

**AGRICULTURAL RESOURCE MANAGEMENT STUDY
COW/CALF COSTS and RETURNS REPORT
for 1996**

Form Approved
O.M.B. Number 0535-0218
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Project Code 904
COW/CALF

U.S. Department of Agriculture
Rm 5805, South Building
1400 Independence Ave, SW
Washington, D.C. 20250-2000
202-720-7017

VERSION	STRATUM	ID/SEGMENT	TRACT	SUBTRACT
04	____ ____	-----	____ ____	____ ____

CONTACT RECORD		
DATE	TIME	NOTES

R CODES	
3 - COMP 8 - REF 9 - INAC./INCOMPL.	001
OPTIONAL	002
OPTIONAL	003

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 state 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]

004	____
-----	------

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

PARTNERS:	LSF ID _____	LSF ID _____
PARTNER NAME	PARTNER NAME	PARTNER NAME
ADDRESS	ADDRESS	ADDRESS
CITY STATE ZIP PHONE NUMBER	CITY STATE ZIP PHONE NUMBER	CITY STATE ZIP PHONE NUMBER
LSF ID _____	LSF ID _____	LSF ID _____
PARTNER NAME	PARTNER NAME	PARTNER NAME
ADDRESS	ADDRESS	ADDRESS
CITY STATE ZIP PHONE NUMBER	CITY STATE ZIP PHONE NUMBER	CITY STATE ZIP PHONE NUMBER

**PARTNERS'
STRATUM
182**

006	007	008	009
____	____	____	____

A

ACREAGE and PRODUCTION

A

ACRES OPERATED

1. First, I have some questions about the land in this operation. When reporting acres, include the farmstead, all cropland, government program land, pastureland, ponds, wasteland, wetland and woodland.

		ACRES
In 1996, how many acres did this operation--		028
a. own?	+	
b. rent from others--		029
(1) for cash?	+	
(2) for a share of crop or livestock production?	+	030
(3) free-of-charge?	+	031
		032
c. rent to others for cash, share or free?	-	
d. use for a part of the year for crops or livestock, and rent to another operation during another part of the year? (Exclude land rented on an AUM or fee per head basis.)	+	033

2. Then the total acres in this operation was-- [Total of 1a + 1b(1) + 1b(2) + 1b(3) - 1c + 1d.]	=	034
---	---	-----

RENT ON ACRES and BUILDINGS

3. Including rent for buildings and land, what was the total cash rent paid in 1996? (Include rent paid in 1996 for previous years or rent paid in advance.)		CASH RENT PAID DOLLARS
		035
		RENT RECEIVED DOLLARS
4. What was the total cash rent received in 1996 for acres cash rented to others? (Include government payments received from those acres.) . .		038
		DOLLARS
5. What was the total value of the crop or livestock shares received in 1996, for acres share-rented to others? (Include government payments received from those acres.) . .		039
6. [Western states only.] Does this operation ever rent any land from public agencies, industrial corporations or grazing associations on an animal unit month (AUM) basis?		
<input type="checkbox"/> YES - [Continue.] <input type="checkbox"/> NO - [Go to item 11.]		
a. In 1996, what were the Total Usage Fees that this operation paid for the use of this land? (Include fees paid for privately owned land administered by a public agency through exchange-of-use.)		TOTAL DOLLARS
		040

A

ACREAGE and PRODUCTION

A

11. What crops were harvested during 1996 on the total acres (item 2) in this operation?

1 CROP	2 CROP CODE	3 How many acres of [crop] were harvested? → ACRES	4 What was the total production?	5 UNIT CODE 1 POUND 2 CWT 3 TON 4 BUSHEL 5 BARREL 7 BALE	6 How much (of this operation's share) was or will be used on this operation?	[Ask if SHARE Rented Land from others.]	
						7 What amount of production was the landlord's share?	8 What was the market value of the landlord's share of this/these crop(s)? DOLLARS
CORN for grain for silage		057	058	059	060	061	
		062	063	064	065	066	
COTTON (Upland, Pima)		067	068	069	070	071	
FRUITS AND NUTS, ALL		072					073
HAY, ALFALFA		074	075	TONS	076	077	
HAY, ALL OTHER		078	079	TONS	080	081	
NURSERY AND GREENHOUSE CROPS, ALL		082					083
SOYBEANS		084	085	086	087	088	
SUGARCANE OR SUGARBEETS		089	090	TONS			091
VEGETABLES AND MELONS, ALL		092					093
WHEAT, ALL for grain		094	095	096	097	098	
STATE-SPECIFIC CROPS: [List here]							
	099	100	101	102	103	104	
	105	106	107	108	109	110	
	111	112	113	114	115	116	
	117	118	119	120	121	122	
ALL OTHER CROPS (Specify below)		123					124

A

ACREAGE and PRODUCTION

A

15. Next, I need to find out about livestock and poultry owned by the operation in 1996.
(Exclude livestock or poultry raised under contract for a contractor.)

1 How many head of [column]	2 ALL DAIRY CATTLE & CALVES HEAD	3 ALL BEEF CATTLE & CALVES HEAD	4 ALL HOGS & PIGS HEAD	5 OTHER LIVESTOCK & POULTRY [DESCRIBE] HEAD
a. were owned by the operation on December 31, 1996?	128	130	132	134
b. were sold during 1996?	129	131	133	

16. *[If share rents from others and has livestock, ask--.]*

What was the **total value** of the landlord's share of livestock production in 1996?
(Exclude shared livestock production not part of a land rental arrangement.)

DOLLARS

135

[ENUMERATOR INSTRUCTION:

If operation has already reported more than 20 acres harvested or 10 head of hogs and cattle, code cell 137 = 2 then go to item 18 below.]

OFFICE USE

17. Now, I would like to classify the total acres operated in terms of Total Gross Value of Sales.

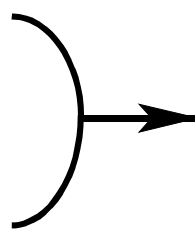
136

- Considering--
- ! sales of all crops, livestock, poultry and livestock products (eggs, milk, etc.) sold in 1996,
 - ! the VALUE OF PRODUCT removed for all crops, livestock and poultry produced under contract in 1996,
 - ! sales of all miscellaneous agricultural products in 1996,
 - ! all government agricultural payments received in 1996, and the
 - ! landlord's share of government payments and crops sold in 1996,

Was the **TOTAL GROSS VALUE OF SALES** for this farm/ranch--

less than \$1,000? *[Enter code 1. Be sure you have accounted for all of the crops, livestock and poultry on the operation in 1996.]*

\$1,000 or more? *[Enter code 2 and go to item 18.]*



CODE

137

[Go to item 18.]

FARM TYPE CODES

1 CASH GRAINS	8 NURSERY/GREENHOUSE
2 TOBACCO	9 BEEF, HOGS, SHEEP
3 COTTON	10 POULTRY
4 OTHER FIELD CROPS	11 DAIRY
5 VEGETABLES, MELONS, STRAWBERRIES	12 OTHER LIVESTOCK
6 FRUITS	13 CRP ONLY
7 NUTS	14 CHRISTMAS TREES ONLY

CODE

A **ACREAGE and PRODUCTION**

A

[Use **FARM TYPE** codes]

18. What code represents the largest portion of this operation's gross value of sales?

138

B

FARM/RANCH PRODUCTION COSTS

B

Next, I'll be asking about expenses **you (and your partners)** had for this operation in 1996. Please use your records to help us get an accurate account of actual expenses. I'll ask landlord and contractor expenses later. I'm interested only in the **FARM SHARE** of these expenses.

CROP, LIVESTOCK AND POULTRY EXPENSES

EXCLUDE LANDLORD and CONTRACTOR EXPENSES

1. In 1996, how much did this operation spend on--
- a. seeds, sets, plants, seed cleaning, seed treatments and trees?
(**Exclude** nursery stock, plants or seeds purchased for direct resale.) DOLLARS
140
 - b. all fertilizer, lime and soil conditioners?
(**Include** custom application costs.) 143
 - c. all **crop, livestock and poultry** chemicals and pesticides?
(**Include** biological pest controls, custom application costs.) 146

(1) How much of this (*item 1c*) was for the beef cattle enterprise, excluding feedlot cattle? 147 PERCENT OR 148 DOLLARS

3. During 1996, did this operation purchase or lease any livestock or poultry or buy any feed or supplies for livestock or poultry?
- YES** - [Continue.] **NO** - [Go to item 7.]

4. How much did this operation spend in 1996 for all purchases of--
- a. breeding stock for beef cattle, dairy cattle, hogs and sheep? 153
 - b. other cattle, calves, hogs and pigs? 154
 - c. chickens and turkeys? [Record ducks and game birds in item 4d.] 155
 - d. other livestock and poultry, including other sheep and lambs, bees, brooder fish, fingerlings, etc.? 156
5. How much did this operation spend in 1996 to lease livestock?
(**Include** leasing of bees for pollination.) 157

6. In 1996, how much did this operation spend on--
- a. all purchased feed items? 158
 - b. pasturing or grazing of livestock on **private** land on a fee per head (AUM) or gain basis? [In Western states, **exclude** fees reported in Section A, item 6a.] 159
 - c. all bedding and litter? 160

(1) How much of this (*item 6c*) was for the beef cattle enterprise, excluding feedlot cattle? 161 PERCENT OR 162 DOLLARS

- d. all medical supplies and veterinary and custom services for livestock, dairy animals and poultry?
(**Include** artificial insemination (AI), branding, breeding fees, caponizing, castrating, custom feed processing, hormone injections, manure disposal, performance testing, pregnancy testing, seining, sheep shearing, etc.) 163

(1) How much of this (*item 6d*) was for the beef cattle enterprise, excluding feedlot cattle? 164 PERCENT OR 165 DOLLARS

B

FARM/RANCH PRODUCTION COSTS

B

7. (Custom work is work performed by machines and labor hired as a unit.) In 1996, how much was spent on--

DOLLARS

166

a. all custom grain, livestock and milk hauling and any other custom hauling?

b. all other custom work such as custom planting, harvesting, leveling, soil testing and any other custom field operations?

(Include planting done by airplane or helicopter. Exclude any custom livestock work.) . .

167

DOLLARS

168

8. Then the total custom expenses were--[Total 7a + 7b]

b. Of the total custom work expenses (item 8), how much was for beef production, excluding feedlot cattle?

(Exclude expenses for pasture, forage, and feed production and harvesting.)

PERCENT

T

OR

DOLLARS

171

172

9. (Contract labor is labor that a farmer/rancher arranges to have done through a crew leader, contractor, buyer, processor, cooperative, etc.) How much did this operation spend on contract labor in 1996?

(Exclude any contract labor for building construction, repairs or farm improvements, expenses paid to other operations that fed/raised livestock or poultry under contract for this operation.)

DOLLARS

173

a. How much of this expense (item 9) was for the beef cattle enterprise, excluding feedlot cattle?

(Exclude expenses for pasture, forage, and feed production and harvesting.)

PERCENT

T

OR

DOLLARS

174

175

B FARM/RANCH PRODUCTION COSTS B

FUELS AND UTILITIES

EXCLUDE LANDLORD and CONTRACTOR

10. In 1996, how much was spent on the farm share of all fuels, natural gas, and motor oils used for motor vehicles, machinery, equipment, irrigation, drying, etc.? DOLLARS
176

	PERCENT	OR	DOLLARS
a. How much of this total expense (<i>item 10</i>) was for irrigation?	177		178
b. How much of this total expense (<i>item 10</i>) was for beef production, excluding feedlot cattle?	179		180

(Exclude expenses for pasture, forage, and feed production and harvesting.)

11. In 1996, how much was spent on the farm share of all **electricity**, including electricity for irrigation? DOLLARS
181



	DOLLARS
a. How much of this (<i>item 11</i>) expense was for irrigation ?	182
b. How much of this (<i>item 11</i>) expense was for drying ?	185
c. How much of this (<i>item 11</i>) expense was for beef production , excluding feedlot cattle? <i>(Exclude expenses for pasture, forage, and feed production and harvesting.)</i>	188
d. How much of this (<i>item 11</i>) expense was for specialized livestock production facilities (such as dairies, feedlots, poultry houses, swine buildings)?	189

11a+11b+11c+11d may be less than 11.

12. In 1996, how much was spent on **purchased water for irrigation** from off-farm suppliers?
(Include irrigation assessment and fees) DOLLARS
190

13. How much was spent on **all other utilities**, including the farm share of telephone service, purchased water other than for irrigation, etc? DOLLARS
193

B

FARM/RANCH PRODUCTION COSTS

B

EXCLUDE LANDLORD and CONTRACTOR

RENTAL AND/OR LEASING COSTS

14. What was the TOTAL AMOUNT this operation spent in 1996 for renting or leasing tractors, cars, trucks, farm and irrigation equipment and storage structures used for the farm/ranch? DOLLARS
194

SUPPLIES AND REPAIRS

15. In 1996, how much was spent for all farm supplies, marketing containers, hand tools and farm shop power equipment? DOLLARS
(Include expenses for temporary fencing. Exclude expenses for permanent fencing.) 195

16. In 1996, how much was spent for--
 a. **repairs, parts and accessories** for motor vehicles, drying equipment and frost protection equipment? DOLLARS
(Include tune-ups, overhauls, repairs to livestock equipment, replacement parts for machinery, tubes, tires, and accessories such as air conditioners, CBs, radios and hydraulic cylinders.) + 196

(1) How much of this expense (item 16a) was for beef production, excluding feedlot cattle? PERCENT OR DOLLARS
197 198

b. maintenance and repair of **all** fencing, houses other than the operator's, farm buildings, land improvements and all other farm/ranch improvements? DOLLARS
(Include conservation improvements, corrals, feeding floors, feedlots, gravel, land drainage structures, tiling, trench silos, waste facilities, wells and facilities to improve productivity, etc. In Western states include capital improvements to grazing land. Exclude any new construction or remodeling expenditures. Report irrigation and pumps in item 16C below.) + 199

(1) How much of this expense (item 16b) was for specialized livestock production facilities (dairies, feedlots, swine buildings, poultry houses, etc.)? PERCENT OR DOLLARS
200 201

c. maintenance and repair of irrigation equipment and pumps? + DOLLARS
202

17. Then the total amount spent for maintenance and repair was-- DOLLARS
(Total of 16a + 16b + 16c=) = 205

18. If it was owned by the operation, how much was spent on maintenance and repair of your (the operator's) house? DOLLARS
206
['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.]

B FARM/RANCH PRODUCTION COSTS B

NOTES and CALCULATIONS:

B

FARM/RANCH PRODUCTION COSTS

B

EXCLUDE LANDLORD and CONTRACTOR

LABOR

19. In 1996, what were the total **cash wages** paid to all workers, excluding contract labor?
(Include payments to corporate officers and family members. Exclude wages and salaries paid for custom work, housework, Social Security on the owner-operator, and withdrawals for living expenses.) DOLLARS
207
 [If none, go to item 23.]

20. How much (or what percentage) of the total (item 19) wages were paid to--

	PERCENT	OR	DOLLARS
a. you (the operator)?	210		211
b. all other paid workers?	212		213
	100%		[Total must equal item 19.]

22. How much did this operation spend for payroll taxes and benefits for **paid labor**?
(Include employer's share of Social Security and unemployment taxes, health insurance, life insurance, pension or retirement plans, Workers' Compensation.) DOLLARS
220

a. How much of this expense (item 22) was for the beef cattle enterprise, excluding feedlot cattle?

	PERCENT	OR	DOLLARS
	221		222

23. 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
223

24. For workers who were NOT household members, what was the cash value of all commodities, feed, fuel, housing meals, other food, portable toilets, washing facilities, water, utilities, vehicles for personal use and any other non-cash payment? DOLLARS
224

HOURS WORKED BY OPERATOR, SPOUSE, PARTNERS AND UNPAID WORKERS

25. Next, I need to get your best estimate of the time you and any unpaid workers (such as partners, family members, etc.) spent doing work for this farm/ranch in 1996.

On the average about how many HOURS PER WEEK did--	1 JAN, FEB & MAR HOURS	2 APRIL, MAY & JUNE HOURS	3 JULY, AUG, & SEPT HOURS	4 OCT, NOV, & DEC. HOURS
a. you (the operator) do farm/ranch work on this operation during [column]? <i>(Include paid and unpaid hours.)</i>	225	229	233	237
d. UNPAID WORKERS do farm/ranch work on this operation during [column]? <i>(Include unpaid hours only. If spouse not paid, include unpaid work hours here.)</i>	228	232	236	240

B

FARM/RANCH PRODUCTION COSTS

B

INSURANCE EXPENSES

26. Regardless of where it was purchased, what was the total amount this operation spent on crop insurance in 1996 that provided basic catastrophic coverage? (Basic catastrophic coverage protects against crop losses greater than 50 percent of their average yield at 60% of the expected market price.) TOTAL DOLLARS 241

27. What was the total amount this operation spent on crop insurance in 1996 that provided higher levels of yield/price protection beyond basic catastrophic coverage? (Farmers may buy-up to higher levels of yield/price protection such as 65 percent of their average yield at 75 percent of the expected market price.) TOTAL DOLLARS 244

28. In 1996, how much was spent on all other insurance for the farm/ranch business? (Include all casualty insurance, hail insurance and any other crop or livestock insurance, motor vehicle liability and blanket insurance policies. Exclude Federal Crop Insurance, health insurance and other payroll insurance items.) DOLLARS 247

OTHER BUSINESS EXPENSES

29. In 1996, how much was spent for-- a. interest and service fees on all mortgages and other loans? (Include interest paid on operator's house if it was owned by the operation, service fees on CCC loan redemptions.) DOLLARS 248

(1) How much of this (item 29a) was for loans secured by real estate? PERCENT 249 OR DOLLARS 250

b. all real estate taxes (land and buildings) and other property taxes? (Farm share only.) DOLLARS 251

(1) How much of this (item 29b) was for real estate tax only? (Include land and buildings.) PERCENT 252 OR DOLLARS 253

B

FARM/RANCH PRODUCTION COSTS

B

30. [Show **GENERAL BUSINESS EXPENSES** in Respondent Booklet.]
 Which of these general business expenses did your operation have in 1996?
 [Read list, check all that apply.]

- | | | | | | |
|-------------------------------------|------------------------------------|---|-------------------------------------|------------------------------------|------------------------------------|
| <input type="checkbox"/> YES | <input type="checkbox"/> NO | ACCOUNTING, LEGAL, and LICENSE FEES | <input type="checkbox"/> YES | <input type="checkbox"/> NO | ADVERTISING |
| <input type="checkbox"/> | <input type="checkbox"/> | MAGAZINES, MEMBERSHIP and REGISTRATION FEES | <input type="checkbox"/> | <input type="checkbox"/> | OFFICE SUPPLIES |
| <input type="checkbox"/> | <input type="checkbox"/> | OFFICE EQUIPMENT NOT ON A DEPRECIATION SCHEDULE | <input type="checkbox"/> | <input type="checkbox"/> | TRAVEL (farm/ranch business trips) |
| <input type="checkbox"/> | <input type="checkbox"/> | PETTY CASH FUND EXPENDITURES | <input type="checkbox"/> | <input type="checkbox"/> | OTHER [Specify _____] |

a. Considering these general business expenses your operation had, how much was spent on them in 1996? DOLLARS
254

DEPRECIATION

31. What was the total amount of depreciation claimed by this operation in 1996 for all capital assets? DOLLARS
 [If partnership, include amounts claimed by all partners.] [Enter 1 if none.] 255

a. How much (or what percentage) of this (item 31) was for breeding stock? PERCENT
256 OR DOLLARS
257

MISCELLANEOUS EXPENSES

32. What other production expenses did this operation have in 1996 that I haven't recorded? **Exclude** commissions and check-offs, marketing and storage charges and all capital expenditures. DOLLARS
 [List expenses and what they were for. Record the total.] 258

C COMMODITY MARKETING and OTHER INCOME

C

MARKETING CONTRACTS

1. During 1996, did this operation have Marketing Contracts or formal agreements for any commodities it produced?

YES - [Complete the table below.] NO - [Go to item 2.]

EXCLUDE CONTRACTOR EXPENSES

1 What commodities did this operation have MARKETING contracts for in 1996? [WRITE IN COMMODITIES LIST EACH CONTRACT.]	2 OFFICE USE CODE	4 What quantity of [commodity] was marketed through this contract? (Exclude landlord's share.) [Specify UNIT in column 5.] QUANTITY	5 UNIT CODE 1 POUND 2 CWT 3 TON 4 BUSHEL 5 BOX 6 BOX 7 BALE 8 CARTON 9 DOZEN 10 FLAT 11 HEAD 22 ACRE 20 OTHER	6 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	7 What was the total dollar amount received in 1996 from this contract? [Record receipts less marketing charges.] <u>1/</u> TOTAL DOLLARS
	261	281	291	301 . __ __	311
	262	282	292	302 . __ __	312
	263	283	293	303 . __ __	313
	264	284	294	304 . __ __	314

PRODUCTION CONTRACTS for CONTRACTEES

EXCLUDE CONTRACTOR EXPENSES

2. During 1996, did this operation have Production Contracts or formal agreements to produce any commodities for a processor, packer, canner, integrator or another operation, etc.?

YES - [Complete the table below.] NO - [Go to item 5.]

1 What commodities did this operation have PRODUCTION contracts for in 1996? [WRITE IN COMMODITIES LIST EACH CONTRACT.]	2 OFFICE USE CODE	4 What quantity of [commodity] was removed from the operation under this contract during 1996? [Specify UNIT in column 5.] QUANTITY	5 UNIT CODE 1 POUND 2 CWT 3 TON 4 BUSHEL 5 BOX 6 BOX 7 BALE 8 CARTON 9 DOZEN 10 FLAT 11 HEAD 22 ACRE 20 OTHER	6 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	7 What were the Total Fees Received under this contract in 1996? <u>1/</u> TOTAL DOLLARS
	321	341	351	361 . __ __	371
	322	342	352	362 . __ __	372
	323	343	353	363 . __ __	373
	324	344	354	364 . __ __	374

^{1/} **Exclude** money received from contractors as reimbursement for expenses. These should be recorded in Section D. Income received for commodities marketed or produced under contract in previous years should be recorded in item 11 in this Section.

C COMMODITY MARKETING and OTHER INCOME

C

	OFFICE USE-		OFFICE USE-
EXP	259	INC	260

CASH OR OPEN MARKET SALES - CROPS

EXCLUDE LANDLORD and CONTRACTOR SALES

5. Regardless of the year grown, did this operation sell any crops for cash or on the open market in 1996?
 [Exclude marketing contract sales reported earlier. Include partner's share.]

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

1 What crops were sold for Cash or on the open market in 1996? [Report flue-cured tobacco sales in item 6.]only for tob.	2 OFFICE USE CODE	3 Excluding any marketing expenses, what was the Net Dollar Amount Received? [Enter "1" if sold but no payment received.] DOLLARS
a. all fruits, nuts and berries?		779
b. all hay (alfalfa and all other)?		780
c. all nursery and greenhouse crops? (Include bulbs, flowers, mushrooms, seeds, shrubs, sod, trees, etc.)		781
d. all vegetables, melons and strawberries?		782
e. [List other commodities below.]	783	795
f.	784	796
g.	785	797
h.	786	798
i.	787	799
j.	788	800
k.	789	801
l.	790	802

6. [Ask everyone.]
 Were any crops redeemed from the CCC and sold during 1996?

- YES - [Verify that these sales were recorded earlier in
Marketing Contracts (item 1) or Cash Sales (Item 5) tables.]
- NO - [Continue.]

C COMMODITY MARKETING and OTHER INCOME

C

CASH OR OPEN MARKET SALES - LIVESTOCK

9. Did this operation sell any livestock, poultry or dairy or poultry products for cash or on the open market in 1996?
 [Exclude marketing contract sales reported earlier. Include partner's share.]

- YES - [Continue.] NO - [Go to item 11.]

10. **Excluding** any marketing expenses, what was the net dollar amount received for cash or open market sales of--

**NET
CASH SALES
DOLLARS**

- a. all dairy and beef cattle sold for **breeding stock**?
- b. all other cattle? (*Include cull dairy animals and culls from beef breeding stock.*)
- c. all hogs sold for **breeding stock**?
- d. all other hogs?
- e. milk and other dairy products before deduction of any hauling fees?
 (*Include butter, cheese, cream, etc.*)
- f. all eggs?
- g. all poultry and poultry products? (*Include broilers, hens, turkeys, etc. Record income from ducks and game birds in 10h.*)
- h. all other livestock or livestock products? (*Include bees, fish, ducks, game birds, goats, mohair, honey, horses, mink, rabbits, sheep, wool, etc.*)

466
467
468
469
470
471
472
473

11. Including any deferred receipts, did this operation receive any money in 1996 that it was owed at the end of 1995 for commodity sales?

- YES - [Continue.] NO - [Go to item 12.]

What was the total dollar amount this operation received in 1996 for--

DOLLARS

- (a) commodities sold under Marketing Contracts in previous years?
- (b) commodities grown or raised under Production Contracts in previous years?
- (c) Cash or Open Market sales of commodities in previous years?

474
475
476

C COMMODITY MARKETING and OTHER INCOME

C

MARKETING EXPENSES for 1996

12. (Marketing charges deducted from sales receipts may include: check-off, commission, CCC loan storage or other storage, drying, feed, ginning, inspection, insurance, yardage and other fees.)

What were the total marketing charges this operation paid in 1996 for all its commodities, **including** charges for commodities not yet sold?

DOLLARS

477

a. [Complete this worksheet if total (item 12) is unknown.]

1 What commodities did this operation have marketing charges for in 1996? [List below.]	2 What services, activities, etc. were these charges for? <i>(Auction, beef council, check-offs, commissions, drying, ginning, inspection, insurance, storage, yardage, etc.)</i>	3 How much was the rate charged per unit? DOLLARS & MILLS PER UNIT	4 What unit were these charges based on? <i>(bushel, cwt., head, lbs., percent, etc.)</i>	5 How many [units] were sold in 1996?	6 So the total charge was-- [column 3 x column 5]
		• _ _ _ _ _			+
		• _ _ _ _ _			+
		• _ _ _ _ _			+
		• _ _ _ _ _			+
		• _ _ _ _ _			+
TOTAL MARKETING EXPENSES [round to whole dollars.]					477 =

[Record beef cattle marketing charges if reported in item 12a table above, else ask--]

13. Of the total marketing charges (item 12), how much was for the sale of beef cattle, excluding feedlot cattle?
(Include auction, beef council, check-off, commission, inspection, insurance, yardage, etc.)

PERCENT OR

DOLLARS

478

479

C COMMODITY MARKETING and OTHER INCOME

C

LIVESTOCK PRODUCTION CONTRACTED OUT

14. Did any *other* operation grow livestock or poultry for you (*this operation*) under a contract arrangement in 1996? [**Your operation is a contractor.**]

- YES - [Continue with table below.] NO - [Go to item 15 below.]

1 What livestock or poultry types were being raised or fed for you?	2 OFFICE USE	3 What was the market value of [type] on hand on contractee operations on Jan. 1, 1996?	4 What was the estimated market value (at placement) of [type] placed under contract DURING 1996?	5 How much was paid to the contractee for production costs, INCLUDING fees for services?	6 How much were your GROSS receipts from [type] sold or removed under this contract?	7 On Dec. 31, 1996, what was the market value of unsold [type] remaining under contract?
	CODE	DOLLARS	DOLLARS	DOLLARS	DOLLARS	DOLLARS
	480	483	486	489	492	495
	481	484	487	490	493	496
	482	485	488	491	494	497

OTHER SOURCES OF FARM INCOME

15. In 1996, 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 any contract arrangements.*)
- c. sales of all forest products? (*Firewood, syrup, timber, etc.*)
- d. the farm share of sales of farm machinery and vehicles?

DOLLARS

498
499
500
501

(1) How much of this (*item 15d*) was for sales to other farmers?

PERCENT OR DOLLARS

502 503

- e. basic catastrophic and 'buy-up' **crop insurance** policies? '*Buy-up*' means the operator bought more crop insurance coverage than the 'basic' catastrophic policy provides. **Include** all payments regardless of whether purchased from federal government or private insurer.) ..
- f. other insurance indemnity payments?
- g. cooperative patronage dividends?
- h. all other farm related sources? [*Show OTHER FARM INCOME in Respondent Booklet.*] (**Include** allotment or quota leases, Federal Excise Tax rebates, fishing or other outdoor recreation, hedging profits or losses, hunting, real estate tax rebates for land preservation, refunds of marketing expenses, renting or leasing of livestock, renting or leasing of tractors or trucks, road tax refunds, sales of manure, etc.) [*This may be a negative (-) number for hedging losses.*]

DOLLARS

504
505
506
507

VALUE OF HOME CONSUMPTION--[Ask everyone]

C COMMODITY MARKETING and OTHER INCOME

C

16. What was the market value of all meat, poultry, livestock and poultry products and all other items produced and used on this operation for home consumption?

(Include berries, firewood, fruits, vegetables, etc.

Exclude home gardens unless expenses were included previously.)

DOLLARS

508

C COMMODITY MARKETING and OTHER INCOME

C

GOVERNMENT LOANS and PROGRAMS

17. In 1996, what was the total dollar amount this operation received in--

DOLLARS

- a. transition payments from the new 7 year farm program?
- b. deficiency payments to this operation? (*Exclude any amount paid back to government for overpayments. Report any amount paid back in item 18.*)
- c. 10 - 15 year Conservation Reserve Program (CRP) Payments?
- d. disaster payments and all other state and federal agricultural program payments?

509
510
511
512
513

18. What is the total dollar amount this operation paid back to the government in 1996 for overpayment of deficiency payments in earlier years?

19. Did this operation (*operator and/or partners*) have any outstanding CCC loans during 1996?

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

DOLLARS

- 20. How much was received for all commodities placed under CCC loan during 1996?
- 21. What was the amount spent to repay CCC loans during 1996?
- 22. What was the face value of outstanding CCC loans on December 31, 1996?

514
515
516

FARM/RANCH ASSETS and DEBT

CONTRACTOR/PROCESSOR:			
NAME _____			
ADDRESS _____			
CITY _____	STATE _____	ZIP _____	PHONE NUMBER _____

NEW PURCHASES

1. In 1996, did this operation purchase any new or used cars and trucks, tractors, irrigation equipment or pumps, farm equipment, implements or machinery for farm/ranch use?

FARM SHARE ONLY

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

2. During 1996, how much did this operation spend (after trade-ins, rebates and discounts) for all purchases of--

DOLLARS

a. cars? (Include FARM SHARE only.)

531

b. trucks, pick-ups, sport utility vehicles, vans, campers and buses? (Include FARM SHARE only.)

532

c. tractors?

533

d. new or used SELF PROPELLED farm equipment, implements and machinery?

534

e. new or used NON-SELF PROPELLED farm equipment, implements and machinery, including capital equipment for livestock, dairy and/or poultry?

535

f. irrigation equipment and pumps? (Do not include in item 2e above.)

536

5. During 1996, what was the total amount this operation spent for purchases of computers, office equipment and furniture that was placed on a depreciation schedule? [Record purchases not on a depreciation schedule in Section B, item 30]

DOLLARS

573

NEW CONSTRUCTION AND REMODELING- Land and Buildings

6. In 1996, what was the total amount this operation spent for all new fences, land improvements, and all buildings completed or remodeled? (Include farm buildings, houses, sheds, storage facilities, tiling, upright silos and bins, government reimbursed and non-reimbursed expenses and expenses for the operator's house only if it was owned by the operation.)

DOLLARS

574

How much of this (item 6) was for remodeling or new construction of--

a. the operator's house? (If it was owned by the operation.)

575

b. all farm buildings, sheds and storage facilities, and houses other than the operator's?

576

VALUE OF LAND AND BUILDINGS

7. What is your best estimate of the total market value on December 31, 1996 of--

b. all of the land and buildings owned by this operation? (Include the value of owned water rights, mineral rights, permanent plantings and other land improvements and the value of farm/ranch buildings owned by the operation but located on rented land.)

DOLLARS

578

[If zero, go to item 8.]

Of this amount (item 7b), what was the market value of--

(1) the operator's house (on December 31, 1996)? (If it was owned by the operation.)

579

E

FARM/RANCH ASSETS and DEBT

E

- (2) all houses other than the operator's?
- (3) all other farm buildings?
(**Include** barns, cribs, equipment shops, grain bins,
greenhouses, silos, storage sheds, etc.)

580

581

[These items do not add to item 7b.]

OTHER ASSET VALUES

[**ENUMERATOR NOTE:** Encourage operator to consider different stocks, inventories, market prices and livestock weights for each date. Columns 1 and 2 **should not be equal.**]

- 8. On [date in column 1 or 2], what was the **MARKET VALUE** of--
 - a. the farm share of all trucks, cars, tractors, machinery, tools, equipment and implements *owned* by this operation?
 - c. all livestock and poultry owned by *and* located on this operation? **Be sure to consider the market price and livestock weights on** [date in column 1 or 2].
 - (1) How much of this [item 8c] was the value of breeding stock?
 - d. all crops stored on or off this operation? **Be sure to consider the market price and the amount on hand on** [date in column 1 or 2].
(**Exclude** value of CCC stocks.
Include specialty crops, hay, silage, nursery and greenhouse products not in the ground.)
 - e. all production inputs *owned* by this operation, such as feed, fertilizer, chemicals, fuels, parts, purchased seed and other supplies? (**Exclude** hay and silage)
 - f. all production inputs already used for cover crops or crops not yet harvested? (*Sunk costs*)
 - g. all stock in farm cooperatives?

MARKET VALUE IN DOLLARS	
1 JANUARY 1, 1996 (beginning of the year)	2 DECEMBER 31, 1996 (end of the year)
	582
584	588
585	589
586	590
587	591
	592
	593

- 9. How much was **owed to** this operation for sales or production of crops, livestock, livestock products, poultry or poultry products from 1996 or earlier years--
 - a. on December 31, 1996 (*end of year*)? (**Include** receipts you voluntarily deferred.)
 - b. on January 1, 1996 (*beginning of year*)? (**Include** receipts you voluntarily deferred.)

DOLLARS
594

595

- 10. [Show **OTHER FARM ASSETS** table in Respondent Booklet]
Considering all *other* farm assets owned by this operation on December 31, 1996, which value code [from **Value Codes** table] represents the total value of all other farm assets?

VALUE CODE
596

- 11. Does this farm operation own, or receive income from, a business that provides inputs for, or that processes or distributes agricultural products from, this operation? (**Exclude** co-ops.)

YES - [Continue.] **NO** -[Go to item 13.]
[Use **Value Codes** table.]

- Which code represents the value of --
 - a. the investment in this type of business in 1996?
 - b. the income received from this type of business in 1996?

VALUE CODE
597

E FARM/RANCH ASSETS and DEBT E

598

DEBTS, INTEREST RATES, AND TERMS

13. Did this operation owe any money to federal agencies, banks, co-ops, individuals, or any other lenders at the end of 1996?

YES - [Continue.]

NO - [Go to Section F.]

14. Of the debt with the original term of--
a. one year or less, [column 1]

b. more than one year
(non-real estate debt), [column 1]

c. more than one year (real estate debt),
[column 1]
(1) How much of this [item 14c]
was for the operator's house?
(If it was owned by the operation.)

1 --what was the balance owed on Dec. 31, 1996? →→ DOLLARS	2 What was the average interest rate of this debt? PERCENT	3 How much of this debt was under a variable rate loan? DOLLARS	4 What percent of this debt was for FARM purposes? PERCENT
599	603 · ____		608
600	604 · ____	606	609
601	605 · ____	607	610
602			

F FARM/RANCH OPERATOR and HOUSEHOLD F

1. In 1996, what was your (the operator's) major occupation?

1	FARM OR RANCH WORK
2	HIRED MANAGER
3	SOMETHING ELSE
4	RETIRED

CODE

650

2. How old were you (the operator) on your last birthday?

YEARS

651

3. In what year did you (the operator) begin making day-to-day decisions for a farm/ranch?

YEAR

652

4. What is the highest level of formal education you (the operator) have completed?

1	LESS THAN HIGH SCHOOL
2	COMPLETED HIGH SCHOOL (HS Diploma or GED)
3	SOME COLLEGE
4	COMPLETED 4 YEAR DEGREE (BA or BS)
5	GRADUATE SCHOOL

CODE

653

6. **[ENUMERATOR ACTION:**
Is the operator--]

1	MALE
2	FEMALE

655

9. Was this operation's legal status--

1	INDIVIDUAL (SOLE/FAMILY PROPRIETORSHIP)?
2	A LEGAL PARTNERSHIP?
3	A FAMILY HELD CORPORATION?
4	NON-FAMILY CORPORATION?
5	A COOPERATIVE?

CODE

658

a. *[If item 9 = 3 or 4, ask--]*
Are there more than 10 stockholders? YES = 1

659

CONCLUSION

1. Reporting the operator's Social Security and Federal or State Employer Identification number is voluntary. The authority to request them is Title 7, Section 2204 of the U.S. Code. These numbers will be used only within the National Agricultural Statistics Service for identification.

760	OPERATOR'S SSN
_____ - _____ - _____	

761	OPERATION EIN
_____ - _____ - _____	

762	OPERATION STATE EIN
_____ - _____ - _____	

2. Results from this survey will be published in JULY.
 Would you like to receive a copy?

YES = 1	CODE 763
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THANK YOU FOR YOUR TIME AND EFFORT !

RESPONDENT	1 OPERATOR/MANAGER/PARTNER 2 SPOUSE 3 ACCOUNTANT/BOOKKEEPER 4 OTHER	CODE 764
	Respondent's name <i>[if code 3 or 4]</i>	
	Phone (_____) _____	
RECORDS USE	1 ALL OF THE TIME 2 MOST OF THE TIME 3 SOME OF THE TIME 4 ALMOST NEVER	CODE 765
3. Did respondent use farm/ranch records to report income and expenses--		
4. What records did the respondent refer to when reporting <i>most</i> of their income and expense data? .	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	CODE 766
ENDING TIME [MILITARY]		TIME 768 _____
DATE:		MM DD YY 769 _____
ENUMERATOR NAME _____	ENUMERATOR ID 770	ENUMERATOR EVALUATION 771