

### Welcome to Annie's Project

Please help us to better prepare and continue to improve this course by completing this brief Pre-course Survey. Use the navigator buttons at the bottom of the page to move between pages.

Please enter the ID Code printed on your folder in the space below. This is used for matching pre- and post-course responses only.

**This field is required.**

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### A. Level of Knowledge

Please indicate your current level of knowledge of the following terms or concepts. It's OK if you do not know about many of these yet. You will have a chance to learn about them throughout the course.

Using the scale below, click to choose the one answer in each row that best describes your knowledge now.

#### Financial Knowledge

	I know little or nothing about this	I know some about this	I know quite a bit about this	I am completely familiar with this
How my/our family expenses compare to state and/or national benchmarks	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Components of a balance sheet (net worth statement)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
How farm/ranch financial ratios are used for business analysis	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Where to find research-based estimates for costs of production	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
How and when to work with a lender	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Women's roles in managing personal and business assets	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

#### Human Resources Knowledge

	I know little or nothing about this	I know some about this	I know quite a bit about this	I am completely familiar with this
My personal communication style	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Strategies to communicate with farm/ranch family members or partners	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
My/Our family insurance needs (life, health, disability)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

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**Legal Knowledge**

	I know little or nothing about this	I know some about this	I know quite a bit about this	I am completely familiar with this
Basic estate planning terminology	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Forms of property ownership	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
How estate plans impact farm/ranch families	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

**Marketing Knowledge**

	I know little or nothing about this	I know some about this	I know quite a bit about this	I am completely familiar with this
How to use the cost of production to set price targets	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Where to find market price information	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
How to evaluate a marketing contract	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

**Production Knowledge**

	I know little or nothing about this	I know some about this	I know quite a bit about this	I am completely familiar with this
How to participate in programs or obtain loans from the USDA Farm Service Agency (FSA)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
The role of the USDA Natural Resources Conservation Service (NRCS) in meeting the environmental goals of farmers/ranchers	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Which Farm Bill programs impact my/our farm or ranch business	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Which crop, livestock, or whole farm insurance products are available for my/our farm or ranch business	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
How soil types influence land use decisions and productivity	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Where to find information on cash rental/leasing rates in my state	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

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## B. Current Practices

Please indicate your current practices or actions relative to each of the following statements. There are no right or wrong answers, so please be honest.

Using the scale below, click to choose the one answer in each row that best describes you.

### Financial Actions

	Have completed or currently do this	In progress	Haven't started yet	I don't intend to do this
Prepare or review my/our personal or business balance sheet	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Calculate or review my/our farm/ranch financial ratios	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Compare my/our farm/ranch financial ratios to benchmarks	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Create a family living budget	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Calculate costs of production	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Compare the profitability of one farm/ranch product or enterprise to another	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

### Human Resources Actions

	Have completed or currently do this	In progress	Haven't started yet	I don't intend to do this
Use my knowledge of communication styles to prepare for a meeting with family members/partners	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Gather and review my/our family insurance policies (life, health, disability)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Choose new or update a current family insurance policy	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

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<b>Legal Actions</b>				
	Have completed or currently do this	In progress	Haven't started yet	I don't intend to do this
Create new or update my/our estate plan or will(s)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Obtain legal and/or health care powers of attorney	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Modify forms of property ownership to reduce liability or meet other goals	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

<b>Marketing Actions</b>				
	Have completed or currently do this	In progress	Haven't started yet	I don't intend to do this
Prepare or follow a marketing plan	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Obtain market pricing information from a reliable source	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Explore ways to manage price swings in the marketplace	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

<b>Production Actions</b>				
	Have completed or currently do this	In progress	Haven't started yet	I don't intend to do this
Visit the USDA Farm Service Agency (FSA) office to learn more about programs available for my/our farm/ranch business	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Apply to programs offered by the USDA Farm Service Agency (FSA)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Visit the USDA Natural Resources Conservation Service (NRCS) office to learn more about programs available for my/our farm/ranch business	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Apply to programs offered by the USDA Natural Resources Conservation Service (NRCS)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Meet with crop/livestock/whole farm insurance providers to consider options	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Look up my/our soil properties on Web Soil Survey	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Review and/or update my/our cash rental/leasing agreements	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

**C. Questions and Comments**

What three things do you want to learn from Annie's Project?

**Not counting this course**, have you taken any of the following courses before? Check all that apply.

Annie's Project Basic course

Other similar course(s). Please specify.

Managing for Today and Tomorrow (farm transition planning)

How did you learn about Annie's Project? Check all that apply.

Extension office

Community newspaper

Radio

Farm newspaper

Received a brochure in the mail

Facebook or other social media

Website

Other. Please specify.

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## D. You and Your Farm/Ranch

### Farm/Ranch Size

Enter a single number that best represents the total number of acres you own and/or lease, rent, or operate

Enter a single number that best represents the number of the acres above that you own

### Land Location: State

Indicate the state(s) where your land is located. Check all that apply.

- |                                      |                                    |  |   |  |
|--------------------------------------|------------------------------------|--|---|--|
| <input type="checkbox"/> Alabama     | <input type="checkbox"/> Hawaii    | <input type="checkbox"/> Massachusetts | <input type="checkbox"/> New Mexico     | <input type="checkbox"/> South Dakota  |
| <input type="checkbox"/> Alaska      | <input type="checkbox"/> Idaho     | <input type="checkbox"/> Michigan      | <input type="checkbox"/> New York       | <input type="checkbox"/> Tennessee     |
| <input type="checkbox"/> Arizona     | <input type="checkbox"/> Illinois  | <input type="checkbox"/> Minnesota     | <input type="checkbox"/> North Carolina | <input type="checkbox"/> Texas         |
| <input type="checkbox"/> Arkansas    | <input type="checkbox"/> Indiana   | <input type="checkbox"/> Mississippi   | <input type="checkbox"/> North Dakota   | <input type="checkbox"/> Utah          |
| <input type="checkbox"/> California  | <input type="checkbox"/> Iowa      | <input type="checkbox"/> Missouri      | <input type="checkbox"/> Ohio           | <input type="checkbox"/> Vermont       |
| <input type="checkbox"/> Colorado    | <input type="checkbox"/> Kansas    | <input type="checkbox"/> Montana       | <input type="checkbox"/> Oklahoma       | <input type="checkbox"/> Virginia      |
| <input type="checkbox"/> Connecticut | <input type="checkbox"/> Kentucky  | <input type="checkbox"/> Nebraska      | <input type="checkbox"/> Oregon         | <input type="checkbox"/> Washington    |
| <input type="checkbox"/> Delaware    | <input type="checkbox"/> Louisiana | <input type="checkbox"/> Nevada        | <input type="checkbox"/> Pennsylvania   | <input type="checkbox"/> West Virginia |
| <input type="checkbox"/> Florida     | <input type="checkbox"/> Maine     | <input type="checkbox"/> New Hampshire | <input type="checkbox"/> Rhode Island   | <input type="checkbox"/> Wisconsin     |
| <input type="checkbox"/> Georgia     | <input type="checkbox"/> Maryland  | <input type="checkbox"/> New Jersey    | <input type="checkbox"/> South Carolina | <input type="checkbox"/> Wyoming       |

### Land Location: County

List the counties by state for each state you selected.

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**Type of Business Organization**

Check all that apply to your agricultural business.

- Sole proprietorship (individual or family, not partnerships)
- Estate or Trust
- Legal partnership, including family partnerships
- Other. Please specify.
- Corporation, including family corporation, LLC, or S-Corp

**Number of years farming/ranching**

(Do not count years growing up on a farm/ranch.)

- Less than 1 year
- 1-3 years
- 4-6 years
- 7-10 years
- 11-20 years
- 21-30 years
- 31-40 years
- 41-50 years
- More than 50 years

**What is your age group?**

- Younger than 25
- 25-34
- 35-44
- 45-54
- 55-64
- 65-74
- 75 and older

### Livestock included in your farm/ranch operation

Check all that apply. Then enter **one number** in the box that represents the approximate total number of head annually for each category. (For example, if you have 40 sheep and 2 goats enter 42 in that category.)

<input type="checkbox"/> Poultry <input type="text"/>	<input type="checkbox"/> Milk cows <input type="text"/>	<input type="checkbox"/> Hogs and pigs <input type="text"/>	<input type="checkbox"/> Horses, ponies, mules, burros, donkeys, etc. <input type="text"/>
<input type="checkbox"/> All cattle (including feedlot, summer pasture, cow-calf, etc.) <input type="text"/>	<input type="checkbox"/> Dairy heifers and calves <input type="text"/>	<input type="checkbox"/> Sheep and goats <input type="text"/>	<input type="checkbox"/> Other livestock, bees, fish, etc. Please specify. <input type="text"/>

### Crops included in your farm/ranch operation

Check all that apply. Then enter **one number** in the box that represents the approximate total number of acres allocated annually for each category. (For example, if you have 400 acres of corn and 400 acres of soybeans enter 800 in that category.)

<input type="checkbox"/> Corn, wheat, soybeans, oats, other grains or oilseeds, dry beans, dry peas, etc. <input type="text"/>	<input type="checkbox"/> Fruits, tree nuts, and berries <input type="text"/>	<input type="checkbox"/> Forest land products including Christmas trees, short rotation woody crops, maple trees, etc. <input type="text"/>	<input type="checkbox"/> Pasture <input type="text"/>
<input type="checkbox"/> Vegetables, melons, potatoes, and sweet potatoes <input type="text"/>	<input type="checkbox"/> Nursery, greenhouse, floriculture, and sod <input type="text"/>	<input type="checkbox"/> Hay including alfalfa, clover, sorghum hay, etc. <input type="text"/>	<input type="checkbox"/> Other crops. Please specify. <input type="text"/>