

Please take a few minutes to complete this survey. The purpose of this survey is to provide feedback to those attending this conference. Individual responses are confidential. A summary of the results will be presented during lunch on Friday. Therefore, we need your completed survey **today**. Return boxes are located on the registration table and in each session room. Thank you.

1. Age _____ 2. Sex: Male_____ Female_____

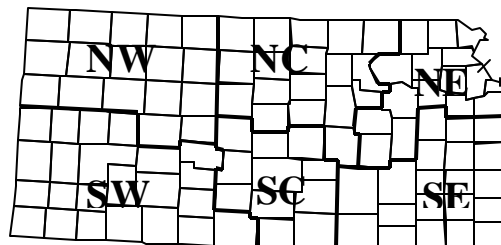
3. Years of formal education _____ (12=high school graduate, 16=college graduate, etc.)

4. Years of experience in current profession (since the age of 18) _____

5. My primary occupation is (please check only ONE):
 - A. ___ Farming/Ranching
 - B. ___ Banking/Lending
 - C. ___ Education/Extension
 - D. ___ Real Estate Broker/Appraiser
 - E. ___ Consulting
 - F. ___ Agribusiness (e.g., elevator manager, farm supplier, etc.)
 - G. ___ Other:_____

6. Please indicate the percentage of your total net household income (including spouse) that comes from farm and off-farm sources. For example, if your net farm income is \$30,000 and you have \$20,000 in off-farm income (i.e., total income of \$50,000), please indicate 60% in "Farming/Ranching" and 40% in "Non-Farm Employment".
 - A. ___% from farming/ranching
 - B. ___% from non-farm employment or investments

7. The district in which your primary business activities lies within (place an X in your district)



if not Kansas, which state?

8. What are your expectations of land values and rental values in 2005 compared to 2004?

Land values: A. Increase by _____% B. Decrease by _____% C. Stay the same

Rental rates: A. Increase by _____% B. Decrease by _____% C. Stay the same

9. Please rank the **top three** (1-3) options that will most increase producers' profitability over the next 3-5 years.
- A. ___ Biotechnology (e.g., herbicide resistance, embryo transfer, etc.)
 - B. ___ Precision farming/ranching techniques (e.g., auto-steer, individual animal identification, etc.)
 - C. ___ Technology (no-till, retained ownership, etc.)
 - D. ___ Increased record keeping and financial planning
 - E. ___ Improved marketing skills
 - F. ___ More risk management (e.g., insurance, diversification, etc.)

10. Do you think the U.S. government took appropriate actions following the discovery of BSE in December 2003?

A. Yes ___ B. No ___ C. Uncertain/No opinion ___

(Please list reasons why)

- 1. _____
- 2. _____

11. Would mandatory national animal identification benefit U.S.:

Consumers

A. Yes ___ B. No ___ C. Uncertain/No opinion ___

Producers

A. Yes ___ B. No ___ C. Uncertain/No opinion ___

12. Are you in favor of mandatory national animal identification?

A. Yes ___ B. No ___ C. Uncertain/No opinion ___

(Please list reasons why)

- 1. _____
- 2. _____

13. What best describes the information you use in making your business management decisions?

- A. ___ Primarily comes from free outlets (e.g., university extension services, internet, etc.)
- B. ___ Primarily comes from fee based or subscription outlets (e.g., consultants, etc.)
- C. ___ Even mix of free and fee based or subscription outlets
- D. Other: _____

If your primary source of income is *farming or ranching*, please answer the remaining questions. **Otherwise**, please return completed survey to marked boxes.

19. Rank the following management objectives in order of importance to your operation (with 1 being the most important and 5 being the least important).

- A. ___ maintain the quality of lifestyle
- B. ___ obtain sufficient income to cover family living expenses
- C. ___ maximize profitability
- D. ___ environmental stewardship
- E. ___ passing the farm to the next generation

20. Please describe your farm:

___ acres of wheat	___ head of cows
___ acres of corn	___ head of stocker/feeder cattle
___ acres of soybeans	___ head fed cattle
___ acres of milo	___ head of sows
___ acres of idled/fallowed crop land	___ head of finishing pigs
___ acres of pasture/range	___ head of sheep
___ acres of alfalfa	___ other livestock: _____
___ other crops: _____	

21. By what percentage do you expect your operation to change in size over the next 10 years?

Crop Numbers: A. Increase by ___% B. Decrease by ___% C. Stay the same

Livestock Numbers: A. Increase by ___% B. Decrease by ___% C. Stay the same

22. Your annual **gross** farm income or sales typically is (3-5 year average):

- | | |
|-------------------------------|---------------------------------|
| A. ___ less than \$100,000 | D. ___ \$500,000 to \$749,999 |
| B. ___ \$100,000 to \$249,999 | E. ___ \$750,000 to \$1,500,000 |
| C. ___ \$250,000 to \$499,999 | F. ___ over \$1,500,000 |

23. Your farm operation debt-to-asset ratio [(total debt / total assets) × 100] is:

- | | |
|--------------------|-----------------|
| A. ___ 0 (no debt) | D. ___ 51 – 75% |
| B. ___ 1 – 25% | E. ___ over 75% |
| C. ___ 26 – 50% | |

24. For each commodity, indicate what percent of your acres was planted or will be planted to varieties with a biotechnology feature (e.g., Roundup Ready, Clearfield, BT corn, etc.):

	<i>Current year:</i>	<i>Next year:</i>
<i>Corn</i>	___%	___%
<i>Soybeans</i>	___%	___%
<i>Wheat</i>	___%	___%
<i>Milo</i>	___%	___%

25. What precision ag technologies do you currently use? (**check all that apply**)

- A. ___ Yield monitor without yield mapping
- B. ___ Yield monitor with yield mapping
- C. ___ Lightbar
- D. ___ GPS assisted steering (e.g., auto-steer)
- E. ___ Site specific soil sampling (e.g., grid, zone sampling, etc.)
- F. ___ Variable rate fertilizer
- G. ___ Variable rate planting
- H. ___ None

If none, how likely are you to adopt some precision farming practices in the next 3 years?
(**check one**)

Very Likely ___ Somewhat Likely ___ Not Likely ___

26. Are you currently a member of the Kansas Farm Management Association or a similar association in other states?

Yes ___ No ___

27. Which nontraditional revenue source most enhances or is likely to enhance your farm income?
Rank those that apply. (**1 = most important**)

- A. ___ Cooperative/group marketing
- B. ___ Value-added ventures
- C. ___ Recreational sales (e.g., agritourism, fee hunting or marketable hunting permits, etc.)
- D. ___ Off-farm employment/investments
- E. ___ Custom farm work
- F. ___ Direct farm retailing

28. Rank the **top five** (1-5) factors you think consumers consider when purchasing food products.
(**1 = most important**)

- | | |
|-------------------|-----------------------------|
| A. ___ Nutrition | F. ___ Convenience |
| B. ___ Safety | G. ___ Price |
| C. ___ Organic | H. ___ Genetically Modified |
| D. ___ Appearance | I. ___ Brand or Label |
| E. ___ Value | J. ___ Taste |

29. Following the discovery of BSE in December 2003, have you changed the management of your farm/ranch operation?

A. Yes ___ B. No ___

30. How many hours per year do you or members of your farm/ranch operation spend at the local Farm Service Agency (FSA) office? _____

Thank you for your time. Please return completed surveys to us today.