

2019 AGRICULTURAL RESOURCE MANAGEMENT SURVEY

SURVEY CODE:

Costs and Returns
Report – Version 1
Project Code: 904
(09/24/2019)

www.agcounts.usda.gov



United States
Department of
Agriculture



National
Agricultural
Statistics
Service

U.S. Department of Agriculture
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Please make corrections to label name, address, and ZIP code, if needed.

NASS is collecting information on the costs and returns for operating a farm or ranch in the United States and it is essential that we collect this information directly from the producers to make the information as accurate as possible.

The information you provide will be used for statistical purposes only. Your responses will be kept confidential and any person who willfully discloses ANY identifiable information about you or your operation is subject to a jail term, a fine, or both. This survey is conducted in accordance with the Confidential Information Protection provisions of Title V, Subtitle A, Public Law 107-347 and other applicable Federal laws. For more information on how we protect your information please visit: <https://www.nass.usda.gov/confidentiality>. Response is **voluntary**. You may skip any question(s) you prefer not to answer.

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☐

[If this operation is a partnership, please identify the other person(s) involved.]

Partner 1

Partner Name			
Address			
City	State	Zip	Phone Number

Partner 2

Partner Name			
Address			
City	State	Zip	Phone Number

Partner 3

Partner Name			
Address			
City	State	Zip	Phone Number

Partner 4

Partner Name			
Address			
City	State	Zip	Phone Number

Office Use Only

Screening Box	Beginning Time (Military)		Total Points	R. Unit	Duplication Adjustor	Partner Stratum				Office Use Only	Number of Supplements
	Hours	Minutes				9922	9923	9927	9928		
0006	0004		0929	9921	0922	9922	9923	9927	9928	0009	0002



SECTION A LAND IN FARM / RANCH

For 2019, 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. (**Include** all cropland, idle land, Conservation Reserve Program (CRP), pastureland, woodland, wasteland, farmstead, acres used for crop/livestock production facilities, and all other building sites associated with this operation, etc.)

ACRES OPERATED

	None	Number of Acres
1. How many acres of farm/ranch land were <u>owned</u> ? 0020	☐ +	
2. How many acres of farm/ranch land were <u>rented</u> or <u>leased from others</u> — (Exclude land used on an animal unit month (AUM) or fee per head basis under a grazing permit.)		
a. for a fixed <u>cash rent</u> payment? 0021	☐ +	
b. for a <u>flexible rent</u> payment? (Include hybrid rental arrangements where rent paid is based on a fixed cash payment plus some shared production.) 0022	☐ +	
c. for a <u>share</u> of the crop or livestock production? (Exclude hybrid rental arrangements.) 0023	☐ +	
d. for <u>free</u> ? 0024	☐ +	
3. How many acres of farm/ranch land were rented or leased <u>to others</u> ? (Include land rented for cash, for a flexible rent, for a share of crop or livestock production, or rent free.) 0025	☐ -	
		Total Acres
4. Then the TOTAL ACRES <u>in this operation</u> in 2019 were: (Total Items 1 + 2a + 2b + 2c + 2d - 3.) 0026	=	
5. How many of the (Item 4) acres were considered cropland in 2019? (Include land in government programs, fruit/nut/berry/nursery acres, and land planted to hay, including wild hay. Exclude CRP acres planted to trees.) 0063	☐	

LAND RENTED FROM OTHERS

	None	Dollars
6. Including rent for land and/or buildings, what was the total CASH RENT PAID in 2019 by this operation? (Include rent paid in 2019 for previous years and rent paid in advance. Exclude storage bins, to be reported in SECTION H, Item 21. Exclude grazing of livestock, to be reported in Item 7 below.) 0044	☐	\$.00
7. Report any land this operation used (on a per head or AUM basis) that is administered either by: public or private agencies, industrial corporations, grazing associations, or rented from individuals on a short term grazing arrangement in 2019.		
a. In 2019, what were the total fees this operation paid for the use of publicly owned land on an AUM basis? (Include fees paid for privately owned land administered by a public agency through exchange-of-use.) 0045	☐	\$.00
b. In 2019, how much did this operation spend on pasturing or grazing of livestock on privately owned land (railroads, another farm/ranch, etc.) used on a fee per head (AUM) or gain basis? 0046	☐	\$.00
8. Report any crop or livestock SHARE RENT payments for land rented from others in 2019.		
a. What was the estimated total MARKET VALUE of your landlord's share of crop production from this operation in 2019? 0184	☐	\$.00
b. What was the estimated total MARKET VALUE of your landlord's share of livestock production sold or removed from this operation in 2019? (Exclude shared livestock production not part of a land rental arrangement.) 0276	☐	\$.00
9. What was the estimated market value of the land and buildings on the acres rented or leased FROM OTHERS on December 31, 2019? 0855	☐	\$.00

LAND RENTED TO OTHERS

	None	Dollars
10. Including rent for land and/or buildings, what was the total CASH RENT RECEIVED in 2019 for acres rented TO OTHERS by this operation? (Include rent received in 2019 for previous years, rent received in advance, and government payments received from those acres. Exclude grazing of livestock, to be reported in SECTION G, Item 3b.) 0042	☐	\$.00
11. For acres SHARE-RENTED to others, what was the total value of crop or livestock shares received in 2019 by this operation? (Include rent received in 2019 from previous years and government commodity payments received from those acres.) 0043	☐	\$.00
12. What was the estimated market value of the land and buildings on the acres rented or leased TO OTHERS on December 31, 2019? 0857	☐	\$.00



IRRIGATED CROPLAND ACRES

		None	Irrigated Acres
13. During 2019, considering the acres irrigated by sprinklers, flooding, ditches or furrows, drip or trickle irrigation, etc. on this operation –			
a. How many acres of harvested cropland were irrigated? 4031	☐		
b. How many acres of pastureland, rangeland, abandoned cropland, and other land were irrigated? 4032	☐		
14. How many acres on this operation were irrigated at least once in the past five years (2015-2019)? 5680	☐		

CONSERVATION PRACTICES

15. For how many acres did this operation use no-till, strip-till, or other conservation tillage practices in 2019?

Harvested Crop	No-Till Acres production that leaves soil and crop residue undisturbed from last year's harvest to this year's planting and requires planting directly through the residue.		Strip-Till Acres tilling a narrow strip over the row, leaving soil and crop residue between the rows undisturbed.		Other Conservation Tillage Acreage uses full-width tillage but leaves at least 30 percent of soil surface covered by crop residue at planting time (or the field has an annual Soil Tillage Intensity Rate (STIR) less than 80).	
	Acres	None	Acres	None	Acres	None
a. Corn	2780	☐	2781	☐	2782	☐
b. Soybeans	2783	☐	2784	☐	2785	☐
c. Wheat	2786	☐	2787	☐	2788	☐
d. Cotton	2789	☐	2790	☐	2791	☐
e. All other crops	2792	☐	2793	☐	2794	☐

16. For each of the conservation management practices listed below, report the number of acres in the practice in 2019. For conservation payments received for this practice, report acres in Columns 2 and 3. (Conservation program payments are provided by USDA programs such as EQIP or CSP or similarly structured state or local programs and provided financial assistance to help defray the cost of practice adoption.)

	1 Acres where practice was used in 2019 (regardless of payment)	2 Acres with conservation payment in 2019 (zero if no payment received)	3 Acres with any conservation payment prior to 2019 (zero if no payment received)
a. No-Till (all crops) production that leaves soil and crop residue undisturbed from last year's harvest to this year's planting and requires planting directly through the residue.	2570	2571	2572
b. Strip-Till (all crops) tilling a narrow strip over row, leaving soil & crop residue between rows undisturbed.	2573	2574	2575
c. Other Conservation Tillage (all crops) - full-width tillage leaves at least 30% soil surface covered by crop residue at planting time (or the field has an annual Soil Tillage Intensity Rate (STIR) less than 80).	2576	2578	2579
d. Cover crop not harvested	2580	2581	2582
e. Cover crop harvested for forage or other on-farm use	2583	2584	2585
f. Double crop (both crops harvested for grain or seed)	2586	2587	2588
g. Nutrient management (based on a written plan)	2589	2590	2591
h. Integrated pest management (based on a written plan)	2592	2593	2594
i. Prescribed grazing	2596	2597	2598



17. Under which of the following environmental areas was this operation subject to local, state, or federal regulations in 2019? For which environmental areas did this operation receive EQIP or CSP funding to assist with compliance of local, state, or federal regulations in 2019?

1	2	3	4
Environmental Area	Were the following environmental areas subject to local or state regulations on this operation in 2019?	Were the following environmental areas subject to federal regulations on this operation in 2019?	Did this operation receive EQIP or CSP funding for the environmental area (column 1) to comply with local, state, or federal regulations in 2019?
a. Water quality, including fertilizer use (excluding manure management)	2110 1 ☐ Yes 3 ☐ No 2 ☐ DK	2119 1 ☐ Yes 3 ☐ No 2 ☐ DK	2128 1 ☐ Yes 3 ☐ No
b. Manure management, application/storage	2111 1 ☐ Yes 3 ☐ No 2 ☐ DK	2120 1 ☐ Yes 3 ☐ No 2 ☐ DK	2129 1 ☐ Yes 3 ☐ No
c. Air quality	2112 1 ☐ Yes 3 ☐ No 2 ☐ DK	2121 1 ☐ Yes 3 ☐ No 2 ☐ DK	2130 1 ☐ Yes 3 ☐ No
d. Wildlife, including threatened or endangered species	2113 1 ☐ Yes 3 ☐ No 2 ☐ DK	2122 1 ☐ Yes 3 ☐ No 2 ☐ DK	2131 1 ☐ Yes 3 ☐ No
e. Water quantity	2114 1 ☐ Yes 3 ☐ No 2 ☐ DK	2123 1 ☐ Yes 3 ☐ No 2 ☐ DK	2132 1 ☐ Yes 3 ☐ No
f. Wetlands	2115 1 ☐ Yes 3 ☐ No 2 ☐ DK	2124 1 ☐ Yes 3 ☐ No 2 ☐ DK	2133 1 ☐ Yes 3 ☐ No
g. Soil, including erosion	2116 1 ☐ Yes 3 ☐ No 2 ☐ DK	2125 1 ☐ Yes 3 ☐ No 2 ☐ DK	2134 1 ☐ Yes 3 ☐ No
h. Land use restrictions	2117 1 ☐ Yes 3 ☐ No 2 ☐ DK	2126 1 ☐ Yes 3 ☐ No 2 ☐ DK	2135 1 ☐ Yes 3 ☐ No
i. Other, specify ☐	2118 1 ☐ Yes 3 ☐ No 2 ☐ DK	2127 1 ☐ Yes 3 ☐ No 2 ☐ DK	2136 1 ☐ Yes 3 ☐ No

Technology and Internet Use

18. At any time during 2019, did this operation have internet access, either on the operation or at a producer's residence?

4645 1 ☐ **Yes** – Report the type of service that was used to access the internet. Mark all that apply:

4647 ☐ Dial-up

4649 ☐ Cable modem

4651 ☐ Mobile internet service for a cell phone or other device (tablet, iPad, etc.)

4653 ☐ Don't know

4648 ☐ DSL

4650 ☐ Fiber-optic

4652 ☐ Satellite

4654 ☐ Other, specify below ☐

3 ☐ **No**

4655

19. Did you use GPS in your on-farm production activities in 2019? 1239 1 ☐ Yes 3 ☐ No



a. If yes, please list technology used:

2439



SECTION B ACREAGE, PRODUCTION, and CASH SALES

1. Were any crops harvested from this operation or did this operation receive any income from these crops in 2019? *(Include your landlord's share and crops grown under contract. Exclude crops grown on land rented to others.)*

0104

1 ☐ **Yes - Continue**3 ☐ **No - Go to Item 3**

2. Report the acreage and production of crops harvested from this operation in 2019. Report quantity harvested in the unit specified, by crop. For income received from cash sales in 2019, report the dollar amount this operation received from any year's production after subtracting marketing expenses. *(Exclude contract sales or removals and landlord's share of sales in column 5.)*

1 CROP	2 How many acres were HARVESTED?		3 What was the total production? <i>(Include landlord share and amount used on operation.)</i>	4 How much of this operation's share of the total production was (will be) used on this operation for feed, seed, etc.?		5 How much was received in Cash Sales from any year's production? <i>(Exclude contract sales and landlord's share.)</i>	
	(Acres)		(Total Amount)	(Amount Used on Operation)		(Dollars)	
FIELD CROPS							
Corn for grain.	0105		0106	Bu.	0107	Bu.	0108 \$.00
Corn for silage or greenchop	0109		0110	Tons	0111	Tons	0112 \$.00
Cotton, all types.	0113		0114	Lbs.			0116 \$.00
Peanuts	0117		0118	Lbs.	0119	Lbs.	0120 \$.00
Potatoes <i>(report sweet potatoes in all other crops)</i>	0121	Acres Tents	0122	Cwt.	0123	Cwt.	0124 \$.00
Rice	0125		0126	Cwt.	0127	Cwt.	0128 \$.00
Sorghum for grain or seed	0129		0130	Bu.	0131	Bu.	0132 \$.00
Sorghum for silage.	0133		0134	Tons	0135	Tons	0136 \$.00
Soybeans.	0137		0138	Bu.	0139	Bu.	0140 \$.00
Tobacco, all types	0141	Acres Tents	0142	Lbs.			0144 \$.00
SMALL GRAINS							
Barley for grain or seed	0145		0146	Bu.	0147	Bu.	0148 \$.00
Oats for grain or seed	0149		0150	Bu.	0151	Bu.	0152 \$.00
Wheat, all types, for grain or seed	0153		0154	Bu.	0155	Bu.	0156 \$.00
DRY HAY CROPS							
Hay, dry, alfalfa and alfalfa mixtures	0157		0158	Tons	0159	Tons	0160 \$.00
Hay, dry, all others.	0161		0162	Tons	0163	Tons	0164 \$.00
OTHER CROPS							
Canola	0165		0166	Lbs.	0167	Lbs.	0168 \$.00
Other oilseeds	0169		0170	Lbs.	0171	Lbs.	0172 \$.00
Sugarcane or sugarbeets.	0173		0174	Tons	0175	Tons	0176 \$.00
Dry edible beans/peas/lentils	0177						0185 \$.00
Vegetables for processing	0178						0186 \$.00
All other vegetables and melons <i>(Exclude vegetables grown under glass or other protection.)</i>	0179						0187 \$.00
Fruits, nuts, and berries <i>(Include citrus.)</i>	0180		SQUARE FEET UNDER glass or other protection	ACRES in the OPEN	Tents		0188 \$.00
Nursery and greenhouse crops <i>(Include Christmas trees.)</i>			0191		0192		0189 \$.00
All other crops not listed above <i>(Include sweet potatoes.)</i>	0182						0190 \$.00



3. If your operation owned unsold crops and stored them post-harvest at any point in 2019, regardless of storage location, report the following: (Exclude crops produced under a marketing contract)

CROP	What was the total quantity of unsold stored commodity in 2019, regardless of storage location?		Was any portion of the unsold stored commodity used as collateral for a loan?		Which policies were used to insure losses for any portion of the unsold stored commodity post-harvest?			
	Amount	Unit	Yes	No	Property	Other	No Insurance	Don't Know
Corn	2760	Bu.	2761	1 ☐ 3 ☐	2762	1 ☐ 2 ☐ 3 ☐ 4 ☐		
Cotton	2763	Lbs.	2764	1 ☐ 3 ☐	2765	1 ☐ 2 ☐ 3 ☐ 4 ☐		
Rice	2766	Cwt.	2767	1 ☐ 3 ☐	2768	1 ☐ 2 ☐ 3 ☐ 4 ☐		
Soybeans	2769	Bu.	2770	1 ☐ 3 ☐	2771	1 ☐ 2 ☐ 3 ☐ 4 ☐		
Wheat	2772	Bu.	2773	1 ☐ 3 ☐	2774	1 ☐ 2 ☐ 3 ☐ 4 ☐		
Others (please specify)								
	2775		2776	1 ☐ 3 ☐	2777	1 ☐ 2 ☐ 3 ☐ 4 ☐		

4. Did this operation purchase any of the following crop or forage insurance policies for the 2019 crop year?

	If Yes,  list the total acres insured under specified policies		Total Acres Insured (Acres)
	Yes	No	
a. Single-peril or named-peril policies that cover a specific activity or event such as replant, crop hail, freeze, etc.	2631	1 ☐ 3 ☐	2632
b. Multi-peril revenue or yield protection policies for one or more crops	2652	1 ☐ 3 ☐	2653
c. Multi-peril Whole Farm Revenue Protection (WFRP)	2639	1 ☐ 3 ☐	2640
d. Multi-peril indexed insurance for grazing lands	2641	1 ☐ 3 ☐	2642

5. Please indicate the number of base acres operated by the farm that were enrolled in Agricultural Risk Coverage (ARC) or Price Loss Coverage (PLC) program by commodity for the 2018 and 2019 crop years.

Crop	2019 Base Acres		2018 Base Acres	
	Enrolled in PLC (Acres)	Enrolled in ARC (Acres)	Enrolled in PLC (Acres)	Enrolled in ARC (Acres)
Corn	1504	2850	2851	2852
Soybeans	1524	2853	2854	2855
Wheat	1534	2856	2857	2858
Cotton/Generic	1544	2859	2860	2861
Rice	2874	2862	2863	2864
Peanuts	2865	2866	2867	2868
All other	1594	2869	2870	2871



SECTION C LIVESTOCK INVENTORY, NUMBER SOLD/REMOVED, and CASH SALES

1. Were there any livestock or poultry on this operation for which you made day to day decisions in 2019 (regardless of ownership) or did this operation receive any income from livestock, poultry, or livestock products in 2019? (**Include** your landlord's share & livestock/poultry grown for others on a contract basis. **Exclude** livestock/poultry grown or fed by someone else on a custom or contractual basis.)

0247

1 ☐ **Yes - Continue**3 ☐ **No - Go to Section D**

2. Report the total number of livestock, poultry, and livestock products, by type. For income received in 2019, report the total dollars this operation received from cash sales after subtracting marketing expenses. (**Exclude** contract sales or removals and landlord's share of sales in column 5.)

1 LIVESTOCK	INVENTORY		SALES	
	2 On Dec. 31, 2019, how many [column 1] regardless of ownership were on hand? (Number)	3 On Dec. 31, 2019, how many [column 1] were owned by this operation? (Number)	4 What was the total number of [column 1] sold or removed in 2019? (Number)	5 How much was received in Cash Sales of [column 1] from any year's production in 2019? (Exclude marketing contract sales.) (Dollars)
a. Beef cows (Include beef heifers that have calved. Exclude heifers that have not calved, steers, calves, and bulls.)	0255	0256	0254	1254 \$.00
b. Milk cows, including any dry cows (Exclude any heifers not yet freshened.)	0258	0259	0257	1258 \$.00
c. Other cattle and calves (Include fed cattle, beef and dairy cull animals, stockers and feeders, veal calves, etc.)	0252	0253	0251	1251 \$.00
d. Total cattle and calves (Items a + b + c)	0261	0295	0260	1295 \$.00
(i) Of the total (row d, col. 5) dollars, how much was for breeding stock ? ^{1/}				0512 \$.00
(ii) Recognized gain/loss on sale of breeding stock . (If a loss was incurred, indicate with a negative sign)				0535 \$.00
e. Total milk sold in 2019 (report in cwt)			0270 Cwt	0510 \$.00
(i) Of the total (row e, col. 4) cwt, how much was certified organic milk?			1528 Cwt	1298 \$.00
f. All hogs and pigs	0263	0296	0262	1296 \$.00
(i) Of the total (row f, col. 5) dollars, how much was for breeding stock ? ^{1/}				0509 \$.00
(ii) Recognized gain/loss on sale of breeding stock . (If a loss was incurred, indicate with a negative sign)				0533 \$.00
g. All layers and pullets, including table and hatching	0249	0250	0248	0526 \$.00
(i) All eggs, including hatching eggs (report in dozens)			0266 Doz	0514 \$.00
h. Turkeys.	0269	0298	0268	0515 \$.00
i. Broilers	0265	0297	0264	0513 \$.00
j. Other Poultry (Include other chickens, ducks, emus, geese, hatchlings, ostriches, pigeons, pheasants, quail, poultry products, etc.)	0275	0299	0274	0516 \$.00
k. Other animals and other animal products (Include sheep, goats, & their products (wool, mohair, & goat milk); horses, ponies, mules, burros, & donkeys; aquaculture; bees & honey; semen & embryo sales).	0273	1273	0272	0517 \$.00
(i) Of the total (row k, col. 5) dollars, how much was for breeding stock ? ^{1/}				0528 \$.00
(ii) Recognized gain/loss on sale of breeding stock . (If a loss was incurred, indicate with a negative sign)				0534 \$.00

^{1/} Report breeding and non-breeding stock as defined on Tax form 1040F and form 4797.



SECTION D OTHER OPERATIONS GROWING, FEEDING, or RAISING LIVESTOCK FOR THIS OPERATION

1. In 2019, did any OTHER operations grow, feed, or raise livestock or poultry owned by this operation under a contract agreement where you are the contractor?

0271

1

☐

Yes - Continue

3

☐

No - Go to Section E

1 What livestock or poultry were being raised or fed for this operation? [List type below.]	2 Commodity Code Office Use Only (Code)	3 What was the market value of [type] on hand on contractee operations on Jan. 1, 2019? (Dollars)	4 What was the estimated market value (at placement) of [type] placed under contract DURING 2019? (Dollars)	5 How much was paid to contractees for labor, management, and reimbursement for expenses? (Dollars)	6 How much were the GROSS receipts from [type] sold or removed under this contract? (Dollars)	7 On Dec. 31, 2019 what was the market value of unsold [type] remaining under contract? (Dollars)
	0277	0278	0279	0280	0281	0282
	0283	0284	0285	0286	0287	0288
	0289	0290	0291	0292	0293	0294

SECTION E MARKETING and PRODUCTION CONTRACTS and DIRECT SALES

1. Did this operation have **marketing** or **production** contracts for any commodities delivered¹ in 2019? (A **marketing contract** is a verbal or written agreement reached before harvest of a crop or before completion of a livestock production stage, setting a price or pricing formula and market for the commodity. A **production contract** is an agreement setting terms, conditions, and fees to be paid by the contractor to the operation for the production of crops, livestock, or poultry.)

3991

1

☐

Yes - Continue

3

☐

No - Go to Item 3

2. Report the commodities delivered in 2019 through **marketing** or **production** contract(s). List the quantities delivered and the final price/fee received. (**Include** the quantity delivered or removed under contract. **Exclude** money received from contractors as reimbursement for expenses. **Exclude** landlord shares (report in SECTION A) and marketing charges (report in SECTION H, Item 34).)

1 What commodities did this operation have MARKETING or PRODUCTION contracts for in 2019? [Write in commodities]	2 Commodity Code Office Use Only (Code)	3 Marketing or Production Contract? Marketing=1 Production=2	4 Quantity of this commodity delivered through this contract? (Exclude landlord's share.)	5 Unit Code (from list below) (Code)	6 What was (will be) the FINAL PRICE/FEE RECEIVED per unit by this operation for this commodity delivered under this contract? (Dollars & Cents)	7 What was the total dollar amount received in 2019 from this contract? (Total Dollars)
Commodity example	0000	0000	1	0000	10000	0000 04 0000 \$ 3 . 75 0000 \$ 37500 .00
	3927	3550	3928	3929	3930	\$. 3931 \$.00
	3932	3551	3933	3934	3935	\$. 3936 \$.00
	3937	3552	3938	3939	3940	\$. 3941 \$.00
	3942	3553	3943	3944	3945	\$. 3946 \$.00
	3947	3554	3948	3949	3950	\$. 3951 \$.00
	3952	3555	3953	3954	3959	\$. 3960 \$.00
	3961	3556	3962	3963	3964	\$. 3965 \$.00
	3966	3557	3967	3968	3969	\$. 3970 \$.00
	3971	3558	3972	3973	3974	\$. 3975 \$.00
	3976	3559	3977	3978	3979	\$. 3980 \$.00
	3981	3560	3982	3983	3984	\$. 3985 \$.00
	3986	3561	3987	3988	3989	\$. 3990 \$.00

If more space is needed, please use a separate sheet of paper.

^{1/} "Delivered" includes commodities for which partial payment was made even if not physically delivered by December 31, 2019.

Unit	Code	Unit	Code	Unit	Code	Unit	Code
Pound	01	Bin	05	Dozen	09	Barrel	20
CWT	02	Box	06	Flat	10	Acre	22
Ton	03	Bale	07	Head / Bird	11	Animal Space	39
Bushels	04	Carton	08	Plant / Pot	13	Kilogram	40



DIRECT SALES

3. During 2019, did you produce, raise, or grow any commodities for human consumption that this operation sold directly to
- a. Individual consumers? (*Include sales from roadside stands, farmers markets; pick your own, door to door, Community Supported Agriculture (CSAs). Exclude nonedible products such as Christmas trees and flowers, nursery products, craft items, and processed products such as jellies, sausages, and hams.*) 1151 1 ☐ Yes 3 ☐ No
- b. Retail outlets and regional distributors that sold directly to individual consumers? (*Include restaurants, grocers, food hubs, and other local food aggregators.*) 1152 1 ☐ Yes 3 ☐ No
- c. Institutions such as schools and hospitals that provide dining services to consumers? 1153 1 ☐ Yes 3 ☐ No

[If you answered YES to 3a, 3b, or 3c, continue; otherwise go to Section F.]

4. In 2019, how much was received for the cash market, open market, or marketing contract sales of [column] sold: (*Exclude non-edible products such as Christmas trees and flowers, craft items, and processed products such as jellies, sausages, and hams. Exclude commodities produced under production contracts.*)

Crop Products and Commodities (Dollars)	Livestock Products and Livestock Commodities (Dollars)
1154	1159
\$.00	\$.00
1155	1160
\$.00	\$.00
1156	1161
\$.00	\$.00
1157	1162
\$.00	\$.00
1158	1163
\$.00	\$.00

- a. directly to consumers at farmers markets?
- b. directly to individual consumers from on-farm stores, u-pick, road-side stands, Community Supported Agriculture (CSAs)? . . .
- c. to local retail outlets such as a restaurant or grocery store that sold directly to individual consumers?
- d. to a regional distributor such as a food hub or an internet aggregator that sold directly to individual consumers?
- e. to a local institutional outlet such as a school, hospital, or other business that provided dining services to consumers? . . .

SECTION F ACCOUNTS RECEIVABLE & DEFERRED PAYMENTS

1. For each item below, report income received or the amount owed to the operation on the dates specified. (*Include cash sales, marketing contract sales, and production contract removals. Exclude crops in storage and not yet sold.*)

[NOTE: Crops in storage and not sold as of the reference date should be reported in Section I, Item 3a.]

- | | None | Dollars |
|---|--------------------------|-----------------------------|
| a. On January 1, 2019, what was the total dollar amount owed to this operation for all commodities produced and sold (<i>cash or contract</i>) before January 1, 2019? . . 0885 | ☐ | \$ <input type="text"/> .00 |
| (i) How much did this operation receive from Item 1a during 2019? 0875 | ☐ | \$ <input type="text"/> .00 |
| b. What was the total dollar amount owed to this operation on December 31, 2019, for all commodities produced, sold (<i>cash or contract</i>), delivered, or removed under contract in 2019 and earlier years? 0886 | ☐ | \$ <input type="text"/> .00 |

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SECTION G GOVERNMENT PAYMENTS & OTHER FARM RELATED INCOME

1. In 2019, did this operation receive or repay any Commodity Credit Corporation (CCC) loans?

0560

1 ☐ **Yes - Continue**3 ☐ **No - Go to Item 2**

None

Dollars

- a. In 2019, how much was received for all commodities placed under CCC loans? . . . 0518 ☐

\$.00

- b. In 2019, what was the amount spent to repay all CCC loans?

(**Exclude** interest, storage, and service fees.) 0519 ☐

\$.00

2. In 2019, did this operation receive Federal, State or local farm program payments? (**Include** government payments received through a cooperative. **Exclude** CCC loan payments.)

0563

1 ☐ **Yes - Continue**3 ☐ **No - Go to Item 3**

None

Dollars

- a. In 2019, how much was received in Loan Deficiency Payments (LDPs), and Marketing Loan Gains (MLGs)? (**Include** government payments received through a cooperative.) 0529 ☐

\$.00

- b. In 2019, how many acres were enrolled and how much was received from each of the following programs?

None

Acres

Dollars

- (i) Conservation Reserve Program (CRP) 0565 ☐

0538 \$.00

- (ii) Environmental Quality Incentives Program (EQIP) 0543 ☐

0540 \$.00

- (iii) Conservation Stewardship Program (CSP) . . . 0567 ☐

0566 \$.00

- (iv) All other U.S. Federal conservation programs . . 0544 ☐

0541 \$.00

- c. In 2019, how much was received from each of the following programs?

None

Dollars

- (i) Market Facilitation Program payments (tariff off-set payments)? 2649 ☐

\$.00

- (ii) Price Loss Coverage (PLC) program? (**Include** government payments received through a cooperative.) 0464 ☐

\$.00

- (iii) Agricultural Risk Coverage (ARC) program? (**Include** government payments received through a cooperative.) 1493 ☐

\$.00

- (iv) Dairy Margin Coverage (DMC) program including any refunds from the Margin Protection Program for Dairy Producers (MPP-Dairy)? 2211 ☐

\$.00

- (v) Agricultural disaster payments? (**Include** all disaster assistance programs such as Livestock Forage Disaster Program (LFP), market loss assistance programs, Reimbursement Transportation Cost Payment Program (RTCP). **Exclude** Federal crop, dairy, and livestock insurance and other indemnity payments.) 0537 ☐

\$.00

- (vi) All other Federal, State, or local program payments? 0545 ☐

\$.00

OTHER FARM RELATED INCOME

3. In 2019, what was the total income received by you (the producer) and all partners for:

	None	Dollars
a. custom work, machine hire, and other agricultural services provided by this operation for farmers and others? (Exclude if this is a separate business.) 0546	☐	\$.00
b. grazing of livestock? (Include payments for livestock pastured on a per-head basis, per-month basis, AUM basis, etc. Exclude contract arrangements previously reported.) . . . 0547	☐	\$.00
c. sales of all forest products? (Include firewood, timber, etc. Exclude maple syrup and Christmas trees.) 0549	☐	\$.00
d. sales of farm machinery and vehicles? (Include farm share only) 0550	☐	\$.00
e. all insurance indemnity payments? (Include indemnity payments for all Federal and other crop and livestock insurance, casualty insurance, hail insurance, vehicles and equipment and blanket insurance policies. Include indemnities received on the producer's dwelling, if owned by the operation) 1494	☐	\$.00
(i) Of the (Item 3e) dollars, how much was received for Federal crop and livestock insurance? 0552	☐	\$.00
f. cooperative patronage dividends and refunds? 0554	☐	\$.00
g. income from royalties or leases associated with energy production (e.g. natural gas, oil, and wind turbines)? 0555	☐	\$.00
h. proceeds from sales of farmland and other farm real estate owned by this operation only? 0558	☐	\$.00
(i) What was the recognized gain/loss on the (Item 3h) sales of farmland and other farm real estate? (If a loss was incurred, please indicate with a negative sign). . . 0559	☐	\$.00

(ii) How many acres were sold? 0561

i. all other farm related sources of income?

Include:

- allotment or quota leases;
- animal boarding;
- sales of poultry litter and manure;
- income from recreational activities such as hunting, fishing, tourism, etc.;
- State fuel tax refunds, tax refunds, real estate tax rebates for land preservation;
- refunds of marketing expenses;
- renting or leasing of livestock or machinery;
- sales of value-added goods such as cheese, cider, jams, etc. if these are not part of a separate business;
- hedging profits and losses and if a loss was incurred, please indicate with a negative sign;
- earned interest from farm business-owned financial accounts (**Exclude** income from household-owned financial accounts) 0556

None	Dollars
☐	\$.00

4. In 2019, did the largest portion of this operation's total gross value of sales come from crops or livestock? (If the operation had no sales in 2019, choose crops if the value of cropland on the operation exceeds the value of any livestock on the operation in 2019. Otherwise, choose livestock).

0562 ¹ ☐ CROP ² ☐ LIVESTOCK



SECTION H OPERATING & CAPITAL EXPENDITURES

In 2019, how much was spent for each item by the PRODUCER(S) and PARTNER(S): (*Include* only expenses related to this operation. *Exclude* expenses NOT related to this farm/ranch; expenses of performing custom work FOR others, if this is a separate business; and expenses on land rented to others.)

OPERATING EXPENSES in 2019

		None	Dollars	
1. seeds, sets, plants, seed cleaning and treatments, transplants, trees and nursery stock? (<i>Include</i> technology or other fees, seed treatments, and seed cleaning cost. <i>Exclude</i> items purchased for resale without additional growth.)	0600	☐	\$	.00
2. nutrients, fertilizer, lime, and soil conditioners? (<i>Include</i> cost of custom application and organic materials. <i>Exclude</i> potting mixes, vermiculite, and sterilized soil.)	0606	☐	\$	.00
3. agricultural chemicals and biocontrols for crops, livestock, poultry, and general farm use? (<i>Include</i> biological pest controls and custom application costs.)	0612	☐	\$	.00
4. livestock purchases of –				
a. breeding stock for beef cattle, dairy cattle, hogs and sheep?	0621	☐	\$	.00
b. other cattle, calves, hogs and pigs? [<i>Report other sheep in Item 4d.</i>]	0624	☐	\$	.00
c. chickens and turkeys? [<i>Report ducks and game birds in Item 4d.</i>]	0627	☐	\$	.00
d. other livestock and poultry? (<i>Include</i> other sheep, lambs, bees, brood fish, fingerlings, eggs for hatching, goats, etc.)	0630	☐	\$	.00
5. leasing of livestock? (<i>Include</i> bees, bulls, dairy cattle, etc.)	0633	☐	\$	.00
6. purchased feed for livestock and poultry? (<i>Include</i> grain, hay, silage, mixed feeds, concentrates, etc.)	0636	☐	\$	.00
7. bedding and litter for livestock?	0639	☐	\$	.00
8. medical supplies, veterinary and custom services for livestock?	0642	☐	\$	.00
9. purchases for the farm business of –				
a. all fuels, oils and lubricants? (<i>total of 9a(i) through 9a(vi) must equal Item 9a</i>)	0663	☐	\$	.00
(i) diesel fuel? (<i>Include</i> biodiesel.)	0645	☐	\$	.00
(ii) gasoline and gasohol? (<i>Include</i> ethanol blends.)	0648	☐	\$	.00
(iii) natural gas?	0651	☐	\$	.00
(iv) LP gas (<i>propane, butane</i>)?	0654	☐	\$	.00
(v) oils and lubricants? (<i>Include</i> grease, hydraulic fluids, motor oils, transmission fluids, etc.)	0657	☐	\$	.00
(vi) all other fuel? (<i>Include</i> coal, fuel oil, kerosene, wood, etc.)	0660	☐	\$	.00
10. electricity for the farm business?	0675	☐	\$	.00
11. purchased water for irrigation? (<i>Include</i> irrigation assessments and fees.)	0696	☐	\$	.00
12. all other utilities, such as the farm share of telephone service, water purchased other than for irrigation, and Internet access?	0872	☐	\$	.00
13. farm supplies, marketing containers, hand tools and farm shop power equipment?	0702	☐	\$	.00
14. repairs, parts and accessories for motor vehicles, machinery and farm equipment?	0708	☐	\$	.00
15. maintenance and repair for the upkeep of all farm buildings, houses other than the producer's, land improvements, and all other farm/ranch improvements?	0714	☐	\$	.00
16. maintenance and repair of the producer's house if it was owned by the operation?	0726	☐	\$	.00
17. fees and any buy-up coverage for the Dairy Margin Coverage Program, including the \$100 administrative fee?	2702	☐	\$	.00
18. insurance for the farm business?	0729	☐	\$	.00
a. Of the (Item 18) dollars, how much was for Federal crop insurance?	0732	☐	\$	.00



(Continued) In 2019, how much was spent for each item by the PRODUCER(S) and PARTNER(S):

	None	Dollars
19. interest and fees paid on debts —		
a. secured by real estate? (<i>Include interest paid on the producer's dwelling, if owned by the operation.</i>) 0738	☐	\$.00
b. not secured by real estate? (<i>Include service fees on CCC loan redemptions.</i>) 0741	☐	\$.00
20. property taxes paid on —		
a. real estate (land and buildings)? 0744	☐	\$.00
b. livestock, machinery, and other farm production items? 0747	☐	\$.00
21. renting or leasing of tractors, vehicles, equipment or storage structures? 0750	☐	\$.00
22. vehicle registration and licensing fees? 0753	☐	\$.00
23. depreciation expense claimed by this operation in 2019 for all capital assets? 0756	☐	\$.00
a. Of the (Item 23) dollars, how much was claimed for breeding livestock? 0757	☐	\$.00

The following table applies to items 24 and 25

Include	Exclude
• Cash wages • Incentives and bonuses • Payments to corporate officers and family members, including yourself and other producers if they received a wage	• Draws by individual producers and partners • Wages paid for custom labor or contract work • Payments to pensions or retirement plans • Social Security on owner/producer
	Employer's share of: • Social Security and unemployment taxes • Health and life insurance • Worker's compensation

	None	Dollars
24. CASH WAGES paid to hired farm and ranch labor? 0758	☐	\$.00
25. Of the (Item 24) dollars, how much salary or wage was paid to — (<i>total 25a + 25b + 25c + 25d + 25e must equal Item 24</i>)		
a. you (<i>the principal producer</i>)? 0764	☐	\$.00
b. your (<i>the principal producer's</i>) spouse? (<i>Even if your spouse is a producer, include his/her wages here.</i>) 0767	☐	\$.00
c. other members of your (<i>the producer's</i>) household? (<i>Even if your other household members are producers, include their wages here.</i>) 0574	☐	\$.00
d. other producers (<i>outside the producer's household</i>)? (<i>Those persons responsible for the day-to-day management decisions for this operation.</i>) 0770	☐	\$.00
e. all other paid farm and ranch labor? 0773	☐	\$.00
26. payroll taxes for hired labor? (<i>Include any amounts the farm paid for farm workers that are part of your (the producer's) household.</i>) 0705	☐	\$.00
27. benefits for hired labor? (<i>Include employer's share of health insurance, pension or retirement plans, Worker's Compensation, etc.</i>) 0915	☐	\$.00
28. contract labor? (<i>contract workers are paid by a crew leader, contractor, buyer, processor, cooperative or other person who has an oral or written agreement with a farmer/rancher</i>) 0782	☐	\$.00
29. custom work such as — (<i>Custom work is work performed by machines & labor hired as a unit.</i>)		
a. hauling? (<i>Include all custom grain, livestock, milk, manure, and other custom hauling.</i>) 0776	☐	\$.00
b. all other custom work done on this operation? (<i>Report custom livestock services in Item 8.</i>) 0791	☐	\$.00
30. The cash value of all commodities and NON-CASH PAYMENTS for farm work provided to:		
a. workers who were members of your (<i>the producer's</i>) household? (<i>Include value of a percentage of crops, calves, etc. Exclude producer payments or draws.</i>) 0797	☐	\$.00
b. workers who were NOT members of your (<i>the producer's</i>) household? (<i>Include value of a percentage of crops, calves, etc. Exclude producer payments or draws.</i>) 0798	☐	\$.00
31. The market value of commodities produced and used on this operation for home consumption? 0799	☐	\$.00
a. What percent of the (Item 31) dollars was for livestock and livestock products? 0800	☐	%
32. professional or farm management services such as record keeping, accounting, tax and business planning, farm product advice, conservation practices, etc.? 0801	☐	\$.00



(Continued) In 2019, how much was spent for each item by the PRODUCER(S) and PARTNER(S):

33. general business expenses? **(Include legal fees, permits, postage/shipping, advertising, other program fees, etc.)** Specify General Business Expenses & Amounts:

None

Dollars

... 0804

☐
 \$.00

34. Marketing and storage expenses incurred by this operation? **(Include check-off, commissions, storage, inspection, ginning, etc. Include marketing expenses for contract sales.)** 0868

☐
 \$.00
CAPITAL EXPENSES in 2019

35. improvements on land such as land preparation, irrigation improvements, well drilling, ponds, feedlots, trench silos, lagoons, new fences, etc.? 0807

☐
 \$.00

36. new construction and remodeling of dwellings, barns, buildings, hog houses, poultry houses, milk barns, storage facilities, sheds, silos, etc.? 0810

☐
 \$.00

37. new construction or remodeling of the producer's dwelling, if owned by the operation? 0813

☐
 \$.00

For Items 38 through 45, report the **TOTAL NET COST** (after deducting the value of trade-ins, rebates & discounts) of the following items purchased in 2019 for the farm/ranch:

None

Percent for farm/ranch use	
	%

Dollars

38. Cars – **(Include new and used.)** 0817

☐

0816

 \$.00

39. Trucks – **(Include new and used trucks, pickups, sport utility vehicles, vans, campers and buses.)** 0819

☐

0818

 \$.00

None

40. Tractors – **(Include new and used.)** 0820

☐
 \$.00

41. Self-propelled equipment – **(Include implements and self-propelled equipment for livestock, dairy, or poultry production. Exclude tractors.)** 0821

☐
 \$.00

42. Other farm machinery, non-self-propelled farm equipment, pumps, and capital equipment for crop or livestock production. **(Include farm share only.)** 0822

☐
 \$.00

43. Office equipment, furniture, and computers that were placed on a depreciation schedule. 0823

☐
 \$.00

None

Acres

Dollars

44. Farmland and other farm real estate for expanding this operation 0802

☐

0803

 \$.00

45. All other capital expenditures. **(Include ATVs, and all other capital expenditures that were placed on a depreciation schedule.)** Specify Other Capital Expenditures & Amounts:

None

... 0824

☐
 \$.00

46. What other expenses did this operation have in 2019 that have not been recorded? **(Include potting soil.)** Specify Other Expenses & Amounts:

... 0825

☐
 \$.00

[NOTE: If land rented from others reported in Section A, Land in Farm, please continue to Question 47. If no land rented from others, please go to Section I, Farm Assets.]

In 2019, how much was spent for each item by the operation's LANDLORD(S):**OPERATING EXPENSES in 2019**

47. seeds, sets, plants, seed cleaning and treatments, transplants, trees and nursery stock? **(Include technology or other fees, seed treatments, and seed cleaning cost. Exclude items purchased for resale without additional growth.)** 0601

None

Dollars

☐
 \$.00

48. nutrients, fertilizer, lime, and soil conditioners? **(Include cost of custom application and organic materials. Exclude potting mixes, vermiculite, and sterilized soil.)** 0607

☐
 \$.00

49. agricultural chemicals and biocontrols for crops, livestock, poultry, and general farm use? **(Include biological pest controls and custom application costs.)** 0613

☐
 \$.00

a. Of the (Item 48) dollars, how much was only for custom application? **(Include cost of chemicals used for custom application.)** 0619

☐
 \$.00

50. property taxes on real estate (land and buildings)? **(Include real estate taxes on the producer's dwelling, if owned by the operation.)** 0745

☐
 \$.00

51. Marketing and storage expenses incurred by this operation? **(Include check-off, commissions, storage, inspection, ginning, etc. Include marketing expenses for contract sales.)** 0869

☐
 \$.00

2668

52. All other landlord expenses → Please specify.

2669

☐
 \$.00


SECTION I FARM ASSETS

1. What was the MARKET VALUE of the following assets OWNED by this operation on December 31, 2019:
(**Include** owned assets on rented land.)

	None	Dollars
a. farm producer's dwelling, if owned by the operation ? (<i>Owned by the operation means the house is recorded as an asset in farm record books or deeded as part of the farm.</i>) 0850	☐	\$.00
b. all other dwellings? 0851	☐	\$.00
c. all other farm buildings and structures? (Include barns and other livestock facilities, cribs, grain bins, greenhouses, silos, storage sheds, fences, corrals, etc.) 0852	☐	\$.00
d. orchard trees and vines, nursery trees, and trees grown for woody crops? 0853	☐	\$.00
e. oil, gas, and mineral rights 7101	☐	\$.00
f. land? (Include land rented to others. Exclude houses, buildings, orchard trees and vines, and trees grown for woody crops.) 0854	☐	\$.00

2. What was the ESTIMATED MARKET VALUE of the following on December 31, 2019:

a. trucks and cars owned by the operation? (Include farm share only). 0882	☐	\$.00
b. tractors, machinery, tools, equipment and implements owned by the operation? 0883	☐	\$.00
c. stock in farm cooperatives and the Farm Credit System? 0884	☐	\$.00

For each item below, report the MARKET VALUE(S) of the assets owned by the operation on the dates specified.

3. What was the ESTIMATED MARKET VALUE for the farm share of [item] on —

	None	Beginning of Year JAN. 1, 2019? (Dollars)	End of Year DEC. 31, 2019? (Dollars)
a. crops owned and stored on or off this operation? (Include crops stored at co-op or gin warehouse, specialty crops, fruit storage, hay, silage, and nursery and greenhouse products not in the ground. Exclude trees and vines and crops under CCC loans.)	☐	0888 \$.00	0889 \$.00
b. breeding livestock owned by and located on or off this operation? (Include aquaculture, bees, cattle, equine, hogs, mink, poultry, sheep, etc., kept for breeding purposes. Exclude livestock being produced under contract on another operation (reported in Section D).)	☐	0863 \$.00	0864 \$.00
c. non-breeding livestock owned by and located on or off this operation? (Include aquaculture, bees, cattle, equine, hogs, mink, poultry, sheep, etc., kept for non-breeding purposes. Include livestock products such as honey, mohair, and wool. Exclude livestock being produced under contract on another operation (reported in Section D).)	☐	0876 \$.00	0877 \$.00
d. production inputs owned by this operation, such as processed feed, fertilizer, chemicals, fuels, parts, purchased seed and other supplies?	☐	0878 \$.00	0879 \$.00
e. production inputs already used by this operation for cover crops or crops planted but not yet mature for harvest (also known as <i>sunk costs</i>), or the value of inputs used for production contracts that have yet to be delivered?	☐	0880 \$.00	0881 \$.00

LIQUID ASSETS

4. What was the ESTIMATED MARKET VALUE of all other farm assets **not previously listed** on December 31, 2019? (**Include** money owed to this operation (except money owed from commodity sales), cash certificates of deposit, savings and checking accounts, hedging account balances, government payments due, insurance indemnity payments due, balance of land contract sales, and any other farm assets not reported earlier. **Exclude** any personal debt owed to the producer(s).) 0887

None	DEC. 31, 2019 (Dollars)
☐	\$.00



SECTION J FARM DEBT

1. Was debt used in funding the operation of this farm/ranch in 2019, including any loans obtained in earlier years? *(Include seasonal production and other loans taken and repaid during 2019.)*

1080

☐

Yes - Continue

☐

No - Go to Section K

2. What was the total amount repaid on farm business loans taken out in 2019?

None

Dollars

(Record any outstanding balances of loans taken out in 2019 in Item 3.)

(Include only seasonal production and other short term farm loans.) 0890

☐

\$.00

3. To estimate the financial position of farms correctly and their ability to service debt and to categorize debt by types, we need to list loans this operation had on December 31, 2019, including any line of credit. *(Include farm/ranch loans, debt on the producer's house if owned by the operation, and multi-purpose loans used for both farm and non-farm purposes. Exclude CCC commodity loans and any loans used exclusively for non-farm purposes.)*

Lender Codes (Column 1)		Lender Codes (Column 1) (continued)		Loan Type Codes (Column 5)	
Lender	Code	Lender	Code	Type	Code
FARM CREDIT SYSTEM	1	Contractor	9	One year or less production or other loans	1
USDA Farm Service Agency (FSA)	2	Individuals	10	Non-real estate loan more than one year	2
Small Business Administration (SBA)	3	Credit Union	11	Real estate loans more than one year	
State & county government lending agencies	4	Any other lenders	12	<i>excluding</i> producer's house	3
Savings and loan associations, residential		Credit cards	13	Real estate loan more than one year only	
mortgage lenders	5	Other debts (such as unpaid bills, etc.)	14	for the producer's house	4
Commercial banks	6				
Life insurance companies	7				
Trade credit, including input suppliers, implement					
dealer, co-ops and other merchants	8				

1 Who is the lender? [From Lender Codes Above.] (Code)	2 What was the balance owed on January 1, 2019 including outstanding principal plus unpaid interest? (Dollars)	3 What was the balance owed on Dec. 31, 2019 including outstanding principal plus unpaid interest? (Dollars)	4 What was the interest rate on Dec. 31, 2019? [Report in hundredths of a percent. Example: 9% = 09.00] (Percent)	5 What is the type of loan? [From Loan Type Codes Above.] (Code)	6 What year was it obtained? [For refinanced loans, report year refinanced] (Year) (YYYY)	7 What is the original term of the loan? (Number of Years)	8 What percent is for operating expenses, capital expenditures, or other expenses of the farm operation? (Percent)
1001	1050	1002	1003	1004	1005	1008	1006
	\$.00	\$.00	.				%
1010	1051	1011	1012	1013	1014	1017	1015
	\$.00	\$.00	.				%
1019	1052	1020	1021	1022	1023	1026	1024
	\$.00	\$.00	.				%
1028	1053	1029	1030	1031	1032	1035	1033
	\$.00	\$.00	.				%
1037	1054	1038	1039	1040	1041	1044	1042
	\$.00	\$.00	.				%

If more space is needed, please use a separate sheet of paper.

4. If you had farm loans in addition to the five recorded above, what is the total amount of debt from these loans owed on December 31, 2019? *(Include farm/ranch loans and debt on the producer's house if it is owned by the operation. Exclude any loans exclusively for non-farm purposes that are secured by assets of the farm/ranch.)* 1047

None

Dollars

☐

\$.00

0999
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SECTION K PERSONAL CHARACTERISTICS and FARM MANAGEMENT

1. In 2019, how many men and women were involved in decisions for this operation (include family members and hired managers)? Exclude hired workers unless they were a hired manager or family member. 1571

Men	Women
1574	

2. Answer the following questions for up to four individuals who were involved in the decisions for this operation as of **December 31, 2019**.

	Person 1	Person 2	Person 3	Person 4
	1836	4608	4609	1873
a. Full name.				
b. Is this person completing this form?	1610 1 ☐ Yes 3 ☐ No	1611 1 ☐ Yes 3 ☐ No	1612 1 ☐ Yes 3 ☐ No	1613 1 ☐ Yes 3 ☐ No
c. Sex	1926 1 ☐ Male 2 ☐ Female	1263 1 ☐ Male 2 ☐ Female	1283 1 ☐ Male 2 ☐ Female	1614 1 ☐ Male 2 ☐ Female
d. What was this person's age on December 31, 2019?	1925 age	1262 age	1282 age	1615 age
e. Is this person of Hispanic, Latino, or Spanish origin?	1927 Hispanic, Latino, or Spanish origin 1 ☐ Yes 3 ☐ No	4624 Hispanic, Latino, or Spanish origin 1 ☐ Yes 3 ☐ No	4625 Hispanic, Latino, or Spanish origin 1 ☐ Yes 3 ☐ No	1622 Hispanic, Latino, or Spanish origin 1 ☐ Yes 3 ☐ No
f. Race	Mark one or more. 2701 ☐ White 5702 ☐ Black or African American 5703 ☐ American Indian or Alaska Native. Specify tribe 2733 2705 ☐ Asian 5704 ☐ Native Hawaiian or Other Pacific Islander	Mark one or more. 4627 ☐ White 4628 ☐ Black or African American 4629 ☐ American Indian or Alaska Native. Specify tribe 4630 4631 ☐ Asian 4632 ☐ Native Hawaiian or Other Pacific Islander	Mark one or more. 4633 ☐ White 4634 ☐ Black or African American 4635 ☐ American Indian or Alaska Native. Specify tribe 4636 4637 ☐ Asian 4638 ☐ Native Hawaiian or Other Pacific Islander	Mark one or more. 1616 ☐ White 1617 ☐ Black or African American 1618 ☐ American Indian or Alaska Native. Specify tribe 1619 1620 ☐ Asian 1621 ☐ Native Hawaiian or Other Pacific Islander
g. What is the highest level of formal education this person has achieved?	Mark one answer only. 1257 1 ☐ Less than high school diploma 2 ☐ High school 3 ☐ Some college (<i>Include associates degree</i>) 4 ☐ 4-year college graduate and beyond	Mark one answer only. 4639 1 ☐ Less than high school diploma 2 ☐ High school 3 ☐ Some college (<i>Include associates degree</i>) 4 ☐ 4-year college graduate and beyond	Mark one answer only. 4640 1 ☐ Less than high school diploma 2 ☐ High school 3 ☐ Some college (<i>Include associates degree</i>) 4 ☐ 4-year college graduate and beyond	Mark one answer only. 5641 1 ☐ Less than high school diploma 2 ☐ High school 3 ☐ Some college (<i>Include associates degree</i>) 4 ☐ 4-year college graduate and beyond
h. At which occupation did this person spend the majority (50 percent or more) of his/her worktime in 2019?	1928 Mark one. 1 ☐ Farm or ranch work 2 ☐ Work other than farming or ranching	4611 Mark one. 1 ☐ Farm or ranch work 2 ☐ Work other than farming or ranching	4612 Mark one. 1 ☐ Farm or ranch work 2 ☐ Work other than farming or ranching	1623 Mark one. 1 ☐ Farm or ranch work 2 ☐ Work other than farming or ranching
i. Is this person retired from farming or ranching?	1924 1 ☐ Yes 3 ☐ No	4613 1 ☐ Yes 3 ☐ No	4614 1 ☐ Yes 3 ☐ No	1624 1 ☐ Yes 3 ☐ No



	Person 1, continued	Person 2, continued	Person 3, continued	Person 4, continued
j. In what year did this person begin to operate ANY farm operation?	2834	1261	1281	1628
	Number living in household of Person 1	Number living in household of Person 2. Enter "0" if Person 2 was counted in the previous column.	Number living in household of Person 3. Enter "0" if Person 3 was counted in a previous column.	Number living in household of Person 4. Enter "0" if Person 4 was counted in a previous column.
k. How many people lived in this person's household in 2019?	2577 number	4641 number	4642 number	1637 number

3. From the persons listed above, please select the individual who is most responsible for decisions on this operation. This person will now be referred to as the "principal producer" in this and the remaining sections.

Enter the number of the column that contains the "principal producer" you selected 1855

Person Number

4. Did the principal producer have a spouse at any point in 2019?

1205 1 ☐ **Yes - Continue** 3 ☐ **No - Go to Question 11**

5. Was this spouse listed in the columns above (Question 2)?

1856 1 ☐ **Yes** 3 ☐ **No - Go to Question 6**

➡ 5a. Enter the number of the column that contains the principal producer's spouse and **then proceed to question 11** 1857

Person Number

6. Is the principal producer's spouse of Spanish, Hispanic or Latino origin or background, such as Mexican, Cuban, or Puerto Rican, regardless of race?

1220 1 ☐ **Yes** 3 ☐ **No**

7. What is the race of the principal producer's spouse? Mark one or more.

1224 ☐ White

1218 ☐ Black or African American

1216 ☐ Asian

1222 ☐ Native Hawaiian or Other Pacific Islander

1214 ☐ American Indian or Alaska Native
Specify tribe:

Age

8. What was the spouse's age on December 31, 2019? 1206

9. What is the highest level of formal education achieved by the principal producer's spouse?

1260 1 ☐ Less than high school diploma

2 ☐ High school

3 ☐ Some college (include associate's degree)

4 ☐ 4-year college graduate and beyond

10. Was the principal producer's spouse involved in the decisions for this operation as of December 31, 2019?

1209 1 ☐ **Yes** 3 ☐ **No**

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11. On average, for each of the three-month periods during 2019, about how many hours per week (work and management time) did —

None	Jan - Mar Hours / Week	April - June Hours / Week	July - Sept Hours / Week	Oct - Dec Hours / Week
a. you (<i>the principal producer</i>) work for this farm/ranch? (Include both paid and unpaid hours)	0828	0829	0830	0831
☐				
	0480	0481	0482	0483
(i) of the hours in (a), how many were unpaid?	☐			
b. your spouse (<i>the principal producer's</i>) work for this farm/ranch? (<i>Even if your spouse is a producer, include his/her hours here. Include both paid and unpaid hours</i>).	0832	0833	0834	0835
☐				
	0580	0581	0582	0583
(i) of the hours in (b), how many were unpaid?	☐			
c. all other producers and household members work for this farm/ranch? Enter TOTAL average hours worked by all other producers and household members. (Exclude the principal producer and spouse. Include both paid and unpaid hours)	0836	0837	0838	0839
☐				
	1061	1062	1063	1064
(i) of the hours in (c), how many were unpaid?	☐			
d. all other unpaid workers not previously reported work for this farm/ranch? Enter TOTAL average hours worked by all unpaid workers. (Include volunteers and interns. Exclude custom hire and contract labor.)	0840	0841	0842	0843
☐				
e. all other paid workers not previously reported work for this farm/ranch? Enter TOTAL average hours worked by all paid workers. (Exclude custom hire and contract labor.)	0859	0860	0861	0862
☐				

(Example: If the operation had 2 hired farm workers who were not household members who averaged 40 paid hours per week during Jan-Mar, report 80 for column 1 of Item 11e.)

12. Did the principal producer, principal producer's spouse, or any other member of the household work off the farm in 2019?

2670 1 ☐ **Yes - Continue** 3 ☐ **No - Go to Item 15**

13. Over the past year, how many hours per week did each of the following people spend working outside of this farm or ranch? (**Include** time spent working for a wage or salary, or for a non-farm business. **Exclude** time spent working at another farm/ranch and time spent commuting.) —

None	Jan - Mar Hours / Week	April - June Hours / Week	July - Sept Hours / Week	Oct - Dec Hours / Week
a. You (<i>the principal producer</i>)	0488	0489	0490	0491
☐				
	0588	0589	0590	0591
b. Your spouse (<i>the principal producer's spouse</i>)				
☐				
	1069	1070	1071	1072
c. All other members of the household				
☐				

(Example: If two adult children live in the household and work off-farm, one for 40 hours/week and one for 20 hours/week, report 60 hours/week total.)



14. Why did the principal producer or principal producer's spouse work off-farm during 2019? (Check all that apply)

a. Farm operation leaves additional hours for work

Principal Producer			
2671	1	☐	Yes 3 ☐ No

Spouse			
2672	1	☐	Yes 3 ☐ No

b. Off-farm work is more lucrative

2673	1	☐	Yes 3 ☐ No
------	---	--------------------------	-----------------------------------

2674	1	☐	Yes 3 ☐ No
------	---	--------------------------	-----------------------------------

c. Off-farm work provides reliable income

2675	1	☐	Yes 3 ☐ No
------	---	--------------------------	-----------------------------------

2676	1	☐	Yes 3 ☐ No
------	---	--------------------------	-----------------------------------

d. Off-farm work provides health care benefits

2677	1	☐	Yes 3 ☐ No
------	---	--------------------------	-----------------------------------

2678	1	☐	Yes 3 ☐ No
------	---	--------------------------	-----------------------------------

e. Off-farm work provides retirement benefits

2679	1	☐	Yes 3 ☐ No
------	---	--------------------------	-----------------------------------

2680	1	☐	Yes 3 ☐ No
------	---	--------------------------	-----------------------------------

f. Low prices or low farm revenue for 2019

2681	1	☐	Yes 3 ☐ No
------	---	--------------------------	-----------------------------------

2682	1	☐	Yes 3 ☐ No
------	---	--------------------------	-----------------------------------

g. Low prices or low farm revenue expected for 2020

2683	1	☐	Yes 3 ☐ No
------	---	--------------------------	-----------------------------------

2684	1	☐	Yes 3 ☐ No
------	---	--------------------------	-----------------------------------

h. Longstanding commitment to off-farm employer

2685	1	☐	Yes 3 ☐ No
------	---	--------------------------	-----------------------------------

2686	1	☐	Yes 3 ☐ No
------	---	--------------------------	-----------------------------------

i. Other, specify: ↴

2687

2688	1	☐	Yes 3 ☐ No
------	---	--------------------------	-----------------------------------

2689	1	☐	Yes 3 ☐ No
------	---	--------------------------	-----------------------------------

FARM PLANNING & SUCCESSION

15. Do you (the principal producer) plan to retire from farm work within the next 5 years?

1171

1 ☐ Yes

3 ☐ No

2 ☐ Don't know

16. Do you have a succession plan for your farm operation?

1172

1 ☐ Yes – Continue

3 ☐ No



16a. If No – Have you attempted to create one?

1100

1 ☐ Yes 3 ☐ No

Continue to item 18

17. Is the successor in your succession plan:

a. identified?

1173

1 ☐ Yes – Continue

3 ☐ No – Go to Item 18

b. a family member?

1174

1 ☐ Yes – Continue

3 ☐ No – Continue

c. currently involved in the farming operation?

1175

1 ☐ Yes – Continue

3 ☐ No – Continue

18. Which one of the following best describes what you plan on doing with your farm operation after you retire?

1176

1 ☐ Rent the farm or ranchland to someone else.

2 ☐ Sell the farm operation including the farm or ranchland.

3 ☐ Turn management and operation of the farm over to someone else but retain **some** ownership.

4 ☐ Other - Specify:



SECTION L TYPE OF ORGANIZATION

1. In 2019, was more than 50 percent of this operation owned by one of the producers of this operation, their household, or extended family?

Select "yes" if more than 50% of the assets of this operation are owned by any of the producers, members of his/her household, and/or other persons related to him/her by blood, marriage, or adoption, including relatives not residing in your household. Consider only farm or ranch assets owned – not rented or leased – by this operation, and exclude the assets held by non-family landlords and contractors.

1249 1 ☐ **Yes** 3 ☐ **No**

Number

2. In 2019, how many people owned this operation? (**Exclude** landlords, contractors, and lending institutions holding farm debt. **Include** the principal producer if he/she has an ownership interest.) 1246

Percent

- a. What percent of the ownership interest did the principal producer and his/her household hold? (**Exclude** relatives not living in his/her household.) 1248

%

3. Was this operation organized as a Limited Liability Company (LLC) under State law?

1202 1 ☐ **Yes** 3 ☐ **No**

4. In 2019, what was this operation's legal status for tax purposes (*select only one*)?

1240 1 ☐ Family or individual operation (**Exclude** partnerships and corporations.)

2 ☐ Legal partnership operation (**Include** family partnerships.)



a. Is this partnership registered under State law? 1204 1 ☐ **Yes** 3 ☐ **No**

Number



b. How many partners are there in this operation? 1232

3 ☐ C-Corporation

4 ☐ S-Corporation

5 ☐ Other (**Include** estates, trusts, cooperatives, grazing associations, etc.)

5. In 2019, did any households, other than the principal producer's household, share in the net farm income of this business? (*Sharing can occur by receiving a share of profits/losses or, if incorporated, receiving corporate dividends.*)

1225 1 ☐ **Yes - Continue** 3 ☐ **No - Go to Item 6**

Number

- a. How many other households shared in the net income of the farm business? 0976

6. Is this operation a C-Corporation or an LLC that chose to file as a C-Corporation in 2019?

1226 1 ☐ **Yes - Continue** 3 ☐ **No - Go to Item 7**

- a. How much did the principal producer and his/her household receive in corporate dividends from this farming operation in 2019? (*If your operation is an LLC that elected to file for tax purposes as a C-Corporation, consider this as income here.*) [Skip Item 7 and proceed to Section M.] 0975

Dollars

\$.00

7. What percent of net income (whether profit or loss) were the principal producer and his/her household entitled to receive from this farming operation in 2019? (*If the operation is an LLC that elected to report income for tax purposes as a pass-through, consider this as income here.*) 0974

Percent

%

2003
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SECTION M FARM PRODUCER HOUSEHOLD – INCOME, ASSETS, & DEBT

Dollar Range	Value Code	Dollar Range	Value Code	Dollar Range	Value Code	Dollar Range	Value Code
\$0	01	\$10,000 – 14,999	10	\$80,000 – 99,999	19	\$1,000,000 – 1,499,999	28
\$1 – 499	02	\$15,000 – 19,999	11	\$100,000 – 124,999	20	\$1,500,000 – 1,999,999	29
\$500 – 999	03	\$20,000 – 24,999	12	\$125,000 – 149,999	21	\$2,000,000 – 2,999,999	30
\$1,000 – 1,999	04	\$25,000 – 29,999	13	\$150,000 – 199,999	22	\$3,000,000 – 4,999,999	31
\$2,000 – 2,999	05	\$30,000 – 34,999	14	\$200,000 – 274,999	23	\$5,000,000 – 7,499,999	32
\$3,000 – 3,999	06	\$35,000 – 39,999	15	\$275,000 – 349,999	24	\$7,500,000 – 9,999,999	33
\$4,000 – 4,999	07	\$40,000 – 49,999	16	\$350,000 – 499,999	25	\$10,000,000 and over	34
\$5,000 – 7,499	08	\$50,000 – 59,999	17	\$500,000 – 749,999	26		
\$7,500 – 9,999	09	\$60,000 – 79,999	18	\$750,000 – 999,999	27		

1. Use the **value codes** from the box above to answer the questions in Section M. (**Exclude** farm income reported earlier.) Which **value code** represents the total income received by the principal producer, spouse, and household in 2019 from –

SOURCE	PRINCIPAL PRODUCER INCOME (Value Code)		SPOUSE INCOME (Value Code)		TOTAL HOUSEHOLD INCOME (Value Code)	
	None	0950	None	0951	None	0952
a. all off-farm wages, salaries, and tips before taxes and withholdings?	☐		☐		☐	
b. net cash income from operating another farm or ranch (net of depreciation)? (if a loss was incurred, please indicate with a negative sign)	☐	0955	☐	0956	☐	0957
c. net cash income from operating any other business (net of depreciation)? (if a loss was incurred, please indicate with a negative sign)	☐	0958	☐	0959	☐	0960
d. net cash income from renting farmland to others, excluding land rented to others from this operation? (Include rental of farmland that is not part of this operation, which may include whole farms or ranches owned by household members as well as smaller parcels of land. Include cash or share-rental income. If a loss was incurred, please indicate with a negative sign.)					☐	0963
e. interest income?					☐	0969
f. dividend income?					☐	0966
g. total proceeds from the sale of farm and non-farm capital assets? (Include producer household's share only.)					☐	0978
(i) recognized gain/loss on the sale of capital assets reported above? (Item 1g) (if a loss was incurred, please indicate with a negative sign)					☐	0981
h. income from private pensions and private disability payments?					☐	0939
i. income from public sources? (Include Social Security, military and other public retirement, veteran's benefits, public disability, unemployment, or other public assistance.)					☐	0998
j. other off-farm sources of income?					☐	0993

HOUSEHOLD SPENDING – (Please see **VALUE CODES** above.)

2. Which value code from the list above represents how much this household spent in 2019 on –

	None	Value Code
a. food, including food away from home?	☐	1105
b. rent payments for principal producer's dwelling, if not owned by the household (Item 3c below) or farm business (Section I, Item 1a has a zero value)?	☐	1104
c. utilities and household supplies?	☐	1106
d. non-farm transportation for the:		
(i) renting or leasing of vehicles for household use, public transportation expenses, etc.?	☐	1107
(ii) fuel, maintenance and repairs, vehicle insurance, parking and license fees for non-farm share of vehicles?	☐	1119
e. health and medical expenses of:		
(i) health and/or dental insurance costs? (costs not covered by the farm operation or an off-farm employer)	☐	1108
(ii) out of pocket expenses for health and medical needs? (Include co-payments, co-insurance, deductibles, etc.)	☐	1112
f. contributions to personal insurance (including life, disability, and liability insurance but not including health, homeowner or vehicle insurance) and retirement plans including pensions and Social Security?	☐	1109



- | | None | Value Code |
|--|--------------------------|------------|
| g. contributions to individuals outside of the household, including alimony, child support, gifts (<i>not including bequests</i>) and charitable contributions? 1110 | ☐ | |
| h. mortgage interest for producers who live in a dwelling owned by the household and not the operation? (Exclude any parts of mortgage principal.) 1120 | ☐ | |
| i. property taxes for producers who live in a dwelling owned by the household and not the operation? 1121 | ☐ | |
| j. all other family living expenses, such as non-farm household insurance payments, clothing and personal care products and services; house furnishings and equipment, education and child (<i>or adult</i>) care, entertainment (<i>hobbies, recreation, and vacations</i>)? 1118 | ☐ | |

OFF-FARM ASSETS – (Please see **VALUE CODES** on page 22.)

3. Which value code on page 22 represents the total value of each of the following categories of off-farm assets owned by the producer and members of the producer's household on December 31, 2019, for – (**Exclude** assets of this operation, reported in Section I.)

- | | None | Value Code |
|---|--------------------------|------------|
| a. financial assets held in non-retirement accounts? (Include cash, checking, savings, money market accounts, certificates of deposit, savings bonds, government securities, outstanding personal loans due to the producer or household, corporate stock, mutual funds, cash surrender value of life insurance, other financial assets. Exclude all farm business-related assets.) 0953 | ☐ | |
| b. retirement accounts? (401k, 403b, IRA, Keogh, other retirement accounts) 0954 | ☐ | |
| c. producer's dwelling, if not owned by the operation? (<i>not reported in Section I, Item 1a</i>). 0984 | ☐ | |
| d. real estate and other personal (<i>second</i>) homes? (<i>other farms, residential rental, commercial, and other real estate</i>) 0985 | ☐ | |
| e. business not part of this farm? 0986 | ☐ | |
| f. all household vehicles? (Including household share of vehicles partly owned by the operation) 0982 | ☐ | |
| g. other assets not reported elsewhere? 0987 | ☐ | |

OFF-FARM DEBT – (Please see **VALUE CODES** on page 22.)

4. Which value code on page 22 represents the total value of each of the following categories of off-farm debt (*debt not associated with this operation*) owed by the producer and members of the producer's household on December 31, 2019, for – (**Include** off-farm debt secured with farm assets. **Exclude** any debt – household debt, credit cards, etc. – reported in Section J, Farm Debt.)

- | | None | Value Code |
|--|--------------------------|------------|
| a. mortgages on producer's dwelling, if not owned by the operation? (Include home mortgages, home equity loans, and lines of credit secured by the producer's dwelling.) . . . 0988 | ☐ | |
| b. mortgages on other real estate and other personal homes such as second homes? (Include mortgages, equity loans, and lines of credit secured by other real estate, including other farms, residential rental, commercial, and other real estate.) 0989 | ☐ | |
| c. loans on businesses that are not a part of this farm operation? 1101 | ☐ | |
| d. personal loans? (Include credit cards, auto loans, unpaid taxes, and medical bills.) 1102 | ☐ | |
| e. all other off-farm debt owed by the producer or household? 0983 | ☐ | |
| 5. Which value code on page 22 represents the amount of off-farm debt owed by the producer or household members that was secured by farm assets? 1117 | ☐ | |

2018 INCOME AND EXPENSES

- | | | |
|---|--------------------------|--|
| 6. Which value code on page 22 represents the total farm sales last year (2018)? (<i>Total farm sales includes livestock and crop income from cash and marketing contract sales, fees received from livestock and crop production contracts, the net change in CCC loans, and government payments.</i>) 1113 | ☐ | |
| 7. Which value code on page 22 represents the net operating income for this operation last year (2018)? (<i>cash income from all farm sources minus production costs and depreciation; if negative net operating income, please indicate with a negative sign before the value code</i>) 1114 | ☐ | |
| 8. Which value code on page 22 represents the total off-farm income last year (2018)? (<i>wages, salaries, tips, interest, dividends, other public sources, etc. before taxes, income from operating another farm, income from operating any other business; if negative off-farm income, please indicate with a negative sign before the value code</i>) 1115 | ☐ | |

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SECTION N CONCLUSION

1. **Survey Results:** To receive the complete results of this survey on the release date, go to:
https://www.nass.usda.gov/Surveys/Guide_to_NASS_Surveys/

To have a brief summary emailed to you at a later date, please enter your email address:

1095

2. In case we have questions, please provide your contact information.

Respondent Name:	9911	Telephone:	9910	Date Completed (MM-DD-YY):

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Ending Time (Military)		OR	Total Time	
Hours	Minutes		Hours	Minutes
0005		0008		

Thank You for Your Participation!

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Response		Respondent		Mode		Enum	Eval	Field Office Use	Optional
1-Comp	9901	1-Op / Mgr	9902	1-Mail	9903	9998	9900	0093	0003
2-R		2-Sp		2-Tel					
3-Inac		3-Acct / Bkpr		3-Face-to-Face					
		4-Partner							
		9-Other							

Name

