



2010 Dairy Producer Survey - Addendum

Cooperating with Wisconsin Department of Agriculture, Trade and Consumer Protection

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This document serves as an addendum to the 2010 Dairy Producer Survey release. Please refer to that publication for survey methodology and explanations of results.

Farm Characteristics

Dairy Producers' Plans for Next 5 Years, Wisconsin, 2010

Herd Size	Discontinue	Downsize	Same	Expand <10%	Expand 10-50%	Expand >50%
1-29	41	3	44	0	7	5
30-49	36	4	48	0	9	3
50-99	29	8	43	1	14	5
100-199	15	9	43	6	21	6
200-499	14	7	38	11	22	8
500+	6	1	27	10	44	12
Total	26	6	42	3	17	6

Milk Cows by Type of Housing, Wisconsin, 2010

Herd Size	Stanchion	Free-stall	Other
Percent of cows			
1-29	85	4	11
30-49	84	9	7
50-99	69	20	11
100-199	22	70	8
200-499	2	94	4
500+	0	99	<1
Total	19	77	4

Dairy Operations by Type of Housing, Wisconsin, 2010¹

Herd Size	Stanchion	Free-stall	Other
Percent of operations			
1-29	85	7	13
30-49	89	12	12
50-99	79	30	20
100-199	35	78	25
200-499	9	97	16
500+	0	100	3
Total	60	45	17

¹Totals do not add to 100. Some operations reported having more than one type of housing.

Average Capacity of Liquid Manure Storage Wisconsin Dairy Farms, 2010

	Million Gallons
Cement-lined basin/lagoon	2.35
Earthen-lined basin/lagoon	3.37
Deep pit	4.48
Above ground tank	1.11
Other structures	2.07

Health Insurance

Dairy Farmers with Health Insurance Coverage Wisconsin, 2010

Herd Size	Respondent	Spouse	Dependent Children
	Percent		
1-29	70	60	47
30-49	88	89	85
50-99	87	87	79
100-199	93	93	92
200-499	96	97	95
500+	100	100	100
Total	89	89	84

Source of Health Coverage¹, Wisconsin Dairy Farmers, 2010

Herd size	Off-farm employment	Purchased from cooperative or farm organization	Purchased from insurance company or agent	Federal program ²	State program ³
	Percent				
1-29	37	2	30	28	11
30-49	40	5	39	20	18
50-99	30	4	53	13	16
100-199	30	6	52	11	10
200-499	22	7	56	13	14
500+	26	3	68	11	12
Total	31	5	50	15	14

¹Totals do not add to 100, as respondents may receive coverage from more than one source. ²Includes Medicare, Medicaid, veteran benefits, and other federal programs. ³Includes Health Insurance Risk-Sharing plan, BadgerCare, and other state programs.

Level of Health Insurance Coverage, Wisconsin Dairy Farmers, 2010

Coverage	All	Most	Some	None
	Percent			
Regular check-ups and other preventive services	20	36	31	13
Health care at a doctor's office or health care clinic when you are sick or injured	15	39	37	9
Overnight hospital stays	16	43	35	6
Prescription drugs	7	35	41	17

Financial Issues

Problems Experienced as a Result of Low Milk Prices and Tight Credit¹, Wisconsin Dairy Farms, 2010

Herd size	Unable to meet basic living expenses	Unable to make farm loan payments	Unable to borrow money necessary for the farm operation	Unable to pay farm input suppliers on time	No serious problems
	Percent				
1-29	51	21	16	47	26
30-49	43	25	21	61	26
50-99	41	21	16	47	37
100-199	38	27	19	60	27
200-499	44	45	20	61	25
500+	21	24	24	43	43
Total	41	26	19	53	31

¹Totals do not add to 100, as respondents may have experienced more than one of the listed problems.

Decisions Made to Adapt to Low Milk Prices and Tight Credit¹, Wisconsin Dairy Farms, 2010

Herd size	Borrowed more money	Postponed other investments	Reduced expenditure for farm inputs	Used forward contracts to lock in milk price	Sold some farmland	Reduced family living expenses	Increased off-farm employment	Postponed plans to retire	Decided to get out of dairy
	Percent								
1-29	22	56	62	4	4	62	19	16	18
30-49	36	71	69	3	6	68	20	23	18
50-99	47	76	75	6	2	67	16	22	16
100-199	56	79	70	12	3	64	18	22	8
200-499	73	86	68	24	0	70	11	29	9
500+	75	76	60	43	2	57	9	12	0
Total	49	75	70	11	3	66	16	22	13

¹Totals do not add to 100, as respondents may have made more than one of the listed decisions.

The next 5 tables show how the current financial situation affected choices made by dairy farmers in 2010.

Number of Acres Planted, Wisconsin Dairy Farms, 2010

Herd Size	Increased	Decreased
	Percent	
1-29	5	95
30-49	21	79
50-99	49	51
100-199	67	33
200-499	78	22
500+	91	9
Total	51	49

Number of Cows Milked, Wisconsin Dairy Farms, 2010

Herd Size	Increased	Decreased
	Percent	
1-29	17	83
30-49	37	63
50-99	61	39
100-199	77	23
200-499	80	20
500+	90	10
Total	63	37

Number of Paid Workers, Wisconsin Dairy Farms, 2010

Herd Size	Increased	Decreased
	Percent	
1-29	6	94
30-49	2	98
50-99	8	92
100-199	8	92
200-499	6	94
500+	22	78
Total	8	92

Varieties of Seed Planted, Wisconsin Dairy Farms, 2010

Herd Size	More expensive	Less expensive
	Percent	
1-29	8	92
30-49	5	95
50-99	9	91
100-199	11	89
200-499	16	84
500+	15	85
Total	10	90

**Major Expansion or Modernization Plans
Wisconsin Dairy Farms, 2010**

Herd Size	Made plans	Postponed plans
	Percent	
1-29	4	96
30-49	0	100
50-99	6	94
100-199	12	88
200-499	4	96
500+	22	78
Total	7	93

Current Level of Debt Compared with Debt Before the Financial Crisis, Wisconsin Dairy Farms, 2010

Herd size	Much higher	Somewhat higher	About the same	Somewhat lower	Much lower
	Percent				
1-29	12	31	33	22	2
30-49	19	29	38	9	5
50-99	22	29	33	12	4
100-199	28	37	24	11	0
200-499	48	34	11	7	0
500+	39	34	18	7	2
Total	26	32	29	11	2

Percent Holding Type of Debt, Wisconsin Dairy Farms, 2010¹

Herd size	Credit card	Short-term loan ²	Long-term loan ²	Government credit program	Advance from feed/supplier	Loan from family member/friend
	Percent					
1-29	38	46	44	6	16	32
30-49	31	54	57	13	22	29
50-99	25	68	68	13	13	29
100-199	34	71	86	16	17	22
200-499	28	83	89	24	23	22
500+	16	85	97	35	11	18
Total	28	68	73	17	17	26

¹Totals do not add to 100, as respondents may hold more than one type of debt. ²Loans from lending institutions, such as banks or credit unions.

Policy Issues

Wisconsin dairy farmers were asked to evaluate the impact of the following changes in federal or state policies on their farm businesses.

Federal Milk Marketing Orders Moving From a Competitive Pay Price to Product Price Formulas Wisconsin Dairy Farms, 2010

Herd size	Strong negative impact	Modest negative impact	Not affected	Modest positive impact	Strong positive impact
	Percent				
1-29	19	11	60	8	2
30-49	16	23	45	14	2
50-99	14	28	43	12	3
100-199	11	25	46	18	0
200-499	21	25	33	17	4
500+	10	20	46	22	2
Total	15	24	44	15	2

Consolidation of Federal Milk Marketing Orders, Wisconsin Dairy Farms, 2010

Herd size	Strong negative impact	Modest negative impact	Not affected	Modest positive impact	Strong positive impact
	Percent				
1-29	13	10	67	8	2
30-49	12	23	50	14	1
50-99	9	29	50	11	1
100-199	11	26	53	9	1
200-499	9	27	43	18	3
500+	5	22	61	10	2
Total	10	25	51	12	2

Introduction of the Milk Income Loss Contract (MILC) Program, Wisconsin Dairy Farms, 2010

Herd size	Strong negative impact	Modest negative impact	Not affected	Modest positive impact	Strong positive impact
	Percent				
1-29	9	4	32	47	8
30-49	6	7	20	58	9
50-99	5	10	19	59	7
100-199	11	3	18	55	13
200-499	7	11	10	64	8
500+	16	17	17	47	3
Total	8	9	18	57	8

Moving Towards Use-value Property Tax Assessment of Farmland, Wisconsin Dairy Farms, 2010

Herd size	Strong negative impact	Modest negative impact	Not affected	Modest positive impact	Strong positive impact
	Percent				
1-29	4	10	38	23	25
30-49	4	6	25	43	22
50-99	4	9	21	33	33
100-199	4	9	23	37	27
200-499	3	7	15	50	25
500+	6	2	22	45	25
Total	4	8	23	38	27

Wisconsin dairy farmers were asked whether they agree with the following statements on federal farm policy issues.

To help control milk price volatility, the USDA should adopt a supply management program, Wisconsin dairy farms, 2010

Herd size	Strongly disagree	Disagree	Not sure	Agree	Strongly agree
	Percent				
1-29	20	10	33	16	21
30-49	10	10	27	32	21
50-99	16	11	27	26	20
100-199	19	9	24	29	19
200-499	19	18	26	19	18
500+	37	28	21	11	3
Total	17	13	26	25	19

The current design of the Milk Income Loss Contract (MILC) program should be changed to increase the maximum volume of milk covered, Wisconsin dairy farms, 2010

Herd size	Strongly disagree	Disagree	Not sure	Agree	Strongly agree
	Percent				
1-29	38	24	30	8	0
30-49	39	29	18	8	6
50-99	43	25	18	9	5
100-199	27	30	15	20	8
200-499	14	21	22	22	21
500+	14	8	15	23	40
Total	33	25	19	13	10

It should be legal for farmers to sell raw (un-pasteurized) milk to the public, Wisconsin dairy farms, 2010

Herd size	Strongly disagree	Disagree	Not sure	Agree	Strongly agree
	Percent				
1-29	12	9	23	21	35
30-49	14	11	24	25	26
50-99	16	14	21	24	25
100-199	34	15	17	18	16
200-499	37	19	12	19	13
500+	61	15	14	6	4
Total	24	14	20	21	21

Federal Milk Marketing Orders ought to be terminated, Wisconsin dairy farms, 2010

Herd size	Strongly disagree	Disagree	Not sure	Agree	Strongly agree
	Percent				
1-29	2	5	55	25	13
30-49	3	6	57	23	11
50-99	5	6	56	20	13
100-199	2	7	51	24	16
200-499	6	8	47	20	19
500+	6	6	48	20	20
Total	4	6	54	22	14

Farmers need a foreign guest worker program that allows immigrants to work legally on farms, Wisconsin dairy farms, 2010

Herd size	Strongly disagree	Disagree	Not sure	Agree	Strongly agree
	Percent				
1-29	38	22	28	10	2
30-49	32	21	24	17	6
50-99	32	17	26	20	5
100-199	23	16	25	26	10
200-499	12	9	11	27	41
500+	5	1	9	23	62
Total	26	16	22	21	15