

2009 READER PROFILE

MAXIMIZING PRODUCTION AND MARKETING FOR PROFIT

CORN & SOYBEAN
DIGEST®

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Respondent Composition

The sample for this study was systematically selected from the circulation of **CORN & SOYBEAN DIGEST**. An Nth selection from the domestic qualified list yielded 1,000 names.

Methodology

The survey packages contained a cover letter, questionnaire and postage-paid reply envelope, and were mailed on January 6, 2009. On February 10, 2009 a follow-up survey package was mailed to the non-respondents. All received an updated survey package similar to the first except that it included a dollar incentive. The cover letters reflected the fact that there was an incentive dollar included.

There were 26 undeliverable returns resulting in an effective mail out of 974. Of this number there were 258 records finalized, 2 of which were unusable leaving an intab sample of 256, or a 26.3% response rate.

This study was designed and conducted by the Agribusiness Research Department.

Questions about this study should be directed to:

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NOTE: All percents are figured by dividing those who answered yes by the total who responded to the specific question. This results in the percents being higher than the actual percent that represents the whole circulation.

Soybeans

Did you grow soybeans last year?

	2009	2008	2007	2006	2005
Yes	90.2	88.9	88.4	93.2	93.6
% Responding	99.2	100.0	99.8	100.0	100.0

How many acres of full season soybeans did you grow last year?

	2009	2008	2007	2006	2005
1 - 49 acres	2.6	1.5	1.3	1.4	1.2
50 - 99 acres	3.5	3.7	3.5	3.5	4.2
100 - 249 acres	19.8	20.7	18.9	17.2	16.6
250 - 499 acres	31.7	36.0	32.6	32.7	35.2
500 - 999 acres	30.8	25.0	26.1	27.5	26.7
1,000 - 1,999 acres	9.3	9.8	13.7	15.3	12.3
2,000+ acres	2.2	3.4	3.8	2.4	3.8
Avg. acres grown	491.6	537.2	590.8	575.8	620.2
% Responding	88.7	86.8	88.0	92.6	91.9

How did you plant your soybeans?

	2009	2008	2007	2006	2005
Drill	41.2	36.7	40.5	39.4	48.6
Conventional planter	58.3	65.1	59.0	65.0	58.3
Air seeder	9.2	6.9	10.2	7.0	5.7
% Responding	89.1	87.8	85.6	92.8	93.0

Last year, did you treat before planting and/or purchase any soybean seed treated with a fungicide to protect against disease?

	2009	2008	2007	2006	2005
No	33.2	52.0	48.4	53.8	63.6
Yes, treated seed myself	7.6	11.7	11.0	10.8	11.3
Yes, purchased treated seed	59.2	39.9	42.5	38.3	27.5
% Responding	87.1	88.1	87.7	92.8	91.8

Which of the following soybean plant diseases did you find or suspect in your fields last year?

	2009	2008	2007	2006	2005
Soybean Aphid	49.5	41.8	31.7	47.8	19.2
Soybean cyst nematode	31.3	30.7	33.1	29.7	27.4
Phytophthora root rot	27.1	22.0	23.0	23.0	26.1
Sudden-death syndrome	20.1	25.1	24.2	19.3	23.7
White mold	17.8	13.3	24.2	14.9	24.2
Brown stem root rot	15.9	12.1	19.7	12.4	14.6
Soybean rust	5.6	2.8	1.7	x	x
None of these	20.6	27.2	29.8	28.2	31.2
% Responding	83.6	85.4	84.0	88.0	89.0

Did you soil sample for soybean cyst nematode last year?

	2009	2008	2007	2006	2005
Yes	12.9	82.8	17.9	19.6	19.5
% Responding	87.5	87.8	86.8	92.3	91.6

Did you plant a soybean cyst nematode resistant variety of soybean last year?

	2009	2008	2007	2006	2005
Yes	60.1	63.3	62.5	53.7	50.8
% Responding	87.1	87.8	84.9	90.8	89.3

How much did you spend per acre on soybean herbicides?

	2009	2008	2007	2006	2005
\$1 – \$9	3.4	10.4	14.2	14.0	18.5
\$10 – \$19	25.3	41.0	46.1	50.3	44.6
\$20 – \$29	35.4	32.8	28.7	24.0	25.9
\$30 – \$39	21.3	10.8	7.1	7.8	8.4
\$40 – \$49	8.4	2.6	2.5	2.2	1.6
\$50 – \$59	4.5	1.9	0.7	0.6	0.2
\$60 or more	1.7	0.4	0.7	1.1	0.8
Average per acre	\$25.71	\$19.56	\$17.88	\$18.51	\$17.41
% Responding	69.5	70.9	66.5	78.0	76.0

Did you plant Roundup Ready soybeans last year?

	2009	2008	2007	2006	2005
Yes	95.6	97.3	95.7	96.7	95.0
% Responding	88.7	88.9	88.0	92.6	92.2
Average Acres	542.0	513.4	631.1	551.3	593.7
% Responding	81.6	80.4	88.0	83.7	76.8

What tillage practices did you use on your soybean crop last year?

	2009	2008	2007	2006	2005
No-till	61.6	53.2	54.7	50.8	53.6
Conventional tillage	36.6	36.0	30.7	30.7	37.0
Reduced-till*	17.4	24.3	25.3	31.4	31.7
Mulch-till**	8.9	10.2	7.5	10.3	10.7
Ridge-till	2.2	2.1	3.0	3.0	3.3
Strip-till	1.3	1.2	3.0	1.4	1.0
% Responding	87.5	88.1	87.5	93.0	92.5

*less than 30% residue
**more than 30% residue

Corn

Did you grow any corn last year?

	2009	2008	2007	2006	2005
Yes	92.5	92.3	88.2	88.9	91.9
% Responding	99.2	100.0	100.0	100.0	99.7

If yes, how many acres of corn did you plant?

	2009	2008	2007	2006	2005
1 - 49 acres	2.7	0.6	2.2	1.5	1.8
50 - 99 acres	2.2	3.3	1.4	3.3	3.0
100 - 249 acres	17.3	17.8	17.8	15.4	18.0
250 - 499 acres	33.3	32.6	31.9	33.8	37.0
500 - 999 acres	29.8	27.5	28.9	29.0	25.9
1,000 - 1,999 acres	11.6	11.8	15.0	13.9	10.5
2,000+ acres	3.1	6.3	2.8	3.3	3.8
Avg. acres planted	592.5	641.6	618.6	621.4	602.7
% Responding	87.9	87.6	84.9	86.5	77.1

Did you irrigate any of your corn acres?

	2009	2008	2007	2006	2005
Yes	21.8	15.5	16.9	17.7	12.8
% Responding	91.4	92.1	86.6	88.7	91.9

Did you plant any of last year's corn acres to continuous corn?

	2009	2008	2007	2006	2005
Yes	48.7	44.5	42.9	40.0	35.2
% Responding	90.6	91.5	88.0	88.7	91.5

'x' indicates a question or category not asked

If yes, how many acres did you plant to continuous corn?

	2009	2008	2007	2006	2005
1 - 49 acres	10.0	16.6	16.7	20.8	22.0
50 - 99 acres	21.0	17.9	16.0	16.1	16.8
100 - 249 acres	33.0	29.0	33.3	30.2	35.1
250 - 499 acres	20.0	15.9	14.0	17.4	14.1
500 - 999 acres	11.0	11.0	15.3	8.7	9.4
1,000 - 1,999 acres	4.0	4.8	3.3	3.4	1.6
2,000+ acres	1.0	4.8	1.3	3.4	1.0
Avg. acres	274.7	391.0	323.8	296.2	231.2
% Responding	39.1	38.4	35.4	32.5	29.2

How much did you spend per acre on corn herbicides?

	2009	2008	2007	2006	2005
\$1 - \$9	0.6	2.9	4.9	4.5	3.3
\$10 - \$19	9.1	19.2	23.1	18.6	22.1
\$20 - \$29	37.2	41.6	39.3	40.7	48.2
\$30 - \$39	26.2	26.1	26.3	26.3	20.4
\$40 - \$49	17.7	5.7	5.3	7.5	3.9
\$50 - \$59	5.5	2.0	1.2	1.5	0.9
\$60 or more	3.7	2.4	0.0	0.9	1.1
Average	\$30.99	\$25.93	\$24.03	\$26.80	\$29.87
% Responding	64.1	64.8	58.3	72.8	69.6

In general, were you satisfied with your corn weed control last year?

	2009	2008	2007	2006	2005
Yes	94.8	92.7	90.0	85.3	93.4
% Responding	90.2	91.0	87.5	87.1	90.4

Did you plant any herbicide-tolerant corn last year?

	2009	2008	2007	2006	2005
Yes	84.7	73.5	62.7	46.9	38.7
% Responding	89.5	91.0	84.7	87.8	88.7

Which types of herbicide-tolerant corn did you plant?

	2009	2008	2007	2006	2005
Roundup Ready	95.3	80.1	85.8	78.1	68.9
Liberty Link	19.8	17.1	21.6	23.0	27.0
Agrisure	1.6	x	x	x	x
Poast Protected (SR)	0.5	0.6	0.9	x	0.5
Clearfield (IMI)	0.5	1.9	4.7	10.2	18.0
% Responding	75.0	85.2	54.7	40.7	33.9

'x' indicates a question or category not asked

Did you plant any Bt corn last year?

	2009	2008	2007	2006	2005
Yes	84.7	78.1	78.2	72.7	66.1
% Responding	89.4	90.7	85.6	86.1	87.8
Avg. Acres	426.1	467.9	375.8	358.8	347.5
% Responding	66.4	59.8	56.6	56.0	49.8

If no, did you use a foliar insecticide treatment to control corn borers?

	2009	2008	2007	2006	2005
Yes	11.5	9.1	12.3	9.2	11.5
% Responding	10.2	14.6	13.4	21.4	26.6

What tillage practices did you use on your corn crop last year?

	2009	2008	2007	2006	2005
Conventional tillage	43.5	44.9	44.5	37.4	40.8
No-till	37.9	35.4	38.5	34.9	35.7
Reduced-till*	26.3	29.9	27.2	33.3	35.5
Mulch-till**	11.6	9.9	9.2	12.5	11.2
Ridge-till	3.9	4.1	3.0	5.1	3.6
Strip-till	4.3	2.3	6.2	3.3	4.3
% Responding	90.6	91.3	87.5	85.6	89.8

*less than 30% residue
**more than 30% residue

Did you use a corn root worm insecticide last year?

	2009	2008	2007	2006	2005
Yes	31.3	40.2	34.6	39.1	42.0
% Responding	88.7	90.7	84.4	85.2	87.2

Did you use a corn insecticide on first year corn?

	2009	2008	2007	2006	2005
Yes	63.8	69.1	75.4	72.6	67.2
% Responding	27.0	36.0	27.8	31.8	35.9

Did you plant any seed-applied corn insecticide last year (i.e. seed coated with insecticide so you don't have to deal with separate boxes)?

	2009	2008	2007	2006	2005
Yes	52.0	49.1	53.0	44.3	42.1
% Responding	87.1	87.3	81.8	82.1	82.7

General Agriculture

Which one of the following statements best describes your involvement in precision farming?

	2009	2008	2007	2006	2005
Have investigated the feasibility of using precision farming techniques but have not used precision farming techniques	16.6	13.7	15.4	16.4	19.3
Have experimented with one or more precision farming practices but have not incorporated precision farming into my cropping operation	15.3	9.9	12.3	10.5	8.2
Have incorporated one or more precision farming practice in my cropping operation	37.1	33.7	34.0	29.0	34.0
Have no involvement with precision farming	31.0	42.7	38.2	44.2	38.6
<i>% Responding</i>	89.5	91.0	90.0	91.7	93.4

How concerned are you about weed resistance to herbicides?

	2009	2008	2007	2006	2005
Very concerned	40.2	39.1	42.0	32.9	34.6
Somewhat concerned	54.5	54.9	52.2	59.0	58.6
Not concerned	5.3	6.0	5.9	8.2	6.8
<i>% Responding</i>	95.3	96.8	92.7	96.1	96.2

Did you fall apply any herbicides after harvest last year?

	2009	2008	2007	2006	2005
Yes	18.0	19.6	16.4	14.1	12.2
<i>% Responding</i>	95.3	97.1	95.0	94.1	96.5

When deciding what company you will buy seed from, how important are the following factors?

Price	2009	2008	2007	2006	2005
Very important	51.7	46.5	47.7	52.9	53.4
Somewhat important	45.7	48.2	47.9	44.2	43.5
Not important	2.6	5.4	4.4	2.8	3.1
<i>% Responding</i>	90.6	93.9	92.0	92.6	93.3
YIELD	2009	2008	2007	2006	2005
Very important	93.3	95.5	93.9	90.3	93.0
Somewhat important	6.3	4.2	5.9	9.7	6.5
Not important	0.4	0.3	0.3	x	0.5
<i>% Responding</i>	93.8	93.7	92.5	94.3	93.6

(continued)	2009	2008	2007	2006	2005
AGRONOMIC SERVICES	2009	2008	2007	2006	2005
Very important	46.4	44.0	46.9	38.1	39.5
Somewhat important	46.0	41.5	39.0	51.0	49.7
Not important	7.6	14.5	14.2	10.9	10.8
<i>% Responding</i>	87.5	86.0	86.6	86.3	87.8
AVAILABILITY OF BULK CONTAINERS	2009	2008	2007	2006	2005
Very important	18.3	21.0	21.3	18.1	20.0
Somewhat important	48.4	29.6	34.7	35.9	33.8
Not important	33.3	49.4	44.0	46.0	46.3
<i>% Responding</i>	83.2	85.7	84.2	84.3	85.5
AVAILABILITY OF DISEASE/HERBICIDE RESISTANT VARIETIES/HYBRIDS	2009	2008	2007	2006	2005
Very important	63.6	64.7	64.8	45.8	47.5
Somewhat important	32.9	29.1	30.2	45.1	45.3
Not important	3.6	6.2	4.9	9.1	7.2
<i>% Responding</i>	87.9	89.2	85.8	86.5	88.7
FINANCING PROGRAM	2009	2008	2007	2006	2005
Very important	18.2	17.1	14.8	15.1	13.9
Somewhat important	33.6	30.5	27.6	32.3	31.5
Not important	48.2	52.4	57.7	52.6	54.6
<i>% Responding</i>	85.9	86.8	84.7	88.2	88.1
PRECISION FARMING SERVICES	2009	2008	2007	2006	2005
Very important	9.0	9.3	8.6	5.4	8.0
Somewhat important	41.2	36.0	36.9	36.2	35.3
Not important	49.8	54.7	54.6	58.5	56.7
<i>% Responding</i>	82.4	85.2	82.5	85.0	85.6
DEALER REPUTATION	2009	2008	2007	2006	2005
Very important	59.0	57.2	65.8	57.7	58.0
Somewhat important	36.7	37.0	30.2	36.8	36.0
Not important	4.4	5.9	4.0	5.5	6.0
<i>% Responding</i>	89.5	90.2	87.5	90.6	91.3
PAST EXPERIENCE WITH COMPANY	2009	2008	2007	2006	2005
Very important	68.7	72.4	72.8	68.2	70.2
Somewhat important	28.3	25.6	25.8	30.6	28.3
Not important	3.0	2.0	1.3	1.2	1.5
<i>% Responding</i>	89.8	91.0	90.3	92.6	92.8

'x' indicates a question or category not asked

Which of the following consulting or advisory services did you use last year?

	2009	2008	2007	2006	2005
Co-op or dealer crop consultant	45.6	42.5	37.9	36.9	40.1
Independent commodity marketing consultant/advisor	25.7	20.6	20.5	18.2	20.5
Independent professional crop consultant	17.0	13.5	16.7	15.2	15.0
Co-op's commodity marketing consultant/advisor	16.6	13.2	14.9	13.1	11.5
Financial or investment consultant/advisor	14.5	12.7	11.3	11.3	10.8
Estate planning consultant/advisor	7.1	8.5	7.2	10.4	7.9
Business management consultant/advisor	6.6	7.6	4.6	6.0	5.3
None of these, don't use consulting or advisory services	29.0	37.2	31.6	34.6	32.3
<i>% Responding</i>	94.1	93.9	92.0	94.6	94.5

Do you provide any custom farming services?

	2009	2008	2007	2006	2005
Yes	28.6	24.9	26.4	27.2	27.0
<i>% Responding</i>	96.9	96.8	94.8	100.0	96.8

If yes, which services do you provide, and for approximately how many acres or bushels?

	2009	Acres/bushels
Harvesting	81.8	877.1
Planting	71.2	232.7
Tillage	43.9	179.2
Grain hauling	43.9	75,840.9
Spraying	22.7	2,224.3
<i>% Responding</i>	25.8	25.8

Electronics

Do you access the Internet or World Wide Web?

	2009	2008	2007	2006	2005
Yes	78.2	93.5	92.4	89.8	89.9
<i>% Responding</i>	96.9	69.6	71.2	64.1	63.2

Do you have high-speed Internet service?

	2009	2008	2007	2006	2005
Yes	79.7	68.0	58.7	40.9	28.3
No	18.2	29.9	38.4	57.6	67.8
Don't know	2.1	2.0	2.9	1.5	3.8
<i>% Responding</i>	75.0	64.6	65.1	57.5	56.0

What types of Internet applications do you use/access?

	2009	2008	2007	2006	2005
E-mail	87.6	85.0	90.3	90.1	88.9
Weather	77.7	76.0	81.6	76.4	74.7
Markets	83.4	84.1	75.8	80.6	77.7
Product/company information	52.8	51.6	57.0	60.8	63.3
News	56.0	55.3	50.9	50.6	50.3
Chat/discussion groups	9.8	7.3	6.9	4.9	9.0
Online video	7.8	x	x	x	x
Online seminar	5.7	x	x	x	x
Podcasts	3.6	x	x	x	x
Other	2.6	1.2	1.8	3.0	0.5
<i>% Responding</i>	75.4	65.1	65.3	57.3	56.2

Approximately how many hours in a typical week do you spend online?

	2009	2008	2007	2006	2005
Avg. hours/week	6.4	5.6	5.3	4.7	4.8
<i>% Responding</i>	66.8	58.7	60.8	52.5	51.9
Avg. hours/week farm related	4.2	4.2	4.5	3.6	4.1
<i>% Responding</i>	63.3	57.4	56.8	49.5	49.6

In the past year, have you purchased any of your farm inputs online?

	2009	2008	2007	2006	2005
Yes	20.3	12.1	11.2	11.8	10.8
<i>% Responding</i>	73.0	63.5	65.3	57.1	56.8

How comfortable are you with buying products over the Internet?

	2009	2008	2007	2006	2005
Very	13.4	11.8	10.1	8.5	9.7
Somewhat	43.3	36.8	39.6	38.6	40.9
Not at all	43.3	51.3	50.4	52.9	49.4
<i>% Responding</i>	73.0	60.3	65.6	56.4	55.3

Equipment

Do you own an all-terrain vehicle?

	2009	2008	2007	2006	2005
Yes	63.0	58.8	63.2	64.2	68.3
% Responding	96.1	97.6	96.7	96.7	97.4

Please indicate how many of the following types of equipment (operational) you own or lease.

TRACTORS	2009	2008	2007	2006	2005
under 40 hp	1.9	1.7	1.7	1.7	1.8
% Responding	30.3	36.8	33.7	43.7	40.8
40–100 hp	1.9	2.0	2.2	1.9	2.1
% Responding	63.6	66.9	62.7	71.2	74.4
101–175 hp	2.1	2.1	1.8	1.8	1.8
% Responding	75.4	75.4	70.5	80.2	72.0
176 to 250 hp	1.8	1.6	x	x	x
% Responding	57.0	57.8	x	x	x
Over 250 hp	1.4	1.5	x	x	x
% Responding	28.9	31.3	x	x	x
Any Tractors	5.0	5.1	x	x	x
% Responding	94.7	97.3	x	x	x
COMBINES	2009	2008	2007	2006	2005
Combines	1.2	1.2	1.3	1.3	1.2
% Responding	72.4	77.2	78.6	83.3	81.8
Pick-up trucks	2.1	2.0	x	2.3	2.1
% Responding	88.2	86.9	x	92.9	93.0
Trucks (1 to 2 ton)	1.5	1.6	x	x	x
% Responding	24.6	30.1	x	x	x
Trucks (2 to 5 ton)	1.7	1.9	x	x	x
% Responding	21.1	21.6	x	x	x
Trucks (5 to 10 ton)	1.8	1.5	x	x	x
% Responding	17.5	14.6	x	x	x
Trucks (over 10 ton)	1.9	2.0	x	x	x
% Responding	44.7	43.8	x	x	x
Any Trucks	2.6	2.6	x	x	x
% Responding	72.4	74.5	x	x	x
Automobiles	1.5	1.6	2.0	1.7	1.7
% Responding	68.0	68.1	80.4	79.6	83.3
Self-propelled sprayers	1.1	1.1	1.1	1.1	1.1
% Responding	24.1	26.4	24.8	29.1	23.8

(continued)	2009	2008	2007	2006	2005
Tank-sprayers—pull type	1.1	1.2	1.2	1.1	1.1
% Responding	45.6	46.8	54.8	52.9	52.2
Planters—row	1.7	1.2	2.6	x	x
% Responding	77.2	80.9	84.9	x	x
Planters – ridge-till	1.2	1.0	1.1	1.3	1.3
% Responding	5.7	2.7	3.4	3.7	2.9
Grain drills	1.2	1.2	1.4	1.2	1.2
% Responding	51.8	53.2	58.7	40.2	46.4
Table % Responding	89.1	87.0	90.3	x	94.2

Please indicate how many of the following types of equipment you plan to purchase in the next two years.

TRACTORS	2009	2008	2007	2006	2005
under 40 hp	1.0	1.0	1.0	1.0	1.0
% Responding	0.7	1.6	0.7	1.7	2.4
40–100 hp	1.0	1.1	1.1	1.0	1.2
% Responding	4.4	12.6	7.1	8.6	9.4
101–175 hp	1.1	1.1	1.1	1.2	1.1
% Responding	11.1	26.0	15.7	13.8	18.8
176 to 250 hp	1.1	1.1	x	x	x
% Responding	13.3	30.7	x	x	x
Over 250 hp	1.0	1.3	x	x	x
% Responding	3.0	21.3	x	x	x
Any Tractors	1.4	1.6	x	x	x
% Responding	25.9	64.6	x	x	x
Combines	1.1	1.2	1.3	1.3	1.2
% Responding	14.8	77.2	78.6	83.3	81.8
Pick-up trucks	1.1	2.0	x	2.3	2.1
% Responding	23.0	86.9	x	92.9	93.0
Trucks (1 to 2 ton)	1.0	1.6	x	x	x
% Responding	1.5	30.1	x	x	x
Trucks (2 to 5 ton)	0.0	1.2	x	x	x
% Responding	0.0	3.9	x	x	x
Trucks (5 to 10 ton)	1.1	1.0	x	x	x
% Responding	4.4	0.8	x	x	x
Trucks (over 10 ton)	1.1	1.6	x	x	x
% Responding	8.1	18.1	x	x	x
Any Trucks	1.0	1.6	x	x	x
% Responding	14.1	25.2	x	x	x

'x' indicates a question or category not asked

(continued)	2009	2008	2007	2006	2005
Automobiles	1.0	1.2	1.1	1.7	1.1
% Responding	14.1	22.8	27.1	79.6	29.2
Self-propelled sprayers	1.0	1.0	1.0	1.1	1.0
% Responding	7.4	18.1	12.1	29.1	6.6
Tank-sprayers—pull type	1.0	1.0	1.0	1.1	1.0
% Responding	3.7	9.4	10.7	52.9	10.8
Planters—row	1.0	1.1	1.0	x	x
% Responding	11.9	23.6	26.4	x	x
Planters—ridge-till	1.0	0.0	1.0	1.3	1.0
% Responding	1.5	0.0	0.7	3.7	0.3
Grain drills	1.0	1.1	1.0	1.2	1.2
% Responding	2.2	11.8	4.3	40.2	3.5
Table % Responding	52.7	33.6	33.0	x	44.0

Shop

How much motor oil did you buy last year?

	2009	2008	2007	2006	2005
Avg. gallons	164.9	157.6	149.8	134.6	154.2
% Responding	81.3	86.0	79.5	84.7	85.6

How many rear tractor and truck tires did you buy last year?

	2009	2008	2007	2006	2005
Avg. tractor tires	2.8	3.7	3.8	3.1	3.3
% Responding	36.3	41.8	35.6	44.2	43.8
Avg. truck tires	7.4	8.0	6.9	7.2	7.3
% Responding	52.0	50.8	45.3	50.3	57.4

General

What was your age on your last birthday?

	2009	2008	2007	2006	2005
Under 25	0.0	1.1	0.5	0.5	1.7
25 to 34	5.8	4.8	6.2	4.3	6.3
35 to 44	10.4	14.3	13.6	16.2	13.5
45 to 54	27.4	27.0	28.2	31.1	32.6
55 to 64	27.0	31.2	30.9	26.9	27.7
65 or older	29.5	21.6	20.5	21.0	18.1
Avg. age	56.7	54.9	54.8	54.4	53.1
% Responding	94.1	94.2	95.3	95.4	96.3

How many acres (total) do you operate?

	2009	2008	2007	2006	2005
Avg. Acres	1,450	1,625	1,816	1,581	1,481
% Responding	94.1	92.3	94.8	95.4	94.5

How many cropland (tilled) acres do you operate?

	2009	2008	2007	2006	2005
Avg. Acres	1,224	1,410	1,427	1,379	1,280
% Responding	93.0	91.5	93.6	92.6	91.8

How many people, other than yourself, read your issue of CORN & SOYBEAN DIGEST?

	2009	2008	2007	2006	2005
Yes	1.8	1.6	1.8	1.6	1.7
% Responding	54.7	61.6	59.0	52.9	58.2

Who makes the input purchasing decisions on your farm?

	2009	2008	2007	2006	2005
I do	87.3	84.1	x	x	x
Family Member	9.4	14.3	x	x	x
Partner	7.8	11.8	x	x	x
Farm Manager	1.2	1.9	x	x	x
Employee	0.8	0.3	x	x	x
Other	1.2	0.3	x	x	x
% Responding	95.7	96.3	x	x	x

'x' indicates a question or category not asked

Marketing/Insurance

Last year, did you develop a marketing plan prior to planting season?

	2009	2008	2007	2006	2005
Yes	50.8	46.6	51.6	53.4	47.0
% Responding	94.5	96.0	93.6	92.2	93.3

Corn Crop Marketing Method

	2009	2008	2007	2006	2005
Sell for cash	64.7	71.5	75.7	76.1	78.9
Forward cash contract	68.1	63.2	61.2	63.7	62.5
In storage	34.3	30.1	x	x	x
Feed to livestock	16.7	20.2	23.0	24.8	24.7
Hedge to arrive	13.7	14.9	14.8	12.4	7.0
Futures hedge contract	7.8	7.3	7.9	11.2	9.6
Put options contract	6.9	6.0	6.3	5.5	4.8
Other	1.5	1.0	3.5	4.0	1.4
% Responding	79.7	79.9	74.8	75.6	76.6

Soybean Crop Marketing Method

	2009	2008	2007	2006	2005
Sell for cash	63.6	74.8	80.7	81.8	83.4
Forward cash contract	69.3	62.0	56.7	62.5	59.5
In storage	28.4	27.1	x	x	x
Hedge to arrive	8.0	9.7	10.0	9.7	4.8
Futures hedge contract	5.1	6.6	7.4	7.0	6.5
Put options contract	5.1	5.0	4.8	4.4	3.9
Feed to livestock	0.0	1.6	1.5	3.2	1.5
Other	1.7	1.2	3.0	3.5	2.2
% Responding	68.8	68.3	63.7	74.3	70.1

*x' indicates a question or category not asked

