



2017 Pennsylvania Dairy Industry Producer Survey

Pennsylvania's dairy farm families produce a fresh, local supply of dairy foods and contribute valuable economic revenue while operating in an ever-changing business environment. Please help us understand how changes in the dairy industry impact your business by completing and returning this confidential and voluntary survey.

Thank you for your cooperation,

Signature of Wayne N. Stapp

Executive Director

Please make changes in name, address, and zip code, if necessary.

Your individual responses are confidential and will not be shared. Please return by July 1, 2017.

*SAVE TIME – COMPLETE ON-LINE: https://www.surveymonkey.com/r/2017producersurvey

1. Is your operation currently PRODUCING MILK for sale?

Yes (Continue)



- No => a. If no, what year did you exit dairying?.....
b. How many dairy cows did you have when you exited?.....
c. What was your approximate total annual production when you exited?.....
d. What was your reason for exiting?

Please return the survey in the enclosed envelope. Thank you for your time.

Table with 2 columns: Question, Answer. Rows for Year and Pounds.

a. All or most of my milk cows are located in _____ County, PA. (fill in county name)

2. How many DAIRY COWS are currently on your operation, including dry cows and first calf heifers?

a. How many of these total dairy cows are currently being milked (exclude dry cows)?.....

3. How many HEIFERS are currently on your operation, including HEIFER CALVES?

4. How much milk was produced on this operation yesterday? (ONE day's production)

5. Approximately how many pounds of milk were produced on this operation in 2016?

6. What was the typical Somatic Cell Count for your herd for the past year? (Only check ONE)

- 1) Under 100,000 | 2) 100,000 - 150,000 | 3) 150,000 - 200,000 | 4) 200,000 - 350,000 | 5) 350,000 - 500,000 | 6) Over 500,000

7. In what year was the primary operator born?

a. Primary operator gender: Male Female.....

8. How many other individuals (partners) are involved in the day-to-day management decisions for this operation? (Include both family and non-family partners; exclude other hired workers).....

a. How many of these individuals are in the following age groups? (Exclude primary operator.)

Under 40 years of age

40 to 60 years of age

Over 60 years of age

Table with 2 columns: Question, Answer. Rows for Office Use, Total milk cows, Cows milked, lbs., lbs., Office Use.

Table with 2 columns: Question, Answer. Rows for Year, Office Use, Total.

Table with 2 columns: Question, Answer. Row for Number.

		Number
9. How many HOUSEHOLDS , <u>including your own</u> , share in the profit/loss of this operation?		
a. How many of these households have NO family relationship to the primary operator?		
10. When you consider retirement, is it likely a relative would continue the dairy operation?.....	<input type="checkbox"/> Yes <input type="checkbox"/> No	Office Use
11. When you consider retirement, is it likely a non-relative would continue the dairy operation?	<input type="checkbox"/> Yes <input type="checkbox"/> No	Office Use
12. In which type of FACILITY do you currently house most of your cows that are being milked?		Office Use
<input type="checkbox"/> 1) Tie stall or stanchion		
<input type="checkbox"/> 2) Free stall		
<input type="checkbox"/> 3) Group housing such as bedded pack, compost facility, etc.		
<input type="checkbox"/> 4) Other (<i>please describe</i>) _____		

		Year
13. In what year were your facilities last upgraded, expanded or significantly improved?		
Milking facilities.....		
Milk cow housing facilities.....		

14. Where do you see this dairy operation in the next FIVE YEARS ?		
<input type="checkbox"/> Continue milking cows (<i>Estimate the number of milk cows in 2022</i>).....		Cows in 2022
OR		
<input type="checkbox"/> Discontinue milking cows (<i>retire or sell herd</i>)		
a. If you sell your herd within the next five years, what will be the most likely reason? (<i>Only check ONE</i>)		Office Use
<input type="checkbox"/> 1) Retirement, no one to take over	<input type="checkbox"/> 6) Want more time for family and other interests	
<input type="checkbox"/> 2) Better opportunities for off-farm employment	<input type="checkbox"/> 7) Economics, can't make it financially	
<input type="checkbox"/> 3) Developer will buy land	<input type="checkbox"/> 8) Retirement, someone else taking over	
<input type="checkbox"/> 4) Shift to beef, cash crops, or other agriculture	<input type="checkbox"/> 9) Other _____	
<input type="checkbox"/> 5) Health issues		

		Percent
15. Approximately what percent of your annual gross income is from the sale of the following:		
a. Milk?.....		
b. Beef/Veal?.....		
c. Genetics/Breeding Stock?.....		
d. Crops?.....		

		Office Use
16. Do you use a parlor milking system, and/or expect to use one in 2022? (<i>Include all types of parlors.</i>)		
Currently?..... <input type="checkbox"/> Yes <input type="checkbox"/> No		
In 2022?..... <input type="checkbox"/> Yes <input type="checkbox"/> No		
a. Do you use robotics or expect to in 2022?..... <input type="checkbox"/> Yes <input type="checkbox"/> No		

		Office Use
17. Do you use intensively-managed rotational grazing or intend to in 2022?		
Currently?..... <input type="checkbox"/> Yes <input type="checkbox"/> No		
In 2022..... <input type="checkbox"/> Yes <input type="checkbox"/> No		
a. If you currently intensively graze your cows, then how many acres do you use to graze your milking cows?.....		Acres

18. Did you or do you plan to invest in FACILITY improvements or additions AND do you estimate you may invest in the next five years?

- a. Cow comfort improvements.....
- b. Housing facilities for milk cows.....
- c. Housing facilities for heifers and dry cows.....
- d. Feed handling systems including storage facilities.....
- e. Milking system or facility.....
- f. Manure handling systems including storage facilities.....
- g. Renewable energy or energy conservation practices.....

Investments 2012-2017	Office Use	Expected investments 2017-2022	Office Use
<input type="checkbox"/> Yes <input type="checkbox"/> No		<input type="checkbox"/> Yes <input type="checkbox"/> No	
<input type="checkbox"/> Yes <input type="checkbox"/> No		<input type="checkbox"/> Yes <input type="checkbox"/> No	
<input type="checkbox"/> Yes <input type="checkbox"/> No		<input type="checkbox"/> Yes <input type="checkbox"/> No	
<input type="checkbox"/> Yes <input type="checkbox"/> No		<input type="checkbox"/> Yes <input type="checkbox"/> No	
<input type="checkbox"/> Yes <input type="checkbox"/> No		<input type="checkbox"/> Yes <input type="checkbox"/> No	
<input type="checkbox"/> Yes <input type="checkbox"/> No		<input type="checkbox"/> Yes <input type="checkbox"/> No	
<input type="checkbox"/> Yes <input type="checkbox"/> No		<input type="checkbox"/> Yes <input type="checkbox"/> No	

19. In the last five years, have you done any of the following:

- a. Have you used financial consultants or accounting services?..... Yes No
- b. Have you been using a professional feed nutritionist on a regular basis?..... Yes No
- c. Implemented a systematic breeding program such as a timed A.I. program ?..... Yes No
- d. Developed a written business plan for my dairy operation..... Yes No
- e. Developed a formalized succession or transition plan?..... Yes No
- f. Have you used Crop Insurance?..... Yes No
- g. Have you used Risk Management programs OTHER THAN Crop Insurance?..... Yes No
- h. Have you participated in Risk Management education?..... Yes No
- i. Have you had problems with milk quality or udder health?..... Yes No
 - ▶ If **YES**, did you have enough assistance to help you correct the problem?..... Yes No
- j. Have you had your premises tested for stray voltage?..... Yes No
- k. Have you completed or maintained a manure management plan for your farm?..... Yes No
- l. Did you use artificial insemination on at least 75% of your breedings?..... Yes No

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20. What are the **THREE** most limiting factors to increasing the size of your dairy operation? (Check up to **THREE** items)

- | | |
|---|--|
| <ul style="list-style-type: none"> <input type="checkbox"/> 1) I have no desire to expand. <input type="checkbox"/> 2) Inadequate or unavailable labor <input type="checkbox"/> 3) Access to financing <input type="checkbox"/> 4) Family or other personal considerations <input type="checkbox"/> 5) Commercial and residential development in my area <input type="checkbox"/> 6) Concerns about how my neighbors will react if I expand my herd | <ul style="list-style-type: none"> <input type="checkbox"/> 7) Land availability <input type="checkbox"/> 8) Excess debt <input type="checkbox"/> 9) Risk too great <input type="checkbox"/> 10) Lack of support and knowledge about how to grow my dairy business <input type="checkbox"/> 11) Zoning/permitting obstacles in my township, or other regulatory obstacles <input type="checkbox"/> 12) Other, please specify _____ |
|---|--|

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21. The following statement best describes my farm's future: (Check up to **TWO** items)

- 1) I likely will need to modernize my facilities in order to meet my profitability and family goals.
- 2) I likely will need to grow the size of my herd in order to meet my profitability goals.
- 3) I likely will need to change my style of dairying (e.g. to grazing or to free stall parlor) in order to meet my profitability goals.
- 4) I am confident in my ability to meet my profitability goals at my current herd size.
- 5) I am not confident that my profitability goals can be met through any action that I take.

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22. What are the total crop and pasture acres on your operation?.....
- a. What are the total crop and pasture acres owned?.....
- b. What are the total crop and pasture acres rented?.....
- c. What are the total acres used for feed on your dairy operation only?.....

Acres

23. How important are the following in improving business performance for your dairy in the next 3-5 years?
1 – Very Important 2 = Somewhat Important 3 = Not Important
- a. Increasing milk production per cow.....
- b. Increasing milk components per cwt.....
- c. Improving udder health.....
- d. Decreasing cost of production per cwt.....
- e. Stabilizing milk price volatility.....
- f. Increasing herd size.....
- g. Maximizing milk price per cwt.....
- h. Decreasing purchased feed amount/maximizing homegrown feed production.....

↓ Rate 1, 2 or 3

24. What MANAGEMENT IMPROVEMENTS do you expect to make within the next 5 years on your dairy operation?
- a. Feed Management (*feed analysis, grazing, utilize nutritionist, etc.*)..... Yes No
- b. Genetic Improvements (*mating review, genomic testing, etc.*)..... Yes No
- c. Calf & Heifer Health Management (*vaccination and nutrition programs, etc.*)..... Yes No
- d. Milking Herd Health Management (*udder and reproductive health, etc.*)..... Yes No
- e. Environmental Improvements or Conservation Practices
(buffer strips, manure incorporation)..... Yes No
- f. Financial Management (*accounting, profit teams, business planning*)..... Yes No

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25. Rate the importance of these factors needed for your dairy operation.
1 – Very Important 2 = Somewhat Important 3 = Not Important
- a. Facility Upgrades or Housing Improvements.....
- b. Loan Availability.....
- c. Labor Availability - (*full-time, part-time, relief milkers*).....
- d. Computerized Systems - (*financial records, breeding or production records*).....
- e. Outside Advisors - (*financial, legal, nutritional consultants*).....
- f. Land Availability.....
- g. Milk Hauling Services.....

↓ Rate 1, 2 or 3

26. Have you received income from natural gas related activity within the past 5 years?..... Yes No

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27. If you received funds from natural gas related activity, did this:
- a. Encourage investment in the modernization of your dairy operation?..... Yes No
- b. Discourage investment in facilities?..... Yes No

*We are asking for your email address so we can notify you of the results of this study and other information from the **Center for Dairy Excellence** in a way that avoids paying for postage.*

Email Address (optional) Phone Number (optional) () -