

Summary of FBFM Field Staff Responses to Management Survey

	Number of Times in High 1/3			
	Five	Three and Four	One and Two	Never
Rank this cooperator compared to "average" (5 = superior, 3 = average, 1 = poor)				
Overall abilities	4.0	3.9	3.7	3.7
Maximize yields	4.2	4.0	4.0	4.0
Marketing	3.6	3.4	3.3	3.3
Financial planning	3.5	3.5	3.1	3.1
Personnel management	3.4	3.4	2.9	2.9
Abilities to control costs	4.0	3.8	3.6	3.6
Machinery management	3.9	3.9	3.9	3.9
Financial record-keeping	3.7	3.7	3.7	3.7
Compared to your "average" cooperator, what is this cooperators tolerance for risk (5 = takes most risks, 1 = avoids most risks)				
	3.3	3.4	3.6	3.0
Compared to your "average" cooperator, this farmer is an innovator (e.g., adopts new practices): (5 = very innovative, 1 = late adopter)				
	3.4	3.6	3.6	3.0
Compared to your "average" cooperator, how new is this cooperator's machinery? (5 = newest, 1 = very old)				
	3.1	3.2	3.4	3.0
Does your operator use the following (1 = yes, 2 = no)				
Yield Monitor	1.3	1.4	1.3	1.4
Other GIS applications	1.6	1.6	1.6	1.8
On-farm storage	1.6	1.5	1.5	1.5
Computers for farm record-keeping	1.3	1.3	1.3	1.3
Internet for farm business	1.6	1.8	1.6	1.6
Futures and options	1.8	1.8	1.8	1.9
Crop insurance	1.7	1.8	1.7	1.7
Grain cart	1.2	1.2	1.2	1.2
About how old is the cooperator?	2.4	2.5	2.5	2.4
Does this cooperator have business interests other than farming? (1 = yes, 2 = no)				
	1.9	1.8	1.8	1.7
Did this cooperator have a full time off-farm job for 2 years or more prior to farming? (1=yes, 2 = no)				
	1.8	1.6	1.6	1.8
Does this cooperator currently have an off-farm (part/full time) job? (1 = yes, 2 = no)				
	1.6	1.7	1.7	1.6

Compiled by Gary Schnitkey and Dale Lattz, Department of Agricultural and Consumer Economics, University of Illinois, December 2003.