

FARM TYPE – major source of gross income, which should account for more than 50% of total gross farm receipts

¹O Cash Crops	<input type="checkbox"/> Grain & Oilseeds <input type="checkbox"/> Small Seeds (grass seeds, clover seeds, timothy seeds, alfalfa seeds) <input type="checkbox"/> Potatoes <input type="checkbox"/> Other Vegetables (exclude greenhouse crops) <input type="checkbox"/> Fruits (all fruits including tree fruits and grapes) <input type="checkbox"/> Tobacco <input type="checkbox"/> Miscellaneous Crops (mushrooms, spice crops, bulbs, hay, alfalfa for hay, ginseng, sugar beets) <input type="checkbox"/> Greenhouses and nurseries (include sod)
²O Dairy	
⁴O Beef	<input type="checkbox"/> Feeder (e.g. feedlots) <input type="checkbox"/> Cow-calf <input type="checkbox"/> Cow-yearling <input type="checkbox"/> Raise & finish <input type="checkbox"/> Replacement heifers & bulls <input type="checkbox"/> Custom - Feedlot <input type="checkbox"/> Contract - Feeders <input type="checkbox"/> Contract - Feedlot <input type="checkbox"/> Other
⁵O Hogs	<input type="checkbox"/> Feeder finishing <input type="checkbox"/> Farrowing operation <input type="checkbox"/> Farrow to finish <input type="checkbox"/> Contract - Hogs <input type="checkbox"/> Other
⁶O Poultry	<input type="checkbox"/> Layers (poultry are kept for egg production) <input type="checkbox"/> Roasters (birds raised up to 5 pounds then sold for meat) <input type="checkbox"/> Broilers (birds raised up to 3.5 pounds then sold for meat) <input type="checkbox"/> Hatchings (INCLUDE eggs for hatching) <input type="checkbox"/> Turkeys - all types <input type="checkbox"/> Started pullets <input type="checkbox"/> Contract - Poultry <input type="checkbox"/> Other poultry (EXCLUDE ostriches and emus)
⁷O Sheep	
⁸O Mixed Enterprise	<input type="checkbox"/> Mixed livestock <input type="checkbox"/> Other mixed operations
⁹O Special Enterprises	<input type="checkbox"/> Bee-keeping <input type="checkbox"/> Fur animals <input type="checkbox"/> P.M.U. <input type="checkbox"/> Horses <input type="checkbox"/> Maple Syrup <input type="checkbox"/> Aquaculture <input type="checkbox"/> Custom/contract work <input type="checkbox"/> Others (e.g. ostriches, emus, pheasants, llamas, Christmas trees, vineyards, goat milk) – please specify

SECTION K. FARM MANAGEMENT PRACTICES

Farmers may make decisions to improve the viability of their farm operation through change and innovation. The purpose of this section is to obtain your views as a farm operator on food safety and quality, accounting practices, quality of life and training.

While these questions are voluntary, your answers are important because they represent other farm operations and will assist Agriculture and Agri-Food Canada in analysing the future requirements of the industry.

Food safety procedures or practices, with record-keeping, are those that assure that food will not cause harm to the consumer.

Using a 5-point scale where 1 means you 'strongly disagree' and 5 means you 'strongly agree', please choose a number that represents how much you disagree or agree with the following statement. There are no right or wrong answers.

1) The responsibility for food safety begins with the farm operator.

- 1 Strongly disagree
- 2 Disagree
- 3 Neither disagree nor agree
- 4 Agree
- 5 Strongly agree

2) Does your farm operation currently have in place step by step procedures that enhance the safety of the products that leave your farm? This includes written records of the procedure and when it was performed.

- 1 Yes, it is required - please specify what those procedures are below
 - 2 Yes, for other reasons - please specify what those procedures are below
 - 3 No
 - 4 It is not necessary on my farm
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**3) Which of the following record keeping systems do you use for your farm operation?
Mark all that apply.**

- ¹ File the receipts
 - ² Hand written accounting records
 - ³ Prepare your own tax returns
 - ⁴ Accounting software on a home computer
 - ⁵ Accounting by a third party (accounting firm)
 - ⁷ Other - *please specify*
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4) Which of the following accounting methods does your farm operation use for record keeping?

- ¹ Cash accounting
- ² Accrual accounting
- ³ A combination of cash and accrual accounting

5) During the last year, did your farm operation prepare a written annual budget to estimate revenue and expenses?

- ¹ YES
- ³ NO

6) Does your farm operation use a computer for farm business purposes?

- ¹ YES à *Go to question 7)*
- ³ NO à *Go to question 8)*

**7) Does your farm operation use a computer for the following farm business purposes:
*Mark all that apply.***

- ¹ Keep financial records
 - ² Financial planning
 - ³ Keep production records (e.g.: yields, milk production/cow, piglets/sow, etc.)
 - ⁴ Cost of production analysis
 - ⁵ Access marketing information (grain and livestock futures, etc.)
 - ⁶ Purchase inputs via the Internet/Website
 - ⁷ Market your products via the Internet/Website
 - ⁹⁷ Other - *please specify*
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8) Most farm operators sell their products through traditional markets such as bulk commodities auction markets, CWB (Canadian Wheat Board), or direct to processor. In the past year, did your farm operation generate additional revenue by other methods such as:

Mark all that apply.

- ¹ Selling directly to the consumer through farmers market/road side stand/U-pick
- ² Selling directly to a retail store or restaurant
- ³ Processing products either on the farm or in an external plant which you own
- ⁴ Investing in a company or cooperative to process your agricultural produce
- ⁵ Directly exporting products to other countries from your farm operation
- OR
- ⁶ None of those methods were used

9) In the past year, what was the gross revenue earned from these other methods?

- ¹ Less than \$5,000
- ² \$5,000 to less than \$25,000
- ³ \$25,000 to less than \$50,000
- ⁴ \$50,000 or more

10) When it comes to the introduction of new products and techniques, your farm operation:

- ¹ is among the first to try something new
- ² waits until at least a few others have tried it first
- ³ waits until it has been well tested
- ⁴ is among the last to try something new

11) How would you rate the standard of living of your household compared to people living in nearby urban centres?

- ¹ Excellent
- ² Very good
- ³ Good
- ⁴ Poor
- ⁵ Very poor

12) During the last two years, have you or members of your farm operation taken any training to improve your/their skills?

Include: courses, workshops, conferences and field days.

- ¹ YES à Go to question 13)
- ³ NO à Go to question 15)

13) During the last two years, have you or members of your farm operation improved your/their skills through:

Mark all that apply.

- ¹ Workshops
 - ² Conferences
 - ³ Field days
 - ⁴ Home study, correspondence courses, or extension courses
 - ⁵ On-line courses on the Internet
 - ⁶ College or CEGEP courses or university courses in a classroom setting
 - ⁷ Other - *please specify*
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14) In which of the following topics did you or members of your farm operation improve your/their skills?

Mark all that apply.

- ¹ Financial management
 - ² Marketing
 - ³ Agricultural production
 - ⁴ Food safety
 - ⁵ Farm environmental management
 - ⁶ Non-farm related topics
 - ⁷ Other - *please specify*
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15) Do you or members of your farm operation face any challenges to improving your/their skills?

- ¹ YES à *Go to question 16)*
- ³ NO à *Go to Section L*

16) For you or the members of your farm operation, what are the major challenges to improving your/their skills?

Mark all that apply.

- 1- Lack of interest (e.g. nearing retirement),
 - 2- Not comfortable in a formal classroom,
 - 3- Lack of suitable courses,
 - 4- Inconvenient hours (scheduling of courses),
 - 5- Too expensive,
 - 6- Too far to travel,
 - 7- No one to take care of the farm,
 - 8- Lack of time / workload / too busy,
 - 97- Other (please specify),
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