1. In 2020, did this operation (name on label) –
   • grow any crops, including field crops, fruit, vegetables, nursery/greenhouse, or other specialty crops; or
   • cut any hay; or
   • have any livestock, aquaculture, poultry, or honey bees?
   0300 1 Yes - Continue 3 No - Go to Section 10

2. During 2020, did this operation produce and sell any crops, livestock, poultry, or agricultural products directly to –
   a. consumers (individuals who purchased your products from farmers markets, on-farm stores or farm stands, roadside stands or stores, CSAs [Community Supported Agriculture], online marketplaces, etc.)?
      0310 1 Yes 3 No
   b. retail markets (supermarkets, supercenters, restaurants, caterers, independently owned grocery stores, food cooperatives, etc.)?
      0311 1 Yes 3 No
   c. institutions (K-12 schools, colleges or universities, hospitals, workplace cafeterias, prisons, foodbanks, etc.)?
      0312 1 Yes 3 No
   d. intermediate markets (businesses or organizations in the middle of the supply chain marketing locally- and/or regionally-branded products, such as distributors, food hubs, brokers, auction houses, wholesale and terminal markets, food processors, etc.)?
      0313 1 Yes 3 No

3. Did you answer YES to ANY of the questions in item 2 (2a - 2d)?
   0301 1 Yes - Continue 3 No - Go to Section 10
4. Were any of the products that this operation produced and sold directly to consumers, retail markets, institutions, or intermediate markets in 2020 food for humans to eat or drink?

INCLUDE processed food products (also known as value-added food products) produced by this operation.

EXCLUDE
- non-edible products such as hay, cut flowers not intended for consumption, Christmas trees, and nursery products
- commodities produced under production contracts
- products purchased and resold

0302 
1 [ ] Yes - Continue  
3 [ ] No - Go to Section 10

Section 1 – Direct-to-Consumer Sales

1. During 2020, did this operation produce and sell any crops, livestock, poultry, or agricultural products DIRECTLY TO CONSUMERS?

INCLUDE
- farmers markets
- on-farm stores or farm stands located on this operation
- roadside stands or stores located off of this operation
- CSAs (Community Supported Agriculture)
- online marketplaces
- other direct-to-consumer markets (pick-your-own, mobile market, etc.)

EXCLUDE
- products purchased and resold
- products produced and sold directly to retail markets (Section 2), institutions (Section 3), or intermediate markets (Section 4)

1150 
1 [ ] Yes - Continue  
3 [ ] No - Go to Section 2

2. Were any of the products that this operation produced and sold directly to consumers in 2020 food for humans to eat or drink?

INCLUDE processed food products (also known as value-added food products) produced by this operation.

EXCLUDE
- non-edible products such as hay, cut flowers not intended for consumption, Christmas trees, and nursery products
- commodities produced under production contracts
- products purchased and resold

1151 
1 [ ] Yes - Continue  
3 [ ] No - Go to Section 2

3. The rest of the questions in this section are about the food produced and sold directly to consumers in 2020.

4. Was any of the food that this operation produced and sold directly to consumers in 2020 sold through a farmers market?

1152 
1 [ ] Yes - Continue  
3 [ ] No - Go to item 7

5. At how many separate farmers market locations did this operation sell food that it produced in 2020? Report each location only once...

Number
1153

6. Approximately how many miles (one way) was this operation located from the farmers market from which it received the largest gross value of food sales in 2020?

Miles
1154
7. Was any of the food that this operation produced and sold directly to consumers in 2020 sold through an on-farm store or farm stand located on this operation?

EXCLUDE roadside stands or stores located off of this operation.

   1156  □ Yes - Continue   □ No - Go to item 10

8. In 2020, was there food sold at this on-farm store or farm stand that was produced by another operation?

   1157  □ Yes - Continue   □ No - Go to item 10

9. How many other operations produced food that was sold at this on-farm store or farm stand in 2020?

   1158  □ 1-4 operations
          □ 5 or more operations
          □ Don't know

10. Was any of the food that this operation produced and sold directly to consumers in 2020 sold through a roadside stand or store NOT located on this operation?

EXCLUDE on-farm stores or farm stands, and farmers market stands.

   1159  □ Yes - Continue   □ No - Go to item 16

11. At how many total roadside stands or stores NOT located on this operation did this operation sell food that it produced in 2020?

   1160  [Number]

12. In 2020, was there food sold at these roadside stands or stores that was produced by another operation?

   1163  □ Yes - Continue   □ No - Go to item 14

13. How many other operations produced food that was sold at these roadside stands or stores in 2020?

   1162  □ 1-4 operations
          □ 5 or more operations
          □ Don't know

14. Did this operation own any of these roadside stands or stores?

   1250  □ Yes   □ No

15. Approximately how many miles (one way) was this operation located from the roadside stand or store located off of this operation from which it received the largest gross value of food sales in 2020?

   1161  [Miles]
16. Was any of the food that this operation produced and sold directly to consumers in 2020 sold through a CSA (Community Supported Agriculture)?
   1165 1  Yes - Continue  3  No - Go to item 22

17. In 2020, was there food sold in this CSA that was produced by another operation?
   1164 1  Yes - Continue  3  No - Go to item 19

18. How many other operations produced food that was sold in this CSA in 2020?
   1167 1  1-4 operations  2  5 or more operations  3  Don't know

19. Was the CSA pick-up site from which this operation received the largest gross value of sales in 2020 located on this operation?
   1168 1  Yes - Go to item 21  3  No - Continue  4  CSA does not use pick-up sites - Go to item 21

20. Approximately how many miles (one way) was this operation located from the CSA pick-up site from which it received the largest gross value of food sales in 2020?
   1169 Miles

21. Did this operation own this CSA?
   1166 1  Yes  3  No

22. An online marketplace is a web-based platform designed for selling goods and processing financial transactions. Was any of the food that this operation produced and sold directly to consumers in 2020 sold through an online marketplace?
   1172 1  Yes - Continue  3  No - Go to item 26

23. In 2020, what was the percentage of this operation's online sales of food sold directly to consumers living within the same state as, or within a 400-mile radius of, this operation?
   1173 %

24. Did this operation own this online marketplace?
   1174 1  Yes  3  No

25. In what year did this operation first produce and sell food directly to an online marketplace?
   1171 Year (YYYY)
26. In 2020, did this operation accept Supplemental Nutrition Assistance Program (SNAP) benefits either with electronic benefit transfer (EBT) technology owned by this operation, or at a direct-to-consumer market that administers SNAP payments with EBT technology?

☐ 1 Yes - Continue   ☐ 3 No - Go to item 28

27. In 2020, from which of the following direct-to-consumer markets did this operation accept SNAP benefits with EBT technology? Mark all that apply.

☐ Farmers markets
☐ On-farm stores or farm stands located on this operation
☐ Roadside stands or stores located off of this operation
☐ CSAs
☐ Online marketplaces
☐ Other direct-to-consumer markets (pick-your-own, mobile markets, etc.)

Year (YYYY)

28. In what year did this operation first produce and sell food directly to consumers? ........................................

29. Report the total gross value of sales this operation received for the unprocessed and processed food it produced and sold directly to consumers in 2020. Report by the market through which the product was sold in the table below.

**Processed** food products (also known as value-added food products) are food products that have been altered or packaged before being sold to the consumer. Examples include honey, canned or preserved vegetables, jam, jelly, wine, juice, and cider.

**EXCLUDE**
- non-edible products such as hay, cut flowers not intended for consumption, Christmas trees, and nursery products
- commodities produced under production contracts
- products purchased and resold

<table>
<thead>
<tr>
<th>Direct-to-Consumer Market</th>
<th>Fresh Fruit and Vegetable Sales</th>
<th>Meat, Farmed Seafood, and Egg Sales</th>
<th>Milk and Dairy Product Sales</th>
<th>Other Processed Food Product Sales (honey, jam, etc.)</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Mark &quot;X&quot; if None (Dollars)</td>
<td>Mark &quot;X&quot; if None (Dollars)</td>
<td>Mark &quot;X&quot; if None (Dollars)</td>
<td>Mark &quot;X&quot; if None (Dollars)</td>
<td></td>
</tr>
<tr>
<td>a. Farmers markets</td>
<td>1178</td>
<td>1278</td>
<td>1378</td>
<td>1478</td>
<td>1878</td>
</tr>
<tr>
<td>b. On-farm stores or farm stands located on this operation</td>
<td>1180</td>
<td>1280</td>
<td>1380</td>
<td>1480</td>
<td>1880</td>
</tr>
<tr>
<td>c. Roadside stands or stores located off of this operation</td>
<td>1182</td>
<td>1282</td>
<td>1382</td>
<td>1482</td>
<td>1882</td>
</tr>
<tr>
<td>d. CSAs</td>
<td>1184</td>
<td>1284</td>
<td>1384</td>
<td>1484</td>
<td>1884</td>
</tr>
<tr>
<td>e. Online marketplaces</td>
<td>1186</td>
<td>1286</td>
<td>1386</td>
<td>1486</td>
<td>1886</td>
</tr>
<tr>
<td>f. Other direct-to-consumer markets (pick-your-own, mobile markets, etc.) Specify. 1188</td>
<td>1189</td>
<td>1289</td>
<td>1389</td>
<td>1489</td>
<td>1889</td>
</tr>
</tbody>
</table>
Section 2 – Direct-to-Retail Market Sales

1. During 2020, did this operation **produce and sell** any crops, livestock, poultry, or agricultural products **DIRECTLY TO RETAIL MARKETS**?
   INCLUDE
   • supermarkets or supercenters
   • restaurants or caterers
   • other direct-to-retail markets (independently owned grocery stores, food cooperatives, small food stores, corner stores, etc.)
   EXCLUDE
   • products purchased and resold
   • products produced and sold directly to consumers (Section 1), institutions (Section 3), or intermediate markets (Section 4)

2000 1 Yes - Continue 3 No - Go to Section 3

2. Were any of the products that this operation produced and sold directly to retail markets in 2020 **food for humans to eat or drink**?
   INCLUDE **processed** food products (also known as value-added food products) produced by this operation.
   EXCLUDE
   • non-edible products such as hay, cut flowers not intended for consumption, Christmas trees, and nursery products
   • commodities produced under production contracts
   • products purchased and resold

2001 1 Yes - Continue 3 No - Go to Section 3

3. The rest of the questions in this section are about the food produced and sold **directly to retail markets** in 2020.

4. Was any of the food that this operation produced and sold directly to retail markets in 2020 **sold through a supermarket or supercenter**?

2002 1 Yes - Continue 3 No - Go to item 6

5. Approximately how many miles (one way) was this operation located from the supermarket or supercenter from which it received the largest gross value of food sales in 2020?

2003 Miles

6. Was any of the food that this operation produced and sold directly to retail markets in 2020 **sold to a restaurant or caterer**?

2005 1 Yes - Continue 3 No - Go to item 8

7. Approximately how many miles (one way) was this operation located from the restaurant or caterer from which it received the largest gross value of food sales in 2020?

2006 Miles

8. In what year did this operation first produce and sell food directly to **retail markets**?

6009 Year (YYYY)
9. Report the **total gross value of sales** this operation received for the unprocessed and processed food it produced and sold directly to **retail markets** in 2020. Report by the market through which the product was sold in the table below.

**Processed** food products (also known as value-added food products) are food products that have been altered or packaged before being sold to the retail market. Examples include honey, canned or preserved vegetables, jam, jelly, wine, juice, and cider.

**EXCLUDE**
- non-edible products such as hay, cut flowers not intended for consumption, Christmas trees, and nursery products
- commodities produced under production contracts
- products purchased and resold

<table>
<thead>
<tr>
<th>Direct-to-Retail Market</th>
<th>Fresh Fruit and Vegetable Sales</th>
<th>Meat, Farmed Seafood, and Egg Sales</th>
<th>Milk and Dairy Product Sales</th>
<th>Other Processed Food Product Sales (honey, jam, etc.)</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Mark &quot;X&quot; if None (Dollars)</td>
<td>Mark &quot;X&quot; if None (Dollars)</td>
<td>Mark &quot;X&quot; if None (Dollars)</td>
<td>Mark &quot;X&quot; if None (Dollars)</td>
<td>Mark &quot;X&quot; if None (Dollars)</td>
</tr>
<tr>
<td>a. Supermarkets or supercenters</td>
<td>6010</td>
<td>2101</td>
<td>2102</td>
<td>2103</td>
<td>2104</td>
</tr>
<tr>
<td>b. Restaurants or caterers</td>
<td>6012</td>
<td>2106</td>
<td>2107</td>
<td>2108</td>
<td>2109</td>
</tr>
<tr>
<td>c. Other direct-to-retail markets (independently owned grocery stores, food cooperatives, small food stores, corner stores, etc.)</td>
<td>6015</td>
<td>2111</td>
<td>2112</td>
<td>2113</td>
<td>2114</td>
</tr>
<tr>
<td>Specify: 6014</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
Section 3 – Direct-to-Institution Sales

1. During 2020, did this operation **produce and sell** any crops, livestock, poultry, or agricultural products **DIRECTLY TO INSTITUTIONS**?

   INCLUDE
   • K-12 schools
   • colleges and universities
   • hospitals
   • other direct-to-institution markets (workplace cafeterias, prisons, preschools, food banks, gleaners, senior care facilities, etc.)

   EXCLUDE
   • products purchased and resold
   • products produced and sold directly to consumers (Section 1), retail markets (Section 2), or intermediate markets (Section 4)

3000  1 [ ] Yes - Continue  3 [ ] No - Go to Section 4

2. Were any of the products that this operation produced and sold directly to institutions in 2020 **food for humans to eat or drink**?

   INCLUDE **processed** food products (also known as value-added food products) produced by this operation.

   EXCLUDE
   • non-edible products such as hay, cut flowers not intended for consumption, Christmas trees, and nursery products
   • commodities produced under production contracts
   • products purchased and resold

3001 1 [ ] Yes - Continue  3 [ ] No - Go to Section 4

3. The rest of the questions in this section are about the food produced and sold **directly to institutions** in 2020.

4. Was any of the food that this operation produced and sold directly to institutions in 2020 sold through a **K-12 school**?

3002 1 [ ] Yes - Continue  3 [ ] No - Go to item 6

5. Approximately how many miles (one way) was this operation located from the K-12 school from which it received the largest gross value of food sales in 2020?.................................................................................................................. 3003 Miles

6. Was any of the food that this operation produced and sold directly to institutions in 2020 sold to a **college or university**?

3005 1 [ ] Yes - Continue  3 [ ] No - Go to item 8

7. Approximately how many miles (one way) was this operation located from the college or university from which it received the largest gross value of food sales in 2020?.................................................................................................................. 3006 Miles

8. Was any of the food that this operation produced and sold directly to institutions in 2020 sold to a **hospital**?

3008 1 [ ] Yes - Continue  3 [ ] No - Go to item 10

9. Approximately how many miles (one way) was this operation located from the hospital from which it received the largest gross value of food sales in 2020?.................................................................................................................. 3009 Miles
10. In what year did this operation first produce and sell food directly to **institutions**? ........................................

11. Report the **total gross value of sales** this operation received for the unprocessed and processed food it produced and sold directly to **institutions** in 2020. Report by the market through which the product was sold in the table below.

**Processed** food products (also known as value-added food products) are food products that have been altered or packaged before being sold to the institution. Examples include honey, canned or preserved vegetables, jam, jelly, wine, juice, and cider.

**EXCLUDE**
- non-edible products such as hay, cut flowers not intended for consumption, Christmas trees, and nursery products
- commodities produced under production contracts
- products purchased and resold

<table>
<thead>
<tr>
<th>Direct-to-Institution Market</th>
<th>Fresh Fruit and Vegetable Sales</th>
<th>Meat, Farmed Seafood, and Egg Sales</th>
<th>Milk and Dairy Product Sales</th>
<th>Other Processed Food Product Sales (honey, jam, etc.)</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Mark &quot;X&quot; if None (Dollars)</td>
<td>Mark &quot;X&quot; if None (Dollars)</td>
<td>Mark &quot;X&quot; if None (Dollars)</td>
<td>Mark &quot;X&quot; if None (Dollars)</td>
<td></td>
</tr>
<tr>
<td>a. K-12 schools</td>
<td>3012</td>
<td>3031</td>
<td>3032</td>
<td>3033</td>
<td>3034</td>
</tr>
<tr>
<td>b. Colleges and universities</td>
<td>3014</td>
<td>3036</td>
<td>3037</td>
<td>3038</td>
<td>3039</td>
</tr>
<tr>
<td>c. Hospitals</td>
<td>3016</td>
<td>3041</td>
<td>3042</td>
<td>3043</td>
<td>3044</td>
</tr>
<tr>
<td>d. Other direct-to-institution markets (workplace cafeterias, prisons, preschools, food banks, gleaners, senior care facilities, etc.)</td>
<td>3019</td>
<td>3046</td>
<td>3047</td>
<td>3048</td>
<td>3049</td>
</tr>
<tr>
<td>Specify:</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Specify: 3018 ___________
Section 4 – Direct-to-Intermediate Market Sales

1. An intermediate market is a business or organization in the middle of the supply chain marketing locally- and/or regionally-branded products.

During 2020, did this operation produce and sell any crops, livestock, poultry, or agricultural products directly to intermediate markets which sold them as locally- and/or regionally-branded products?

INCLUDE businesses or organizations in the middle of the supply chain marketing locally- and/or regionally-branded products, such as distributors, food hubs, brokers, auction houses, wholesale and terminal markets, and food processors.

EXCLUDE
• products purchased and resold
• products produced and sold directly to consumers (Section 1), retail markets (Section 2), or institutions (Section 3)
• intermediate markets that do not market locally- and/or regionally-branded products

1. Yes - Continue
2. Don't Know
3. No - Go to Section 5

2. Were any of the products that this operation produced and sold directly to intermediate markets in 2020 food for humans to eat or drink?

INCLUDE processed food products (also known as value-added food products) produced by this operation.

EXCLUDE
• non-edible products such as hay, cut flowers not intended for consumption, Christmas trees, and nursery products
• commodities produced under production contracts
• products purchased and resold

1. Yes - Continue
2. Don't Know
3. No - Go to Section 5

3. Report the type(s) of intermediate markets this operation sold to in 2020 and indicate if the intermediate markets sold those products as locally- and/or regionally-branded products by marking the appropriate boxes below. Mark all intermediate market types that apply.

<table>
<thead>
<tr>
<th>Intermediate Market Type</th>
<th>Did the intermediate market(s) sell these products as locally- and/or regionally-branded products?</th>
</tr>
</thead>
<tbody>
<tr>
<td>4020 Distributors</td>
<td>4021 1 Yes 3 No 2 Don't Know</td>
</tr>
<tr>
<td>4022 Food hubs</td>
<td>4023 1 Yes 3 No 2 Don't Know</td>
</tr>
<tr>
<td>4024 Brokers</td>
<td>4025 1 Yes 3 No 2 Don't Know</td>
</tr>
<tr>
<td>4026 Auction houses</td>
<td>4027 1 Yes 3 No 2 Don't Know</td>
</tr>
<tr>
<td>4028 Wholesale and terminal markets</td>
<td>4029 1 Yes 3 No 2 Don't Know</td>
</tr>
<tr>
<td>4030 Food processors</td>
<td>4031 1 Yes 3 No 2 Don't Know</td>
</tr>
<tr>
<td>4032 Other, specify: 4033</td>
<td>4034 1 Yes 3 No 2 Don't Know</td>
</tr>
</tbody>
</table>

4. The rest of the questions in this section are about the food produced and sold directly to intermediate markets in 2020.

5. Approximately how many miles (one way) was this operation located from the intermediate market from which it received the largest gross value of food sales in 2020?

6. In what year did this operation first produce and sell food directly to intermediate markets?
7. Report the total gross value of sales this operation received for the unprocessed and processed food it produced and sold directly to intermediate markets in 2020. Report by the market through which the product was sold in the table below.

**Processed** food products (also known as value-added food products) are food products that have been altered or packaged before being sold to the intermediate market. Examples include honey, canned or preserved vegetables, jam, jelly, wine, juice, and cider.

**EXCLUDE**
- non-edible products such as hay, cut flowers not intended for consumption, Christmas trees, and nursery products
- commodities produced under production contracts
- products purchased and resold

<table>
<thead>
<tr>
<th>Direct-to-Intermediate Market</th>
<th>Fresh Fruit and Vegetable Sales</th>
<th>Meat, Farmed Seafood, and Egg Sales</th>
<th>Milk and Dairy Product Sales</th>
<th>Other Processed Food Product Sales (honey, jam, etc.)</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Mark &quot;X&quot; if None</td>
<td>(Dollars)</td>
<td>Mark &quot;X&quot; if None</td>
<td>(Dollars)</td>
<td>Mark &quot;X&quot; if None</td>
</tr>
<tr>
<td>a. Distributors</td>
<td>4050</td>
<td></td>
<td>4051</td>
<td></td>
<td>4052</td>
</tr>
<tr>
<td>b. Food hubs</td>
<td>4055</td>
<td></td>
<td>4056</td>
<td></td>
<td>4057</td>
</tr>
<tr>
<td>c. Brokers</td>
<td>4060</td>
<td></td>
<td>4061</td>
<td></td>
<td>4062</td>
</tr>
<tr>
<td>d. Auction houses</td>
<td>4065</td>
<td></td>
<td>4066</td>
<td></td>
<td>4067</td>
</tr>
<tr>
<td>e. Wholesale and terminal markets</td>
<td>4070</td>
<td></td>
<td>4071</td>
<td></td>
<td>4072</td>
</tr>
<tr>
<td>f. Food processors</td>
<td>4075</td>
<td></td>
<td>4076</td>
<td></td>
<td>4077</td>
</tr>
<tr>
<td>g. Other, specify: 4080</td>
<td>4081</td>
<td></td>
<td>4082</td>
<td></td>
<td>4083</td>
</tr>
</tbody>
</table>
Section 5 – Other Information

1. In 2020, what was this operation’s total gross value of food sales for the food it produced and sold directly to consumers, retail markets, institutions, or intermediate markets? Mark one.

<table>
<thead>
<tr>
<th>Option</th>
<th>Value Range</th>
<th>Code</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>$1 - 999</td>
<td>1</td>
</tr>
<tr>
<td>2</td>
<td>$1,000 - 2,499</td>
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<td>3</td>
<td>$2,500 - 4,999</td>
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<tr>
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<td>$5,000 - 9,999</td>
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<td>$1,000,000 - 2,499,999</td>
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<tr>
<td>12</td>
<td>$2,500,000 - 4,999,999</td>
<td>12</td>
</tr>
<tr>
<td>13</td>
<td>$5,000,000 and over</td>
<td>13</td>
</tr>
</tbody>
</table>

2. In 2020, approximately what percent of this operation’s food sales were from food sold directly to consumers, retail markets, institutions, or intermediate markets within the following distance from the operation?

<table>
<thead>
<tr>
<th>Distance</th>
<th>Percent</th>
</tr>
</thead>
<tbody>
<tr>
<td>a. 100 miles or less</td>
<td>5001%</td>
</tr>
<tr>
<td>b. More than 100 miles but less than 400 miles</td>
<td>5002%</td>
</tr>
<tr>
<td>c. 400 miles or more</td>
<td>5003%</td>
</tr>
</tbody>
</table>

TOTAL (sum of items 2a + 2b + 2c) 100%

3. Were any of the crops, livestock, or agricultural products that this operation produced and sold directly to consumers, retail markets, institutions, or intermediate markets in 2020 NOT food for humans to eat or drink?

INCLUDE
- hay
- cut flowers not intended for consumption
- Christmas trees
- nursery products
- live animals
- wool

EXCLUDE edible agricultural products for human consumption.

<table>
<thead>
<tr>
<th>Option</th>
<th>Code</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>5011</td>
</tr>
<tr>
<td>2</td>
<td>5012</td>
</tr>
<tr>
<td>3</td>
<td>5013</td>
</tr>
</tbody>
</table>

4. In 2020, what was the total gross value of sales for these crops, livestock, or agricultural products that were NOT food for humans to eat or drink?

<table>
<thead>
<tr>
<th>Dollars</th>
</tr>
</thead>
<tbody>
<tr>
<td>5012</td>
</tr>
</tbody>
</table>

5. In 2020, how many acres did this operation –

a. own?

<table>
<thead>
<tr>
<th>Acres</th>
</tr>
</thead>
<tbody>
<tr>
<td>0901</td>
</tr>
<tr>
<td>0902</td>
</tr>
<tr>
<td>0903</td>
</tr>
<tr>
<td>0904</td>
</tr>
</tbody>
</table>

b. rent or lease FROM others or use rent free?

<table>
<thead>
<tr>
<th>Acres</th>
</tr>
</thead>
<tbody>
<tr>
<td>0905</td>
</tr>
</tbody>
</table>

EXCLUDE land used on an animal unit month (AUM) basis, BLM and Forest Service land.

6. Calculate item 5a + 5b - 5c. Then the total acres operated in 2020 was.
7. For 2020, report the (1) overall agricultural products this operation produced and sold, and (2) agricultural products this operation specifically produced and sold for food to consumers, retail markets, institutions, and/or intermediate markets.

<table>
<thead>
<tr>
<th>Crops and Livestock</th>
<th>(1) Overall agricultural products produced and sold in 2020</th>
<th>(2) Agricultural products produced and sold for food to consumers, retail markets, institutions, and/or intermediate markets in 2020</th>
</tr>
</thead>
<tbody>
<tr>
<td>a. Grains, oilseeds, dry beans, and dry peas (corn, flaxseed, grain silage and forage, grains and oilseeds, popcorn, rice, small grains, sorghum, soybeans, sunflower straw, etc.)</td>
<td>5050 1 Yes 3 No</td>
<td>5052 1 Yes 3 No</td>
</tr>
<tr>
<td>b. Tobacco</td>
<td>5053 1 Yes 3 No</td>
<td></td>
</tr>
<tr>
<td>c. Cotton and cottonseed</td>
<td>5056 1 Yes 3 No</td>
<td></td>
</tr>
<tr>
<td>d. Vegetables, melons, potatoes, and sweet potatoes (beets, cabbage, cantaloupes, pumpkins, sweet corn, tomatoes, watermelons, vegetable seeds, etc.)</td>
<td>5059 1 Yes 3 No</td>
<td>5061 1 Yes 3 No</td>
</tr>
<tr>
<td>e. Fruit, tree nuts, and berries (almonds, apples, blueberries, cherries, grapes, hazelnuts, kiwifruit, oranges, pears, pecans, strawberries, walnuts, etc.)</td>
<td>5062 1 Yes 3 No</td>
<td>5064 1 Yes 3 No</td>
</tr>
<tr>
<td>f. Nursery, greenhouse, floriculture, and sod (bedding plants, bulbs, cut flowers, flower seeds, foliage plants, mushrooms, nursery potted plants, shrubbery, sod, food crops grown under protection, etc.)</td>
<td>5065 1 Yes 3 No</td>
<td>5067 1 Yes 3 No</td>
</tr>
<tr>
<td>g. Cut Christmas trees and short rotation woody crops</td>
<td>5068 1 Yes 3 No</td>
<td></td>
</tr>
<tr>
<td>h. Other crops, hay, CRP, and pasture (grass seed, hay and grass silage, hops, maple syrup, mint, peanuts, sugarcane, sugarbeets, CRP, etc.)</td>
<td>5071 1 Yes 3 No</td>
<td>5073 1 Yes 3 No</td>
</tr>
<tr>
<td>i. Hogs and pigs</td>
<td>5074 1 Yes 3 No</td>
<td>5076 1 Yes 3 No</td>
</tr>
<tr>
<td>j. Milk and other dairy products from cows</td>
<td>5077 1 Yes 3 No</td>
<td>5079 1 Yes 3 No</td>
</tr>
<tr>
<td>k. Cattle and calves (beef and dairy cattle for breeding stock, fed cattle, beef and dairy cull animals, stockers and feeders, veal calves, etc.)</td>
<td>5080 1 Yes 3 No</td>
<td>5082 1 Yes 3 No</td>
</tr>
<tr>
<td>l. Sheep, goats, and their products</td>
<td>5083 1 Yes 3 No</td>
<td>5085 1 Yes 3 No</td>
</tr>
<tr>
<td>m. Horses, ponies, and mules (burros and donkeys)</td>
<td>5086 1 Yes 3 No</td>
<td></td>
</tr>
<tr>
<td>n. Poultry and eggs (broilers, chickens, turkeys, ducks, eggs, emus, geese, hatchlings, ostriches, pigeons, pheasants, quail, poultry products, etc.)</td>
<td>5089 1 Yes 3 No</td>
<td>5091 1 Yes 3 No</td>
</tr>
<tr>
<td>o. Aquaculture (catfish, trout, ornamental and other fish, mollusks, crustaceans, etc.)</td>
<td>5092 1 Yes 3 No</td>
<td>5094 1 Yes 3 No</td>
</tr>
<tr>
<td>p. Other animals and other animal products (bees, honey, rabbits, fur-bearing animals, other animal specialties, etc.)</td>
<td>5095 1 Yes 3 No</td>
<td>5097 1 Yes 3 No</td>
</tr>
</tbody>
</table>
8. Please classify this operation in terms of the gross value of sales and government agricultural payments in 2020.

**INCLUDE**
- sales of all crops, livestock, poultry, and livestock products (milk, eggs, etc.) sold in 2020
- the value of hay, silage, and other crops harvested in 2020, but not sold
- the value of all crops, livestock, and poultry produced under contract in 2020
- landlord's share of government payments and crops sold in 2020

**EXCLUDE** dollars received on land rented to others.

<table>
<thead>
<tr>
<th>Dollars</th>
<th>0860</th>
</tr>
</thead>
<tbody>
<tr>
<td>$0 - $999</td>
<td>1</td>
</tr>
<tr>
<td>$1,000 - $9,999</td>
<td>2</td>
</tr>
<tr>
<td>$10,000 - $49,999</td>
<td>3</td>
</tr>
<tr>
<td>$50,000 - $99,999</td>
<td>4</td>
</tr>
<tr>
<td>$100,000 - $249,999</td>
<td>5</td>
</tr>
<tr>
<td>$250,000 - $499,999</td>
<td>6</td>
</tr>
<tr>
<td>$500,000 - $999,999</td>
<td>7</td>
</tr>
<tr>
<td>$1,000,000 - $4,999,999</td>
<td>8</td>
</tr>
<tr>
<td>$5,000,000 and over</td>
<td>9</td>
</tr>
</tbody>
</table>

9. What were this operation's total expenses in 2020?

10. Report **marketing expenses** paid by this operation in 2020 for the food produced and sold directly to consumers, retail markets, institutions, and/or intermediate markets in 2020. Expenses reported in items 10a through 10f should have also been reported in item 9.

**INCLUDE**
- expenses paid by you and your landlords
- expenses from processed and value-added products

**EXCLUDE**
- expenses not related to the farm business
- any expenses paid by the contractor
- expenses for food not produced and sold directly to consumers, retail markets, institutions, or intermediate markets

<table>
<thead>
<tr>
<th>Marketing Expenses for Food Produced and Sold Directly to Consumers, Retail Markets, Institutions, or Intermediate Markets in 2020</th>
<th>Mark &quot;X&quot; if None</th>
<th>Expenses (Dollars)</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Total Marketing Expenses in 2020</strong></td>
<td></td>
<td>6120</td>
</tr>
<tr>
<td>a. Hired labor to work at market channel outlets</td>
<td></td>
<td>6100</td>
</tr>
<tr>
<td>b. Transportation and distribution costs to market channel outlets (vehicle insurance, gas, depreciation costs, etc.)</td>
<td></td>
<td>6101</td>
</tr>
<tr>
<td>c. Market promotion/advertisement expenses (website, brochures, etc.)</td>
<td></td>
<td>6102</td>
</tr>
<tr>
<td>d. Equipment/supply expenses associated with market channel outlets (boxes, bags, coolers, crates, scales, tables, etc.)</td>
<td></td>
<td>6103</td>
</tr>
<tr>
<td>e. Food safety expenses (compliance costs, training, third-party auditing costs, etc.)</td>
<td></td>
<td>6104</td>
</tr>
<tr>
<td>f. Other marketing expenses (market fees, licenses, insurance, etc.)</td>
<td></td>
<td>6106</td>
</tr>
<tr>
<td>Specify: 6105</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Sum of items 10a through 10f</strong> (should equal Total Marketing Expenses in 2020)</td>
<td></td>
<td>6107</td>
</tr>
</tbody>
</table>
Section 6 – Practices

1. At any time during 2020, did this operation have Internet access, either on the operation or at the principal producer’s residence?

   5013
   1  Yes
   3  No

2. In 2020, did this operation use the Internet to do any of the following?
   a. Purchase input supplies, commodities, equipment, and other materials for farm operation................................................................. 5014
   1  Yes
   3  No
   b. Use online and/or peer learning resources (live or recorded webinars, tutorials, peer user groups, etc.)............................................................... 5015
   1  Yes
   3  No
   c. Use online business products and services (business planning, accounting, legal, banking, etc.)................................................................. 5016
   1  Yes
   3  No
   d. Identify sources and/or submit requests or proposals for funding, grants, or subsidies............................................................... 5017
   1  Yes
   3  No
   e. Access USDA Market News price and market information............................................................................................... 5018
   1  Yes
   3  No
   f. Access price and market information from other sources............................................................... 5130
   1  Yes
   3  No

3. In 2020, did this operation have a farm business website?

   5019
   1  Yes - Continue
   3  No - Go to item 5

4. In 2020, did this operation use its farm business website to –
   a. provide background/history on farm operation or practices?.............................................................................................. 5020
   1  Yes
   3  No
   b. advertise products for sale or on-farm activities/services?.............................................................................................. 5021
   1  Yes
   3  No
   c. carry out transactions or sell farm products online?.............................................................................................. 5022
   1  Yes
   3  No

5. In 2020, did this operation use social media to provide –
   a. information about the farm to consumers?.............................................................................................. 5140
   1  Yes
   3  No
   b. market channels where consumers can buy its products?.............................................................................................. 5141
   1  Yes
   3  No
6. Did this operation participate in the following programs in 2020?

<table>
<thead>
<tr>
<th>Program Description</th>
<th>Code</th>
<th>Yes</th>
<th>No</th>
</tr>
</thead>
<tbody>
<tr>
<td>a. Noninsured Crop Disaster Assistance Program</td>
<td>5023</td>
<td>Yes</td>
<td>No</td>
</tr>
<tr>
<td>b. Farm Loan programs</td>
<td>5024</td>
<td>Yes</td>
<td>No</td>
</tr>
<tr>
<td>c. Whole-Farm Revenue Protection Program</td>
<td>5025</td>
<td>Yes</td>
<td>No</td>
</tr>
<tr>
<td>d. Federal crop insurance, other than Whole-Farm Revenue Protection</td>
<td>5142</td>
<td>Yes</td>
<td>No</td>
</tr>
<tr>
<td>e. Environmental Quality Incentives Program (EQIP)</td>
<td>5026</td>
<td>Yes</td>
<td>No</td>
</tr>
<tr>
<td>f. Value-Added Producer Grant Program</td>
<td>5027</td>
<td>Yes</td>
<td>No</td>
</tr>
<tr>
<td>g. Paycheck Protection Program (PPP)</td>
<td>5146</td>
<td>Yes</td>
<td>No</td>
</tr>
<tr>
<td>h. Economic Injury Disaster Loans (EIDL)</td>
<td>5147</td>
<td>Yes</td>
<td>No</td>
</tr>
<tr>
<td>i. USDA Farmers to Families Food Box Distribution Program</td>
<td>5148</td>
<td>Yes</td>
<td>No</td>
</tr>
<tr>
<td>j. USDA CFAP Direct Payment Program</td>
<td>5149</td>
<td>Yes</td>
<td>No</td>
</tr>
<tr>
<td>k. Other, specify:</td>
<td>5143</td>
<td>Yes</td>
<td>No</td>
</tr>
</tbody>
</table>

7. In 2020, did this operation maintain the following farm management records?

<table>
<thead>
<tr>
<th>Record Type</th>
<th>Code</th>
<th>Yes</th>
<th>No</th>
</tr>
</thead>
<tbody>
<tr>
<td>a. Balance sheet</td>
<td>5037</td>
<td>Yes</td>
<td>No</td>
</tr>
<tr>
<td>b. Income statement</td>
<td>5038</td>
<td>Yes</td>
<td>No</td>
</tr>
<tr>
<td>c. Cash flow budget or projection</td>
<td>5039</td>
<td>Yes</td>
<td>No</td>
</tr>
<tr>
<td>d. Written business plan</td>
<td>5040</td>
<td>Yes</td>
<td>No</td>
</tr>
<tr>
<td>e. Separate marketing plan</td>
<td>5041</td>
<td>Yes</td>
<td>No</td>
</tr>
</tbody>
</table>

8. Was this operation a member of a cooperative in 2020?

   5042 1 Yes 3 No

9. In 2020, did this operation perform any agritourism activities (pick your own, event hosting, dining/tasting, overnight lodging, etc.) featuring products produced by this operation?

   5145 1 Yes 3 No
Section 7 – Third-Party Certification and Food Safety

1. In 2020, did this operation have the following practices certified or verified by a third party?
   a. USDA Certified Organic........................................................................................................... 7100 1 ☐ Yes 3 ☐ No
   b. Pasture-based management (grass fed, free range, pasture raised).................................... 7101 1 ☐ Yes 3 ☐ No
   c. Animal care-based management (cage free, raised without antibiotics, animal welfare approved, certified humane)............................................................................ 7102 1 ☐ Yes 3 ☐ No
   d. Naturally Grown Certified.................................................................................................... 7103 1 ☐ Yes 3 ☐ No
   e. Other USDA labels/quality verification.............................................................................. 7104 1 ☐ Yes 3 ☐ No
   f. Local or regional product origin third party certified or verified practices, excluding food safety certification.
      Specify: ........................................................................................................................................ 7105 1 ☐ Yes 3 ☐ No

2. Did this operation have a food safety plan that covered produce in 2020?
   INCLUDE
   • fruit
   • berries
   • vegetables
   • herbs
   • tree nuts
   • dry beans
   • peas and lentils
   • peanuts
   • sprouts
   • mushrooms
   7001 1 ☐ Yes - Continue 3 ☐ No - Go to item 4

3. Is the food safety plan written?
   7002 1 ☐ Yes 3 ☐ No

4. Did this operation have a third-party food safety audit of produce in 2020?
   INCLUDE
   • fruit
   • berries
   • vegetables
   • herbs
   • tree nuts
   • dry beans
   • peas and lentils
   • peanuts
   • sprouts
   • mushrooms
   7003 1 ☐ Yes - Continue 3 ☐ No - Go to Section 8

5. In 2020, did this operation receive –
   a. USDA individual Good Agricultural Practices (GAP) certification?................................. 7110 1 ☐ Yes 3 ☐ No
   b. other third party Good Agricultural Practices (GAP) certification?
      Specify: ........................................................................................................................................ 7111 1 ☐ Yes 3 ☐ No
Section 8 – Personal Characteristics

1. In 2020, did your household and extended family own more than 50% of this farming operation?  
   Select YES if more than 50% of the assets of this operation are owned by you (the principal operator), members of your household, and/or other persons related to you 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.
   
   1600 1 Yes 3 No

2. In 2020, 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.
   
   Men 1571  
   Women 1574

3. Answer the following questions for up to four individuals who were involved in the decisions for this operation as of December 31, 2020.

<table>
<thead>
<tr>
<th>Person 1</th>
<th>Person 2</th>
<th>Person 3</th>
<th>Person 4</th>
</tr>
</thead>
<tbody>
<tr>
<td>1926</td>
<td>1925</td>
<td>1927</td>
<td>1928</td>
</tr>
<tr>
<td>Male</td>
<td>Male</td>
<td>Male</td>
<td>Male</td>
</tr>
<tr>
<td>2 Female</td>
<td>2 Female</td>
<td>3 Female</td>
<td>2 Female</td>
</tr>
<tr>
<td>1586</td>
<td>1585</td>
<td>1587</td>
<td>1580</td>
</tr>
<tr>
<td>Male</td>
<td>Male</td>
<td>Male</td>
<td>Male</td>
</tr>
<tr>
<td>2 Female</td>
<td>2 Female</td>
<td>3 Female</td>
<td>2 Female</td>
</tr>
<tr>
<td>1596</td>
<td>1597</td>
<td>1598</td>
<td>1591</td>
</tr>
<tr>
<td>Male</td>
<td>Male</td>
<td>Male</td>
<td>Male</td>
</tr>
<tr>
<td>2 Female</td>
<td>2 Female</td>
<td>3 Female</td>
<td>2 Female</td>
</tr>
<tr>
<td>1614</td>
<td>1615</td>
<td>1615</td>
<td>1618</td>
</tr>
<tr>
<td>Male</td>
<td>Male</td>
<td>Male</td>
<td>Male</td>
</tr>
<tr>
<td>2 Female</td>
<td>2 Female</td>
<td>3 Female</td>
<td>2 Female</td>
</tr>
</tbody>
</table>

   a. Sex
   b. What was this person’s age on December 31, 2020?
   c. Is this person of Hispanic, Latino or Spanish origin?
   d. Race
   e. At which occupation did this person spend the majority (50% or more) of his/her work time in 2020?
   f. In what year did this person begin to operate ANY farm operation?
   g. Has this person ever served on active duty in the U.S. Armed Forces, Reserves, or National Guard?
Section 9 – COVID-19 Impact on Operation (Agricultural Marketing Service)

1. When comparing 2020 to 2019, how have farm sales for this operation been affected by the COVID-19 pandemic? Mark one.

   5900
   1. Large decrease in farm sales
   2. Moderate decrease in farm sales
   3. Little or no effect on farm sales
   4. Moderate increase in farm sales
   5. Large increase in farm sales
   6. Don't know
   7. Not applicable to this operation

2. When comparing 2020 to 2019, how have online sales for this operation been affected by the COVID-19 pandemic? Mark one.

   5901
   1. Large decrease in online sales
   2. Moderate decrease in online sales
   3. Little or no effect on online sales
   4. Moderate increase in online sales
   5. Large increase in online sales
   6. Don't know
   7. Not applicable to this operation

3. When comparing 2020 to 2019, how has the pre-ordering of agricultural products to be picked-up at a farmer's market, on-farm stand, or CSA been affected by the COVID-19 pandemic? Mark one.

   5902
   1. Large decrease in pre-ordering agricultural products
   2. Moderate decrease in pre-ordering agricultural products
   3. Little or no effect on pre-ordering agricultural products
   4. Moderate increase in pre-ordering agricultural products
   5. Large increase in pre-ordering agricultural products
   6. Don't know
   7. Not applicable to this operation

4. When comparing 2020 to 2019, how have marketing expenses for this operation been affected by the COVID-19 pandemic? Mark one.

   5903
   1. Large decrease in marketing expenses
   2. Moderate decrease in marketing expenses
   3. Little or no effect on marketing expenses
   4. Moderate increase in marketing expenses
   5. Large increase in marketing expenses
   6. Don't know
   7. Not applicable to this operation
Section 10 – Conclusion

1. It is important that we do not have duplication on our list of farms and ranches. Is it possible the information on this form would be reported by another operation or under another name?

   [ ] Yes - Please provide the name, phone number, and address below
   [ ] No - Go to item 2

   Operation Name __________________________________________
   Operator Name __________________________________________
   Phone Number __________________________________________
   Address ________________________________________________
   City ____________________________________________________
   State ___________ Zip Code ______________________________

2. Survey Results: To receive the complete results of this survey on the release date, go to: nass.usda.gov/results

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

   ________________________________

Section 11 – Contact Information

Operation Email: ________________________________
Operation Phone: (____)________________

Respondent Name: ________________________________
Respondent Phone (if different from above): (____)________________

Date: _______ _______ _______ _______

This completes the survey. Thank you for your help.