in item 9 above.*]
 YES - [Enter code 1] NO - [Enter code 3]
- 1209

For items 12-14, please answer the following questions for up to three primary operators of this operation as of December 31, 2010. If one of the operators is the principal operator's spouse, record his/her information in operator 2.

- | | PRINCIPAL OPERATOR | OPERATOR 2 | OPERATOR 3 |
|---|--------------------|------------|--------------|
| | AGE | AGE | AGE |
| 12. What was the age of operator(s) on December 31, 2010? | 1242 | 1262 | 1282 |
| | YEAR | YEAR | YEAR |
| 13. In what year did the operator(s) begin to operate any farm operation? | 1241 | 1261 | 1281 |
| | CODE | CODE | CODE |
| 14. What was the gender of the operator(s)? | 1243 | 1263 | 1283 |
| | 1 Male
2 Female | | |
| 15. Were you a hired manager for this operation (<i>meaning you received a wage, salary, or in-kind payment for making day-to-day management decisions for this operation</i>)?
<input type="checkbox"/> YES - [Enter code 1] <input type="checkbox"/> NO - [Enter code 3] | | | CODE
0995 |

INTERNET USE

16. Did you have Internet access? YES = 1
- 1255

[ENUMERATOR NOTE: If item 16 is YES, continue; else go to item 17.]

- a. How much did you pay per month for Internet access?
- DOLLARS
1201
- b. Did you use a high-speed Internet connection? YES = 1
- CODE
1210
- c. How many hours per week did you use the Internet for farm-related e-mail?
- HOURS
1226
- d. How many hours per week did you use the Internet to get farm-related **news and information**? (*Include weather, farm, local and other news; stock market and agricultural market information; farm input pricing and any other farm-related information.*)
- 1211
- e. How many hours per week did you use the Internet to conduct farm-related **commerce**? (*Include making purchases, making sales, banking, on-line record-keeping or accounting, operating your own web-site, working with your farm cooperative, and other farm-related activities.*)
- HOURS
1212

f. If farm purchases and sales were part of your e-commerce activity, what amount did you—

- (i) SPEND in 2010 on farm-related purchases over the Internet? *(Include purchases of seed, fertilizer, pesticides, feed, livestock health products, miscellaneous farm supplies, computer software and hardware, and financial and personal services such as insurance.)*
- (ii) RECEIVE in 2010 for sales of farm products over the Internet? *(Include commodities, produced goods, services, and all other farm-related sales, even those from a separately recorded business.)*

DOLLARS

1235
1237

g. Where did you connect to the Internet from?

- Farm residence or office?
- Elsewhere?

CODE

1244
1276

DISTANCE

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

MILES

1277

18. Where did you buy the majority of the following input items used by this operation and the principal operator's household in 2010?

- ITEM
- a. Fuel
 - b. Fertilizer
 - c. Chemicals
 - d. Machinery and implements (include repairs and supplies)

Distance from your farm (in miles)	Main reason, if not purchased in nearest town or city of any size: 1 Price of the input 2 Not available 3 Other
1278	1293
1279	1294
1280	1295
1250	1296

DIRECT SALES

19. During 2010 did you produce, raise, or grow any crops, livestock, poultry, or agricultural products that were sold directly to individual consumers for human consumption? *(Include sales from roadside stands, farmer markets, pick your own, door to door, direct Internet sales, etc. Exclude craft items and processed products such as jellies, sausages, and hams.)*

- YES - [Enter code 1 and continue] NO - [Enter code 3, then go to item 22].

CODE

1151

20. What was the gross value of these direct sales?

DOLLARS

1153

SECTION I continues on next page.

[ENUMERATOR NOTE: If item 20 is greater than zero, continue; else go to item 22.]

21. Did you use any of the following outlets to market these products (*items 19 and 20*):

CODE

a. roadside stand or on-farm facility (exclude on-farm store)?	YES = 1	1171
b. on-farm store?	YES = 1	1172
c. farmer's market?	YES = 1	1173
d. Community Supported Agricultural (CSA) buying club?	YES = 1	1175

22. During 2010 did you produce, raise, or grow any crops, livestock, poultry, or agricultural products that were sold directly to retail outlets that in turn sell directly to consumers? (*Include sales directly to restaurants, grocery stores, or other businesses that sell directly to consumers. Also include institutional sales, such as those made to schools. Exclude craft items and processed products such as jellies, sausages, and hams.*)

YES - [Enter code 1 and continue] NO - [Enter code 3, then go to item 24].

1152

DOLLARS

23. What was the gross value of these direct sales?

1154

ACRE PROGRAM

The following questions pertain to the new Average Crop Revenue Election (ACRE) Program.

24. Did you enroll your farm in the ACRE program?

CODE

YES - [Enter code 1 and continue] NO - [Enter code 3, then go to item 26]

1185

25. What was (were) your reason(s) for enrolling? (*Record all that apply.*)

a. High ACRE guarantee price	YES = 1	1164
b. Crop revenue varies a lot from year to year	YES = 1	1165
c. Do not expect to receive counter-cyclical payments or marketing loan benefits in the years 2010-2013	YES = 1	1166
d. Other	YES = 1	1123

SECTION I continues on next page.

USE OF TIME

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

On average, for each of the three month periods DURING 2010, about how many hours per week did—

a. you (the principal operator) –

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

	1 Jan-Mar	2 April-June	3 July-Sept	4 Oct-Dec
	HOURS/WEEK	HOURS/WEEK	HOURS/WEEK	HOURS/WEEK
	0480	0481	0482	0483
	0484	0485	0486	0487
	1091	1092	1093	1094
	0488	0489	0490	0491
	0492	0493	0494	0495
TOTAL	168	168	168	168

b. your spouse (the principal operator's) –

- (i) work for this farm/ranch, without being paid a wage or salary?
- (ii) work for this farm/ranch for a wage or salary?
- (iii) operate another business other than this farm/ranch? (Include operating another farm/ranch. Exclude commuting time.)
- (iv) work at other employment off this farm/ranch? (Exclude commuting time.)
- (v) spend otherwise?

	0580	0581	0582	0583
	0584	0585	0586	0587
	1095	1096	1097	1098
	0588	0589	0590	0591
	0592	0593	0594	0595
TOTAL	168	168	168	168

27. On average, for each of the three-month periods during 2010, about how many hours per week (work and management time) did –

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

	1 Jan-Mar	2 April-June	3 July-Sept	4 Oct-Dec
	HOURS/WEEK	HOURS/WEEK	HOURS/WEEK	HOURS/WEEK
	1061	1062	1063	1064
	1065	1066	1067	1068

(Example: If the operation had 4 other salaried operators who averaged 40 paid hours per week during Jan-Mar, report 160 for column 1 of 27b.)

28. For the other workers on this operation (excluding the principal operator, the principal operator's spouse, other operators, custom hire, and contract labor), on average, for each of the three-month periods during 2010, about how many hours per week (work and management time) did –

- a. unpaid workers (such as non-operator partners, family members, etc.) work for this farm/ranch?
- b. paid workers work for this farm/ranch? (Exclude custom hire and contract labor.)

	1 Jan-Mar	2 April-June	3 July-Sept	4 Oct-Dec
	HOURS/WEEK	HOURS/WEEK	HOURS/WEEK	HOURS/WEEK
	0840	0841	0842	0843
	0859	0860	0861	0862

(Example: If the operation had 4 paid workers who averaged 40 hours per week during Jan-Mar, report 160 for column 1 of question 28b.)

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SECTION J FARM HOUSEHOLD

1. Was the principal operator's spouse listed as OPERATOR 2 in SECTION I, item 12 on page 23?
 YES - [Enter code 1, then go to item 2] NO - [Enter code 3 and continue with item a]

CODE	
1203	

a. If NO, and the principal operator was married at any point during 2010, what was the age of the principal operator's spouse on December 31, 2010?

AGE	
1206	

[ENUMERATOR NOTE: If the principal operator has a spouse, (SECTION I, item 10), please answer for both the principal operator and his/her spouse.]

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

OPERATOR	SPOUSE
1219	1220

ENTER CODE 1 FOR ALL THAT APPLY

3. Which of these do you and/or your spouse (the principal operator and/or principal operator's spouse) consider yourself? Are you—

- American Indian or Alaska Native? (Specify tribe _____) . . .
- Asian? . . .
- Black or African American? . . .
- Native Hawaiian or Other Pacific Islander? . . .
- White? . . .

OPERATOR	SPOUSE
1213	1214
1215	1216
1217	1218
1221	1222
1223	1224

4. What is the highest level of formal education achieved by the principal operator and the principal operator's spouse?

- 1 Less than high school diploma
- 2 High school
- 3 Some college (Include associates degree)
- 4 4-year college graduate and beyond

OPERATOR	SPOUSE
1257	1260

5. In 2010, what was the primary occupation of the principal operator and the principal operator's spouse? . . .

- 1 Farm or ranch work
- 2 Work other than farming or ranching
- 3 Currently not in the paid workforce

OPERATOR	SPOUSE
1207	1208

6. Do you (the principal operator) now consider yourself to be retired from farming/ranching?

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

CODE
1259

SECTION J continues on next page.

NUMBER

7. How many persons lived in the principal operator's household on December 31, 2010? (Include operator, spouse, children, and others living in the operator's household.) 1227

8. Of the people who lived in your (the principal operator's) household on December 31, 2010, how many were—

In each age category? NUMBER	Were covered by any health insurance for any part of year? NUMBER
a. younger than 6 years old?	1228
b. from 6 through 17 years old? +	1229
c. from 18 through 64 years old? +	1230
d. 65 years or older? +	1231
e. Total persons in household (should equal number reported in item 7). =	

	Household Members Under 65 Years of Age	Household Members 65 Years and Over
a. an employer (or former employer) from the operator's off-farm work?	1264	1271
b. an employer (or former employer) from the spouse's off-farm work?	1265	1272
c. other employer or group sponsored policies (e.g., purchased through a cooperative, union, or farm organization)?	1266	1273
d. this farming operation?	1269	1270
e. direct purchase private policy (fully purchased by or for the household)?	1267	1274
f. Medicare, Medicaid, or other public insurance?	1268	1275

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

[ENUMERATOR NOTE: If the principal operator and/or the principal operator's spouse worked off the farm and reported hours of non-farm work in Section I, items 26a(iii), 26a(iv), 26b(iii), or 26b(iv), ask; otherwise go to item 11.]

	OPERATOR MILES	SPOUSE MILES
10. How many miles is it one way from your home to your and/or your spouse's off-farm job? (Enter zero for home based jobs such as truck driver, salesperson, enumerator, etc.)	0941	0942

SECTION J continues on next page.

11. Which **value code** represents the total income the household, the principal operator, and spouse received in 2010 from... (**Exclude farm income reported earlier.**)

SOURCE	TOTAL HOUSEHOLD INCOME	OPERATOR INCOME	SPOUSE INCOME
a. all off-farm wages, salaries, and tips before taxes and withholdings?	0952	0950	0951
(i) Which business code (<i>from list in respondent booklet</i>) represents the type of off-farm business you and/or your spouse worked at?		1070	1071
(ii) Which occupational code (<i>from list in respondent booklet</i>) represents the type of job you and/or your spouse had at this off-farm business?		1059	1060
b. net cash income from operating another farm or ranch (net of depreciation)? (<i>can be negative (-) if a loss was incurred</i>).	0957	0955	0956
c. net cash income from renting land from other farms/ranches, including whole farms/ranches, to others? (<i>can be negative (-) if a loss was incurred</i>) (<i>Include cash or share-rented income. Exclude land rented to others from <u>this</u> operation.</i>).	0963		
d. net cash income from operating any other business (net of depreciation)? (<i>can be negative (-) if a loss was incurred</i>).	0960	0958	0959
(i) Which business code (<i>from list in respondent booklet</i>) represents the type of off-farm business you and/or your spouse operated?		1072	1073
(ii) What was the total number of employees who worked at this business? (<i>Include the operator and spouse.</i>).		1074	1075
e. interest income?	0969		
f. dividend income?	0966		
g. total proceeds from the sale of farm and non-farm capital assets? (<i>Include operator household's share only.</i>).	0978		
(i) recognized gain/loss on the sale of capital assets reported above (<i>item 11g</i>)? (<i>can be negative (-) if capital losses were incurred</i>).	0981		
h. income from private pensions and private disability payments?	0939		
i. income from public sources? (<i>Include Social Security, military and other public retirement, veteran's benefits, public disability, unemployment, or other public assistance.</i>).	0998		
j. other off-farm sources of income?	0993		

Dollar range	Value Code	Dollar range	Value Code	Dollar range	Value Code	Dollar range	Value Code
None.	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		

SECTION J continues on next page.

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

12. Which value code represents how much this <u>household spent</u> in 2010 on—		VALUE CODE
a.	food, including food away from home?	1105
b.	rent payments for principal operator's dwelling, if not owned by the household (<i>item 13c, below</i>) or farm business (<i>SECTION G, item 1a has a zero value</i>)?	1104
c.	utilities and household supplies?	1106
d.	non-farm transportation:	
	(i) renting or leasing of vehicles for household use, public transportation expenses, etc.?	1107
	(ii) fuel, maintenance and repairs, vehicle insurance, parking and license fees for non-farm share of vehicles?	1119
e.	health and medical expenses:	
	(i) health and/or dental insurance costs? (<i>costs not covered by the farm operation or an off-farm employer</i>)	1108
	(ii) out of pocket expenses for health and medical needs? (<i>Include co-payments, co-insurance, deductibles, etc.</i>)	1112
f.	contributions to personal insurance (<i>Including life, disability, and liability insurance but not including health, homeowner or vehicle insurance</i>) and retirement plans including pensions and Social Security? ..	1109
g.	contributions to individuals outside of the household, including alimony, child support, gifts (<i>not including bequests</i>) and charitable contributions?	1110
h.	mortgage interest for operators who live in a dwelling owned by the household and not the operation? (<i>Exclude any parts of mortgage principal.</i>)	1120
i.	property taxes for operators who live in a dwelling owned by the household and not the operation? (<i>Exclude any parts of mortgage principal.</i>)	1121
j.	all other family living expenses, such as clothing and personal care products and services; house furnishings and equipment, education and child (<i>or adult</i>) care, entertainment (<i>hobbies, recreation, and vacations</i>)?	1118

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

13. Which value code represents the total value of each of the following categories of <u>off-farm assets</u> owned by the operator <u>and</u> members of the operator's household on December 31, 2010, for— (<i>Exclude assets of this operation, reported in SECTION G.</i>)		VALUE CODE
a.	financial assets held in non-retirement accounts? (<i>Include cash, checking, savings, money market accounts, certificates of deposits, savings bonds, government securities, outstanding personal loans due to the operator or household, corporate stock, mutual funds, cash surrender value of life insurance, other financial assets. Exclude all farm business-related assets.</i>)	0953
b.	retirement accounts? (<i>401k, 403b, IRA, Keogh, other retirement accounts</i>)	0954
c.	operator's dwelling, if not owned by the operation? (<i>not reported in Section G, item 1a</i>)	0984
d.	real estate and other personal (<i>second</i>) homes? (<i>other farms, residential rental, commercial, and other real estate</i>)	0985
e.	business not part of this farm?	0986
f.	All household vehicles? (<i>including household share of vehicles partly owned by the operation</i>)	0982
g.	other assets not reported elsewhere?	0987

SECTION J continues on next page.

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

14. Which value code represents the total value of each of the following categories of off-farm debt (*debt not associated with this operation*) owed by the operator and members of the operator's household on December 31, 2010, for—
(Include off-farm debt secured with farm assets. Exclude any debt – household debt, credit cards, etc. – reported in SECTION H Farm Debt.)

[ENUMERATOR NOTE: If mortgage debt on the operator dwelling was reported earlier in SECTION H, item 8, then skip item 14a and continue with 14b. If mortgage debt on the operator dwelling was NOT reported in SECTION H, item 8, then continue with item 14a.]

	VALUE CODE
a. mortgages on operator's dwelling, if not owned by the operation? (<i>Include home mortgages, home equity loans, and lines of credits secured by the operator's dwelling.</i>)	0988
b. mortgages on other real estate and other personal (<i>second</i>) homes? (<i>Include mortgages, equity loans, and lines of credits secured by other real estate, including other farms, residential rental, commercial, and other real estate.</i>)	0989
c. loans on businesses that are not a part of this farm operation?	1101
d. personal loans? (<i>Include credit cards, auto loans, unpaid taxes, medical bills, any other debts/liabilities not reported elsewhere.</i>)	1102
e. all other off-farm debt owed by the operator or household?	0983
15. Which value code represents the amount of off-farm debt owed by the operator or household members that was secured by farm assets?	1117

[ENUMERATOR NOTE: Items 16 - 18 refer to Income and Expense items for 2009.]

	VALUE CODE
16. Which value code represents the total value of farm sales in the previous year (2009)? <i>(Total value of 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.)</i>	1113
17. Which value code represents the net operating income for this operation in the previous year (2009)? <i>(cash income from all farm sources minus production costs and depreciation; if negative net operating income, indicate a minus sign before the value code)</i>	1114
18. Which value code represents the total off-farm income in the previous year (2009)? <i>(wages, salaries, tips, interest, dividends, other public sources, etc. before taxes, income from operating another farm, income from operating any other business; if negative off-farm income, indicate a minus sign before the value code)</i>	1115

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CONCLUSION

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

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

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

CODE

0099

2. ENDING TIME [MILITARY].

MILITARY TIME

0005

OFFICE USE
TIME IN HOURS

0008

Reported by: _____ Telephone (____) _____

OFFICE USE

0093

OFFICE USE

0092

PARTNERS STRATUM SAMPLE 182				Duplication Adjustor		Office Use for POID			
OFFICE USE	0925	0926	0927	0928	0922	0919			
Response	Respondent		Mode		Enum	Eval.	Date	Optional	
1-Comp 2-R 3-Inac	9901	1- Op/Mgr 2-Sp 3-Acct/Bkpr 4-Partner 9-Other	9902	2-Tel 3-Face-to-Face	9903	0098	0100	9910 ____11 M M D D	0003
S/E Name									

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.