

Cooperative Extension Service

Rural Family Ventures Survey – 1000 E. University Avenue - Dept. 3354, Laramie, Wyoming 82071-3354

Dear Business Owner:

We invite you to participate in a research project about enterprises and land use being conducted by the Cooperative Extension Services in the Inter-Mountain states of Arizona, Colorado and Wyoming. We hope to learn about alternative enterprises in the West and how to provide better educational offerings. The project, titled “Profiling the Evolving Characteristics and Needs for Risk Management Education of Commercial Agricultural Producers in the Intermountain West,” is being sponsored in part by the Western Center for Risk Management Education.

We believe businesses like yours are an important part of the agricultural industry in the West. The population in the West has grown dramatically in recent years, and there is a large variety in how land is used, and by whom. As part of the land grant university mission to share information with those who need it, we are working to understand why and how people are using rural land, and how to best deliver answers to the questions they may have. Knowing this information will help us improve our services and help people make the most of their resources.

Your answers will be kept strictly confidential and will only be released as summaries in which you will not be identified. We estimate it will take about 30 minutes to complete the survey. Your participation is voluntary. However, you can help us a great deal by sharing your perspective. If you prefer not to respond to a specific question, please omit it and move on. There are no known risks associated with your participation in this project. It is not possible to identify all potential risks in an experimental procedure, but the researchers have taken reasonable safeguards to minimize any known and potential, but unidentified risks. If you have any questions about your rights as a volunteer in this research, you may contact the University of Wyoming IRB Administrator at 307-766-5320.

Please return the survey in the enclosed, stamped envelope. A summary of the results will be available at <http://RuralFamilyVentures.org> after June 2009.

Your time is greatly appreciated. Thank you.

If you have any questions or comments, please contact one of the researchers listed below.

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Profiling the Needs for Risk Management Education of Commercial Agricultural Producers in the Intermountain West

The Extension Services of Wyoming, Colorado, and Arizona are conducting this survey to identify alternative enterprises in the West and to provide better educational offerings. Where possible please have the Primary Operator complete the survey if the business operates on rural lands in one of these states. Thank you.

SECTION I - Reasons for Involvement

1. Why is the Primary Operator engaged in this particular agricultural operation (mark all that apply):

- | | |
|---|------|
| a) To make a profit | 1101 |
| b) To supplement family income | 1102 |
| c) I had limited alternatives for employment and business opportunities | 1103 |
| d) Working close to nature is rewarding | 1104 |
| e) I inherited the operation | 1105 |
| f) My operation keeps me closer to my family | 1106 |
| g) I wanted a change in career direction | 1107 |
| h) I like to be involved in unique and challenging work | 1108 |
| i) My "hobby" expanded into a business | 1109 |
| j) Other (specify) ¹¹¹⁰ _____ | 1111 |

2. How long does the Primary Operator expect to manage this property? (mark only one)

- | | |
|--|------|
| a) Until children graduate high school | 1201 |
| b) Until children graduate college | 1202 |
| c) Until children "take over" the business | 1203 |
| d) Until a landlord dies or sells the land | 1204 |
| e) Until I retire | 1205 |
| f) Until my spouse retires | 1206 |
| g) Until I can no longer do the work | 1207 |
| h) Until I die | 1208 |
| i) Other (specify) ¹²⁰⁹ _____ | 1210 |

3. The United States Department of Agriculture has identified five primary sources of risk for agricultural operations: production, marketing, legal or institutional, finance, and human. Please rank the five risks in terms of their importance to the operation (1 being the most important or critical to your operation and 5 being the least important)

- | | |
|--|------|
| a) Production Risk (<i>weather, pests, diseases, or other variability in production</i>) | 1301 |
| b) Marketing Risk (<i>variation in or unexpected changes in prices received or paid</i>) | 1302 |
| c) Financial Risk (<i>meeting cash flow needs, equity growth, and/or availability of debt capital</i>) | 1303 |
| d) Legal or Institutional Risk (<i>contract obligations, regulatory changes, or threats of lawsuits</i>) | 1304 |
| e) Human Risk (<i>employee performance, management ability, or estate transfers</i>) | 1305 |

4. Please circle the answer that best indicates the Primary Operator's agreement/disagreement with each statement about agricultural businesses. (1 meaning greatest disagreement and 5 meaning greatest agreement)

	Disagree			Agree		
a) I am comfortable with the way I handle uncertainty in my business environment	1401	1	2	3	4	5
b) Success in my business is driven by my own abilities as an individual rather than relying on others to help me succeed	1402	1	2	3	4	5
c) I have little time for myself or any leisure activities	1403	1	2	3	4	5
d) I am optimistic about the future of my business	1404	1	2	3	4	5
e) I consider myself successful	1405	1	2	3	4	5
f) I am achieving most of my goals	1406	1	2	3	4	5
g) I am always one of the first in my industry to try new technologies or production strategies	1407	1	2	3	4	5
h) I am confident in my ability to deal with the changes that are taking place in the business environment	1408	1	2	3	4	5
i) The work of the business needs to be done but there's no great joy in it	1409	1	2	3	4	5
j) Business tasks must come before family/personal time	1410	1	2	3	4	5
k) This business will fail if I am not able to do the work	1411	1	2	3	4	5
l) Today's ranchers and farmers are at the mercy of outside forces so the best I can do is to adjust to the situation	1412	1	2	3	4	5
m) Ranchers and farmers today must be sensitive to the environment by reducing the use of agricultural chemicals on their land	1413	1	2	3	4	5

SECTION II - Information Preferences

1. When seeking information relevant to the agricultural operation, what are the Primary Operator's most preferred sources? (mark top 3 choices)

a) Trade organization	2101	f) Salesperson	2106
b) Commodity group	2102	g) Local Community College	2107
c) Peer/support group or network	2103	h) University (other than Extension)	2108
d) Library	2104	i) Cooperative Extension	2109
e) Paid consultant	2105	j) Other (specify) ²¹¹⁰ _____	2111

2. Of the information sources the Primary Operator uses, please indicate how they could be improved. (mark top 3 choices)

a) Easier access	2201	e) Improved content	2205
b) Improved timeliness	2202	f) Content applicability	2206
c) Lower cost	2203	g) More understandable	2207
d) Faster internet	2204	h) Other (specify) ²²⁰⁸ _____	2209

3. In what form does the Primary Operator prefer to receive information? (mark top 3 choices)

a) Print	2301	f) Workshop/meeting/field day	2306
b) Video/DVD	2302	g) One on one	2307
c) Internet (excluding e-Mail)	2303	h) Direct mailing	2308
d) Newsletter	2304	i) Other (specify) ²³⁰⁹ _____	2310
e) e-Mail	2305	j) Other (specify) ²³¹¹ _____	2312

4. Have any operators involved with this operation ever received information from Cooperative Extension?
5. Have any operators involved with this operation previously participated in Cooperative Extension Workshops?
6. Has anyone from the operation participated in a Cooperative Extension program (except 4-H) in the last 12 months?
7. Have any immediate family members of operators involved with this operation participated in 4-H in the last two years?
8. Have any operators involved with this operation used any University services besides Cooperative Extension?
9. If you indicated Yes on question 8, please list those University services the operators have used.

2401	<input type="checkbox"/> Yes ¹	<input type="checkbox"/> No ³
2501	<input type="checkbox"/> Yes ¹	<input type="checkbox"/> No ³
2601	<input type="checkbox"/> Yes ¹	<input type="checkbox"/> No ³
2701	<input type="checkbox"/> Yes ¹	<input type="checkbox"/> No ³
2801	<input type="checkbox"/> Yes ¹	<input type="checkbox"/> No ³

2901 _____ 2902 _____ 2903 _____

SECTION III – Resource Management

1. How many acres of land are owned by the operation?
2. How many acres of land are leased by the operation?
3. What are the sources of water on the total land operated by the operation? (mark all that apply)
- a) Surface water
- b) Wells
- c) Developed springs
- d) Municipal
- e) Rural water system
- f) Other (specify) ³³⁰⁶ _____
4. Is there a river, stream, pond, or other surface waterway on or bordering the property operated by the operation?
5. Does the operation use chemicals to control weeds on the property?
6. Do any operators involved with this operation have a current chemical applicators license?
7. Does the operation produce any commodities sold as organic, certified organic, all natural, chemical free, free range, or some other term indicating a specialty market?
8. Has the operation previously applied to enroll land in the Conservation Reserve Program?
9. If Yes, how many acres are enrolled

3101		
3201		
3301		
3302		
3303		
3304		
3305		
3307		
3401	<input type="checkbox"/> Yes ¹	<input type="checkbox"/> No ³
3501	<input type="checkbox"/> Yes ¹	<input type="checkbox"/> No ³
3601	<input type="checkbox"/> Yes ¹	<input type="checkbox"/> No ³
3701	<input type="checkbox"/> Yes ¹	<input type="checkbox"/> No ³
3801	<input type="checkbox"/> Yes ¹	<input type="checkbox"/> No ³
3901		

10. Does the operation irrigate any pasture?	3951	<input type="checkbox"/> Yes ¹	<input type="checkbox"/> No ³
11. If Yes, how many pasture acres are irrigated?	3961		

SECTION IV. Complete this section if the operation grew any crops or cut hay in 2008.

1. What crops did the operation grow in 2008? (Enter acres for all applicable crops)

	Acres		Acres
a) Alfalfa & alfalfa mixture hay	4101	g) Soybeans	4107
b) Mixed/other hay	4102	h) Dry beans	4108
c) Corn	4103	i) Fruits	4109
d) Sorghum (grain)	4104	j) Vegetables	4110
e) Small grains	4105	k) Other ⁴¹¹¹	4112
f) Sunflowers	4106	l) Other ⁴¹¹³	4114

2. Does the operation irrigate any of its crops?	4201	<input type="checkbox"/> Yes ¹	<input type="checkbox"/> No ³
3. If Yes, how many crop acres are irrigated?	4301		

4. Does the operation fallow any irrigated land and lease the water?	4401	<input type="checkbox"/> Yes ¹	<input type="checkbox"/> No ³
5. If Yes, how many acres are fallowed?	4501		

SECTION V. Complete this section if the operation had any livestock or poultry in 2008.

1. What was the peak inventory number of the following livestock and poultry in 2008?

	Number		Number
a) Beef cattle	5101	g) Swine	5107
b) Dairy cattle	5102	h) Horses (not for sale)	5108
c) Sheep (for all uses except dairy)	5103	i) Horses (for sale)	5109
d) Sheep (dairy)	5104	j) Llamas/Alpacas	5110
e) Goats (for all uses except dairy)	5105	k) Poultry	5111
f) Goats (dairy)	5106	l) Other (specify) ⁵¹¹²	5113

2. How many months per year does the operation usually graze animals on pasture?	5201
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3. Does the operation use a grazing management system to rotate animals through two or more pastures?	5301	<input type="checkbox"/> Yes ¹	<input type="checkbox"/> No ³
4. If yes, how many pastures	5401		
5. Does the operation have any grazing rights for public lands, such as BLM, forest service, etc? ...	5501	<input type="checkbox"/> Yes ¹	<input type="checkbox"/> No ³
6. If yes, how many animal unit months (aums)	5601		

7. How much of the annual pasture production do the grazing animals typically eat? (mark one)
- | | |
|--|------|
| a) All of it or as much as they can get | 5701 |
| b) Most of it (some left standing but pretty short) | 5702 |
| c) About half | 5703 |
| d) A little bit (most of what grew in a given year remains standing after grazing) | 5704 |
| e) None | 5705 |
| f) Other (specify) ⁵⁷⁰⁶ _____ | 5707 |

8. Does the operation purchase or raise most of the feed for the animals on the property? 5801 Purchase ¹
 Raise ²

9. If feed is purchased, where does the operation purchase its feed (mark all that apply)?
- | | |
|--|---|
| 5901 <input type="checkbox"/> Local grower | 5903 <input type="checkbox"/> Bulk delivery |
| 5902 <input type="checkbox"/> Feed store | 5904 <input type="checkbox"/> Other (specify) ⁵⁹⁰⁵ _____ |

SECTION VI – Income Issues

1. What business type best describes the operation in 2008? (mark one)
- | | | | |
|---|------|---|------|
| a) Sole proprietorship | 6101 | e) S Corporation | 6105 |
| b) Partnership | 6102 | f) Regular corporation | 6106 |
| c) Limited Liability Entity – LLC, LLP, LLLP, other | 6103 | g) Other (trust, grazing association, etc.) ⁶¹⁰⁷ _____ | 6108 |
| d) American Indian Reservation | 6104 | | |

2. Is this operation a family-owned or closely-held business? 6201 Yes ¹ No ³

3. What size was the operation based on gross farm income in 2008? (mark one)
- | | | | |
|-------------------------------|------|---------------------------------|------|
| a) Less than \$1,000 | 6301 | g) \$25,000 to \$39,999 | 6307 |
| b) \$1,000 to \$2,499 | 6302 | h) \$40,000 to \$49,999 | 6308 |
| c) \$2,500 to \$4,999 | 6303 | i) \$50,000 to \$99,999 | 6309 |
| d) \$5,000 to \$9,999 | 6304 | j) \$100,000 to \$249,999 | 6310 |
| e) \$10,000 to \$19,999 | 6305 | k) \$250,000 to \$499,999 | 6311 |
| f) \$20,000 to \$24,999 | 6306 | l) \$500,000 or more | 6312 |

4. How many households shared in the 2008 net farm income of this operation? 6401
5. In 2008, what percent of the Primary Operator’s total household income came from this agricultural operation? 6501

6. Did the operation have paid employees (including family members) in 2008? 6601 Yes ¹ No ³
7. If yes, how many employees 6701

8. What was the primary source of income for this operation in 2008? (mark one)

a) Grain & oilseed farming	6801	i) Cattle feedlots	6809
b) Vegetable & melon farming	6802	j) Dairy cattle & milk production	6810
c) Greenhouse, nursery, floriculture	6803	k) Hog & pig production	6811
d) Hay farming	6804	l) Sheep & goat production	6812
e) Other crop farming	6805	m) Aquaculture & other animal production	6813
f) Tourism & recreation	6806	n) Specialty products	6814
g) Hunting & fishing	6807	o) Other (specify)	6816
h) Beef cattle	6808	6715 _____ ..	

9. How was this operation financed in 2008? (mark all that apply)

a) Personal savings	6901	e) Operating loan from bank	6905
b) Off-farm income	6902	f) Loans from relatives	6906
c) Cash flows from product sales	6903	g) Other (specify)	6908
d) Retirement accounts	6904	6907 _____ ..	

10. How does the operation market commodities, products, and services? (mark all that apply)

a) On-farm direct sales	6951	e) Auctions	6955
b) Roadside stands	6952	f) Brokers/traders	6956
c) Other direct sales	6953	g) Other (specify)	6958
d) Internet/web-based	6954	6957 _____ ..	

SECTION VII - Demographics

1. How rural is most of the property managed by this operation? (mark only one)

Completely Rural	Mostly Rural	Mix of Rural & Urban	Mostly Urban	Completely Urban
7101	7102	7103	7104	7105

2. What is the zip code which is appropriate for the majority of the operation?

7201

3. Is the Primary Operator's residence located on the property?

7301	<input type="checkbox"/> Yes ¹	<input type="checkbox"/> No ³
7401		

4. If no, how far apart are they? (miles)

5. How far is it from the operation to the nearest "metro area?" (miles)

7501

6. If the Primary Operator or members of the Primary Operator's household currently hold an off-property job, how far does the individual who travels farthest commute to work? (miles)

7601

7. Operators are those persons responsible for the day-to-day management decisions for "this operation."

a) How many operators are associated with this "operation?"

7701

b) How many of the operators are women?

7702

8. Please complete the following questions for up to two primary operators associated with this operation.

	Primary Operator	Operator 2
a) Gender	7801 <input type="checkbox"/> Male ¹ <input type="checkbox"/> Female ³	7901 <input type="checkbox"/> Male ¹ <input type="checkbox"/> Female ³
b) Current age	7802 <input type="checkbox"/> Under 25 ¹ <input type="checkbox"/> 45 - 54 ⁴ <input type="checkbox"/> 25 - 34 ² <input type="checkbox"/> 55 - 64 ⁵ <input type="checkbox"/> 35 - 44 ³ <input type="checkbox"/> 65 & Over ⁶	7902 <input type="checkbox"/> Under 25 ¹ <input type="checkbox"/> 45 - 54 ⁴ <input type="checkbox"/> 25 - 34 ² <input type="checkbox"/> 55 - 64 ⁵ <input type="checkbox"/> 35 - 44 ³ <input type="checkbox"/> 65 & Over ⁶
c) Of Spanish, Hispanic, or Latino origin or background	7803 <input type="checkbox"/> Yes ¹ <input type="checkbox"/> No ³	7903 <input type="checkbox"/> Yes ¹ <input type="checkbox"/> No ³
d) Race (mark all that apply)	7804 <input type="checkbox"/> White/Caucasian ¹ <input type="checkbox"/> Black or African-American ² <input type="checkbox"/> American Indian or Alaskan Native ³ <input type="checkbox"/> Asian ⁴ <input type="checkbox"/> Native Hawaiian or Other Pacific Islander ⁵	7904 <input type="checkbox"/> White/Caucasian ¹ <input type="checkbox"/> Black or African-American ² <input type="checkbox"/> American Indian or Alaskan Native ³ <input type="checkbox"/> Asian ⁴ <input type="checkbox"/> Native Hawaiian or Other Pacific Islander ⁵
e) Highest level of education	7805 <input type="checkbox"/> Less than High School ¹ <input type="checkbox"/> High School ² <input type="checkbox"/> Trade School ³ <input type="checkbox"/> College Degree, 2 yr ⁴ <input type="checkbox"/> College Degree, 4 yr ⁵ <input type="checkbox"/> Graduate Degree ⁶ <input type="checkbox"/> Other ⁷⁸⁰⁶ _____	7905 <input type="checkbox"/> Less than High School ¹ <input type="checkbox"/> High School ² <input type="checkbox"/> Trade School ³ <input type="checkbox"/> College Degree, 2 yr ⁴ <input type="checkbox"/> College Degree, 4 yr ⁵ <input type="checkbox"/> Graduate Degree ⁶ <input type="checkbox"/> Other ⁷⁹⁰⁶ _____
f) How long has the operator lived at the current location (years)?	7807	7907
g) How long has the operator lived in the community (years)?	7808	7908
h) How many days in 2008 did the operator work off the operation?	7809 <input type="checkbox"/> None ¹ <input type="checkbox"/> 1-49 days ² <input type="checkbox"/> 50-99 days ³ <input type="checkbox"/> 100-199 Days ⁴ <input type="checkbox"/> 200 or more days ⁵	7909 <input type="checkbox"/> None ¹ <input type="checkbox"/> 1-49 days ² <input type="checkbox"/> 50-99 days ³ <input type="checkbox"/> 100-199 Days ⁴ <input type="checkbox"/> 200 or more days ⁵
i) How many people lived in the operator's household on December 31, 2008?	7810	7910 Enter 0 if this operator was counted with Primary Operator.
j) What year did the operator first begin doing anything on the operation?	7811	7911
k) Please indicate which, if any, of these descriptions fit the operator. (mark all that apply)	7812 <input type="checkbox"/> Small farm or ranch ¹ <input type="checkbox"/> Woman producer ² <input type="checkbox"/> Retiring/transitioning producer ³ <input type="checkbox"/> Socially disadvantaged producer ⁴ <input type="checkbox"/> Limited resource producer ⁵ <input type="checkbox"/> Immigrant producer ⁶ <input type="checkbox"/> Producer converting production and/or marketing systems to pursue new markets ⁷	7912 <input type="checkbox"/> Small farm or ranch ¹ <input type="checkbox"/> Woman producer ² <input type="checkbox"/> Retiring/transitioning producer ³ <input type="checkbox"/> Socially disadvantaged producer ⁴ <input type="checkbox"/> Limited resource producer ⁵ <input type="checkbox"/> Immigrant producer ⁶ <input type="checkbox"/> Producer converting production and/or marketing systems to pursue new markets ⁷

SECTION VIII - Other

1. Who completed this survey?

8101	<input type="checkbox"/> Primary Operator ¹ <input type="checkbox"/> Operator #2 ² <input type="checkbox"/> Other (specify) ⁸¹⁰² _____
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2. What is the relationship of Operator #2 to Primary Operator?

8201	<input type="checkbox"/> Spouse ¹	<input type="checkbox"/> Other Family Member ³
	<input type="checkbox"/> Child/Child In-Law ²	<input type="checkbox"/> Non-Family Member ⁴

3. If operator has previous work experience outside of agriculture what was the previous primary occupation? (write in response)

Primary Operator	Operator 2
8301	8302

*Thank you for completing this survey.
Your answers are confidential.*

Producer input is crucial to interpreting the data from this survey. Would you be willing to give your permission for the principal investigator from the land grant university in your State to contact you to verify the findings of the survey? If yes, please read the statement below and sign and date in the blanks provided. Thank you.

"I give my permission for my name and address to be given to representatives of the land grant university of my State with the understanding that they may contact me directly to further discuss my operation. After being contacted, I still reserve the right to decline further participation."

Thank you.

Signature ⁹⁹⁹⁹	Date