

RESULTS OF FARM OWNER/OPERATOR SURVEY		Responses	
Question	Total Surveys: 52		
1	How long have you been operating your farm?		
	Less than 1 year	1	2%
	1-4 years	0	0%
	5-9 years	4	8%
	10-20 years	10	19%
	20-30 years	14	27%
	More than 30 years	23	44%
	Total Respondents	52	100%
2a	Are you a full-time farmer?		
	Yes	16	31%
	No	34	65%
	No Answer	2	4%
	Total Respondents	52	100%
2b	Is your spouse a full-time farmer?		
	Yes	6	12%
	No	35	67%
	No Answer	11	21%
	Total Respondents	52	100%
3a	Do you have a job off the farm?		
	Yes, 1-10 hours/week	1	2%
	Yes, 11-20 hours/week	3	6%
	Yes, 21-40 hours/week	22	42%
	No, retired	18	35%
	No, only work on the farm	9	17%
	No Answer	25	48%
	Total Respondents	52	100%
3b	Does your spouse have a job off the farm?		
	Yes, 1-10 hours/week	1	2%
	Yes, 11-20 hours/week	1	2%
	Yes, 21-40 hours/week	23	44%
	No, retired	12	23%
	No, only work on the farm	7	13%
	No Answer	33	63%
	Total Respondents	52	100%

RESULTS OF FARM OWNER/OPERATOR SURVEY		Responses	
4	How many farm employees do you have?		
	Full time employees		
	Number		
	None	17	33%
	1 or 2	3	6%
	3 or 4	0	0%
	5 or 6	0	0%
	7 to 9	0	0%
	10 or more	0	0%
	No Answer	32	62%
	Total Respondents	52	100%
	Wages/Week		
	Up to \$100	0	0%
	\$100-\$499	2	67%
	\$500-\$999	0	0%
	\$1,000-\$1,499	0	0%
	\$1,500-\$1,999	0	0%
	\$2,000 & Up	0	0%
	No Answer	1	33%
	Total Respondents	3	100%
	Benefits		
	Yes	2	67%
	No	1	33%
	No Answer	0	0%
	Total Respondents	3	100%
	Part time employees		
	Number		
	None	14	27%
	1 or 2	1	2%
	3 or 4	2	4%
	5 or 6	0	0%
	7 to 9	0	0%
	10 or more	1	2%
	No Answer	34	65%
	Total Respondents	52	100%

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Wages/Week		
Up to \$100	0	0%
\$100-\$499	1	25%
\$500-\$999	0	0%
\$1,000-\$1,499	0	0%
\$1,500-\$1,999	1	25%
\$2,000 & Up	0	0%
No Answer	2	50%
Total Respondents	4	100%
Benefits		
Yes	0	0%
No	2	50%
No Answer	2	50%
Total Respondents	4	100%
Seasonal employees		
Number		
None	13	25%
1 or 2	1	2%
3 or 4	7	13%
5 or 6	2	4%
7 to 9	4	8%
10 or more	1	2%
No Answer	24	46%
Total Respondents	52	100%
Wages/Week		
Up to \$100	0	0%
\$100-\$499	10	67%
\$500-\$999	0	0%
\$1,000-\$1,499	1	7%
\$1,500-\$1,999	0	0%
\$2,000 & Up	0	0%
No Answer	4	27%
Total Respondents	15	100%

RESULTS OF FARM OWNER/OPERATOR SURVEY	Responses	
Benefits		
Yes	0	0%
No	11	73%
No Answer	4	27%
Total Respondents	15	100%
5 How many acres do you farm?		
Up to 100	25	48%
101-200	8	15%
201-500	12	23%
501-1,000	2	4%
1,001-2,000	3	6%
Over 2,000	0	0%
No Answer	2	4%
Total Respondents	52	100%
6a Of the acres you farm, how many do you own?		
Up to 100	24	46%
101-200	10	19%
201-500	13	25%
501-1,000	1	2%
1,001-2,000	0	0%
Over 2,000	0	0%
No Answer	4	8%
Total Respondents	52	100%
6b Of the acres you farm, how many do you lease?		
Up to 100	13	25%
101-200	3	6%
201-500	5	10%
501-1,000	2	4%
1,001-2,000	1	2%
Over 2,000	0	0%
No Answer	28	54%
Total Respondents	52	100%
7 Do you lease acreage to others?		
Yes	22	42%
No	30	58%
Total Respondents	52	100%

RESULTS OF FARM OWNER/OPERATOR SURVEY	Responses	
If so:		
How many acres leased?		
Cropland		
Up to 100	16	73%
101-200	3	14%
201-500	1	5%
501-1,000	0	0%
1,001-2,000	0	0%
Over 2,000	0	0%
No Answer	2	9%
Total Respondents	22	100%
Pasture land		
Up to 100	4	18%
101-200	0	0%
201-500	0	0%
501-1,000	0	0%
1,001-2,000	0	0%
Over 2,000	0	0%
No Answer	18	82%
Total Respondents	22	100%
Average price per acre leased?		
Cropland		
Up to \$25	0	0%
\$26-\$50	1	5%
\$51-\$75	5	23%
\$76-\$100	2	9%
\$100-\$150	0	0%
Over \$150	0	0%
No Answer	14	64%
Total Respondents	22	100%

RESULTS OF FARM OWNER/OPERATOR SURVEY	Responses	
Pasture land		
Up to \$25	0	0%
\$26-\$50	0	0%
\$51-\$75	0	0%
\$76-\$100	0	0%
\$100-\$150	0	0%
Over \$150	0	0%
No Answer	22	100%
Total Respondents	22	100%
Do you lease to more than one tenant?		
Yes	9	41%
No	12	55%
No Answer	1	5%
Total Respondents	22	100%
Are your tenants residents of Jefferson Co.?		
Yes (all)	16	73%
No (none)	2	9%
Some	3	14%
No Answer	1	5%
Total Respondents	22	100%
Reasons for leasing land		
Not enough time to farm it myself	1	5%
More profitable than farming myself	2	9%
I'm retired	2	9%
No Answer	17	77%
Total Respondents	22	100%
8 Please rank...components of your existing farm operations.		
Row crops (e.g., corn, soybeans)		
Acreage		
Up to 100	12	23%
101-200	2	4%
201-500	2	4%
501-1000	1	2%
Over 1,000	2	4%
No Answer	33	63%
Total Respondents	52	100%

RESULTS OF FARM OWNER/OPERATOR SURVEY	Responses	
Rank		
1 (produces most revenue)	11	21%
2	6	12%
3	5	10%
4	0	0%
5 (produces least revenue)	1	2%
No Answer	29	56%
Total Respondents	52	100%
Pasturage		
Acreage		
Up to 100	13	25%
101-200	2	4%
201-500	0	0%
501-1,000	0	0%
Over 1,000	0	0%
No Answer	37	71%
Total Respondents	52	100%
Rank		
1 (produces most revenue)	0	0%
2	3	6%
3	7	13%
4	2	4%
5 (produces least revenue)	1	2%
No Answer	39	75%
Total Respondents	52	100%
Woodland		
Acreage		
Up to 100	10	19%
101-200	2	4%
201-500	0	0%
501-1,000	0	0%
Over 1,000	0	0%
No Answer	40	77%
Total Respondents	52	100%

RESULTS OF FARM OWNER/OPERATOR SURVEY	Responses	
Rank		
1 (produces most revenue)	0	0%
2	3	6%
3	4	8%
4	1	2%
5 (produces least revenue)	2	4%
No Answer	42	81%
Total Respondents	52	100%
Specialty crops (e.g. pumpkins, orchards)		
Acreage		
Up to 100	7	13%
101-200	0	0%
201-500	0	0%
501-1,000	0	0%
Over 1,000	0	0%
No Answer	45	87%
Total Respondents	52	100%
Rank		
1 (produces most revenue)	2	4%
2	2	4%
3 (produces least revenue)	1	2%
No Answer	47	90%
Total Respondents	52	100%
Tobacco		
Acreage		
Up to 100	27	52%
101-200	0	0%
201-500	0	0%
501-1,000	0	0%
Over 1,000	0	0%
No Answer	25	48%
Total Respondents	52	100%

RESULTS OF FARM OWNER/OPERATOR SURVEY	Responses	
Rank		
1 (produces most revenue)	13	25%
2	8	15%
3	7	13%
4 (produces least revenue)	2	4%
No Answer	22	42%
Total Respondents	52	100%
Cattle		
Head		
Up to 50	16	31%
51-100	4	8%
101-200	0	0%
Over 200	0	0%
No Answer	32	62%
Total Respondents	52	100%
Rank		
1 (produces most revenue)	8	15%
2	11	21%
3	3	6%
4 (produces least revenue)	1	2%
No Answer	29	56%
Total Respondents	52	100%
Hogs		
Head		
Up to 50	0	0%
51-100	0	0%
101-200	0	0%
Over 200	1	2%
No Answer	51	98%
Total Respondents	52	100%
Rank		
1 (produces most revenue)	5	10%
2	6	12%
3	3	6%
4 (produces least revenue)	1	2%
No Answer	37	71%
Total Respondents	52	100%

RESULTS OF FARM OWNER/OPERATOR SURVEY	Responses	
9 Check the types of investments you made in your operations in the last year:		
Physical improvements	23	44%
Equipment	20	38%
Expanded acreage	5	10%
New/more products, services, inventory	2	4%
New/more marketing/promotional activities	3	6%
New/more employees	1	2%
Systems improvements (e.g. computers)	6	12%
None	12	23%
Total Respondents	52	~
10 Estimate the dollar value of investments in the last year:		
None	12	30%
Up to \$1,000	3	8%
\$1001-\$5,000	11	28%
\$5,001-\$10,000	5	13%
\$10,001-\$50,000	7	18%
\$50,001-\$100,000	1	3%
Over \$100,000	1	3%
Total Respondents	40	100%
11 Estimate money spent last year on:		
Supplies		
In Jefferson County		
Up to \$1,000	14	27%
\$1,001-\$5,000	20	38%
\$5,001-\$10,000	7	13%
\$10,001-\$50,000	1	2%
\$50,001-\$100,000	0	0%
Over \$100,000	0	0%
No Answer	10	19%
Total Respondents	52	100%

RESULTS OF FARM OWNER/OPERATOR SURVEY	Responses	
Outside Jefferson County		
Up to \$1,000	7	13%
\$1,001-\$5,000	14	27%
\$5,001-\$10,000	4	8%
\$10,001-\$50,000	4	8%
\$50,001-\$100,000	0	0%
Over \$100,000	1	2%
No Answer	22	42%
Total Respondents	52	100%
Equipment		
In Jefferson County		
Up to \$1,000	4	8%
\$1,001-\$5,000	7	13%
\$5,001-\$10,000	2	4%
\$10,001-\$50,000	2	4%
\$50,001-\$100,000	0	0%
Over \$100,000	0	0%
No Answer	37	71%
Total Respondents	52	100%
Outside Jefferson County		
Up to \$1,000	3	6%
\$1,001-\$5,000	6	12%
\$5,001-\$10,000	0	0%
\$10,001-\$50,000	3	6%
\$50,001-\$100,000	1	2%
Over \$100,000	0	0%
No Answer	39	75%
Total Respondents	52	100%
Livestock		
In Jefferson County		
Up to \$1,000	6	12%
\$1,001-\$5,000	5	10%
\$5,001-\$10,000	1	2%
\$10,001-\$50,000	1	2%
\$50,001-\$100,000	0	0%
Over \$100,000	0	0%
No Answer	39	75%
Total Respondents	52	100%

RESULTS OF FARM OWNER/OPERATOR SURVEY	Responses	
Outside Jefferson County		
Up to \$1,000	8	15%
\$1,001-\$5,000	1	2%
\$5,001-\$10,000	1	2%
\$10,001-\$50,000	1	2%
\$50,001-\$100,000	0	0%
Over \$100,000	0	0%
No Answer	41	79%
Total Respondents	52	100%
12 How have your sales changed during the past year?		
Significant Growth	0	0%
Modest Growth	8	15%
No Change	25	48%
Modest Decline	13	25%
Significant Decline	3	6%
N.A./New Business	1	2%
No Answer	2	4%
Total Respondents	52	100%
13a Do you plan to expand or reduce your operations in the next year?		
Plan to expand operations in present location	8	15%
Plan to reduce operations	6	12%
Plan to sell business	0	0%
Plan to relocate	0	0%
Do not plan to change	36	69%
No Answer	2	4%
Total Respondents	52	100%
13b If expanding, do you have enough acreage?		
Yes	4	8%
No	12	23%
No Answer	36	69%
Total Respondents	52	100%

RESULTS OF FARM OWNER/OPERATOR SURVEY	Responses	
14 List anticipated purchases for the coming year:		
Building, \$10,000, not available locally	2	4%
Feed, \$2,500, available locally	1	2%
Feed, \$32,000, not available locally	1	2%
Seed, \$900, available locally	1	2%
Seed, \$2,000, available locally	1	2%
Seed, \$3,500, available locally	1	2%
Hay, \$500, available locally	1	2%
Fertilizers & chemicals, \$1,500, not avail. locally	1	2%
Fertilizers & chemicals, \$1,600, available locally	1	2%
Fertilizers & chemicals, \$2,000, available locally	1	2%
Fertilizers & chemicals, \$5,200, not avail. locally	1	2%
Fertilizers & chemicals, \$8,000, available locally	1	2%
Fertilizers & chemicals, \$10,000, unspecified	1	2%
Fertilizers & chemicals, \$200,000, unspecified	1	2%
Equipment, \$2,000, available locally	1	2%
Equipment, \$3,500, available locally	1	2%
Equipment, \$5,000, not available locally	1	2%
Equipment, \$10,000, not available locally	1	2%
Equipment, \$15,000, not available locally	2	4%
Equipment, \$25,000, not available locally	1	2%
Fencing, \$500, available locally	1	2%
Fencing, \$2,000, available locally	1	2%
Fencing, \$4,000, available locally	1	2%
Fuel, \$1,000, available locally	1	2%
Tobacco supplies, \$4,000, available locally	1	2%
No Answer	25	48%
Total Respondents	52	100%
15 Estimate geographic distribution of annual sales:		
Jefferson County		
0-20%	6	12%
21-40%	2	4%
41-60%	4	8%
61-80%	2	4%
81-100%	25	48%
No Answer	13	25%
Total Respondents	52	100%

RESULTS OF FARM OWNER/OPERATOR SURVEY	Responses	
Surrounding Indiana counties		
0-20%	3	6%
21-40%	5	10%
41-60%	4	8%
61-80%	2	4%
81-100%	4	8%
No Answer	34	65%
Total Respondents	52	100%
Out of State		
0-20%	3	6%
21-40%	0	0%
41-60%	1	2%
61-80%	1	2%
81-100%	3	6%
No Answer	44	85%
Total Respondents	52	100%
16 Gross farm revenue for the last year:		
Less than \$5,000	14	27%
\$5000-\$20,000	16	31%
\$20,001-\$50,000	6	12%
\$50,001-\$100,000	5	10%
\$100,001-\$250,000	3	6%
\$250,001-\$500,000	2	4%
Over \$500,000	1	2%
No Answer	5	10%
Total Respondents	52	100%
17 Check assets you currently possess:		
Physical		
Feedlots	9	17%
Greenhouses	5	10%
Special equipment	4	8%
Hog facilities	4	8%
Kennels	1	2%
Other: Silos	1	2%
No Answer	28	54%
Total Respondents	52	100%

RESULTS OF FARM OWNER/OPERATOR SURVEY	Responses	
Experience or expertise		
Rotation grazing	15	29%
Confinement feeding	3	6%
GPS	3	6%
Other: Animal husbandry	1	2%
Other: Soil & animal science	1	2%
Other: Produce	1	2%
Other: Corn maze	1	2%
Organic farming	0	0%
No Answer	27	52%
Total Respondents	52	100%
18 Interested in technical assistance in:		
Marketing and promotions	6	12%
Production certificates	3	6%
Financing	2	4%
Business planning	2	4%
Incentives	1	2%
No Answer	38	73%
Total Respondents	52	100%
19 What types of businesses would you like to see in Jeff. Co. to support farm operations?		
Feed and seed store	18	35%
Farm equipment store	17	33%
Fertilizer and chemicals	16	31%
Food/grain processor	1	2%
Total Respondents	52	100%
20 How would you rate your overall confidence in the economic future or vitality of Jefferson County as a place to do business?		
High	2	4%
Moderate	23	44%
Low	22	42%
Don't Know	5	10%
Total Respondents	52	100%

RESULTS OF FARM OWNER/OPERATOR SURVEY		Responses	
21	What identity or image would you like to see Jefferson County develop for itself as a unique place to do business?		
	Small-town business center	2	4%
	River town	1	2%
	Inexpensive and affordable	1	2%
	Traditional, historic, small town	0	0%
	Historic county	0	0%
	Friendly, caring, good place to raise family	0	0%
	Safe, clean place to live	0	0%
	Town with everything to offer	0	0%
	Industrial center	0	0%
	Cultural/educational center	0	0%
	Recreation center	0	0%
	Tourist destination	0	0%
	Shopping destination	0	0%
	No Answer	48	92%
	Total Respondents	52	100%
22	Interested in more information about:		
	Cooperative marketing activities	15	29%
	Farmers Market	15	29%
	Cooperative purchasing activities	12	23%
	Value added processes	8	15%
	Farm tours	8	15%
	Horseback riding	1	2%
	Other: Farm show	1	2%
	Other: Corn mazes	1	2%
	Total Respondents	52	~
22	Interested in agri-business roundtable:		
	Yes	23	44%
	No	23	44%
	No Answer	6	12%
	Total Respondents	52	100%