

AGRICULTURAL RESOURCE MANAGEMENT STUDY COSTS and RETURNS REPORT for 1996

Form Approved
O.M.B. Number 0535-0218
Approval Expires 9/30/99
Project Code 904
CRR

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
01	____	-----	____	____

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

004

[ENUMERATOR NOTE:
If box is coded, complete the Screening Supplement.
If box is not coded, begin with Section A.]

SCREENING BOX
005

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
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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?	+	030
(2) for a share of crop or livestock production?	+	031
(3) free-of-charge?	+	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? (<i>Exclude land rented on an AUM or fee per head basis.</i>)	+	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? <i>(Include rent paid in 1996 for previous years or rent paid in advance.)</i>		CASH RENT PAID DOLLARS
		035
4. What was the total cash rent received in 1996 for acres cash rented <i>to</i> others? (<i>Include government payments received from those acres.</i>) . . .		RENT RECEIVED DOLLARS
		038
5. What was the total value of the crop or livestock shares received in 1996, for acres share-rented to others? (<i>Include government payments received from those acres.</i>) . . .		DOLLARS
		039
6. [<i>Western states only.</i>] 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 - [<i>Continue.</i>] <input type="checkbox"/> NO - [<i>Go to item 7.</i>]		
a. In 1996, what were the Total Usage Fees that this operation paid for the use of this land? <i>(Include fees paid for privately owned land administered by a public agency through exchange-of-use.)</i>		TOTAL DOLLARS
		040

A

ACREAGE and PRODUCTION

A

GOVERNMENT PROGRAM LAND

7. In 1996, how many acres did this operation have--

- | | |
|---|-------|
| | ACRES |
| a. enrolled in the 10 or 15 year Conservation Reserve Program (CRP)?
(<i>Exclude CRP contract acres that expired in 1996.</i>) | 041 |
| b. under contract with the USDA (FSA) for receiving transition payments
over the next 7 years (under the new farm program)? | 042 |

- | | | | |
|--|---------|----|-------|
| | PERCENT | OR | ACRES |
| Of these (item 7b) acres, how many were-- | 043 | | 044 |
| (1) owned by this operation? | 045 | | 046 |
| (2) cash rented <i>from</i> others? | 047 | | 048 |
| (3) share rented <i>from</i> others? | | | |

- | | |
|--|-----|
| c. (<i>In 1996, how many acres did this operation have</i>)
in other federal and state specific programs? (<i>specify</i> _____) | 049 |
|--|-----|

8. Did this operation have any CRP contracts that expired in 1996?

- YES - [*Continue.*] NO - [*Go to item 10.*]

ACRES
050

9. What were the total acres in expired CRP contracts?

Of these (*item 9*) acres, how many acres did this operation--

- | | |
|---|-------|
| | ACRES |
| a. keep in CRP by applying for an extension in 1996? | 051 |
| b. plant to crops in 1996? | 052 |
| c. use for other purposes, including pasture and conserving uses? | 053 |

LAND USES on TOTAL ACRES

10. Of the total acres in this operation in 1996 (*item 2, page 2*)--

- | | |
|---|-------|
| | ACRES |
| a. how many acres were considered tillable cropland,
including land in hay and land in government programs? | 054 |
| b. how many acres were tillable cropland that was only used for pasture? | 055 |
| c. how many acres were tillable cropland that was left idle in 1996,
excluding acres idled through a government program? | 056 |

A

ACREAGE and PRODUCTION

A

11. What crops were harvested during 1996 on the total acres (item 2, page 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 6 BALE 7	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		057	058	059	060	061	
	for silage	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

ACRES

125

12. Of the total acres that were harvested, how many were doubled-cropped?

13. Were any **field or hay crop acres planted** for 1996 that were **not** harvested?

[Report fruit, vegetable, nursery and greenhouse acres in item 14.]

YES - [Continue.] **NO** - [Go to item 14.]

a. How many acres were **planted but not harvested** (of these field or hay crops)?
(Include acres foraged, unharvested due to poor yield, etc.)

ACRES

126

14. Were any acres **planted** to other crops but not harvested?

[Report fruit, vegetable, nursery and greenhouse acres here.]

YES - [Continue.] **NO** - [Go to item 15.]

A

ACREAGE and PRODUCTION

A

a. How many acres (were planted to other crops but not harvested)?

(*Include all acres that were planted but unharvested due to poor yield, etc.*)

127

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.

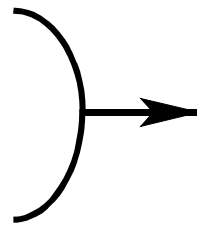
136

- 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

A **ACREAGE and PRODUCTION**

A

CODE

[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.

EXCLUDE LANDLORD and CONTRACTOR EXPENSES

CROP, LIVESTOCK AND POULTRY EXPENSES

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

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--
- | | DOLLARS |
|---|---------|
| 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?
<i>(Include leasing of bees for pollination.)</i> | 157 |

6. In 1996, how much did this operation spend on--
- | | DOLLARS |
|--|---------|
| 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 |
| d. all medical supplies and veterinary and custom services for livestock, dairy animals and poultry?
<i>(Include artificial insemination (AI), branding, breeding fees, caponizing, castrating, custom feed processing, hormone injections, manure disposal, performance testing, pregnancy testing, seining, sheep shearing, etc.)</i> | 163 |

7. (Custom work is work performed by machines and labor hired as a unit.)
In 1996, how much was spent on--
- | | |
|---|-----|
| a. all custom grain, livestock and milk hauling and any other custom hauling? | 166 |
| b. all other custom work such as custom planting, harvesting, leveling, soil testing and any other custom field operations?
<i>(Include planting done by airplane or helicopter. Exclude any custom livestock work.)</i> . . . | 167 |

B

FARM/RANCH PRODUCTION COSTS

B

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.)

173

NOTES and CALCULATIONS:

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

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

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

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

B

FARM/RANCH PRODUCTION COSTS

B

SUPPLIES AND REPAIRS

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

16. In 1996, how much was spent for-- a. repairs, parts and accessories for motor vehicles, drying equipment and frost protection equipment? (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.) + DOLLARS 196

b. maintenance and repair of all fencing, houses other than the operator's, farm buildings, land improvements and all other farm/ranch improvements? (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

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

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

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.]

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

	PERCENT	OR	DOLLARS
a. you (the operator)?	214		215
b. your (the operator's) spouse and other household members?	216		217
c. everyone else?	218		219
	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

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? 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? 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.

	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
b. your (the operator's) spouse do farm/ranch work on this operation during [column]? <i>(Include paid and unpaid hours.)</i>	226	230	234	238
c. UNPAID WORKERS do farm/ranch work on this operation during [column]? <i>(Include unpaid hours only.)</i>	227	231	235	239

B

FARM/RANCH PRODUCTION COSTS

B

EXCLUDE LANDLORD and CONTRACTOR

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?
(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?
(TOTAL DOLLARS 244)

28. In 1996, how much was spent on all other insurance for the farm/ranch business?
(DOLLARS 247)

OTHER BUSINESS EXPENSES

29. In 1996, how much was spent for--
a. interest and service fees on all mortgages and other loans?
(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?
(DOLLARS 251)

(1) How much of this (item 29b) was for real estate tax only?
(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.]

YES NO

ACCOUNTING, LEGAL, and LICENSE FEES

MAGAZINES, MEMBERSHIP and REGISTRATION FEES

OFFICE EQUIPMENT NOT ON A DEPRECIATION SCHEDULE

PETTY CASH FUND EXPENDITURES

YES NO

ADVERTISING

OFFICE SUPPLIES

TRAVEL (farm/ranch business trips)

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?

[If partnership, **include** amounts claimed by all partners.] [Enter 1 if none.]

DOLLARS

255

a. How much (or what percentage) of this (item 31)
was for breeding stock?

PERCENT	OR	DOLLARS
256		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.

[List expenses and what they were for. Record the total.]

DOLLARS

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

CONTRACTOR CODES for column 3

1 OTHER FARM(S) OR FARMER(S)
 2 PROCESSOR, MILL OR GIN
 3 CO-OP OR ELEVATOR
 4 SEED, FEED OR OTHER INPUT COMPANY
 5 BROKER OR INVESTOR
 6 INTEGRATOR
 7 ANOTHER SEGMENT OF THE SAME COMPANY
 8 OTHER (SPECIFY IN NOTES)

1 What commodities did this operation have MARKETING contracts for in 1996? [WRITE IN COMMODITIES LIST EACH CONTRACT.]	2 OFFICE USE CODE	3 Who was the contractor? [Enter contractor code.] 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 BALE 7 CARTON 8 DOZEN 9 FLAT 10 HEAD 11 ACRE 22 ACRE 20 OTHER	6 What was (will be) the Final Price Received per Unit by this operation 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.] 1/ TOTAL DOLLARS
	261	271	281	291	301 . __ __	311
	262	272	282	292	302 . __ __	312
	263	273	283	293	303 . __ __	313
	264	274	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	3 Who was the contractor? [Enter contractor code.] 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 BALE 7 CARTON 8 DOZEN 9 FLAT 10 HEAD 11 ACRE 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 ? 1/ TOTAL DOLLARS
	321	331	341	351	361 . __ __	371
	322	332	342	352	362 . __ __	372
	323	333	343	353	363 . __ __	373
	324	334	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

EXCLUDE LANDLORD and CONTRACTOR SALES

3. [If more than one commodity was grown under a production contract, ask only for commodity of largest value. Ask all items, 3a, b, c and 4.]

Was the [item 2] PRODUCTION CONTRACT--

- a. initiated by a contractor? YES =1
- b. negotiated between contractor and operator? YES =1
- c. evaluated by a third party professional such as an accountant, lawyer or contract specialist before you (*the operator*) signed it? YES =1

CODE
775
776
777
778

4. Was [contractor code/name] the only contractor for [commodity] in your area? YES=1

CASH OR OPEN MARKET SALES - CROPS

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?	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 (<i>alfalfa and all other</i>)?		780
c. all nursery and greenhouse crops? (Include <i>bulbs, flowers, mushrooms, seeds, shrubs, sod, trees, etc.</i>)		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

C COMMODITY MARKETING and OTHER INCOME

C

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.]

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.)

DOLLARS

477

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

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

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.]

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

C COMMODITY MARKETING and OTHER INCOME

C

C COMMODITY MARKETING and OTHER INCOME

C

OTHER SOURCES OF FARM INCOME

15. In 1996, what was the total income received by you (*the operator*) and all partners for--

	DOLLARS
a. custom work and machine hire <i>for others</i> ?	498
b. grazing of livestock? (Exclude any contract arrangements.)	499
c. sales of all forest products? (<i>Firewood, syrup, timber, etc.</i>)	500
d. the farm share of sales of farm machinery and vehicles?	501
(1) How much of this (<i>item 15d</i>) was for sales to other farmers?	502
	PERCENT OR DOLLARS
	503
e. basic catastrophic and 'buy-up' crop insurance policies? ' <i>Buy-up</i> ' 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.) ..	504
f. other insurance indemnity payments?	505
g. cooperative patronage dividends?	506
h. all other farm related sources? [<i>Show OTHER FARM INCOME in Respondent Booklet.</i>] (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.]	507

C COMMODITY MARKETING and OTHER INCOME

C

VALUE OF HOME CONSUMPTION--[Ask everyone]

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

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

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

513

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?

514

21. What was the amount spent to repay CCC loans during 1996?

515

22. What was the face value of outstanding CCC loans on December 31, 1996?

516

E FARM/RANCH ASSETS and DEBT E

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 for farm/ranch use or irrigation equipment and pumps?

FARM SHARE ONLY

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

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

DOLLARS
531
532
536

- a. cars? (**Include FARM SHARE only.**)
- b. trucks, pick-ups, sport utility vehicles, vans, campers and buses? (**Include FARM SHARE only.**)
- f. irrigation equipment and pumps?

3. Did this operation purchase any new or used tractors in 1996?

YES - [Continue.] NO - [Go to item 4.]

1 What is the make and model of the tractor(s) purchased in 1996? <small>[DESCRIBE make, model]</small>	2 What is its PTO horsepower? PTO HORSEPOWER	3 How many tractors of this type were purchased? NUMBER	4 After trade-ins, rebates, and discounts, what was the total purchase price of this (these) tractors? TOTAL DOLLARS
1	537	541	545
2	538	542	546
3	539	543	547
4	540	544	548

4. Did this operation purchase any new or used farm equipment, implements, or machinery for crops, livestock, dairy or poultry?

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

1 What equipment, implement or machinery was purchased? <small>[LIST EACH ITEM separately. DESCRIBE name, make, model.]</small>	2 [Record Machine Type] 1- TILLAGE 2- PLANTING 3- HARVESTING 4- HAYING 5- OTHER (Include- elevators, wagons, trailers, crop dryers, blowers, etc.) CODE	3 [Record Type] 1- SELF-PROPELLED 2- NON-SELF PROPELLED CODE	4 After trade-ins, rebates, and discounts, what was the total purchase price? DOLLARS
1	549	557	565
2	550	558	566
3	551	559	567
4	552	560	568

E FARM/RANCH ASSETS and DEBT E

5	553	561	569
6	554	562	570
7	555	563	571
8	556	564	572

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--
 a. all acres this operation **cash or share rented** from others, including any buildings or houses on those acres? DOLLARS
577
 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.) 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
 (2) all houses other than the operator's? 580
 (3) all other farm buildings?
(Include barns, cribs, equipment shops, grain bins, greenhouses, silos, storage sheds, etc.) 581

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

E FARM/RANCH ASSETS and DEBT

E

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?
 - b. the farm share of all trucks, cars, tractors, machinery, tools, equipment and implements *leased* 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 <i>(beginning of the year)</i>	2 DECEMBER 31, 1996 <i>(end of the year)</i>
	582
	583
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--

DOLLARS
594
595

- 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.)

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 12.]
 [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
598

E FARM/RANCH ASSETS and DEBT E

DEBTS, INTEREST RATES, AND TERMS

12. 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 item 17, below.]

LENDER CODES for column 1	
COD E	1- FARM CREDIT SYSTEM 2- USDA FARM SERVICE AGENCY (FSA), formerly called Farmers Home Administration (FmHA). 3- SMALL BUSINESS ADMINISTRATION (SBA) 4- STATE AND COUNTY GOVERNMENT LENDING AGENCIES 5- SAVINGS AND LOANS ASSOCIATIONS, RESIDENTIAL MORTGAGE LENDERS 6- COMMERCIAL BANKS 7- LIFE INSURANCE COMPANIES 8- IMPLEMENT DEALERS AND FINANCING CORPORATIONS 9- INPUT SUPPLIERS 10- CO-OPS AND OTHER MERCHANTS 11- CONTRACTOR 12- INDIVIDUALS from whom any land in this operation was bought under a mortgage or deed of trust 13- INDIVIDUALS from whom any land in this operation was bought under a land purchase contract 14- ANY OTHER INDIVIDUALS 15- ANY OTHER LENDERS 16- OTHER DEBTS (such as unpaid bills, etc.)

15. Please think about the four largest loans this operation had on December 31, 1996. Include farm/ranch loans, any loans for non-farm puposes that are secured by assets of the farm/ranch and debt on your (the operator's) house (if owned). Starting with the largest of these loans--

1 → Who was the lender? (Largest loans first.) [Use Lender Code Table above.]	2 What was the balance owed on Dec. 31, 1996 including outstanding principal plus unpaid interest? DOLLARS	3 What was the interest rate? PERCENT	4 What was the original term of the loan? YEARS	5 What year was it obtained? [Enter last 2 digits of year.]	6 What percent was for FARM purposes? PERCENT	7 Was this loan-- 1 An operating loan? (one year or less) 2 A non-real estate loan? 3 A real estate loan? [Enter code.]	8 [Ask only if column 1 is NOT code 2 or 3.] Was this loan guaranteed by-- 1 - FSA/FmHA? 2 - SBA? [Enter code.]
611	615	619	623	627	631	635	639
612	616	620	624	628	632	636	640
613	617	621	625	629	633	637	641
614	618	622	626	630	634	638	642

16. [If more than 4 loans, ask--]
How many farm loans were there in addition to the four I've just recorded? NUMBER
643
- a. What was the total amount of debt owed on December 31, 1996 on these (item 16) loans? DOLLARS
644
17. [Ask everyone.]
What was the maximum amount of seasonal production loans or any other loans taken out and repaid in 1996? DOLLARS
645



VERS	STR	ID/SEGMENT	TRACT	SUBTR
01				

F1. In 1996, what was your (the operator's) major occupation?

- 1- Farm or ranch work Enter Code
- 2- Hired manager 650
- 3- Something else
- 4- Retired

F2. How old were you (the operator) on your last birthday?

Enter Age

651

F3. In what year did you (the operator) begin making day-to-day decisions for a farm/ranch?

Enter Year

652

F4. What is the highest level of formal education you (the operator) have completed?

- 1- Less than high school Enter Code
- 2- High school diploma or equivalency (GED) 653
- 3- Some college
- 4- Completed 4 year degree (BA or BS)
- 5- Graduate school

F5. Which of these do you (the operator) consider yourself? Are you--

- 1- American Indian or Alaskan Native? Enter Code
- 2- Asian American or Pacific Islander American? 654
- 3- Black, not of Hispanic Origin?
- 4- Spanish/Hispanic?
- 5- White, not of Hispanic Origin?
- 6- Other Race (Specify _____)?

F6. Are you (the operator)--

- 1- Male? Enter Code
- 2- Female? 655

F7. How many people live in this household, including you (the operator)?

Enter Number

656

F8. Does your (the operator's) spouse also make day-to-day decisions for this farm/ranch?

- 1- Yes Enter Code
- 2- No 657
- 3- Does not apply

F9. In 1996, was this operation's legal status--

- 1- Individual (Sole/Family Proprietorship)? Enter Code
- 2- A Legal Partnership? 658
- 3- A Family-held Corporation?
- 4- A Non-family Corporation?
- 5- A Cooperative?

F10. If your operation was a family-held or non-family corporation, were there more than 10 stockholders?

- 1- Yes Enter Code
- 2- No 659
- 3- Does not apply

F11. Are you (the operator) a hired manager for this operation?

- 1- Yes -Go to item F27, page 3. Enter Code
- 2- No - Continue 660

F12. Did you (the operator) work off-farm for wages or a salary in 1996?

- Include • proprietorship of any off-farm business.*
- 1- Yes - Continue Enter Code
 - 2- No - Go to item F15 661

F13. How many weeks did you work off-farm for pay in 1996?

Enter Weeks

662

F14. During the weeks you worked off-farm for pay, how many hours per week did you usually work off-farm?

Enter Hours

663

F15. Did your spouse (the operator's) work off-farm for wages or a salary in 1996?

- Include • proprietorship of any off-farm business.*
- 1- Yes - Continue Enter Code
 - 2- No - Go to item F18. 664
 - 3- Does not apply. Go to item F18

F16. How many weeks did your spouse work off-farm for pay in 1996?

Enter Weeks

665

F17. During the weeks your spouse worked off-farm for pay, how many hours per week did your spouse usually work off-farm?

Enter Hours

666

F18. Please refer to Table A- Value Codes.

Which code from Table A represents the cash income you (the operator) and all other household members received in 1996 as--

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

Include • off-farm pay from cash wages, salaries, tips, commissions, piece-rate payments, bonuses, military pay, etc.

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

[If there was a net loss, enter a minus sign before the Value Code. Example: -2]

c. net cash income from operating any other business?

[If there was a net loss, enter a minus sign before the Value Code. Example: -2]

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

[If there was a net loss, enter a minus sign before the Value Code. Example: -2]

e. gross income from interest and dividends?

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

g. any other non-farm sources of income?

Include • alimony,
• annuities,
• net income from estates or trusts,
• private pensions,
• regular contributions from person(s) not living in this household,
• net rental income from non-farm properties,
• royalties for mineral leases,
• any other income,
• value of commodities received in payment for farm labor if not reported earlier.

Table A: VALUE CODES

Value Code	Dollar Range	Value Code	Dollar Range
1	None	14	30,000- 34,999
2	1- 499	15	35,000- 39,999
3	500- 999	16	40,000- 49,999
4	1,000- 1,999	17	50,000- 59,999
5	2,000- 2,999	18	60,000- 79,999
6	3,000- 3,999	19	80,000- 99,999
7	4,000- 4,999	20	100,000- 174,999
8	5,000- 7,499	21	175,000- 249,999
9	7,500- 9,999	22	250,000- 499,999
10	10,000- 14,999	23	500,000- 999,999
11	15,000- 19,999	24	1,000,000- 1,249,999
12	20,000- 24,999	25	1,250,000- 1,499,999
13	25,000- 29,999	26	1,500,000- and over

F19. Did any household besides yours--

- own any of the assets, or
- hold any of the debt, or
- share the net farm income of this operation during 1996?

- 1- Yes - Continue
2- No - Go to item F23

Enter Code

Include • partners and others whether they shared in the net income or not.
Exclude • assets this operation rented from others on a cash, share or exchange basis.

F20. How many households besides yours owned any assets of this operation?

Enter Number

a. What percent of the total assets of this operation did your (the operator's) household own? ...

Enter Percent
 %

F21. How many households besides yours held any of this operation's debt?

Enter Number

a. What percent of the total debt of this operation was held by your (the operator's) household?

Enter Percent
 %

F22. How many households besides yours shared in the net farm income of this operation?

Enter Number

a. What percent of the net income did you (the operator) and your household receive? ...

Enter Percent
 %

F23. Please refer to Table A - Value Codes.

Which code from Table A represents the total value of all non-farm assets owned by the operator and members of the operator's household on December 31, 1996?

Enter
Value Code

681

Exclude • farm assets reported earlier in this interview in Section E.

- Include* • cash,
 • cash surrender value of life insurance policies,
 • certificates of deposit,
 • checking or saving accounts,
 • money owed to the household,
 • money market accounts,
 • U.S. savings bonds and other bonds, corporate stock, and all other financial assets,
 • machinery, tools, tractors, equipment and implements SOLELY for personal use of household members
 • the non-farm share of cars and trucks,
 • assets of another farming/ranching operation
 • non-farm/ranch business assets.

F24. Please refer to Table A - Value Codes.

Which code from Table A represents the total non-farm debt owed by the operator and members of the operator's household on December 31, 1996?

Enter
Value Code

682

F25. Please refer to Table A - Value Codes

Which code from Table A represents how much this household spent in 1996 on --

- a. Food and household supplies, excluding utilities? Enter Value Code
683
- b. Household rent/mortgage, utilities, appliances and furnishings? Enter Value Code
684
- c. Non-farm transportation? Enter Value Code
685
Include • purchases and maintenance of non-farm share of cars.
- d. Medical expenses, insurance and contributions to retirement plans? Enter Value Code
686
Include • doctors, dentists, chiropractors, medicine, life and health insurance, and Social Security self-employment tax.
- e. all other family living expenses such as clothing, education, hobbies, recreation, gifts, magazines, charitable contributions, etc.? Enter Value Code
687

F26. In 1997, do you plan to apply for a new farm loan or add to the balance of an existing loan?

- 1- Yes
2- No

Enter Code

688

**Note to hired managers:
Start again here.**

**Note to everyone else:
Answer every item.**

F27. Many factors affect the financial viability of a farm. For EACH factor below, how concerned are you about its affect on the continued operation of YOUR farm?

- Are you--** 1- Very concerned?
 2- Somewhat concerned?
 3- Only slightly concerned?
 4- Not concerned at all?

- | | Enter Code |
|--|------------|
| a. Decreases in crop yields or livestock production | 689 |
| b. Uncertainty in commodity prices | 690 |
| c. Ability to adopt new technology on your farm/ranch | 691 |
| d. Lawsuits | 692 |
| e. Changes in consumer preferences for agricultural products | 693 |
| f. Changes in government law and regulation | 694 |

F28. If faced with financial difficulties, which of the following would you be likely to do to improve the financial condition of YOUR farm/ranch?

- Enter CODE for each below**
 1 Would do
 2 Would consider
 3 Would not do

- | | Enter Code |
|---|------------|
| a. Restructure debt by lengthening the term or reducing the interest rate | 695 |
| b. Sell assets to reduce debt | 696 |
| c. Increase use of custom or leasing services | 697 |
| d. Scale back farm business | 698 |
| e. Diversify into other farm/ranch enterprises | 699 |
| f. Spend more time on management | 700 |
| g. Use advisory services | 701 |
| h. Adjust farm business operating costs | 702 |
| i. Improve marketing skills | 703 |

F29. How much do you agree with each of the following statements? Do you--



Enter CODE for each below

- 1 Strongly Agree?
- 2 Somewhat Agree?
- 3 Somewhat Disagree?
- 4 Strongly Disagree?
- 5 Have no opinion?

- a. Last year, lenders in my area were making enough loan money available to farmers/ranchers for operating expenses. →

704

- b. Last year, farmers/ranchers in my area did *not* have much trouble getting operating loans approved . . →

705

- c. Last year, lenders in my area were requiring farmers/ranchers to fill out more paperwork to support income and balance sheet statements when applying for loans. →

706

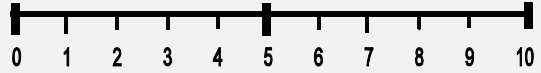
- d. Last year, operators in my area who have had financial difficulties in the past were able to borrow enough money to operate their farms. →

707

F30. Every farmer/rancher makes decisions that deal with risk. Circle the number below that shows the risk you are comfortable with in making decisions for your farm/ranch.

Avoid risks as much as possible

Take risks as much as possible



Enter Number

708

F31. Were any precision farming techniques used on this operation in 1996 such as--

- detail soil grid-sampling and mapping, or
- variable rate application (VRT) of inputs, or
- harvesting fields using a yield monitor?

- 1- Yes
- 2- No

Enter Code

709

F32. How has your use of the following items changed in the last year?



Enter CODE for each below

- 1- Used more
- 2- Began using for the first time
- 3- Used about the same
- 4- Used less
- 5- Never used but considering
- 6- Never used, *not* considering

F33. Did you change your use of this item *because* farm programs changed?

Enter CODE for each below

- 1- Yes
- 2- No
- 3- Does *not* apply

	CODE	→	CODE
a. Forward contract sales of commodities	710	→	718
b. Spread sales of commodities over the year	711	→	719
c. Diversify your farm/ranch into other crop or livestock enterprises	712	→	720
d. Forward price agricultural inputs	713	→	721
e. Keep a line of credit open, including credit cards	714	→	722
f. Have cash on hand or assets that can be converted into cash	715	→	723
g. Hire work to be custom done	716	→	724
h. Hedge or use futures/options	717	→	725

THANK YOU!

Please return this report to the interviewer.

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?

CODE
 763
 YES = 1

THANK YOU FOR YOUR TIME AND EFFORT !

RESPONDENT	1 OPERATOR/MANAGER/PARTNER 2 SPOUSE 3 ACCOUNTANT/BOOKKEEPER 4 OTHER	CODE 764
	Respondent's name [if code 3 or 4] _____ Phone (_____) _____	
RECORDS USE	1 ALL OF THE TIME 2 MOST OF THE TIME 3 SOME OF THE TIME 4 ALMOST NEVER	CODE 765
	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
	1 Entirely on his/her own? 2 With some assistance from you? 3 With a lot of assistance from you?	CODE 767
ENDING TIME [MILITARY]		TIME 768 _____
DATE:		MM DD YY 769 _____
ENUMERATOR NAME _____	ENUMERATOR ID 770	ENUMERATOR EVALUATION 771