

Match Made in Heaven: Livestock + Crops

Case Study data collection template*

*to be used in conjunction with farms data collected in the full MMIH survey

1. Farm Demographics

1a	Name(s) of farmer(s)	
1b	Business address of farm	
1c	Contact info (emails or phone #s)	
1d	How many years of farming?	
1e	Total size of your farm	
1f	Number of working acres	
1g	Describe your acres that aren't working acres. Are they unused, in conservation programs, wetlands,	
1h	# of family members working on the farm	
1i	# of family member FTEs (approx)	
1j	# of non-family members working on the farm	
1k	# of non-family member FTEs (approx)	
1l	Any major financial change in the operation in 2022?	
1m	Any federal conservation programs used?	
1n	Any state or local conservation programs?	
1o	Any privately-funded conservation programs?	
1p	Is grazing part of your operation?	
1q	If yes, how many years grazing?	

2. What are your enterprises?

	Livestock	# of head	Crops	# of acres
2a	cow-calf		corn	
2b	feeders		soybeans	
2c	finishing		hay	
2d	dairy		other harvested forages (haylage, baleage, silage)	
2e	dairy heifers		pasture	
2f	small ruminants		cover crops	
2g	other (list):		small grain	
			other (list):	

3. Profit Centers

3a	Primary:	Supporting Enterprises (list):	Is this enterprise worth the hassle? Why? <i>* Gain other benefits from having this 'enterprise' in your system?</i> <i>* Reasons for having this enterprise in your system other than economic?</i> <i>* Economic reasons that aren't captured by a standard budget/spreadsheet?</i>
3b	Secondary:	Supporting Enterprises for Secondary (list):	Is this enterprise worth the hassle? Why?

4. Tillage & soil fertility practices

		Do you spread the manure with equipment or do cattle deposit the manure themselves?	Approx. value of purchased fertilizer replaced?	Approx acreage receiving manure each year
4a	Manure used as fertilizer for row crops:			
4b	Manure as fertilizer for hay or pasture:			
4c	Describe your tillage practices:			

5. Grazing management

Describe your grazing management

5a	Are all livestock grazed, or just some? How many are grazed?	
5b	Number of days livestock are grazing pasture, per year	
5c	Rest days between grazing events	
5d	# days on a single paddock	
5e	fertility management for grazed paddocks	
5f	stocking rate (lbs livestock/acre)	

6. Grazing, Forage, and Crop Production to support livestock on your farm

Production to support livestock on your farm	Unit/size
6a # of hay bales produced/year	
6b amount of haylage or baleage	
6c amount of silage	
6d amount of cover crop	
6e amount of corn	
6f amount of small grains	
6g amount of other crops	

7. Revenue Sources - from Schedule F

	Livestock revenue categories: - Ex: feeder calves - Ex: cull cows	Unit - Ex: head or head/day	Total units/year	\$/unit	Total \$ income/year
7a					
7b					
7c					
7d					
7e					

	Crop revenue categories: - Ex: hay round bales - Ex: corn grain	Unit - Ex: 1200-lb bales - Ex: bushels	Total units/year	\$/unit	Total \$ income/year
7f					
7g					
7h					
7i					

8. Cost Centers

	Livestock enterprises	approx. \$/year costs	Notes
8a	hay/forage purchased		
8b	grain/concentrates purchased		
8c	salt/supplements purchased		
8d	veterinary/health		
8e	labor*		
8f	machinery/equipment*		
<i>*See lines 120-123 (questions 9a & 9b) for a different way to parse out labor and machinery/equipment if struggling with estimating \$/year by enterprise.</i>			
	Grazing:	approx. \$/year costs	Notes
8g	fencing		
8h	water		
8i	labor*		
8j	fertility		
8k	weed control		
	Crop enterprises:	approx. \$/year costs	Notes
8l	fertilizer		
8m	herbicide/other pesticide		
8n	seed		
8o	labor*		
8p	machinery/equipment*		

9. Allocation

How do you allocate these overhead costs across enterprises? <i>(Another option for allocating labor/machinery/equipment costs if they struggle with parsing it out in 8e & 8f above)</i>	Primary enterprise %	Secondary enterprise %	Supporting enterprises for Primary (%)	Supporting enterprises for Secondary (%)
9a machinery/equipment				
9b fuel				
9c utilities				
9d labor				

How do you allocate land costs or a land charge across enterprises?
- Thought process more than dollar amount: how does the farmer view their land as a cost, or as "free" because inherited, etc.
- Examples for owned land: principle+interest+taxes, average land rent rate

9e

How frustrated are you with these questions about allocating costs?
How useful are standard enterprise budgeting tools to you in analyzing your integrated operation?
Have you found a specific financial management tool that is effective?

9f

10. Family living

Is there off-farm income supporting the farm, and how?

Empty response area for the question: "Is there off-farm income supporting the farm, and how?"

How do you value the farms contribution to your family's food supply?

Empty response area for the question: "How do you value the farms contribution to your family's food supply?"

11. Intangibles

What are the underlying drivers of decisions?
- Examples: soil health, regenerative ag values, family legacy, beliefs about nutrition, economics

[Empty box for notes]

12. Barriers

What are things that were or remain especially hard about integrating crops and livestock?

12a

What could make it easier?

12b

13. Other

Anything else you want to say about your farm, your story, motivations, inspirations, struggles, etc.?