

2020 PENNSYLVANIA DAIRY PRODUCER SURVEY

JUNE 2020



CENTER FOR Dairy EXCELLENCE

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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. Penn State University and the Center for Dairy Excellence are collaborating to study the dairy supply chain's current situation and examine how Pennsylvania dairy farmers can become more resilient. Please help us understand how the latest changes in the dairy industry impact your business by completing and returning this confidential and voluntary survey. You can choose not to answer specific questions.

This survey will take approximately 10 minutes to complete. If you have any questions, please contact Melissa Anderson (manderson@centerfordairyexcellence.org) or Dr. Veronica Villena (vhwillena@psu.edu).

Please return the survey in the enclosed envelope by June 23rd, 2020.

Thank you for your cooperation,

Jayne Sebright, CDE Executive Director

Veronica H. Villena, PSU Assistant Professor

SAVE TIME – COMPLETE ONLINE: www.centerfordairyexcellence.org/2020producersurvey

1. Is your operation currently **PRODUCING MILK** for sale?

_____ **Yes** _____ **No**

If you answered **YES**, answer the following:

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

b. What type of business is your farm? (partnership, sole proprietorship, etc.)

If you answered **NO**, answer the following:

a. What year did you exit dairying? _____

b. How many dairy cows did you have when you exited? _____

c. What was your reason for exiting? _____

2. How many **DAIRY COWS** are currently on your operation, including dry cows? _____ Cows

3. How many **HEIFERS** are currently on your operation, including heifer calves? _____ Heifers

4. How many pounds of milk were produced on this operation yesterday? (ONE day's production) _____ Pounds

5. What was the typical somatic cell count for your herd for this year? (Only check ONE)

_____ Under 100,000 _____ 100,000 - 150,000
_____ 150,000 – 250,000 _____ Over 250,000

6. In what year was the primary operator on your farm born? _____

a. Primary operator gender: _____ Male _____ Female

7. How many **other** (family and non-family) people are involved in the day-to-day management decisions? _____

8. How many workers does your farm employ?

a. Full-time _____ How many of them are Hispanic? _____

b. Part-time _____ How many of them are Hispanic? _____

c. Seasonal _____ How many of them are Hispanic? _____

d. Do you offer an incentive to these workers for milk quality?

_____ **Yes** _____ **No**

e. Do you conduct an annual performance review to full-time workers?

_____ **Yes** _____ **No**

f. How frequent do you communicate with employees about important issues affecting the workplace?

_____ Once a week _____ Once every other week

_____ Once a month _____ Once every three months

g. Which language do you use for the communication with your employees?

_____ English _____ Spanish Other: _____

9. Approximately what percent of your annual gross income is from the sale of the following:

a. _____ Milk

b. _____ Beef/Veal

c. _____ Genetics/Breeding stocks

d. _____ Crops

e. _____ Other: _____

10. Do you calculate your production cost? _____ **Yes** _____ **No**

If yes, what is your actual production cost (no estimate)? _____ \$/cwt

11. What is your average feed cost per hundredweight for lactating cows?

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12. Please provide the following information for the most recent year if known:

- a. Return on Assets (Net income/ Total assets): _____
 b. Debt/Asset ratio (Total liabilities/Total asset): _____

13. Is your farm participating in the National FARM Animal Welfare Program?

_____ **Yes** _____ **No**

14. Due to the COVID-19 pandemic, how do you see your dairy operation in the next 3-6 months?

Continue milking cows. **OR** Discontinue milking cows.

a. If you are thinking to discontinue milking cows, how likely do you think that will happen? (Only check ONE)

Least likely Likely Very likely Most likely 100%

b. If you cease production, what will be the most likely reason for this decision? (Only Check ONE)

- _____ 1) Economics, can't make it financially
 _____ 2) Better opportunities for off-farm employment
 _____ 3) Next generation not interested / non-existent
 _____ 4) Other: _____

15. How many accumulated pounds of milk has your farm dumped because of the COVID-19 crisis? _____ pounds

16. What percentage of your milk production was dumped because of the COVID-19 crisis?

March: _____% April: _____% May: _____%

17. Has your farm received any compensation for milk dumped because of the COVID-19 crisis? _____ **Yes** _____ **No**

- a. If yes, what is the average value you received for milk dumped?

 b. If not, why? _____

18. If your farm has received financial support from USDA/Care Act, please rate its level of importance to mitigate COVID 19's pressing needs: (1: Not important to 5: Very important): _____

19. As a result of COVID-19, have you put into place an emergency plan?

_____ **Yes** _____ **No** _____ **Working on one**

20. Has anyone working on the dairy become sick with COVID-19?

- _____ **Yes**, they went to the doctor and were tested positive
 _____ **Yes**, I think so, they had symptoms but didn't go to the doctor or get tested
 _____ **No** _____ **I do not know**

21. Between 2015-2020, did you invest in facility improvements?

_____ **Yes** _____ **No**

Between now and 2025, do you plan to invest in facility improvements or additions?

_____ **Yes** _____ **No**

	Investments 2015-2020	Expected Investments 2021-2025
a. Cow comfort improvements	<input type="checkbox"/> Yes <input type="checkbox"/> No	<input type="checkbox"/> Yes <input type="checkbox"/> No
b. Housing facilities for milk/heifer cows	<input type="checkbox"/> Yes <input type="checkbox"/> No	<input type="checkbox"/> Yes <input type="checkbox"/> No
c. Feed handling systems including storage facilities	<input type="checkbox"/> Yes <input type="checkbox"/> No	<input type="checkbox"/> Yes <input type="checkbox"/> No
d. Milking system or facility	<input type="checkbox"/> Yes <input type="checkbox"/> No	<input type="checkbox"/> Yes <input type="checkbox"/> No
e. Manure handling systems including storage facilities	<input type="checkbox"/> Yes <input type="checkbox"/> No	<input type="checkbox"/> Yes <input type="checkbox"/> No
f. Renewable energy or energy conservation practices	<input type="checkbox"/> Yes <input type="checkbox"/> No	<input type="checkbox"/> Yes <input type="checkbox"/> No
g. Aerobic digester	<input type="checkbox"/> Yes <input type="checkbox"/> No	<input type="checkbox"/> Yes <input type="checkbox"/> No
h. Environmental improvements (please specify): _____)	<input type="checkbox"/> Yes <input type="checkbox"/> No	<input type="checkbox"/> Yes <input type="checkbox"/> No
i. Change in management/ownership	<input type="checkbox"/> Yes <input type="checkbox"/> No	<input type="checkbox"/> Yes <input type="checkbox"/> No
j. Diversification in other livestock, crops, or value-added (please add % _____)	<input type="checkbox"/> Yes <input type="checkbox"/> No	<input type="checkbox"/> Yes <input type="checkbox"/> No

22. 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. Have you used crop insurance? **Yes** **No**
 d. Have you participated in any milk price risk management? **Yes** **No**
 e. Have you participated in human resource management education? **Yes** **No**
 f. Have you implemented run-off management & streambank protection? **Yes** **No**
 h. Have you used no-till management? **Yes** **No**

23. How important are the following in improving your farm's performance in the next 3-5 years?

1 = Not Important 2 = Somewhat Important 3 = Very Important RATE 1, 2 OR 3

- 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..... _____

24. Rate the importance of these factors needed for your dairy operation.

1 = Not Important 2 = Somewhat Important 3 = Very Important RATE 1, 2 OR 3

- 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, risk management, nutritional consultants)..... _____
- f. Land availability..... _____
- g. Milk hauling services..... _____

25. Which of the following are you currently using and/or expect to use in 2025?

- a. Parlor milking system..... Now 2025
- b. Robotics..... Now 2025
- c. Intensively-managed rotational grazing..... Now 2025

26. Please indicate the name of your co-operative or milk handler/buyer: _____

- a. How many years have you been working with this co-op or milk handler? _____
- b. Did your co-op/milk handler request you to reduce milk production in the last 3 months? Yes No
If yes, what percentage was this milk reduction? _____
- c. Did your farm comply with the milk production reduction? (Please select ONE)
 Not taken any measure Have taken at least one measure Have taken 2 or more measures

27. Regarding your relationship with your co-op or milk handler, please indicate:

1 = Strongly disagree 2 = Disagree 3 = Neutral 4 = Agree 5 = Strongly agree RATE 1, 2, 3, 4 OR 5

- a. This co-op or milk handler has always been even-handed in its negotiations with your farm..... _____
- b. You trust that this co-op or milk handler treats you fairly..... _____
- c. You are concerned that this co-op or milk handler may use opportunities that arise to profit at your expense..... _____

If you would like to receive this study's results, please provide your email _____ and phone number _____.

If you would like to be added to our monthly email list to receive dairy industry updates, please add your email address:

_____ and check here.

COVID-19 Farm Resources Available to Dairy Producers

To help dairy farms navigate the COVID-19 pandemic and new restraints on business, the Center for Dairy Excellence has a variety of resources available to help farms mitigate the spread of the virus, protect employees, develop contingency plans, apply for direct relief payments, and implement new strategies on the farm. Recordings are also available from five dairy industry conference calls, featuring panelists from across the industry who directly answer dairy farmers' questions about COVID-19 issues.

Our resource library includes:

- A list of guidelines and resources from experts and industry organizations
- COVID-19 assistance grant opportunities
- Direct relief payment resources and checklists
- Recordings from industry conference calls
- Weekly COVID-19 market updates
- Stress and wellness resources

Visit www.centerfordairyexcellence.org/covid-19 to access the resources or call 717-346-0849.



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