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Producer Preferences for Agricultural, Food and Public Policy: A Wisconsin Perspective[1]

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Introduction

For many years, the National Public Policy Education Committee, supported by the Farm Foundation, has conducted surveys of U.S. farmers to solicit their opinions about farm policy issues. Farmers are asked to rank the importance of current programs within broad categories and to give their opinions on possible new farm policy directions.

These surveys are typically conducted shortly before expected passage of new federal farm legislation (Farm Bills). Extension policy specialists at Land Grant Universities work in collaboration with National Agricultural Statistics Service statisticians in their respective states to design the questionnaire and conduct the survey under national guidelines.

The national survey preceding passage of the 2007 Farm Bill was conducted in late 2005. Wisconsin was one of 27 participating states, helping to design the questionnaire and surveying Wisconsin farmers. The Wisconsin survey included three sets of questions: a

[1] The authors gratefully acknowledge funding for the Wisconsin preference survey provided by the Wisconsin Department of Agriculture, Trade and Consumer Protection and the Food and Agricultural Policy Research Institute-University of Wisconsin-Madison Dairy Policy Analysis Alliance. We also express our gratitude to staff of the Wisconsin Field Office of the National Agricultural Statistics Service for their conscientious efforts in conducting the survey. Special thanks are due Director R.J. Battaglia and Deputy Director Ron Tauchen for their assistance and insights. We assume sole responsibility for errors in interpretation of the survey results.

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set common to all states (common questions); a set included in only selected states (optional questions); and a set specific to Wisconsin (Wisconsin questions).

A report summarizing responses from all participating states was released in mid-September[3] and can be downloaded at the Farm Foundation web site: www.farmfoundation.org.

The national report is very comprehensive, providing background for each of the common and optional questions. Consequently, this report provides only summary tables of the responses to these questions, noting any differences between Wisconsin preferences and those expressed by respondents in the North Central (NC) region and the U.S. composite sample. Readers are encouraged to access the national report for more information pertaining to these questions. We provide more detail for the Wisconsin-specific questions, which are not covered in the national report.

Appendices to this report show statistics related to participating state surveys and present the questionnaire distributed to the Wisconsin farmer sample.

[3] Lubben, Bradley D., Nelson L. Bills, James B. Johnson, and James L. Novak, *The 2007 Farm Bill: U.S. Producer Preferences for Agricultural, Food, and Public Policy*, National Public Policy Education Committee, Publication No. 2006-01, September 2006.

Farm Programs and Budget Priorities (Section A)

Goals for the 2007 Farm Bill (Q1)[4]			
	WI	***NC***[5]	***US***[6]
	1 = least important; 5 = most important		
Enhance Farm Income	3.98	4.04	4.08
Reduce Risk	3.73	3.87	3.85
Increase Competitiveness	4.01	4.17	4.19
Enhance Small/Beginning Farm Opportunities	4.28	4.32	4.32
Protect Natural Resources	4.07	3.96	3.98
Enhance Rural Economies	4.01	4.01	4.03
Assure Food Supply	4.08	4.08	4.29
Reduce Dependence on Non-Renewable Energy	4.27	4.27	4.32

Based on a 1-5 scale with 1 being least important and 5 most important, Wisconsin farmers strongly supported all of the indicated Farm Bill goals. Among Wisconsin farmers, there was slightly stronger support for enhancing small farm/beginning farmer programs and reducing dependence on nonrenewable energy and slightly less for reducing risk. There were few differences between Wisconsin farmers and the North Central region or U.S. composite averages for prioritization of farm policy goals.

[4] Table headings abbreviate the questions posed in the survey questionnaire. See Appendix 2, the Wisconsin survey questionnaire, for the precise wording of the questions. For reference purposes, the questions from the survey are noted in parentheses.
[5] NC = North Central region. Participating states in the North Central region included South Dakota, Nebraska, Kansas, Iowa, Missouri, Wisconsin, Illinois, Michigan and Ohio.
[6] Composite responses for the 27 participating states (see Appendix 1).

Maintenance of Funding for Existing Programs (Q2)			
	WI	***NC***	***US***
	1 = least important; 5 = most important		
Direct Payments	3.43	3.60	3.44
Counter-Cyclical Payments	3.52	3.65	3.47
Commodity Loans and LDPs	3.55	3.76	3.54
Livestock Commodity Supports	3.55	3.27	3.23
Land Retirement Programs	3.36	3.40	3.35
Working Land Programs	3.50	3.50	3.56
Land Preservation Programs	3.41	3.31	3.44
Insurance Programs	3.24	3.54	3.58
Agricultural Credit Programs	3.23	3.36	3.44
Disaster Assistance Programs	3.77	3.91	4.00

There was little difference among Wisconsin responses in the degree of support for current farm programs. And there were few differences between Wisconsin farmers and those in other regions. Wisconsin farmers ranked insurance and credit programs slightly lower. Disaster assistance was ranked slightly higher among Wisconsin farmers, but lower than the regional rating.

Provision of New or Reallocated Funding for Select Programs (Q3)			
	WI	***NC***	***US***
	1 = least important; 5 = most important		
Supports Tied to Farm Income	3.46	3.53	3.45
Supports for Non-Program Commodities	2.92	2.96	3.06
Incentives for Farm Savings Accounts	3.26	3.27	3.39
Bio-energy Production Incentives	3.62	3.78	3.78
Bio-security Incentives	3.26	3.38	3.41
Food Safety Programs	3.60	3.61	3.71
Traceability and Certification	3.17	3.21	3.28

Wisconsin responses to this question were consistent with other states. There is a clear lack of enthusiasm for extending price and income supports to commodities that are not already covered. Farmers also do not favor federal programs to ensure traceability.

Commodity Programs and Risk Management Policy (Section B)

Commodity Program Implementation			
	WI	***NC***	***US***
	1 = Strongly Disagree; 5 = Strongly Agree		
Phase out Commodity Payments (Q4)	2.33	2.21	2.37
Reduce Commodity Payments (Q5)	2.49	2.45	2.48
Target Payments to Small Farmers (Q6)	3.90	3.87	3.78
Lower Program Payment Limits (Q7)	3.12	3.18	3.06
Eliminate the Three-Entity Rule (Q8)	3.68	3.83	3.69
Eliminate Unlimited Comm. Loan Gains (Q9)	3.46	3.51	3.42

Not surprisingly, farmers indicated little or no support for phasing out or reducing commodity payments. Farmers did support targeting payments to small farmers, but were not in favor of lowering payment limits below current levels. There was lukewarm support for tightening payment limitations by prohibiting multiple entities from receiving payments and by restricting LDP payments.

Commodity Program Buy-Out (Q10)			
	WI	***NC***	***US***
	Percent		
Offer Producers a Buy-Out?			
Yes	26	21	23
No	39	47	42
Don't know/No Opinion	36	32	35
15-Year Buyout with Lump Sum Payment			
Yes	26	23	25
No	33	39	34
Don't know/No Opinion	41	37	41
15-Year Buyout with Installment Payments			
Yes	30	23	24
No	29	37	33
Don't know/No Opinion	40	39	42
25-Year Buyout with Lump Sum Payment			
Yes	29	29	30
No	29	35	30
Don't know/No Opinion	42	36	39
25-Year Buyout with Installment Payments			
Yes	31	27	27
No	28	34	30
Don't know/No Opinion	42	39	42

Wisconsin responses to questions pertaining to offering producers a buyout in exchange for giving up government commodity program payments were comparable to other participating states. Only about a quarter of Wisconsin farmers favored offering a buyout in general. There was little difference in the extent of support among the types of buyouts proposed. Wisconsin farmers were marginally more supportive than those in other states, perhaps because of their knowledge of the tobacco buyout program in the state.

Dairy Programs (Q11)						
	WI	***NC***	***NE***	***South***	***West***	***US***
	Percent					
Eliminate All Dairy Programs	20	26	22	28	34	28
Eliminate MILC Program Only	12	16	12	16	16	16
Eliminate Price Support Program Only	15	15	13	11	14	13
Retain All Dairy Programs	53	43	53	45	36	43

A dairy program question was included in the national survey that asked respondents to specify their preferred dairy program among those currently in effect. Responses varied by region. For Wisconsin and the Northeast region, both characterized by a large share of farm income from dairy, a majority of respondents favored retaining all dairy programs and relatively few respondents wanted to see dairy programs eliminated. Farmers in the west were least supportive of dairy programs, with a third favoring elimination. When asked to choose between the Milk Price Support program and the Milk Income Loss Contract program, respondents showed no clear preference.

To further explore Wisconsin preferences, we defined a subset of Wisconsin respondents that included only those farmers indicating that income from milk sales represented at least 75 percent of total farm cash receipts. This yielded a sub-sample size of 283 respondents. We then further broke out this subset by operator age and gross farm sales.

Preferred Dairy Policy: All Wisconsin Respondents and Dairy Respondents Only		
	All Respondents	***Dairy Only****
Eliminate all Dairy Programs	20.1%	7.4%
Eliminate MILC program only	11.6%	8.8%
Eliminate price support program only	15.2%	18.7%
Retain all Dairy Programs	53.1%	65.0%
Total	100.0%	100.0%

*Respondents with 75 percent or more of total cash receipts from dairy

Wisconsin dairy farmers were much more supportive of current dairy programs than Wisconsin farmers in general. Almost two-thirds of the dairy respondents wanted to retain both the Milk Price Support Program (MPSP) and the Milk Income Loss Contract (MILC) program in the 2007 farm bill. Dairy farmers supported MILC over price supports by 2-to-1 when asked to choose one or the other.

Preferred Policy versus Age — Wisconsin Dairy Farmers				
Age	***Eliminate***	***MPSP Only***	***MILC Only***	***Both***
Under 25	No Respondents Under 25			
25-34	9.1%	27.3%	27.3%	36.4%
35-44	7.5%	4.5%	19.4%	68.7%
45-54	9.3%	7.5%	17.8%	65.4%
55-64	4.5%	9.1%	22.7%	63.6%
65 and Older	6.5%	16.1%	6.5%	71.0%
All	7.4%	8.8%	18.7%	65.0%

Older dairy farmers were substantially more supportive of current programs than those under 35. Age of operator also influenced relative support for dairy program type. Among all Wisconsin dairy farmers, MILC was favored over price supports by more than a 2-1 margin, with support for MILC especially strong in the 35-64 age groups. Only those dairy over 65 years of age preferred the price support program over MILC.

Preferred Policy versus Farm Size — Wisconsin Dairy Farmers				
Size Class (Gross Sales)	***Eliminate***	***MPSP Only***	***MILC Only***	***Both***
Under 10K	0.0%	18.2%	9.1%	72.7%
10-50K	6.3%	6.3%	12.5%	75.0%
50-100K	5.2%	5.2%	10.3%	79.3%
100-250K	10.2%	8.8%	19.7%	61.3%
250-500K	3.2%	9.7%	29.0%	58.1%
500K-1M	0.0%	25.0%	37.5%	37.5%
More than 1M	16.7%	16.7%	50.0%	16.7%
All	7.4%	8.8%	18.7%	65.0%

Dairy program choice was also influenced by farm size. Larger dairy farmers tended to support MILC more strongly. While there were only 45 dairy farmers reporting more than $250,000 annual gross receipts, they favored the MILC program over price supports at a higher rate than smaller farms. This is somewhat surprising, since some of these farms were likely subject to the MILC payment cap of 2.4 million pounds per year

Conservation and Environmental Policy (Section C)

A set of questions in the national survey addressed what kind of federal support farmers wanted to support environmental goals. Wisconsin responses were similar to other states.

Environmental Goals and Conservation Programs (Q12)			
	WI	***NC***	***US***
	Percent		
Water Quality			
No Assistance	6	7	7
Technical Assistance Only	15	18	19
Technical and Financial Assistance	67	65	65
Don't Know	12	10	9
Soil Erosion			
No Assistance	7	7	7
Technical Assistance Only	23	21	23
Technical and Financial Assistance	61	66	65
Don't Know	10	7	7
Air Quality			
No Assistance	11	12	11
Technical Assistance Only	26	30	30
Technical and Financial Assistance	47	44	46
Don't Know	17	15	13
Wildlife Habitat			
No Assistance	16	19	17
Technical Assistance Only	27	28	28
Technical and Financial Assistance	41	42	44
Don't Know	16	11	10
Open Space Protection			
No Assistance	18	21	19
Technical Assistance Only	24	24	25
Technical and Financial Assistance	32	30	35
Don't Know	27	25	21
Animal Waste Management			
No Assistance	10	13	13
Technical Assistance Only	24	31	31
Technical and Financial Assistance	53	44	43
Don't Know	13	11	12
Carbon Sequestration			
No Assistance	11	12	13
Technical Assistance Only	20	24	24
Technical and Financial Assistance	25	25	26
Don't Know	44	39	39
Biodiversity Maintenance			
No Assistance	10	12	13
Technical Assistance Only	22	24	24
Technical and Financial Assistance	31	28	30
Don't Know	37	35	33

For water quality, soil erosion and animal waste management goals — goals that are already embodied in existing programs — farmers strongly supported both technical and financial assistance. The type of preferred assistance for achieving other goals was mixed. Farmers were apparently not familiar with carbon sequestration and biodiversity goals, with "don't know" receiving a plurality in both cases.

Conservation Program State Block Grants (Q13)			
	WI	***NC***	***US***
	Percent		
Strongly Disagree	6	10	11
Disagree	8	8	8
Neutral	19	19	17
Agree	32	33	32
Strongly Agree	17	19	21
No Opinion/Don't Know	13	10	11

About half of all respondents to the national survey agreed or strongly agreed that federal funds to support conservation goals should be transferred to states as block grants. Wisconsin farmers' responses were roughly the same as those from other states.

Conservation Reserve Program (Q14)			
	WI	***NC***	***US***
	Percent		
Re-bid Expiring Contracts	34	34	34
Re-enroll High-Ranking Contracts	28	32	29
Restrict CRP to Environmentally-Sensitive Lands	19	19	18
Eliminate CRP	19	15	18

The survey results showed general support for the CRP. A plurality favored a policy of having land coming out of CRP compete with other qualifying land for re-enrollment. A slightly smaller percentage supported automatic re-enrollment of expiring contracts for highly-sensitive land. About an equal percentage of farmers would tighten CRP eligibility requirements or eliminate the program.

Trade Policy (Section D)

Trade Policy Issues			
	WI	***NC***	***US***
	1 = Strongly Disagree 5 = Strongly Agree		
Pursue Free Trade Agreements (Q16)	3.36	3.54	3.42
Labor, Env., & Food Safety Negotiations (Q17)	4.16	3.99	4.08
Comply with WTO Ruling (Q18)	3.32	3.22	3.19
Domestic Goals over Trade Goals (Q19)	3.32	3.22	3.28
Withdraw from WTO (Q20)	2.71	2.73	2.82
Market Access Problems if WTO Withdrawal (Q21)	3.43	3.47	3.43
Eliminate Unilateral Sanctions on Food Trade (Q22)	3.19	3.30	3.22

Responses to trade policy questions showed farmers ambivalent about liberalizing international trade. The strongest agreement among the trade questions was that trade negotiations should included labor, environmental, and food safety issues. There was limited support for pursuing bilateral and regional free trade agreement. But there was even less support for pulling out of the WTO, even though farmers did not feel strongly that: (1) withdrawing from the WTO would limit market access, and (2) the U.S. should comply with recent WTO rulings regarding implicit trade subsidies.

Food System and Regulatory Policy (Section E)

Food Systems & Regulatory Policy Issues			
	WI	***NC***	***US***
	1 = Strongly Disagree 5 = Strongly Agree		
Mandatory Country of Origin Labeling (COOL) (Q23)	4.46	4.19	4.31
Voluntary COOL Guidelines (Q24)	3.35	3.31	3.31
Food Product Traceability (Q25)	3.93	3.80	3.91
Mandatory Animal Identification (Q26)	3.54	3.47	3.54
Government-Mandated BSE Testing (Q27)	3.10	3.15	3.22
Voluntary Industry BSE Testing (Q28)	3.25	3.36	3.38
Biotech Food Product Labels (Q29)	3.63	3.33	3.51

Like their counterparts, Wisconsin farmers very strongly favored mandatory country of origin labeling, and were much less supportive of making labeling voluntary based on guidelines. Food product traceability was strongly supported, but mandatory animal ID (necessary for traceability) was less so. Farmers were not strongly supportive of BSE testing, whether compulsory or voluntary.

Optional Questions (Section F — Related Policy Issues)

Research & Extension Funding (Q32)		
	WI	***US****
	Percent	
Mix of Formula and Competitive Funding	55	56
Increased Formula Funding	14	21
Shift to Competitive Funding	18	15
Eliminate Funding	13	9

*Six states included this question on their surveys. No regional breakout of responses was provided

Wisconsin farmers were slightly less supportive of federal funding for research and extension than respondents in the five other states that asked this question. They also favored competitive grants over allocating federal funds via formula.

Open Space & Farmland Preservation (Q33)		
	WI	***US****
	1 = least important; 5 = most important	
Federal Funding for Purchase of Development Rights and Conservation Easements	2.83	2.90
Private Finding for Purchase of Development Rights and Conservation Easements	2.86	2.89
Federal Support for Transfer of Development Rights	2.59	2.56
Voluntary Donations of Conservation Easements	3.36	3.35
Programs to Make Agriculture More Competitive with non-farm land uses	3.98	4.03

*Ten states included this question in their survey. No regional breakout of responses was provided.

Among suggested government programs to preserve farmland, programs to make farming more competitive with non-farm land uses ranked highest in the Wisconsin and composite U.S. survey. Wisconsin responses were very close to the composite responses for all of the options.

Risk Management Programs (Q34)		
	WI	***US****
	1 = least important; 5 = most important	
Crop Insurance	3.12	3.35
Livestock Insurance	3.00	3.15
Whole-Farm Income Insurance	3.04	3.24
Tax-Deferred Savings Accounts	3.98	4.02
Risk Management Incentives	3.37	3.44

*Thirteen states included this question in their survey. No regional breakout of responses was provided

This question asked about alternative uses of expanded government funding for risk management. The relative rankings of alternatives was the same for Wisconsin respondents as others, but they were marginally less-supportive of all of the indicated strategies. Support was strongest for tax-deferred savings accounts comparable to 401K plans available to many non-farm employees.

Wisconsin-Specific Questions (Section F — Related Policy Issues)

The Wisconsin policy preference survey contained three questions that were not included in other state surveys. Two of these dealt with dairy policy and one with developing nutrient management standards.

Federal Milk Marketing Orders (Q30)

Federal milk marketing orders have long been controversial in Wisconsin, with some arguing that orders provide unfair advantages to other states. But the survey results show that Wisconsin farmers are not ready to eliminate orders.

Federal Milk Marketing Orders should be terminated in the 2007 Farm Bill		
	All	***Dairy Only****
Yes	28.2%	34.6%
No	26.3%	36.8%
Don't Know	45.5%	28.6%
Total	100.0%	100.0%
% Yes of those expressing an opinion	51.8%	48.5%

*Respondents with 75 percent or more of total cash receipts from dairy

Wisconsin respondents were split 50-50 on the question of eliminating milk orders in the next farm bill. Fewer of all respondents than dairy respondents had an opinion on this issue, but for those expressing an opinion, responses were essentially the same for both groups.

Cross-Tabulation: Marketing Orders versus Age— Dairy Respondents Only			
Age Group	***Terminate***	***Don't Terminate***	***Don't Know/ No Opinion***
Under 25	No Respondents under 25		
25-34	18.2%	36.4%	45.5%
35-44	33.3%	36.4%	30.3%
45-54	39.1%	36.4%	24.5%
55-64	28.6%	36.5%	34.9%
65 and Older	41.4%	37.9%	20.7%
All	34.6%	36.8%	28.6%

Comparing responses for various age groups (for only those respondents claiming 75 percent or more of their farm income from dairy) revealed few differences. Only those respondents in the 45-54 and 65 and older age groups favored elimination of orders, and only by a very small margin.

Cross-Tabulation: Marketing Orders versus Farm Size—Dairy Respondents Only			
Size Class (Gross Sales)	***Terminate***	***Don't Terminate***	***Don't Know/ No Opinion***
Under 10K	27.3%	45.5%	27.3%
10-50K	30.0%	50.0%	20.0%
50-100K	30.5%	32.2%	37.3%
100-250K	38.5%	34.1%	27.4%
250-500K	34.4%	34.4%	31.3%
500K-1M	25.0%	50.0%	25.0%
More than 1M	40.0%	60.0%	0.0%
All	34.6%	36.8%	28.6%

Comparing responses across size classes also showed few differences in support for federal orders. Only the $100,000-$250,000 size class showed a majority in support of terminating orders. Operators of dairies with gross sales over $500,000 were the strongest supporters of orders

Forward Contracting of Milk by Dairy Plants (Q31)

Many dairy plants offer forward pricing contracts to their patrons. Farmers can contract for a fixed or minimum base milk price in months ahead. The forward contract price is linked to Class III futures and options contracts traded on the Chicago Mercantile Exchange (CME). Plants use the CME contracts to support forward pricing. If the announced Class III price is less than the forward contract price, contracting dairy farmers receive the difference. If the announced price is greater than the forward contract price, the difference is deducted from the contracting farmer's milk check.

This potential deduction left dairy plants vulnerable to paying contracting farmers a net price less than the minimum federal order price, a violation of order rules. Since cooperatives are exempt from paying the minimum price, they were not subject to order underpayment penalties.

A pilot forward contracting program was enacted by Congress in 1999 that allowed proprietary dairy plants to deduct futures market losses from farmers' milk checks without penalty. The pilot program was slated to terminate on December 31, 2004, and has not yet been reinstated despite legislative efforts. The National Milk Producers Federation, a trade association of dairy cooperatives has opposed extension of the pilot program.

We asked Wisconsin farmers about this controversial issue.

Forward Contracting of Milk by Dairy Plants should be permitted by:		
	All Respondents	***Dairy Only****
All Plants	64.0%	60.4%
Only Cooperatives	11.3%	6.7%
No Dairy Plants	24.7%	32.9%
Total	100.0%	100.0%

*Respondents with 75 percent or more of total cash receipts from dairy

Wisconsin farmers strongly supported allowing all dairy plants to offer forward pricing contracts. Support among all farmers was marginally greater than among dairy farmers, but a smaller percentage of dairy farmers felt that forward contracting should be limited to dairy cooperatives. Nearly one-third of dairy farmers expressed the opinion that no plants should be allowed to offer forward pricing contracts.

Cross-Tabulation: Forward Contracting versus Age — Dairy Respondents Only			
Age	***All Plants***	***Only Cooperatives***	***Nobody***
Under 25	No Respondents Under 25		
25-34	81.8%	0.0%	18.2%
35-44	56.1%	7.6%	36.4%
45-54	61.5%	7.3%	31.2%
55-64	60.6%	7.6%	31.8%
65 and Older	60.0%	3.3%	36.7%
All Respondents	60.4%	6.7%	32.9%

While a majority of dairy farmers in all age groups supported permitting all dairy plants to forward contract, support was strongest among the 25-34 age group. This group was also the least inclined to prohibit forward contracting.

Cross-Tabulation: Forward Contracting versus Farm Size—Dairy Respondents Only			
Size Class (Gross Sales)	***All Plants***	***Only Cooperatives***	***Nobody***
Under 10K	66.7%	8.3%	25.0%
10-50K	67.7%	6.5%	25.8%
50-100K	55.2%	10.3%	34.5%
100-250K	59.6%	4.4%	36.0%
250-500K	68.8%	9.4%	21.9%
500K-1M	50.0%	12.5%	37.5%
More than 1M	50.0%	0.0%	50.0%
Grand Total	60.4%	6.7%	32.9%

Operators of larger Wisconsin dairy farms were less supportive of forward contracting. Only half of farmers reporting more than $500,000 in sales believed all plants should be permitted to offer contracts. A larger proportion of farmers within these size groups would prohibit forward contracting.

Nutrient Management Standards (Q35)

Developing nutrient management standards for state and federal regulation of agricultural producers can be a contentious issue. Farmer concerns for income and profitability can be pitted against social environmental concerns and the needs of dairy and livestock farmers can be pitted against those of crop farmers in terms of manure use and management. This question was intended to determine farmer preferences for the source of expertise for developing nutrient management standards.

Who Should Develop Nutrient Management Standards?						
	Most Important	***Important***	***Neutral***	***Less Important***	***Least Important***	***Don't Know***
University faculty using agronomic data	11.7%	27.4%	25.3%	8.9%	10.7%	16.0%
University faculty using agronomic & environmental data	14.3%	28.4%	22.5%	9.4%	9.7%	15.6%
Agribusiness/co-op suppliers	11.7%	29.0%	27.8%	8.6%	8.0%	14.9%
Committees of farmers	22.8%	27.6%	22.8%	6.0%	6.7%	14.0%
Certified crop advisor agronomists	14.5%	32.2%	25.0%	6.5%	7.4%	14.4%
County agriculture and land conservation committees	15.0%	29.5%	27.2%	7.0%	8.5%	12.8%
Committee of most or all of these	24.2%	27.6%	19.7%	3.8%	8.7%	15.9%

Wisconsin farmers favor the use of balanced committees with broad membership to develop nutrient management standards—this was the most commonly chosen choice. If asked to rely on a single source, the greatest support was for farmers and certified crop advisors, while university faculty and agribusiness/co-op suppliers received the lowest support. These results can be interpreted as farmers acknowledging that the necessary expertise for developing nutrient management standards is distributed among several groups, but worrying that such standards could be impractical or unrealistic without input from farmers and crop advisors directly involved with nutrient management decisions.

Cross Tabulation: Who Should Develop Nutrient Management Standards versus Farm Size and Farm Income Source—Answers of "Most Important" only					
	***Small*[1]**	***Medium & Large*[2]**	***Crop*[3]**	***Dairy & Livestock*[4]**	***Survey***
University faculty using agronomic data	11.9%	9.5%	16.0%	8.6%	11.7%
University faculty using agronomic & env. data	14.4%	11.8%	18.7%	10.5%	14.3%
Agribusiness/co-op suppliers	10.3%	13.2%	13.7%	11.3%	11.7%
Committees of farmers	20.2%	25.7%	20.1%	23.7%	22.8%
Certified crop advisor agronomists	12.3%	17.6%	17.4%	14.7%	14.5%
County agriculture and land conservation committees	15.8%	10.8%	16.9%	12.2%	15.0%
Committee of most or all of these	22.5%	25.3%	24.7%	22.0%	24.2%

[1]Annual gross farm sales less than $100,000.
[2]Annual gross farm sales at least $100,000.
[3]At least 75% of farm income from grain, oilseed and forage production.
[4]At least 75% of farm income from dairy, cattle, hogs, poultry, sheep, and goats.

Cross tabulating results by farm size and type for those answering "Most Important" shows that small farmers generally follow the responses for the full survey (in the far right column). Again, a balanced committee with wide membership is the most preferred option. However, medium and large farms generally favor more reliance on farmers and certified crop advisors and less reliance on university faculty. Also, medium and large sized farms prefer less use of county commissions. These results may imply that larger farmers who rely more on farm income are more concerned that nutrient management standards could be impractical and unnecessarily reduce their profitability.

Relative to the survey as a whole, crop farmers have greater support for using certified crop advisors and university faculty and less for using committees of farmers. The most preferred option for crop farmers is a balanced committee with wide membership, but dairy and livestock farmers prefer a committee of farmers only. Dairy and livestock farmers also prefer less use of university faculty and county commissions. These results may imply greater trust by crop farmers in agronomic experts (university faculty and certified crop advisors) to develop satisfactory nutrient management standards for crop production, but a lower trust by dairy and livestock farms in university faculty and county commissions to develop acceptable standards for manure management.

Personal Data (Section G)

Demographic Information for Respondents			
	WI	***NC***	***US***
	Percent		
Age (Q36)			
Under 25	0	0	0
25-34	3	3	2
35-44	18	13	11
45-54	28	29	27
55-64	27	27	28
65 and Over	25	28	31
Gender(Q37)			
Male	89	91	88
Female	11	9	12
Spanish, Hispanic, or Latino Background? (Q38)			
Yes	1	1	2
No	99	99	98
Race or Ethnicity (Q39)			
White	100	99	98
Black or African American	0	0	1
American Indian	0	1	1
Native Hawaiian or Other Pacific Islander	0	0	0
Asian	0	0	0
Education (Q44)			
Grade School	2	3	2
Some High School	6	4	5
High School/GED	37	36	30
Some College/Technical School	34	32	32
College Bachelor's Degree	13	19	21
College Advanced Degree	8	8	11

Wisconsin farmers responding to the survey were slightly younger than respondents nationally, with more farmers under 45 and fewer over 65. Gender and ethnicity were comparable. While more Wisconsin farmers finished high school or had some college credits, fewer held advanced degrees.

Share of Farm Receipts by Commodity Group (Q41)			
	WI	***NC***	***US***
	Percent		
Program Crops:			
Grains	17.5	27.7	19.1
Oilseeds	7.8	19.9	10.1
Cotton	0.0	0.1	2.5
Pulses	0.1	0.4	0.3
Peanuts	0.0	0.0	0.6
Sugar	0.0	0.1	0.2
Non-Program Crops:			
Fruits	0.8	1.9	3.8
Vegetables	0.7	1.0	2.2
Nursery Crops	1.0	2.0	3.9
Forages	7.8	4.5	6.3
Tobacco	0.4	0.2	0.6
Other Crops	5.6	3.4	4.4
Livestock			
Dairy	28.9	6.8	5.5
Sheep & Goats	2.0	1.4	2.6
Aquaculture	0.1	0.3	0.7
Cattle	20.9	24.5	29.3
Hogs	1.9	2.4	1.7
Poultry	0.7	0.9	2.0
Other Livestock	2.5	2.5	4.3

Wisconsin farmers' source of cash receipts from farming differed from that of North Central region and the U.S. composite. Receipts from both program and non-program crops was less with the exception of forages. Within the livestock grouping, Wisconsin had a much higher percentage of cash receipts from dairy. But the share of total farm receipts represented by dairy for Wisconsin respondents is less than actually observed in recent years. This indicates dairy farmers are under-represented in the sample.

Source of Respondent Income			
	WI	***NC***	***US***
	Percent		
Market Value of Farm Products Sold (Q40)			
Under $10,000	34	23	31
$10,000 - $49,999	22	28	29
$50,000 - $99,999	16	26	21
$100,000 - $249,999	21	12	8
$250,000 - $499,999	5	6	4
$500,000 - $999,999	1	3	2
$1,000.000 and Over	1	1	2
Share of Farm Receipts from Organic Production (Q42)	4.13	3.29	5.98
Share of Family Income from Farming (Q43)			
None	8	4	7
1-25%	37	31	37
26-50%	13	18	16
51-75%	11	14	12
76-100%	32	32	27

Compared to the U.S. composite sample, fewer Wisconsin survey respondent farms had less than $100,000 in farm sales (72 percent versus 81 percent) and more Wisconsin farms were in the $100,000 to $250,000 sales category. Relative to 2002 census data, the smallest size category was underrepresented (54 percent of census farms had sales under $10,000 in 2002) and the $100,000 to $250,000 sales class was overrepresented. The percent of Wisconsin farms reporting organic sales was slightly less than for the U.S. composite. Share of family income from farming was about the same for Wisconsin as the U.S.

Federal Farm Program Participation (Q45)			
	WI	***NC***	***US***
	Percent		
Program Categories			
Commodity Programs	63	71	51
Land Retirement Programs	29	22	30
Working Land Programs	12	14	13
Land Preservation Programs	5	6	5
Insurance Programs	15	25	20
Agricultural Credit Programs	5	6	5
Disaster Assistance Programs	19	27	26
Trade Adjustment Programs	0	0	0
Other Programs	10	7	7
Combined Categories			
Farm Support	67	77	62
Conservation	39	40	32
Any Federal Programs	87	86	72

Participation in government programs was about the same for Wisconsin farmers as those in other states with a few exceptions: participation in commodity programs was higher than the U.S. average, but less than participation in the North Central region; participation in insurance programs was less; and eligibility for disaster payments was less.

Farm Tenure (Q46)			
	WI	***NC***	***US***
	Percent		
Percent of Land owned:			
None	4	6	7
1-25%	5	14	12
26-50%	7	13	11
51-75%	11	11	10
76-100%	72	56	61

Compared to other states, Wisconsin respondents owned a larger share of the land they operated. The difference was even greater in comparison with other North Central states.

Expected Farm Transition (Q47)			
	WI	***NC***	***US***
	Percent		
Operated by Spouse	4	5	6
Operated by Children	40	43	43
Operated by Other Relatives	6	8	7
Operated by Non-Relatives in Current Operation	4	4	3
Operated by Individuals Outside Current Operation	24	27	22
Converted to Non-Farm Use	23	12	18

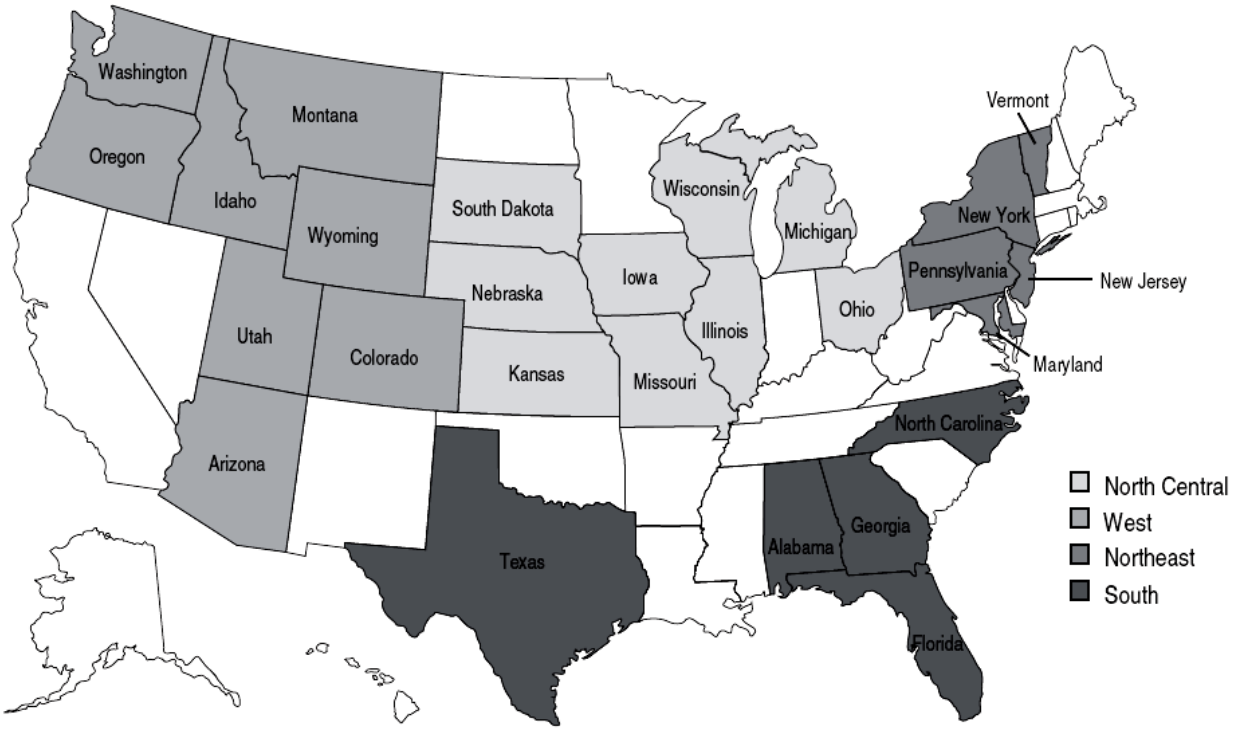
About one-fourth of Wisconsin farmers thought their farms would cease being used for farming when they retired. This was nearly double the comparable percentage in the North Central region. Slightly fewer Wisconsin farmers than in other regions expected their farms to be operated by their children

Definition of "Small" Farm (Q48)			
	WI	***NC***	***US***
	Percent		
Under $10,000	10	11	14
Under $50,000	24	26	27
Under $100,000	27	27	23
Under $250,000	16	15	12
Under $500,000	4	4	4
Under $1,000,000	1	2	2
Can't be Defined by Sales	20	16	19

When asked to define "small" farms based on value of farm sales, 61 percent of Wisconsin farmers responded that small farms should have no more than $100,000 in annual sales. This was about the same as North Central and U.S. counterparts. One-fifth of Wisconsin farmers felt "small" could not be defined by sales.

Appendix 1: Participating States in National Survey

Regional Breakout



Source: Lubben, Bradley D., Nelson L. Bills, James B. Johnson, and James L. Novak, *The 2007 Farm Bill: U.S. Producer Preferences for Agricultural, Food, and Public Policy*, National Public Policy Education Committee, Publication No. 2006-01, September 2006, p. 3.

Population and Sample Statistics by Participating State

State/Region	Number of Farms*				Sample Size	Total Responses**	Usable Responses**				Response Rate (Percent)	
	Small	Medium	Large	Total			Small	Medium	Large	Total	Total	Usable
Illinois	50,500	11,000	11,000	72,500	1,705	465	198	139	112	449	27	26
Iowa	60,300	15,100	13,600	89,000	3,000	857	297	212	227	736	29	25
Kansas	52,800	6,700	5,000	64,500	3,075	765	402	157	108	667	25	22
Michigan	46,100	3,200	3,700	53,000	1,834	472	128	161	145	434	26	24
Missouri	94,000	6,400	4,600	105,000	5,000	1,040	589	231	153	973	21	19
Nebraska	30,200	8,900	8,900	48,000	3,000	654	250	178	149	577	22	19
Ohio	67,000	5,600	3,900	76,500	3,000	675	323	183	144	650	23	22
South Dakota	20,800	6,200	4,400	31,400	2,500	523	224	138	103	465	21	19
Wisconsin	57,900	11,700	6,900	76,500	3,000	1,275	766	226	70	1,062	43	35
North Central	**479,600**	**74,800**	**62,000**	**616,400**	**26,114**	**6,726**	**3,177**	**1,625**	**1,211**	**6,013**	**26**	**23**
Maryland	10,018	807	1,275	12,100	950	335	228	23	26	277	35	29
New Jersey	8,754	457	589	9,800	700	162	121	7	21	149	23	21
New York	29,200	3,450	2,950	35,600	2,900	1,045	568	212	230	1,010	36	35
Pennsylvania	48,700	6,300	3,200	58,200	3,756	1,224	562	272	200	1,034	33	28
Vermont	5,181	686	432	6,300	719	367	244	31	32	307	51	43
Northeast	**101,853**	**11,700**	**8,446**	**122,000**	**9,025**	**3,133**	**1,723**	**545**	**509**	**2,777**	**35**	**31**
Alabama	38,700	1,400	3,400	43,500	1,498	317	218	21	23	262	21	17
Florida	36,800	2,500	3,200	42,500	1,910	294	181	29	34	244	15	13
Georgia	43,000	1,800	4,200	49,000	1,477	259	184	19	44	247	18	17
North Carolina	41,200	2,500	6,300	50,000	3,000	672	434	118	97	649	22	22
Texas	213,600	8,200	8,200	230,000	4,000	1,025	554	217	182	953	26	24
South	**373,300**	**16,400**	**25,300**	**415,000**	**11,885**	**2,567**	**1,571**	**404**	**380**	**2,355**	**22**	**20**
Arizona	8,449	443	1,207	10,100	1,279	424	234	46	73	353	33	28
Colorado	26,400	2,100	2,000	30,500	2,500	714	369	153	124	646	29	26
Idaho	21,000	1,600	2,400	25,000	1,719	362	161	76	109	346	21	20
Montana	22,200	3,700	2,100	28,000	2,250	671	306	190	96	592	30	26
Oregon	35,200	2,100	2,700	40,000	3,002	1,064	510	152	257	919	35	31
Utah	13,650	750	800	15,200	1,050	275	191	28	31	250	26	24
Washington	27,600	3,000	3,900	34,500	3,461	1,006	450	213	256	919	29	27
Wyoming	7,436	1,044	721	9,200	1,650	501	285	98	49	432	30	26
West	**161,935**	**14,737**	**15,828**	**192,500**	**16,911**	**5,017**	**2,506**	**956**	**995**	**4,457**	**30**	**26**
Nationwide	**1,116,688**	**117,637**	**111,574**	**1,345,900**	**63,935**	**17,443**	**8,977**	**3,530**	**3,095**	**15,602**	**27**	**24**

*Farm numbers by strata from USDA-NASS, 2005 where available or from 2002 Census of Agriculture numbers adjusted to 2005 total numbers. For purposes of the survey, small farms are defined as farms reporting less than $100,000 in market value of agricultural products sold annually. Medium farms are those reporting from $100,000 to less than $250,000 in market value of agricultural products sold annually. Large farms are those reporting $250,000 or more in market value of agricultural products sold annually.

**Total responses are the total number of returned surveys, included invalid returns (no longer farming, etc.). Usable responses are the total number of returned surveys that included an answer to the question on sales such that they could be post-stratified for analysis.

Source: Lubben, Bradley D., Nelson L. Bills, James B. Johnson, and James L. Novak, *The 2007 Farm Bill: U.S. Producer Preferences for Agricultural, Food, and Public Policy*, National Public Policy Education Committee, Publication No. 2006-01, September 2006, p. 4.

2005 National Agricultural, Food, and Public Policy Preference Survey

This survey asks for your preferences and opinions on the 2007 Farm Bill. Congress will face many challenges, constraints, and trade-offs in writing this legislation. Budget deficits, trade issues and agreements, changing farm policy priorities, and new emerging issues will all affect the debate. The opinions of farm or ranch operators who respond to this survey will be reported in a national Extension publication that will help guide what is proposed, what is traded off, and what is ultimately authorized and funded in the upcoming Farm Bill.

If you are currently a farm or ranch operator and grew any crops, raised any livestock, or had any crops or livestock in inventory on your operation in 2005, please fill out this questionnaire and provide your opinion about the selected policy issues and alternatives and return the questionnaire in the enclosed envelope. If you are not currently a farm or ranch operator, please return this questionnaire in the enclosed envelope and provide the name and address of the current operator in the available space above.

Section A - Farm Programs and Budget Priorities

The 2007 Farm Bill may need to reduce or reallocate federal funding for current farm programs. The 2007 Farm Bill may also support new programs with new or reallocated federal funding. With these significant questions and possible trade-offs, your opinions are sought on the overall goals and priorities for federal legislation.

Please indicate how important you feel each of the following goals or programs is by circling the appropriate number. (1 = least important (LI), 2 = less important, 3 = neutral, 4 = important, 5 = most important (MI), X = don't know/no opinion (DK))

1. The goals of the Farm Bill should be to:

	LI				MI	DK
a. Enhance farm income	1	2	3	4	5	X
b. Reduce price/income risk	1	2	3	4	5	X
c. Increase the competitiveness of U.S. agriculture in the global marketplace	1	2	3	4	5	X
d. Enhance opportunities for small farms/ ranches and beginning farms/ranches	1	2	3	4	5	X
e. Contribute to protecting the nation's land, water, and environmental resources	1	2	3	4	5	X
f. Enhance rural economies	1	2	3	4	5	X
g. Assure a safe, secure, abundant, and affordable food supply	1	2	3	4	5	X
h. Reduce the nation's dependency on non-renewable sources of energy	1	2	3	4	5	X

2. How important is it to maintain funding for the following existing programs?

a. Fixed, decoupled crop commodity payments (direct payments)	1	2	3	4	5	X
b. Crop commodity payments tied to price (counter-cyclical payments)	1	2	3	4	5	X
c. Crop commodity payments tied to price and production (commodity loans, LDPs, etc.)	1	2	3	4	5	X
d. Livestock commodity supports tied to price and production (milk support programs/, MILC payments, etc.)	1	2	3	4	5	X
e. Land retirement conservation programs (CRP, WRP)	1	2	3	4	5	X
f. Working land conservation programs (EQIP, WHIP, CSP, etc.)	1	2	3	4	5	X
g. Wildlife habitat, agricultural land, and grassland preservation programs (WHIP, FRPP, GRP)	1	2	3	4	5	X
h. Risk management programs (crop and livestock insurance programs)	1	2	3	4	5	X
i. Agricultural credit programs (FSA direct and guaranteed loans)	1	2	3	4	5	X
j. Disaster assistance programs	1	2	3	4	5	X

3. How important is it to provide new or reallocated funds for the following programs?

a. Support payments tied to farm income level	1	2	3	4	5	X
b. Support payments for commodities not included in existing programs (fruits, vegetables, nursery crops, livestock, wood products, etc.)	1	2	3	4	5	X
c. Incentives for farm savings accounts	1	2	3	4	5	X
d. Bioenergy production incentives	1	2	3	4	5	X
e. Biosecurity incentives and assistance	1	2	3	4	5	X
f. Food safety programs and assistance	1	2	3	4	5	X
g. Traceability and certification programs	1	2	3	4	5	X

Section B - Commodity Programs and Risk Management Policy

Commodity programs and related risk management programs have been a fundamental part of federal farm policy over the years. The design of these programs and their impact on producers and production decisions is a critical part of the Farm Bill debate. Because of the impact of these programs, your opinions are sought on the following issues.

Please indicate how strongly you agree or disagree with the following statements. (1 = strongly disagree, 2 = disagree, 3 = neutral, 4 = agree, 5 = strongly agree, X = no opinion or don't know)

	SD				SA	DK
4. Farm program commodity payments should be phased out over the length of the 2007 Farm Bill.	1	2	3	4	5	X
5. Farm program commodity payments should be reduced, but not phased out in the 2007 Farm Bill.	1	2	3	4	5	X
6. Farm program commodity payments should be targeted to small farmers.	1	2	3	4	5	X
7. Existing commodity program payment limits should be reduced to lower levels.	1	2	3	4	5	X
8. Existing commodity program payment limits should be changed to apply to a single individual, eliminating what is known as the three-entity rule.	1	2	3	4	5	X
9. Existing commodity program payment limits on marketing loans should be changed to eliminate the unlimited use of certificate and forfeiture gains.	1	2	3	4	5	X

10. Some have suggested that current commodity programs could offer a buy-out program similar to that recently implemented for tobacco. In a buy-out program, producers would be offered a lump-sum payment or series of payments in exchange for eliminating all future rights to federal commodity program payments. Please indicate your preference for each of the following buy-out options.

	Yes	No	No Opin./ Don't Know
a. Producers should be offered a buy-out of existing commodity programs.	☐	☐	☐
b. If a buy-out were offered in a single lump-sum equal to 15 years worth of my current commodity payments in today's dollars, I would take it.	☐	☐	☐
c. I would accept an equal value of the buy-out described in 10b if it were paid in a series of annual installments.	☐	☐	☐
d. If a buy-out were offered in a single lump-sum equal to 25 years worth of my current commodity payments in today's dollars, I would take it	☐	☐	☐
e. I would accept an equal value of the buy-out described in 10d if it were paid in a series of annual installments.	☐	☐	☐

11. Federal dairy programs have included both a dairy price support program backed by government purchases and a direct payment program based on milk prices called the milk income loss contract (MILC). What should be the policy regarding future dairy programs? (Check one)

a. Eliminate all dairy support programs ☐
b. Eliminate the MILC program and retain only the dairy price support program ☐
c. Eliminate the dairy price support program and provide direct payments only in a method similar to the MILC program ☐
d. Reauthorize both the current dairy price support program and the MILC program ☐

Section C - Conservation and Environmental Policy

Conservation of the nation's land and water resources is a well-recognized national priority. Effective federal program design must deal with targeting conservation priorities, streamlining program delivery, managing partnerships with state and local governments, recognizing changes in farming and land ownership, and encouraging farmers and rural landowners to be conservation-minded. Because of the significant issues involved in these programs, your opinions are sought on the following issues.

12. Considering the following environmental goals, please indicate your preference for organizing federal technical and financial assistance to private landowners. (Check one for each listed goal)

	No Fed. Assist.	Tech. Assist. Only	Tech. and Fin. Assist.	No Opin./ Don't Know
a. Water quality protection	☐	☐	☐	☐
b. Soil erosion control	☐	☐	☐	☐
c. Air quality protection	☐	☐	☐	☐
d. Wildlife habitat protection	☐	☐	☐	☐
e. Open space protection	☐	☐	☐	☐
f. Management of animal wastes	☐	☐	☐	☐
g. Carbon sequestration	☐	☐	☐	☐
h. Maintenance of biodiversity	☐	☐	☐	☐

13. One option for tailoring conservation programs to local needs is to transfer federal funding through block grants to states and give them more authority to implement conservation programs. Please indicate how strongly you agree or disagree with this approach.

Strongly Disagree	Disagree	Neutral	Agree	Strongly Agree	No Opinion/ Don't Know
☐	☐	☐	☐	☐	☐

14. Most contracts for land currently enrolled in the Conservation Reserve Program (CRP) will expire by 2010. If changes to the CRP policy are considered, which of the following alternatives would you prefer? (Check one)

a. Keep current rules and allow current contracts to expire on schedule and compete for re-enrollment against other land being offered for enrollment. ☐
b. Allow current contracts ranking highest in environmental benefits to be automatically eligible for re-enrollment at existing annual rental rates. ☐
c. Reduce the acreage in the CRP as current contracts expire by restricting future enrollments to high-priority, environmentally sensitive lands. ☐
d. Eliminate the CRP as current contracts expire. ☐

15. The Conservation Security Program (CSP) provides cost-share assistance, incentive payments, and technical assistance to producers for adopting and/or maintaining targeted conservation practices on working lands. How should the CSP be addressed in the next Farm Bill? (Check one)

a. Continue the current policy of implementing the CSP on a watershed-by-watershed basis as funding allows. ☐
b. Increase funding to allow immediate nationwide implementation of the CSP. ☐
c. Eliminate the CSP as existing contracts in pilot watersheds expire. ☐

Section D - Trade Policy

Most U.S. agricultural commodities are substantially impacted by international trade and competition from imports or demand for exports. The United States participates in bilateral and regional trade agreements and in the multinational World Trade Organization (WTO). Because of the impact of international trade, your opinions are sought on these issues.

Please indicate how strongly you agree or disagree with the following statements. (1 = strongly disagree, 2 = disagree, 3 = neutral, 4 = agree, 5 = strongly agree, X = no opinion or don't know)

	SD				SA	DK
16. The United States should continue to pursue free trade agreements (WTO, CAFTA, etc.) to reduce and eliminate trade barriers.	1	2	3	4	5	X
17. Labor laws, environmental impacts, and food safety standards should be included as part of international trade negotiations.	1	2	3	4	5	X
18. To comply with the recent WTO ruling on cotton, the United States should eliminate export credits and industry payments such as Step 2 cotton payments.	1	2	3	4	5	X
19. The United States should emphasize domestic economic and social policy goals rather than trade policies.	1	2	3	4	5	X
20. The United States should withdraw from the WTO.	1	2	3	4	5	X
21. If the United States withdraws from the WTO, U.S. producers will face greater market access problems getting agricultural exports into other countries.	1	2	3	4	5	X
22. The United States should eliminate unilateral sanctions prohibiting food trade with certain other countries.	1	2	3	4	5	X

Section E - Food System and Regulatory Policy

There are many policies developed in the Farm Bill or in closely related legislation that affect the nation's food system and regulatory framework. Because of the impact of these food system policies on U.S. agriculture, your opinions are sought on the following issues.

Please indicate how strongly you agree or disagree with the following statements. (1 = strongly disagree, 2 = disagree, 3 = neutral, 4 = agree, 5 = strongly agree, X = no opinion or don't know)

	SD				SA	DK
23. The government should implement mandatory labeling rules to identify the country of origin on food products.	1	2	3	4	5	X
24. The government should develop voluntary labeling guidelines to better establish what the identification of the country of origin means for food products.	1	2	3	4	5	X
25. The government should increase efforts to improve traceability of food products from the consumer back to the producer.	1	2	3	4	5	X
26. The government should adopt mandatory animal identification rules to improve animal health and food safety monitoring efforts.	1	2	3	4	5	X
27. The government should adopt mandatory BSE testing of all cattle over 30 months of age	1	2	3	4	5	X
28. The government should establish guidelines for voluntary BSE testing of cattle by private industry.	1	2	3	4	5	X
29. Food products made with biotechnology should be labeled regardless of whether there is a scientifically-determined difference in the product.	1	2	3	4	5	X

Section F - Related Policy Issues

Many other policy issues affect agriculture and rural America. Because of the significance of these various policies, your opinions are sought on the following issues.

30. Federal Milk Marketing Orders should be terminated in the 2007 Farm Bill?

	Yes	No	No Opin./ Don't Know
	☐	☐	☐

31. Forward contracting of milk by dairy plants:

(Check one)

a. Should be permitted by all plants ☐
b. Should only be permitted by dairy cooperatives ☐
c. Should not be permitted by any dairy plant ☐

32. What should be the policy regarding public funding for research and extension activities in the land grant university system. (Check one)

a. Maintain current mix of formula funds and competitive grants for research and extension ☐
b. Increase formula funding for research and extension ☐
c. Shift research and extension funding to competitive funding programs ☐
d. Eliminate funding for research and extension programs ☐

33. If government funding is focused on open space and farmland preservation, what policy tools would be most preferred? Please indicate how important you feel it is to support the following alternatives. (1 = least important (LI), 2 = less important, 3 = neutral, 4 = important, 5 = most important (MI), X = don't know/no opinion (DK))

	LI				MI	DK
a. Increase federal funding for programs that purchase development rights and conservation easements.	1	2	3	4	5	X
b. Reduce federal funding and emphasize privately funded programs that purchase development rights and conservation easements	1	2	3	4	5	X
c. Provide federal supports and/or grants to local governments who allow developers to purchase development rights in certain areas in exchange for developing other areas (allow transfer of development rights)	1	2	3	4	5	X
d. Encourage voluntary donations of conservation easements and/or land donations to conservation areas/foundations	1	2	3	4	5	X
e. Support entrepreneurial programs designed to make farm and food production more competitive with non-farmland uses	1	2	3	4	5	X

34. If funding for risk management programs is increased, which approaches are most preferred? Please indicate how important you feel it is to support the following alternatives. (1 = least important (LI), 2 = less important, 3 = neutral, 4 = important, 5 = most important (MI), X = don't know/no opinion (DK))

	LI				MI	DK
a. Increased coverage levels and premium subsidies for crop production and revenue insurance products (APH, RA, IP, CRC, etc.)	1	2	3	4	5	X
b. Increased coverage, protection levels, and premium subsidies for livestock revenue insurance (LRP)	1	2	3	4	5	X
c. Increased coverage, protection levels, and premium subsidies for whole-farm or ranch income insurance (AGR, AGR-Lite)	1	2	3	4	5	X
d. Tax-deferred savings accounts for farmers, providing for withdrawals in low-income years or at retirement	1	2	3	4	5	X
e. Incentive payments to producers to encourage the use of various risk management tools, including hedging, insurance, savings accounts, and educational programs.	1	2	3	4	5	X

35. State and federal agencies are developing nutrient management standards (soil test levels, application rates, legume/manure credits, etc.) for agricultural producers. Please indicate how important you feel it is that these agencies rely on each of the following sources for developing these standards. (1 = least important, 2 = less important, 3 = neutral, 4 = important, 5 = most important, X = don't know/no opinion)

	LI				MI	DK
a. University faculty using agronomic data	1	2	3	4	5	X
b. University faculty using agronomic and environmental data	1	2	3	4	5	X
c. Agribusiness/co-op suppliers	1	2	3	4	5	X
d. Committees of farmers	1	2	3	4	5	X
e. Certified crop advisor (CCA) agronomists	1	2	3	4	5	X
f. County agriculture and land conservation committees	1	2	3	4	5	X
g. A committee including most or all of these	1	2	3	4	5	X

Section G - Personal Data

36. What is the your age? (Check one)

Under 25 ☐ | 25-34 ☐ | 35-44 ☐ | 45-54 ☐ | 55-64 ☐ | 65 and over ☐

37. What is your gender? (Check one) ..... Male ☐ Female ☐

38. Are you of Spanish, Hispanic, or Latino origin or background such as Mexican, Cuban, or Puerto Rican, regardless of race? (Check one) ..... Yes ☐ No ☐

39. What is your race or ethnicity? ..... (Check one)

a. White ..... ☐
b. Black or African American ..... ☐
c. American Indian or Alaska Native ..... ☐
d. Native Hawaiian or Other Pacific Islander ..... ☐
e. Asian ..... ☐

40. What is the approximate average annual market value of agricultural products sold from your farm or ranch in recent years, **not including government payments?** (Check one)

a. Under $10,000 ..... ☐
b. $10,000 - $49,999 ..... ☐
c. $50,000 - $99,999 ..... ☐
d. $100,000 - $249,999 ..... ☐
e. $250,000 - $499,999 ..... ☐
f. $500,000 - $999,999 ..... ☐
g. $1,000,000 and over ..... ☐

41. What percent of your total farm or ranch cash receipts in recent years came from the following sources?
(Insert whole percentages-numbers should add to 100%)

a. Food and feed grains ..... ☐
b. Soybeans and other oilseeds ..... ☐
c. Cotton ..... ☐
d. Dry beans, dry peas, lentils, and chickpeas ..... ☐
e. Peanuts ..... ☐
f. Sugar beets and sugar cane ..... ☐
g. Tobacco ..... ☐
h. Fruits, tree nuts, and berries ..... ☐
i. Vegetables, melons, and potatoes ..... ☐
j. Nursery, greenhouse, floriculture, and sod ..... ☐
k. Forages ..... ☐
l. All other crops ..... ☐
m. Aquaculture ..... ☐
n. Cattle and calves ..... ☐
o. Dairy cattle and dairy products ..... ☐
p. Hogs and pigs ..... ☐
q. Sheep, goats, and their products ..... ☐
r. Poultry and poultry products ..... ☐
s. All other livestock and livestock products ..... ☐

42. What percent of your total farm or ranch cash receipts in recent years came from sales of organic products? (Insert percentage as a whole number) ..... ☐

43. What percent of your family income is typically earned from farming or ranching? (Check one)

None ☐ | 1 - 25% ☐ | 26 - 50% ☐ | 51 - 75% ☐ | 76 - 100% ☐

44. What was the last year of school you completed? (Check one)

Grade School ☐ | Some High School ☐ | High School/ GED ☐ | Some College/ Tech School ☐ | College Bachelor's Degree ☐ | College Advanced Degree ☐

45. What federal farm programs did your operation participate in or receive benefits from in recent years? (Check all that apply)

a. Commodity programs (direct payments, price supports, commodity loans, LDPs, etc.) ..... ☐
b. Land retirement conservation programs (CRP, WRP) ..... ☐
c. Working land conservation programs (EQIP, CSP, etc.) ..... ☐
d. Wildlife habitat, agricultural land, and grassland preservation programs (WHIP, FRPP, GRP) ..... ☐
e. Risk management programs (crop and livestock insurance programs) ..... ☐
f. Agricultural credit programs ..... ☐
g. Disaster assistance programs ..... ☐
h. Trade adjustment assistance programs ..... ☐
i. Other federal farm programs ..... ☐

46. What percent of the land operated in your farm or ranch do you own? (Check one)

None ☐ | 1 - 25% ☐ | 26 - 50% ☐ | 51 - 75% ☐ | 76 - 100% ☐

47. When you are no longer operating your farm or ranch, what do you expect will happen to the operation? (Check one)

a. It will be operated by my spouse ..... ☐
b. It will be operated by my children ..... ☐
c. It will be operated by other relatives. ..... ☐
d. It will be operated by a non-relative who is currently involved in the operation. ..... ☐
e. It will be operated by individuals not involved in the current operation. ..... ☐
f. It will be converted to a non-farm use. ..... ☐

48. If farm size is defined by the value of agricultural products sold, what size level would you suggest defines a small farm? (Check one)

a. Under $10,000 ..... ☐
b. Under $50,000 ..... ☐
c. Under $100,000 ..... ☐
d. Under $250,000 ..... ☐
e. Under $500,000 ..... ☐
f. Under $1,000,000 ..... ☐
g. Small farms cannot be easily defined by sales ..... ☐

Thank you for your effort to complete this survey. Please return it in the enclosed envelope.