

Appendix table

Contract questions corresponding to the shorter phrases used in tables 6-11

Table item	Survey question	Answer choices
<i>Marketing and production contracts</i>		
Commodity	What commodities did this operation have marketing contracts for in 2005?	66 livestock and 261 crop codes
Median years with contractor	For how long have you had contracts for this commodity with this contractor?	Years
Contract quantity	What quantity was marketed through this contract?	Annual quantity in one of 15 codes for quantity type (i.e., bushel, cwt, etc.)
Total receipts	What was the total dollar amount received in 2005 from this contract?	Total dollars
Median length of contract	How long is the length of the contract?	Months; zero if contract does not specify a month
Another contractor for this commodity in area	If you had not had this contract, what other marketing options would you have had in your area for marketing this commodity?	1) None; 2) Both cash sales and other contractors; 3) Only cash sales; 4) Only other contractors
<i>Marketing contracts only</i>		
Contractor type	Who was the marketing contractor?	1) Cooperative that you (the operator) belong to; 2) Marketing pool of agent selling on your (the operator's) behalf; 3) Privately owned (not a cooperative) packer, processor, mill, or gin; 4) Other
Price received	What was the final price received per unit by this operation for the commodity marketed under this contract?	Dollar value in same unit as quantity
Price discovery	How is the final price in the contract determined?	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 commodity's attributes; 3) The contract contains no price(s) or pricing formulas, but the contractor negotiated for a price on my behalf; 4) Other
Premiums	Does the contract specify premiums or deductions tied to size, quality, or other attributes of the commodity?	Yes-No

Continued—

Appendix table—Continued

Contract questions corresponding to the shorter phrases used in tables 6-11

Table item	Survey question	Answer choices
<i>Marketing contracts only—continued</i>		
Shared ownership	Does the contractor share ownership of the commodity with you while it is being produced?	Yes-No
Input ties	Does the commodity require you to purchase inputs, such as seeds, fertilizer, or young livestock, from the contractor?	Yes-No
Quantity specified	Does the contract specify a quantity to be delivered to the contractor?	1) No quantity; 2) Specified quantity or range; 3) Harvest from specified acreage; 4) Percent of grower's production; 5) Other
<i>Production contracts only</i>		
Contractor type	Who was the production contractor?	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
Fee received	What was the final fee received per unit by this operation for producing this commodity under contract?	Dollar value per unit quantity (in same units as reported quantity)
Fee is determined by formula	Does the contract specify a formula for determining the final fee received?	Yes-No
Fee is linked to performance	Does the contract's formula base the final fee on your performance, relative to other contract growers?	Yes-No
Structures owned by contractor	Does the contractor own any structures used on this operation for production of this commodity?	Yes-No
Equipment owned by contractor	Does the contractor own any equipment used on this operation for production of this commodity?	Yes-No
Specifies amount of land for manure management	How much land does the contract require you to commit for manure distribution?	Acres (leave blank if contract does not require land commitment)

Note: Survey documentation, including copies of the questionnaire, can be found at www.ers.usda.gov/data/arms/GlobalDocumentation.htm.

Source: USDA, Agricultural Resource Management Survey, 2005.