

This survey is a partnership effort between crop and livestock organizations, universities and public service agencies, soil and water groups, and farmers in the Upper Midwest. We want to learn from farmers about their interest, experience, and challenges around integrating crop and livestock systems. The results will help guide development of resources to benefit both crop and livestock producers. The survey takes around 15 minutes, and can also be completed online at <u>https://z.umn.edu/MatchMadeSurvey</u> (QR code below). Thank you for sharing your thoughts!



This survey is solely for research and educational purposes, participation is completely voluntary. If you decide to take the survey, you can stop at any time. You can choose not to respond to a question. Your responses are anonymous: no personal names or addresses will be collected. We do ask for your ZIP code in order to sort results by region. No geographic unit with fewer than five farms will be shown in data or mapping. If there are fewer than five farms responding in a ZIP code, adjacent ZIP code areas will be combined until there are at least five farms included in a geographic unit.

Those who complete the survey will have the option to provide their email address for entry into a drawing for several \$100 gift cards. Email addresses are collected separately from survey responses, will not be shared, and will be used solely for communicating with winners of the drawing.

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You can find out more about the project at the Match Made In Heaven website: <u>https://greenlandsbluewaters.org/match-made-in-heaven-livestock-crops</u>



1.	This is a multi-state survey and we are hoping to break out results by region. Therefore, please
	provide the 5- digit ZIP code for your farm's business address:

Zip code

2. These first questions are about land that you farmed in 2022. How n you farmed in 2022 did you <u>own</u> ? If you did not own any of the land	·	and that
Acres owned		
3. How many acres of the land that you farmed in 2022 did you <u>rent</u> from rent any of the land from others, please enter zero.	om others? If you	did not
Acres rented		
4. In the last three years, did you grow any of the following grain crops	? Did you grow	
	Yes	No
a. corn for grain?	0	0
b. corn for silage?	0	
c. soybeans?	0	000000
d. wheat?	0	0
eother small grains, such as rye, barley, oats, or triticale?	0	0
foilseeds, such as canola, sunflower, safflower, or flax?	\bigcirc	\bigcirc
5. For this question, <u>consider pasture and forages for livestock as crops</u> you grow any of the following forage crops? Did you grow	s. In the last three	years, did
	Yes	No
a. hay, such as alfalfa, clover, grass, or mix?	0	\bigcirc
b. annual forages for livestock?	Õ	Ō
c. perennial pasture?	0	0
6. In the last three years, did you grow any of the following other kinds	s of crops?	
Did you grow		
-	Yes	No
a. single-species cover crops?	\bigcirc	\bigcirc
b. multi-species cover crops?	\bigcirc	
c. vegetables or fruit?	0	0 0
d. sugar beets?		0
eany other crops? Please tell us:	\bigcirc	

7. In the last three years, did you raise any livestock?

- OYes

 \bigcirc No \longrightarrow Go to question 12

Did you have the following kinds of on your farm operation?	f livestock	Number of head owned	Number of head custom raised	How long w your farm	
· I				Year round	Seasona
a. Beef cow-calf pairs	\bigcirc Yes \rightarrow			0	\bigcirc
	🔿 No			7	
b. Beef or dairy feeders, backgrounders	0				0
	⊖ No			7	
c. Beef or dairy finish animals	⊖ Yes→				0
d Daime haifan	\bigcirc No			1	0
d. Dairy heifers	\bigcirc Yes \rightarrow				0
e. Dairy cows, lactating and dry	$\bigcirc No \\ \bigcirc Yes \rightarrow$				\sim
c. Daily cows, factating and dry	\bigcirc No				0
f. Sheep, hair	\bigcirc Yes \rightarrow				0
	\bigcirc No				U
g. Sheep, wool or dairy	\bigcirc Yes \rightarrow				0
	O No				Ŭ
h. Sheep, wool or meat	⊙ Yes→				0
	O No				_
i. Goats, dairy	⊖ Yes→			0	\bigcirc
	🔿 No			_	
j. Goats, meat	⊖ Yes→			0	\bigcirc
	🔿 No			7	
k. Hogs	⊖ Yes→				\bigcirc
	⊖ No			7	
I. Poultry	⊖ Yes→				0
n. Other livestock? Please tell us:	$\bigcirc No \\ \bigcirc Yes \rightarrow $			1 -	-

9. The next questions are about your grazing management practices. Please tell us <u>when</u> you used the following grazing management practices? Check all that apply.

	Used between 2022 and 2020	Used before 2020	Never used
a. Managed rotational grazing			
b. Graze cover crops			
c. Graze winter annual crops			
d. Graze summer annual crops			
e. Graze crop residues			
f. Feed green-chop during growing season			
g. Bale graze			

10. The next questions are about your livestock feeding practices. Please tell us <u>when</u> you used the following livestock feeding practices. Check all that apply.

	Used between 2022 and 2020	Used before 2020	Never used
a. Feed dry hay			
b. Feed haylage, baleage, oatlage, or similar feed			
c. Feed corn silage			
d. Feed grain			
e. Feed non-grain energy sources such as molasses or beet pulp			
g. Feed TMR: Total Mixed Ration			
h. Purchase some or all of your grain and concentrates			
g. Purchase some or all of your hay and forages			

11. The next questions are about your livestock marketing practic following livestock marketing practices. Check all that apply.	es. Please tell u	ıs <u>when</u> yo	ou used the
	Used between 2022 and 2020	Used before 2020	Never used
a. Sell animals at sale barn or livestock auction			
b. Direct to consumer or other retail sales			
c. Sell through a farmer-owned coop			
d. Sell through branded programs such as Certified Angus			
e. Certified organic			
f. Other certification or branded program? Please tell us:			

12. Which one of the following do you consider your primary farming enterprise?	
⊖Grain crops	
OLivestock	
○Forage crops	
⊖ Other crops	

13. The next questions are about your soil tillage practices. Please tell us <u>when</u> you used the following tillage practices. Check all that apply.

	Used between 2022 and 2020	Used before 2020	Never used
a. Fall tillage			
b. Reduced tillage			
c. No-till			
d. Leave all crop residue on fields			
e. Winter cover crop and roller crimper			
e. Untilled perennials			

14. The next questions are about your fertility management practices. Please tell us <u>when</u> you used the following fertility management practices. Check all that apply.

	Used between 2022 and 2020	Used before 2020	Never used
a. Soil testing for NPK, lime			
b. Soil health testing			
c. Use purchased synthetic fertilizers			
d. Apply manure to fields			
e. Returned cover crops or legume forages to the soil as a nutrient source for subsequent crops			
f. Cover crop tissue testing to measure fertility value of cover crop			

15. How much do the following match your farming approach?						
	Not at all	A little	Somewhat	Quite a bit	A great deal	
a. High yields, up-to-date technology and equipment	0	0	0	0	0	
b. Practices that ensure eligibility for Farm Bill programs	0	0	0	0	0	
c. Soil health practices that minimize soil loss and nutrient run off	0	0	0	0	0	

16. Continue to think about your farming approach and please tell us:					
	Not at all	A little	Somewhat	Very	Extremely
a. How <u>difficult</u> do you think it is to invest in					
conservation practices because of economic pressure?	0	0	0	0	0
b. How <u>important</u> is it for you to look at the					
interconnections and influences between	\sim	\sim	\sim	\sim	\sim
all of the decisions that go into your farm	0	0	0	0	0
management?					
c. How <u>difficult</u> is it to avoid nutrient loss or	\bigcirc	\bigcirc	\bigcirc	\bigcirc	\bigcirc
soil erosion in crop production systems?	0	0	0	0	U
d. How <u>important</u> is it to adopt practices that					
conserve soil and water resources	\bigcirc	\bigcirc	\bigcirc	\bigcirc	\bigcirc
regardless of economic concerns?					

17. How much do you rely on the conservation information provided by USDA-NRCS?

⊖Not at all

- OA little
- \bigcirc Somewhat
- ○Quite a bit
- ⊖A great deal

18. For the next question, please tell us about the integration of livestock and crops in your farm operation. We want to know about the presence of both, even if you do not own or manage both livestock and crops yourself. <u>Remember that pasture and forage are considered crops</u>. Does your farm operation currently have:

○Livestock only, no crops → Go to question 46
 ○Both livestock and crops
 ○Crops only, no livestock → Go to question 27

19. For about how many years have both livestock and crops been in your farm operation?

- $\bigcirc 0$ to 2 years
- \bigcirc 3 to 5 years
- OMore than 5 years

20. Integration of crops and livestock is associated with several potential benefits. To what extent have you observed the following in your operation?

To what extent have you observed...

				Quite a	A great
	Not at all	A little	Somewhat	bit	deal
a. reduction of feed costs for livestock?	\bigcirc	0	\bigcirc	0	0
b. diversification of income streams?	\bigcirc	0	\bigcirc	0	0
c. reduced financial risk?	\bigcirc	0	\bigcirc	0	0
d. improvement in seasonal labor distribution?	0	0	0	0	0
e improved soil health?	0	\bigcirc	\bigcirc	0	\bigcirc
f. improved conservation outcomes?	\bigcirc	\bigcirc	\bigcirc	0	\bigcirc
g. being able to use manure as fertilizer?	0	\bigcirc	0	\bigcirc	\bigcirc
h. being able to break crop pest or weed cycles?	0	0	0	0	0
iincreased manure spreading options?	0	0	0	0	0

21. Have you found any other benefits from integrating crops and livestock in your farm operation? Please tell us about them:

22. The next questions are about challenges you may have faced in your adoption and ongoing management of integrated livestock and crops in your farm operation.

First think about infrastructure needs. How <u>challenging</u> has it been to							
	Not at all	A little	Somewhat	Very	Extremely		
a. afford the cost of additional equipment needed?	0	0	0	0	0		
b. install and maintain fencing?	0	\bigcirc	\bigcirc	\bigcirc	\bigcirc		
c. provide watering facilities?	\bigcirc	\bigcirc	\bigcirc	\bigcirc	\bigcirc		
d. provide livestock housing?	0	0	0	0	0		

23. Continuing to think about crop and livestock integration production systems, how <u>challenging</u> has it been to...

	Not at all	A little	Somewhat	Very	Extremely
a. find adequate land?	\bigcirc	\bigcirc	\bigcirc	\bigcirc	\bigcirc
b. obtain veterinary services?	\bigcirc	\bigcirc	\bigcirc	\bigcirc	\bigcirc
c. manage nutrients?	\bigcirc	\bigcirc	\bigcirc	\bigcirc	\bigcirc
d. manage cropland compaction from livestock?	\bigcirc	0	0	0	0
emanage weed and pest problems in grazed crop fields?	0	0	0	0	0

24. Next, think about farm business management. How <u>challenging</u> has it been to					
	Not at all	A little	Somewhat	Very	Extremely
a. find information?	\bigcirc	\bigcirc	\bigcirc	\bigcirc	\bigcirc
b. find or maintain labor?	\bigcirc	\bigcirc	\bigcirc	\bigcirc	\bigcirc
c. manage your time?	0	0	0	0	0

25. Next, think about financial issues. How challenging has it been to...

	Not at all	A little	Somewhat	Very	Extremely
a. find financing?	\bigcirc	\bigcirc	0	0	0
b. generate enough income?	0	\bigcirc	\bigcirc	\bigcirc	0
c. access markets?	\bigcirc	\bigcirc	\bigcirc	\bigcirc	\bigcirc
d. obtain a premium for your products?	\bigcirc	\bigcirc	\bigcirc	\bigcirc	\bigcirc
efind adequate local processing?	0	\bigcirc	0	\bigcirc	0

26. Have you experienced other challenges in integrating livestock and crops in your farm operation not mentioned above? Please tell us about them:

✤ Go to question 46 on page 13 after this question

- 27. Have you ever had both crops and livestock present in your farm operation in the same year?
 - ⊖Yes

 \bigcirc No \longrightarrow Go to question 34

28. How long ago was it that you had both crops and livestock present in your farm operation at the same time?

 $\bigcirc 0$ to 5 years ago

Did vou have...

- \bigcirc 6 to 10 years ago
- OMore than 10 years ago

29. When you had both crops and livestock present in your farm operation at the same time, what kind of livestock did you have?

5		
	Yes	No
a. beef cows?	0	0
b. dairy cows?	0	0
c. sheep?	0	0
d. goats?	0	\bigcirc
e. hogs?	0	\bigcirc
f. poultry?	0	0

30. Did you have any other kinds of livestock on this farm at that time? What kind?

31. For how many years in total did you have livestock in your farm operation?

Total years

32. Which of the following were reasons you stopped having livestock in your farm operation?					
Did you stop because					
	Yes	No			
a. of age or health issues?	0	\bigcirc			
b. it was not profitable enough?	0	\bigcirc			
c. you did not have enough labor?	\bigcirc	\bigcirc			
d. to improve your quality of life?	\bigcirc	0			

33.	33. Did you stop having livestock for some other reason? Please tell us:					

Go to question 36 after this question

34. Which of the following were reasons you <u>never</u> had livestock in your farm operation?							
Did you never have livestock because							
	Yes	No					
a. it was not part of the farming operation you took over?	0	\bigcirc					
b. you do not have enough livestock experience or knowledge?	0	0					
c. it was not profitable enough?	0	0					
d. you did not have enough labor to support livestock?	0	\bigcirc					
e you thought it would reduce your quality of life?	0	0					

35. Did you not have livestock for some other reason? Please tell us:

►

36. The decision to add a livestock enterprise to a farm operation involves both positives and negatives. Research shows that livestock integration can have significant benefits, but there are also significant challenges. Below we ask you to share your attitudes and interests in those benefits and challenges.

First, how interested would you be in integrating livestock to...

	Not at all	A little	Somewhat	Very	Extremely
a. increase on-farm income per acre?	\bigcirc	\bigcirc	\bigcirc	\bigcirc	\bigcirc
b. improve soil health?	0	\bigcirc	\bigcirc	\bigcirc	\bigcirc
c. improve conservation outcomes?	\bigcirc	\bigcirc	\bigcirc	\bigcirc	\bigcirc
d. reduce fertilizer costs?	\bigcirc	\bigcirc	0	\bigcirc	\bigcirc
ebreak crop pest and weed cycles?	\bigcirc	\bigcirc	\bigcirc	\bigcirc	\bigcirc
f. have a more stable annual farm income?	\bigcirc	\bigcirc	\bigcirc	\bigcirc	\bigcirc
g. reduce financial risk?	\bigcirc	\bigcirc	0	0	0

37. Think about what it would take to have livestock on your farm. How challenging would you find each of the following issues to adding livestock to your farm operation?

First think about infrastructure needs. How <u>challenging</u> would it be to...

				Quite a	A great
	Not at all	A little	Somewhat	bit	deal
a. afford the cost of additional equipment?	\bigcirc	\bigcirc	\bigcirc	\bigcirc	\bigcirc
b. put up and maintain fencing?	\bigcirc	0	\bigcirc	0	0
c. provide watering facilities?	\bigcirc	0	\bigcirc	0	0
d. provide livestock housing?	\bigcirc	\bigcirc	\bigcirc	\bigcirc	\bigcirc

38. Next, think about production systems. How <u>challenging</u> would it be to...

	Not at all	A little	Somewhat	Quite a bit	A great deal
a. find adequate land?	0	0	0	\bigcirc	0
b. access veterinary services?	\bigcirc	\bigcirc	\bigcirc	0	\bigcirc
c. manage nutrients?	\bigcirc	\bigcirc	\bigcirc	\bigcirc	\bigcirc
d. manage winter feeding costs and logistics?	0	0	0	0	0

39. Next, think about farm business management. How <u>challenging</u> would it be to						
	Not at all	A little	Somewhat	Quite a bit	A great deal	
a. find information?	\bigcirc	\bigcirc	\bigcirc	0	0	
b. find or maintain labor?	\bigcirc	\bigcirc	\bigcirc	0	0	
c. manage time?	0	0	0	0	0	

40. Next, think about financial issues. How <u>challenging</u> would it be to...

	Not at all	A little	Somewhat	Quite a bit	A great deal
a. find financing?	0	\bigcirc	0	\bigcirc	\bigcirc
b. generate enough income?	\bigcirc	\bigcirc	\bigcirc	0	\bigcirc
c. access markets?	\bigcirc	\bigcirc	\bigcirc	0	\bigcirc
d. obtain a premium for your products?	\bigcirc	\bigcirc	\bigcirc	0	\bigcirc
efind adequate local processing?	\bigcirc	\bigcirc	\bigcirc	0	\bigcirc
f. find insurance options for forage and livestock?	0	0	0	0	0

41. How challenging would you find each of the following crop management concerns to adding livestock to your farm operation?

How challenging would it be to manage...

	Not at all	A little	Somewhat	Quite a bit	A great deal
a. grazing on cropland?	0	\bigcirc	0	0	0
b. cropland compaction?	\bigcirc	\bigcirc	\bigcirc	\bigcirc	0
c. weed and pest problems in fields?	\bigcirc	\bigcirc	\bigcirc	\bigcirc	0
d. potential damage to crops?	\bigcirc	\bigcirc	\bigcirc	0	0
epotential damage to soil?	0	0	0	0	0

42. Are there other challenges you might face in integrating livestock and crops in your farm operation not mentioned above? Please describe:

43. Knowing the potential benefits and challenges of adding livestock, under which of the following circumstances would you consider including livestock in your farm operation?

Would you consider adding livestock...

	Yes	No
a. if you owned and managed the livestock on your farm yourself?	\bigcirc	\bigcirc
b. if someone else owned and managed the livestock?	0	\bigcirc
c. if the livestock were on your farm year-round?	\bigcirc	\bigcirc
d. if the livestock were only on your farm seasonally?	0	0

44. How helpful would each of the following be in reducing your challenges to adding livestock to your farm operation?

How <u>helpful</u> would it be...

	Not at all	A little	Somewhat	Quite a bit	A great deal
aif you had help finding a livestock producer you could partner with?	0	0	0	0	0
b. if you could attend field days or other educational programs to learn the <u>economic aspects</u> of the system?	0	0	0	0	0
c. if you could attend field days or other educational programs to learn the production aspects of the system?	0	0	0	0	0
d. if you had one-on-one technical assistance?	0	0	0	0	0
eif cost-sharing were available for infrastructure development, such as adding fencing, water, and housing?	0	0	0	0	0
fif annual incentive payments were available for conservation and environmental benefits equivalent to crop insurance and commodity support payments?	0	0	Ο	0	0

45. Are there other things you would find helpful to adding livestock to your farm operation? Please describe.

46. The next questions are about farm policy and programs.

In the last 3 years, have you used...

athe Environmental Quality Incentives Program, EQIP?	0
	\frown
b. the Conservation Stewardship Program, CSP?	\bigcirc
cthe Conservation Reserve Program, CRP?	0
da local or county conservation program?	0
ea state conservation program?	0
f. a program funded by non-governmental organization?	0
g. a program funded by private sector, such as input suppliers or food companies?	0
hfederal crop subsidies such as PLC or ARC?	0
icrop insurance?	0

47. We have asked you questions about challenges and potential support. Now is your chance to share any additional ideas you have. What specific types of assistance that are not currently offered would be useful to you in achieving your soil health or livestock integration goals?

48. What farming enterprise is your primary source of farm income?

- \bigcirc Grain crops
- OLivestock
- ⊖Forage crops
- Other crops

49. In 2022, about how much was your gross farming income?

○Less than \$25,000
○\$25,000 to \$99,999
○\$100,000 to \$1,000,000
○Over \$1,000,000

50. In 2022, about how much of your total household income was from off-farm sources?

- ○0 to 24%
- ○25% to 49%
- ○50% to 74%
- $\bigcirc75\%$ to 100%

51. Did you hear about this survey from any of the following organizations?

Did you hear about it from...

	Yes	No
a Green Lands Blue Waters?	\bigcirc	\bigcirc
b. Corn Growers Association?	0	0
cSoybean Growers Association?	0	0
dCattlemen's Association?	0	0
eGrassWorks?	0	0
fSustainable Farming Association?	0	0
g Practical Farmers of Iowa?	0	0
hLand Stewardship Project?	0	0
iUniversity Extension?	0	0
jsome other organization? Please tell us :	0	0

52. If you heard about it through an organization you participate in, how does that organization help you and in what way could it do better?

53. Finally, just a few questions about you.

Not including years growing up on a farm, for about how many years have you been farming?

Years

54. What is the <u>highest</u> level of education you have completed?					
\bigcirc High school diploma or less \bigcirc Some college, but no degree					
\bigcirc Associate degree	Is this degree in Agriculture?	0	Yes	O No	
⊖ Bachelor's degree	Is this degree in Agriculture?	Õ	Yes	O No	
\bigcirc Master's degree or more	Is this degree in Agriculture?	0	Yes	O No	

55. If you have a college degree in a field other than agriculture, what is that field?

56. What is your gender? Gender

57. What is your age?

Age in years

58. Check all of the following that describe your race or ethnicity:

American Indian or Alaskan Native

□ Asian

 \Box Black or African American

□ Hispanic or Latino

☐ Middle Eastern or North African

□ Native Hawaiian or Other Pacific Islander

□ White

 \Box Other: Please tell us: \longrightarrow

Thank you for completing the survey! Your experience is valued and the information you've shared will be used to guide development of crop/livestock resources to benefit all.

If you would like to enter a drawing for \$100 gift cards, please send an email with the subject-line "survey drawing" to MatchMade@umn.edu. (note: this mailbox is not monitored, for more information please visit the project website at https://greenlandsbluewaters.org/match-made-in-heaven-livestockcrops)

Please return completed surveys to:

UW-Agronomy attn: Laura Paine 1575 Linden Drive Madison, WI 53706