



Annual Producer Follow-Up Survey

Thanks for the opportunity to work with you in developing a strategic analysis for your operation. Please use this form to indicate your interest in running a follow-up strategic analysis on your operation this year, and to answer a few other questions about the impact of FARM Assistance. Please return the form in the stamped, self-addressed envelope. Your Extension specialist will follow-up with you as appropriate. Even if you are not interested in an analysis this year, please complete and return the form. Your input, along with that of other producers, is essential to helping us to make the program better. Thank you!

Producer: _____ Year: _____

1. *Are you interested in running a follow-up FARM Assistance Strategic Analysis this year?*
 - 1 Yes
 - 2 No
 - 3 Not sure

2. *Did your FARM Assistance Strategic Analysis data factor into any decisions that you made in the past 12 months regarding your operation?*
 - Yes (go to question 3)
 - No (go to question 8)

3. *To what extent are you still following the decisions you made based on your FARM Assistance Strategic Analysis data?*
 - Completely
 - Mostly
 - Somewhat
 - Slightly
 - Not at all

4. *Have you made significant changes to your operation in the past 12 months?*
 - Yes
 - No

5. *How important was your FARM Assistance Strategic Analysis data in your decision to make (or not make) the significant changes?*
 - Extremely important
 - Quite important
 - Somewhat important
 - Slightly important
 - Not at all important

6. *In the past 12 months, the projections and information contained in your FARM Assistance Strategic Analysis data allowed you to . . .*

- Make a decision that will likely have a positive financial impact on your operation
- Avoid making a decision that would likely have had a negative financial impact on your operation
- Make the basic decision whether to continue or cease operations entirely

7. *Please tell us if your FARM Assistance Strategic Analysis data has helped you in the following ways in the past 12 months.*

	<u>Yes</u>	<u>No</u>	<u>Not Applicable</u>
A. Make goal setting easier.	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
B. Better able to weight risks and projected impacts of alternative decisions on your operations.	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
C. Better understand the financial side of your operation.	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
D. Gain confidence in your current strategic course of action.	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
E. Improve your bottom line. <u>Optional:</u> If yes, by an estimated: \$ _____	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
F. Identify any weaknesses in your operational strategy.	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
G. Help you make a decision on a mix of crops, or mix of crops vs. livestock.	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
H. Better communicate your situation to your management team (i.e., partners, family, lenders, landlords, etc.)?	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

8. *Please tell us if your FARM Assistance Strategic Analysis data has helped you in the following ways in the past 12 months.*

	<u>Yes</u>	<u>No</u>	<u>Not Applicable</u>
A. Improve record keeping associated with your operation?	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
B. Improve your financial management abilities.	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

9. *What factors, if any, have had a significant financial impact on your operation in the past 12 months?*

Thank you very much!