

APPENDIX C

QUESTIONNAIRE FORM

Draft

Survey of Dairies



Please fill out the questionnaire as completely as possible. Write any additional comments on a separate sheet. If you have any questions, please call Steve Sopp at 559.582.3211, x 2675.

Please respond by July 21, 2000. Mail this form in the enclosed envelope or send or fax it to 559-584-8989:

Kings County Planning Agency
 Kings County Government Center
 Hanford, CA 93230
 559.582.3211 x2670
 fax 559.584.8989

The information provided will become the property of the County of Kings, and *will not* be made available to the public except in a composite form (i.e. totals, abstracts, or summaries). County staff may follow up with individual businesses to offer assistance with problems identified in this questionnaire.

A GENERAL INFORMATION

Dairy name _____
 Person completing form _____
 Phone _____
 Fax _____

Physical address(es) of the dairy facility and support stock facility.

Mailing address(es) of the dairy.

B FACILITIES AND EMPLOYMENT

What capital improvements have you made recently or will you make in the future?

For:	1999 \$	2000 \$	2001-2004 (total) \$
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Facility expansion

Facility productivity improvements

Replacing/upgrading older equipment

Regulatory compliance

Other/don't know

Number of employees at this location (annual average) in the past, now, and in the future.

	1999	2000	2001	2002
Full time	_____	_____	_____	_____
Part time	_____	_____	_____	_____
Seasonal	_____	_____	_____	_____

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C PRODUCTION AND MARKETS

How do you expect the growth of the dairy industry to change in the next two to three years?

- Grow more slowly than the past three years
- Grow as fast as the past three years
- Grow more quickly than the past three years

Why? _____

Please estimate your herd size (annual average) now and in the future.

	1999	2000	2004
Milk cows	_____	_____	_____
Dry cows	_____	_____	_____
Heifers 2 yr or less	_____	_____	_____
Heifers more than 2 yrs	_____	_____	_____
Calves less than 3 mos	_____	_____	_____
Calves 3 mos to 1 yr	_____	_____	_____
Total herd	_____	_____	_____

If planning to increase herd size, why?

- Have/will have excess milking barn capacity
- Need to increase efficiency
- Price of milk
- Demand for milk is increasing
- Technological improvements are making it possible
- Other _____

If not planning to increase herd size, why?

- Have a balanced ecosystem; don't want to upset
- Personal or family reasons
- Capital costs
- Planning to make technological improvements instead
- Plant can't be expanded
- Qualified labor not available

- Lack of land to spread dry manure
- Lack of land to dispose of wastewater
- Price of milk
- Other _____

Whether or not you are planning to increase herd size, what improvements would you need to make in order to increase production?

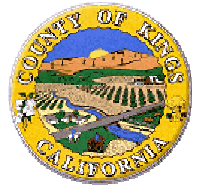
- More acres of land to spread dry manure
- More acres of land to dispose of wastewater
- More milking stalls
- Other improvements (specify) _____

What cooperative are you a member of?

- California Dairies, Inc.
- Dairyman's Division of Land 'o Lakes
- Dairy Farmers of America
- Security Milk
- Hilmar Cheese
- Other _____

If you know, where does milk go for processing on a typical day?

Amount (lbs)	SPECIFY PLANT AND ADDRESS
Local processor	_____
Spot market	SPECIFY DESTINATION, IF KNOWN _____
Dairy processes and sells	_____
Out of area	SPECIFY PLANT(S) AND ADDRESS(ES) _____
Total	_____



What land is irrigated by water generated by the dairy operation? What is the ownership and agreement? Give by parcel, address, or section number.

What was your total production and revenue in 1999 and your expected production in the future?

	Amount (lbs)	Revenue (\$)
1999	_____	_____
2000	_____	_____
2004	_____	_____

Operating capacity.

Present capacity used _____ %
 # cows that could be added without expansion _____

D OPERATIONS

Year dairy established.

- 1978 or earlier After 1978

What is the acreage of your dairy facility, including corrals, milking facilities, barns, feed storage and manure handling areas? Do not include acreage used for growing crops.

Dry manure handling, revenue, or cost. (Please check all that apply and fill in the blanks.)

- Spread dry manure on my own crop land _____ acres
- Sell excess dry manure to other farmers
Annual income: \$ _____
- Sell excess dry manure to fertilizer processors ?
Annual income: \$ _____
- Purchase manure to satisfy my own crop needs
Annual cost: \$ _____

Address, parcel, section	Acreage	Owned/Leased		Secured by agreement for this use?
		Leased	Leased	
		<input type="checkbox"/> Own	<input type="checkbox"/> Lease	<input type="checkbox"/> Yes <input type="checkbox"/> No
		<input type="checkbox"/> Own	<input type="checkbox"/> Lease	<input type="checkbox"/> Yes <input type="checkbox"/> No
		<input type="checkbox"/>		<input type="checkbox"/>
		<input type="checkbox"/>		<input type="checkbox"/>
		<input type="checkbox"/> Own	<input type="checkbox"/> Lease	<input type="checkbox"/> Yes <input type="checkbox"/> No

What are your other wastewater solutions?

- Sell excess wastewater to other farmers
Annual income: \$ _____
- Sell excess wastewater to manufacturing processors
Annual income: \$ _____
- Purchase wastewater to satisfy my own crop needs
Annual cost: \$ _____

Source of feed/silage. (Please total to 100%.)

Grow own feed on adjacent lands _____ %
Grow own feed on other land I own not adjacent to dairy _____ %
 Purchase from other growers _____ %
 Other _____ %
 (specify) _____

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What are the factors that are the *most important for the daily operation* of your business?

	Not at all	Somewhat	Important	Very important	Critical
Labor costs	1	2	3	4	5
Labor supply	1	2	3	4	5
Transportation	1	2	3	4	5
Interest rates	1	2	3	4	5
Energy costs	1	2	3	4	5
Feed costs	1	2	3	4	5
Regulatory compliance	1	2	3	4	5
Local property taxes	1	2	3	4	5
State or corporate income taxes	1	2	3	4	5
Market condition/economy	1	2	3	4	5
Other	1	2	3	4	5
(specify) _____					

How will technology affect your operation in the future?

Please write any other comments on dairy production and the dairy industry, especially as related to Kings County.

Which factors are most difficult to *have control over*?

	Unimportant	Somewhat difficult	Difficult	Very difficult	Unmanageable
Labor costs	1	2	3	4	5
Labor supply	1	2	3	4	5
Transportation	1	2	3	4	5
Interest rates	1	2	3	4	5
Energy costs	1	2	3	4	5
Feed costs	1	2	3	4	5
Regulatory compliance	1	2	3	4	5
Local property taxes	1	2	3	4	5
State or corporate income taxes	1	2	3	4	5
Market condition/economy	1	2	3	4	5
Other	1	2	3	4	5
(specify) _____					