|  |
| --- |
| **2015 Local food MARKETING PRACTICES survey**  |
|  | OMB No. 0535-xxxx Approval Expires: xx/xx/xxxxProject Code: xxx QID: xxxxxx SMetaKey: xxxx  |
|  |
|  |  | DRAFT  | **SURVEY_LOGO_1:USDA_logo_bw.gif** | **United States****Department of****Agriculture**  |
|  |  |  | **nass_logo_bw.jpg** | **NATIONAL****AGRICULTURAL****STATISTICS****SERVICE** |
|  |  |  |  |  |  | **USDA/NASS**National Operations Division1400 Independence Ave., S.W.Washington, DC 20250-2000Phone: 1-800-727-9540Fax: 202-690-2090E-mail: nass@nass.usda.gov |
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| 1. In 2015, did this operation (name on label):* grow any **crops**, including field crops, fruits, vegetables, nursery/greenhouse, or other specialty crops; or
* cut any **hay**; or
* have any **livestock**, **aquaculture**, **poultry**, or honey **bees**; or
* sell any **agricultural products**?

 xxx 1[ ]  **Yes** – Continue 3[ ]  **No** – Go to Section 9 on page 162. In 2015, did this operation **produce and sell** any crops, livestock, poultry, or agricultural product **directly to a(n)**:* **CONSUMER**: Farmers markets, on-farm stores or farm stands, roadside stands or stores, CSA (Community supported agriculture), online marketplaces; or
* **RETAIL MARKET**: Supermarkets, supercenters, restaurants, caterers, independently owned grocery stores, food cooperatives; or
* **INSTITUTION**: K-12 schools, colleges or universities, hospitals, workplace cafeterias, prisons, foodbanks; or
* **INTERMEDIATE MARKET:** Businesses or organizations in the middle of the supply chain marketing locally- and/or regionally-branded products such as distributers, food hubs, brokers, auction houses, wholesale and terminal markets, and food processors.

 xxx 1[ ]  **Yes** – Continue 3[ ]  **No** – Go to Section 9 on page 163. Were any of the products that this operation produced and sold directly to a consumer, a retail market, an institution, or an  intermediate market in 2015 **food for humans to eat or drink**?

|  |  |  |  |
| --- | --- | --- | --- |
|  ***INCLUDE**** Edible agricultural products for

human consumption |  ***EXCLUDE**** Hay
* Cut flowers
 | * Christmas trees
* Nursery products
 |  |

 xxx 1[ ]  **Yes** –Continue 3[ ]  **No** – Go to Section 9 on page 16  |

|  |  |
| --- | --- |
| **SECTION 1:** |  **DIRECT-TO-CONSUMER SALES** |

|  |
| --- |
| 1. In 2015, did this operation **produce and sell** any crops, livestock, poultry, or agricultural product **DIRECTLY TO CONSUMERS**?  |

|  |  |
| --- | --- |
|  ***INCLUDE**** Farmers markets
* On-farm store or farm stand located **on** this operation
* Roadside stand or store located **off** of this operation
* CSA (Community supported agriculture)
* Online marketplace
* Other direct-to-consumer market (pick-your-own, mobile market, etc.)
 |  ***EXCLUDE**** Products purchased and resold
* Products produced and sold directly to a retail market (Section 2), institution (Section 3), or intermediate market (Section 4).
 |

 xxx 1[ ]  **Yes** – Continue 3[ ]  **No** – Go to Section 2 on page 5

 2. Were any of the products that this operation produced and sold directly to consumers in 2015 **food for humans to eat or drink**?

|  |  |  |  |
| --- | --- | --- | --- |
|  ***INCLUDE**** Edible agricultural products for

human consumption |  ***EXCLUDE**** Hay
* Cut flowers
 | * Christmas trees
* Nursery products
 |  |

 xxx 1[ ]  **Yes** –Continue 3[ ]  **No** – Go to Section 2 on page 5

**The rest of the questions in this section are only about the food produced and sold directly to consumers in 2015.**

|  |  |
| --- | --- |
| 3. Was any of the food that this operation produced and sold directly to consumers in 2015 sold through a **farmers**  **market**? |  |
|  xxx 1[ ]  **Yes** – Continue 3[ ]  **No** – Go to Item 6a |  |

|  |
| --- |
| **Number**  |
|  xxx |

 4. At how many separate farmers market locations did this operation sell food that it produced in 2015?

 Report for each location only once.

|  |
| --- |
| **Miles**  |
|  xxx |

 5. Approximately how many miles (one way) was this operation located from the farmers market that it

 received the largest gross value of food sales from in 2015? . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . .

6. Was any of the food that this operation produced and sold directly to consumers in 2015 sold through an **on-farm** **store**

 **or farm stand located on this operation**? Exclude roadside stands or stores located off of this operation.

 xxx 1[ ]  **Yes** – Continue 3[ ]  **No** – Go to Item 9

7. In 2015, was there food sold at this on-farm store or farm stand that was produced by another operation?

 xxx 1[ ]  **Yes** - Continue 3[ ]  **No** – Go to Item 9

8. How many other operations produced food that was sold at this on-farm store or farm stand in 2015?

 xxx 1[ ]  1-4 operations

 2[ ]  5 or more operations

 3[ ]  Don’t Know

9. Was any of the food that this operation produced and sold directly to consumers in 2015 sold through a **roadside stand**

 **or store located off of this operation**? Exclude on-farm stores and farmers market stands.

 xxx 1[ ]  **Yes** – Continue 3[ ]  **No** – Go to Item 15 on page 3

|  |
| --- |
| **Number**  |
|  xxx |

10. At how many total roadside stands or stores located off of this operation did this operation sell

 food that it produced in 2015?

11. In 2015, was there food sold at this roadside stand or store that was produced by another operation?

 xxx 1[ ]  **Yes** - Continue 3[ ]  **No** – Go to Item 13 on page 3

12. How many other operations produced food that was sold at this roadside stand or store in 2015?

 xxx 1[ ]  1-4 operations

 2[ ]  5 or more operations

 3[ ]  Don’t Know

|  |
| --- |
| **Miles**  |
|  xxx |

13. Approximately how many miles (one way) was this operation located from the roadside stand or store

 located off of this operation that it received the largest gross value of food sales from in 2015? . . . .. . .

|  |
| --- |
| 19. 14. Did this operation own this roadside stand or store? xxx 1[ ]  **Yes** 3[ ]  **No**  |

15. Was any of the food that this operation produced and sold directly to consumers in 2015 sold through a **CSA**

 **(Community supported agriculture)**?

 xxx 1[ ]  **Yes** – Continue 3[ ]  **No** – Go to Item 21

|  |
| --- |
| 16. In 2015, was there food sold in this CSA that was produced by another operation? xxx 1[ ]  **Yes** - Continue 3[ ]  **No** – Go to Item 1817. How many other operations produced food that was sold in this CSA in 2015? xxx 1[ ]  1-4 operations  2[ ]  5 or more operations 3[ ]  Don’t Know |

18. Was the CSA pick-up site that this operation received the largest gross value of food sales from in 2015 located on this

 operation?

 xxx 1[ ]  **Yes** – Go to Item 20 3[ ]  **No** – Continue 4[ ]  **CSA does not use pick-up sites** – Go to Item 20

|  |
| --- |
| **Miles**  |
|  xxx |

19. Approximately how many miles (one way) was this operation located from the CSA pick-up site that it

 received the largest gross value of food sales from in 2015? . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . .

 20. Did this operation own this CSA?

 xxx 1[ ]  **Yes** 3[ ]  **No**

21. An **online marketplace** is a web-based platform designed for the selling of goods.

 Was any of the food that this operation produced and sold directly to consumers in 2015 sold through an **online**

 **marketplace**?

 xxx 1[ ]  **Yes** – Continue 3[ ]  **No** – Go to Item 24

|  |
| --- |
| **Percent**  |
|  xxx |

22. In 2015, approximately what percent of online sales of food sold directly to consumers were from

 buyers living either within the same state as this operation or a 400-mile radius of this operation? . . . . .

23. Did this operation own this online marketplace?

 xxx 1[ ]  **Yes** 3[ ]  **No**

|  |
| --- |
| 24. In 2015, did this operation accept Supplemental Nutrition Assistance Program (SNAP) benefits either with electronic  benefit transfer (EBT) technology owned by this operation or at a farmers market at which the market administers SNAP  payments with EBT technology?  |
|  xxx 1[ ]  **Yes** – Continue 3[ ]  **No** – Go to Item 26 on page 425. From which of the following direct-to-consumer markets did this operation accept SNAP benefits with EBT technology  for the food it produced and sold directly to consumers in 2015? (Mark all that apply) |
|  xxx 🞏Farmers market xxx 🞏On-farm store or farm stand located **on** this operation xxx 🞏Roadside stand or store located **off** of this operation xxx 🞏CSA  xxx 🞏Online marketplace xxx 🞏Other direct-to-consumer market (pick-your-own, mobile market, etc.) |

|  |  |  |
| --- | --- | --- |
|  |  | **Year**(YYYY) |
| 26. In what year did this operation first produce and sell food directly to **consumers**? . . . . . . . . . .  |  | xxx \_\_\_ \_\_\_ \_\_\_ \_\_\_ |

27. Report the **total gross value of sales** this operation received for the unprocessed **food it produced and sold** directly to **consumers** in 2015. Report by the market through which the product was sold. Report value-added products in Item 29.

***EXCLUDE***

* Sales of processed or value-added products (eggs in small cartons, bottled milk, cheese, meat, wine)
* Non-edible agricultural products (hay, cut flowers, nursery products, Christmas trees, etc.)
* Products purchased and resold

|  |  |  |
| --- | --- | --- |
| **Direct-to-Consumer Market** | **Crop Sales** | **Livestock and Poultry Sales** |
| Mark “X”if none | (Dollars) | Mark “X”if none | (Dollars) |
| a. Farmers markets | [ ]  | xxx | [ ]  | xxx |
| b. On-farm store or farm stand located **on** this operation | [ ]  | xxx | [ ]  | xxx |
| c. Roadside stand or store located **off** of this operation | [ ]  | xxx | [ ]  | xxx |
| d. CSA  | [ ]  | xxx | [ ]  | xxx |
| e. Online marketplaces | [ ]  | xxx | [ ]  | xxx |
| f. Other direct-to-consumer markets (pick-your-own, mobile  market, etc.) Specify: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ | [ ]  | xxx | [ ]  | xxx |

28. In 2015, did this operation produce and sell any **Processed or Value-added products** directly to consumers that was

 food for humans to eat or drink?

|  |  |  |
| --- | --- | --- |
|  ***INCLUDE**** Bottled milk, Cheese
* Eggs in small cartons
 | * Meat
* Wine, Jam, etc.
 |  ***EXCLUDE**** Sales reported in previous items
* Non-edible agricultural products
 |

 xxx 1[ ]  **Yes** – Continue 3[ ]  **No** – Go to Section 2 on page 5

29. Report the **processed or value-added food product(s)** and gross value of sales of the food product(s) produced and

 sold by this operation in 2015. Report by the market through which the food product was sold.

|  |  |  |
| --- | --- | --- |
| **Direct-to-Consumer Market** | **Processed or Value-Added** **Food Product(s)**Mark “X” if none | **Processed or Value-****Added Food Product(s) Sales**(Dollars) |
| a. Farmers markets | [ ]  | Specify:  |  xxx |
| b. On-farm store or farm stand located **on** this  operation | [ ]  | Specify:  | xxx |
| c. Roadside stand or store located **off** of this  operation | [ ]  | Specify:  | xxx |
| d. CSA  | [ ]  | Specify:  | xxx |
| e. Online marketplaces | [ ]  | Specify:  | xxx |
| f. Other direct-to-consumer markets (pick-your-  own, mobile market, etc.)  Specify: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ | [ ]  | Specify:  | xxx |

|  |  |
| --- | --- |
| **SECTION 2:** |  **DIRECT-TO-RETAIL MARKET SALES** |

1. In 2015, did this operation **produce and sell** any crops, livestock, poultry, or agricultural product **DIRECTLY TO A RETAIL MARKET**?

|  |  |
| --- | --- |
|  ***INCLUDE**** Supermarkets or supercenters
* Restaurants or caterers
* Other direct-to-retail market (independently owned grocery stores,

food cooperatives, small food stores, corner stores) |  ***EXCLUDE**** Products purchased and resold
* Products produced and sold directly to a consumer (Section 1), institution (Section 3), or intermediate market (Section 4).
 |

 xxx 1[ ]  **Yes** – Continue 3[ ]  **No** – Go to Section 3 on page 6

2. Were any of the products that this operation produced and sold directly to a retail market in 2015 **food for humans to eat or drink**?

|  |  |  |  |
| --- | --- | --- | --- |
|  ***INCLUDE**** Edible agricultural products for

human consumption |  ***EXCLUDE**** Hay
* Cut flowers
 | * Christmas trees
* Nursery products
 |  |

 xxx 1[ ]  **Yes** –Continue 3[ ]  **No** – Go to Section 3 on page 6

**The rest of the questions in this section are only about the food produced and sold directly to a retail market in 2015.**

3. Was any of the food that this operation produced and sold directly to a retail market in 2015 sold to a **supermarket**

 **or supercenter**?

 xxx 1[ ]  **Yes** – Continue 3[ ] **No** – Go to Item 5

|  |
| --- |
| **Miles**  |
|  xxx |

4. Approximately how many miles (one way) was this operation located from the supermarket or

 supercenter that it received the largest gross value of food sales from in 2015? . . . . . . . . . . . . . . . . . .

5. Was any of the food that this operation produced and sold directly to a retail market in 2015 sold to a **restaurant or**

 **caterer**?

 xxx 1[ ]  **Yes** – Continue 3[ ]  **No** – Go to Item 7

|  |
| --- |
| **Miles**  |
|  xxx |

6. Approximately how many miles (one way) was this operation located from the restaurant or caterer that it

 received the largest gross value of food sales from in 2015? . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . .

|  |  |  |
| --- | --- | --- |
|  |  | **Year**(YYYY) |
| 7. In what year did this operation first produce and sell food directly to a **retail market**? . . . . . . . .  |  | xxx \_\_\_ \_\_\_ \_\_\_ \_\_\_ |

8. Report the **total gross value of sales** this operation received for the unprocessed **food it produced and sold** directly to a **retail market** in 2015. Report by the market through which the product was sold. Report value-added products in Item 10.

***EXCLUDE***

* Sales of processed or value-added products (eggs in small cartons, bottled milk, cheese, meat, wine)
* Non-edible agricultural products (hay, cut flowers, nursery products, Christmas trees, etc.)
* Products purchased and resold

|  |  |  |
| --- | --- | --- |
| **Direct-to-Retail Market** | **Crop Sales** | **Livestock and Poultry Sales** |
| Mark “X” if none | (Dollars) | Mark “X” if none | (Dollars) |
| a. Supermarkets or supercenters | [ ]  | xxx | [ ]  | xxx |
| b. Restaurants or caterers | [ ]  | xxx | [ ]  | xxx |
| c. Other direct-to-retail market (independently owned grocery stores, food cooperatives, small food stores, corner stores) Specify: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ | [ ]  | xxx | [ ]  | xxx |

9. In 2015, did this operation produce and sell any **Processed or Value-added product** directly to a retail market

 that was food for humans to eat or drink?

|  |  |  |
| --- | --- | --- |
|  ***INCLUDE**** Bottled milk, Cheese
* Eggs in small cartons
 | * Meat
* Wine, Jam, etc.
 |  ***EXCLUDE**** Sales reported in previous items
* Non-edible agricultural products
 |

 xxx 1[ ]  **Yes** – Continue 3[ ]  **No** – Go to Section 3

10. Report the **processed or value-added food product(s)** and gross value of sales of the food product(s) produced and

 sold by this operation in 2015.

|  |  |  |
| --- | --- | --- |
| **Direct-to-Retail Market** | **Processed or Value-Added** **Food Product(s)**Mark “X” if none | **Processed or Value-****Added Food Product(s) Sales**(Dollars) |
|  **Retail** **Market** (supermarkets or supercenters, restaurants or caterers, other direct-to-retail market) | [ ]  | Specify:  | xxx |
|  |
| **SECTION 3:** |  **DIRECT-TO-INSTITUTION SALES** |

1. In 2015, did this operation **produce and sell** any crops, livestock, poultry, or agricultural product **DIRECTLY TO AN**

 **INSTITUTION**?

|  |  |
| --- | --- |
|  ***INCLUDE**** K-12 schools
* Colleges and universities
* Hospitals
* Other direct-to-institution market (workplace cafeterias, prisons,

preschools, food banks, gleaners, senior care facilities) |  ***EXCLUDE**** Products purchased and resold
* Products produced and sold directly to a consumer (Section 1), retail market (Section 2), or intermediate market (Section 4).
 |

 xxx 1[ ]  **Yes** – Continue 3[ ]  **No** – Go to Section 4 on page 8

 2. Were any of the products that this operation produced and sold directly to an institution in 2015 **food for humans to eat or drink**?

|  |  |  |  |
| --- | --- | --- | --- |
|  ***INCLUDE**** Edible agricultural products for

human consumption |  ***EXCLUDE**** Hay
* Cut flowers
 | * Christmas trees
* Nursery products
 |  |

 xxx 1[ ]  **Yes** –Continue 3[ ]  **No** – Go to Section 4 on page 8

**The rest of the questions in this section are only about the food produced and sold directly to an institution in 2015.**

3. Was any of the food that this operation produced and sold directly to an institution in 2015 sold to a **K-12 school**?

 xxx 1[ ]  **Yes** – Continue 3[ ]  **No** – Go to Item 5

|  |
| --- |
| **Miles**  |
|  xxx |

4. Approximately how many miles (one way) was this operation located from the K-12 school that it

 received the largest gross value of food sales from in 2015? . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . .

5. Was any of the food that this operation produced and sold directly to an institution in 2015 sold to a **college or**

 **university**?

 xxx 1[ ]  **Yes** – Continue 3[ ]  **No** – Go to Item 7

|  |
| --- |
| **Miles**  |
|  xxx |

6. Approximately how many miles (one way) was this operation located from the college or university that it

 received the largest gross value of food sales from in 2015? . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . .

7. Was any of the food that this operation produced and sold directly to an institution in 2015 sold to a **hospital**?

 xxx 1[ ]  **Yes** – Continue 3[ ]  **No** – Go to Item 9 on page 7

|  |
| --- |
| **Miles**  |
|  xxx |

8. Approximately how many miles (one way) was this operation located from the hospital that it received

 the largest gross value of food sales from in 2015? . . . . . . . . . . . . . . . . . . . . . . . .. . . . . . . . . . . . . . . .

|  |  |  |
| --- | --- | --- |
|  |  | **Year**(YYYY) |
| 9. In what year did this operation first produce and sell food directly to an **institution**? . . . . . . . . . .  |  | xxx \_\_\_ \_\_\_ \_\_\_ \_\_\_ |

10. Report the **total gross value of sales** this operation received for the unprocessed **food it produced and sold** directly to an **institution** in 2015. Report by the market through which the product was sold. Report value-added products in Item 12.

***EXCLUDE***

* Sales of processed or value-added products (eggs in small cartons, bottled milk, cheese, meat, wine)
* Non-edible agricultural products (hay, cut flowers, nursery products, Christmas trees, etc.)
* Products purchased and resold

|  |  |  |
| --- | --- | --- |
| **Direct-to-Institution Market** | **Crop Sales** | **Livestock and Poultry Sales** |
| Mark “X”if none | (Dollars) | Mark “X”if none | (Dollars) |
| a. K-12 schools | [ ]  | xxx | [ ]  | xxx |
| b. Colleges and universities | [ ]  | xxx | [ ]  | xxx |
| c. Hospitals | [ ]  | xxx | [ ]  | xxx |
| d. Other direct-to-institution market (workplace cafeterias,  prisons, preschools, food banks, gleaners, senior  care facilities) Specify: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ | [ ]  | xxx | [ ]  | xxx |

11. In 2015, did this operation produce and sell any **Processed or Value-added product** directly to an institution that was

 food for humans to eat or drink?

|  |  |  |
| --- | --- | --- |
|  ***INCLUDE**** Bottled milk, Cheese
* Eggs in small cartons
 | * Meat
* Wine, Jam, etc.
 |  ***EXCLUDE**** Sales reported in previous items
* Non-edible agricultural products
 |

 xxx 1[ ]  **Yes** – Continue 3[ ]  **No** – Go to Section 4 on page 8

12. Report the **processed or value-added food product(s)** and gross value of sales of the food product(s) produced and

 sold by this operation in 2015.

|  |  |  |
| --- | --- | --- |
| **Direct-to-Institution Market** | **Processed or Value-Added** **Food Product(s)**Mark “X” if none | **Processed or Value-****Added Food Product(s) Sales**(Dollars) |
|  **Institution** (K-12 schools, colleges and universities, hospitals, other direct-to-institution market) | [ ]  | Specify:  |  xxx |

|  |  |
| --- | --- |
| **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.

 In 2015, did this operation **produce and sell** any crops, livestock, poultry, or agricultural product **DIRECTLY TO AN INTERMEDIATE MARKET** which sold it as a locally- or regionally-branded product?

|  |  |
| --- | --- |
|  ***INCLUDE**** Businesses or organizations in the middle of the supply chain marketing locally- and/or regionally-branded products such as distributers, food hubs, brokers, auction houses, wholesale and terminal markets, and food processors.
 |  ***EXCLUDE**** Products purchased and resold
* Products produced and sold directly to a consumer (Section 1), retail market (Section 2), or institution (Section 3).
* Intermediate markets that **do not** market locally- and/or regionally-branded products
 |

 xxx 1[ ]  **Yes** – Continue 3[ ]  **No** – Go to Section 5 on page 9

 2. Were any of the products that this operation produced and sold directly to an intermediate market in 2015 **food for humans to eat or drink**?

|  |  |  |  |
| --- | --- | --- | --- |
|  ***INCLUDE**** Edible agricultural products for

human consumption |  ***EXCLUDE**** Hay
* Cut flowers
 | * Christmas trees
* Nursery products
 |  |

 xxx 1[ ]  **Yes** –Continue 3[ ]  **No** – Go to Section 5 on page 9

|  |
| --- |
| **Miles**  |
|  xxx |

**The rest of the questions in this section are only about the food produced and sold directly to an intermediate market in 2015.**

3. Approximately how many miles (one way) was this operation located from the **intermediate market**

 that it received the largest gross value of food sales from in 2015? . . . . . . . . . . . . . . . . . . . . . . . . . . . . .

|  |  |  |
| --- | --- | --- |
|  |  | **Year**(YYYY) |
| 4. In what year did this operation first produce and sell food directly to an **intermediate market**?  |  | xxx \_\_\_ \_\_\_ \_\_\_ \_\_\_ |

5. Report the **total gross value of sales** this operation received for the unprocessed **food it produced and sold** directly to an **intermediate market** in 2015. Report value-added products in Item 7 on page 9.

***EXCLUDE***

* Sales of processed or value-added products (eggs in small cartons, bottled milk, cheese, meat, wine)
* Non-edible agricultural products (hay, cut flowers, nursery products, Christmas trees, etc.)
* Products purchased and resold

|  |  |  |
| --- | --- | --- |
| **Direct-to-Intermediate Market** | **Crop Sales** | **Livestock and Poultry Sales** |
| Mark “X”if none | (Dollars) | Mark “X” if none | (Dollars) |
|  **Intermediate** **Market** (business or organization in the middle of the supply chain marketing locally- and/or regionally-branded products | [ ]  | xxx | [ ]  | xxx |

6. In 2015, did this operation produce and sell any **Processed or Value-added product** directly to an intermediate market

 that was food for humans to eat or drink?

|  |  |  |
| --- | --- | --- |
|  ***INCLUDE**** Bottled milk, Cheese
* Eggs in small cartons
 | * Meat
* Wine, Jam, etc.
 |  ***EXCLUDE**** Sales reported in previous items
* Non-edible agricultural products
 |

 xxx 1[ ]  **Yes** – Continue 3[ ]  **No** – Go to Section 5 on page 9

7. Report the **processed or value-added food product(s)** and gross value of sales of the food product(s) produced and

 sold by this operation in 2015.

|  |  |  |
| --- | --- | --- |
| **Direct-to-Intermediate Market** | **Processed or Value-Added** **Food Product(s)**Mark “X” if none | **Processed or Value-****Added Food Product(s) Sales**(Dollars) |
|  **Intermediate** **Market** (business or organization in the middle of the supply chain marketing locally- and/or regionally-branded products | [ ]  | Specify:  |  xxx |

|  |  |
| --- | --- |
| **SECTION 5:** |  **OTHER INFORMATION** |

1. In 2015, what was this operation’s **total gross value of food sales** for the food it produced and sold directly to

 consumers, a retail market, an institution, or an intermediate market? (Mark one)

 xxx

|  |  |  |  |
| --- | --- | --- | --- |
| 1[ ]  $1 - 999 | 5[ ]  $10,000 - 24,999 |  8[ ]  $100,000 - 249,999 | 11[ ]  $1,000,000 - 2,499,999 |
| 2[ ]  $1,000 - 2,499 | 6[ ]  $25,000 - 49,999 |  9[ ]  $250,000 - 499,999 | 12[ ]  $2,500,000 - 4,999,999 |
| 3[ ]  $2,500 - 4,999 | 7[ ]  $50,000 - 99,999 | 10[ ]  $500,000 - 999,999 | 13[ ]  $5,000,000 and over |
| 4[ ]  $5,000 - 9,999 |  |  |  |

2. In 2015, approximately what percent of this operation’s **food sales** sold directly to consumers, a

|  |
| --- |
| **Percent**  |
| xxx %  |
| xxx % |
| xxx % |
| **100%** |

 retailmarket, an institution, or an intermediate market were sold:

1. Within 100 miles or less . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . .
2. More than 100 miles but less than 400 miles. . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . .
3. 400 miles or more. . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . .

 TOTAL (Sum of Items 2a + 2b + 2c)

3. Were any of the crops, livestock, or agricultural products that this operation produced and sold directly to

 consumers, a retail market, an institution, or an intermediate market in 2015 **NOT** **food for humans to eat or drink**?

|  |  |  |  |
| --- | --- | --- | --- |
|  ***INCLUDE**** Hay
* Cut flowers
 | * Christmas trees
* Nursery products
 | * Live animals
* Wool
 |  ***EXCLUDE**** Edible agricultural products for

human consumption  |

 xxx 1[ ]  **Yes** –Continue 3[ ]  **No** – Go to Item 5

|  |  |  |
| --- | --- | --- |
|  |  | **Dollars** |
|  4. In 2015, 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**?. . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . .  |  | xxx |

|  |  |  |
| --- | --- | --- |
| 5. In 2015, how many acres did this operation: |  | **Acres** |
| a. Own?. . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . .  |  | xxx |
| b. Rent or Lease from others or use Rent Free? (Exclude land used on an animal unit month (AUM) basis, BLM and Forest Service land.).  | **+** | xxx |
| c. Rent to others?. . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . .  | **-** | xxx |
| 6. Calculate item 5a + 5b - 5c. Then the total acres operated in 2015 was:. . . . . . . . . . . . . . . .  | **=** | xxx |

 7. Considering the total acres operated in Item 6, in what county and state was the largest value of this operation’s

 agricultural products raised or produced?

|  |
| --- |
| **Principal County Name** |
|  0055 |

|  |
| --- |
| **State**  |
|  0060 |

8. From which of the following categories of crops and livestock did this operation produce and sell an agricultural product in

 2015, regardless of marketing channel, and was any food produced and sold directly to consumers, a retail market, an

 institution, or an intermediate market from that category?

|  |  |  |
| --- | --- | --- |
| **Crops & Livestock** |  Produced and sold agricultural product regardless of marketing channel    | Produced and sold**food** directly to consumers, a retail market, an institution, or an intermediate market |
| a. **Grains, Oilseeds, Dry Beans, and Dry Peas** (corn, flaxseed, grain silage and forage, grains and oilseeds, popcorn, rice, small grains, sorghum, soybeans, sunflowers, straw, etc. |  xxx 1[ ]  **Yes** 3[ ]  **No** | xxx 1[ ]  **Yes** 3[ ]  **No** |
| b. **Tobacco** | xxx 1[ ]  **Yes** 3[ ]  **No** |  |
| c. **Cotton and Cottonseed** | xxx 1[ ]  **Yes** 3[ ]  **No** |  |
| d. **Vegetables, Melons, Potatoes, and Sweet Potatoes** (beets, cabbage, cantaloupes, pumpkins, sweet corn, tomatoes, watermelons, vegetable seeds, etc.) | xxx 1[ ]  **Yes** 3[ ]  **No** | xxx 1[ ]  **Yes** 3[ ]  **No** |
| e. **Fruit, Tree Nuts, and Berries** (almonds, apples, blueberries, cherries, grapes, hazelnuts, kiwifruit, oranges, pears, pecans, strawberries, walnuts, etc.) | xxx 1[ ]  **Yes** 3[ ]  **No** | xxx 1[ ]  **Yes** 3[ ]  **No** |
| 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.) | xxx 1[ ]  **Yes** 3[ ]  **No** | xxx 1[ ]  **Yes** 3[ ]  **No** |
| g. **Cut Christmas Trees and Short Rotation Woody Crops** | xxx 1[ ]  **Yes** 3[ ]  **No** |  |
| h. **Other Crops, Hay, CRP, and Pasture** (grass seed, hay and grass silage, hops, maple syrup, mint, peanuts, sugarcane, sugarbeets, CRP, etc.)  | xxx 1[ ]  **Yes** 3[ ]  **No** | xxx 1[ ]  **Yes** 3[ ]  **No** |
| i. **Hogs and Pigs** | xxx 1[ ]  **Yes** 3[ ]  **No** | xxx 1[ ]  **Yes** 3[ ]  **No** |
| j. **Milk and Other Dairy Products from Cows** | xxx 1[ ]  **Yes** 3[ ]  **No** | xxx 1[ ]  **Yes** 3[ ]  **No** |
| k. **Cattle and Calves** (beef and dairy cattle for breeding stock, fed cattle, beef and dairy cull animals, stockers and feeders, veal calves, etc.) | xxx 1[ ]  **Yes** 3[ ]  **No** | xxx 1[ ]  **Yes** 3[ ]  **No** |
| l. **Sheep, Goats, and their** **Products** | xxx 1[ ]  **Yes** 3[ ]  **No** | xxx 1[ ]  **Yes** 3[ ]  **No** |
| m. **Horses, Ponies, and Mules** (burros and donkeys) | xxx 1[ ]  **Yes** 3[ ]  **No** |  |
| n. **Poultry and Eggs** (broilers, chickens, turkeys, ducks, eggs, emus, geese, hatchlings ostriches, pigeons, pheasants, quail, poultry products, etc.) | xxx 1[ ]  **Yes** 3[ ]  **No** | xxx 1[ ]  **Yes** 3[ ]  **No** |
| o. **Aquaculture** (catfish, trout, ornamental and other fish, mollusks, crustaceans, etc.) | xxx 1[ ]  **Yes** 3[ ]  **No** | xxx 1[ ]  **Yes** 3[ ]  **No** |
| p. **Other Animals and Other Animal Products** (bees, honey, rabbits, fur-bearing animals, semen, manure, other animal specialties, etc.) | xxx 1[ ]  **Yes** 3[ ]  **No** | xxx 1[ ]  **Yes** 3[ ]  **No** |

|  |
| --- |
| 9. Considering: |
| * sales of all crops, livestock, poultry, and livestock products (milk, eggs, etc.) sold in 2015;
* the value of product removed for all crops, livestock, and poultry produced under contract in 2015;
* sales of all miscellaneous agricultural products in 2015;
* all government agricultural payments received in 2015 ; and
* exclude dollars received on land rented to others.
 |
|  What code represents the total gross value of sales, including government agricultural payments, in 2015? |

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
|  **Total Value** | **GVS Code** |  |  |  |
|   |  | GENERIC_IMAGE_1:rigthSquareBracket.bmp | GENERIC_IMAGE_2:longRightArrow.bmp |  |  |
| $$$$$$$$$$$$ | 11,0002,5005,00010,00025,00050,000100,000250,000500,0001,000,0002,500,000 | –––––––––––– | $$$$$$$$$$$$ |  999 ….. 2,499 ….. 4,999 ….. 9,999 ….. 24,999 ….. 49,999 ….. 99,999 ….. 249,999 ….. 499,999 ….. 999,999 …..2,499,999 …..4,999,999 ….. | 1 [ ]  2 [ ]  3 [ ]  4 [ ]  5 [ ] 6 [ ]  7 [ ]  8 [ ]  9 [ ] 10 [ ]  11 [ ]  12 [ ]   | **GVS Code** |  |
| 860 |  |
|  |  |
| $ | 5,000,000 and over. . . . . . . . . . . . . .  | 13 [ ]  |  |

10. Is the GVS Code in box 860 equal to ‘1’?

xxx 1[ ]  **Yes** - Continue 3[ ]  **No** – Go to Item 12 on page 12

|  |
| --- |
| 11. Record all 2015 crops, land uses, and livestock or poultry now on the total acres operated. |

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| **Land Use** | ACRES | **Field Crops Intended For Harvest** | ACRES | **Other Crops** | ACRES |
| CRP/WRP. . . . . . . . . . . . . . . . . .  |  | \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_. . . . . . .  |  | Cut Christmas Trees. . . . . . .  |  |
| Idle Cropland. . . . . . . . . . . . . . .  |  | \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_. . . . . . .  |  | Nursery & Greenhouse. . . . .  |  |
| Summer Fallow. . . . . . . . . . . . . .  |  | \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_. . . . . . .  |  | \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_. . . . . . .  |  |
| \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_. . . . . . . . .  |  | \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_. . . . . . .  |  | \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_. . . . . . .  |  |
| **Government Payments** | WHOLE DOLLARS | **Fruits/Nuts** | ACRES | **Livestock** | NUMBER |
| CRP/WRP Payments. . . . . . . . .  |  | \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_. . . . . . .  |  | Cattle - Dairy. . . . . . . . . . . . .  |  |
| Other Gov’t Payments. . . . . . . .  |  | \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_. . . . . . .  |  | Cattle - Other. . . . . . . . . . . . .  |  |
|  |  | \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_. . . . . . .  |  | Chickens. . . . . . . . . . . . . . . .  |  |
| **Pasture/Rangeland** | ACRES | \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_. . . . . . .  |  | Hogs. . . . . . . . . . . . . . . . . . .  |  |
| Cropland Used Only For Pasture. . . . . . . . . . . . . . .  |  | \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_. . . . . . .  |  | Horses. . . . . . . . . . . . . . . . . .  |  |
| Permanent Pasture. . . . . . . . . . .  |  |  |  | Mules/Burros. . . . . . . . . . . . .  |  |
| Woodland Pasture. . . . . . . . . . .  |  | **Vegetables/Melons** | ACRES | Sheep & Goats. . . . . . . . . . .  |  |
|  |  | \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_. . . . . . .  |  | \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_. . . . . . .  |  |
| **Aquaculture** | NUMBER | \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_. . . . . . .  |  | \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_. . . . . . .  |  |
| Acres of Ponds in Use. . . . . . . .  |  | \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_. . . . . . .  |  |  |  |
| Foodsize/Stockers. . . . . . . . . . .  |  | **Berries** | ACRES |  | **OFFICE USE** |
| Fingerlings/Broodfish. . . . . . . . .  |  | \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_. . . . . . .  |  |  | Total Points | Pasture Points |
| Trout Eggs. . . . . . . . . . . . . . . . .  |  | \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_. . . . . . .  |  |  | 861 | 869 |
| Other Aquaculture. . . . . . . . . . .  |  | \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_. . . . . . .  |  |  |

|  |  |  |
| --- | --- | --- |
| 12. What were this operation’s total expenses in 2015? . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . .

|  |
| --- |
| **Dollars**  |
|  xxx |

13. Report **marketing expenses** paid by this operation in 2015 for the food produced and sold  directly to consumers, a retail market, an institution, or an intermediate market in 2015. Expenses  reported in Items 13a through 13f should have also been reported in Item 12. |
|  ***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, a retail market, an institution, or an intermediate market
 |

|  |  |  |
| --- | --- | --- |
| **Marketing Expense** | Mark “X” if none | **Expenses**(Dollars) |
| a. Hired labor to work at market channel outlets  | [ ]  | xxx |
| b. Transportation and distribution costs to market channel outlets such as vehicle insurance,  gas, depreciation costs, etc.  | [ ]  | xxx |
| c. Market promotion/advertisement expenses such as a website, brochures, etc.  | [ ]  | xxx |
| d. Equipment/supply expenses associated with market channel outlets such as boxes, bags, coolers, crates, scales, tables, etc. | [ ]  | xxx |
| e. Food safety expenses such as compliance costs, training, third-party auditing costs, etc. | [ ]  | xxx |
| f. Other marketing expenses such as market fees, licenses, insurance, etc.  Specify: (\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_) | [ ]  | xxx |
| **Total Marketing Expenses** (Sum of Items 13a through 13f) |  | xxx |
|  |
| **SECTION 6:** |  **PRACTICES** |

1. At any time during 2015, did this operation have internet access, either on the operation or at the principal operator’s

 residence?

 xxx 1[ ]  **Yes** - Continue 3[ ]  **No** – Go to Item 5 on page 13

|  |
| --- |
| 2. In 2015, did this operation use the internet to access the following resources? |
| a. Purchasing input supplies, commodities, equipment, and other materials for farm operation.  | xxx 1[ ]  **Yes** 3 [ ]  **No** |
| b. Using online and/or peer learning resources (live or recorded webinars, tutorials, peer user  groups, etc.) . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . .  | xxx 1[ ]  **Yes** 3 [ ]  **No** |
| c. Using online business products and services (business planning, accounting, legal, banking, etc.)  | xxx 1[ ]  **Yes** 3 [ ]  **No** |
| d. Identifying sources for and/or submitting funding, grant, subsidy requests, or proposals. . . . .  | xxx 1[ ]  **Yes** 3 [ ]  **No** |
| e. USDA Market News price and market information . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . | xxx 1[ ]  **Yes** 3 [ ]  **No** |
| f. Price and market information from other sources . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . | xxx 1[ ]  **Yes** 3 [ ]  **No** |

3. In 2015, did this operation have a farm business website?

 xxx 1[ ]  **Yes** - Continue 3[ ]  **No** – Go to Item 5 on page 13

4. In 2015, did this operation use its farm business website to:

|  |  |
| --- | --- |
|  a. Provide background/history on farm operation and practices. . . . . . . . . . . . . . . . . . . | xxx 1[ ]  **Yes** 3 [ ]  **No** |
|  b. Advertise products for sale and on-farm activities/services?. . . . . . . . . . . .. . . . . . . . . . . . . .  | xxx 1[ ]  **Yes** 3 [ ]  **No** |
|  c. Carry out transactions and sell farm products online? . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . | xxx 1[ ]  **Yes** 3 [ ]  **No** |

5. Did this operation participate in the following USDA programs in 2015?

|  |  |
| --- | --- |
|  a. Noninsured Crop Disaster Assistance Program . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . |  xxx 1[ ]  **Yes** 3 [ ]  **No** |
|  b. Farm Microloans Program. . . . . . . . . . . . . . .. . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . .  |  xxx 1[ ]  **Yes** 3 [ ]  **No** |
|  c. Whole-Farm Revenue Protection Program. . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . .  |  xxx 1[ ]  **Yes** 3 [ ]  **No** |
|  d. Environmental Quality Incentives Program (EQIP). . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . |  xxx 1[ ]  **Yes** 3 [ ]  **No** |
|  e. Value-Added Producer Grant Program. . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . |  xxx 1[ ]  **Yes** 3 [ ]  **No** |

|  |
| --- |
|  |
| 1. In 2015, did this operation maintain the following farm management records?
 |
| a. A balance sheet . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . |  xxx 1[ ]  **Yes** 3 [ ]  **No** |
| b. An income statement. . . . . . . . . . . . . . .. . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . .  |  xxx 1[ ]  **Yes** 3 [ ]  **No** |
| c. A cash flow budget or projection. . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . .  |  xxx 1[ ]  **Yes** 3 [ ]  **No** |
| d. A written business plan. . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . |  xxx 1[ ]  **Yes** 3 [ ]  **No** |
| e. A separate marketing plan. . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . |  xxx 1[ ]  **Yes** 3 [ ]  **No** |

|  |  |
| --- | --- |
| **SECTION 7:** |  **THIRD-PARTY CERTIFICATION AND FOOD SAFETY** |

1. In 2015, did this operation have the following practices certified or verified by a third party?

|  |  |
| --- | --- |
| a. USDA Certified Organic . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . |  xxx 1[ ]  **Yes** 3 [ ]  **No** |
| b. Pasture-based management (grass fed, free range, pasture raised). . . . . . . . . . . . . . .. . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . .  |  xxx 1[ ]  **Yes** 3 [ ]  **No** |
| c. Animal care-based management (cage free, raised without antibiotics, animal welfare approved, certified humane) . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . |  xxx 1[ ]  **Yes** 3 [ ]  **No** |
| d. Naturally Grown Certified . . . . . . . . . . . . . .. . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . .  |  xxx 1[ ]  **Yes** 3 [ ]  **No** |
| e. Other third party certified or verified practices excluding food safety certification. . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . .  |  xxx 1[ ]  **Yes** 3 [ ]  **No** |

2. In 2015, did this operation receive a(n):

|  |  |
| --- | --- |
| a. USDA individual Good Agricultural Practices (GAP) certification? . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . |  xxx 1[ ]  **Yes** 3 [ ]  **No** |
| b. Other third party Good Agricultural Practices (GAP) certification?. . . . . . . . . . . . . . .. . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . .  |  xxx 1[ ]  **Yes** 3 [ ]  **No** |
| c. Other USDA labels/quality verification?. . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . .  |  xxx 1[ ]  **Yes** 3 [ ]  **No** |

3. Did this operation have a food safety plan that covered produce in 2015?

 ***INCLUDE***

* Fruit, berries, vegetables, herbs, tree nuts, dry beans, peas and lentils, peanuts, sprouts, and mushrooms

 xxx 1[ ]  **Yes** - Continue 3[ ]  **No** – Go to Item 5

|  |
| --- |
| 4. Is the food safety plan written? |
| xxx 1[ ]  **Yes** 3[ ]  **No**  |

5. Did this operation have a third-party food safety audit of produce in 2015?

 ***INCLUDE***

* Fruit, berries, vegetables, herbs, tree nuts, dry beans, peas and lentils, peanuts, sprouts, and mushrooms

 xxx 1[ ]  **Yes** 3[ ]  **No**

|  |  |
| --- | --- |
| **SECTION 8:**  |  **PERSONAL CHARACTERISTICS** |
| 1. In 2015, 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 ofyour household, and/or other persons related to you by blood, marriage, or adoption, including relatives not residingin your household. Consider only farm or ranch assets owned – not rented or leased – by this operation, andexclude the assets held by non-family landlords and contractors. xxx 1[ ]  **Yes** 3[ ]  **No** |
| 2. In 2015, how many individuals were involved in the decisions for this operation (include family members and hired managers)? Enter the total number of men and the total number of women. Exclude hired workers unless they were a hired manager or family member. . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . |  | Number of Individuals Making Decisions |
|  | Men |  | Women |
| xxxx |  | xxxx |  |
| 3. Answer the following questions for up to four individuals who were involved in the decisions for this operation as of **December 31, 2015.** |
|  | Person 1 | Person 2 | Person 3 | Person 4 |
| a. Is this person completing this form?. . . . . . | xxxx1[ ]  Yes 3[ ]  No | xxxx1[ ]  Yes 3[ ]  No | xxxx1[ ]  Yes 3[ ]  No | xxxx1[ ]  Yes 3[ ]  No |
| b. Sex. . . . . . . . . . . . . . . . . . .  | xxxx1[ ]  Male 2[ ]  Female | xxxx1[ ]  Male 2[ ]  Female | xxxx1[ ]  Male 2[ ]  Female | xxxx1[ ]  Male 2[ ]  Female |
| c. What was this person’s age on December 31, 2015? . . .  | xxxx | age | xxxx | age | xxxx | age | xxxx | age |
| d. Is this person of Hispanic, Latino or Spanish, origin? |  Hispanic, Latino or Spanish origin |  | Hispanic, Latinoor Spanish origin |  Hispanic, Latino or Spanish origin xxxx1[ ]  Yes 3[ ]  No |  |  Hispanic, Latino or Spanish originxxxx1[ ] Yes 3[ ]  No |  |
| xxxx1[ ]  Yes 3[ ]  No | xxxx1[ ]  Yes 3[ ]  No |

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| e. Race. . . . . . . . . . . . . . . . . .  | **Mark one or more.** | **Mark one or more.** | **Mark one or more.** | **Mark one or more.** |
| xxxxxxxxxxxx | [ ] [ ] [ ]  | WhiteBlack or AfricanAmericanAmerican Indianor Alaska NativeSpecify tribe | xxxxxxxxxxxx | [ ] [ ] [ ]  | WhiteBlack or AfricanAmericanAmerican Indianor Alaska NativeSpecify tribe | xxxxxxxxxxxx | [ ] [ ] [ ]  | WhiteBlack or AfricanAmericanAmerican Indianor Alaska NativeSpecify tribe | xxxxxxxxxxxx | [ ] [ ] [ ]  | WhiteBlack or AfricanAmericanAmerican Indianor Alaska NativeSpecify tribe |
| xxxx |  |  |  | xxxx |  |  |  | xxxx |  |  |  | xxxx |  |  |  |
| xxxxxxxx | [ ] [ ]  | AsianNative Hawaiianor Other PacificIslander | xxxxxxxx | [ ] [ ]  | AsianNative Hawaiianor Other PacificIslander | xxxxxxxx | [ ] [ ]  | AsianNative Hawaiianor Other PacificIslander | xxxxxxxx | [ ] [ ]  | AsianNative Hawaiianor Other PacificIslander |
|  |
|  | Person 1 | Person 2 | Person 3 | Person 4 |
| f. At which occupation did this person spend the majority (50 percent or more) of his/her worktime in 2015? . . . . . . . . . . . . . . .  | **Mark one.** | **Mark one.** | **Mark one.** | **Mark one.** |
| xxxx1[ ]  Farm or ranch work2[ ]  Other3[ ]  Not applicable or currently not employed | xxxx1[ ]  Farm or ranch work2[ ]  Other3[ ]  Not applicable or currently not employed | xxxx1[ ]  Farm or ranch work2[ ]  Other3[ ]  Not applicable or currently not employed | xxxx1[ ]  Farm or ranch work2[ ]  Other3[ ]  Not applicable or currently not employed |
| g. How many years in **TOTAL** has this person operated **ANY** farm? . . . . . . . . . . . . .  | xxxx | years | xxxx | years | xxxx | years | xxxx | years |
| h. Has this person ever served on active duty in the U.S. Armed Forces, Reserves, or National Guard? . . . . . . .  | **Mark one.** | **Mark one.** | **Mark one.** | **Mark one.** |
| xxxx1[ ] 2[ ] 3[ ] 4[ ]  | Never served in the militaryOnly on active duty for training in the Reserves or National GuardNow on active dutyOn active duty in thepast, but not now | xxxx1[ ] 2[ ] 3[ ] 4[ ]  | Never served in the militaryOnly on active duty for training in the Reserves or National GuardNow on active dutyOn active duty in thepast, but not now | xxxx1[ ] 2[ ] 3[ ] 4[ ]  | Never served in the militaryOnly on active duty for training in the Reserves or National GuardNow on active dutyOn active duty in thepast, but not now | xxxx1[ ] 2[ ] 3[ ] 4[ ]  | Never served in the militaryOnly on active duty for training in the Reserves or National GuardNow on active dutyOn active duty in thepast, but not now |

4. 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?

 xxx 1[ ]  **Yes –** please provide the name, phone number, and address below 3[ ]  **No** – Go to Section 9 on page 16

xxx Operation Name \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ xxx Operator Name \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

xxx Phone Number \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ xxx Address \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

xxx City \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ xxx State \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ xxx Zip Code \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

|  |  |
| --- | --- |
| **SECTION 9:** |  **CONCLUSION** |

|  |
| --- |
| **Survey Results:** To receive the complete results of this survey on the release date, go to www.nass.usda.gov/results/ |
| Would you rather have a brief summary sent to you at a later date? | 1[[ ]](#_top) Yes 3[ ] No | 9990 |

|  |  |  |
| --- | --- | --- |
| 9912 | 9911 | 9910 MM DD YY |
| Respondent Name: | Phone: | Date: |

**Thank you for your response.**

|  |
| --- |
| **OFFICE USE** |
| **Response** | **Respondent** | **Mode** | **Enum.** | **Eval.** | **Change** | **Office Use for POID** |
| 1-Comp2-R3-Inac4-Office Hold5-R – Est6-Inac – Est7-Off Hold – Est8-Known Zero | 9901 | 1-Op/Mgr2-Sp3-Acct/Bkpr4-Partner9-Oth | 9902 | 1-Mail2-Tel3-Face-to-Face4-CATI5-Web6-e-mail7-Fax8-CAPI19-Other | 9903 | 9998 | 9900 | 9985 | 9989 \_\_ \_\_ \_\_ - \_\_ \_\_ \_\_ - \_\_ \_\_ \_\_ |
| **R. Unit** | **Optional Use** |
| 9921 | 9907 | 9908 | 9906 | 9916 |
| S/E Name |  |  |  |  |