



**NATIONAL
AGRICULTURAL
STATISTICS
SERVICE**

**2003 Agricultural Resource Management Survey Phase III
COSTS and RETURNS REPORT**

Form Approved
O.M.B. Number 0535-0218
Approval Expires 12/31/06
Project Code 904
(11/14/03)

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VERSION	ID	TRACT	SUBTRACT
01	_____	01	_____



ECONOMIC RESEARCH SERVICE

CONTACT RECORD

DATE	TIME	NOTES

R CODES	
3 - COMPLETE	0910
5 - OUT OF SCOPE	
8 - REFUSAL	
9 - INAC./INCOMPL.	
SUPPLEMENT	0002
N/A CHANGE	0003

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

We are collecting information on costs and returns and need your help to make the information as accurate as possible. Authority for collection of information on the Costs and Returns Report is Title 7, Section 2204 of the U.S. Code. This information will be used for economic analysis and to compile and publish estimates for your region and the United States. Response to this survey is confidential and voluntary.

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

MILITARY TIME

0004 _____

BEGINNING TIME [MILITARY]

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

**[ENUMERATOR NOTE:
If box code 1, complete
Screening Supplement.
If box is blank, begin Section A.]**

SCREENING BOX

0006

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

TOTAL POINTS

OFFICE USE

SECTION A LAND IN FARM / RANCH

*Include all land regardless of location or use --
cropland, house lots,, ponds, wasteland, woodland,
idle land, pastureland rangeland, wetland, etc.*

ACRES OPERATED

First, I have some questions about the land in this operation.

In 2003, how many ACRES did this operation--

	ACRES
1. Own?	0020
2. How many acres of farm/ranch land are RENTED or LEASED from others-- (Exclude land used on an AUM or fee per head basis under a grazing permit.)	
a. for a FIXED CASH payment?	0021
b. for a FLEXIBLE CASH payment? (Rent paid depends on prices and/or yields, or is otherwise not a fixed amount)	0022
c. for a SHARE of the crop or livestock production? (Include hybrid rental arrangement where rent paid is based on a fixed cash payment plus some shared production.)	0023
d. rented for FREE ?	0024
3. Rent or lease TO others for cash, share, or free of charge?	0025
	TOTAL ACRES
4. Then the total acres operated was-- [Total 1 + 2a + 2b + 2c + 2d - 3]	0026

5. Of the Total Acres in this operation (item 4), how many were--
- a. considered cropland, including land in government programs
(Exclude wild hay and CRP acres planted to trees.)
 - b. enrolled in the **Conservation Reserve Program (CRP)** or the
Conservation Reserve Enhancement Program (CREP)?
 - c. enrolled in the **Wetlands Reserve Program (WRP)**?
 - d. currently farmed, but formerly enrolled in CRP/CREP or WRP?
 - e. subject to a farmland preservation easement, which restricts
nonagricultural development?
 - f. in lands that were zoned for agriculture (including voluntary
agricultural district and agricultural protection zones)?
 - g. covered under a **Federal crop insurance** policy?
 - h. used to raise **certified organically produced** crops?

ACRES	How many of the acres did you own?
0030	
0031	0032
0033	0034
0956	0957
0035	0036
0037	0038
0039	0040
0041	

6. In 2003, on how many acres were each of the following tillage practices used on this operation--

	ACRES
a. No-till or strip till?	0959
b. Ridge-till?	0960
c. Mulch-till?	0962
d. Conventional?	0963

7. In 2003, were either of the following cropping practices used on this operation--

	CODE
a. Planned crop rotation?	0966
b. Continuous cropping practice (3 years or more)?	0965

RENT RECEIVED

8. Including rent for land and/or buildings, what was the total CASH RENT received in 2003 for acres cash rented TO others?
(Include government payments received from those acres. Exclude grazing of livestock; record in Section E, item 4b.) DOLLARS
 0042
9. For acres share-rented to others, what was the total value of the CROP OR LIVESTOCK SHARES received in 2003?
(Include government payments received from those acres.) 0043

RENT PAID

10. Including rent for land and/or buildings, what was the total cash rent PAID in 2003?
(Include rent paid in 2003 for previous years or rent paid in advance. Exclude storage bins; record in Section F, item 20.) DOLLARS
 0044
11. Does this operation use any land administered by PUBLIC agencies, industrial corporations or grazing associations on an animal unit month (AUM) basis?
 YES - [Continue.] NO - [Go to item 12.]
- a. In 2003, what were the total usage fees this operation PAID for the use of this public land?
(Include fees paid for privately owned land administered by a public agency through exchange-of-use.) DOLLARS
 0045
12. In 2003, how much did this operation spend on pasturing or grazing of livestock on PRIVATELY owned land used on a fee per head (AUM) or gain basis? DOLLARS
 0046
13. [Show Farm Type Codes in Respondent Booklet.] Which Farm Type code represents the largest portion of this operation's 2003 gross income? FARM TYPE CODE
 0047

Include:

*Sales of all crops, livestock, poultry, and livestock products sold in 2003.
 The VALUE OF PRODUCT REMOVED for all crops, livestock, and poultry produced under contract in 2003.
 Sales in miscellaneous agricultural products in 2003.
 All government agricultural payments received in 2003.
 Landlord's share of government payments.*

1 Grains, Oilseeds, Dry Beans, and Dry Peas (corn, flaxseed, grain silage and forage, grains and oilseeds, popcorn, rice, small grains, sorghum, soybeans, sunflowers, straw, etc.)	9 Hogs and Pigs
2 Tobacco	10 Milk and Other Dairy Products from cows
3 Cotton and Cottonseed	11 Cattle and Calves (beef and dairy cattle for breeding stock, fed cattle, beef)
4 Vegetables, Melons, Potatoes and Sweet Potatoes (beets, cabbage, cantaloupes, pumpkins, sweet corn, tomatoes, watermelons, vegetable seeds, etc.)	12 Sheep, Goats, and their Products (wool, mohair, milk and cheese)
5 Fruit, Tree Nuts and Berries (almonds, apples, blueberries, cherries, grapes, hazelnuts, kiwifruit, oranges, pears, pecans, strawberries, walnuts, etc.)	13 Horses, Ponies, and Mules (burros and donkeys)
6 Nursery, Greenhouse, Floriculture and Sod (bedding plants, bulbs, cut flowers, flower seeds, foliage plants, mushrooms, nursery potted plants, shrubbery, sod, etc.)	14 Poultry and Eggs (broilers, chickens, turkeys, ducks, eggs, emus, geese, hatchlings, ostriches, pigeons, pheasants, quail, poultry products, etc.)
7 Cut Christmas Trees and Short Rotation Woody Crops	15 Aquaculture
8 Other Crops and Hay (grass seed, hay and grass silage, hops, maple syrup, mint, peanuts, sugarcane, sugarbeets, CRP, etc.)	16 Other Animals and Other Animal Products (bees, honey, rabbits, fur-bearing animals, semen, manure, other animal specialities, etc.)

SECTION B ACREAGE and PRODUCTION

1. During 2003, what crops were harvested on the total acres (Section A, item 4) on this operation?
 (Exclude crops grown on land RENTED to others.)

[If share rented from others, ask-]

1 CROP	2 How many acres were harvested?	3 What was the total production?	4 How much of this operation's share of the total production was (will be) used on this operation?	5 How much of the production was the landlord's share of the crop?
	ACRES	TOTAL AMOUNT	TOTAL AMOUNT	TOTAL AMOUNT
FIELD CROPS				
Corn for Grain	0105	0106 Bu.	0107 Bu.	0108 Bu.
Corn for Silage	0109	0110 Tons	0111 Tons	0112 Tons
Cotton, all types	0113	0114 Lbs.		0116 Lbs.
Peanuts	0117	0118 Lbs.		0120 Lbs.
Potatoes	0121	0122 Cwt.		0124 Cwt.
Rice	0125	0126 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 for Grain	0153	0154 Bu.	0155 Bu.	0156 Bu.
HAY CROPS				
Hay, Alfalfa	0157	0158 Tons	0159 Tons	0160 Tons
Hay, All Other	0161	0162 Tons	0163 Tons	0164 Tons
OTHER CROPS				
Canola	0165	0166 Lbs.	0167 Lbs.	0168 Lbs.
Other Oilseeds	0169	0170 Lbs.		0172 Lbs.
Sugar Cane or Sugar Beets	0173	0174 Tons		0176 Tons
* Dry Edible Beans/Peas/Lentils	0177			
* Vegetables for processing	0178			
* All Other Vegetables and Melons	0179			
* Fruits, Nuts, and Berries	0180			
* Nursery and Greenhouse Crops	0181			
* All Other Crops not listed above	0182			

2. [Ask only if land was share rented.]
 How much was the landlord's share (in dollars) of the MARKET VALUE of the dry beans vegetables, fruit, nuts, nursery, greenhouse and all other crops? [Items starred (*) in table above.] .

DOLLARS

0183

[If any of item 3a through 3d = YES, ask--; else go to item 5.]

How many acres were planted to--

3. Were any of the harvested acres (item 1, column 2) of the following crops planted with Genetically Modified (GM) or otherwise enhanced seed varieties?	1	2	3	4	5	
	GM herbicide resistant seed varieties?	Non-GM herbicide resistant seed varieties?	GM Bt varieties?	Stacked gene variety? (both herbicide resistant and Bt)	Quality enhanced variety? (such as high-oil corn)	
YES = 1	ACRES	ACRES	ACRES	ACRES	ACRES	
a. Corn	0201	0202	0203	0204	0205	0206
b. Cotton	0207	0208	0209	0210	0211	0212
c. Soybeans	0219	0220	0221	0222	0223	0224
d. Wheat	0231	0232	0233	0234	0235	0236

4. [If item 3a, column 3 and/or 4 is positive, ask--]

How many acres of the corn Bt or stacked varieties were planted with rootworm resistant Bt seed?

ACRES

0237

GOVERNMENT PROGRAM BASE ACRES and PAYMENT YIELDS

Include all base acres operated by respondent, regardless of location or use.

5. What are your base acres and payment yields for--	Number of Base Acres		Base acres owned and operated in 2003 ACRES	Payment yields under 2002 act (If multiple base acres, estimate average yield: weight by base acres)	
	Under 1996 Act	Under 2002 Act		Direct Payments	Counter-cyclical Payments
a. Wheat	1119	1120	1121	1122	1123
b. Rice	1124	1125	1126	1127	1128
c. Corn	1129	1130	1131	1132	1133
d. Sorghum	1134	1135	1136	1137	1138
e. Barley	1139	1140	1141	1142	1143
f. Oats	1144	1145	1146	1147	1148
g. Upland Cotton	1149	1150	1151	1152	1153
h. Soybeans		1154	1155	1156	1157
i. Peanuts		1158	1159	1160	1161
j. Other oilseeds		1162	1163		

SECTION C LIVESTOCK

Next, I need to ask about livestock and poultry on this operation on December 31, 2003.

1	2 On December 31, 2003, how many [column 1] were--	
1. Did this operation have any [item] on hand December 31, 2003?	--owned by this operation?	--NOT owned by this operation?
a. All beef cattle— beef cows, heifers, steers, calves, bulls?	0260	0261
b. All dairy cattle— including dairy cows, heifers, calves, bulls?	0262	0263
c. All hogs and pigs?	0264	0265
d. Sheep and lambs?	0266	0267
e. Hens and pullets of laying age— Including egg and broiler type?	0268	0269
f. Broilers, fryers and other meat-type chickens?	0270	0271
g. Turkeys?	0272	0273
h. All other livestock and poultry? Specify type_____	0274	0275

2. [If SHARE RENTS from others and has livestock, ask--]
**What was the estimated total value of your landlord's share of
 livestock production in 2003?**
 (Exclude shared livestock production not part of a land rental arrangement.)

DOLLARS

0276

3. Did any **OTHER** operation(s) grow livestock or poultry **FOR** this operation
 under a contract arrangement in 2003? [Your operation is a contractor.]

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

1	2	3	4	5	6	7
What livestock or poultry were being raised or fed for you?	LIVESTOCK CODE	What was the market value of [type] on hand on contractee operations on Jan. 1, 2003?	What was the estimated market value (at placement) of [type] placed under contract DURING 2003?	How much was paid to contractees for production costs, INCLUDING fees for services?	How much were your GROSS receipts from [type] sold or removed under this contract?	On Dec. 31, 2003, what was the market value of unsold [type] remaining under contract?
[List type below.]	DOLLARS	DOLLARS	DOLLARS	DOLLARS	DOLLARS	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

1. During 2003, did this operation have **MARKETING CONTRACTS** for any commodities it produced?

Exclude money received from Contractors as reimbursement for expenses; report these in Section F.

YES - [Continue.] NO - [Go to item 2.]

MARKETING CONTRACTOR CODES for Column 3	
1	Cooperative that you (<i>the operator</i>) belong to
2	Marketing pool or agent selling on your (<i>the operator's</i>) behalf
3	Other

UNIT CODES for Column 6					
1	POUND	6	BOX	10	FLAT
2	CWT	7	BALE	11	HEAD
3	TON	8	CARTON	13	PLANT/POT
4	BUSHEL	9	DOZEN	22	ACRE
5	BIN			39	ANIMAL SPACE

1	2	3	4	5	6	7	8
What commodities did this operation have MARKETING contracts for in 2003? <i>[Write in commodities.]</i>	CODE	Who was the marketing contractor? <i>[Use Contractor codes above.]</i>	For how long have you had contracts for this commodity with this contractor? <i>(Use 0 for less than 1 year.)</i>	What quantity of [<i>commodity</i>] was marketed through this contract? <i>(Report Landlord's share in Section B.)</i>	UNIT CODE <i>[Use Unit codes above.]</i>	What was (will be) the FINAL PRICE RECEIVED per [<i>unit</i>] by this operation for [<i>commodity</i>] marketed under this contract? <i>[Same units as column 5.]</i>	What was the total dollar amount received in 2003 from this contract? <i>[Record receipts less marketing charges.]</i> ^{1/}
		CODE	YEARS	QUANTITY	CODE	DOLLARS & CENTS	TOTAL DOLLARS
	0301	0302	0303	0304	0305	0306 • _ _ _	0307
	0316	0317	0318	0319	0320	0321 • _ _ _	0322
	0331	0332	0333	0334	0335	0336 • _ _ _	0337
	0346	0347	0348	0349	0350	0351 • _ _ _	0352
	0361	0362	0363	0364	0365	0366 • _ _ _	0367
	0376	0377	0378	0379	0380	0381 • _ _ _	0382

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

2. During 2003, did this operation have **PRODUCTION CONTRACTS** for any commodities it produced?

PRODUCTION CONTRACTOR CODES for Column 3

- 1 Cooperative that you (*the operator*) belong to
- 2 Input provider that is not a cooperative
- 3 Processor that is not a cooperative
- 4 Input provider and processor, not a cooperative
- 5 Other

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

1	2	3	4	5	6	7	8
What commodities did this operation have PRODUCTION contracts for in 2003? <i>[Write in commodities.]</i>	CODE	Who was the production contractor? <i>[Use production codes above.]</i>	For how long have you had contracts for this commodity with this contractor? <i>(Use 0 for less than 1 year.)</i>	What quantity of [<i>commodity</i>] was removed from the operation under this contract during 2003? <i>(Report landlord's share in Section B.)</i>	UNIT CODE <i>[Use Unit codes above.]</i>	What was (will be) the FINAL FEE RECEIVED per [<i>unit</i>] by this operation for producing [<i>commodity</i>] under this contract? <i>[Same units as column 5.]</i>	What were the TOTAL FEES RECEIVED in 2003 under this contract? <i>[Record receipts less marketing charges.]</i> ^{1/}
		CODE	YEARS	QUANTITY	CODE	DOLLARS & CENTS	TOTAL DOLLARS
	0401	0402	0403	0404	0405	0406 • _ _ _	0407
	0416	0417	0418	0419	0420	0421 • _ _ _	0422
	0431	0432	0433	0434	0435	0436 • _ _ _	0437
	0446	0447	0448	0449	0450	0451 • _ _ _	0452

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

PRICING CODES for Column 9

- 1 The contract contains a single price to be paid for the commodity.
- 2 The contract contains a formula for determining the price, and/or a set of prices to be paid according to the attributes of the commodity.
- 3 The contract contains no price(s) or pricing formula, but the contractor negotiated for a price in my behalf
- 4 Other

QUANTITY CODES for Column 14

- 1 No quantity
- 2 Specified quantity or range
- 3 Harvest from specified acreage
- 4 Percent of grower's production
- 5 Other

9 How is the final price in the contract determined? [Use pricing codes above.] CODE	10 [If column 9=2 ask, else go to column 14] Does the contract specify premiums tied to attributes of delivered commodity? YES =1	11 Does the contract base a final price on a published market price for the commodity? YES =1	12 Does the contract base a final price on a published price of a different commodity, such as an input price? YES =1	13 [If column 11=YES or column 12=YES ask-] Does the contract specify maximum and minimum base prices? YES =1	14 Does the contract specify a quantity to be delivered to the contractor? [Use quantity codes above.] CODE	15 How long is the length of the contract? (Use 0 if no length is specified.) MONTHS	16 Is there another contractor for this commodity in your area? YES =1
0308	0309	0310	0311	0312	0313	0314	0315
0323	0324	0325	0326	0327	0328	0329	0330
0338	0339	0340	0341	0342	0343	0344	0345
0353	0354	0355	0356	0357	0358	0359	0360
0368	0369	0370	0371	0372	0373	0374	0375
0383	0384	0385	0386	0387	0388	0389	0390

9 Does the contract specify a formula for determining the final fee received? YES =1	10 [If column 9=YES, ask, else go to column 11] Does the contract's formula base the final fee on your performance, relative to other contract growers? YES =1	11 Does the contract specify premiums tied to attributes of the delivered commodity? YES =1	12 Does the contract require you to use specific types of equipment or structures? YES =1	13 [If livestock commodity, ask-] Are you responsible for manure management? YES =1	14 [If column 13=YES ask-] Does the contract require you to commit a specified amount of land for manure distribution? YES =1	15 How long is the length of the contract? (Use 0 if no length is specified.) MONTHS	16 Is there another contractor for this commodity in your area? YES =1
0408	0409	0410	0411	0412	0413	0414	0415
0423	0424	0425	0426	0427	0428	0429	0430
0438	0439	0440	0441	0442	0443	0444	0445
0453	0454	0455	0456	0457	0458	0459	0460

CASH or OPEN MARKET SALES

Exclude from this table--
 Marketing Contract sales (report in item 1.)
 Production Contract sales (report in item 2.)
 Landlord shares (report in Section B, items 1 - 2.)

3. After subtracting marketing expenses, what was the total dollar amount received for CASH or OPEN MARKET sales of each of the following crop and/or livestock commodities sold in 2003-

DOLLARS

a. Grains, Oilseeds, Dry Beans, and Dry Peas (corn, flaxseed, grain silage and forage, grains and oilseeds, popcorn, rice, small grains, sorghum, soybeans, sunflowers, straw, etc.)	0501
b. Tobacco, Cotton, and Cottonseed	0502
c. Vegetables, Melons, Potatoes and Sweet potatoes (beets, cabbage, cantaloupes, pumpkins, sweet corn, tomatoes, watermelons, vegetable seeds, etc.)	0503
d. Fruit, Tree Nuts and Berries (almonds, apples, blueberries, cherries, grapes, hazelnuts, kiwifruit, oranges, pears, pecans, strawberries, walnuts, etc.)	0504
e. Nursery, Greenhouse, Floriculture and Sod (bedding plants, bulbs, cut flowers, flower seeds, foliage plants, mushrooms, nursery potted plants, shrubbery, etc.)	0505
f. Other Crops and Hay, and Cut Christmas Trees, Short Rotation Woody Crops (grass seed, hay and grass silage, hops, maple syrup, mint, peanuts, sugarcane, sugarbeets, etc.)	0506
g. Hogs and Pigs (Excluding breeding stock)	0507
h. Hogs Breeding Stock	0508
i. Milk and Dairy Products	0509
j. Cattle and Calves (fed cattle, beef and dairy cull animals, stockers and feeders, veal calves, etc., excluding breeding stock.)	0510
k. Cattle Breeding Stock	0511
l. Poultry and Eggs (broilers, chickens, turkeys, ducks, eggs, emus, geese, hatchlings, ostriches, pigeons, pheasants, quail, poultry products, etc.)	0512
m. Other Animals and Other Animal Products, Sheep, Goats and their Products Horses, Ponies, Mules, Burros, and Donkeys, Aquaculture (wool, mohair, milk, cheese)	0513

4. CCC Loans

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

DOLLARS

a. How much was received for all commodities placed under CCC loan during 2003?	0514
b. What was the amount spent to repay all CCC loans during 2003? [If any of the crops redeemed from the CCC were sold in 2003, verify that these sales are recorded in Marketing Contracts (item 1) or Cash Sales (item 3). If the redeemed crops were not sold in 2003, their value should be reflected in Section H, item 4a.]	0515
c. What was the face value of all outstanding CCC loans on December 31, 2003?	0516

5. **What were the total MARKETING CHARGES this operation paid for [column] all commodity products in 2003?**
(Include check-off, commissions, feed, inspection, yardage, etc.)

1 OPERATOR & PARTNERS DOLLARS	2 LANDLORD(S) DOLLARS	3 CONTRACTOR(S) DOLLARS
0518	0519	0520

MARKETING EXPENSE WORKSHEET

COMMODITY	EXPENSE NAME	FEE PER UNIT	UNIT	NUMBER OF UNITS	TOTAL MARKETING EXPENSE
		--- . ---			
		--- . ---			
		--- . ---			
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6. **What was the total dollar amount this operation received in 2003 for commodities produced or marketed under a contract in 2002 or earlier years?**

(Exclude marketing charges and money received or any reimbursement for expenses. Verify these deferred receipts are NOT included in Marketing Contracts (item 1) or Production Contracts (item 2).)

DOLLARS

0517

7. **What was the total dollar amount this operation received in 2003 for commodities that were sold for cash in 2002 or earlier years?**

(Exclude marketing charges and money received or any reimbursement for expenses. Verify these deferred receipts are NOT included in Cash Sales (item 3).)

DOLLARS

0523

SECTION E OTHER FARM INCOME

1. In 2003, did this operation receive Federal, State or Local Farm Program Payments?

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

2. What is the total dollar amount this operation received in 2003 for--

DOLLARS

- a. Direct payments? (under 2002 Farm Act or AMTA - Production Flexibility Contract payments)
- b. Counter-cyclical payments?
- c. Loan deficiency payments (LDPs)?
- d. Marketing Loan Gains (MLGs)?
- e. Net Value of Commodity Certificates?
- f. Government payments received through cooperatives?
- g. Peanut Quota Buyout Program payments?
- h. Milk Income Loss Contract payments? (Include transition payments)
- i. 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.)
- j. Conservation Reserve Program (CRP) payments?
- k. Wetlands Reserve Program (WRP) payments?
- l. Environmental Quality Incentive Program (EQIP) payments?
- m. Any other federal agricultural program payments?
- n. Any other State or local agricultural program payments?

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0526
0528
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0536
0537
0538
0539
0540
0541
0542
0543

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

4. In 2003, what was the total income received by you (the operator) and all partners for--

- a. Custom Work and machine hire for others?
- b. Grazing of livestock? (Exclude contract arrangements.)
- c. Recreation such as hunting, fishing, petting zoos, horseback riding, on-farm rodeos, etc.
- d. Sales of all Forest Products? (Firewood, timber, etc.) (Exclude maple syrup and Christmas trees.)
- e. Sales of Farm Machinery and Vehicles (farm share only)?
- f. Federal Crop Insurance?
- g. Other Insurance Indemnity payments?
- h. Cooperative Patronage Dividends and Refunds?
- i. Tobacco settlement payments?
- j. All Other Farm Related Sources of Income? (Show OTHER FARM INCOME in Respondent Booklet.) [This may be a negative (-) number for hedging losses.]

0546
0547
0548
0549
0550
0552
0551
0554
0555
0556

SECTION F OPERATING and CAPITAL EXPENDITURES

In 2003, how much was spent for (item) by [column]--

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

OPERATING EXPENSES

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

1. **Seeds, sets, plants, seed cleaning and treatments, transplants, trees and nursery stock?**
(Include technology fees. Exclude items purchased only for direct resale.)
2. **Fertilizer, lime and soil conditioners?**
(Include custom application costs.)
3. **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 and lambs, bees, brooder fish, fingerlings, 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.)*
9. **Purchase for the farm business of--**
 - a. diesel fuel?.
 - b. gasoline and gasohol?
 - 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 oil, kerosene, wood, etc.)

DOLLARS	DOLLARS	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

**In 2003, how much was spent for
(item) by [column]--**

	1 Operator and Partners? DOLLARS	2 Landlord(s)? DOLLARS	3 Contractor(s)? DOLLARS
10. Electricity for the farm business?	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, Internet access, etc.	0872	0873	0874
13. Farm supplies, marketing containers, hand tools and farm shop power equipment? (Include expenses for temporary fencing. Exclude expenses for permanent fencing.)	0702	0703	0704
a. How much of this (item 13) was for marketing containers?	0705	0706	0707
14. Repairs, parts and accessories for motor vehicles, machinery and farm equipment? (Include drying equipment, frost protection, tune-ups, overhauls, repairs to livestock equipment, replacement parts for machinery, tubes, tires, and accessories such as air conditioners, CB's, radios and hydraulic cylinders.)	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, trench, silos, wells, and facilities for farm workers. 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	0727	0728
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 dwelling, if owned by the operation.)	0729	0730	0731
a. How much of this item (item 17) was for Federal crop insurance?	0732	0733	0734
18. Interest and fees paid on--			
a. debts secured by real estate? (Include interest paid on the operator's house if owned by the operation.)	0738	0739	0740
b. debts not secured by real estate? (Include service fees on CCC loan redemptions.)	0741	0742	0743

**In 2003, how much was spent for
(item) by [column]--**

1 Operator and Partners? DOLLARS	2 Landlord(s)? DOLLARS	3 Contractor(s)? DOLLARS
0744	0745	0746

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

0750	0751	0752
------	------	------

0753	0754	0755
------	------	------

0756

0757

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

19. **Property taxes paid on--**
a. Real estate? (*Include real estate taxes on operator dwelling, if owned by the operation.*)

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

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

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

22. **Depreciation expense claimed by this operation in 2003 for all capital assets** (*If partnership, include amounts claimed by all partners in this operation.*)

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

Exclude Wages paid for custom and contract work
Wages paid for housework
Social Security on the owner-operator
Withdrawals for living expenses
Employer's share of Social Security and unemployment taxes
Health insurance and life insurance
Pensions or retirement plans
Worker's Compensation

24. **Of the total cash wages (item 23), how much was paid out to--**
(*Total 24a + 24b + 24c + 24d must equal item 23*)

0764	0765	0766
------	------	------

0767	0768	0769
------	------	------

0770	0771	0772
------	------	------

0773	0774	0775
------	------	------

25. **Payroll taxes and benefits for paid labor?**
(*Include employer's share of Social Security and unemployment taxes, health insurance, pension or retirement plans, Workers Compensation, etc.*)

0776	0777	0778
------	------	------

26. **Contract labor?**
(Contract labor is work performed on a contract basis by a contractor, crew leader, a cooperative, etc.)
(**Exclude** -contract work for building construction, repairs, or farm improvements;
-payments to other operations that fed/raised livestock under contract FOR this operation.)

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

27. **Custom work such as--**
(Custom work is work performed by machines and labor hired as a unit.)

0788	0789	0790
------	------	------

0791	0792	0793
------	------	------

28. For workers who were members of your (*the operator's*) household, what was the cash value of any commodities provided to them as payment for farm work? DOLLARS
 [Example: a share of crop, calves, etc.] 0797

29. For workers who were NOT household members—
 What was the cash value of all commodities, feed, fuel, housing, meals, other food, utilities, vehicles for personal use, and any other non-cash payment for farm work? 0798
 (Include - meat, poultry, other livestock and livestock products
 - berries, firewood, fruits, vegetables, etc.
 Exclude - home gardens unless expenses were recorded previously.)

30. What was the market value of products produced and used on this operation for home consumption? (*Exclude any commodities provided as payment to household members for farm work reported in item 28.*) 0799

a. How much of (*item 30*) was livestock and livestock products? 0800

	1 Operator & Partners? DOLLARS	2 Landlord(s)? DOLLARS	3 Contractor(s)? DOLLARS
31. Fees paid to purchase professional or farm management services such as record keeping, planning, or farm product advice?	0801		
32. General Business Expenses?	0804	0805	0806

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

CAPITAL EXPENDITURES

Report the total cost for the following capital expenditures during 2003.

33. Improvements on land such as land preparation, irrigation improvements, well drilling, ponds, feedlots, trench silos, lagoons, new fences, etc. 0807
 (*Exclude moveable equipment.*) 0808 0809

34. Buildings and structures including all costs for new construction and remodeling of dwellings (*excluding the operator's dwelling*), barns, buildings, hog houses, poultry houses, milk barns, storage facilities, sheds, silos, etc. 0810
 (*Exclude repairs and maintenance.*) 0811 0812

35. New construction or remodeling of the Operator's Dwelling, if owned by the operation 0813 0814 0815

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 2003.

	DOLLARS	
36. Cars - Include new or used		0816
a. What percentage of this was the Farm's Share? .	PERCENT	0817
37. Trucks - Include new or used trucks, pickups, sport utility vehicles, vans, campers and buses		0818
a. What percentage of this was the Farm's Share? .	PERCENT	0819
38. Tractors - Include new or used		0820
39. Self-Propelled Farm Equipment including implements and self-propelled equipment for livestock, dairy, or poultry production (Include farm share only.)		0821
40. Other Farm Machinery and Non-Self Propelled farm equipment and pumps and capital equipment for livestock, dairy and poultry (Includes farm share only.)		0822
41. Office equipment, furniture and computers that were placed on a depreciation schedule?		0823
42. All Other Capital Expenditures (Include all other capital expenditures which were placed on a depreciation schedule.)		0824
Specify: _____		
43. What other expenses did this operation have in 2003 that I have not recorded? [List each expense item and amount.]	Operator & Partners?	Landlord(s)?
	0825	0826
		0827

SECTION G FARM LABOR

1. On the average, for each of the three month periods DURING 2003, about how many hours per week did-

1 January, February, March, 2003	2 April May June, 2003	3 July, August, September, 2003	4 October, November, December, 2003
HOURS/WEEK	HOURS/WEEK	HOURS/WEEK	HOURS/WEEK
0828	0829	0830	0831

a. You (*the principal operator*) do farm/ranch work, including paid and unpaid hours?

b. Your spouse (*the principal operator's*) do farm/ranch work, including paid and unpaid hours? (Even if your spouse is an operator, include their hours here.) . . .

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

c. Other operators (*those persons responsible for the day-to-day management decisions for this operation*) do farm/ranch work, including paid and unpaid hours?

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

d. Unpaid workers (*such as non operator partners, family members, etc.*) do farm/ranch work?

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

SECTION H FARM ASSETS

1. Next, in order to correctly estimate the financial position of farms we need to obtain the MARKET VALUE of the following assets OWNED by this operation on December 31, 2003?

(Include owned assets on rented land.)

DOLLARS

a. Farm Operator's Dwelling, if owned by the operation?

0850

b. All other Dwellings?

0851

c. All other Farm Buildings and Structures? (Include barns, cribs, grain bins, greenhouses, silos, storage sheds, etc.)

0852

d. Orchard trees and vines, and trees grown for wood products?

0853

e. Land? (Excluding houses, buildings, orchard trees and vines, and trees grown for wood products.) . . .

0854

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

(Reported in Section A, items 2a, 2b, 2c & 2d.)

0855

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

(Reported in Section A, item 3.)

0856

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

- a. Crops owned and stored on or off this operation on--
(Include specialty crops, hay, silage, and nursery and greenhouse products not in the ground. Exclude crops under CCC loans.)
 - (1) Government program crops owned and stored on or off this operation on--
 - (2) Non-program crops owned and stored on or off this operation on--
- b. Breeding livestock **owned** by and **located** on or off this operation on--
(Exclude livestock being produced under contract on another operation and reported in Section C, item 3.)
- c. Non-breeding livestock **owned** by and **located** on or off this operation on--
(Including aquaculture, bees, cattle, equine, hogs, mink, poultry, sheep, etc. Exclude livestock being produced under contract on another operation and reported in Section C, item 3.)
- d. Production inputs **owned** by this operation such as feed, fertilizer, chemicals, fuels, parts, purchased seed and other supplies, etc on--
- e. Production inputs already **used** for cover crops or crops not yet harvested, also known as *sunk* costs on--
- f. Trucks and cars **owned** by the operation on-- *(farm share only)*
- g. Tractors, machinery, tools, equipment and implements **owned** by the operation on--
- h. Stock in Farm Credit System and other farm cooperatives on--

beginning of year --Jan. 1, 2003? DOLLARS	end of year -Dec. 31, 2003? DOLLARS
0859	0860
0861	0862
0863	0864
0876	0877
0878	0879
0880	0881
	0882
	0883
	0884

5. **How much was OWED TO this operation for sales or production of crops, livestock, livestock products, poultry or poultry products from 2003 and earlier years?**

beginning of year --Jan. 1, 2003? DOLLARS	end of year --Dec. 31, 2003? DOLLARS
0885	0886

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

On December 31, 2003, what value code represents the estimated MARKET VALUE of all other farm assets owned by this operation?

(Include money owed to this operation (except money owed from commodity sales), cash certificates of deposits, savings and checking accounts, hedging account balances, Government payments due, balance of land contract sales, any other farm assets not reported earlier.)

END OF YEAR VALUE CODE
0887

SECTION I FARM DEBT

DOLLARS

1. **What was the maximum amount of all loans taken out AND repaid in 2003?** 0890
(Include seasonal production and equipment loans.)

2. **Did this operation owe any money to banks, co-ops, individuals, merchants or Federal agencies at the end of 2003?**

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

3. **Next, in order to correctly estimate the financial position of farms, their ability to service debt, and to categorize debt by types, we need to list each loan this operation had on December 31, 2003.**

LOAN TYPES for COLUMN 4
 1 - Production loan or other less than one year
 2 - Nonreal estate loan more than one year
 3 - Real estate loan more than one year

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

1 Who was the lender? <small>(Show lender codes in Respondent Booklet.)</small>	2 What was the balance owed on Dec. 31, 2003 including outstanding principal plus unpaid interest?	3 What was the interest rate? <small>[Example 9% = 09.00]</small>	4 What was the loan type? <small>[Enter code from above.]</small>	5 What year was it obtained?	6 What percent was for FARM purposes? <small>[Example 50% = 50]</small>	7 What was the purpose of this loan? 1 - Purchase land/machinery, etc. 2 - Refinance, existing debt only 3 - Refinance, existing debt and cash 4 - Farm related equity loan 5 - Household expenses 6 - Nonfarm business investment 7 - Nonfarm home/auto purchase 8 - Other	8 Was this loan guaranteed? If YES, by-- 2 Farm Service Agency 3 Rural Business Service 4 Small Business Administration 5 Other Federal, State or local government
CODE	DOLLARS	PERCENT	CODE	YEAR	PERCENT	CODE	YES = 1: CODE
1001	1002	1003	1004	1005	1006	1007	1008 1009
		_ _ . _ _		_ _ _ _	_ _ _ _		1017 1018
1010	1011	1012	1013	1014	1015	1016	
		_ _ . _ _		_ _ _ _	_ _ _ _		1026 1027
1019	1020	1021	1022	1023	1024	1025	
		_ _ . _ _		_ _ _ _	_ _ _ _		1035 1036
1028	1029	1030	1031	1032	1033	1034	
		_ _ . _ _		_ _ _ _	_ _ _ _		1044 1045
1037	1038	1039	1040	1041	1042	1043	
		_ _ . _ _		_ _ _ _	_ _ _ _		

4. *[If more than 5 loans, ask--]*
How many farm loans were there in addition to the five I've just recorded?

NUMBER

1046

a. **What was the total amount of debt owed on December 31, 2003 on these additional (item 4) loans?**

DOLLARS

1047

5. **How much of the total debt owed on December 31, 2003 (reported in items 3 and 4a above), was for the operator's dwelling?**
(If operator's dwelling is owned by the operation, debt should have been included above.)

DOLLARS

1057

OFFICE USE

0999

SECTION J FARM OPERATOR

1. **How many individuals are 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.
 Identify the operators in the columns below.
 Exclude hired workers unless they are a hired manager or family member.)

NUMBER OF OPERATORS

1200

2. **In 2003, was this operation's LEGAL STATUS—**

- | |
|--|
| 1 Individual (<i>Solefamily Proprietorship</i>)? |
| 2 A legal Partnership? |
| 3 A Family-held Corporation? |
| 4 A Non-family Corporation? |
| 5 Other, <i>Including estates, trusts and cooperatives</i> ? |

ENTER CODE

1201

a. [If item 2 is code 3 or 4, ask—]

1 YES
3 NO

Were there more than 10 stockholders?

CODE

1202

3. **In what year did the operator begin to operate any farm operation**

PRINCIPAL OPERATOR or Senior Partner	OPERATOR 2	OPERATOR 3												
1241	1261	1281												
<table border="1" style="width: 100%; height: 100%; text-align: center;"> <tr> <td style="width: 20px; height: 20px;"> </td> <td style="width: 20px; height: 20px;"> </td> <td style="width: 20px; height: 20px;"> </td> <td style="width: 20px; height: 20px;"> </td> </tr> </table>					<table border="1" style="width: 100%; height: 100%; text-align: center;"> <tr> <td style="width: 20px; height: 20px;"> </td> <td style="width: 20px; height: 20px;"> </td> <td style="width: 20px; height: 20px;"> </td> <td style="width: 20px; height: 20px;"> </td> </tr> </table>					<table border="1" style="width: 100%; height: 100%; text-align: center;"> <tr> <td style="width: 20px; height: 20px;"> </td> <td style="width: 20px; height: 20px;"> </td> <td style="width: 20px; height: 20px;"> </td> <td style="width: 20px; height: 20px;"> </td> </tr> </table>				

4. **Age of operator on December 31, 2003**

1242	1262	1282						
<table border="1" style="width: 40px; height: 20px;"> <tr> <td style="width: 15px; height: 15px;"> </td> <td style="width: 15px; height: 15px;"> </td> </tr> </table> Years of Age			<table border="1" style="width: 40px; height: 20px;"> <tr> <td style="width: 15px; height: 15px;"> </td> <td style="width: 15px; height: 15px;"> </td> </tr> </table> Years of Age			<table border="1" style="width: 40px; height: 20px;"> <tr> <td style="width: 15px; height: 15px;"> </td> <td style="width: 15px; height: 15px;"> </td> </tr> </table> Years of Age		

5. **Sex of operator**

1243	1263	1283
1 <input type="checkbox"/> Male 2 <input type="checkbox"/> Female	1 <input type="checkbox"/> Male 2 <input type="checkbox"/> Female	1 <input type="checkbox"/> Male 2 <input type="checkbox"/> Female

ENTER CODE 1 FOR ALL THAT APPLY

6. **Which of the following activities did you (each operator) perform for the farm**

Business Planning and Record Keeping	1244	Business Planning and Record Keeping	1264	Business Planning and Record Keeping	1284
Purchasing Inputs	1245	Purchasing Inputs	1265	Purchasing Inputs	1285
Crop Production	1246	Crop Production	1266	Crop Production	1286
Livestock Production	1247	Livestock Production	1267	Livestock Production	1287
Commodity Contracting and Marketing	1248	Commodity Contracting and Marketing	1268	Commodity Contracting and Marketing	1288
Supervising labor	1249	Supervising labor	1269	Supervising labor	1289
Repairs/Maintenance of equipment	1250	Repairs/Maintenance of equipment	1270	Repairs/Maintenance of equipment	1290
Leasing cropland	1251	Leasing cropland	1271	Leasing cropland	1291
Obtaining financing	1252	Obtaining financing	1272	Obtaining financing	1292
Government program participation	1253	Government program participation	1273	Government program participation	1293

7. **Was the principal operator's spouse listed as—**

Operator 2 - Enter code 2
Operator 3 - Enter code 3

CODE

1203

If code 2 or 3 go to item 11.

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

1 YES
2 NO SPOUSE
3 NO

CODE
1204

9. In what year did your spouse (*the operator's*) begin making day-to-day decisions for any farm/ranch?

YEAR
1205

10. How old was your (*the operator's*) spouse on his/her last birthday?

AGE
1206

[ENUMERATOR NOTE: Items 11 - 18 refer to the PRINCIPAL Operator's household. If the Principal Operator has a spouse, please answer for both where applicable.]

11. In 2003, what was your and your spouse's (*the operator and operator's spouse*) major occupation?

1 Farm or ranch work
2 Hired manager
3 Retired, but still farming
4 Work other than farming/ranching

OPERATOR
1207

SPOUSE
1208

a. [If item 11 is code 4, ask--] Was non-farm work your primary career decision?

1 YES
3 NO

CODE
1209

CODE
1210

12. What is the highest level of formal education you and your spouse (*the operator and operator's spouse*) have completed?

1 Less than high school
2 High school diploma or equivalency (GED)
3 Some college
4 Completed 4 year degree (BA or BS)
5 Graduate school

OPERATOR
1211

SPOUSE
1212

13. Which of these do you and your spouse (*the operator and operator's spouse*) consider yourself? Are you--

American Indian or Alaska Native
Asian
Black or African American
Hispanic or Latin
Native Hawaiian or Other Pacific Islander
White

ENTER CODE 1 FOR ALL THAT APPLY	
1213	1214
1215	1216
1217	1218
1219	1220
1221	1222
1223	1224

14. Were you or your spouse raised on a farm? YES = 1

CODE
1225

CODE
1226

15. How many persons lived in your (*the operator's*) household on December 31, 2003? (*Include yourself, spouse, children, and others living in your household.*)

NUMBER
1227

16. Of the persons who lived in your household on December 31, 2003, (*item 15*) how many were--

a. younger than 6 years old?

1228

b. from 6 and through 13 years old?

1229

c. older than 13 and younger than 18 years old?

1230

17. Excluding the operator and spouse, of those household members who lived in this household on December 31, 2003, how many were 65 years or older?

1231

18. How many miles is it from your house to the nearest town with a population of at least 10,000?

MILES
1232

INPUTS ACQUISITION FOR THE 2003 CROP YEAR

19. What share of the following inputs were purchased, under contract or otherwise, in each quarter?

(Report input as purchased in the quarter that the price was determined.)

1 QUARTER	2 Seeds, sets, plants, nursery stock, etc. PERCENT	3 Nitrogen fertilizer (such as AA, UAN, or Urea) PERCENT	4 Mixed fertilizers PERCENT	5 Crop chemicals (herbicides, insecticides, etc) PERCENT	6 Fuel for crop production and drying PERCENT
3 RD quarter 2002 (July, August, September)	1300	1301	1302	1303	1304
4 th quarter 2002 (October, November, December) .	1305	1306	1307	1308	1309
1 st quarter 2003 (January, February, March)	1310	1311	1312	1313	1314
2 nd quarter 2003 (April, May, June)	1315	1316	1317	1318	1319
3 RD quarter 2003 (July, August, September)	1320	1321	1322	1323	1324
4 th quarter 2003 (October, November, December) .	1325	1326	1327	1328	1329
TOTAL	100%	100%	100%	100%	100%

20. [If any nitrogen fertilizer was purchased prior to Jan. 1, 2003, ask-]

What was the primary reason you purchased nitrogen fertilizer prior to January 1, 2003--

- 1 to reduce the risk of a nitrogen price increase?
- 2 as a tax management strategy used with cash basis accounting?
- 3 to guarantee a specific quantity of nitrogen fertilizer would be available?
- 4 to apply nitrogen in the fall of 2002 for crops harvested in 2003?
- 5 Other, specify _____

CODE

1330

21. [If none of the nitrogen fertilizer was purchased prior to Jan. 1, 2003, ask-]

What was the primary reason you did not purchase nitrogen fertilizer prior to January 1, 2003--

- 1 expected spring nitrogen fertilizer prices to be similar to or less than fall prices?
- 2 nitrogen fertilizer pre-pay programs or contracts were not offered by local fertilizer suppliers?
- 3 did not have the liquidity or capital required to pre-pay or contract for nitrogen fertilizer?
- 4 not aware of nitrogen fertilizer pre-pay programs or contracts?
- 5 Other, specify _____

CODE

1331

[ENUMERATOR NOTE: If any nitrogen fertilizer was purchased after Jan. 1, 2003, ask-; else go to item 23.]

22. Most commercial nitrogen prices increased rapidly in the latter part of 2002 and early 2003. In response to these higher nitrogen fertilizer prices, did you alter the amount or management of commercial nitrogen fertilizer on your farm compared to what you would have done otherwise in 2003?

- YES - [Continue.] NO - [Go to item 23.]

In response to the higher nitrogen fertilizer prices, did you--

- a. reduce the application rate of commercial nitrogen fertilizer on any crops produced in 2003 compared to what would have otherwise been applied in 2003? YES = 1
- b. increase the use of manure or other organic sources of nitrogen fertilizer on this farm in 2003? YES = 1
- c. change the type of nitrogen fertilizer products used on this farm in 2003? (such as using less anhydrous ammonia and more urea) YES = 1
- d. change crop mix? (such as planting less corn and more soybeans) YES = 1
- e. manage nitrogen fertilizer on this farm more carefully in 2003 than you would have otherwise? YES = 1

CODE

1332
1333
1334
1335
1336

[If item 22e = YES, ask-, else go to item 23.]

Were any of the following practices used on this farm in 2003 that would not have been used otherwise-

	CODE
(1) soil/tissue testing? YES = 1	1337
(2) split applications of nitrogen fertilizer? YES = 1	1338
(3) variable rate fertilizer applications YES = 1	1339
(4) incorporation of broadcast/surface applied nitrogen fertilizer? YES = 1	1340

[ENUMERATOR NOTE: If the operator reported dollar amounts for the fixed direct government payments Section E, item 2a, Check box and ask item 23, otherwise check box and ask item 23a.]

23. **Where do you generally allocate the fixed direct payments and or Production Flexibility Contracts (PFC) payments that you receive?**

OR

23a. **If you received an unexpected payment of \$10,000 every year for 6 years, where would you allocate the money?**

1 Farm - Enter code 1 and go to item 24

2 Household - Enter code 2 and go to item 25

3 Both Farm and Household - Enter code 3 and continue

CODE
1341

b. [If item 23 or 23a = code 3, ask-]
What share would be allocated toward the--

	PERCENT
(1) Farm	1342
(2) Household	1343
	100%

24. For allocations to the FARM, what share went to--

	PERCENT
a. Farm operating costs, excluding the rental of farmland	1344
b. Farmland rental	1345
c. Farm Capital expenditures, excluding the purchase of farmland	1346
d. Farmland purchases	1347
e. Pay down farm debt	1348
	100%

25. For allocations to the HOUSEHOLD, what share went to--

	PERCENT
a. Family living expenditures, including food, clothing, appliances, medical care, education, vacations, etc.	1349
b. Maintain a cash reserve for the household	1350
c. Non-farm financial assets, such as stocks, bonds, or other investments	1351
d. Non-farm assets, such as non-farm real estate or home improvements	1352
e. Pay down non-farm debt	1353
	100%

26. [Show respondent IMPORTANCE codes in Respondent Booklet.]

When deciding how to allocate your crop acreage among different crops and when deciding how much of your total acreage to plant, rate the importance of the following factors—

Codes for item 26	
1	Very Important
2	Important
3	Neither Important nor unimportant
4	Unimportant
5	Not at all Important

	CODE
a. Crop rotations	1354
b. The costs of inputs	1355
c. Expected commodity price	1356
d. Landlord preferences	1357
e. Commodity loan rates	1358
f. Counter-cyclical payments	1359
g. Direct payments	1360
h. Crop insurance	1361
i. Time commitments off the farm	1362
j. Base acreage updates	1363

27. [Show respondent AGREE/DISAGREE codes in Respondent Booklet.]

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

Codes for item 27	
1	Strongly Agree
2	Agree
3	Neither Agree or Disagree
4	Disagree
5	Strongly Disagree

	CODE
a. I never have enough cash on hand or assets that can be easily converted to cash to pay all my bills	1364
b. I never hire custom work to be done	1365
c. I always spread the sale of my commodities over the year	1366
d. I rely heavily on market information (<i>Government reports, private market news service</i>) in making my decisions	1367
e. My farming operation has adequate liability insurance	1368
f. Most of my machinery is new or in good repair	1369
g. The concentration of my farming operation in one geographic area substantially increases my total risk	1370
h. In case of emergency, I have sufficient back-up management/labor to carry on production	1371
i. I have adequate hail/fire insurance for crops	1372
j. I never hedge by using futures and/or options for marketing crops or livestock	1373
k. Off-farm work allows me to increase my family's income	1374
l. Off-farm work allows my family's income to be more stable	1375
m. Non-farm investments (<i>including non-farm businesses, real estate, stocks, bonds, cd's, cash, etc.</i>) offer a higher return than farm investments	1376
n. Non-farm investments (<i>including non-farm businesses, real estate, stocks, bonds, cd's, cash, etc.</i>) reduce my family's overall financial risk	1377

28. **Do you prepare (or have someone else prepare) income and net worth statements for your operation from your farm records?**

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

a. Do you use the income and net worth statements to analyze business performance in relation to your annual or longer term plan? YES = 1

CODE
1378

29. **Aside from persons or businesses to whom you paid a fee to purchase professional or farm management services, did you obtain advice about the organization and/or operation of your farm/ranch from people outside the ownership team? YES = 1**

1379

OFFICE USE
2001

SECTION K FARM HOUSEHOLD

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

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

CODE
0995

[ENUMERATOR NOTE: If the operator has a spouse, please answer for both where applicable.]

2. Did you and/or your spouse work at any off-farm job prior to becoming a farm operator? YES = 1

OPERATOR 0937	SPOUSE 0938
-------------------------	-----------------------

a. What was the primary reason for becoming a farm operator?

- 1 take over operation of the farm from a family member or another person
2 develop a business to generate additional income
3 investment in real estate
4 live in a rural area
5 retirement residence/activity
6 growing crops and/or livestock that provide outdoor activity
7 Other reason

OPERATOR 0971	SPOUSE 0953
-------------------------	-----------------------

3. Did you and/or your spouse (the operator and operator's spouse) work off this farm for wages or a salary in 2003? (Include proprietorship of any off-farm business.) ...

- 1 YES - Continue
3 NO - If both operator and spouse =3, go to item 8

OPERATOR 0931	SPOUSE 0932
-------------------------	-----------------------

[If both operator and spouse = 3, go to item 8.]

a. How many weeks did you and/or your spouse (the operator and operator's spouse) work off this farm for pay in 2003? WEEKS

0933	0934
------	------

b. During the weeks you and/or your spouse worked off this farm for pay, how many hours per week did you usually work off-farm? HOURS PER WEEK

0935	0936
------	------

For the next few questions consider the off-farm job at which you and/or your spouse (the operator and operator's spouse) spent the most hours during 2003.

4. What type of work did you and/or your spouse do? ...

- 1 Executive, administrative, and managerial
2 Sales
3 Administrative support
4 Precision production, craft, and repair
5 Machine operators, assemblers, and inspectors
6 Transportation and material moving
7 Handlers, equipment cleaners, helpers, and laborers
8 Service occupations

OPERATOR 0939	SPOUSE 0940
-------------------------	-----------------------

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

OPERATOR 0941	SPOUSE 0942
-------------------------	-----------------------

6. How many years have you and/or your spouse worked at this particular job?

0943	0944
------	------

- CODES FOR ITEM 7**
- | | |
|-------------------------------|-----------------------------|
| 1 Keep up, use skills | 6 Diversification |
| 2 Health Insurance | 7 Personal satisfaction |
| 3 Other non-farm job benefits | 8 Get discounts on inputs |
| 4 Increase family income | 9 Cover farm/ranch expenses |
| 5 Extra labor/time | 10 Repay farm/ranch debt |

7. What was the main reason you and/or your spouse (the operator and operator's spouse) had an off-farm job?

OPERATOR 0945	SPOUSE 0946
-------------------------	-----------------------

8. [Show VALUE CODES in Respondent booklet.]
Which value code represents the cash income received in 2003 by--
(Exclude farm income reported earlier.)

1 SOURCE	2 all household member(s) as [source] <i>(Enter 1 if none.)</i> CODE	3 the principal operator as [source] <i>(Enter 1 if none.)</i> CODE	4 the principal operator's spouse as [source] <i>(Enter 1 if none.)</i> CODE
a. All off-farm wages, salaries, and tips before taxes and withholdings?	0950	0951	0952
b. Net cash income from operating another farm or ranch?	0955		
c. Net cash income from operating any other business?	0958		
d. Net cash income from cash or share-renting farm land to others including land rented from this and all other operations?	0961		
e. Gross income from dividends and capital gains? <i>(Can be negative if capital losses incurred.)</i>	0964		
f. Interest income?	0967		
g. Income from disability, military and other retirement, Social Security, unemployment, Veteran's benefits, other public retirement and public assistance?	0970		
h. Other off-farm sources?	0991		

9. **Did any household(s) besides the operator's share in the net income of this operation during 2003?** ...

1 YES - Continue.
3 NO - Go to item 10.

CODE
0976
NUMBER
0977
PERCENT
0978

- a. How many households besides yours shared in the net farm income of this operation? . . .
- b. What percent of the net income did you (*the operator*) and your household receive?

10. [Show VALUE CODES in Respondent Booklet.]
Which value code represents the total value of each of the following categories of non-farm asset owned by the operator and members of the operator's household on December 31, 2003, for--

	VALUE CODE
a. Cash, checking, savings, and money market accounts	0979
b. Certificates of deposit, savings bonds, government securities	0980
c. Money owed to the operator (<i>include mortgage on land sold</i>)	0981
d. Corporate stock, mutual funds, cash surrender value of life insurance, other financial assets	0982
e. IRA, Keogh, 401k, and other retirement accounts	0983
f. Operator's dwelling, if not owned by operation and other personal (<i>second</i>) homes	0984
g. Real estate (<i>other farms, residential rental, commercial, and other real estate</i>)	0985
h. Business not part of this farm	0986
i. Other assets not reported elsewhere (<i>furnishings, RVs, household share of trucks, cars, etc</i>)	0987

[Show VALUE CODES in Respondent Booklet.]

11. Which value code represents the total value of each of the following categories of non-farm debt (*debt not associated with this operation*) owed by the operator and members of the operator's household on December 31, 2003, for—
(Exclude any debt – household debt, credit cards, etc. used to finance the farm business expenses of this operation. Report all such debt in Section I, Farm Debt.)
- | | VALUE CODE |
|---|------------|
| a. Mortgages on operator's dwelling, if not owned by operation and other personal (<i>second</i>) homes? (<i>Include home mortgages, home equity loans, and lines of credits secured by the operator's dwelling(s)</i>) | 0988 |
| b. Mortgages on other real estate? (<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. Loan's on businesses that are not a part of this farm operation | 1101 |
| d. Personal loans (<i>credit cards, auto loans, unpaid taxes, medical bills, any other debts/liabilities not reported elsewhere</i>) | 1102 |
12. In general, do you utilize the same lenders for both farm and non-farm credit needs? YES = 1
- | | CODE |
|--|------|
| | 2147 |
13. Do you have a financial record system to track expenses for your household separate from the farm? YES = 1
- | | |
|--|------|
| | 2148 |
|--|------|
14. Does your household save or invest on a regular basis?
(e.g. out of farm sales or paychecks for off-farm work) YES = 1
- | | |
|--|------|
| | 2149 |
|--|------|
15. Does your household save for long-term goals?
(investment, retirement, education) YES = 1
- | | |
|--|------|
| | 2150 |
|--|------|
16. To meet the household and family living expenses you consider necessary, what do you think is the minimum income, BEFORE TAXES a family like yours needs in a year to meet basic needs?
- | | VALUE CODE |
|--|------------|
| | 1104 |
17. Which value code represents how much this household spent in 2003 on—
- | | VALUE CODE |
|--|------------|
| a. food, including food away from home? | 1105 |
| b. household rent/mortgage payments, utilities, home insurance, housekeeping supplies? | 1106 |
| c. non-farm transportation, including net outlays for new, used, and leased vehicles; fuel, maintenance, and insurance for non-farm share of vehicles? | 1107 |
| d. health and medical expenses, and health insurance?
<i>(Include doctors, dentist, chiropractors, medicine, life and health insurance, and Social Security self-employment tax.)</i> | 1108 |
| e. contributions to personal insurance and retirement plans, including pensions and Social Security? | 1109 |
| f. investments for family, including home improvements, and the purchase of major appliances and furnishings? | 1110 |
| g. all other family living expenses, such as clothing and personal items; education and child care, hobbies, recreation, and vacations, gifts and charitable contributions? | 2151 |

VALUE CODES

CODE	DOLLAR RANGE	CODE	DOLLAR RANGE
1	None	17	\$ 50,000 -- 59,999
2	\$ 1 -- 499	18	\$ 60,000 -- 79,999
3	\$ 500 -- 999	19	\$ 80,000 -- 99,999
4	\$ 1,000 -- 1,999	20	\$ 100,000 -- 124,999
5	\$ 2,000 -- 2,999	21	\$ 125,000 -- 149,999
6	\$ 3,000 -- 3,999	22	\$ 150,000 -- 174,999
7	\$ 4,000 -- 4,999	23	\$ 175,000 -- 199,999
8	\$ 5,000 -- 7,499	24	\$ 200,000 -- 224,999
9	\$ 7,500 -- 9,999	25	\$ 225,000 -- 249,999
10	\$ 10,000 -- 14,999	26	\$ 250,000 -- 374,999
11	\$ 15,000 -- 19,999	27	\$ 375,000 -- 499,999
12	\$ 20,000 -- 24,999	28	\$ 500,000 -- 999,999
13	\$ 25,000 -- 29,999	29	\$ 1,000,000 -- 1,249,999
14	\$ 30,000 -- 34,999	30	\$ 1,250,000 -- 1,499,999
15	\$ 35,000 -- 39,999	31	\$ 1,500,000 and over
16	\$ 40,000 -- 49,999		

[ENUMERATOR NOTE: Items 18 - 21 refer to Income and Expense items for 2002.]

18. Which value code represents the total amount spent on household and family living expenses in 2002? VALUE CODE
1112

19. Which value code represents the total value of farm sales in 2002?
(Total value of farm sales includes livestock and crop cash income and the net change in CCC loans, plus the estimated value of crop and livestock under production contracts, plus government payments to operator. Also include, if applicable, the value of the landlord share of crop and livestock production and the landlord share of government payments.) VALUE CODE
1113

20. Which value code represents the net operating income for this operation in 2002?
(Cash income from all farm sources minus production costs and depreciation, if negative net operating income, indicate a minus sign before the value code.) VALUE CODE
1114

21. Which value code represents the total off-farm income in 2002?
(Wages, salaries, and tips before taxes, income from operating other farm, income from operating any other business, if negative off-farm income, indicate a minus sign before the value code.) VALUE CODE
1115

22. Do you plan to retire from farm work within the next 5 years
(or do you now consider yourself to be retired from farming/ranching)? CODE
1116 YES = 1

a. [If item 22 = YES, ask-]
 What are your plans for the future of the farming operation?

1 Rent -(either through share or cash agreements) the farm or ranch land to another farmer

2 Sell the farm operation, including the farm or ranch land

3 Turn management and operation of the farm operation over to another partner or family member, but retain some ownership

4 Other

CODE
1117

OFFICE USE
2002

NOTES and CALCULATIONS:

CONCLUSION

1. Results from this survey will be published in JULY.

Would you like to receive a copy?

(Results will also be available on the Internet at <http://www.usda.gov/nass> and <http://www.ers.usda.gov/>)

YES = 1

CODE

0099

THANK YOU FOR YOUR TIME AND EFFORT !

<p>RESPONDENT</p> <p>2. Who was the primary respondent for most of this interview--</p>	<table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <td style="padding: 2px;">1</td> <td>OPERATOR/MANAGER</td> </tr> <tr> <td style="padding: 2px;">2</td> <td>SPOUSE</td> </tr> <tr> <td style="padding: 2px;">3</td> <td>ACCOUNTANT/BOOKKEEPER</td> </tr> <tr> <td style="padding: 2px;">4</td> <td>OTHER</td> </tr> <tr> <td style="padding: 2px;">8</td> <td>OFFICE HOLD</td> </tr> <tr> <td style="padding: 2px;">9</td> <td>PARTNER</td> </tr> </table> <p style="font-size: small;">Respondent's name [if code 3, 4 or 9]</p> <p>_____</p> <p>Phone (_____) _____</p>	1	OPERATOR/MANAGER	2	SPOUSE	3	ACCOUNTANT/BOOKKEEPER	4	OTHER	8	OFFICE HOLD	9	PARTNER	<p style="text-align: center; font-weight: bold;">CODE</p> <table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <td style="text-align: center; padding: 5px;">0101</td> </tr> </table>	0101
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3	ACCOUNTANT/BOOKKEEPER														
4	OTHER														
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9	PARTNER														
0101															
<p>RECORDS USE</p> <p>3. Did respondent use farm/ranch records to report income and expenses--</p>	<table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <td style="padding: 2px;">1</td> <td>All of the Time</td> </tr> <tr> <td style="padding: 2px;">2</td> <td>Most of the Time</td> </tr> <tr> <td style="padding: 2px;">3</td> <td>Some of the Time</td> </tr> <tr> <td style="padding: 2px;">4</td> <td>Almost Never</td> </tr> <tr> <td style="padding: 2px;">5</td> <td>Never</td> </tr> </table>	1	All of the Time	2	Most of the Time	3	Some of the Time	4	Almost Never	5	Never	<p style="text-align: center; font-weight: bold;">CODE</p> <table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <td style="text-align: center; padding: 5px;">0096</td> </tr> </table>	0096		
1	All of the Time														
2	Most of the Time														
3	Some of the Time														
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<p>4. What records did the respondent refer to when reporting <i>most</i> of their income and expense data--</p>	<table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <td style="padding: 2px;">1</td> <td>A General Ledger or Personal Record Book</td> </tr> <tr> <td style="padding: 2px;">2</td> <td>Formal Farm Records Workbook or Account Book</td> </tr> <tr> <td style="padding: 2px;">3</td> <td>Loose Receipts</td> </tr> <tr> <td style="padding: 2px;">4</td> <td>Something Else</td> </tr> <tr> <td style="padding: 2px;">5</td> <td>Computer or Computer Printout</td> </tr> <tr> <td style="padding: 2px;">6</td> <td>Did not use records</td> </tr> </table>	1	A General Ledger or Personal Record Book	2	Formal Farm Records Workbook or Account Book	3	Loose Receipts	4	Something Else	5	Computer or Computer Printout	6	Did not use records	<p style="text-align: center; font-weight: bold;">CODE</p> <table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <td style="text-align: center; padding: 5px;">0097</td> </tr> </table>	0097
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6	Did not use records														
0097															
<p>ENDING TIME [MILITARY] [Please be precise.]</p> <p>DATE:</p> <p>ENUMERATOR NAME _____</p>	<p style="text-align: center; font-weight: bold;">MILITARY TIME</p> <table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <td style="text-align: center; padding: 5px;">0005</td> </tr> <tr> <td style="text-align: center; font-size: small;">MM DD 04</td> </tr> <tr> <td style="text-align: center; padding: 5px;">0007</td> </tr> <tr> <td style="text-align: center; font-size: small;">__ __ __ __ 04</td> </tr> </table> <p style="text-align: center; font-weight: bold;">ENUMERATOR EVALUATION</p> <table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 50%; text-align: center; padding: 5px;">ENUMERATOR ID</td> <td style="width: 50%; text-align: center; padding: 5px;">EVALUATION</td> </tr> <tr> <td style="text-align: center; padding: 5px;">0098</td> <td style="text-align: center; padding: 5px;">0100</td> </tr> </table>	0005	MM DD 04	0007	__ __ __ __ 04	ENUMERATOR ID	EVALUATION	0098	0100						
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