

2016 AGRICULTURAL RESOURCE MANAGEMENT SURVEY

Dairy Costs and Returns
Report – Version 4
Project Code: 904
(06/27/2016) Draft 4



**National Agricultural
Statistics Service**

ECONOMIC RESEARCH SERVICE

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

| Partner 1 | | | | Partner 2 | | | |
|--------------|-------|-----|--------------|--------------|-------|-----|--------------|
| Partner Name | | | | Partner Name | | | |
| Address | | | | Address | | | |
| City | State | Zip | Phone Number | City | State | Zip | Phone Number |
| Partner 3 | | | | Partner 4 | | | |
| Partner Name | | | | Partner Name | | | |
| Address | | | | Address | | | |
| City | State | Zip | Phone Number | City | State | Zip | Phone Number |

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

SECTION A LAND IN FARM / RANCH

For 2016, please report farm/ranch land owned, rented, or used by you, your spouse, or by the partnership, corporation or organization for which you are reporting. **(Include all cropland, idle land, Conservation Reserve Program (CRP), pastureland, woodland, wasteland, farmstead, acres used for crop/livestock production facilities, and all other building sites associated with this operation, etc.)**

ACRES OPERATED

| | None | Number of Acres |
|---|----------------------------|--------------------|
| 1. How many acres of farm/ranch land were <u>owned</u> ? 0020 | <input type="checkbox"/> + | |
| 2. How many acres of farm/ranch land were <u>rented</u> or <u>leased from others</u> — (Exclude land used on an animal unit month (AUM) or fee per head basis under a grazing permit.) | | |
| a. for a fixed <u>cash rent</u> payment? 0021 | <input type="checkbox"/> + | |
| b. for a <u>flexible rent</u> payment? (Include hybrid rental arrangements.) 0022 | <input type="checkbox"/> + | |
| c. for a <u>share</u> of the crop or livestock production? (Exclude hybrid rental arrangement where rent paid is based on a fixed cash payment plus some shared production.) 0023 | <input type="checkbox"/> + | |
| d. for <u>free</u> ? 0024 | <input type="checkbox"/> + | |
| 3. How many acres of farm/ranch land were rented or leased <u>to others</u> ? (Include land rented for cash, for a flexible rent, for a share of crop or livestock production, or rent free.) 0025 | <input type="checkbox"/> - | |
| | | Total Acres |
| 4. Then the TOTAL ACRES in this operation in 2016 were: <i>(Total Items 1 + 2a + 2b + 2c + 2d - 3.)</i> 0026 | = | |
| 5. How many of the (Item 4) acres were considered cropland in 2016? (Include land in government programs, fruit/nut/berry/nursery acres, and land planted to hay, including wild hay. Exclude CRP acres planted to trees.) 0063 | <input type="checkbox"/> | |

RENTED LAND

| | None | Dollars |
|--|--------------------------|---------|
| 6. Including rent for land and/or buildings, what was the total CASH RENT PAID in 2016 by this operation? (Include rent paid in 2016 for previous years and rent paid in advance. Exclude storage bins, to be reported in SECTION I, Item 20. Exclude grazing of livestock, to be reported in Item 7 below.) 0044 | <input type="checkbox"/> | \$.00 |
| 7. Report any land this operation used (on a per head or AUM basis) that is administered either by: public or private agencies, industrial corporations, grazing associations, or rented from individuals on a short term grazing arrangement in 2016. | | |
| a. In 2016, what were the total fees this operation paid for the use of publicly owned land on an AUM basis? (Include fees paid for privately owned land administered by a public agency through exchange-of-use.) 0045 | <input type="checkbox"/> | \$.00 |
| b. In 2016, how much did this operation spend on pasturing or grazing of livestock on privately owned land (railroads, another farm/ranch, etc.) used on a fee per head (AUM) or gain basis? 0046 | <input type="checkbox"/> | \$.00 |
| 8. Report any crop or livestock SHARE RENT payments for land rented from others in 2016. | | |
| a. What was the estimated total MARKET VALUE of your landlord's share of crop production from this operation in 2016? 0184 | <input type="checkbox"/> | \$.00 |
| b. What was the estimated total MARKET VALUE of your landlord's share of livestock production sold or removed from this operation in 2016? (Exclude shared livestock production not part of a land rental arrangement.) 0276 | <input type="checkbox"/> | \$.00 |
| 9. What was the estimated market value of the land and buildings on the acres rented or leased FROM OTHERS on December 31, 2016? 0855 | <input type="checkbox"/> | \$.00 |
| 10. Including rent for land and/or buildings, what was the total CASH RENT RECEIVED in 2016 for acres rented TO OTHERS by this operation? (Include rent received in 2016 for previous years, rent received in advance, and government payments received from those acres. Exclude grazing of livestock, to be reported in SECTION H, Item 3b.) 0042 | <input type="checkbox"/> | \$.00 |
| 11. For acres SHARE-RENTED to others, what was the total value of crop or livestock shares received in 2016 by this operation? (Include rent received in 2016 from previous years and government commodity payments received from those acres.) 0043 | <input type="checkbox"/> | \$.00 |
| 12. What was the estimated market value of the land and buildings on the acres rented or leased TO OTHERS on December 31, 2016? 0857 | <input type="checkbox"/> | \$.00 |



SECTION B ACREAGE, PRODUCTION, and CASH SALES

1. Were any crops harvested from this operation or did this operation receive any income from these crops in 2016? *(Include your landlord's share and crops grown under contract. Exclude crops grown on land rented to others.)*

0104 1 **Yes - Continue** 3 **No - Go to Section C**

2. Report the acreage and production of crops harvested from this operation in 2016. Report quantity harvested in the unit specified, by crop. For income received from cash sales in 2016, report the dollar amount this operation received from any year's production after subtracting marketing expenses. *(Exclude contract sales or removals and landlord's share of sales in column 5.)*

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

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

1. Did you or anyone else have any livestock or poultry on this operation in 2016 (regardless of ownership), or did this operation receive any income from livestock, poultry, or livestock products in 2016? (Include your landlord's share & livestock/poultry grown for others on a contract basis. Exclude livestock/poultry grown or fed by someone else on a custom or contractual basis.)

0247 1 **Yes - Continue** 3 **No - Go to Section D**

2. Report the total number of livestock, poultry, and livestock products, by type. For income received in 2016, report the total dollars this operation received from cash sales after subtracting marketing expenses. (Exclude contract sales or removals and landlord's share of sales in column 5.)

| 1 LIVESTOCK | INVENTORY | | SALES | | | |
|--|---|---|---|--|------|--------|
| | 2 On Dec. 31, 2016, how many [column 1] regardless of ownership were on hand? (Number) | 3 On Dec. 31, 2016, how many [column 1] were owned by this operation? (Number) | 4 What was the total number of [column 1] sold or removed in 2016? (Number) | 5 How much was received in Cash Sales of [column 1] from any year's production in 2016? (Exclude marketing contract sales.) (Dollars) | | |
| a. Beef cows (Include beef heifers that have calved. Exclude heifers that have not calved, steers, calves, and bulls.) | 0255 | 0256 | 0254 | 1254 | \$ | .00 |
| b. Milk cows, including any dry cows (Exclude any heifers not yet freshened.) | 0258 | 0259 | 0257 | 1258 | \$ | .00 |
| c. Other cattle and calves (Include fed cattle, beef and dairy cull animals, stockers and feeders, veal calves, etc.) | 0252 | 0253 | 0251 | 1251 | \$ | .00 |
| d. Total cattle and calves (Items a + b + c) | 0261 | 0295 | 0260 | 1295 | \$ | .00 |
| (i) Of the total (row d, col. 5) dollars, how much was for breeding stock ? ^{1/} | | | | 0512 | \$ | .00 |
| (ii) Recognized gain/loss on sale of breeding stock . (If a loss was incurred, indicate with a negative sign) | | | | 0535 | \$ | .00 |
| e. Total milk sold in 2016 (report in cwt) | | | 0270 | Cwt | 0510 | \$.00 |
| (i) Total certified organic milk sold in 2016 (report in cwt) | | | xxxx | Cwt | xxxx | \$.00 |
| f. All hogs and pigs | 0263 | 0296 | 0262 | 1296 | \$ | .00 |
| (i) Of the total (row f, col. 5) dollars, how much was for breeding stock ? ^{1/} | | | | 0509 | \$ | .00 |
| (ii) Recognized gain/loss on sale of breeding stock . (If a loss was incurred, indicate with a negative sign) | | | | 0533 | \$ | .00 |
| g. All layers and pullets, including table and hatching | 0249 | 0250 | 0248 | 0526 | \$ | .00 |
| (i) All eggs, including hatching eggs (report in dozens) | | | 0266 | Doz | 0514 | \$.00 |
| h. Turkeys | 0269 | 0298 | 0268 | 0515 | \$ | .00 |
| i. Broilers | 0265 | 0297 | 0264 | 0513 | \$ | .00 |
| j. Other Poultry (Include other chickens, ducks, emus, geese, hatchlings, ostriches, pigeons, pheasants, quail, poultry products, etc.) | 0275 | 0299 | 0274 | 0516 | \$ | .00 |
| k. Other animals and other animal products (Include sheep, goats, & their products (wool, mohair, & goat milk); horses, ponies, mules, burros, & donkeys; aquaculture; bees & honey; semen & embryo sales) | 0273 | 1273 | 0272 | 0517 | \$ | .00 |
| (i) Of the total (row k, col. 5) dollars, how much was for breeding stock ? ^{1/} | | | | 0528 | \$ | .00 |
| (ii) Recognized gain/loss on sale of breeding stock . (If a loss was incurred, indicate with a negative sign) | | | | 0534 | \$ | .00 |

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

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

1. Did any OTHER operation(s) grow, feed, or raise livestock or poultry owned by this operation under a contract arrangement in 2016 (you are the contractor)?

0271 1 **Yes - Continue** 3 **No - Go to Section E**

| 1 What livestock or poultry were being raised or fed for this operation? [List type below.] | 2 Commodity Code Office Use Only (Code) | 3 What was the market value of [type] on hand on contractee operations on Jan. 1, 2016? (Dollars) | 4 What was the estimated market value (at placement) of [type] placed under contract DURING 2016? (Dollars) | 5 How much was paid to contractees for labor, management, and reimbursement for expenses? (Dollars) | 6 How much were the GROSS receipts from [type] sold or removed under this contract? (Dollars) | 7 On Dec. 31, 2016 what was the market value of unsold [type] remaining under contract? (Dollars) |
|---|---|---|---|---|---|---|
| | 0277 | 0278 | 0279 | 0280 | 0281 | 0282 |
| | 0283 | 0284 | 0285 | 0286 | 0287 | 0288 |
| | 0289 | 0290 | 0291 | 0292 | 0293 | 0294 |

SECTION E MARKETING CONTRACTS

1. Did this operation have **marketing** contracts for any commodities delivered^{1/} in 2016?
(A marketing contract is a verbal or written agreement reached before harvest of a crop or before completion of a livestock production stage, setting a price or pricing formula and market for the commodity.)

0300 1 **Yes - Continue** 3 **No - Go to Section F**

2. Report the commodities delivered in 2016 through marketing contract(s). List the quantities marketed and the final price received. (**Include** only the quantity owned by the operation. **Exclude** money received from contractors as reimbursement for expenses (report this in SECTION I). **Exclude** landlord shares (report in SECTION A) and marketing charges (report in SECTION I, Item 33).)

| 1 What commodities did this operation have MARKETING contracts for in 2016? [Write in commodities] | 2 Commodity Code Office Use Only (Code) | 3 What quantity of this commodity was delivered through this contract? (Exclude landlord's share.) (Quantity) | 4 Unit Code (from list below) (Code) | 5 What was (will be) the FINAL PRICE RECEIVED per unit by this operation for this commodity marketed under this contract? (Dollars & Cents) | 6 What was the total dollar amount received in 2016 from this contract? (Total Dollars) | |
|--|---|--|---|---|---|------------|
| <i>Commodity example</i> | 0000 | 0000 | 10000 | 0000 04 | 0000 3 . 75 | 0000 37500 |
| | 0301 | 0304 | | 0305 0306 | . 0307 | |
| | 0316 | 0319 | | 0320 0321 | . 0322 | |
| | 0331 | 0334 | | 0335 0336 | . 0337 | |
| | 0346 | 0349 | | 0350 0351 | . 0352 | |
| | 0361 | 0364 | | 0365 0366 | . 0367 | |
| | 0376 | 0379 | | 0380 0381 | . 0382 | |
| | 1351 | 1354 | | 1355 1356 | . 1357 | |
| | 1366 | 1369 | | 1370 1371 | . 1372 | |
| | 1381 | 1384 | | 1385 1386 | . 1387 | |
| | 1396 | 1399 | | 1400 1401 | . 1402 | |
| | 1411 | 1414 | | 1415 1416 | . 1417 | |
| | 1426 | 1429 | | 1430 1431 | . 1432 | |

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

^{1/} "Delivered" includes commodities for which partial payment was made even if not physically delivered by December 31, 2016.

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

SECTION F PRODUCTION CONTRACTS & CUSTOM FED LIVESTOCK

1. During 2016, were you a production contract grower for a processor or contractor for whom you grew a crop, raised livestock or poultry, or custom fed any livestock that you **did not own**? A production contract is an agreement setting terms, conditions, and fees to be paid by the contractor to the operation for the production of crops, livestock, or poultry.

0400 ¹ **Yes - Continue** ³ **No - Go to Section G**

2. Report in the table below the commodities with production contracts in 2016. Also list the quantities removed under these contracts and the final fee received. (**Exclude** money received to pay for production expenses. Expense reimbursements should be reported in SECTION I.)

| 1 What commodities did this operation have PRODUCTION contracts for in 2016? [Write in commodities] | 2 Commodity Code Office Use Only (Code) | 3 Total quantity moved from this operation under contract in 2016? (Exclude landlord's share.) (Quantity) | 4 Unit Code (from list below) (Code) | 5 What was (will be) the FINAL FEE RECEIVED per unit by this operation for producing this commodity under this contract? (Dollars & Cents) | 6 What were the TOTAL FEES RECEIVED in 2016 under contract? ^{1/} (Total Dollars) |
|---|---|--|---|--|---|
| <i>Commodity example</i> | 0000 | 5000 | 0000 | 15 . 25 | 76250 |
| | 0401 | 0404 | 0405 | . | 0407 |
| | 0416 | 0419 | 0420 | . | 0422 |
| | 0431 | 0434 | 0435 | . | 0437 |
| | 0446 | 0449 | 0450 | . | 0452 |
| | 1441 | 1444 | 1445 | . | 1447 |
| | 1456 | 1459 | 1460 | . | 1462 |
| | 1471 | 1474 | 1475 | . | 1477 |
| | 1486 | 1489 | 1490 | . | 1492 |

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

^{1/} Income received for commodities produced under contract in previous years should be recorded in Section G, Items 1a and 1a(i).

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

SECTION G ACCOUNTS RECEIVABLE & DEFERRED PAYMENTS

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

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

| | None | Dollars |
|---|--------------------------|---------|
| a. On January 1, 2016, what was the total dollar amount owed to this operation for all commodities produced and sold (<i>cash or contract</i>) before January 1, 2016? . . . 0885 | <input type="checkbox"/> | \$.00 |
| (i) How much did this operation receive from Item 1a during 2016? 0875 | <input type="checkbox"/> | \$.00 |
| b. What was the total dollar amount owed to this operation on December 31, 2016, for all commodities produced, sold (<i>cash or contract</i>), delivered, or removed under contract in 2016 and earlier years? 0886 | <input type="checkbox"/> | \$.00 |



SECTION H GOVERNMENT PAYMENTS & OTHER FARM RELATED INCOME

1. In 2016, did this operation receive or repay any Commodity Credit Corporation (CCC) loans?

0560 1 **Yes - Continue** 3 **No - Go to Item 2**

| | None | Dollars |
|--|--------------------------|--|
| a. In 2016, how much was received for all commodities placed under CCC loans? <i>(Include Austrian winter peas, barley, canola, rapeseed, corn, cotton, crambe, dry edible peas, flaxseed, honey, lentils, mohair, wool, mustard seed, oats, peanuts, rice, safflower, sesame seed, small chickpeas, sorghum, soybeans, sugar, sunflower seed, and wheat.)</i> . . . 0518 | <input type="checkbox"/> | \$ <input style="width: 80px;" type="text"/> .00 |
| b. In 2016, what was the amount spent to repay all CCC loans? <i>(Exclude storage and service fees.)</i> 0519 | <input type="checkbox"/> | \$ <input style="width: 80px;" type="text"/> .00 |

[NOTE: If any of the crops or livestock products redeemed from the CCC were sold in 2016, verify that these sales are recorded in Marketing Contracts (SECTION E, Item 2) or in Cash Sales (SECTIONS B and C). If the redeemed crops or livestock products were NOT sold in 2016, their value should be reported in SECTION J, Item 3a or Item 3c.]

2. In 2016, did this operation receive Federal, State or local farm program payments?
(Include government payments received through a cooperative. Exclude CCC loan payments.)

0563 1 **Yes - Continue** 3 **No - Go to Item 3**

| | None | Dollars |
|--|--------------------------|--|
| a. In 2016, how much was received in Loan Deficiency Payments (LDPs), and Marketing Loan Gains (MLGs)? <i>(Include government payments received through a cooperative.)</i> 0529 | <input type="checkbox"/> | \$ <input style="width: 80px;" type="text"/> .00 |
| b. In 2016, how many acres were enrolled and how much was received from each of the following programs? | | |
| | None | Dollars |
| (i) Conservation Reserve Program (CRP) 0565 | <input type="checkbox"/> | \$ <input style="width: 80px;" type="text"/> .00 |
| (ii) Environmental Quality Incentives Program (EQIP) 0543 | <input type="checkbox"/> | \$ <input style="width: 80px;" type="text"/> .00 |
| (iii) Conservation Stewardship Program (CSP) 0567 | <input type="checkbox"/> | \$ <input style="width: 80px;" type="text"/> .00 |
| (iv) All other U.S. federal conservation programs 0544 | <input type="checkbox"/> | \$ <input style="width: 80px;" type="text"/> .00 |
| c. In 2016, how much was received... | | |
| (i) For agricultural disaster payments? <i>(Include all disaster assistance programs such as Livestock forage Disaster Program (LFP), market loss assistance programs, Reimbursement Transportation Cost Payment Program (RTCP) and Trade Adjustment Assistance for Farmers (TAAF). Exclude Federal crop insurance and other indemnity payments, Margin Protection Program - Dairy.)</i> 0537 | <input type="checkbox"/> | \$ <input style="width: 80px;" type="text"/> .00 |
| (ii) Under the Price Loss Coverage (PLC) program? <i>(Include government payments received through a cooperative.)</i> 0464 | <input type="checkbox"/> | \$ <input style="width: 80px;" type="text"/> .00 |
| (iii) Under the Agricultural Risk Coverage (ARC) program? <i>(Include government payments received through a cooperative.)</i> xxxx | <input type="checkbox"/> | \$ <input style="width: 80px;" type="text"/> .00 |
| (iv) Under the Margin Protection Program for Dairy (MPP - Dairy)? 0467 | <input type="checkbox"/> | \$ <input style="width: 80px;" type="text"/> .00 |
| (v) For all other Federal, State, or local program payments? <i>(Include payments received only from governmental entities and not from private sector organizations or individuals. Include any U.S. government miscellaneous or supplemental payments received in 2016 and not included above. Exclude Federal crop insurance payments and other indemnity payments, and payments received in 2016 from selling an easement.)</i> 0545 | <input type="checkbox"/> | \$ <input style="width: 80px;" type="text"/> .00 |

OTHER FARM RELATED INCOME

3. In 2016, what was the total income received by you (the operator) and all partners for:

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

(ii) How many acres were sold? 0561

| Acres |
|----------------------|
| <input type="text"/> |

- | | None | Dollars |
|--|--------------------------|-----------------------------|
| i. all other farm related sources of income? (Include: allotment or quota leases, animal boarding, sales of poultry litter and manure, income from recreational activities such as hunting, fishing, tourism, etc., State fuel tax refunds, tax refunds, real estate tax rebates for land preservation; refunds of marketing expenses; renting or leasing of livestock or machinery; sales of value-added goods such as cheese, cider, jams, etc. if these are not part of a separate business. Hedging profits and losses and if a loss was incurred, please indicate with a negative sign.) 0556 | <input type="checkbox"/> | \$ <input type="text"/> .00 |

4. In 2016, did the largest portion of this operation's total gross value of sales come from crops or livestock? (If the operation had no sales in 2016, choose crops if the value of cropland on the operation exceeds the value of any livestock on the operation in 2016. Otherwise, choose livestock).

0562 1 CROP 2 LIVESTOCK

SECTION I OPERATING & CAPITAL EXPENDITURES

Report total production expenses paid by this operation in 2016. (**Include** only expenses related to this operation. **Exclude** expenses NOT related to this farm/ranch; expenses of performing custom work FOR others, if this is a separate business; and expenses on land rented to others.)

In 2016, how much was spent for (item) by [column] –
OPERATING EXPENSES in 2016

| | None | OPERATOR(S) and PARTNER(S) (Dollars) | LANDLORD(S) (Dollars) | CONTRACTOR(S) (Dollars) |
|---|--------------------------|---|--------------------------|----------------------------|
| 1. seeds, sets, plants, seed cleaning and treatments, transplants, trees and nursery stock? (Include technology or other fees, seed treatments, and seed cleaning cost. Exclude items purchased for resale without additional growth.) | <input type="checkbox"/> | 0600 | 0601 | 0602 |
| 2. nutrients, fertilizer, lime, and soil conditioners? (Include cost of custom application and organic materials. Exclude potting mixes, vermiculite, and sterilized soil.) | <input type="checkbox"/> | 0606 | 0607 | 0608 |
| 3. biocontrols and agricultural chemicals for crops, livestock, poultry, and general farm use? (Include biological pest controls and custom application costs.) | <input type="checkbox"/> | 0612 | 0613 | 0614 |
| a. Of the (Item 3) dollars, how much was for the DAIRY enterprise? | <input type="checkbox"/> | 0615 | 0616 | 0617 |
| 4. livestock purchases of – | | 0621 | 0622 | 0623 |
| a. breeding stock for beef cattle, dairy cattle, hogs and sheep? | <input type="checkbox"/> | 0624 | 0625 | 0626 |
| b. other cattle, calves, hogs and pigs? [Report other sheep in Item 4d.] | <input type="checkbox"/> | 0627 | 0628 | 0629 |
| c. chickens and turkeys? [Report ducks and game birds in Item 4d.] | <input type="checkbox"/> | 0630 | 0631 | 0632 |
| d. other livestock and poultry, including other sheep, lambs, bees, brooder fish, fingerlings, goats, etc.? | <input type="checkbox"/> | 0633 | 0634 | 0635 |
| 5. leasing of livestock? (Include bees, bulls, dairy cattle, etc.) | <input type="checkbox"/> | 0636 | 0637 | 0638 |
| 6. purchased feed for livestock and poultry? (Include grain, hay, silage, mixed feeds, concentrates, etc.) | <input type="checkbox"/> | 0891 | 0892 | 0893 |
| a. Of the (Item 6) dollars, how much was for the DAIRY enterprise? | <input type="checkbox"/> | 0639 | 0640 | 0641 |
| 7. bedding and litter for livestock? | <input type="checkbox"/> | 0894 | 0895 | 0896 |
| a. Of the (Item 7) dollars, how much was for the DAIRY enterprise? | <input type="checkbox"/> | | | |
| 8. medical supplies, veterinary and custom services for livestock? (Exclude manure disposal. Include artificial insemination (AI), branding, breeding fees, castrating, custom feed processing, hormone injections, performance testing, pregnancy testing, seining, sheep shearing, etc.) | <input type="checkbox"/> | 0642 | 0643 | 0644 |
| a. Of the (Item 8) dollars, how much was for the DAIRY enterprise? | <input type="checkbox"/> | 0897 | 0898 | 0899 |

| In 2016, how much was spent for (item) by [column] – | | OPERATOR(S) and PARTNER(S) | LANDLORD(S) | CONTRACTOR(S) |
|--|---|----------------------------|-------------|---------------|
| | | (Dollars) | (Dollars) | (Dollars) |
| None | | 0663 | 0664 | 0665 |
| 9. | purchases for the farm business of – | | | |
| a. | all fuels, oils and lubricants? (total of 9a(i) through 9a(vi) must equal Item 9a) | <input type="checkbox"/> | | |
| | (i) diesel fuel? (Include biodiesel). | <input type="checkbox"/> | | |
| | (ii) gasoline and gasohol? (Include ethanol blends). | <input type="checkbox"/> | | |
| | (iii) natural gas? | <input type="checkbox"/> | | |
| | (iv) LP gas (propane, butane)? | <input type="checkbox"/> | | |
| | (v) oils and lubricants? (Include grease, hydraulic fluids, motor oils, transmission fluids, etc.) | <input type="checkbox"/> | | |
| | (vi) all other fuel? (Include coal, fuel oil, kerosene, wood, etc.) | <input type="checkbox"/> | | |
| b. | Of the (Item 9a) dollars, how much was for the DAIRY enterprise? | <input type="checkbox"/> | | |
| 10. | electricity for the farm business? | <input type="checkbox"/> | | |
| a. | Of the (Item 10) dollars, how much was for irrigation? | <input type="checkbox"/> | | |
| b. | Of the (Item 10) dollars, how much was for drying? | <input type="checkbox"/> | | |
| c. | Of the (Item 10) dollars, how much was for specialized livestock production facilities such as dairies, feedlots, poultry houses, and swine buildings? | <input type="checkbox"/> | | |
| | (i) Of the (Item 10c) dollars, how much was for the DAIRY enterprise? | <input type="checkbox"/> | | |
| 11. | purchased water for irrigation? (Include irrigation assessments and fees). | <input type="checkbox"/> | | |
| 12. | all other utilities, such as the farm share of telephone service, water purchased other than for irrigation, and Internet access? | <input type="checkbox"/> | | |
| 13. | farm supplies, marketing containers, hand tools and farm shop power equipment? (Include expenses for temporary fencing. Exclude expenses for bedding/litter and permanent fencing). | <input type="checkbox"/> | | |
| 14. | repairs, parts and accessories for motor vehicles, machinery and farm equipment? (Include repairs to drying equipment, tune-ups, overhauls, repairs to livestock equipment, replacement parts for machinery, tubes, tires, and accessories such as air conditioners, CB's, radios and hydraulic cylinders. Exclude irrigation equipment and pump repairs). | <input type="checkbox"/> | | |
| a. | Of the (Item 14) dollars, how much was for the DAIRY enterprise? | <input type="checkbox"/> | | |

| In 2016, how much was spent for (item) by [column] – | None | OPERATOR(S) and PARTNER(S) (Dollars) | LANDLORD(S) (Dollars) | CONTRACTOR(S) (Dollars) |
|---|--------------------------|---|--------------------------|----------------------------|
| 15. maintenance and repair for the upkeep of all farm buildings, houses other than the operator's, land improvements, and all other farm/ranch improvements? <i>(Include conservation improvements, corrals, feeding floors, feedlots, gravel, land drainage structures, tiling, trench, silos, wells, irrigation equipment and pump repairs and facilities. Exclude any new construction or remodeling.)</i> | <input type="checkbox"/> | 0714 | 0715 | 0716 |
| a. Of the (Item 15) dollars, how much was for specialized livestock production facilities such as dairies, feedlots, poultry houses, and swine buildings? | <input type="checkbox"/> | 0717 | 0718 | 0719 |
| (i) Of the (Item 15a) dollars, how much was for the DAIRY enterprise? | <input type="checkbox"/> | 0568 | 0569 | 0570 |
| b. Of the (Item 15) dollars, how much was for maintenance and repair of irrigation equipment and pumps? | <input type="checkbox"/> | 0720 | 0721 | 0722 |
| 16. maintenance and repair of the operator's house if it was owned by the operation? ("Owned by the operation" means the house is — • recorded as an asset in farm record books, or • deeded as part of the farm.) | <input type="checkbox"/> | 0726 | | |
| 17. insurance for the farm business? <i>(Include all casualty insurance, hail insurance, and any other crop or livestock insurance; motor vehicle liability and blanket insurance policies. Include insurance on operator's dwelling, if owned by the operation. Exclude health insurance (reported in SECTION I, Item 26 or SECTION N, Item 2e(i) and other payroll insurance items.)</i> | <input type="checkbox"/> | 0729 | 0730 | 0731 |
| a. Of the (Item 17) dollars, how much was for Federal crop and livestock insurance? | <input type="checkbox"/> | 0732 | 0733 | 0734 |
| 18. interest and fees paid on debts — | | 0738 | 0739 | |
| a. secured by real estate? <i>(Include interest paid on the operator's dwelling, if owned by the operation.)</i> | <input type="checkbox"/> | 0741 | 0742 | |
| b. not secured by real estate? <i>(Include service fees on CCC loan redemptions.)</i> | <input type="checkbox"/> | | | |
| 19. property taxes paid on — | | 0744 | 0745 | 0746 |
| a. real estate (land and buildings)? <i>(Include real estate taxes on the operator's dwelling, if owned by the operation.)</i> | <input type="checkbox"/> | 0747 | 0748 | 0749 |
| b. livestock, machinery, and other farm production items? | <input type="checkbox"/> | | | |
| 20. renting or leasing of tractors, vehicles, equipment or storage structures? <i>(Include storage bins, farm machinery, cars, trucks, irrigation equipment and other equipment. Exclude custom hire.)</i> | <input type="checkbox"/> | 0750 | 0751 | |
| 21. vehicle registration and licensing fees? | <input type="checkbox"/> | 0753 | 0754 | |
| 22. depreciation expense claimed by this operation in 2016 for all capital assets? <i>(If partnership, include amounts claimed by all partners in this operation. Estimate from 2015 if necessary.)</i> | <input type="checkbox"/> | 0756 | | |
| a. Of the (Item 22) dollars, how much was claimed for breeding livestock? | <input type="checkbox"/> | 0757 | | |

| The following table applies to items 23 and 24 | | | |
|--|---|---|-----------------------------------|
| Include | Exclude | | |
| <ul style="list-style-type: none"> • Cash wages • Incentives and bonuses • Payments to corporate officers and family members, including yourself and other operators if they received a wage | <ul style="list-style-type: none"> • Draws by individual operators and partners • Wages paid for custom labor or contract work • Payments to pensions or retirement plans • Social Security on owner/operator | Employer's share of: <ul style="list-style-type: none"> • Social Security and unemployment taxes • Health and life insurance • Worker's compensation | |
| <p>In 2016, how much was spent for (item) by [column] –</p> <p style="text-align: right;">None</p> | OPERATOR(S) and PARTNER(S) (Dollars) | LANDLORD(S) (Dollars) | CONTRACTOR(S) (Dollars) |
| | 0758 | 0759 | 0760 |
| 23. CASH WAGES paid to hired farm and ranch labor? . . . <input type="checkbox"/> | | | |
| | 0761 | 0762 | 0763 |
| a. Of the (Item 23) dollars, how much was for the DAIRY enterprise? <input type="checkbox"/> | | | |
| 24. Of the (Item 23) dollars, how much salary or wage was paid to — (total 24a + 24b + 24c + 24d + 24e must equal Item 23) | 0764 | 0765 | 0766 |
| a. you (the principal operator)? <input type="checkbox"/> | | | |
| | 0767 | 0768 | 0769 |
| b. your (the principal operator's) spouse? (Even if your spouse is an operator, include his/her wages here.) . . . <input type="checkbox"/> | | | |
| | 0574 | 0575 | 0576 |
| c. other members of your (the operator's) household? (Even if your other household members are operators, include their wages here.) <input type="checkbox"/> | | | |
| | 0770 | 0771 | 0772 |
| d. other operators (outside the operator's household)? (Those persons responsible for the day-to-day management decisions for this operation.) <input type="checkbox"/> | | | |
| | 0773 | 0774 | 0775 |
| e. all other paid farm and ranch labor? <input type="checkbox"/> | | | |
| 25. payroll taxes for hired labor? (Include employer's share of Social Security and unemployment taxes. Include any amounts the farm paid for farm workers that are part of your (the operator's) household.) <input type="checkbox"/> | 0705 | 0706 | 0707 |
| a. Of the (Item 25) dollars, how much was for the DAIRY enterprise? <input type="checkbox"/> | | | |
| | 0779 | 0780 | 0781 |
| 26. benefits for hired labor? (Include employer's share of health insurance, pension or retirement plans, Worker's Compensation, etc. Include any amounts the farm paid for farm workers that are part of your (the operator's) household.) <input type="checkbox"/> | 0915 | 0916 | 0917 |
| a. Of the (Item 26) dollars, how much was for the DAIRY enterprise? <input type="checkbox"/> | | | |
| | 0472 | 0473 | 0474 |
| 27. contract labor? (Include expenses for labor, such as harvesting of fruit, vegetables, berries, etc. performed on a contract basis by a contractor, crew leader, cooperative, etc. Exclude contract work for building construction, repairs, or farm improvements, and payments to other operations that fed/raised livestock under contract FOR this operation.) <input type="checkbox"/> | 0782 | 0783 | 0784 |
| a. Of the (Item 27) dollars, how much was for the DAIRY enterprise? <input type="checkbox"/> | | | |
| | 0785 | 0786 | 0787 |

| In 2016, how much was spent for (item) by [column] – | None | OPERATOR(S) and PARTNER(S) (Dollars) | LANDLORD(S) (Dollars) | CONTRACTOR(S) (Dollars) |
|---|--------------------------|---|--------------------------|----------------------------|
| 28. custom work such as — <i>(Custom work is work performed by machines & labor hired as a unit.)</i> | None | 0776 | 0777 | 0778 |
| a. hauling? (Include all custom grain, livestock, milk, manure, and other custom hauling.) | <input type="checkbox"/> | 0791 | 0792 | 0793 |
| b. all other custom work done on this operation? <i>(Report custom livestock services in Item 8.)</i> | <input type="checkbox"/> | 0794 | 0795 | 0796 |
| c. Of the (Item 28a and 28b) dollars, how much was for the DAIRY enterprise? | <input type="checkbox"/> | | | |
| 29. The cash value of all commodities and NON-CASH PAYMENTS for farm work provided to: | | | | |
| a. workers who were members of your <i>(the operator's household? (Include value of a percentage of crops, calves, etc. Exclude operator payments or draws.)</i> | <input type="checkbox"/> | 0797 | | |
| b. workers who were NOT members of your <i>(the operator's household? (Include feed, fuel, housing, meals, utilities, vehicles for personal use, etc. Exclude home gardens, unless expenses were recorded previously. Exclude partner payments or draws.)</i> | <input type="checkbox"/> | 0798 | | |
| 30. The market value of commodities produced and used on this operation for home consumption? (Exclude any commodities provided as payment to household members for farm work reported in Item 29a.) | <input type="checkbox"/> | 0799 | | |
| | | Percent | | |
| a. What percent of the (Item 30) dollars was for livestock and livestock products? | <input type="checkbox"/> | 0800 | | |
| | | Dollars | | |
| 31. professional or farm management services such as record keeping, accounting, tax and business planning, farm product advice, conservation practices, etc.? | <input type="checkbox"/> | 0801 | | |
| 32. Participation fees and any buy-up coverage for FSA's Margin Protection Program for Dairy? | <input type="checkbox"/> | xxxx | xxxx | xxxx |
| | | 0804 | 0805 | 0806 |
| 33. general business expenses? | <input type="checkbox"/> | | | |
| Specify General Business Expenses & Amounts: | | | | |
| <div style="border: 1px solid black; height: 40px; width: 100%;"></div> | | | | |
| 34. Marketing and storage expenses incurred by this operation? (Include check-off, commissions, storage, inspection, ginning, etc. Include marketing expenses for contract sales.) | <input type="checkbox"/> | 0868 | 0869 | 0870 |
| a. Of the (Item 34) dollars, how much was for the DAIRY enterprise? | <input type="checkbox"/> | 0943 | 0944 | 0945 |
| CAPITAL EXPENSES in 2016 | | | | |
| 35. improvements on land such as land preparation, irrigation improvements, well drilling, ponds, feedlots, trench silos, lagoons, new fences, etc.? (Exclude moveable equipment.) | <input type="checkbox"/> | 0807 | 0808 | 0809 |
| 36. new construction and remodeling of dwellings (excluding the operator's dwelling), barns, buildings, hog houses, poultry houses, milk barns, storage facilities, sheds, silos, etc. (Exclude repairs and maintenance.) | <input type="checkbox"/> | 0810 | 0811 | 0812 |
| 37. new construction or remodeling of the operator's dwelling, if owned by the operation? | <input type="checkbox"/> | 0813 | | |

Report the **TOTAL NET COST** (after deducting the value of trade-ins, rebates & discounts) of the following items purchased in 2016 for the farm/ranch:

| | None | Percent for farm/ranch use | Dollars |
|---|--------------------------|----------------------------|---------|
| | | 0817 | 0816 |
| 38. Cars – (Include new and used.) | <input type="checkbox"/> | | |
| 39. Trucks – (Include new and used trucks, pickups, sport utility vehicles, vans, campers and buses.) | <input type="checkbox"/> | 0819 | 0818 |

| | None | Dollars |
|--|--------------------------|---------|
| | | 0820 |
| 40. Tractors – (Include new and used.) | <input type="checkbox"/> | |
| 41. Self-propelled equipment – (Include implements and self-propelled equipment for livestock, dairy, or poultry production. Exclude tractors.) | <input type="checkbox"/> | 0821 |
| 42. Other farm machinery, non-self-propelled farm equipment, pumps, and capital equipment for crop or livestock production. (Include farm share only.) | <input type="checkbox"/> | 0822 |
| 43. Office equipment, furniture, and computers that were placed on a depreciation schedule. | <input type="checkbox"/> | 0823 |

| | None | Acres | Dollars |
|---|--------------------------|-------|---------|
| | | 0802 | 0803 |
| 44. Farmland and other farm real estate for expanding this operation. | <input type="checkbox"/> | | |

| | None | Dollars |
|---|--------------------------|---------|
| | | 0824 |
| 45. All other capital expenditures. (Include ATVs, and all other capital expenditures that were placed on a depreciation schedule.) | <input type="checkbox"/> | |

Specify Other Capital Expenditures & Amounts:

| | None | OPERATOR(S) and PARTNER(S) (Dollars) | LANDLORD(S) (Dollars) | CONTRACTOR(S) (Dollars) |
|--|------|---|--------------------------|----------------------------|
| | | 0825 | 0826 | 0827 |

| | | | | |
|--|--------------------------|--|--|--|
| 46. What other expenses did this operation have in 2016 that have not been recorded? (Include potting soil.) . . . | <input type="checkbox"/> | | | |
|--|--------------------------|--|--|--|

Specify Other Expenses & Amounts:

SECTION J FARM ASSETS

1. What was the MARKET VALUE of the following assets OWNED by this operation on December 31, 2016: *(Include owned assets on rented land.)*

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

2. What was the ESTIMATED MARKET VALUE of the following on December 31, 2016:

| | | |
|---|--------------------------|--|
| a. trucks and cars owned by the operation? <i>(Include farm share only)</i> 0882 | <input type="checkbox"/> | |
| b. tractors, machinery, tools, equipment and implements owned by the operation? 0883 | <input type="checkbox"/> | |
| c. stock in farm cooperatives and the Farm Credit System? 0884 | <input type="checkbox"/> | |

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

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

| | None | Beginning of Year | End of Year |
|--|--------------------------|----------------------------|-----------------------------|
| | | JAN. 1, 2016? (Dollars) | DEC. 31, 2016? (Dollars) |
| a. crops owned and stored on or off this operation? <i>(Include crops stored at co-op or gin warehouse, specialty crops, fruit storage, hay, silage, and nursery and greenhouse products not in the ground. Exclude trees and vines and crops under CCC loans.)</i> | <input type="checkbox"/> | 0888 | 0889 |
| b. breeding livestock owned by and located on or off this operation? <i>(Include aquaculture, bees, cattle, equine, hogs, mink, poultry, sheep, etc., kept for breeding purposes. Exclude livestock being produced under contract on another operation (reported in Section D).)</i> | <input type="checkbox"/> | 0863 | 0864 |
| c. non-breeding livestock owned by and located on or off this operation? <i>(Include aquaculture, bees, cattle, equine, hogs, mink, poultry, sheep, etc., kept for non-breeding purposes. Include livestock products such as honey, mohair, and wool. Exclude livestock being produced under contract on another operation (reported in Section D).)</i> | <input type="checkbox"/> | 0876 | 0877 |
| d. production inputs owned by this operation, such as processed feed, fertilizer, chemicals, fuels, parts, purchased seed and other supplies? | <input type="checkbox"/> | 0878 | 0879 |
| e. production inputs already used by this operation for cover crops or crops planted but not yet mature for harvest (also known as <i>sunk costs</i>), or the value of inputs used for production contracts that have yet to be delivered? | <input type="checkbox"/> | 0880 | 0881 |

LIQUID ASSETS

4. What was the ESTIMATED MARKET VALUE of all other farm assets **not previously listed** on December 31, 2016? *(Include money owed to this operation (except money owed from commodity sales), cash certificates of deposit, savings and checking accounts, hedging account balances, government payments due, insurance indemnity payments due, balance of land contract sales, and any other farm assets not reported earlier. Exclude any personal debt owed to the operator(s).)* 0887

| None | DEC. 31, 2016 (Dollars) |
|--------------------------|----------------------------|
| <input type="checkbox"/> | |

SECTION K FARM DEBT

1. Was debt used in funding the operation of this farm/ranch in 2016, including any loans obtained in earlier years? **(Include seasonal production and other loans taken and repaid during 2016.)**

1080 **Yes - Continue** 3 **No - Go to Section L**

2. What was the total amount repaid on farm business loans taken out in 2016? **(Record any outstanding balances of loans taken out in 2016 in Item 3.) (Include only seasonal production and other short term farm loans.)** 0890

| | |
|------|---------|
| None | Dollars |
| \$ | .00 |

3. To estimate the financial position of farms correctly and their ability to service debt and to categorize debt by types, we need to list loans this operation had on December 31, 2016, including any line of credit. **(Include farm/ranch loans, debt on the operator's house if owned by the operation, and multi-purpose loans used for both farm and non-farm purposes. Exclude CCC commodity loans and any loans used exclusively for non-farm purposes.)**

| 1 Who is the lender? [From Lender Codes Below.] (Code) | 2 What was the balance owed on January 1, 2016 including outstanding principal plus unpaid interest? (Dollars) | 3 What was the balance owed on Dec. 31, 2016 including outstanding principal plus unpaid interest? (Dollars) | 4 What was the interest rate on Dec. 31, 2016? [Report in hundredths of a percent. Example: 9% = 09.00] (Percent) | 5 What is the type of loan? [From Loan Type Codes Below.] (Code) | 6 What year was it obtained? [For refinanced loans, report year refinanced] (Year) (YYYY) | 7 What is the original term of the loan? (Number of Years) | 8 What percent is for operating expenses, capital expenditures, or other expenses of the farm operation? (Percent) | 9 What is the primary farm purpose of this loan? [From Loan Purpose Codes Below.] (Code) |
|---|--|--|---|---|--|--|--|---|
| 1001 | xxxx | 1002 | 1003 | 1004 | 1005 | 1008 | 1006 | 1007 |
| 1010 | xxxx | 1011 | 1012 | 1013 | 1014 | 1017 | 1015 | 1016 |
| 1019 | xxxx | 1020 | 1021 | 1022 | 1023 | 1026 | 1024 | 1025 |
| 1028 | xxxx | 1029 | 1030 | 1031 | 1032 | 1035 | 1033 | 1034 |
| 1037 | xxxx | 1038 | 1039 | 1040 | 1041 | 1044 | 1042 | 1043 |

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

| Lender Codes (Column 1) | | Lender Codes (Column 1) (continued) | | Loan Purpose Codes (Column 8) | |
|---|------|--|------|---|------|
| Lender | Code | Lender | Code | Purpose | Code |
| FARM CREDIT SYSTEM | 1 | Any other individuals | 14 | Purchased real estate (land & its attachments) . . . 1 | |
| USDA Farm Service Agency (FSA) | 2 | Any other lenders | 15 | > farm and home improvements | |
| Small Business Administration (SBA) | 3 | Credit cards | 16 | > building construction | |
| State & county government lending agencies | 4 | Farmer Mac | 17 | > construction of livestock and poultry facilities | |
| Savings and loan associations, residential mortgage lenders | 5 | Credit Union | 18 | > grove development and rehabilitation | |
| Commercial banks | 6 | Other debts (such as unpaid bills, etc.) | 19 | Purchase feeder livestock | 2 |
| Life insurance companies | 7 | | | Purchase other livestock | 3 |
| Implement dealers and financing corporations | 8 | | | Other current operating expenses | 4 |
| Input suppliers | 9 | | | > current crop production | |
| Co-ops and other merchants | 10 | | | > care and feeding livestock including poultry | |
| Contractor | 11 | | | > labor, feed, seed, fertilizer, grove caretaking, repair and maintenance | |
| Individuals from whom any land in this operation was bought under a mortgage or deed of trust | 12 | | | Farm machinery and equipment | 5 |
| Individuals from whom any land in this operation was bought under a land purchase contract | 13 | | | Debt consolidation | 6 |
| | | | | Other | 7 |

4. If you had farm loans in addition to the five recorded above, what is the total amount of debt from these loans owed on December 31, 2016? **(Include farm/ranch loans and debt on the operator's house if it is owned by the operation. Exclude any loans exclusively for non-farm purposes that are secured by assets of the farm/ranch.)** 1047

| | |
|------|---------|
| None | Dollars |
| \$ | .00 |

5. How much of the total debt owed on December 31, 2016 (reported in items 3 and 4 above), was for the operator's dwelling? **(If the operator's dwelling is owned by the operation debt should be included here and above. Exclude operator's dwelling if not owned by the operation.)** 1057

| | |
|----|-----|
| \$ | .00 |
|----|-----|

0999
Office Use Only

SECTION L FARM LABOR AND MANAGEMENT

1. In 2016, 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.

1249 1 **Yes** 3 **No**

2. In 2016, how many owners of this operation were there? (**Exclude** landlords, contractors, and lending institutions holding farm debt. **Include** yourself if you have an ownership interest.) 1246

| Number |
|--------|
| |

a. What percent of the ownership interest did you (the operator) and your household hold? (**Exclude** relatives not living in your household.) 1248

| Percent |
|---------|
| |

3. In 2016, what was this operation's legal status for tax purposes?

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

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

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

| Number |
|--------|
| |

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

3 C-Corporation

4 S-Corporation

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

4. Was this operation organized as a Limited Liability Company (LLC) under State law? . 1202 1 **Yes** 3 **No**

5. In 2016, did any households, other than your (the principal operator's) household, share in the net farm income of this business? (*Sharing can occur by receiving a share of profits/losses or, if incorporated, receiving corporate dividends.*)

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

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

| Number |
|--------|
| |

6. Is this operation a C-Corporation or an LLC that chose to file as a C-Corporation in 2016?

1226 1 **Yes - Continue** 3 **No - Go to Item 6b**

a. How much did you (the principal operator) and your household receive in corporate dividends from this farming operation in 2016? (*If your operation is an LLC that elected to file for tax purposes as a C-Corporation, consider this as income here.*) [Skip 6b and proceed to item 7.] 0975

| Dollars |
|-----------------------------|
| \$ <input type="text"/> .00 |

b. What percent of net income (whether profit or loss) were you (the operator) and your household entitled to receive from this farming operation in 2016? (*If your operation is an LLC that elected to report income for tax purposes as a pass-through, consider this as income here.*) 0974

| Percent |
|---------|
| |

7. In 2016, how many operators (individuals) were involved in the day-to-day decisions for this operation? (**Enter** the number of operators, including the operator named on the front of this form, and family members if they are also operators. **Exclude** family members unless they make day-to-day decisions for the operation. **Exclude** hired workers unless they are a hired manager.) 1200

| Number |
|--------|
| |

8. Did you (the principal operator) have a spouse at any point during 2016?

1205 1 **Yes - Continue** 3 **No - Go to Item 10**

9. Did your spouse make day-to-day decisions for this farm/ranch at any point during 2016? (*If yes, the principal operator's spouse should be included in Item 7 above.*) 1209 1 **Yes** 3 **No**

10. Answer the following questions for up to three primary operators of this operation as of **December 31, 2016**.
 (If one of the operators is the principal operator's spouse **and** makes day-to-day decisions, record his/her information under operator 2.)

| | Principal Operator | Operator 2 | Operator 3 |
|---|---|---|---|
| a. Full name of operator. | | | |
| b. Sex of operator? | 1243 1 <input type="checkbox"/> Male 2 <input type="checkbox"/> Female | 1263 1 <input type="checkbox"/> Male 2 <input type="checkbox"/> Female | 1283 1 <input type="checkbox"/> Male 2 <input type="checkbox"/> Female |
| c. What was the Operator's age on December 31, 2016? | 1242 <input type="text"/> Age | 1262 <input type="text"/> Age | 1282 <input type="text"/> Age |
| d. In what year did the operator begin to operate ANY farm? | 1241 <input type="text"/> | 1261 <input type="text"/> | 1281 <input type="text"/> |

11. On average, for each of the three-month periods during 2016, about how many hours per week (work and management time) did —

- a. you (the principal operator) work for this farm/ranch? (Include both paid and unpaid hours).
- b. your spouse (the principal operator's) work for this farm/ranch? (Even if your spouse is an operator, include his/her hours here. Include both paid and unpaid hours)
- c. all other operators and household members work for this farm/ranch? (Exclude the principal operator and spouse. Include both paid and unpaid hours).
- d. all other unpaid workers not previously reported work for this farm/ranch?
- e. all other paid workers not previously reported work for this farm/ranch?

| None | Jan - Mar Hours / Week | April - June Hours / Week | July - Sept Hours / Week | Oct - Dec Hours / Week |
|------|---------------------------|------------------------------|-----------------------------|---------------------------|
| | 0828 | 0829 | 0830 | 0831 |
| | 0832 | 0833 | 0834 | 0835 |
| | 0836 | 0837 | 0838 | 0839 |
| | 0840 | 0841 | 0842 | 0843 |
| | 0859 | 0860 | 0861 | 0862 |

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

DAIRY ENTERPRISE LABOR

12. On average, for each of the three-month periods during 2016, about how many hours per week (work and management time) did —
 (Exclude labor used to produce feed for the dairy operation, such as field operations to produce corn silage and hay for dairy forage)

- a. you (the principal operator) work for the DAIRY enterprise? (Include both paid and unpaid hours).
- b. all other unpaid workers not previously reported work on the DAIRY enterprise?

| None | Jan - Mar Hours / Week | April - June Hours / Week | July - Sept Hours / Week | Oct - Dec Hours / Week |
|------|---------------------------|------------------------------|-----------------------------|---------------------------|
| | 1130 | 1131 | 1132 | 1133 |
| | 1134 | 1135 | 1136 | 1137 |

(i) What percent of the total number of hours worked by all UNPAID workers (Item 12b - excluding the operator) in the dairy operation was performed by workers under 16 years of age? (Estimates of labor costs for unpaid workers are based on off-farm wages, which are different for workers under 16 relative to those 16 and older.) 1138

| Percent |
|----------------------|
| <input type="text"/> |

2001
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SECTION M FARM OPERATOR & HOUSEHOLD CHARACTERISTICS

[NOTE: Please answer the following questions for yourself (the principal operator) and your spouse, if you reported one in Section L, Item 8.

| | Principal Operator | Spouse | | |
|--|--|--|--------|----------------------|
| 1. Are you or your spouse of Spanish, Hispanic, or Latino origin or background, such as Mexican, Cuban, or Puerto Rican, regardless of race? | 1219 Spanish, Hispanic, or Latino origin 1 <input type="checkbox"/> Yes 3 <input type="checkbox"/> No | 1220 Spanish, Hispanic, or Latino origin 1 <input type="checkbox"/> Yes 3 <input type="checkbox"/> No | | |
| 2. What is your and your spouse's race? | <p>Mark one or more.</p> 1223 <input type="checkbox"/> White 1217 <input type="checkbox"/> Black or African American 1213 <input type="checkbox"/> American Indian or Alaska Native. Specify tribe: <input type="text"/> 1215 <input type="checkbox"/> Asian 1221 <input type="checkbox"/> Native Hawaiian or Other Pacific Islander | <p>Mark one or more.</p> 1224 <input type="checkbox"/> White 1218 <input type="checkbox"/> Black or African American 1214 <input type="checkbox"/> American Indian or Alaska Native. Specify tribe: <input type="text"/> 1216 <input type="checkbox"/> Asian 1222 <input type="checkbox"/> Native Hawaiian or Other Pacific Islander | | |
| 3. What is the highest level of formal education you and your spouse have achieved? | <p>Mark one answer only.</p> 1257 1 <input type="checkbox"/> Less than high school diploma 2 <input type="checkbox"/> High school 3 <input type="checkbox"/> Some college (<i>Include associates degree</i>) 4 <input type="checkbox"/> 4-year college graduate and beyond | <p>Mark one answer only.</p> 1260 1 <input type="checkbox"/> Less than high school diploma 2 <input type="checkbox"/> High school 3 <input type="checkbox"/> Some college (<i>Include associates degree</i>) 4 <input type="checkbox"/> 4-year college graduate and beyond | | |
| 4. At which occupation did you and your spouse spend the majority (50 percent or more) of your work time in 2016? | <p>Mark one answer only.</p> 1207 1 <input type="checkbox"/> Farm or ranch work. 2 <input type="checkbox"/> Work other than farming/ranching. 3 <input type="checkbox"/> Currently not in the paid workforce. | <p>Mark one answer only.</p> 1208 1 <input type="checkbox"/> Farm or ranch work. 2 <input type="checkbox"/> Work other than farming/ranching. 3 <input type="checkbox"/> Currently not in the paid workforce. | | |
| 5. Do you (<i>the principal operator</i>) now consider yourself to be retired from <u>farming/ranching</u> ? | 1259 1 <input type="checkbox"/> Yes 3 <input type="checkbox"/> No | | | |
| 6. How many persons lived in the principal operator's household on December 31, 2016? (<i>Include operator, spouse, children, and others living in the operator's household.</i>) 1227 | | <table border="1"> <tr> <th>Number</th> </tr> <tr> <td><input type="text"/></td> </tr> </table> | Number | <input type="text"/> |
| Number | | | | |
| <input type="text"/> | | | | |

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SECTION N FARM OPERATOR HOUSEHOLD – INCOME, ASSETS, & DEBT

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

1. Use the **value codes** from the box above to answer the questions in Section N. (**Exclude farm income reported earlier.**) Which **value code** represents the total income received by the principal operator, spouse, and household in 2016 from –

| SOURCE | OPERATOR INCOME (Value Code) | SPOUSE INCOME (Value Code) | TOTAL HOUSEHOLD INCOME (Value Code) |
|---|---------------------------------|-------------------------------|--|
| a. all off-farm wages, salaries, and tips before taxes and withholdings? | 0950 | 0951 | 0952 |
| b. net cash income from operating another farm or ranch (net of depreciation)? (if a loss was incurred, please indicate with a negative sign). | 0955 | 0956 | 0957 |
| c. net cash income from operating any other business (net of depreciation)? (if a loss was incurred, please indicate with a negative sign). | 0958 | 0959 | 0960 |
| d. net cash income from renting farmland to others, excluding land rented to others from this operation? (Include rental of farmland that is not part of this operation, which may include whole farms or ranches owned by household members as well as smaller parcels of land. Include cash or share-rental income. If a loss was incurred, please indicate with a negative sign.) | | | 0963 |
| e. interest income? | | | 0969 |
| f. dividend income? | | | 0966 |
| g. total proceeds from the sale of farm and non-farm capital assets? (Include operator household's share only.) | | | 0978 |
| (i) recognized gain/loss on the sale of capital assets reported above? (Item 1g) (if a loss was incurred, please indicate with a negative sign) | | | 0981 |
| h. income from private pensions and private disability payments? | | | 0939 |
| i. income from public sources? (Include Social Security, military and other public retirement, veteran's benefits, public disability, unemployment, or other public assistance.) | | | 0998 |
| j. other off-farm sources of income? | | | 0993 |

HOUSEHOLD SPENDING – (Please see VALUE CODES above.)

| 2. Which value code from the list above represents how much this household spent in 2016 on – | Value Code |
|---|------------|
| a. food, including food away from home? | 1105 |
| b. rent payments for principal operator's dwelling, if not owned by the household (Item 3c, on next page) or farm business (Section J, Item 1a has a zero value)? | 1104 |
| c. utilities and household supplies? | 1106 |
| d. non-farm transportation for the: | |
| (i) renting or leasing of vehicles for household use, public transportation expenses, etc.? | 1107 |
| (ii) fuel, maintenance and repairs, vehicle insurance, parking and license fees for non-farm share of vehicles? | 1119 |

HOUSEHOLD SPENDING – (Please see **VALUE CODES** on page 20.)

| | Value Code |
|---|------------|
| e. health and medical expenses of: | |
| (i) health and/or dental insurance costs? (costs not covered by the farm operation or an off-farm employer) | 1108 |
| (ii) out of pocket expenses for health and medical needs? (Include co-payments, co-insurance, deductibles, etc.) | 1112 |
| f. contributions to personal insurance (including life, disability, and liability insurance but not including health, homeowner or vehicle insurance) and retirement plans including pensions and Social Security? | 1109 |
| g. contributions to individuals outside of the household, including alimony, child support, gifts (not including bequests) and charitable contributions? | 1110 |
| h. mortgage interest for operators who live in a dwelling owned by the household and not the operation? (Exclude any parts of mortgage principal.) | 1120 |
| i. property taxes for operators who live in a dwelling owned by the household and not the operation? | 1121 |
| j. all other family living expenses, such as non-farm household insurance payments, clothing and personal care products and services; house furnishings and equipment, education and child (or adult) care, entertainment (hobbies, recreation, and vacations)? | 1118 |

OFF-FARM ASSETS – (Please see **VALUE CODES** on page 20.)

3. Which value code on page 20 represents the total value of each of the following categories of off-farm assets owned by the operator and members of the operator's household on December 31, 2016, for – (Exclude assets of this operation, reported in Section J.)

| | Value Code |
|---|------------|
| a. financial assets held in non-retirement accounts? (Include cash, checking, savings, money market accounts, certificates of deposit, savings bonds, government securities, outstanding personal loans due to the operator or household, corporate stock, mutual funds, cash surrender value of life insurance, other financial assets. Exclude all farm business-related assets.) | 0953 |
| b. retirement accounts? (401k, 403b, IRA, Keogh, other retirement accounts) | 0954 |
| c. operator's dwelling, if not owned by the operation? (not reported in Section J, Item 1a) | 0984 |
| d. real estate and other personal (second) homes? (other farms, residential rental, commercial, and other real estate) | 0985 |
| e. business not part of this farm? | 0986 |
| f. all household vehicles? (Including household share of vehicles partly owned by the operation) | 0982 |
| g. other assets not reported elsewhere? | 0987 |

OFF-FARM DEBT – (Please see **VALUE CODES** on page 20.)

4. Which value code on page 20 represents the total value of each of the following categories of off-farm debt (debt not associated with this operation) owed by the operator and members of the operator's household on December 31, 2016, for – (Include off-farm debt secured with farm assets. Exclude any debt – household debt, credit cards, etc. – reported in Section K, Farm Debt.)

[NOTE: If mortgage debt on the operator dwelling was reported earlier in Section K, Item 5, then skip Item 4a and continue with 4b. If mortgage debt on the operator dwelling was NOT reported in Section K, Item 5, then continue with Item 4a.]

| | Value Code |
|---|------------|
| a. mortgages on operator's dwelling, if not owned by the operation? (Include home mortgages, home equity loans, and lines of credit secured by the operator's dwelling.) | 0988 |
| b. mortgages on other real estate and other personal homes such as second homes? (Include mortgages, equity loans, and lines of credit secured by other real estate, including other farms, residential rental, commercial, and other real estate.) | 0989 |
| c. loans on businesses that are not a part of this farm operation? | 1101 |
| d. personal loans? (Include credit cards, auto loans, unpaid taxes, and medical bills.) | 1102 |
| e. all other off-farm debt owed by the operator or household? | 0983 |
| 5. Which value code on page 20 represents the amount of off-farm debt owed by the operator or household members that was secured by farm assets? | 1117 |

2015 INCOME & EXPENSES – (Please see **VALUE CODES** on page 20.)

6. Which value code on page 20 represents the total farm sales last year (2015)?
 (Total farm sales includes livestock and crop income from cash and marketing contract sales, fees received from livestock and crop production contracts, the net change in CCC loans, and government payments.) 1113 Value Code

7. Which value code on page 20 represents the net operating income for this operation last year (2015)? (cash income from all farm sources minus production costs and depreciation; if negative net operating income, please indicate with a **negative sign** before the value code) 1114

8. Which value code on page 20 represents the total off-farm income last year (2015)? (wages, salaries, tips, interest, dividends, other public sources, etc. before taxes, income from operating another farm, income from operating any other business; if negative off-farm income, please indicate with a **negative sign** before the value code) 1115

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SECTION O DAIRY SCREENING, PRODUCTION and INVENTORY

1. Were 10 or more dairy cows, regardless of ownership, milked on this operation at any time during 2016?
 xxxx 1 **Yes - Continue** 3 **No - Go to Section V** Head

2. Regardless of ownership, what was the largest number of DAIRY COWS MILKED on this operation at any time in 2016? xxxx

3. Did this operation produce milk in all 12 months of 2016?
 1502 1 **Yes - Go to item 5** 3 **No - Continue**

4. Did this operation go out of or come into the dairy business during 2016?
 1504 1 **Yes - Go to Section V** 3 **No - Continue**

5. Please report number of cattle on hand January 1, 2016 and December 31, 2016 by type.

| 1 How many head of [item] were on hand — | 2 Beginning of year January 1, 2016 (Head) | 3 End of year December 31, 2016 (Head) |
|--|---|---|
| a. milk cows (Include dry and milking cows.) | 1517 | 1518 |
| b. breeding bulls (mature) | 1521 | 1522 |

6. Was this operation transitioning into certified organic milk production in 2016? YES=1 1516 Number

7. Did this operation produce certified organic milk during 2016?
 1511 1 **Yes - Continue** 3 **No - Go to Section P**

8. How much was spent in 2016 for third party organic certification?
 (**Include** user fees charged by organic certifiers.) xxxx Dollars
 \$.00

9. In, 2016, how much milk did this operation sell as certified organic milk? 1628 Cwt

10. What do you consider to be the most difficult aspect of producing **certified** organic milk? Code

Code Aspect

1 finding grains and forage

2 finding feed supplements

3 finding replacement heifers

4 certification and compliance costs

5 certification paperwork requirements

6 maintaining animal health

7 high cost of production

8 other (specify:)

1506

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SECTION P LAND IN FARM / RANCH

1. Report the purchases of dairy cattle during 2016.

| 1 Dairy Cattle Type | 2 How many head of [column 1] were purchased during 2016? (Head) | 3 What was the total amount spent on these [column 2] dairy cattle? (Dollars) |
|--|--|---|
| a. milk cows. | 1592 | 1593 |
| b. replacement heifers weighing 500 pounds or more (Include springers.) | 1594 | 1595 |
| c. breeding bulls weighing 500 pounds or more. | 1596 | 1597 |
| d. replacement heifers weighing under 500 pounds | 1598 | 1599 |
| e. replacement bulls weighing under 500 pounds. | 1600 | 1601 |

| | |
|--|--------------------------------------|
| | Head |
| 2. How many heifers born on this operation in 2016 were kept for breeding? | 1603 |
| a. How many of these replacement heifers were raised on this operation? | 1627 |
| None <input type="checkbox"/> | Dollars |
| b. How much was spent to have replacement heifers raised on another operation? | 1628 <input type="checkbox"/> \$.00 |
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SECTION Q SALES & OTHER INCOME

1. Report the sales of dairy animals from this operation in 2016.

| 1 Dairy Cattle Type | 2 How many [column 1] did this operation sell in 2016? (Head) | 3 What was the total amount received for sales of [column 1] in 2016? (Exclude marketing charges, etc.) (Dollars) | 4 What was the average weight per head of [column 1] sold in 2016? (Pounds Per Head) |
|--|--|---|--|
| a. cull cows. | 1609 | 1610 | 1611 |
| b. all milk cows (including dry cows) | 1612 | 1613 | 1614 |
| c. replacement heifers weighing 500 pounds or more (Include springers). | 1615 | 1616 | 1617 |
| d. cull bulls | 1618 | 1619 | 1620 |
| e. breeding bulls weighing 500 pounds or more | 1621 | 1622 | 1623 |
| f. heifer, bull, and steer calves weighing under 500 pounds | 1624 | 1625 | 1626 |

| | |
|---|--------------------------------------|
| | Dollars |
| 2. In 2016, how much did this operation receive from renting space to other dairy operations? | 1630 <input type="checkbox"/> \$.00 |
| Office Use Only | 1984 |

SECTION R DAIRY HOUSING

1. Please use the following codes for facility, frame, floor, manure handling, and manure storage, to provide information about dairy cattle housing used on the operation in 2016.

| FACILITY CODES <i>Column 1</i> | FRAME TYPE CODES <i>Column 3</i> | FLOOR TYPE CODES <i>Column 4</i> | MANURE HANDLING CODES <i>Column 5</i> | MANURE STORAGE CODES <i>Column 8</i> |
|---|--|---|---|--|
| 1 Stanchion barns or tie stall barns 2 Loafing barns or loose housing 3 Freestall barns 4 Greenhouse or hoop 5 Calf barns 6 Feeding barns 7 Dry lot corrals/sun shades 8 Super hutches 9 Calf hutches 10 Other | 11 Wood 12 Masonry 13 Steel 14 Pole 15 Pre-fabricated material 16 Other | 20 Partly slotted 21 Fully slotted 22 Solid concrete 23 Wire 24 Wood 25 Dirt 26 Other | 30 Shallow pit (<i>less than 2 feet</i>) 31 Deep pit (<i>2 feet or more</i>) 32 Flush gutter - open 33 Flush gutter - closed 34 Scrape gutter - open 35 Scrape gutter - closed 36 Dry truck lot removal 37 Manual 38 Other 39 None | 1 Stacking slab / open storage 2 Manure barn or shed 3 Lagoon 4 Manure pit 5 Slurry or manure tank |

| 1 What types of housing facilities/ buildings were used? [Enter Facility Type code.] (Code) | 2 How many of these [column 1] facilities/buildings were used? (Number) | 3 What type of frame does the [column 1] facility/building have? [Enter Frame Type code.] (Code) | 4 What type of floor does the [column 1] facility/building have? [Enter Floor Type code.] (Code) | 5 What type of manure handling method was used in this [column 1] facility/building? [Enter Manure Handling code.] (Code) | 6 How many total head can ALL of these [column 1] facilities/ buildings house at one time? (Head) | 7 What is the average age of these [column 1] facilities/buildings since last remodeled? (Years) | 8 What type of manure storage system was used with the [column 1] facility? [Enter Manure Storage code.] (Code) |
|--|---|---|---|--|---|--|--|
| 2161 | 2162 | 2163 | 2164 | 2165 | 2166 | 2167 | xxxx |
| 2168 | 2169 | 2170 | 2171 | 2172 | 2173 | 2174 | xxxx |
| 2175 | 2176 | 2177 | 2178 | 2179 | 2180 | 2181 | xxxx |
| 2182 | 2183 | 2184 | 2185 | 2186 | 2187 | 2188 | xxxx |
| 2189 | 2190 | 2191 | 2192 | 2193 | 2194 | 2195 | xxxx |
| 2196 | 2197 | 2198 | 2199 | 2200 | 2201 | 2202 | xxxx |

2. During 2016, did this operation:

- a. use artificial insemination, embryo transplants, or sexed semen? xxx 1 Yes 3 No
- b. use a computerized feed delivery system? xxx 1 Yes 3 No
- c. keep individual cow production records? xxx 1 Yes 3 No

3. Considering your pasture, corrals, building sites, manure storage, etc., how many total acres of land were used in the dairy operation during 2016? (*Exclude acres used to produce crops to feed and bed the dairy cattle and acres to which dairy manure was applied.*) 1589

| |
|-------|
| Acres |
| |

| |
|------------------------|
| 1987 |
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SECTION S MILKING FACILITIES & PRACTICES

1. Please use the following codes for facility, frame, floor, and manure handling to provide information about dairy cattle housing used on the operation in 2016.

| MILKING FACILITY TYPE CODES <i>Column 1</i> | |
|--|-------------------------------------|
| 1 | Herringbone parlor |
| 2 | Parallel parlor |
| 3 | Side opening parlor |
| 4 | Polygon parlor |
| 5 | Carousel parlor |
| 6 | Flat barn parlor |
| 7 | Swing parlor |
| 8 | Robotic milking - parlor or in-barn |
| 9 | Other parlor |
| 10 | Barn with around the barn pipeline |
| 11 | Barn with pail units/bucket milkers |

| FRAME TYPE CODES <i>Column 3</i> | |
|-------------------------------------|-------------------------|
| 11 | Wood |
| 12 | Masonry |
| 13 | Steel |
| 14 | Pole |
| 15 | Pre-fabricated material |
| 16 | Other |

| FLOOR TYPE CODES <i>Column 4</i> | |
|-------------------------------------|----------------|
| 20 | Partly slotted |
| 21 | Fully slotted |
| 22 | Solid concrete |
| 23 | Wire |
| 24 | Wood |
| 25 | Dirt |
| 26 | Other |

| MANURE HANDLING CODES <i>Column 5</i> | |
|--|---|
| 30 | Shallow pit (<i>less than 2 feet</i>) |
| 31 | Deep pit (<i>2 feet or more</i>) |
| 32 | Flush gutter - open |
| 33 | Flush gutter - closed |
| 34 | Scrape gutter - open |
| 35 | Scrape gutter - closed |
| 36 | Dry truck lot removal |
| 37 | Manual |
| 38 | Other |
| 39 | None |

| 1 What types of milking facilities/ buildings were used? [Enter milking Facility Type code.] (Code) | 2 How many of these [column 1] facilities/buildings were used in 2016? (Number) | 3 What type of frame does the [column 1] facility/building have? [Enter Frame Type code.] (Code) | 4 What type of floor does the [column 1] facility/building have? [Enter Floor Type code.] (Code) | 5 What type of manure handling method was used in this [column 1] facility/building? [Enter Manure Handling code.] (Code) | 6 What was the total number of stalls in all of these facilities/ buildings? (Number) | 7 What was the total number of milking units in all of these facilities/buildings? (Number) | 8 What is the average age of these facilities/buildings since last remodeled? (Years) |
|--|---|---|---|--|---|---|---|
| 1529 | 1530 | 1531 | 1532 | 1533 | 1534 | 1535 | 1536 |
| 1537 | 1538 | 1539 | 1540 | 1541 | 1542 | 1543 | 1544 |
| 1545 | 1546 | 1547 | 1548 | 1549 | 1550 | 1551 | 1552 |
| 1553 | 1554 | 1555 | 1556 | 1557 | 1558 | 1559 | 1560 |
| 1561 | 1562 | 1563 | 1564 | 1565 | 1566 | 1567 | 1568 |
| 1569 | 1570 | 1571 | 1572 | 1573 | 1574 | 1575 | 1576 |

2. Was the cow herd milked 3 or more times per day? xxxx 1 Yes 3 No
3. Were the milking systems computerized to gather data about each milking? xxxx 1 Yes 3 No
4. Was bST administered to the cow herd? xxxx 1 Yes 3 No

5. What percent of the dairy cows milked on this operation in 2016 were –
- a. Holstein Friesian? 1507
 - b. Jersey? 1508
 - c. crossbred? 1520
 - d. other breeds? 1510

| Percent | |
|---------|--|
| | |
| | |
| | |
| | |

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SECTION T DAIRY FEED & PASTURE

Please use the following codes to provide information about feed and feed ingredients purchased off-farm which were fed to dairy cattle in 2016.

| FEED TYPE CODES (Items 1 & 2, column 1) | |
|---|---|
| 1 Complete <i>commercial</i> feed and complete <i>custom</i> feed mixes | 17 Alfalfa hay (include alfalfa hay mixtures) |
| 2 High moisture corn (>20%) | 18 Other (include wild hay) |
| 3 Low moisture corn | 19 Straw |
| 4 Barley | 20 Corn silage |
| 5 High moisture sorghum/milo (>20%) | 21 Sorghum/milo silage |
| 6 Low moisture sorghum/milo | 22 Other silage or haylage |
| 7 Wheat | 23 Alfalfa cubes or pellets |
| 9 Oats | 24 Green chop, all crops |
| 10 Other feed grains | 25 Corn stalks |
| 11 Distillers or brewers grain | 26 Milk or milk by-product |
| 12 Other non protein by-product | 27 Liquid whey |
| 13 Cotton seed meal | 28 Other feed additives |
| 14 Protein supplements | 29 Antibiotics or other medicated additives |
| 15 Protein by-products | 34 Milk replacer or calf starter |
| 16 Vitamin or mineral supplements (include kelp) | |

| DAIRY FEED FACILITY TYPE CODES (Item 2, column 4) | |
|--|--|
| 21 Airtight upright silo | |
| 22 Other upright silo | |
| 23 Bin/tank for high moisture grain | |
| 24 Bin for grain | |
| 25 Metal feed tank | |
| 26 Other bin/tank | |
| 27 Corn crib | |
| 28 Open building/shed | |
| 29 Closed building/shed | |
| 30 Trench or bunker silo | |
| 31 Slab | |
| 32 Hay tarp | |
| 33 Plastic bagging/wrapping | |
| 34 No facility used | |
| 40 Other, <i>specify</i> : | |
| | |

1. Did you feed any dairy cattle on this operation during 2016 with feed that was purchased in 2016 or earlier?

xxxx 1 **Yes - Continue** 3 **No - Go to item 2**

| 1 What types of feed were PURCHASED and fed to dairy cattle on this operation in 2016? | | 2 What was the total amount of [column 1] fed to dairy cattle in 2016? Report the unit code for this amount in column 3. | | 3 Unit codes 1 POUNDS 2 CWT 3 TONS 4 BUSHELS 12 GALLONS | | 4 What was the total amount spent on all purchased feed fed to dairy cattle in 2016? [Include Operator and Contractor expenses.] | | 5 What was the average price per unit spent on all purchased feed? | |
|---|------|---|------|---|----|--|--|---|--|
| Name | Code | Amount | Code | Dollars | OR | Dollars and Cents | | | |
| | 2006 | 2007 | 2008 | 2010 | | xxxx | | | |
| | | | | | | | | | |
| | 2012 | 2013 | 2014 | 2016 | | xxxx | | | |
| | | | | | | | | | |
| | 2018 | 2019 | 2020 | 2022 | | xxxx | | | |
| | | | | | | | | | |
| | 2024 | 2025 | 2026 | 2028 | | xxxx | | | |
| | | | | | | | | | |
| | 2030 | 2031 | 2032 | 2034 | | xxxx | | | |
| | | | | | | | | | |
| | 2036 | 2037 | 2038 | 2040 | | xxxx | | | |
| | | | | | | | | | |
| | 2042 | 2043 | 2044 | 2046 | | xxxx | | | |
| | | | | | | | | | |
| | 2048 | 2049 | 2050 | 2052 | | xxxx | | | |
| | | | | | | | | | |
| | 2054 | 2055 | 2056 | 2058 | | xxxx | | | |
| | | | | | | | | | |

2. In 2016, did this operation grow and harvest feed that it fed to dairy cattle?

xxxx 1 **Yes - Continue** 3 **No - Go to item 3**

| 1 What type of HOMEGROWN feed was fed to dairy cattle on this operation in 2016? [Enter Feed Type Code from Page 26.] | | 2 What was the total amount of [column 1] fed to dairy cattle in 2016? Report the unit code for this amount in column 3. | | 3 Unit codes 1 POUNDS 2 CWT 3 TONS 4 BUSHEL 12 GALLONS | | 4 In what type of facility was the majority of this [column 1] feed stored in 2016? [Enter Dairy Feed Facility Type Code from Page 26.] | |
|--|--------|--|--------|--|--------|---|--------|
| (Name) | (Code) | (Amount) | (Code) | (Code) | (Code) | (Code) | (Code) |
| | 2061 | | 2062 | | 2063 | | 2065 |
| | 2066 | | 2067 | | 2068 | | 2070 |
| | 2071 | | 2072 | | 2073 | | 2075 |
| | 2076 | | 2077 | | 2078 | | 2080 |
| | 2081 | | 2082 | | 2083 | | 2085 |
| | 2086 | | 2087 | | 2088 | | 2090 |

3. In 2016, did this operation use pasture or cropland, such as corn stalks, to graze dairy cattle?

xxxx 1 **Yes - Continue** 3 **No - Go to item 6**

Report the type of pasture or cropland used to graze dairy cattle in 2016.

| 1 Type of Land | 2 Of the [column 1] acres used to graze dairy cattle in 2016, how many acres did this operation own? (Acres) | 3 Of the [column 1] acres used to graze dairy cattle in 2016, how many acres did this operation rent or lease? (Acres) | 4 What was the total dollar amount spent to rent or lease these [column 3] acres? (Dollars) | 5 Of the [column 1] acres used to graze dairy cattle in 2016, how many acres were irrigated? (Acres) |
|---|---|--|---|---|
| a. Native or permanent pasture | 2107 | 2109 | 2110 | 2108 |
| b. Planted or improved pasture | 2111 | 2113 | 2114 | 2112 |
| c. Small grains pasture | 2115 | 2117 | 2118 | 2116 |
| d. Crop residue (example, corn stalks). | 2119 | 2121 | 2122 | 2120 |
| e. Other grazed forages | 2123 | 2125 | 2126 | 2124 |

4. In 2016, how many months did this operation graze milk cows on pasture? 2129

| Months |
|--------|
| |

5. Which of the following codes includes the percent of total forage ration obtained from pasture during the grazing months by milk cows in 2016? 2130

| Code | Percent |
|------|-----------|
| 1 | 1 - 24% |
| 2 | 25 - 49% |
| 3 | 50 - 74% |
| 4 | 75 - 100% |

| Code |
|------|
| |

6. What was the total market value of any bedding produced on the operation or obtained for free for the dairy cattle in 2016? xxxx

| Dollars |
|-----------------------------|
| \$ <input type="text"/> .00 |

1985
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SECTION U DAIRY MANURE

1. Which of the following codes best describes the type of manure handling system that was used for the majority of the dairy manure on this operation in 2016? 1672

| | |
|---|---|
| 1 | Pasture-based system (<i>no manure collected</i>) |
| 2 | Open-lot dry system (<i>animals not confined to barn</i>) |
| 3 | Open-lot slurry system (<i>animals not confined to barn</i>) |
| 4 | Barn-based alley or gutter system (<i>either mechanical or water clean</i>) |
| 5 | Other |

Code
1672

a. Was the manure produced in the milking area handled by a separate system in 2016? 2204

1 Yes 3 No

2. Which of the following codes best describes how often manure was removed from the dairy housing and holding facilities in 2016? 2234

| Code | Frequency |
|------|-----------|
| 1 | Daily |
| 2 | Weekly |
| 3 | Monthly |
| 4 | Yearly |
| 5 | Other |
| 6 | Never |

Code
2234

3. Was any system used to collect and dispose of the methane from the dairy manure storage facilities in 2016?
xxxx

1 **Yes - Continue** 3 **No - Go to Item 4**

a. Was the collected methane used for electricity generation? xxx

1 Yes 3 No

b. Was the collected methane flared for disposal? xxx

1 Yes 3 No

4. Was dairy manure applied to fields on this operation in 2016?
xxxx

1 **Yes - Continue** 3 **No - Go to Section V**

a. On how many total acres of this operation was dairy manure applied in 2016? 2244

Acres
2244

5. Was any commercial fertilizer applied to the same (item 4a) acres on this operation on which dairy manure was applied?
2251

1 **Yes - Continue** 3 **No - Go to Section V**

a. Were the commercial fertilizer application rates adjusted based on nutrients provided by the dairy manure?
xxxx

1 **Yes** 3 **No**

1990
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SECTION V CONCLUSION

1. To receive the complete results of this survey on the release date, go to www.usda.gov/results/.

Would you rather have a brief summary mailed to you at a later date? 0099

1 Yes 3 No

(Thank You for Your Participation)

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

| | | |
|---------------------|-------------------|-----------------------------------|
| Reported By: | Telephone: | Date Completed (MM-DD-YY): |
| | | |

9910

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|------------------------|---------|------|---------------|--------|
| Ending Time (Military) | | OR | Time in Hours | |
| Hours | Minutes | | Hours | Tenths |
| 0005 | | 0008 | | |

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|-----------------|------|---------------|------|----------------|------|------|------|---------------------|----------|
| Response | | Respondent | | Mode | | Enum | Eval | Field Office Use | Optional |
| 1-Comp | 9901 | 1-Op / Mgr | 9902 | 1-Mail | 9903 | 9998 | 9900 | 0093 | 0003 |
| 2-R | | 2-Sp | | 2-Tel | | | | | |
| 3-Inac | | 3-Acct / Bkpr | | 3-Face-to-Face | | | | | |
| | | 4-Partner | | | | | | | |
| | | 9-Other | | | | | | | |
| | | | | | | | | Office Use for POID | |
| | | | | | | | | 9989 | |

Name