



**NATIONAL
AGRICULTURAL
STATISTICS
SERVICE**

2003 Agricultural Resource Management Survey Phase III

**SORGHUM (MILO)
COSTS and RETURNS REPORT**

Form Approved
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Project Code 904
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VERSION 03	ID _____	TRACT 01	SUBTRACT _____
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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.

BEGINNING TIME [MILITARY] 0004

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

TOTAL POINTS

OFFICE USE 0929

182311



SECTION A LAND in FARM / RANCH

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 in 2003. (Include all cropland, idle land, CRP, pastureland, woodland, wasteland, etc.)

1. How many acres of farm/ranch land are OWNED?	NUMBER of ACRES 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 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. How many acres of farm/ranch land are rented or leased TO OTHERS? (Include land rented for cash, for a share of crop, or livestock production, or rent free.)	NUMBER of ACRES 0025
4. TOTAL ACRES in this operation in 2003 (1 + 2a + 2b + 2c + 2d - 3)	0026
5. Of the Total Acres in this operation (item 4), how many acres were--	
a. considered cropland, including land in government programs? (Exclude wild hay and CRP acres planted to trees.)	0030
b. enrolled in the Conservation Reserve Program (CRP) or Wetlands Reserve Program (WRP)?	0028
g. covered under a Federal crop or other crop insurance policy?	0039
h. used to raise certified organically produced crops?	0041
8. Including rent for land and/or buildings, what was the total cash rent received in 2003 for acres rented to others? (Exclude grazing of livestock.)	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
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 and rent paid in advance. Exclude storage bins these are reported later in Section F, item 20.)	0044
11. What were the total fees paid for livestock grazed on an Animal Unit Month (AUM), head or gain basis on PUBLIC LAND in 2003?	0045
12. 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 in 2003? ..	0046
13. Which Farm Type Code represents the largest portion of this operation's 2003 gross farm income? [Enter code from below.]	FARM TYPE CODE 0047

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

1 CROP	2 How many acres were harvested? ACRES	3 What was the total production? TOTAL AMOUNT	4 How much of this operation's share of the TOTAL AMOUNT was (will be) USED on this operation? TOTAL AMOUNT
FIELD CROPS			
Corn for Grain	0105	0106 Bu.	0107 Bu.
Corn for Silage	0109	0110 Tons	0111 Tons
Cotton, all types	0113	0114 Lbs.	
Peanuts	0117	0118 Lbs.	
Potatoes	0121	0122 Cwt.	
Rice	0125	0126 Cwt.	
Sorghum for Grain	0129	0130 Bu.	0131 Bu.
Sorghum for Silage	0133	0134 Tons	0135 Tons
Soybeans	0137	0138 Bu.	0139 Bu.
Tobacco, all	0141	0142 Lbs.	
SMALL GRAINS			
Barley for Grain	0145	0146 Bu.	0147 Bu.
Oats for Grain	0149	0150 Bu.	0151 Bu.
Wheat, all for Grain	0153	0154 Bu.	0155 Bu.
HAY CROPS			
Hay, Alfalfa	0157	0158 Tons	0159 Tons
Hay, All Other	0161	0162 Tons	0163 Tons
OTHER CROPS			
Canola	0165	0166 Lbs.	0167 Lbs.
Other Oilseeds	0169	0170 Lbs.	
Sugar Cane or Sugar Beets	0173	0174 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. What was the estimated value of your landlord's share of crop production for land rented on a share basis in 2003? DOLLARS

0171

SECTION C LIVESTOCK

1. Please report the numbers of livestock and poultry on this operation on December 31, 2003.

- a. All cattle and calves?
(beef cattle, dairy cattle, heifers, steers)
- b. All hogs and pigs?
- c. All other livestock?
(horses, poultry, sheep, etc.)

Number OWNED by this operation	Number OWNED by others such as a contractor or a custom basis
0048	0049
0264	0265
0274	0275

2. What was the estimated total value of your landlord's share of livestock production in 2003?

DOLLARS

0276

4. Did any other operation(s) grow livestock or poultry for this operation under a contract arrangement in 2003?

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

- a. How much were your gross receipts from items sold or removed under these contracts?
- b. On December 31, 2003, what was the market value of unsold livestock or poultry remaining under these contracts?
- c. How much was paid to contractees for production costs, including fees for services? . . .

DOLLARS

0050
0051
0052

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.]

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 List commodities this operation had MARKETING contracts or formal agreements in 2003? [Write in commodities.]		5 What quantity of [commodity] was marketed through this contract? (Report Landlord's share in Section B.) QUANTITY	6 UNIT CODE [Use Unit codes above.]	7 What was (will be) the FINAL PRICE RECEIVED per [unit] by this operation for [commodity] marketed under this contract? [Same units as column 5.] DOLLARS & CENTS
	CODE			
	0301	0304	0305	0306 • ___
	0316	0319	0320	0321 • ___
	0331	0334	0335	0336 • ___
	0346	0349	0350	0351 • ___
	0361	0364	0365	0366 • ___
	0376	0379	0380	0381 • ___

a. What was the total dollar amount this operation received in 2003 for the **crops** grown in 2003 under a marketing contract?
(Exclude marketing charges and money received or any reimbursement for expenses.)

DOLLARS

0391

b. What was the total dollar amount this operation received in 2003 for the **livestock or poultry** produced in 2003 under a marketing contract?
(Exclude marketing charges and money received or any reimbursement for expenses.)

0392

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

YES - [Continue.] NO - [Go to item 6.]

1 What commodities did this operation have PRODUCTION contracts for in 2003? [Write in commodities.]		5 What quantity of [commodity] was removed from the operation under this contract during 2003? (Report landlord's share in Section B.) QUANTITY	6 UNIT CODE [Use Unit codes above.]	7 What was (will be) the FINAL FEE RECEIVED per [unit] by this operation for producing [commodity] under this contract? [Same units as column 5.] DOLLARS & CENTS
	CODE			
	0401	0404	0405	0406 • ___
	0416	0419	0420	0421 • ___
	0431	0434	0435	0436 • ___
	0446	0449	0450	0451 • ___

a. What was the total dollar amount this operation received in 2003 for the **livestock or poultry** produced in 2003 under a production contract?
(Exclude marketing charges and money received or any reimbursement for expenses.)

DOLLARS

0473

b. What was the total dollar amount this operation received in 2003 for the **crops** produced in 2003 under a production contract?
(Exclude marketing charges and money received or any reimbursement for expenses.)

0474

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 and Oilseeds (*corn, flaxseed, grain silage and forage, grains and oilseeds, popcorn, rice, small grains, sorghum, soybeans, sunflowers, straw, etc.*)
- b. Tobacco, Cotton, and Cottonseed
- c. Vegetables and Melons (*beets, cabbage, cantaloupes, pumpkins, sweet corn, tomatoes, watermelons, vegetable seeds, etc.*)
- d. Fruit, Tree Nuts and Berries (*almonds, apples, blueberries, cherries, grapes, hazelnuts, kiwifruit, oranges, pears, pecans, strawberries, walnuts, etc.*)
- e. Nursery, Greenhouse, Floriculture and Sod (*bedding plants, bulbs, cut flowers, flower seeds, foliage plants, mushrooms, nursery potted plants, shrubbery, etc.*)
- 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, CRP, etc.*)
- g. Hogs and Pigs (**Excluding** breeding stock)
- h. Hogs Breeding Stock
- i. Milk and Dairy Products
- j. Cattle and Calves (*fed cattle, beef and dairy cull animals, stockers and feeders, veal calves, etc., excluding breeding stock.*)
- k. Cattle Breeding Stock
- l. Poultry and Eggs (*broilers, chickens, turkeys, ducks, eggs, emus, geese, hatchlings, ostriches, pigeons, pheasants, quail, poultry products, etc.*)
- m. Other Animals and Other Animal Products, Sheep, Goats and their Products
Horses, Ponies, Mules, Burros, and Donkeys, Aquaculture (*wool, mohair, milk, cheese, etc.*)

0501
0502
0503
0504
0505
0506
0507
0508
0509
0510
0511
0512
0513

4. **Did this operation receive or repay any Commodity Credit Corporation (CCC) loan in 2003?**

YES - [Continue.] NO - [Go to item 5.]

DOLLARS

- a. How much was received for all commodities placed under CCC loan in 2003?
- b. What was the amount spent to repay CCC loans in 2003?

0514
0515

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
		___ . ____			
		___ . ____			
		___ . ____			
		___ . ____			
		___ . ____			

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. Did this operation receive any government payments in 2003?

(Exclude CCC loans.)

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

2. a. How much was received in Conservation payments?

(Include Conservation Reserve Program (CRP), Wetlands Reserve Program (WRP), and Environmental Quality Incentive Program (EQIP) payments.)

DOLLARS	
	0544
	0525
	0527
	0529
	0530

b. How much was received in Direct payments (under the 2002 Farm Act)?

(1) How much of this was for SORGHUM (milo)?

c. How much was received in counter-cyclical payments, loan deficiency payments (LDPs), marketing loan gain, net value of commodity certificates?

(1) How much of this was for SORGHUM (milo)?

d. All other federal or state agricultural program payments?

(Include disaster and market loss payments, peanut quota compensation payments, national dairy market loss payments, and any other Federal, state or local programs.)

(1) How much of this was for disaster and market loss payments for SORGHUM (milo)?

	0545
	0557

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

a. Custom Work and machine hire for others?

c. recreational services such as hunting, fishing, etc?

f. Federal Crop Insurance payments?

(1) How much of this was for Federal crop insurance indemnity payments for SORGHUM (milo)?

j. other income which is closely related to the agricultural operation?

(Include sales of farm machinery and vehicles. Also include grazing of livestock, sales of forest products, insurance indemnity payments other than Federal Crop Insurance payments, patronage dividends and refunds from cooperatives, animal boarding, tobacco settlements, state fuel, tax refunds, tax refunds, profits and losses. This may be a **negative** number for losses.)

	0546
	0548
	0552
	0553
	0556

SECTION F OPERATING and CAPITAL EXPENDITURES

(Include only expenses related to this operation.)

*Exclude expenses NOT related to the farm/ranch;
expenses of performing custom work FOR others.)*

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

1 Operator and partners? DOLLARS	2 Landlord(s)? DOLLARS	3 Contractor(s)? DOLLARS
0600	0601	0602

1. Seeds, sets, plants, seed cleaning, seed treatments, etc. and transplants and trees?

(Include technology fees.

Exclude items purchased only for direct resale.)

a. How much of this (item 1) was for the SORGHUM (milo) enterprise?

0603	0604	0605
------	------	------

**2. Fertilizer, lime and soil conditioners?
(Include custom application costs.)**

0606	0607	0608
------	------	------

a. How much of this (item 2) was for the SORGHUM (milo) enterprise?

0609	0610	0611
------	------	------

**3. Agricultural Chemicals for crops, livestock, poultry, and general farm use
(Include biological pest controls and custom application costs.)**

0612	0613	0614
------	------	------

a. How much of this (item 3) was for the SORGHUM (milo) enterprise?

0615	0616	0617
------	------	------

4. Livestock purchases of--

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

0621	0622	0623
------	------	------

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

0624	0625	0626
------	------	------

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

0627	0628	0629
------	------	------

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

0630	0631	0632
------	------	------

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

0633	0634	0635
------	------	------

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

0636	0637	0638
------	------	------

7. All bedding and litter?

0639	0640	0641
------	------	------

8. All medical supplies, veterinary and custom services for livestock?

0642	0643	0644
------	------	------

(Exclude manure disposal.)

**9. Purchases for the farm business of--
all fuels (diesel fuel, gasoline and gasohol, LP and natural gas, and all other fuels)
and all oils and lubricants?**

0663	0664	0665
------	------	------

(1) How much of the total fuel expense (item 9) was for irrigation?

0666	0667	0668
------	------	------

(a) How much of this fuel expense was for water pumped from wells?

0669	0670	0671
------	------	------

(2) How much of the total fuel expense (item 9) was for the SORGHUM (milo) enterprise?

0672	0673	0674
------	------	------

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

1 Operator and partners? DOLLARS	2 Landlord(s)? DOLLARS	3 Contractor(s)? DOLLARS
0675	0676	0677
0678	0679	0680
0681	0682	0683
0684	0685	0686
0687	0688	0689
0690	0691	0692
0693	0694	0695
0696	0697	0698
0699	0700	0701
0872	0873	0874
0702	0703	0704
0708	0709	0710
0711	0712	0713
0714	0715	0716
0717	0718	0719
0720	0721	0722
0723	0724	0725

10. Electricity for the farm business?

- a. How much of the total electricity expense (item 10) was for irrigation?
 - (1) How much of this expense (item 10a) was for the SORGHUM (milo) enterprise?
 - (2) How much of this expense was for **water pumped from wells?**
- b. How much of the total electricity expense (item 10) was for drying?
 - (1) How much of this expense (item 10b) was for the SORGHUM (milo) enterprise?
- c. How much of the total electricity expense (item 10) was for specialized livestock production facilities -- such as dairies, feedlots, poultry houses, swine buildings, etc.?

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

- a. How much of this (item 11) was for the SORGHUM (milo) enterprise?

12. All other utilities - such as the farm share of telephone service, water purchased other than for irrigation, Internet access, etc.

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

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.

- a. How much of this (item 14) was for the SORGHUM (milo) enterprise?

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.)

- a. How much of this item (item 15) was for specialized livestock production facilities-- such as dairies, feedlots, poultry houses, swine buildings?
- b. How much of this (item 15) was for irrigation equipment and pumps?
 - (1) How much of this expense for irrigation equipment and pumps (item 15b) was for the SORGHUM (milo) enterprise?

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

1 Operator and partners? DOLLARS	2 Landlord(s)? DOLLARS	3 Contractor(s)? DOLLARS
0726	0727	0728

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.

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

17. **All insurance for the farm business?**

(Include all casualty insurance, hail insurance, and any other crop or livestock insurance; motor vehicle liability and blanket insurance policies.

Exclude health insurance and other payroll insurance items.)

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

0732	0733	0734
0735	0736	0737

(1) How much of this was Federal crop insurance for SORGHUM (milo)?

18. **Interest and fees paid on debts--**

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
------	------	------

19. **Property taxes paid on--**

a. real estate?
 b. livestock, machinery, and other farm production items?

0744	0745	0746
0747	0748	0749

20. **Renting or leasing of tractors, vehicles, equipment or storage structures**

(Include farm machinery, cars, trucks, irrigation equipment and other equipment.)

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

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

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.)*

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*

*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*

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

a. How much of the total wage expense (item 23) was for the SORGHUM (milo) enterprise?

0761	0762	0763
------	------	------

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

1 Operator and partners?	2 Landlord(s)?	3 Contractor(s)?
DOLLARS	DOLLARS	DOLLARS
0764	0765	0766
0767	0768	0769
0770	0771	0772
0773	0774	0775

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

- a. You (the principal operator)
- b. Your (the operator's) spouse and other household members?
- c. Other operators?
- d. All other paid farm and ranch labor?

0776	0777	0778
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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.)

- a. How much of this (item 25) was for the SORGHUM (milo) enterprise?

0779	0780	0781
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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.)

- a. How much of this (item 26) was for the SORGHUM (milo) enterprise?

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

0785	0786	0787
------	------	------

27. **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.)
- (1) How much of the total custom work expense (item 27a & 27b) was for the SORGHUM (milo) enterprise?

0788	0789	0790
0791	0792	0793
0794	0795	0796

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?**
[Example: a share of crop, calves, etc.]

DOLLARS
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?**
(Include - meat, poultry, other livestock and livestock products - berries, firewood, fruits, vegetables, etc.
Exclude - home gardens unless expenses were recorded previously.)

0798

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

	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.

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. (Exclude moveable equipment.)	0807	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. (Exclude repairs and maintenance.)	0810	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)?	Contractor(s)?
0825	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. What was 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? (Exclude 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

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(s) 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--
- c. non-breeding livestock and poultry **owned** by and **located** on or off this operation on--
(Including aquaculture, bees, cattle, equine, hogs, mink, poultry, sheep, etc.)
- 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-- (Include 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 FARM ASSETS & VALUE CODES in Respondent Booklet.]
What was the value of all other farm assets?

(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

- 1. What was the maximum amount of all loans TAKEN OUT and REPAYED in 2003?
- 2. Did this operation owe money to any banks, co-ops, individuals, merchants or Federal agencies at the end of 2003?

DOLLARS

0890

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

3. For each type of loan, what was the balance owed, average interest rate, and percent for farm use?

- a. one year or less production or other loans?
- b. more than one year non-real estate debt?
- c. more than one year real estate debt?

1 What was the balance owed on Dec. 31, 2003? DOLLARS	2 What was the average interest rate of this debt? PERCENT	3 What was the average percent for farm use? PERCENT
1048	1049	1050
1051	1052	1053
1054	1055	1056

5. How much of the debt owed on December 31, 2003 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 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.
 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 (Sole/family Proprietorship)?
- 2 A legal Partnership?
- 3 A Family-held Corporation?
- 4 A Non-family Corporation?
- 5 Other, Including estates, trusts and cooperatives?

ENTER CODE

1201

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

PRINCIPAL OPERATOR or Senior Partner	OPERATOR 2	OPERATOR 3
1241 <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/>	1261 <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/>	1281 <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/>

4. Age of operator on December 31, 2003

1242 <input type="text"/> <input type="text"/> Years of Age	1262 <input type="text"/> <input type="text"/> Years of Age	1282 <input type="text"/> <input type="text"/> Years of Age
---	---	---

5. Sex of operator

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

ENTER CODE 1 FOR ALL THAT APPLY

ENTER CODE 1 FOR ALL THAT APPLY

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

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

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

SPOUSE

1207

1208

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

- 1 YES
- 3 NO

CODE

CODE

1209

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

SPOUSE

1211

1212

13. Which of these do you and your spouse (the principal 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, not of Hispanic Origin

ENTER CODE 1 FOR ALL THAT APPLY

1213	1214
1215	1216
1217	1218
1219	1220
1221	1222
1223	1224

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

NUMBER

1227

OFFICE USE

2001

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		

SECTION K FARM OPERATOR and 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.]

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 9.]

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	WEEKS 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	HOURS PER WEEK 0936
-------------------------------	-------------------------------

8. [Show VALUE CODES in Respondent Booklet.]

Which value code represents the cash income the operator and all other household members received in 2003 from— (Exclude farm income reported earlier.)

a. all off-farm pay before taxes and withholdings?

VALUE CODE
0950

(1) How much of off-farm pay was for the principal operator?

VALUE CODE
0951

(2) How much of off-farm pay was for the principal operator's spouse?

VALUE CODE
0952

b. net cash income from operating another farm/ranch?

VALUE CODE
0955

c. net cash income from operating any other business?

VALUE CODE
0958

d. net cash income from cash or share-rented farm land to others including land rented from this and other operations?

VALUE CODE
0961

e. gross income from interest and capital gains? (can be negative if capital losses incurred)

VALUE CODE
0968

g. income from disability, military retirement, Social Security, unemployment, Veteran's benefits, other public retirement and public assistance?

VALUE CODE
0970

h. any other off-farm sources of income?

VALUE CODE
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
a. How many households besides yours shared in the net farm income of this operation? .		NUMBER 0977
b. What percent of the net income did you (<i>the operator</i>) and your household receive? . . .		PERCENT 0978
10. Which value code represents the total value of non-farm assets owned by the operator and members of the operator's household on December 31, 2003? <i>(Include cash, checking, savings, retirement accounts, corporate stock, certificates of deposit, real estate not part of the farm and all other non-farm assets. Exclude farm assets reported earlier.)</i>		VALUE CODE 0994
11. Which value represents the total value of all non-farm debt owed by the operator and members of the operator's household associated with the assets reported above? <i>(Exclude farm debt reported earlier)</i>		VALUE CODE 1103
16. To meet the household and family living expenses you consider necessary, which value code represents the minimum income before taxes your family needs in a year to meet basic needs?		VALUE CODE 1104
17. Which value code represents the total amount spent on household and family living expenses in 2003? <i>(Include rent/mortgage, food, including food away from home, clothing, personal items, health and medical expenses, gifts and charitable contributions, life, home and other personal insurance, non-farm transportation, household supplies, repair, recreation, vacation, education, child care, pension, Social Security contributions, investments for family, home improvements, appliance, and furnishings.)</i>		VALUE CODE 1111
22. Does the principal operator plan to retire from farm/ranch work within the next 5 years? <i>(or do you consider yourself to be retired)</i> YES=1		CODE 1116
23. Which value code represents household income, farm/non-farm income for the previous 2002 year?		VALUE CODE 1118
		OFFICE USE 2002

SECTION L IRRIGATION

1. Did you irrigate any cropland, alfalfa, other hay, or pastureland on this farm in 2003? CODE
 YES - [Enter code 1 and continue.] NO - [Go to Section M.] 1740

2. [ENUMERATOR INSTRUCTION: Refer back to Section B, page 3. For each crop harvested during 2003 (in Section B, item 1), determine if it was irrigated (in column 1, in the table below). Complete the remaining columns for each irrigated crop noted in column 1 below.]
 Now I need you to identify acres irrigated, yield, irrigation system, water application rate, and water source used for each commodity irrigated on this farm in 2003.
 (Including land irrigated for alfalfa, other hay, and pastureland.)

PRESSURE SYSTEMS	GRAVITY SYSTEMS
1= Hand-move 2= Solid or Permanent set 3= Side Roll or Wheel Line 4= Center Pivot or Linear Move [with sprinklers on main line] 5= Center Pivot or Linear Move [with sprinklers below main line, but more than 2 feet above ground] 6= Center Pivot or Linear Move [with sprinklers less than 2 feet above ground] 7= Big Gun 8= Low-Flow Irrigation [drip, trickle, or micro sprinkler systems] 9= Other Pressure System (specify type: _____)	10= Siphon-Tube System [from unlined ditches] 11= Siphon-Tube System [from lined ditches] 12= Portal- or Ditch-Gate System [from unlined ditches] 13= Portal- or Ditch-Gate System [from lined ditches] 14= Poly-Pipe System 15= Gated-Pipe [not poly-pipe] 16= Improved Gated Pipe [surge flow or cablegation, not poly pipe] 17= Subirrigation 18= Open Discharge from well or pump 19= Other Gravity System (specify type: _____)

1 What crops were irrigated on this farm in 2003?	2 OFFICE USE	3 How many harvested acres of [commodity] were irrigated?	4 On the irrigated acres harvested, what was the average yield per acre for [commodity]?	5 UNIT CODE	6 What is the primary irrigation system type for [commodity]? [See Irrigation System Codes above.]	7 What was the average acre-inches of water applied per acre for the growing season for [commodity]?	8 What percent of [commodity] acres were irrigated using surface water?	9 What percent of [commodity] acres were irrigated using surface water purchased from off-farm water suppliers? ^{1/} [Off-farm water suppliers are defined below.]
CROPS IRRIGATED	CROP CODE	HARVESTED ACRES	YIELD	UNIT CODE	SYSTEM CODE	ACRE-INCHES PER ACRE	PERCENT	PERCENT
Crop 1	1741	1742	1743	1744	1745	1746	1747	1748
Crop 2	1749	1750	1751	1752	1753	1754	1755	1756
Crop 3	1757	1758	1759	1760	1761	1762	1763	1764
Crop 4	1765	1766	1767	1768	1769	1770	1771	1772
Crop 5	1773	1774	1775	1776	1777	1778	1779	1780
ALFALFA		1782	1783	1784	1785	1786	1787	1788
OTHER HAY		1790	1791	1792	1793	1794	1795	1796
PASTURELAND		1798			1801	1802	1803	1804

1/ Off-farm water suppliers may include water purchased from the U.S. Bureau of Reclamation; an irrigation district; mutual, private, cooperative, or neighborhood ditches; commercial or municipal water systems.

3. How many irrigation wells were used on this farm in 2003? NUMBER
1805
 [If zero, go to item 6.]

4. In 2003, how many wells on this farm used backflow prevention devices? NUMBER
1806
 [If zero, go to item 5.]

a. How many acres were irrigated using water from these (item 4) wells? ACRES
1807

5. In 2003, how many wells on this farm used water meter or water flow measurement devices?

NUMBER
1808

[If zero, go to item 6.]

ACRES
1809

6. In 2003, how many acres was irrigation used--

a. to apply chemical fertilizers? 1810

b. to apply pesticides? 1811

c. to remove (leach) salts from the soil? 1812

d. to conduct land disposal of liquid livestock waste? 1813

e. for crop cooling or freeze protection? 1814

7. [Use **Management Practice Codes** below.]
Now I'd like to know about your use of, or your interest in, certain water management techniques for irrigated crop production on this farm.

MANAGEMENT PRACTICE CODES

1 = Never heard of it 2 = Heard of it, not interested 3 = Heard of it, sounds interesting 4 = Looking at it for my farm 5 = Tried it on my farm, but will not use it again	6 = Now using this technique and will continue to use on my farm 7 = Water delivery system does not allow for water delivery on demand
--	---

1	2	3
How familiar are you with --	MANAGEMENT PRACTICE CODE	[If code = 6, ask--] How many acres were irrigated using this technique in 2003? ACRES
WATER MANAGEMENT TECHNIQUE	[Enter code from above.]	
a. Commercial scheduling services or computer simulation models to schedule irrigation-water applications?	1815	1816
b. On-farm irrigation scheduling techniques using soil-moisture sensing devices (such as neutron probes, tensiometers, and soil moisture blocks)?	1817	1818
c. On-farm use of special furrowing techniques (such as furrow diking, spread beds, and compact furrowing) to control field-level water distributions and to reduce water losses?	1819	1820

8. During 2003, did you make improvements, such as upgrades or new equipment (not maintenance), to existing irrigation systems on this farm?

CODE
1821

YES - [Enter code 1 and continue.] NO - [Go to item 9.]

a. In 2003, how many of this farm's acres were irrigated using these improvements?

ACRES
1822

9. In the past five years, has anyone made an offer to purchase water or water rights from this farm operation?

CODE
1823

YES - [Enter code 1 and continue.] NO - [Go to item 10.]

a. What was the purchaser's intended use for the water?

1 Agricultural Use 2 Water to Municipal, Urban, Recreational or Industrial uses 3 Water to Improve environmental values 4 Water for Native American (Indian) water right claims 5 Don't Know	1824
--	------

10. During the last 10 years, in how many years has someone with senior water right claims caused you to reduce or discontinue crop irrigation for this farm?

YEARS
1825

SECTION M SORGHUM (MILO) MARKETING

MONTH

1826	___	___
------	-----	-----

1. In what month was the majority of the 2003 sorghum crop harvested?

4. As of today, how much of the 2003 sorghum crop was--

	BUSHEL	OR	PERCENT
d. sold in August 2003	1837	.....	1838
e. sold in September 2003	1839	.....	1840
f. sold in October 2003	1841	.....	1842
g. sold in November 2003	1843	.....	1844
h. sold in December 2003	1845	.....	1846
i. sold in January 2004	1847	.....	1848
j. sold in February 2004	1849	.....	1850
k. sold in March 2004	1851	.....	1852
l. sold in April 2004	1853	.....	1854
m. fed to livestock	1855	.....	1856
n. stored (<i>not sold or fed</i>)	1857	.....	1858

TOTAL

100%

MARKETING CHANNEL CODES (for Column 4)	
1	Farmer-owned cooperative
2	Local or other rural elevator
3	Terminal or river elevator
4	Grain dealer or broker
5	Commercial livestock producer (Such as hog operation or feedlot)
6	Other farmer or rancher
7	Sorghum (milo) processor

6. Of the 2003 sorghum (milo) crop sold by today--	2 How much was marketed by [column 1]?			3 Average price received (or to be) per bushel?	4 Where was the sorghum (milo) marketed?
	BUSHEL	OR	PERCENT	DOLLARS and CENTS	CODE
a. Cash forward contract (<i>fixed price</i>)	1860	.....	1861	1862 • ___	1863
b. Basis contract	1866	.....	1867	1868 • ___	1869
c. Deferred or delayed price contract	1872	.....	1873	1874 • ___	1875
d. Minimum price contract	1878	.....	1879	1880 • ___	1881
e. Cash sale	1884	.....	1885	1886 • ___	1887
f. CCC loan	1890	.....	1891	1892 • ___	1893
TOTAL			100		

7. Did you use the following marketing tools for the 2003 sorghum (milo) crop--

	CODE	What was the net gain (or loss) from this tool? DOLLARS
a. Put option purchase? YES=1	1910	1911
b. Future hedge? YES=1	1912	1913
c. Hedge-to-arrive (HTA) contract? YES=1	1914	1915

[By today, If any of the 2003 sorghum (milo) crop was marketed ask– else go to item 13.]

10. What was the sorghum (milo) check-off cost on the 2003 sorghum (milo) crop marketed?

CENTS PER BUSHEL
1920

11. How many bushels of the 2003 sorghum (milo) crop were hauled to market by commercial truckers?

BUSHEL
1921

a. [If any ask–]
What was the average hauling charge paid?

CENTS PER BUSHEL
1922

12. What was the average one-way distance hauled for the 2003 sorghum (milo) crop hauled to market by this operation?

MILES
1923

13. How many bushels of the 2003 sorghum (milo) crop were stored off-farm?

BUSHEL
1924

a. [If any ask–]
What was the average monthly storage charge of the sorghum (milo) stored off-farm?

CENTS PER BUSHEL
1925

14. For the sorghum (milo) produced in 2003, 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)	1926	1927	1928	1929	1930
4 th quarter 2002 (October, November, December)	1931	1932	1933	1934	1935
1 st quarter 2003 (January, February, March)	1936	1937	1938	1939	1940
2 nd quarter 2003 (April, May, June)	1941	1942	1943	1944	1945
3 RD quarter 2003 (July, August, September)	1946	1947	1948	1949	1950
4 th quarter 2003 (October, November, December)	1951	1952	1953	1954	1955
TOTAL	100%	100%	100%	100%	100%

15. [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

1956

16. [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

1957

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/>
<http://www.ers.usda.gov/>) YES = 1

CODE

0099

THANK YOU FOR YOUR TIME AND EFFORT !

RESPONDENT	<table border="1" style="width: 100%; text-align: left;"> <tr><td>1 OPERATOR/MANAGER</td></tr> <tr><td>2 SPOUSE</td></tr> <tr><td>3 ACCOUNTANT/BOOKKEEPER</td></tr> <tr><td>4 OTHER</td></tr> <tr><td>8 OFFICE HOLD</td></tr> <tr><td>9 PARTNER</td></tr> </table>	1 OPERATOR/MANAGER	2 SPOUSE	3 ACCOUNTANT/BOOKKEEPER	4 OTHER	8 OFFICE HOLD	9 PARTNER	<p>CODE</p> <table border="1" style="width: 100%; text-align: center;"> <tr> <td style="padding: 5px;">0101</td> </tr> </table>	0101
1 OPERATOR/MANAGER									
2 SPOUSE									
3 ACCOUNTANT/BOOKKEEPER									
4 OTHER									
8 OFFICE HOLD									
9 PARTNER									
0101									
2. Who was the primary respondent for most of this interview?	<p>Respondent's name [if code 3, 4 or 9]</p> <p>_____</p> <p>Phone (_____) _____</p>								
RECORDS USE	<table border="1" style="width: 100%; text-align: left;"> <tr><td>1 All of the Time</td></tr> <tr><td>2 Most of the Time</td></tr> <tr><td>3 Some of the Time</td></tr> <tr><td>4 Almost Never</td></tr> <tr><td>5 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>CODE</p> <table border="1" style="width: 100%; text-align: center;"> <tr> <td style="padding: 5px;">0096</td> </tr> </table>	0096	
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2 Most of the Time									
3 Some of the Time									
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5 Never									
0096									
3. Did respondent use farm/ranch records to report income and expenses--	<table border="1" style="width: 100%; text-align: left;"> <tr><td>1 A General Ledger or Personal Record Book</td></tr> <tr><td>2 Formal Farm Records Workbook or Account Book</td></tr> <tr><td>3 Loose Receipts</td></tr> <tr><td>4 Something Else</td></tr> <tr><td>5 Computer or Computer Printout</td></tr> <tr><td>6 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>CODE</p> <table border="1" style="width: 100%; text-align: center;"> <tr> <td style="padding: 5px;">0097</td> </tr> </table>	0097
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0097									
4. What records did the respondent refer to when reporting <i>most</i> of their income and expense data--									
ENDING TIME [MILITARY] [Please be precise.]		<p>MILITARY TIME</p> <table border="1" style="width: 100%; text-align: center;"> <tr> <td style="padding: 5px;">0005</td> </tr> </table>	0005						
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