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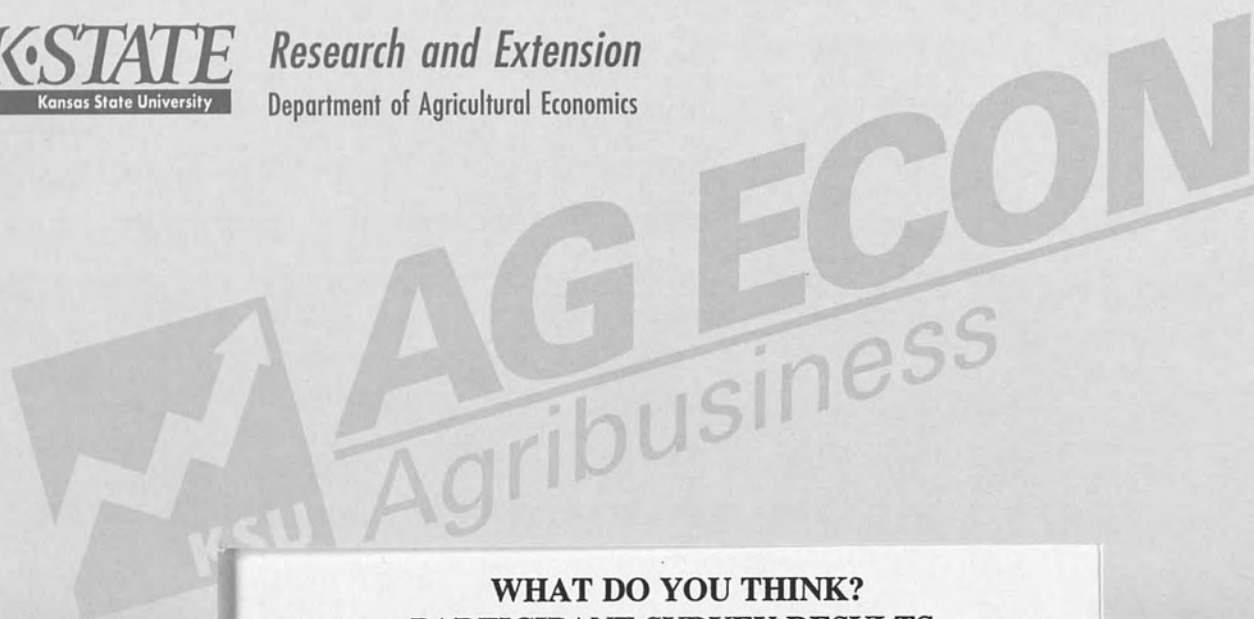
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Research and Extension
Department of Agricultural Economics



**WHAT DO YOU THINK?
PARTICIPANT SURVEY RESULTS:
2003 K-STATE RISK & PROFIT
CONFERENCE
by Molly Brant, Paul Clark
and Dustin Pendell**

November 2003
Staff Paper No. 04-05

Department of Agricultural Economics
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The authors gratefully acknowledge the helpful comments from Drs. Terry Kastens and Kevin Dhuyvetter on this manuscript and the questionnaire.

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What Do You Think?

Participant Survey Results:

2003 K-State Risk and Profit Conference

Molly Brant, Paul M. Clark, and Dustin L. Pendell*

November 2003

Department of Agricultural Economics Staff Paper

*Brant, Clark, and Pendell are Graduate Research Assistants, Department of Agricultural Economics, Kansas State University. Senior authorship not assigned. Authors gratefully acknowledge the helpful comments of Terry Kastens and Kevin Dhuyvetter on this manuscript and the questionnaire.

The Department of Agricultural Economics at Kansas State University hosted its annual Risk & Profit Conference, August 14 -15, 2003 at the Ramada Inn, in Manhattan, Kansas. The conference provides an opportunity for agricultural producers, educators, lenders, consultants, farm managers, and other agricultural stakeholders to interact with each other and the Agricultural Economics faculty from Kansas State University. The theme for the 2003 conference was "Are U.S. Farmers Losing, Winning or Holding onto Their Competitive Edge?" This was the 8th annual conference and was attended by 110 individuals. Participants were surveyed on their personal demographics, business operations, and perceptions of the current state of agriculture. This paper summarizes the results of the survey, a copy of which is included as Appendix A. The 23 different presentations participants could choose from are included as Appendix B.

Sixty-two surveys were returned for a return rate of 56.4 percent (62/110). Of the respondents, 58 were male and four were female. The average respondent was 45 years old with a college degree and 20.5 years of experience in their current profession. Forty-seven percent indicated farming or ranching was their primary occupation. Twenty-six percent were bankers and 16 percent were in extension. The other 11 percent were consultants, agribusiness, or some other occupation. On average, forty-two percent of a respondent's total household income came from farming or ranching while 58 percent was from non-farm employment or investments. These results are summarized in Table 1.

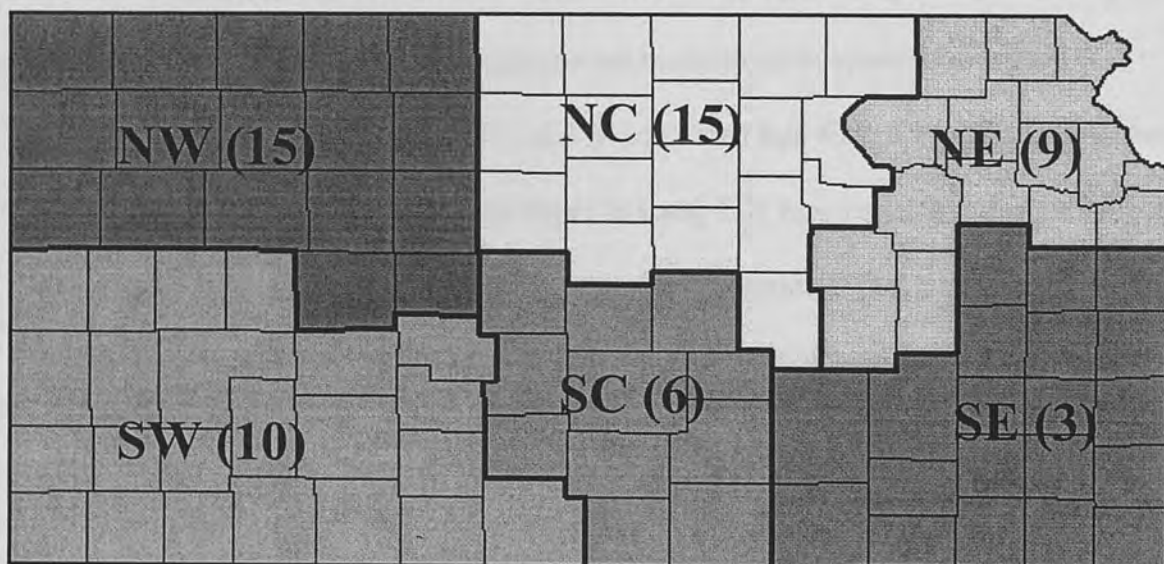
Table 1. Demographics

Average age	45 years
Average education	College degree
Average experience	20.6 years
Income from farm/ranch	42 %
Income from non-farm	58 %

Of the conference participants who returned surveys, 58 were from Kansas.

Oklahoma, Illinois, Missouri, and South Dakota were represented by one individual each.

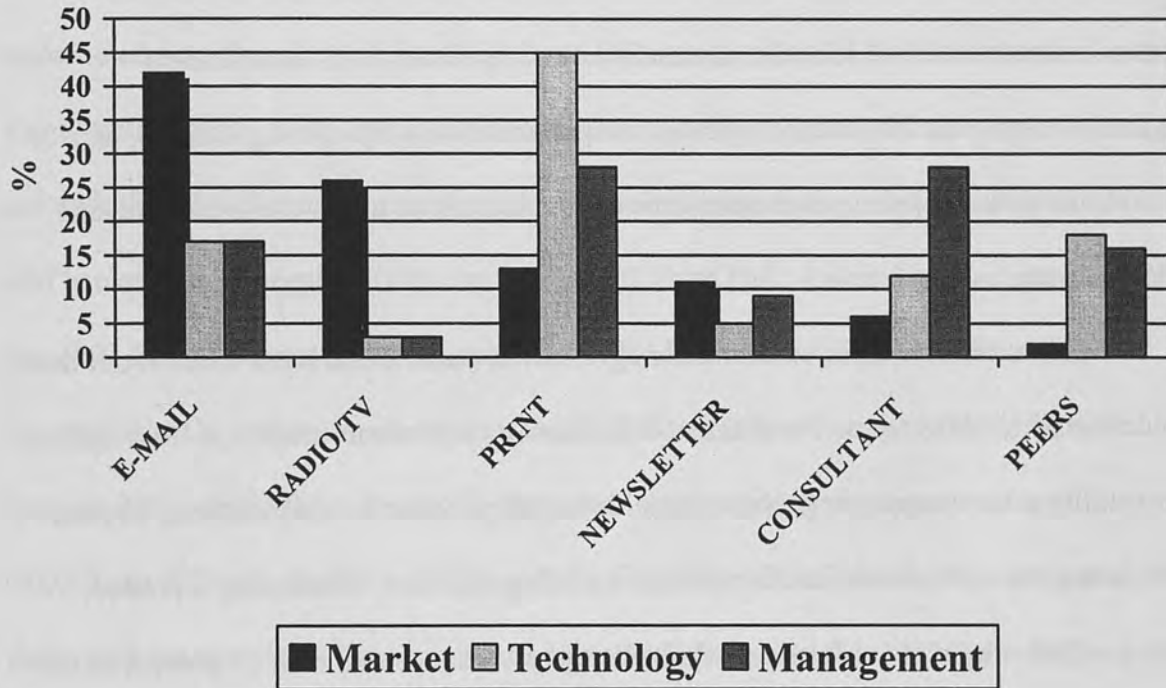
Using the Kansas Farm Management Association districts as a guide, Kansas participants represented various parts of the state as follows: NE – 9 participants (15.5%), NC – 15 participants (25.9%), NW – 15 participants (25.9%), SW – 10 participants (17.2%), SC – 6 participants (10.3%), and SE – 3 participants (5.2%). Figure 1 outlines the districts.

Figure 1. Kansas Farm Management Association Districts

The participants were asked for their primary source of market, technical, and management information. Choices were e-mail/internet, radio/TV, print media (newspapers, farm magazines, etc.), subscription newsletter, fee based consultant/advisor, or other producers/peers. Forty-two percent of respondents indicated that e-mail/internet was their primary source of market information while 26 percent relied on radio and TV.

Print media, subscription newsletters, fee based consultants, and other producers/peers followed at 13, 11, 6, and 2 percent, respectively. Figure 2 gives a graphical representation of the results.

Figure 2. Information Sources



For technical information, 45 percent of the respondents relied on the print media for information while 18 percent used other producers and 17 percent used e-mail/internet. The remainder were divided among fee based consultant/advisor (12 %), subscription newsletter (5 %), and radio/TV (3 %).

In the area of management, 28 percent of the respondents used the print media and 28 percent used fee based consultants/advisors. For management information, e-mail/internet and other producers/peers were favored by 17 and 16 percent, respectively. Subscription newsletter, at 9 percent, and radio/TV, at 3 percent, rounded out the category.

Participants were asked to rank their top five concerns about the future of agriculture. By far the greatest concern to this year's conference goers was the weather. This is not particularly surprising given that Kansas suffered significant drought conditions in 2002 and 2003. Cash flow/financial concerns, market prices, environmental concerns, and labor issues came in at numbers two through five, respectively. Other issues indicated to be of lesser importance were competition from international agriculture, government farm programs, competition from corporate agriculture, lack of family interested in taking over operation, competition from urban encroachment, and bioterrorism.

Given the interest in *value-added agriculture*, participants were asked about their understanding of the term. Forty-nine (45%) survey respondents identified 'Performing an activity prior to marketing that has traditionally been done by someone else beyond the farm gate' to be the definition of *value-added agriculture*. 'Producing a product using a particular method for a well defined market' was second, with 27 percent of the respondents choosing this definition, and third, at 20 percent, was 'Producing a new high-value crop or livestock.' When asked what their outlook for *value-added agriculture* in Kansas, ten percent of the respondents answered 'very positive,' 64 percent 'positive,' and 25 percent 'neutral.'

Respondents were queried about their perception of the current farm economy compared to the farm economy five years ago. Eighty-six percent of producers, 75 percent of bankers, and 89 percent of extension/educators believed the farm economy had deteriorated over the past five years. Seven percent of producers believed the economy improved, while an equal percentage had a perception of a stable economy. Twenty-five

percent of bankers and 11 percent of extension/educators professed a stable economy.

Producers, bankers, and extension/educators had similar perceptions of the economy.

With the perceived weakened position of the farm economy, recent discussion has focused on how the Federal Agricultural Improvement and Reform Act of 1996 (FAIR) compares with the 2002 Farm Bill and other related farm programs. Participants were questioned how they thought the 2002 Farm Bill compared to FAIR (better, worse, or the same) with regards to its impact on income and risk. That is, they felt they were worse off with the 2002 Farm Bill compared to the previous legislation. In general, producers and bankers had a negative response to the 2002 Farm Bill. Extension/educators thought the 2002 Farm Bill was about the same as FAIR, decreased income, and decreased income risk. Consultants were split on the 2002 Farm Bill comparisons to FAIR and income, but thought the income risk increased. Agribusiness responses indicated the 2002 Farm Bill was similar to FAIR, and the 2002 Farm Bill increased income and decreased income risk. The remaining respondents perceived the 2002 Farm Bill was similar to FAIR, and the 2002 Farm Bill decreased income and increased income risk. Table 2 summarizes participants perceptions of the 2002 Farm Bill.

Considering the previous indications of an impact of government policies and a weakened economy, participants were questioned as to what impact they expected the 2002 Farm Bill has had on land values. Producers, bankers, and extension/educators thought the land values remained the same.

The respondents were questioned on how they believe the cost of production compares with the government loan rate. Producers and bankers both thought that for corn, the cost of production was higher than the government loan rate. For milo,

producers thought the cost was higher while the bankers indicated costs and loan rates were about the same. Producer response for soybeans indicated a split response between higher costs versus loan rates and lower costs versus loan rates. Bankers response for soybeans indicated a split response between higher costs versus loan rates and identical costs and loan rates. Bankers indicated lower costs versus loan rates for wheat while producers suggested higher costs versus loan rates.

Table 2. Participant Perceptions of the 2002 Farm Bill, (%)

Perception	Producer	Banker	Extension	Consulting	Agribusiness	Other
2002 Farm Bill relative to FAIR						
Better	17	0	20	50	0	0
Worse	49	69	20	0	0	33
Same	34	31	60	50	100	67
Income under 2002 Farm Bill						
Increase	34	13	30	50	100	33
Decrease	66	87	70	50	0	67
Income Risk under 2002 Farm Bill						
Increase	54	79	44	100	0	67
Decrease	46	21	56	0	100	33

Following the question about perceived costs of production versus the government loan rate, respondents were asked if they thought the planted acreage for certain crops had changed due to the 2002 Farm Bill. Producers and bankers thought corn acreage was about the same. Producers thought milo and soybean acreage remained unchanged while hard red wheat, hard white wheat, and cotton acreage increased. Bankers alleged a decrease in milo acreage, but an increase in soybean and cotton acreage. Bankers responses of hard red wheat was split between an increased acreage and unchanged acreage and hard white wheat acreage was thought to remain constant.

Participants were asked whether they thought meat packers should have the right to own livestock and whether they thought country of origin labeling benefited producers. As a group, 18 percent thought meat packers should be allowed to own livestock, 49 percent thought they should not be allowed to own livestock, and 33 percent had no opinion or were uncertain. Producers (55%) indicated meat packers should not have that right while bankers (50%) and extension/educators (56%) were uncertain whether the right should be granted. As a group, 42 percent thought country of origin labeling benefits producers, 31 percent thought it did not benefit producers, and 27 percent had no opinion or were uncertain. Producers (48%) and bankers (38%) indicated that country of origin labeling benefited producers, but extension/educators (40%) were uncertain of the impact of country of origin labeling.

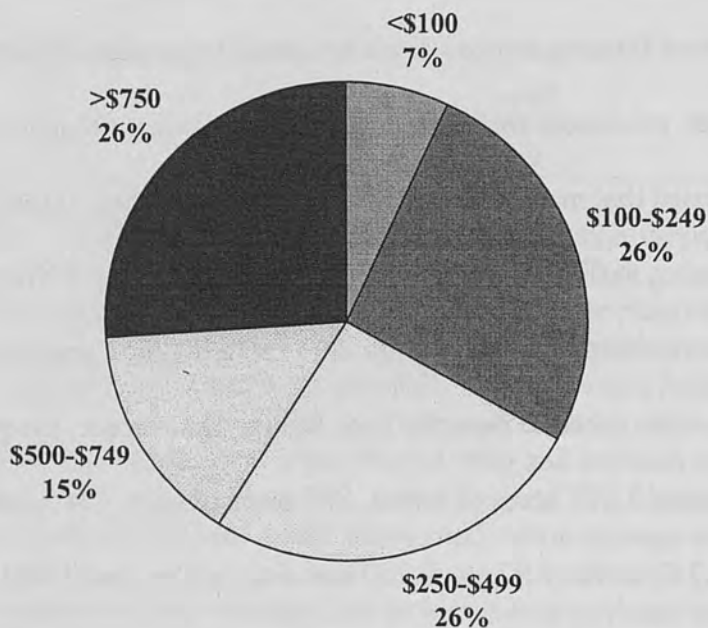
The participant survey also included a specific section of questions targeted toward agricultural producers. Only those participants with their primary source of income coming from farming or ranching were asked to provide responses to questions in this segment. First, producers were asked to rank management objectives. On average, respondents indicated that maximizing profitability was the most important objective, followed by obtaining sufficient income, maintaining the quality of lifestyle, practicing environmental stewardship, and passing the farm on to the next generation.

Producers were asked to describe their farms. On average, the participants indicated they planted 1,287 acres of wheat, 880 acres of corn, 356 acres of soybeans, 95 acres of alfalfa, 1,232 acres of fallow, 2,197 acres of pasture, and 1,002 acres of other crops. Regarding livestock, respondents indicated on average they had 220 head of cows and 1,698 head of stocker/feeder cattle. One individual indicated that he had 1,250 head

of fed cattle. Regarding how they expect the size of their operations to change over the next 10 years, 21 percent indicated that their crop acres would increase on average. Two individuals reported a planned decrease for their crop acres. Thirty-three percent reported that, on average, they expect their livestock numbers to increase, with one person reporting a planned decrease.

Producers were requested to report their annual gross farm income (3-5 year average). These responses are illustrated in Figure 3. Nearly 25 percent of the respondents indicated that they had an annual gross farm income between \$100,000 and \$250,000. Approximately 25 percent reported annual gross income between \$250,000 and \$500,000, and another 25 percent exceeded \$750,000. Additionally, 7 percent had gross farm income less than \$100,000, and 15 percent between \$500,000 and \$750,000.

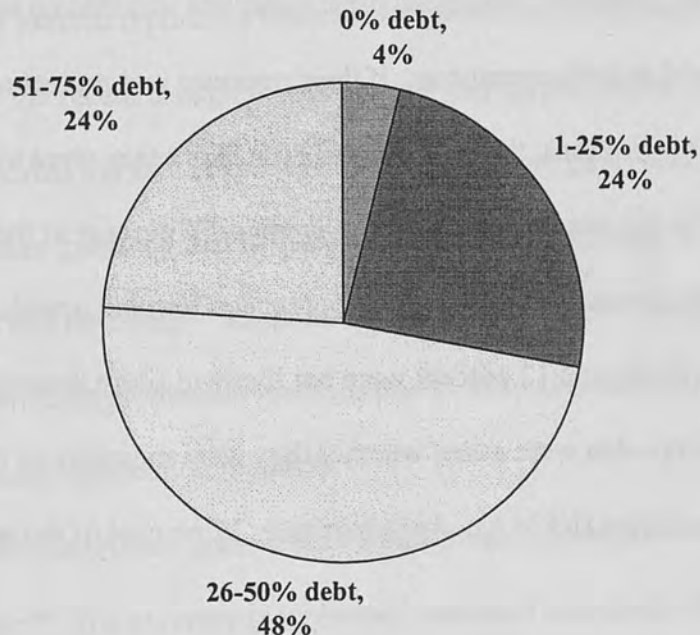
Figure 3. Annual Gross Income or Sales (thousands)



Producers were also asked to indicate what percent of their net farm income comes from government payments. On average, the respondents indicated that about 36 percent of their net farm income comes from government payments. However, responses spanned a broad range from zero to 100 percent.

The agricultural producers were asked to indicate their operations' debt-to-asset ratios for their farms. Figure 4 reveals that 4 percent of the respondents had no debt, whereas 24 percent indicated a debt-to-asset ratio between 1 and 25 percent, 48 percent had a debt-to-asset ratio between 26-50 percent, and 24 percent possessed a debt-to-asset ratio between 51 and 75 percent. None of the respondents indicated they had a debt-to-asset ratio over 75 percent.

Figure 4. Producers' Debt-to-Asset Ratio



Producers were asked to indicate what percentage of their cropland was planted to varieties with a biotechnology trait this year. Respondents indicated that 40 percent of corn planted in 2003 had a biotech trait compared to 53 percent for 2002 respondents and 68 percent for 2001. Individuals reported 66 percent of soybeans planted in 2003 had a biotech trait compared to 95 percent in 2002 and 81 percent in 2001.

Survey respondents were asked what precision agricultural technologies were currently being used in their operations. Guidance system, on average, was the most prevalent technology being used with 20 percent of producers using it. Fifteen percent reported that a yield monitor with Global Position System (GPS) was being used and 9 percent used a yield monitor without GPS. Producers indicated that site-specific soil sampling and variable rate fertilizer were currently being used in 11 percent of their operations. Nine percent of the respondents indicated they were using variable rate planting. The most common response to these questions was that no technologies were currently being used in their operations. If their response was no technologies currently being used in their operations, they were asked how likely they were to adopt precision farming practices in the next three years. On average, 72 percent of the respondents indicated they were somewhat likely to adopt precision farming practices, whereas 16 percent were very likely and 12 percent were not likely to adopt these technologies.

The producers also were asked whether they were members of the Kansas Farm Management Association (KFMA). Approximately 37 percent of the respondents were KFMA members.

Producers were asked to rank the nontraditional revenue sources which enhanced or were most likely to enhance their farm income. Off-farm employment/investments

was the category most frequently selected, followed by custom farm work, value-added ventures, hunting permits, cooperative/group marketing, and direct farm retailing.

Agricultural producers were asked to rank the top four factors they thought consumers considered when purchasing food products. Respondents indicated that, on average, 'convenience' was the most important factor, followed by 'price,' 'safety,' 'appearance,' 'value,' 'taste,' and 'nutrition.' 'Genetically modified' and 'brand/label' were considered to be the least important factors consumers consider when purchasing food products. However, there were zero responses for the factor 'organic' indicating none of the respondents felt this as issue for consumers.

The producers provided information on how the recent drought has affected their livestock numbers, capital purchases, crop mix, and crop production methods. Sixty-two percent of the producers who own livestock indicated they have kept livestock numbers constant while 38 percent reported a decrease and none indicated an increase. Sixty-eight percent indicated the recent drought has decreased capital purchases, whereas 29 percent and 3 percent reported the same capital purchases and more purchases, respectively. Producers responses indicated that 67 percent of them had a change in their crop mix, while 33 percent had no change. Respondents indicated that 57 percent of producers have changed their crop production methods due to the recent drought, whereas 43 percent had the same production methods.

Finally, all conference goers were asked: "If all economists were laid end to end what would occur?" The majority (51 percent) indicated economists would point in different directions, while 34 percent reported they would never reach a conclusion. Two respondents (4 percent) indicated that it would be a good thing, another 2 individuals

circled all four choices, and two people wrote in answers, while one respondent said economists would be more comfortable.

Results from the survey of participants at the 2003 Risk and Profit Conference indicate that attendees represented a variety of geographic areas and farming enterprises, but held similar views toward agriculture. Perceptions regarding the 2002 Farm Bill were less favorable than the previous farm bill (FAIR). However, responses and perceptions have remained fairly consistent during the last four years.

Appendix A: The Survey

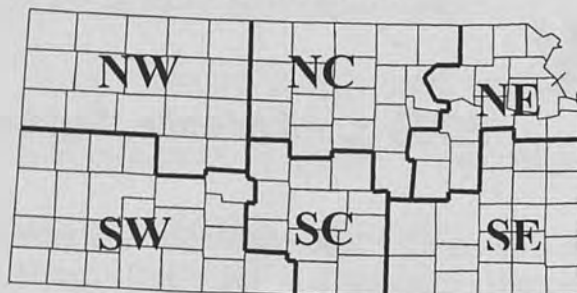


2003 Conference Survey

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

1. Age _____
2. Sex: Male _____ Female _____
3. Years of formal education _____
(12=high school graduate, 16=college graduate, etc.)
4. Years of experience in current profession (since the age of 18) _____
5. My primary occupation is: (please check only ONE)
 - A. _____ Farming/Ranching
 - B. _____ Banking/Lending
 - C. _____ Education/Extension
 - D. _____ Real Estate Broker/Appraiser
 - E. _____ Consulting
 - F. _____ Agribusiness (e.g., elevator manager, farm supplier, etc.)
 - G. _____ Other: _____
6. Please indicate the percentage of your total net household income (including spouse) that comes from farm and off-farm sources. (For example, if your net farm income is \$30,000 and you have \$20,000 in off-farm income, please indicate 60% in "Farming/Ranching" and 40% in "Non-Farm Employment").
 - A. _____ % Farming/Ranching
 - B. _____ % Non-Farm Employment/Investments

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



if not Kansas, which state?

8. Compared to previous legislation (FAIR), do you perceive the 2002 Farm Bill to be
(circle one)

A. Better B. Worse C. About the same

9. Compared to previous farm program legislation (FAIR), the 2002 Farm Bill
income to farming operations. (circle one)

A. Increased B. Decreased

10. Compared to previous farm program legislation (FAIR), the 2002 Farm Bill
income risk for farming enterprises. (circle one)

A. Increased B. Decreased

11. For each commodity, indicate how the cost of production compares with the
government loan rate. (circle one for each crop)

Corn (\$1.98/bu)	A. Higher	B. Lower	C. Same
Milo (\$1.98/bu)	A. Higher	B. Lower	C. Same
Soybeans (\$5.00/bu)	A. Higher	B. Lower	C. Same
Wheat (\$2.80/bu)	A. Higher	B. Lower	C. Same

12. Farm programs can impact the crops producers choose to grow. How did the 2002
Farm Bill impact planted acres in Kansas? (circle one for each crop)

Corn acres	A. Increase	B. Decrease	C. Stay the same
Milo acres	A. Increase	B. Decrease	C. Stay the same
Soybean acres	A. Increase	B. Decrease	C. Stay the same
Wheat acres (hard red)	A. Increase	B. Decrease	C. Stay the same
Wheat acres (hard white)	A. Increase	B. Decrease	C. Stay the same
Cotton acres	A. Increase	B. Decrease	C. Stay the same

13. Farm Programs can impact land values and rental rates. Compared to current land values/rental rates, by what **percentage** do you expect land values/rental rates to change as a result of the 2002 Farm Bill?
- A. Increase by _____% B. Decrease by _____% C. Stay the same
14. Please rank the **top three** (1-3) options that would most increase producers' profitability.
- A. _____ Adoption of biotechnology (e.g., genetically modified, herbicide resistance, etc.)
- B. _____ Implementing precision farming techniques (e.g., Global Positioning System, etc.)
- C. _____ Reduced tillage
- D. _____ Increased record keeping and financial planning
- E. _____ Improved marketing skills
- F. _____ More risk management (insurance, diversification, etc.)
- G. _____ More government assistance
- H. _____ More private and government funded agricultural research
15. Should meat packers be allowed to own livestock?
- A. Yes _____ B. No _____ C. Uncertain/No opinion _____
16. Would mandatory country of origin labeling (COOL) benefit US producers?
- A. Yes _____ B. No _____ C. Uncertain/No opinion _____
17. What is your primary source for information on agricultural markets? (**check one**)
- A. _____ E-mail/Internet
- B. _____ Radio/TV
- C. _____ Print media (newspapers, farm magazines, etc.)
- D. _____ Subscription newsletter
- E. _____ Fee based consultant/Advisor
- F. _____ Other producers/Peers
18. What is your primary source for information on technical/production issues? (**check one**)
- A. _____ E-mail/Internet
- B. _____ Radio/TV
- C. _____ Print media (newspapers, farm magazines, etc.)
- D. _____ Subscription newsletter
- E. _____ Fee based consultant/Advisor
- F. _____ Other producers/Peers

19. What is your primary source for information on farm management? **(check one)**

- A. ☐ E-mail/Internet
- B. ☐ Radio/TV
- C. ☐ Print media (newspapers, farm magazines, etc.)
- D. ☐ Subscription newsletter
- E. ☐ Fee based consultant/Advisor
- F. ☐ Other producers/peers

20. Rank the top five (1-5) concerns you have about the future of agriculture
(1 = most important):

- A. ☐ Weather (drought, blizzard, flood, hail, etc.)
- B. ☐ Government farm programs
- C. ☐ Environmental concerns
- D. ☐ Labor issues
- E. ☐ Market prices
- F. ☐ Cash flow, financial
- G. ☐ Inability to keep up with technology
- H. ☐ Lack of family interested in taking over operation
- I. ☐ Competition from corporate agriculture
- J. ☐ Competition from urban encroachment
- K. ☐ Competition from international agriculture
- L. ☐ Bioterrorism
- M. ☐ Other: _____

21. Is the farm economy better, worse, or the same as 5 years ago?

A. Better

B. Worse

C. Same

(Please list reasons why)

- 1. _____
- 2. _____

22. What is your understanding of value-added agriculture?

(Check all that apply)

- A. ☐ Producing a new high-value crop or livestock
- B. ☐ Performing an activity prior to marketing that has traditionally been done by someone else beyond the farm gate
- C. ☐ Producing a product using a particular method for a well defined market
- D. ☐ Buying a processing facility
- E. ☐ None of the above

23. What is your outlook for value-added agriculture in Kansas?

- A. ____ Very positive (will significantly increase farmers' net income)
- B. ____ Positive (will marginally increase farmers' net income)
- C. ____ Neutral (will have no effect on farmers' net income)
- D. ____ Negative (will marginally decrease farmers' net income)
- E. ____ Very negative (will significantly decrease farmers' net income)

If your primary source of income is *farming or ranching*, please answer the remaining questions. **Otherwise**, please **answer question number 36 only** and return completed survey to marked boxes.

24. Rank the following management objectives in order of importance to your operation.

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

25. Please describe your farm:

____ acres of wheat	____ head of cows
____ acres of corn	____ head of stocker/feeder cattle
____ acres of soybeans	____ head fed cattle
____ acres of alfalfa	____ head of sows
____ acres of idled/fallowed crop land	____ head of finishing pigs
____ acres of pasture/range	____ head of sheep
____ acres of other	

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

- | | | | |
|----------------------|--------------------|-----------|--------------------|
| A. Crop acres | Increase by ____ % | OR | Decrease by ____ % |
| B. Livestock numbers | Increase by ____ % | OR | Decrease by ____ % |

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

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

28. Your farm operation debt-to-asset ratio $[(\text{total debt} / \text{total assets}) \times 100]$ is:

A. ____ 0 (no debt)

D. ____ 51 – 75%

B. ____ 1 – 25%

E. ____ over 75%

C. ____ 26 – 50%

29. For each commodity, indicate what percent was planted to varieties with biotechnology feature this year (e.g., Roundup Ready, Clearfield, BT corn, etc.):

Corn ____%

Soybeans ____%

Wheat ____%

Sorghum ____%

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

A. ____ Yield monitor without Global Positioning System (GPS)

B. ____ Yield monitor with Global Positioning System (GPS)

C. ____ Guidance system (e.g. Lightbar, etc.)

D. ____ Site specific soil sampling (e.g. grid, zone sampling, etc.)

E. ____ Variable rate fertilizer

F. ____ Variable rate planting

G. ____ None

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

Very Likely ____

Somewhat Likely ____

Not Likely ____

31. Are you currently a member of the Kansas Farm Management Association?

Yes ____

No ____

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

A. ____ Cooperative/Group marketing

B. ____ Value-added ventures

C. ____ Marketable hunting permits

D. ____ Off-farm employment/Investments

E. ____ Custom farm work

F. ____ Direct farm retailing

33. Rank the top **four** factors you think consumers consider when purchasing food products. (1 = most important)

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

34. What percent of your **net** farm income comes from government payments?
_____%

35. Has the recent drought affected your:

- | | | | |
|-----------------------------|-------------|----------------|-----------|
| A. Livestock numbers? | ____ more | ____ less | ____ same |
| B. Capital purchases? | ____ more | ____ less | ____ same |
| C. Crop mix? | ____ change | ____ no change | |
| D. Crop production methods? | ____ change | ____ no change | |

36. If all economists were laid end to end:

- A. It would be a good thing
- B. They would be more comfortable
- C. They would never reach a conclusion
- D. They would point in different directions

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

Appendix B: Presentations

1. "Enhancing Competitiveness with Value-Adding Business Initiatives: Don't Overlook the Economics" Vincent Amanor-Boadu
2. "Thinking About Bonds and Interest Rates" Joe Arata
3. "Livestock Insurance" Art Barnaby
4. "Process Verification: What is it and does it make a producer more competitive?" Michael Boland & Lori Thielen
5. "Alfalfa Hay Quality: How Does It Effect Price?" Jared Hopper
6. "Commodity Promotion Programs: Who's Still Standing and For How Long?" John Crespi
7. "Challenges of Dynamic Retail Markets in Kansas" David L. Darling
8. "Machinery Costs: Owning vs. Custom Hire" Kevin Dhuyvetter
9. "Rainfall and Farm Income" Troy Dumler
10. "Merger Mania in the Farm Machinery Industry" Allen Featherstone
11. "Building a Business Plan for Your Farm" Rodney Jones
12. "Farming in the Nearby Future: Must I Grow My Farm?" Terry Kastens
13. "Measuring Business Excellence" Michael Langemeier
14. "When the Well Runs Dry: Value of Irrigation to the Kansas Economy" John Leatherman
15. "Hot Issues and COOL Rules" Brad Lubben
16. "Who Profits from Transferable Deer Permits?" Tom Marsh & Justin Taylor
17. "Livestock Outlook" Jim Mintert
18. "Support Ag Development in Africa? If So, Why and How?" David Norman
19. "Beef Cattle in Japan" Hikaru Hanawa Peterson
20. "Will the Water Last? Groundwater Use Trends and Forecasts in Western Kansas" Jeff Peterson

- | | |
|---|-----------------|
| 21. "Land Values and Cash Rents by County." | Mykel Taylor |
| 22. "Grain Outlook" | William Tierney |
| 23. "Should I Farm in Brazil?" | Philip Warnken |

