

2018 AGRICULTURAL RESOURCE MANAGEMENT SURVEY

Cattle and Calves Costs and Returns Report – Version 4

Project Code: 904
(03/19/2018) Draft 1



National Agricultural Statistics Service

ECONOMIC RESEARCH SERVICE

U.S. Department of Agriculture
National Agricultural Statistics Service
National Processing Center
1201 East 10th Street
Jeffersonville, IN 47132
Phone: 1-888-424-7828
Fax: 1-812-218-2232
E-mail: nass@nass.usda.gov

Please make corrections to label name, address, and ZIP code, if needed.

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

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

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

Partner 1				Partner 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									
0006	0004		0929	9921	0922	9922	9923	9927	9928	0009	0002

SECTION A LAND IN FARM / RANCH

For 2018, 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 <u>fixed cash rent</u> payment? 0021	<input type="checkbox"/> +	
b. for a <u>flexible rent</u> payment? (Include hybrid rental arrangements where rent paid is based on a fixed cash payment plus some shared production.) 0022	<input type="checkbox"/> +	
c. for a <u>share</u> of the crop or livestock production? (Exclude hybrid rental arrangements.) 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 2018 were: <i>(Total Items 1 + 2a + 2b + 2c + 2d - 3.)</i> 0026	=	
5. How many of the (Item 4) acres were considered cropland in 2018? (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"/>	

LAND RENTED FROM OTHERS

	None	Dollars
6. Including rent for land and/or buildings, what was the total CASH RENT PAID in 2018 by this operation? (Include rent paid in 2018 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 2018.		
a. In 2018, 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 2018, 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 2018.		
a. What was the estimated total MARKET VALUE of your landlord's share of crop production from this operation in 2018? 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 2018? (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, 2018? 0855	<input type="checkbox"/>	\$.00

LAND RENTED TO OTHERS

	None	Dollars
10. Including rent for land and/or buildings, what was the total CASH RENT RECEIVED in 2018 for acres rented TO OTHERS by this operation? (Include rent received in 2018 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 2018 by this operation? (Include rent received in 2018 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, 2018? 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 2018? *(Include your landlord's share and crops grown under contract. Exclude crops grown on land rented to others.)*

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

2. Report the acreage and production of crops harvested from this operation in 2018. Report quantity harvested in the unit specified, by crop. For income received from cash sales in 2018, report the dollar amount this operation received from any year's production after subtracting marketing expenses. *(Exclude contract sales or removals and landlord's share of sales in column 5.)*

1 CROP	2 How many acres were HARVESTED?		3 What was the total production? <i>(Include landlord share and amount used on operation.)</i>		4 How much of this operation's share of the total production was (will be) used on this operation for feed, seed, etc.?			5 How much was received in Cash Sales from any year's production? <i>(Exclude contract sales and removals.)</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			0192			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 2018 (regardless of ownership), or did this operation receive any income from livestock, poultry, or livestock products in 2018? (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 2018, 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, 2018, how many [column 1] regardless of ownership were on hand? (Number)	3 On Dec. 31, 2018, how many [column 1] were owned by this operation? (Number)	4 What was the total number of [column 1] sold or removed in 2018? (Number)	5 How much was received in Cash Sales of [column 1] from any year's production in 2018? (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 2018 (report in cwt)			0270 Cwt	0510 \$.00
(i) Of the total (row e, col. 4) cwt, how much was certified organic milk ?			1528 Cwt	1298 \$.00
f. All hogs and pigs	0263	0296	0262	1296 \$.00
(i) Of the total (row f, col. 5) dollars, how much was for breeding stock ? ^{1/}				0509 \$.00
(ii) Recognized gain/loss on sale of breeding stock . (If a loss was incurred, indicate with a negative sign)				0533 \$.00
g. All layers and pullets, including table and hatching	0249	0250	0248	0526 \$.00
(i) All eggs, including hatching eggs (report in dozens)			0266 Doz	0514 \$.00
h. Turkeys	0269	0298	0268	0515 \$.00
i. Broilers	0265	0297	0264	0513 \$.00
j. Other Poultry (Include other chickens, ducks, emus, geese, hatchlings, ostriches, pigeons, pheasants, quail, poultry products, etc.)	0275	0299	0274	0516 \$.00
k. Other animals and other animal products (Include sheep, goats, & their products (wool, mohair, & goat milk); horses, ponies, mules, burros, & donkeys; aquaculture; bees & honey; semen & embryo sales)	0273	1273	0272	0517 \$.00
(i) Of the total (row k, col. 5) dollars, how much was for breeding stock ? ^{1/}				0528 \$.00
(ii) Recognized gain/loss on sale of breeding stock . (If a loss was incurred, indicate with a negative sign)				0534 \$.00

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

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

1. In 2018, did any OTHER operations grow, feed, or raise livestock or poultry owned by this operation under a contract agreement where you are the contractor?

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

1 What livestock or poultry were being raised or fed for this operation? [List type below.]	2 Commodity Code Office Use Only (Code)	3 What was the market value of [type] on hand on contractee operations on Jan. 1, 2018? (Dollars)	4 What was the estimated market value (at placement) of [type] placed under contract DURING 2018? (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, 2018 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 2018?
(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 2018 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 2018? [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 2018 from this contract? (Total Dollars)
Commodity example	0000	0000	10000	0000 04 0000 \$ 3 . 75	0000 \$ 37500 .00
	0301	0304		0305 0306 \$.	0307 \$.00
	0316	0319		0320 0321 \$.	0322 \$.00
	0331	0334		0335 0336 \$.	0337 \$.00
	0346	0349		0350 0351 \$.	0352 \$.00
	0361	0364		0365 0366 \$.	0367 \$.00
	0376	0379		0380 0381 \$.	0382 \$.00
	1351	1354		1355 1356 \$.	1357 \$.00
	1366	1369		1370 1371 \$.	1372 \$.00
	1381	1384		1385 1386 \$.	1387 \$.00
	1396	1399		1400 1401 \$.	1402 \$.00
	1411	1414		1415 1416 \$.	1417 \$.00
	1426	1429		1430 1431 \$.	1432 \$.00

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

^{1/} "Delivered" includes commodities for which partial payment was made even if not physically delivered by December 31, 2018.

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 2018, 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 2018. 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 2018? [Write in commodities]	2 Commodity Code Office Use Only (Code)		3 Total quantity moved from this operation under contract in 2018? (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 2018 under contract? ^{1/} (Total Dollars)	
<i>Commodity example</i>	0000		0000	5000	0000	||	0000	\$ 15	. 25	0000	\$ 76250 .00
	0401		0404		0405		0406	\$	.	0407	\$.00
	0416		0419		0420		0421	\$	.	0422	\$.00
	0431		0434		0435		0436	\$	.	0437	\$.00
	0446		0449		0450		0451	\$	.	0452	\$.00
	1441		1444		1445		1446	\$	.	1447	\$.00
	1456		1459		1460		1461	\$	.	1462	\$.00
	1471		1474		1475		1476	\$	.	1477	\$.00
	1486		1489		1490		1491	\$	.	1492	\$.00

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. (**Include** cash sales, marketing contract sales, and production contract removals. **Exclude** crops in storage and not yet sold.)

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

	None	Dollars
a. On January 1, 2018, what was the total dollar amount owed to this operation for all commodities produced and sold (cash or contract) before January 1, 2018? . . . 0885	<input type="checkbox"/>	\$.00
(i) How much did this operation receive from Item 1a during 2018? 0875	<input type="checkbox"/>	\$.00
b. What was the total dollar amount owed to this operation on December 31, 2018, for all commodities produced, sold (cash or contract), delivered, or removed under contract in 2018 and earlier years? 0886	<input type="checkbox"/>	\$.00

SECTION H GOVERNMENT PAYMENTS & OTHER FARM RELATED INCOME

1. In 2018, did this operation receive or repay any Commodity Credit Corporation (CCC) loans?

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

a. In 2018, 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	None <input type="checkbox"/>	Dollars	\$		.00
b. In 2018, what was the amount spent to repay all CCC loans? <i>(Exclude interest, storage, and service fees.)</i> 0519	<input type="checkbox"/>	Dollars	\$		.00

[NOTE: If any of the crops or livestock products redeemed from the CCC were sold in 2018, 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 2018, their value should be reported in SECTION J, Item 3a or Item 3c.]

2. In 2018, 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**

a. In 2018, how much was received in Loan Deficiency Payments (LDPs), and Marketing Loan Gains (MLGs)? <i>(Include government payments received through a cooperative.)</i> 0529	None <input type="checkbox"/>	Dollars	\$		.00
b. In 2018, how many acres were enrolled and how much was received from each of the following programs?					
	None <input type="checkbox"/>	Acres		Dollars	
(i) Conservation Reserve Program (CRP) 0565	<input type="checkbox"/>		0538	\$	.00
(ii) Environmental Quality Incentives Program (EQIP) 0543	<input type="checkbox"/>		0540	\$	.00
(iii) Conservation Stewardship Program (CSP) 0567	<input type="checkbox"/>		0566	\$	.00
(iv) All other U.S. Federal conservation programs. 0544	<input type="checkbox"/>		0541	\$	.00
c. In 2018, how much was received from each of the following programs?					
(i) 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	None <input type="checkbox"/>	Dollars	\$		.00
(ii) Price Loss Coverage (PLC) program? <i>(Include government payments received through a cooperative.)</i> 0464	<input type="checkbox"/>	Dollars	\$		.00
(iii) Agricultural Risk Coverage (ARC) program? <i>(Include government payments received through a cooperative.)</i> 1493	<input type="checkbox"/>	Dollars	\$		.00
(iv) Margin Protection Program for Dairy (MPP - Dairy)? 2211	<input type="checkbox"/>	Dollars	\$		.00
(v) 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 2018 and not included above. Exclude Federal crop insurance payments and other indemnity payments, and payments received in 2018 from selling an easement.)</i> 0545	<input type="checkbox"/>	Dollars	\$		.00

SECTION I OPERATING & CAPITAL EXPENDITURES

Report total production expenses paid by this operation in 2018. **(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 2018, how much was spent for (item) by [column] –
OPERATING EXPENSES in 2018

	None	OPERATOR(S) and PARTNER(S)	LANDLORD(S)	CONTRACTOR(S)
		(Dollars)	(Dollars)	(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 \$.00	0601 \$.00	0602 \$.00
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 \$.00	0607 \$.00	0608 \$.00
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 \$.00	0613 \$.00	0614 \$.00
a. Of the (Item 3) dollars, how much was for the BEEF CATTLE enterprise, excluding feedlot cattle?	<input type="checkbox"/>	0615 \$.00	0616 \$.00	0617 \$.00
4. livestock purchases of –				
a. breeding stock for beef cattle, dairy cattle, hogs and sheep?	<input type="checkbox"/>	0621 \$.00	0622 \$.00	0623 \$.00
b. other cattle, calves, hogs and pigs? [Report other sheep in Item 4d.]	<input type="checkbox"/>	0624 \$.00	0625 \$.00	0626 \$.00
c. chickens and turkeys? [Report ducks and game birds in Item 4d.]	<input type="checkbox"/>	0627 \$.00	0628 \$.00	0629 \$.00
d. other livestock and poultry, including other sheep, lambs, bees, brooder fish, fingerlings, hogs, etc.?	<input type="checkbox"/>	0630 \$.00	0631 \$.00	0632 \$.00
5. leasing of livestock? (Include leasing of bees for pollination.)	<input type="checkbox"/>	0633 \$.00	0634 \$.00	0635 \$.00
6. purchased feed for livestock and poultry? (Include grain, hay, silage, mixed feeds, concentrates, etc.)	<input type="checkbox"/>	0636 \$.00	0637 \$.00	0638 \$.00
a. Of the (Item 6) dollars, how much was for the BEEF CATTLE enterprise, excluding feedlot cattle?	<input type="checkbox"/>	0891 \$.00	0892 \$.00	0893 \$.00
7. bedding and litter for livestock?	<input type="checkbox"/>	0639 \$.00	0640 \$.00	0641 \$.00
a. Of the (Item 7) dollars, how much was for the BEEF CATTLE enterprise, excluding feedlot cattle?	<input type="checkbox"/>	0894 \$.00	0895 \$.00	0896 \$.00
8. medical supplies, veterinary and custom services for livestock? (Exclude manure disposal. Include artificial insemination (AI), branding, breeding fees, caponizing, castrating, custom feed processing, hormone injections, performance testing, pregnancy testing, seining, sheep shearing, etc.)	<input type="checkbox"/>	0642 \$.00	0643 \$.00	0644 \$.00
a. Of the (Item 8) dollars, how much was for the BEEF CATTLE enterprise, excluding feedlot cattle?	<input type="checkbox"/>	0897 \$.00	0898 \$.00	0899 \$.00

In 2018, how much was spent for (item) by [column] –		OPERATOR(S) and PARTNER(S)	LANDLORD(S)	CONTRACTOR(S)
		(Dollars)	(Dollars)	(Dollars)
9.	purchases for the farm business of –	0663	0664	0665
a.	all fuels, oils and lubricants? (total of 9a(i) through 9a(vi) must equal Item 9a)	<input type="checkbox"/> \$.00	<input type="checkbox"/> \$.00	<input type="checkbox"/> \$.00
	(i) diesel fuel? (Include biodiesel.)	0645 <input type="checkbox"/> \$.00	0646 <input type="checkbox"/> \$.00	0647 <input type="checkbox"/> \$.00
	(ii) gasoline and gasohol? (Include ethanol blends.)	0648 <input type="checkbox"/> \$.00	0649 <input type="checkbox"/> \$.00	0650 <input type="checkbox"/> \$.00
	(iii) natural gas?	0651 <input type="checkbox"/> \$.00	0652 <input type="checkbox"/> \$.00	0653 <input type="checkbox"/> \$.00
	(iv) LP gas (propane, butane)?	0654 <input type="checkbox"/> \$.00	0655 <input type="checkbox"/> \$.00	0656 <input type="checkbox"/> \$.00
	(v) oils and lubricants? (Include grease, hydraulic fluids, motor oils, transmission fluids, etc.)	0657 <input type="checkbox"/> \$.00	0658 <input type="checkbox"/> \$.00	0659 <input type="checkbox"/> \$.00
	(vi) all other fuel? (Include coal, fuel oil, kerosene, wood, etc.)	0660 <input type="checkbox"/> \$.00	0661 <input type="checkbox"/> \$.00	0662 <input type="checkbox"/> \$.00
b.	Of the (Item 9a) dollars, how much was for the BEEF CATTLE enterprise, excluding feedlot cattle?	0672 <input type="checkbox"/> \$.00	0673 <input type="checkbox"/> \$.00	0674 <input type="checkbox"/> \$.00
10.	electricity for the farm business?	0675 <input type="checkbox"/> \$.00	0676 <input type="checkbox"/> \$.00	0677 <input type="checkbox"/> \$.00
a.	Of the (Item 10) dollars, how much was for irrigation?	0678 <input type="checkbox"/> \$.00	0679 <input type="checkbox"/> \$.00	0680 <input type="checkbox"/> \$.00
b.	Of the (Item 10) dollars, how much was for drying?	0687 <input type="checkbox"/> \$.00	0688 <input type="checkbox"/> \$.00	0689 <input type="checkbox"/> \$.00
c.	Of the (Item 10) dollars, how much was for specialized livestock production facilities such as dairies, feedlots, poultry houses, and swine buildings?	0693 <input type="checkbox"/> \$.00	0694 <input type="checkbox"/> \$.00	0695 <input type="checkbox"/> \$.00
	(i) Of the (Item 10c) dollars, how much was for the BEEF CATTLE enterprise, excluding feedlot cattle?	0947 <input type="checkbox"/> \$.00	0948 <input type="checkbox"/> \$.00	0949 <input type="checkbox"/> \$.00
11.	purchased water for irrigation from off-farm suppliers? (Include irrigation assessments and fees.)	0696 <input type="checkbox"/> \$.00	0697 <input type="checkbox"/> \$.00	0698 <input type="checkbox"/> \$.00
12.	all other utilities, such as the farm share of telephone service, water purchased other than for irrigation, and Internet access?	0872 <input type="checkbox"/> \$.00	0873 <input type="checkbox"/> \$.00	0874 <input type="checkbox"/> \$.00
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.)	0702 <input type="checkbox"/> \$.00	0703 <input type="checkbox"/> \$.00	0704 <input type="checkbox"/> \$.00
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.)	0708 <input type="checkbox"/> \$.00	0709 <input type="checkbox"/> \$.00	0710 <input type="checkbox"/> \$.00
a.	Of the (Item 14) dollars, how much was for the BEEF CATTLE enterprise, excluding feedlot cattle?	0711 <input type="checkbox"/> \$.00	0712 <input type="checkbox"/> \$.00	0713 <input type="checkbox"/> \$.00

In 2018, how much was spent for (item) by [column] –		OPERATOR(S) and PARTNER(S)	LANDLORD(S)	CONTRACTOR(S)
		(Dollars)	(Dollars)	(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>)	None		
		0714	0715	0716
	<input type="checkbox"/>	\$.00	\$.00	\$.00
a.	Of the (Item 15) dollars, how much was for specialized livestock production facilities such as dairies, feedlots, poultry houses, and swine buildings?			
		0717	0718	0719
	<input type="checkbox"/>	\$.00	\$.00	\$.00
(i)	Of the (Item 15a) dollars, how much was for the BEEF CATTLE enterprise, excluding feedlot cattle?			
		0568	0569	0570
	<input type="checkbox"/>	\$.00	\$.00	\$.00
b.	Of the (Item 15) dollars, how much was for maintenance and repair of irrigation equipment and pumps?			
		0720	0721	0722
	<input type="checkbox"/>	\$.00	\$.00	\$.00
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	0726		
	• dedeed as part of the farm.)	<input type="checkbox"/>	\$.00	
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.</i>)			
		0729	0730	0731
	<input type="checkbox"/>	\$.00	\$.00	\$.00
a.	Of the (Item 17) dollars, how much was for Federal crop insurance?			
		0732	0733	0734
	<input type="checkbox"/>	\$.00	\$.00	\$.00
b.	Of the (Item 17) dollars, how much was for participation fees and any buy-up coverage for FSA's Margin Protection Program for Dairy, including the \$100 administrative fee?			
		2702	2703	2704
	<input type="checkbox"/>	\$.00	\$.00	\$.00
18.	interest and fees paid on debts —			
a.	secured by real estate? (<i>Include interest paid on the operator's dwelling, if owned by the operation.</i>)			
		0738	0739	
	<input type="checkbox"/>	\$.00	\$.00	
b.	not secured by real estate? (<i>Include service fees on CCC loan redemptions.</i>)			
		0741	0742	
	<input type="checkbox"/>	\$.00	\$.00	
19.	property taxes paid on —			
a.	real estate (land and buildings)? (<i>Include real estate taxes on the operator's dwelling, if owned by the operation.</i>)			
		0744	0745	0746
	<input type="checkbox"/>	\$.00	\$.00	\$.00
b.	livestock, machinery, and other farm production items?			
		0747	0748	0749
	<input type="checkbox"/>	\$.00	\$.00	\$.00
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>)			
		0750	0751	
	<input type="checkbox"/>	\$.00	\$.00	
		0753	0754	
21.	vehicle registration and licensing fees?			
	<input type="checkbox"/>	\$.00	\$.00	

In 2018, how much was spent for (item) by [column] –	OPERATOR(S) and PARTNER(S) (Dollars)	LANDLORD(S) (Dollars)	CONTRACTOR(S) (Dollars)
22. depreciation expense claimed by this operation in 2018 for all capital assets? (If partnership, include amounts claimed by all partners in this operation. Estimate from 2017 if necessary.) <input type="checkbox"/>	None 0756 \$.00		
a. Of the (Item 22) dollars, how much was claimed for breeding livestock? <input type="checkbox"/>	0757 \$.00		
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 		
	<ul style="list-style-type: none"> Employer's share of: <ul style="list-style-type: none"> • Social Security and unemployment taxes • Health and life insurance • Worker's compensation 		
23. CASH WAGES paid to hired farm and ranch labor? <input type="checkbox"/>	0758 \$.00	0759 \$.00	0760 \$.00
a. Of the (Item 23) dollars, how much was for the BEEF CATTLE enterprise, excluding feedlot cattle? <input type="checkbox"/>	0761 \$.00	0762 \$.00	0763 \$.00
24. Of the (Item 23) dollars, how much salary or wage was paid to — (total 24a + 24b + 24c + 24d + 24e must equal Item 23)			
a. you (the principal operator)? <input type="checkbox"/>	0764 \$.00	0765 \$.00	0766 \$.00
b. your (the principal operator's) spouse? (Even if your spouse is an operator, include his/her wages here.) <input type="checkbox"/>	0767 \$.00	0768 \$.00	0769 \$.00
c. other members of your (the operator's) household? (Even if your other household members are operators, include their wages here.) <input type="checkbox"/>	0574 \$.00	0575 \$.00	0576 \$.00
d. other operators (outside the operator's household)? (Those persons responsible for the day-to-day management decisions for this operation.) <input type="checkbox"/>	0770 \$.00	0771 \$.00	0772 \$.00
e. all other paid farm and ranch labor? <input type="checkbox"/>	0773 \$.00	0774 \$.00	0775 \$.00
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 \$.00	0706 \$.00	0707 \$.00
a. Of the (Item 25) dollars, how much was for the BEEF CATTLE enterprise, excluding feedlot cattle? <input type="checkbox"/>	0779 \$.00	0780 \$.00	0781 \$.00
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 \$.00	0916 \$.00	0917 \$.00
a. Of the (Item 26) dollars, how much was for the BEEF CATTLE enterprise, excluding feedlot cattle? <input type="checkbox"/>	0472 \$.00	0473 \$.00	0474 \$.00
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 fedraised livestock under contract FOR this operation.) <input type="checkbox"/>	0782 \$.00	0783 \$.00	0784 \$.00
a. Of the (Item 27) dollars, how much was for the BEEF CATTLE enterprise, excluding feedlot cattle? <input type="checkbox"/>	0785 \$.00	0786 \$.00	0787 \$.00

In 2018, how much was spent for (item) by [column] –		OPERATOR(S) and PARTNER(S) (Dollars)	LANDLORD(S) (Dollars)	CONTRACTOR(S) (Dollars)
28. custom work such as — (Custom work is work performed by machines & labor hired as a unit.)	None	0776	0777	0778
a. hauling? (Include all custom grain, livestock, milk, manure, and other custom hauling.)	<input type="checkbox"/>	\$.00	\$.00	\$.00
b. all other custom work done on this operation? (Report custom livestock services in Item 8.)	<input type="checkbox"/>	\$.00	\$.00	\$.00
c. Of the (Item 28a and 28b) dollars, how much was for the BEEF CATTLE enterprise excluding feedlot cattle?	<input type="checkbox"/>	\$.00	\$.00	\$.00
29. The cash value of all commodities and NON-CASH PAYMENTS for farm work provided to:				
a. workers who were members of your (the operator's) household? (Include value of a percentage of crops, calves, etc. Exclude operator payments or draws.)	<input type="checkbox"/>	0797 \$.00		
b. workers who were NOT members of your (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.)	<input type="checkbox"/>	0798 \$.00		
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 \$.00		
a. What percent of the (Item 30) dollars was for livestock and livestock products?	<input type="checkbox"/>	Percent 0800 %		
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 \$.00		
32. general business expenses? Specify General Business Expenses & Amounts:	<input type="checkbox"/>	0804 \$.00	0805 \$.00	0806 \$.00
33. 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 \$.00	0869 \$.00	0870 \$.00
a. Of the (Item 33) dollars, how much was for the BEEF CATTLE enterprise excluding feedlot cattle?	<input type="checkbox"/>	0943 \$.00	0944 \$.00	0945 \$.00
CAPITAL EXPENSES in 2018				
34. 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 \$.00	0808 \$.00	0809 \$.00
35. 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 \$.00	0811 \$.00	0812 \$.00
36. new construction or remodeling of the operator's dwelling, if owned by the operation?	<input type="checkbox"/>	0813 \$.00		

Report the **TOTAL NET COST** (after deducting the value of trade-ins, rebates & discounts) of the following items purchased in 2018 for the farm/ranch:

	None	Percent for farm/ranch use		Dollars	
		0817	%	0816	
37. Cars – (Include new and used.)	<input type="checkbox"/>			\$.00
38. Trucks – (Include new and used trucks, pickups, sport utility vehicles, vans, campers and buses.)	<input type="checkbox"/>			\$.00

	None	Dollars	
		0820	
39. Tractors – (Include new and used.)	<input type="checkbox"/>	\$.00
40. Self-propelled equipment – (Include implements and self-propelled equipment for livestock, dairy, or poultry production. Exclude tractors.)	<input type="checkbox"/>	\$.00
41. Other farm machinery, non-self-propelled farm equipment, pumps, and capital equipment for crop or livestock production. (Include farm share only.)	<input type="checkbox"/>	\$.00
42. Office equipment, furniture, and computers that were placed on a depreciation schedule.	<input type="checkbox"/>	\$.00

	None	Acres	Dollars	
		0802	0803	
43. Farmland and other farm real estate for expanding this operation.	<input type="checkbox"/>		\$.00

	None	Dollars	
		0824	
44. All other capital expenditures. (Include ATVs, and all other capital expenditures that were placed on a depreciation schedule.)	<input type="checkbox"/>	\$.00

Specify Other Capital Expenditures & Amounts:

	None	OPERATOR(S) and PARTNER(S)	LANDLORD(S)	CONTRACTOR(S)
		(Dollars)	(Dollars)	(Dollars)
45. What other expenses did this operation have in 2018 that have not been recorded? (Include potting soil.)	<input type="checkbox"/>	0825	0826	0827
		\$	\$	\$
		.00	.00	.00

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, 2018: *(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"/>	\$.00
b. all other dwellings? 0851	<input type="checkbox"/>	\$.00
c. all other farm buildings and structures? <i>(Include barns and other livestock facilities, cribs, grain bins, greenhouses, silos, storage sheds, fences, corrals, etc.)</i> 0852	<input type="checkbox"/>	\$.00
d. orchard trees and vines, nursery trees, and trees grown for woody crops? 0853	<input type="checkbox"/>	\$.00
e. oil, gas, and mineral rights 7101	<input type="checkbox"/>	\$.00
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"/>	\$.00

2. What was the ESTIMATED MARKET VALUE of the following on December 31, 2018:

a. trucks and cars owned by the operation? <i>(Include farm share only)</i> 0882	<input type="checkbox"/>	\$.00
b. tractors, machinery, tools, equipment and implements owned by the operation?. 0883	<input type="checkbox"/>	\$.00
c. stock in farm cooperatives and the Farm Credit System? 0884	<input type="checkbox"/>	\$.00

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

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

	None	Beginning of Year JAN. 1, 2018? (Dollars)	End of Year DEC. 31, 2018? (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 \$.00	0889 \$.00
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 \$.00	0864 \$.00
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 \$.00	0877 \$.00
d. production inputs owned by this operation, such as processed feed, fertilizer, chemicals, fuels, parts, purchased seed and other supplies?	<input type="checkbox"/>	0878 \$.00	0879 \$.00
e. production inputs already used by this operation for cover crops or crops planted but not yet mature for harvest (also known as <i>sunk costs</i>), or the value of inputs used for production contracts that have yet to be delivered?	<input type="checkbox"/>	0880 \$.00	0881 \$.00

LIQUID ASSETS

4. What was the ESTIMATED MARKET VALUE of all other farm assets **not previously listed** on December 31, 2018? *(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, 2018 (Dollars)
<input type="checkbox"/>	\$.00

SECTION K FARM DEBT

1. Was debt used in funding the operation of this farm/ranch in 2018, including any loans obtained in earlier years? **(Include seasonal production and other loans taken and repaid during 2018.)**

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

2. What was the total amount repaid on farm business loans taken out in 2018? **(Record any outstanding balances of loans taken out in 2018 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, 2018, 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, 2018 including outstanding principal plus unpaid interest? (Dollars)	3 What was the balance owed on Dec. 31, 2018 including outstanding principal plus unpaid interest? (Dollars)	4 What was the interest rate on Dec. 31, 2018? [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	1050	1002	1003	1004	1005	1008	1006	1007
	\$.00	\$.00	.					
1010	1051	1011	1012	1013	1014	1017	1015	1016
	\$.00	\$.00	.					
1019	1052	1020	1021	1022	1023	1026	1024	1025
	\$.00	\$.00	.					
1028	1053	1029	1030	1031	1032	1035	1033	1034
	\$.00	\$.00	.					
1037	1054	1038	1039	1040	1041	1044	1042	1043
	\$.00	\$.00	.					

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 9)	
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, 2018? **(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, 2018 (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

Dollars	
\$.00

0999
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SECTION L PERSONAL CHARACTERISTICS

1. In 2018, how many men and women were involved in decisions for this operation (include family members and hired managers)? Exclude hired workers unless they were a hired manager or family member. 1571

Men	Women

2. Answer the following questions for up to four individuals who were involved in the decisions for this operation as of **December 31, 2018.**

	Person 1	Person 2	Person 3	Person 4
	1836	4608	4609	1873
a. Full name				
b. Is this person completing this form?	1610 1 <input type="checkbox"/> Yes 3 <input type="checkbox"/> No	1611 1 <input type="checkbox"/> Yes 3 <input type="checkbox"/> No	1612 1 <input type="checkbox"/> Yes 3 <input type="checkbox"/> No	1613 1 <input type="checkbox"/> Yes 3 <input type="checkbox"/> No
c. Sex	1926 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	1614 1 <input type="checkbox"/> Male 2 <input type="checkbox"/> Female
d. What was this person's age on December 31, 2018?	1925 <input style="width: 50px; height: 20px;" type="text"/> age	1262 <input style="width: 50px; height: 20px;" type="text"/> age	1282 <input style="width: 50px; height: 20px;" type="text"/> age	1615 <input style="width: 50px; height: 20px;" type="text"/> age
e. Is this person of Hispanic, Latino, or Spanish origin?	1927 Hispanic, Latino, or Spanish origin 1 <input type="checkbox"/> Yes 3 <input type="checkbox"/> No	4624 Hispanic, Latino, or Spanish origin 1 <input type="checkbox"/> Yes 3 <input type="checkbox"/> No	4625 Hispanic, Latino, or Spanish origin 1 <input type="checkbox"/> Yes 3 <input type="checkbox"/> No	1622 Hispanic, Latino, or Spanish origin 1 <input type="checkbox"/> Yes 3 <input type="checkbox"/> No
f. Race	<p>Mark one or more.</p> 2701 <input type="checkbox"/> White 5702 <input type="checkbox"/> Black or African American 5703 <input type="checkbox"/> American Indian or Alaska Native. Specify tribe ↴ <input style="width: 50px; height: 20px;" type="text"/> 2733 <input style="width: 50px; height: 20px;" type="text"/> 2705 <input type="checkbox"/> Asian 5704 <input type="checkbox"/> Native Hawaiian or Other Pacific Islander	<p>Mark one or more.</p> 4627 <input type="checkbox"/> White 4628 <input type="checkbox"/> Black or African American 4629 <input type="checkbox"/> American Indian or Alaska Native. Specify tribe ↴ <input style="width: 50px; height: 20px;" type="text"/> 4630 <input style="width: 50px; height: 20px;" type="text"/> 4631 <input type="checkbox"/> Asian 4632 <input type="checkbox"/> Native Hawaiian or Other Pacific Islander	<p>Mark one or more.</p> 4633 <input type="checkbox"/> White 4634 <input type="checkbox"/> Black or African American 4635 <input type="checkbox"/> American Indian or Alaska Native. Specify tribe ↴ <input style="width: 50px; height: 20px;" type="text"/> 4636 <input style="width: 50px; height: 20px;" type="text"/> 4637 <input type="checkbox"/> Asian 4638 <input type="checkbox"/> Native Hawaiian or Other Pacific Islander	<p>Mark one or more.</p> 1616 <input type="checkbox"/> White 1617 <input type="checkbox"/> Black or African American 1618 <input type="checkbox"/> American Indian or Alaska Native. Specify tribe ↴ <input style="width: 50px; height: 20px;" type="text"/> 1619 <input style="width: 50px; height: 20px;" type="text"/> 1620 <input type="checkbox"/> Asian 1621 <input type="checkbox"/> Native Hawaiian or Other Pacific Islander
g. What is the highest level of formal education this person has 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> 4639 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> 4640 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> 5641 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
h. At which occupation did this person spend the majority (50 percent or more) of his/her worktime in 2018?	<p>Mark one.</p> 1928 1 <input type="checkbox"/> Farm or ranch work 2 <input type="checkbox"/> Work other than farming or ranching	<p>Mark one.</p> 4611 1 <input type="checkbox"/> Farm or ranch work 2 <input type="checkbox"/> Work other than farming or ranching	<p>Mark one.</p> 4612 1 <input type="checkbox"/> Farm or ranch work 2 <input type="checkbox"/> Work other than farming or ranching	<p>Mark one.</p> 1623 1 <input type="checkbox"/> Farm or ranch work 2 <input type="checkbox"/> Work other than farming or ranching
i. Is this person retired from farming or ranching?	1924 1 <input type="checkbox"/> Yes 3 <input type="checkbox"/> No	4613 1 <input type="checkbox"/> Yes 3 <input type="checkbox"/> No	4614 1 <input type="checkbox"/> Yes 3 <input type="checkbox"/> No	1624 1 <input type="checkbox"/> Yes 3 <input type="checkbox"/> No

	Person 1, continued	Person 2, continued	Person 3, continued	Person 4, continued	
j. How many days did this person work off the farm in 2018? Include days in which the person worked at least four hours per day in an off-farm job. Include work on someone else's farm for pay	1929 Mark one. 1 <input type="checkbox"/> None 2 <input type="checkbox"/> 1 - 49 days 3 <input type="checkbox"/> 50 - 99 days 4 <input type="checkbox"/> 100 - 199 days 5 <input type="checkbox"/> 200 days or more	4616 Mark one. 1 <input type="checkbox"/> None 2 <input type="checkbox"/> 1 - 49 days 3 <input type="checkbox"/> 50 - 99 days 4 <input type="checkbox"/> 100 - 199 days 5 <input type="checkbox"/> 200 days or more	4617 Mark one. 1 <input type="checkbox"/> None 2 <input type="checkbox"/> 1 - 49 days 3 <input type="checkbox"/> 50 - 99 days 4 <input type="checkbox"/> 100 - 199 days 5 <input type="checkbox"/> 200 days or more	1625 Mark one. 1 <input type="checkbox"/> None 2 <input type="checkbox"/> 1 - 49 days 3 <input type="checkbox"/> 50 - 99 days 4 <input type="checkbox"/> 100 - 199 days 5 <input type="checkbox"/> 200 days or more	
	k. Did this person live on this operation at any time in 2018?	1923 1 <input type="checkbox"/> Yes 3 <input type="checkbox"/> No	4619 1 <input type="checkbox"/> Yes 3 <input type="checkbox"/> No	4620 1 <input type="checkbox"/> Yes 3 <input type="checkbox"/> No	1626 1 <input type="checkbox"/> Yes 3 <input type="checkbox"/> No
	l. In what year did this person begin to operate any part of THIS operation?	1930 <input type="text"/>	4622 <input type="text"/>	4623 <input type="text"/>	1627 <input type="text"/>
	m. In what year did this person begin to operate ANY farm operation?	2834 <input type="text"/>	1261 <input type="text"/>	1281 <input type="text"/>	1628 <input type="text"/>
	n. Has this person ever served on active duty in the U.S. Armed Forces, Reserves, or National Guard?	1633 Mark one. 1 <input type="checkbox"/> Never served in the military 2 <input type="checkbox"/> Only on active duty for training in the Reserves or National Guard 3 <input type="checkbox"/> Now on active duty 4 <input type="checkbox"/> On active duty in the past, but not now	1634 Mark one. 1 <input type="checkbox"/> Never served in the military 2 <input type="checkbox"/> Only on active duty for training in the Reserves or National Guard 3 <input type="checkbox"/> Now on active duty 4 <input type="checkbox"/> On active duty in the past, but not now	1635 Mark one. 1 <input type="checkbox"/> Never served in the military 2 <input type="checkbox"/> Only on active duty for training in the Reserves or National Guard 3 <input type="checkbox"/> Now on active duty 4 <input type="checkbox"/> On active duty in the past, but not now	1636 Mark one. 1 <input type="checkbox"/> Never served in the military 2 <input type="checkbox"/> Only on active duty for training in the Reserves or National Guard 3 <input type="checkbox"/> Now on active duty 4 <input type="checkbox"/> On active duty in the past, but not now
o. How many people lived in this person's household in 2018?		2577 <input type="text"/> number	4641 <input type="text"/> number	4642 <input type="text"/> number	1637 <input type="text"/> number
p. Was this person hired and paid a salary or wages to manage this operation?		2576 1 <input type="checkbox"/> Yes 3 <input type="checkbox"/> No	4643 1 <input type="checkbox"/> Yes 3 <input type="checkbox"/> No	4644 1 <input type="checkbox"/> Yes 3 <input type="checkbox"/> No	1641 1 <input type="checkbox"/> Yes 3 <input type="checkbox"/> No

3. Was this person involved in these specific decisions as of **December 31, 2018**? For each person and for each item, **mark all that apply**.

	Person 1, continued	Person 2, continued	Person 3, continued	Person 4, continued
a. Day-to-day decisions	1642 1 <input type="checkbox"/>	1643 1 <input type="checkbox"/>	1644 1 <input type="checkbox"/>	1645 1 <input type="checkbox"/>
b. Land use and/or crop decisions, including planting, crop spraying, or other, e.g., grazing	1650 1 <input type="checkbox"/>	1651 1 <input type="checkbox"/>	1652 1 <input type="checkbox"/>	1653 1 <input type="checkbox"/>
c. Livestock decisions, including purchases, sales, breeding, and pasturing.	1654 1 <input type="checkbox"/>	1655 1 <input type="checkbox"/>	1656 1 <input type="checkbox"/>	1657 1 <input type="checkbox"/>
d. Record keeping and/or financial management.	1776 1 <input type="checkbox"/>	1777 1 <input type="checkbox"/>	1778 1 <input type="checkbox"/>	1779 1 <input type="checkbox"/>
e. Estate planning or succession planning	1757 1 <input type="checkbox"/>	1758 1 <input type="checkbox"/>	1759 1 <input type="checkbox"/>	1760 1 <input type="checkbox"/>

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

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

Person Number

5. Did the principal operator have a spouse at any point in 2018?

1205 1 **Yes - Continue** 3 **No - Go to SECTION 34**

6. Was this spouse listed in the columns above (Questions 2 and 3)?

1856 1 **Yes** 3 **No - Go to Question 7**

➡ 6a. Enter the number of the column that contains the principal operator's spouse and **then proceed to SECTION 34**. 1857

Person Number

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

1220 1 **Yes** 3 **No**

8. What is the race of the principal operator's spouse? Mark one or more.

1224 **White** 1216 **Asian** 1214 **American Indian or Alaska Native**
 Specify tribe:

1218 **Black or African American** 1222 **Native Hawaiian or Other Pacific Islander**

Age

9. What was the spouse's age on December 31, 2018? 1206

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

1260 1 **Less than high school diploma** 3 **Some college (include associate's degree)**
 2 **High school** 4 **4-year college graduate and beyond**

11. Was the principal operator's spouse involved in the decisions for this operation as of December 31, 2018?

1209 1 **Yes** 3 **No**

BEEF CATTLE ENTERPRISE LABOR

12. What is your best estimate of the time spent doing work for the **BEEF CATTLE** enterprise, excluding feedlot cattle, in 2018 by you (the operator) and UNPAID workers?

On the average, about how many HOURS PER WEEK did —

None

	1 Jan - Mar Hours / Week	2 April - June Hours / Week	3 July - Sept Hours / Week	4 Oct - Dec Hours / Week
a. you (<i>the operator</i>) work for the BEEF CATTLE enterprise during [<i>column</i>], including paid and unpaid hours?	1130	1131	1132	1133
b. Unpaid workers (<i>such as partners, family members, etc.</i>) work for the BEEF CATTLE enterprise during [<i>column</i>], including unpaid hours only?	1134	1135	1136	1137

(i) Of the total hours worked by all UNPAID workers (*excluding the operator*), what percentage was provided by children under age 16? 1138

Percent	
	%

13. What is your best estimate of the time spent doing work for the **BEEF CATTLE** enterprise in 2018 by PAID workers. [*Exclude the operator's hours.*]

On the average, about how many HOURS PER WEEK did —

None

	1 Jan - Mar Hours / Week	2 April - June Hours / Week	3 July - Sept Hours / Week	4 Oct - Dec Hours / Week
a. Full-time paid workers work for the BEEF CATTLE enterprise during [<i>column</i>], including only paid workers?	1139	1140	1141	1142
b. Part-time or seasonal workers work for the BEEF CATTLE enterprise during [<i>column</i>], including only paid workers?	1143	1144	1145	1146

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SECTION M 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 M. (**Exclude** farm income reported earlier.) Which **value code** represents the total income received by the principal operator, spouse, and household in 2018 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.)

	Value Code
2. Which value code from the list above represents how much this household spent in 2018 on –	
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
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

HOUSEHOLD SPENDING – (Please see **VALUE CODES** on page 21.)

- 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

Value Code

OFF-FARM ASSETS – (Please see **VALUE CODES** on page 21.)

3. Which value code on page 21 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, 2018, for – (Exclude assets of this operation, reported in Section J.)

- 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

Value Code

OFF-FARM DEBT – (Please see **VALUE CODES** on page 21.)

4. Which value code on page 21 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, 2018, 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.]

- 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

Value Code

5. Which value code on page 21 represents the amount of off-farm debt owed by the operator or household members that was secured by farm assets? 1117

2017 INCOME & EXPENSES – (Please see **VALUE CODES** on page 21.)

- 6. Which value code on page 21 represents the total farm sales last year (2017)? (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
- 7. Which value code on page 21 represents the net operating income for this operation last year (2017)? (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 21 represents the total off-farm income last year (2017)? (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 N TYPE OF ORGANIZATION

1. In 2018, was more than 50 percent of this operation owned by an operator's household and/or extended family?

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

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

Number

2. In 2018, how many people owned this operation? (**Exclude** landlords, contractors, and lending institutions holding farm debt. **Include** the principal operator if he/she has an ownership interest.) 1246

Percent

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

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

4. In 2018, what was this operation's legal status for tax purposes (*select only one*)?

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

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

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

Number

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

3 C-Corporation

4 S-Corporation

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

5. In 2018, did any households, other than 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**

Number

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

6. Is this operation a C-Corporation or an LLC that chose to file as a C-Corporation in 2018?

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

a. How much did the principal operator and his/her household receive in corporate dividends from this farming operation in 2018? (*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 Section O.] 0975

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

b. What percent of net income (whether profit or loss) were the principal operator and his/her household entitled to receive from this farming operation in 2018? (*If the operation is an LLC that elected to report income for tax purposes as a pass-through, consider this as income here.*) 0974

Percent

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SECTION O BEEF CATTLE SCREENING and INVENTORY

1. Regardless of ownership, what was the largest number of BEEF COWS on this operation at any time in 2018? (**Include** cows and heifers that calved; count each cow-calf pair as one cow; **Exclude** feedlot cattle) 1300

Head

[If item 1 shows —
 • Less than 20 cows – Go to Conclusion on back page
 • 20 or more cows – Continue]

2. How many years has this operation had a beef cow-calf enterprise? 1301

Years

3. How many more years do you expect that this operation will have a beef cow-calf enterprise? 1302

- | |
|------------------------|
| 1 = less than one year |
| 2 = one year |
| 3 = 2 - 5 years |
| 4 = 6 - 10 years |
| 5 = 11 - 19 years |
| 6 = 20 or more years |

Code

4. How many of the beef cows reported in Item 1 were —
 a. heifers that had their first calf (born dead or alive) during 2018? 1303

Head

(i) how many of these heifers were raised by this operation? 1304

b. cows that had a calf (born dead or alive) during 2018? 1305

5. What is the average age of the beef cows reported in Item 1? 1305

Years

6. Was this a certified organic beef cattle operation in 2018?

¹³⁰⁸ 1 Yes 3 No

7. Was this operation transitioning to certified organic beef production in 2018?

¹³⁰⁹ 1 Yes 3 No

8. How many head of cattle on this operation at the beginning and ending of 2018 were —

	Beginning of year	End of year
	—on hand January 1, 2018 Head	—on hand December 31, 2018 Head
a. bred and unbred replacement heifers that have not calved? (Exclude dairy breeds.) 1310		1311
b. beef cows, including heifers that have calved? (Exclude dairy breeds.) 1312		1313
c. beef breeding bulls weighting 500 pounds or more (Exclude dairy breeds.) 1314		1315
d. feedlot cattle intended for slaughter? (Exclude dairy breeds.) 1316		1317
e. calves less than 500 pounds? (Exclude dairy breeds.) 1318		1319
f. calves, yearlings, or stockers weighing 500 pounds or more? (Exclude dairy breeds.) 1320		1321

9. How many beef cows, breeding bulls, and replacement heifers died during 2018? 1322
 (Exclude feedlot cattle)

Head

10. Did this operation have one defined calving season, two defined calving seasons, or no defined calving season during 2018? 1323

1 = one season
 2 = two seasons
 3 = no defined season

Code

11. In what month was the first calf born in 2018? 1324

Month

12. How many beef calves were born alive on this operation during 2018? 1325

Head

a. How many of these beef calves died before weaning? 1326

--

b. How many of these beef calves died after weaning? 1327

--

13. What was the average age of the calves weaned in 2018? 1328

Months

OR

Days

14. What was the average weaning weight of the calves weaned in 2018? 1330

Pounds

15. Were the calves weaned in 2018 implanted with growth promoting implants or ionophores?

¹³³¹ Yes No

16. What percent of the calves weaned in 2018 were (or will be):

a. sold at or around weaning? 1332

Percent
%
%
%
%

b. backgrounded 30 - 60 days? 1333

c. backgrounded more than 60 days? 1334

d. retained until slaughter? 1335

100%

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SECTION P CONTRACT PLACEMENTS and REMOVALS

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1. During 2018 were any beef cattle or calves raised on this operation under contract for a packer, another operation or someone else? (see SECTION E, Items 1 and 2.) (Include raising cattle on shares) [This operation is a *contractee* for these cattle.]

1701 Yes No

2. Report contract placements of beef cattle on this operation during 2018.	1		2	
	How many [column 1] were placed under contract on this operation during 2018?		What was the average weight per head of the [column 1] placed under contract?	
	Head		Pounds	
a. cattle for FINISHING (feedlot cattle intended for slaughter)	1702		1703	
b. cattle for BACKGROUNDING (stocker cattle)	1704		1705	
c. COW-CALF PAIRS (count each pair only once)	1706			
d. cows and replacement heifers for BREEDING STOCK (open or bred)	1708			
e. bulls for BREEDING STOCK	1710			

3. Report contract removals of beef cattle from this operation during 2018.	1		2	
	How many [column 1] were removed under contract from this operation during 2018?		What was the average weight per head of the [column 1] placed under contract?	
	Head		Pounds	
a. FINISHED CATTLE (from feedlots)	1712		1713	
b. CULL BULLS	1714		1715	
c. CULL COWS	1716		1717	
d. STEER and BULL CALVES (not for breeding) less than 1 year old	1718		1719	
e. HEIFER CALVES less than 1 year old	1720		1721	
f. STOCKER or YEARLING STEERS (1 year or more of age)	1722		1723	
g. STOCKER or YEARLING HEIFERS (1 year or more of age)	1724		1725	
h. COW-CALF PAIRS (not already reported)(count each pair only once)	1726			
i. COWS and REPLACEMENT HEIFERS for breeding (open or bred)	1728			
j. BULLS for breeding	1730			

SECTION Q PURCHASES and SALES

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The next questions are about types of beef cattle purchased and sold during 2018.
Report intended use at time of purchase.

1. Report about the purchases of beef cattle for this operation during 2018.	1 During 2018, how many head were purchased as [column 1]?		2 What was the TOTAL amount paid?		3 What was the average weight per head of the [column 1] purchases?	
	Head		Dollars		Pounds	
a. cattle for FINISHING (feedlot cattle intended for slaughter)	2251		2252	\$.00	2253	
b. cattle for BACKGROUNDING (stocker cattle)	2254		2255	\$.00	2256	
c. COW-CALF PAIRS (count each pair only once)	2257		2258	\$.00		
d. cows and replacement heifers for BREEDING STOCK (open or bred)	2260		2261	\$.00		
e. bulls for BREEDING STOCK	2263		2264	\$.00		

2. Report about sales of this operation's beef cattle during 2018. (Include operator's portion of sales of cattle on shares.)	1 During 2018, how many [column 1] did this operation sell?		2 What was the total amount received for sales of [column 1] (net of marketing charges)?		3 What was the average weight per head of the [column 1] sold?	
	Head		Dollars		Pounds	
a. FINISHED CATTLE (from feedlots)	2251		2252	\$.00	2253	
b. CULL BULLS	2254		2255	\$.00	2256	
c. CULL COWS	2257		2258	\$.00	2256	
d. STEER and BULL CALVES (not for breeding) less than 1 year old	2260		2261	\$.00	2256	
e. HEIFER CALVES less than 1 year old	2263		2264	\$.00	2256	
f. STOCKER or YEARLING STEERS (1 year or more of age)	2251		2252	\$.00	2256	
g. STOCKER or YEARLING HEIFERS (1 year or more of age)	2254		2255	\$.00	2256	
h. COW-CALF PAIRS (not already reported) (count each pair only once)	2257		2258	\$.00		
i. COWS and REPLACEMENT HEIFERS for breeding (open or bred)	2260		2261	\$.00		
j. BULLS for breeding	2263		2264	\$.00		

SECTION R GRAZED FEED

1. In 2018, did this operation graze beef cattle on **public** grazing ranges or pastures?

2300 1 **Yes - Continue** 3 **No - Go to Item 2**

PUBLIC LAND CODES					
1 State or Local Government Land	3 Forest Service (including National Grasslands)	5 Railroad Land			
2 BLM	4 American Indian Land	6 Other Federal Land			

1 [Use Public Land Codes]	2 What was the total number of units leased or rented? ^{1/}	3 Unit Code 1 Acre 2 AUM 3 Head 4 Cow/Calf pair	4 What was the TOTAL rent paid for grazing in 2018?	5 Did any domestic animals besides your beef cattle graze these pastures? [YES = 1 (complete column 6)]	6 What percent of the forage consumed from these pastures was by your beef cattle or animals as part of beef cattle enterprise?
Code	Number	Code	Dollars	Code	Percent
2301	2302	2303	2304 \$.00	2305	2306 %
2307	2308	2309	2310 \$.00	2311	2312 %
2313	2314	2315	2316 \$.00	2317	2318 %
2319	2320	2321	2322 \$.00	2323	2324 %

1/ **Include** only those acres suitable for grazing – **exclude** mountains, lakes, rivers, etc.

2. In 2018, did this operation graze beef cattle on privately owned or rented range or pasture land? [**Include** pasture that was hayed (alfalfa and other hay) before grazing. **Include** woodland pasture. **Exclude** land suitable or normally used for crop production.]

2325 1 **Yes - Continue** 3 **No - Go to Item 3**

PRIVATE PASTURE CODES		
8 Unimproved range land, permanent pasture, or native pasture	9 Improved range land, permanent pasture, or native pasture	10 Woodland pasture
		11 Irrigated pasture

1 [Use Private Pasture Codes]	2 What was the total number of acres in these pastures? ^{1/}	3 How many acres of these pastures did the operation own?	4 If pasture acres were owned, for how much could you have rented these pastures to others for grazing?	5 What was the total number of acres rented FROM others for grazing?	6 What was the TOTAL rent paid for grazing on these pastures in 2018?	7 Did any domestic animals besides your beef cattle graze these pastures? [YES = 1 (complete column 8)]	8 What percent of the forage consumed from these pastures was by your beef cattle or animals as part of beef cattle enterprise?
Code	Acres	Acres	Dollars and Cents per Acre	Acres	Dollars	Code	Percent
2326	2327	2328	2329 \$.	2330	2331 \$.00	2332	2333 %
2334	2335	2336	2337 \$.	2338	2339 \$.00	2340	2341 %
2342	2343	2344	2345 \$.	2346	2347 \$.00	2348	2349 %
2350	2351	2352	2353 \$.	2354	2355 \$.00	2356	2357 %

1/ **Include** only those acres suitable for grazing – **exclude** mountains, lakes, rivers, etc.

3. In 2018, did this operation graze beef cattle on owned or rented land suitable for crop production? (*Exclude hay.*)

2358 1 **Yes - Continue** 3 **No - Go to Section S**

CROPLAND PASTURE CODES

- | | | |
|-------------------------|-----------------|-------------------------|
| 12 Cover crop | 14 Crop residue | 16 Other grazed forages |
| 13 Small grains pasture | 15 CRP | |

1 [Use Cropland Pasture Codes]	2 What was the total number of acres in these pastures? ^{1/}	3 How many acres of these pastures did the operation own?	4 If pasture acres were owned, for how much could you have rented these pastures to others for grazing?	5 What was the total number of acres rented FROM others for grazing?	6 What was the TOTAL rent paid for grazing on these pastures in 2018?	7 Did any domestic animals besides your beef cattle graze these pastures? [YES = 1 (complete column 8)]	8 What percent of the forage consumed from these pastures was by your beef cattle or animals as part of beef cattle enterprise?
Code	Acres	Acres	Dollars and Cents per Acre	Acres	Dollars	Code	Percent
2359	2360	2361	2362	2363	2364	2365	2366
			\$		\$		%
2367	2368	2369	2370	2371	2372	2373	2374
			\$		\$		%
2375	2376	2377	2378	2379	2380	2381	2382
			\$		\$		%
2383	2384	2385	2386	2387	2388	2389	2390
			\$		\$		%

1/ **Include** only those acres suitable for grazing – **exclude** mountains, lakes, rivers, etc.

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SECTION S PURCHASED and HOMEGROWN FEED and FEED ADDITIVES

PURCHASED FEED and FEED ADDITIVE TYPE CODES (Column 1)

- | | |
|---|---|
| 1 Complete commercial feed and complete custom feed mixes | 19 Straw |
| 2 High moisture corn (> 20%) | 20 Corn silage |
| 3 Low moisture corn | 21 Sorghum/milo silage |
| 4 Barley | 22 Other silage or haylage |
| 5 High moisture sorghum/milo (>20%) | 23 Alfalfa cubes or pellets |
| 6 Low moisture sorghum/milo | 24 Green chop, all crops |
| 7 Wheat | 25 Corn stalks |
| 9 Oats | 26 Milk, milk replacer or calf starter |
| 10 Other feed grains | 27 Liquid whey |
| 11 Distillers/brewers grain | 28 Other feed additives |
| 12 Other non protein by-product | 29 Antibiotics or other medicated additives |
| 13 Cotton seed meal | 30 Salt and minerals |
| 14 Protein supplements | 31 Molasses |
| 15 Protein by-products | 32 Soybean meal |
| 16 Vitamin or mineral supplements (including kelp) | 33 Tetracyclines |
| 17 Alfalfa hay (include alfalfa hay mixtures) | 34 Peptides |
| 18 Other hay (include wild hay) | 35 Other antibiotics that are not ionophores or decoquinate |

FACILITY TYPE CODES CATTLE FEED (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 Pen 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

1. Did you PURCHASE any feed or feed additives fed to beef cattle on this operation in 2018?

²⁰⁰⁵ 1 **Yes - Continue**

3 **No - Go to Item 2**

1 Which of these feeds or feed additives were PURCHASED and fed to cattle on this operation in 2018? [Show Purchased Feed Type Codes.]		2 What was the total amount of [column 1] fed to cattle?		3 Unit codes 1 POUNDS 2 CWT 3 TONS 4 BUSHELLS 12 GALLONS		4 What was the total amount spent on all purchased feed or feed additives fed to cattle? [Include Operator and Contractor expenses.]		5 What type of facility was most of this [column 1] feed or feed additives stored in? [Show Facility Type Codes.]	
Name	Code	Quantity		Code		Dollars		Code	
	2006	2007	2008	2010	2011				
				\$	.00				
	2012	2013	2014	2016	2017				
				\$	.00				
	2018	2019	2020	2022	2023				
				\$	.00				
	2024	2025	2026	2028	2029				
				\$	.00				
	2030	2031	2032	2034	2035				
				\$	.00				
	2036	2037	2038	2040	2041				
				\$	.00				
	2042	2043	2044	2046	2047				
				\$	.00				
	2048	2049	2050	2052	2053				
				\$	.00				
	2054	2055	2056	2058	2059				
				\$	.00				



- HOMEGROWN FEED TYPE CODES**
(Column 1)
- 2 High moisture corn (> 20%)
 - 3 Low moisture corn
 - 4 Barley
 - 5 High moisture sorghum/milo (>20%)
 - 6 Low moisture sorghum/milo
 - 7 Wheat
 - 9 Oats
 - 10 Other feed grains
 - 17 Alfalfa hay (include alfalfa hay mixtures)
 - 18 Other hay (include wild hay)
 - 19 Straw
 - 20 Corn silage
 - 21 Sorghum/milo silage
 - 22 Other silage or haylage
 - 24 Green chop, all crops

- FACILITY TYPE CODES CATTLE FEED**
(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 Pen 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

2. Was any HOMEGROWN feed fed to beef cattle on this operation in 2018? (**Exclude** feed fed to feedlot cattle.)

²⁰⁶⁰ 1 **Yes - Continue**

3 **No - Go to Section T**

1 What type of HOMEGROWN feed was fed to beef cattle in 2018? [Show Homegrown Feed Type Codes.]		2 What was the total amount of [column 1] fed to cattle? Quantity	3 Unit codes 1 POUNDS 2 CWT 3 TONS 4 BUSHELS 12 GALLONS Code	4 What type of facility was most of this [column 1] feed stored in? [Show Feed Facility Codes.] 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
	2091	2092	2093	2095
	2096	2097	2098	2100
	2101	2102	2103	2105

_____ Bales* _____ lbs. per bale x 1 ton per 2000 lbs. = _____ Total tons

_____ Tubs* _____ lbs. per tub = _____ Total lbs.

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SECTION T LIVESTOCK HOUSING/HOLDING FACILITIES

Report information about **livestock housing and holding** facilities this operation used for beef cattle production.

1. Were any **buildings or sheds** used to house beef cattle during 2018?
(Exclude housing facilities for feedlot cattle)

2106 1 **Yes - Continue** 3 **No - Go to Item 2**

a. How many buildings and sheds were used to house beef cattle? 2107

Number

b. What is the total (combined) capacity of these housing facilities? 218

Square Feet

c. How much of the total capacity was for beef cattle housing? . . . 2109

Square Feet	Percent
	%

2. Did this operation use any corrals or lots for beef cattle during 2018?
(Exclude holding facilities for feedlot cattle)

2106 1 **Yes - Continue** 3 **No - Go to Section U**

LIVESTOCK HOLDING FACILITY TYPE CODES			
10	Feeding corral or lot	12	Portable corral
11	Holding corral or lot	13	Hospital corral or lot

1 [Livestock Holding Facility Type Codes Used]		2 How many were used for beef cattle production?		3 What is the largest number of head that these facilities has held at one time? ^{1/}		4 What percent of the use of these facilities was for beef cattle production?	
Code		Number		Head		Percent	
2112		2113		2114		2115	%
2116		2117		2118		2119	%
2120		2121		2122		2123	%
2124		2125		2126		2127	%

1/ Count cow-calf pairs only once

3. How many total acres of land were taken up by the beef cattle barns, sheds, feed storage, and holding facilities? *(Exclude pasture land previously reported, and feedlots and other land associated with feedlot cattle)* 2128

Acres	Tenths

1987	
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SECTION U BEEF CATTLE OPERATION MANAGEMENT

Code
Number

1 = terminal crossbreeding
 2 = rotational crossbreeding
 3 = purebred (no crossbreeding)
 4 = other

1. How would you characterize the beef breeding program used on this operation in 2018? 2130

1	<input type="checkbox"/>	Yes	3	<input type="checkbox"/>	No
---	--------------------------	-----	---	--------------------------	----

2. How many different breeds were used in your beef breeding program in 2018? 2131

3. Did most of the beef herd replacement heifers used on this operation in 2018 come from a commercial seed stock producer?
 2132

1	<input type="checkbox"/>	Yes	3	<input type="checkbox"/>	No
---	--------------------------	-----	---	--------------------------	----

4. For the beef cattle enterprise during 2018, did this operation:
 [Do not report yes if item **only** applies to cattle in feedlots.]
 - a. use artificial insemination as part of the beef genetic selection and breeding program? 2133

1	<input type="checkbox"/>	Yes	3	<input type="checkbox"/>	No
---	--------------------------	-----	---	--------------------------	----
 - b. use embryo transplants or sexed semen as part of the beef genetic selection and breeding program? 2134

1	<input type="checkbox"/>	Yes	3	<input type="checkbox"/>	No
---	--------------------------	-----	---	--------------------------	----
 - c. use regularly scheduled veterinary services for beef cows/calves? 2135

1	<input type="checkbox"/>	Yes	3	<input type="checkbox"/>	No
---	--------------------------	-----	---	--------------------------	----
 - d. use a nutritionist to design beef cow/calf rations or to purchase feed? 2136

1	<input type="checkbox"/>	Yes	3	<input type="checkbox"/>	No
---	--------------------------	-----	---	--------------------------	----
 - e. practice rotational grazing on the beef cow pastures? 2137

1	<input type="checkbox"/>	Yes	3	<input type="checkbox"/>	No
---	--------------------------	-----	---	--------------------------	----
 - f. test forage quality for digestibility and/or protein content? 2138

1	<input type="checkbox"/>	Yes	3	<input type="checkbox"/>	No
---	--------------------------	-----	---	--------------------------	----
 - g. keep individual beef cow/calf records? 2139

1	<input type="checkbox"/>	Yes	3	<input type="checkbox"/>	No
---	--------------------------	-----	---	--------------------------	----
 - h. use an on-farm computer to manage beef cow/calf records? 2140

1	<input type="checkbox"/>	Yes	3	<input type="checkbox"/>	No
---	--------------------------	-----	---	--------------------------	----
 - i. access the internet for beef cow/calf information? 2141

1	<input type="checkbox"/>	Yes	3	<input type="checkbox"/>	No
---	--------------------------	-----	---	--------------------------	----
 - j. lock in beef cow/calf input (animals, feed, etc.) prices before delivery (forward purchase)? 2142

1	<input type="checkbox"/>	Yes	3	<input type="checkbox"/>	No
---	--------------------------	-----	---	--------------------------	----
 - k. negotiate price discounts with dealers or suppliers of beef cow/calf inputs (animals, feed, etc.)? 2143

1	<input type="checkbox"/>	Yes	3	<input type="checkbox"/>	No
---	--------------------------	-----	---	--------------------------	----
 - l. use antibiotics for disease control or prevention? Exclude the antibiotics ionophores or decoquinate. 2143

1	<input type="checkbox"/>	Yes	3	<input type="checkbox"/>	No
---	--------------------------	-----	---	--------------------------	----
 - (i) (If question 4l is no) Was the decision not to administer antibiotics for disease control or prevention part of a marketing program or contractual agreement? xxxx

1	<input type="checkbox"/>	Yes	3	<input type="checkbox"/>	No
---	--------------------------	-----	---	--------------------------	----

5. Do you take steps to identify your cattle as belonging to the operation or for individual animal records?
(**Exclude** cattle in feedlots)

2144 1 **Yes - Continue** 3 **No - Go to Item 6**

a. How do you primarily identify your cows to your operation?

b. How do you primarily identify your calves to your operation?

- 1 = brand
- 2 = tattoo
- 3 = visual ear tag
- 4 = electronic ear tag
- 5 = other
- 6 = do not identify cows

..... 2145

..... 2146

Code

6. Are you familiar with the National Animal Identification System (NAIS)?

2147 1 **Yes** 3 **No**

a. Are your premises registered in the NAIS?

2148 1 **Yes** 3 **No**

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SECTION V CONCLUSION

1. 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 mailed to you at a later date? 9990 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):

Office Use Only				
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						Office Use for POID	
		9-Other						9989	
Name									

