

2016 Western Ag Industry Survey

This is a survey of the Western Ag Industry developed by representatives of the 13 Western states and members of the Western Extension Committee.

We invite you to participate in a project to learn more about conditions in the Western Ag Industry. It has been developed by members of the Western Extension Committee located at Land Grant Universities across the 13 Western states.

Your answers will be kept confidential and will only be released as summaries in which you will not be identified. We estimate it will take about 10 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.

Survey questions are intended to include perspectives from a broad cross-section of individuals across the agricultural industry. As such, some questions are worded as “you” and “your” with the intent that you provide responses from your personal perspective. Elsewhere, questions include the wording “in your area” with the intent that you provide responses for your local area. In some cases this may be the state where you work, the local region or county, or the location of one or more farm operations you are involved in.

Survey results will be made available free of charge in an electronic format once the data have been compiled.

There are 30 questions in this survey

Current Year Expectations

Q1. 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 operations in your area:

	1 - Most important	2 - Somewhat important	3 - Not sure	4 - Somewhat unimportant	5 - Least important
1. Production Risk (weather, pests, diseases, or other variability in production)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
2. Marketing Risk (variation in or unexpected changes in prices received or paid)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
3. Financial Risk (meeting cash flow needs, equity growth, and/or availability of debt capital)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
4. Legal or Institutional Risk (contract obligations, regulatory changes, or threats of lawsuits)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
5. Human Risk (employee performance, management ability, or estate transfers)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Q2. How do you expect TOTAL DEBT (operating and long-term) for all farm entities combined to change between January 1 to December 31, 2016?

Please choose **only one** of the following:

- 1. Decrease by over 10 percent
- 2. Decrease by 0-10 percent
- 3. Hold steady
- 4. Increase by 0-10 percent
- 5. Increase by over 10 percent
- 6. Other

Q3. How do you expect commodity prices for the primary crops in your area to change over

Q3. the next six to twelve months?

cont.

	Not produced in my area	Decrease over 20 percent	Decrease 10-20 percent	Decrease 0-9 percent	Hold steady	Increase 0-9 percent	Increase 10-20 percent	Increase over 20 percent
1. Alfalfa-high quality	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
2. Alfalfa-"cow" quality	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
3. Grains and oilseeds	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
4. Vegetables, fruit, melons, vineyards, nuts, berries, etc.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
5. Crops raised in a greenhouse, hoop house, nursery, floriculture, etc.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
6. Feeder/Fed cattle (all types)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
7. Dairy production (all types)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
8. Sheep, goats, other small animal production	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
9. Hog and pig production	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
10. Poultry production	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Past Years' Experience

Q4. How did **TOTAL DEBT (operating and long-term)** for all farm entities combined change between January 1 to December 31, 2015?

Please choose **only one** of the following:

- 1. Decrease by over 10 percent
- 2. Decrease by 0-10 percent
- 3. Did not change
- 4. Increase by 0-10 percent
- 5. Increase by over 10 percent
- 6. Other

Q5. How did **WORKING CAPITAL** for all farm entities combined change between January 1 to December 31, 2015?

Please choose **only one** of the following:

- 1. Decrease by over 10 percent
- 2. Decrease by 0-10 percent
- 3. Did not change
- 4. Increase by 0-10 percent
- 5. Increase by over 10 percent
- 6. Other

Q6. How did **ACCRUAL NET WORTH** for all farm entites combined change between January 1 to December 31, 2015? (*Accrual net worth would include all cash and non-cash changes to net worth, such as changes in inventory values, depreciation expense, livestock and real estate values, etc.*)

Please choose **only one** of the following:

- 1. Decrease by over 10 percent
- 2. Decrease by 0-10 percent
- 3. Did not change
- 4. Increase by 0-10 percent
- 5. Increase by over 10 percent
- 6. Other

Q7. What percentage of operators in your area have **WRITTEN LEASE AGREEMENTS**?

Please choose **only one** of the following:

- 1. less than 10 percent
- 2. 10-24 percent

- 3. 25-49 percent
- 4. 50-74 percent
- 5. Over 75 percent

Q8. What percentage of written crop land leases in your area are for CASH RENTAL?

Please choose **only one** of the following:

- 1. less than 10 percent
- 2. 10-24 percent
- 3. 25-49 percent
- 4. 50-74 percent
- 5. Over 75 percent

Q9. How did cash rental rates for IRRIGATED cropland change in your area between January 1 to December 31, 2015?

Please choose **only one** of the following:

- 1. Decrease by over 10 percent
- 2. Decrease by 0-10 percent
- 3. Did not change
- 4. Increase by 0-10 percent
- 5. Increase by over 10 percent
- 6. Other

Q10. How did cash rental rates for NON-IRRIGATED cropland change in your area between January 1 to December 31, 2015?

Please choose **only one** of the following:

- 1. Decrease by over 10 percent
- 2. Decrease by 0-10 percent
- 3. Did not change
- 4. Increase by 0-10 percent
- 5. Increase by over 10 percent
- 6. Other

Q11. How has the length of cropland lease changed in your area between January 1 to December 31, 2015?

Please choose **only one** of the following:

- 1. Decreased length of term (years)
- 2. Did not change
- 3. Increased length of term (years)
- 4. Other

Q12. How did the percentage split between tenant and landowner for CROP-SHARE LEASES change in your area between January 1 to December 31, 2015?

Please choose **only one** of the following:

- 1. Decrease by over 10 percent for the tenant
- 2. Decrease by 0-10 percent for the tenant
- 3. Did not change for the tenant
- 4. Increase by 0-10 percent for the tenant
- 5. Increase by over 10 percent for the tenant
- 6. Other

Background Information

Q13. Indicate the typical number of years a farm has been in operation in your area:

Please select at most one answer

Please choose **all** that apply:

- 1. 0-9 years
- 2. 10-19 years
- 3. 20-49 years
- 4. 50-75 years
- 5. All my life
- 6. Other

Q14. Indicate the Western state(s) where you are involved in agriculture:

Please choose **all** that apply:

- 1. Alaska (AK)
- 2. Arizona (AZ)
- 3. California (CA)
- 4. Colorado (CO)
- 5. Hawaii (HI)
- 6. Idaho (ID)
- 7. Montana (MT)
- 8. Nevada (NV)
- 9. New Mexico (NM)
- 10. Oregon (OR)
- 11. Utah (UT)
- 12. Washington (WA)
- 13. Wyoming (WY)
- 14. Other

Q15. What is your relationship to agriculture:

Please choose **all** that apply:

- 1. Agricultural producer
- 2. Agricultural land owner
- 3. Agricultural government agency professional
- 4. Agricultural industry professional
- 5. Agricultural lending professional
- 6. USDA Extension professional

7. University professional

8. Other

Q16a. Indicate the percentage of 2015 agricultural income in your area for Traditional crops (alfalfa, cereal grains, oil seeds, etc.)

Only answer this question if the following conditions are met:

----- Scenario 1 -----

Answer was NOT '1' at question '3 [CY003]' (How do you expect commodity prices for the primary crops in your area to change over the next six to twelve months?)

----- or Scenario 2 -----

Answer was NOT '1' at question '3 [CY003]' (How do you expect commodity prices for the primary crops in your area to change over the next six to twelve months?)

----- or Scenario 3 -----

Answer was NOT '1' at question '3 [CY003]' (How do you expect commodity prices for the primary crops in your area to change over the next six to twelve months?)

Please select at most one answer

Please choose **all** that apply:

0-24 percent

25-49 percent

50-74 percent

Over 75 percent

Q16b. Indicate the percentage of 2015 agricultural income in your area for Vegetables, fruit, melons, vineyards, nuts, berries, etc.

Only answer this question if the following conditions are met:

Answer was NOT '1' at question '3 [CY003]' (How do you expect commodity prices for the primary crops in your area to change over the next six to twelve months?)

Please select at most one answer

Please choose **all** that apply:

0-24 percent

25-49 percent

50-74 percent

Over 75 percent

Q16c. Indicate the percentage of 2015 agricultural income in your area for Crops raised in a greenhouse, hoop house, nursery, floriculture, etc.

Only answer this question if the following conditions are met:

Answer was NOT '1' at question '3 [CY003]' (How do you expect commodity prices for the primary crops in your area to change over the next six to twelve months?)

Please select at most one answer

Please choose **all** that apply:

- 0-24 percent
- 25-49 percent
- 50-74 percent
- Over 75 percent

Q16d. Indicate the percentage of 2015 agricultural income in your area for Feeder/Fed cattle (all types)

Only answer this question if the following conditions are met:

Answer was NOT '1' at question '3 [CY003]' (How do you expect commodity prices for the primary crops in your area to change over the next six to twelve months?)

Please select at most one answer

Please choose **all** that apply:

- 0-24 percent
- 25-49 percent
- 50-74 percent
- Over 75 percent

Q16e. Indicate the percentage of 2015 agricultural income in your area for Dairy production (all types)

Only answer this question if the following conditions are met:

Answer was NOT '1' at question '3 [CY003]' (How do you expect commodity prices for the primary crops in your area to change over the next six to twelve months?)

Please select at most one answer

Please choose **all** that apply:

- 0-24 percent
- 25-49 percent
- 50-74 percent
- Over 75 percent

Q16f. Indicate the percentage of 2015 agricultural income in your area for Sheep, goats, other small animal production

Only answer this question if the following conditions are met:

Answer was NOT '1' at question '3 [CY003]' (How do you expect commodity prices for the primary crops in your area to change over the next six to twelve months?)

Please select at most one answer

Please choose **all** that apply:

- 0-24 percent
- 25-49 percent
- 50-74 percent
- Over 75 percent

Q16g. Indicate the percentage of 2015 agricultural income in your area for

Q16g. Hog and pig production

cont.

Only answer this question if the following conditions are met:

Answer was NOT '1' at question '3 [CY003]' (How do you expect commodity prices for the primary crops in your area to change over the next six to twelve months?)

Please select at most one answer

Please choose **all** that apply:

- 0-24 percent
- 25-49 percent
- 50-74 percent
- Over 75 percent

Q16h. Indicate the percentage of 2015 agricultural income in your area for Poultry production

Only answer this question if the following conditions are met:

Answer was NOT '1' at question '3 [CY003]' (How do you expect commodity prices for the primary crops in your area to change over the next six to twelve months?)

Please select at most one answer

Please choose **all** that apply:

- 0-24 percent
- 25-49 percent
- 50-74 percent
- Over 75 percent

Q16i. Indicate the percentage of 2015 agricultural income in your area for Other farm/ranch sources

Please select at most one answer

Please choose **all** that apply:

- 0-24 percent
- 25-49 percent
- 50-74 percent
- Over 75 percent

Q16j. Indicate the percentage of 2015 agricultural income in your area for Non-farm income generated as a result of owning and/or operating a farm or ranch (oil royalties)

Please select at most one answer

Please choose **all** that apply:

- 0-24 percent
- 25-49 percent
- 50-74 percent

Over 75 percent

Q16k. Indicate the percentage of 2015 agricultural income in your area for Non-farm income earned from non-farm sources (e.g. retirement)

Please select at most one answer

Please choose **all** that apply:

- 0-24 percent
- 25-49 percent
- 50-74 percent
- Over 75 percent

Q17. Describe your primary agricultural enterprise mix:

Only answer this question if the following conditions are met:

Answer was at question '15 [BI003]' (What is your relationship to agriculture:)

Please choose **all** that apply:

- 1. Single crop only
- 2. Multiple crops
- 3. Crops and livestock
- 4. Cattle and other livestock
- 5. Conventional production
- 6. Organic production
- 7. Irrigated production
- 8. Non-irrigated production
- 9. Other

Q18. Describe your total land resources (OWNED + LEASED):

Only answer this question if the following conditions are met:

----- Scenario 1 -----

Answer was at question '15 [BI003]' (What is your relationship to agriculture:)

----- or Scenario 2 -----

Answer was at question '15 [BI003]' (What is your relationship to agriculture:)

Please select at most one answer

Please choose **all** that apply:

- 1. <100 acres
- 2. 100-499 acres
- 3. 500-999 acres
- 4. 1,000-4,999 acres
- 5. Over 5,000 acres

Q19. Describe your total livestock resources (ALL):

Only answer this question if the following conditions are met:

----- Scenario 1 -----

Answer was at question '27 [BI020]' (Describe your primary agricultural enterprise mix:)

----- or Scenario 2 -----

Answer was at question '27 [BI020]' (Describe your primary agricultural enterprise mix:)

Please select at most one answer

Please choose **all** that apply:

- 1. <50 head
- 2. 50-99 head
- 3. 100-499 head
- 4. 500-999 head
- 5. 1,000-4,999 head
- 6. Over 5,000 head

Final Question

Q20. Please provide us with an email address if you would like to receive an email copy of the final report from this survey.

Please write your answer here:

Thank you for taking the time to complete our Western Ag Industry survey. We greatly appreciate your contribution to the project.

Survey results will be made available free of charge in an electronic format once the data have been compiled at: <http://wec.farmmanagement.org>. If you completed the last question on the survey, indicating you would like to receive an emailed copy, will send the report to you once it is available.

Again, thank for taking the time to assist us with this effort.

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