

WV Beginning Farmer Education Program Survey

1. Think about the knowledge and skills required to run your farm. What are the 3 most crucial skills or pieces of knowledge you would like to acquire to run your farm?

2. To what extent do you think the educational needs of beginning farmers are different from those of male farmers?

☐ Same as men farmers ☐ Somewhat different ☐ Very different

3. How comfortable are you in attending educational events designed for beginning farmers (i.e., farmers teaching farmers, hands-on workshops, peer teaching, time for networking)?

☐ Somewhat more comfortable ☐ Much more comfortable ☐ Doesn't matter to me

4. On a scale of 1-5, with 1 being not important and 5 being very important, how important is it to market agriculture programs specifically to beginning farmers/operators?

☐ 1 ☐ 2 ☐ 3 ☐ 4 ☐ 5

5. Please indicate your main farm product(s) (check all that apply)?

- | | | |
|--|--|---------------------------------|
| <input type="checkbox"/> Beef Cattle | <input type="checkbox"/> Fruit and Vegetable | <input type="checkbox"/> Horses |
| <input type="checkbox"/> Poultry | <input type="checkbox"/> Small Ruminants | |
| <input type="checkbox"/> Honeybees | <input type="checkbox"/> Crops (i.e., soybeans, corn, wheat) | |
| <input type="checkbox"/> Other, please specify | | |

6. Do you currently produce any farm commodity under contract, such as pigs or poultry?

☐ Yes ☐ No

7. Approximately how many years have you been farming?

Year(s)

8. Rank the following categories of risk in order from greatest risk (1) to least risk (5) for your operation.

	<input type="text"/>	Production Risk
	<input type="text"/>	Financial Risk
	<input type="text"/>	Marketing or Price Risk
	<input type="text"/>	Legal Risk
	<input type="text"/>	Human Resource Risk

9. Production & Financial Risk Management

Below are practices that other farmers consider important for running their farms. On the left please check the phrase that best represents your current skill in each area. On the right, please check whether or not you currently use this practice or knowledge in running your farm operation.

	Current Skill/ Knowledge Level	Use
Choosing a farm operation that matches my personal goals	<input type="text"/>	<input type="text"/>
Identifying the risks that face my business	<input type="text"/>	<input type="text"/>
Using appropriate crop or livestock species to reduce risk	<input type="text"/>	<input type="text"/>
Keeping and using appropriate farm records	<input type="text"/>	<input type="text"/>
Knowing my cost of production for each enterprise	<input type="text"/>	<input type="text"/>
Knowing my break-even point for each enterprise	<input type="text"/>	<input type="text"/>
Using some form of crop/livestock insurance	<input type="text"/>	<input type="text"/>
Other Production & Financial Risk Management-please specify below	<input type="text"/>	<input type="text"/>

Other:

10. Financial Risk Management

Below are practices that other farmers consider important for running their farms. On the left please check the phrase that best represents your current skill in each area. On the right, please check whether or not you currently use this practice or knowledge in running your farm operation.

	Current Skill/ Knowledge Level	Use
Using farm records to prepare an annual Balance Sheet	<input type="text"/>	<input type="text"/>
Using farm records to prepare an annual Income Statement	<input type="text"/>	<input type="text"/>
Using farm records to prepare Income Tax forms	<input type="text"/>	<input type="text"/>
Using farm records to prepare an annual Cash Flow Statement	<input type="text"/>	<input type="text"/>
Using your Financial Ratio to manage farm debt levels and improve farm performance	<input type="text"/>	<input type="text"/>
Understanding and using my farm numbers to make farm decisions	<input type="text"/>	<input type="text"/>
Knowing how much my farm contributes to my annual family living expenses	<input type="text"/>	<input type="text"/>
Using computers in record keeping and decision making	<input type="text"/>	<input type="text"/>
Other Financial Risk Management -please specify below	<input type="text"/>	<input type="text"/>

Other:

11. Marketing or Price Risk Management

Below are practices that other farmers consider important for running their farms. On the left please check the phrase that best represents your current skill in each area. On the right, please check whether or not you currently use this practice or knowledge in running your farm operation.

	Current Skill/ Knowledge Level	Use
Understanding the importance of a business plan to my farm's success	<input type="text"/>	<input type="text"/>
Preparing and using a business plan	<input type="text"/>	<input type="text"/>
Improving my business plan as my business changes	<input type="text"/>	<input type="text"/>
Analyzing my marketing options (places where I sell products)	<input type="text"/>	<input type="text"/>
Understand how to price products (based on my cost of production)	<input type="text"/>	<input type="text"/>
Working with other producers to sell or distribute products	<input type="text"/>	<input type="text"/>
Other Marketing or Price Risk Management- please specify below	<input type="text"/>	<input type="text"/>

Other:

12. Legal Risk Management

Below are practices that other farmers consider important for running their farms. On the left please check the phrase that best represents your current skill in each area. On the right, please check whether or not you currently use this practice or knowledge in running your farm operation.

	Current Skill/ Knowledge Level	Use
Identifying farm/food safety planning and insurance needs	<input type="text"/>	<input type="text"/>
Reviewing my farm insurance needs	<input type="text"/>	<input type="text"/>
Preparing and using a farm or food safety plan	<input type="text"/>	<input type="text"/>
Organizing my business to reduce my liability risk (partnership, S-corp, sole proprietor, etc.)	<input type="text"/>	<input type="text"/>
Complying with regulations such as workers protection, pesticide use records, vehicle registration, safety inspections, etc.	<input type="text"/>	<input type="text"/>
Contacting Local Gov't Agencies for assistance (NRCS, FSA, Dept of Ag, WV Small Bus. Dev. Center)	<input type="text"/>	<input type="text"/>
Keeping up with legislation that affects my business	<input type="text"/>	<input type="text"/>
Other Legal Risk Management-please specify below	<input type="text"/>	<input type="text"/>

Other:

13. Human Resources Risk Management

Below are practices that other farmers consider important for running their farms. On the left please check the phrase that best represents your current skill in each area. On the right, please check whether or not you currently use this practice or knowledge in running your farm operation.

	Current Skill/ Knowledge Level	Use
Communicating with my spouse and children about farm issues	<input type="text"/>	<input type="text"/>
Managing labor effectively/ tracking labor hours	<input type="text"/>	<input type="text"/>
Planning for retirement and passing on the farm to the next generation	<input type="text"/>	<input type="text"/>
Networking and partnering with others to produce or sell products	<input type="text"/>	<input type="text"/>
Planning for insurance protection for life, health, disability, etc.	<input type="text"/>	<input type="text"/>
Using social media or other new promotion strategies	<input type="text"/>	<input type="text"/>
Other Human Resources Risk Management-please specify below	<input type="text"/>	<input type="text"/>

Other:

14. Please provide numbers to the following questions.

Acres owned	<input type="text"/>
Acres cash leased	<input type="text"/>
Acres crop share leased	<input type="text"/>
Acres custom farm	<input type="text"/>
Other (please specify)	<input type="text"/>

15. Which marketing strategies have you used in the last 2 years? (Check all that apply).

☐ Direct (farmers' market, farm stand)

☐ Retail (restaurants, grocers)

☐ Subscription (pre-order)

☐ CSA (farm share)

☐ Livestock Auction Markets

☐ Wholesale (cooperatives, processors, wholesales)

☐ Other (please specify)

16. How do you identify yourself? (Check all that apply).

☐ Sole operator

☐ Business manager

☐ Agricultural helper

☐ Farm partner (business or domestic)

☐ One of main operators

☐ Not directly involved in the operation

☐ Other (please specify)

17. How is your business organized? (Check one).

☐ Sole operator

☐ Partnership

☐ Limited Liability Corp

☐ S-corp or Corp

☐ Other (please specify)

18. Circle the appropriate category that represents your annual gross farm income.

☐ Under \$20,000

☐ \$20,000 to \$50,000

☐ \$51,000 to \$100,000

☐ \$101,000 to \$200,000

☐ Over \$200,000

19. What percent of your gross income comes from your farming operation?

☐ Under 20%

☐ 20-40%

☐ 41-60%

☐ 61-80%

☐ 81-100%

20. What is the zip code of your home address?

21. Please indicate your age group: (check one).

☐ Up to 24

☐ 25-34

☐ 35-44

☐ 45-54

☐ 55-64

☐ 65-74

☐ 75 or more

22. Please indicate your marital status. (Check one.)

☐ Single ☐ Married ☐ Divorced ☐ Widowed

23. How many children live at home with you?

24. Please respond to the following:

I hope this course

25. I hope this course does not

26. The things I am MOST looking forward to in this course is