



Cattle Grazing Management Survey

Dear Agricultural Producer:

The U.S. Department of Agriculture estimates there are about 922 million acres of farmland in the U.S. About 575 million of those acres are grazed by livestock. The grazing and land management practices used on America's farms have important effects on farm profits and on the environment. The University of Tennessee Institute of Agriculture is attempting to gather information on agricultural producers' views of **prescribed grazing**.

We ask that you complete the enclosed survey, place it in the enclosed postage-paid envelope, and return it to us by mail. The survey should take about 10-15 minutes to complete. Responding to this survey gives you an opportunity to let policymakers know about your views of and experiences with this management practice along with your willingness to voluntarily adopt **prescribed grazing** if you were to receive a payment to do so.

You can be assured of confidentiality. Your name or other identifying information will not be linked with your responses. University of Tennessee research protocols prohibit the release of your name or personal information to any other agency or individual. The list of those invited to participate in the study will be destroyed after responses are collected. Finally, only summary results from the survey will be publicly reported.

Please do not hesitate to contact us if you have any questions or concerns. Thank you for taking time out of your busy schedule to help us out! If you are interested, a summary of the survey results will be available at www.beag.ag.utk.edu once we have collected and summarized the data.

Sincerely,

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Please indicate if you are no longer farming at the top of the blank survey and return it to us. Thanks!

We ask that the primary farm/ranch decision maker complete this survey. If you are NOT the primary decision maker please forward the survey to that person. Your expert knowledge and participation are much appreciated. Please answer the following questions to the best of your ability. All responses are voluntary. No individual information will be released. This survey will take about 10-15 minutes to complete. Thank you for your help!

Your Farming Operation

Q1. Did you own farm land OR raise cattle in 2012? Check one.

Yes → Continue to Q2

No → Skip to Q25 on page 7

Q2. How many total acres did you farm in 2012 and how many of these acres were rented from someone else?

	Total Acres Farmed	Acres Rented
Pasture	<input style="width: 100%;" type="text"/>	<input style="width: 100%;" type="text"/>
Hay	<input style="width: 100%;" type="text"/>	<input style="width: 100%;" type="text"/>
Harvested Cropland	<input style="width: 100%;" type="text"/>	<input style="width: 100%;" type="text"/>
Woodland (grazed)	<input style="width: 100%;" type="text"/>	<input style="width: 100%;" type="text"/>
Woodland (not grazed)	<input style="width: 100%;" type="text"/>	<input style="width: 100%;" type="text"/>
Other (Please specify: <input style="width: 150px;" type="text"/>)	<input style="width: 100%;" type="text"/>	<input style="width: 100%;" type="text"/>
Totals	<input style="width: 100%;" type="text"/>	<input style="width: 100%;" type="text"/>

Q3. If you rented land from others in 2012, how long were the rental terms?

Years

Q4. How much farmland and woodland did you own, but rent to others in 2012?

Acres

Q5. Did you have any of the following types of livestock on your farm in 2012? Check all that apply.

Hogs
Goats/Sheep

Poultry
Horses

Cattle

⇒ If you did not have cattle in 2012, skip to Q25 on page 7.

Q6. How many of the following types of cattle were in your care on January 1, 2013?

Brood Cows	<input style="width: 100%;" type="text"/>	Backgrounded Calves	<input style="width: 100%;" type="text"/>	Stockers	<input style="width: 100%;" type="text"/>
Replacement Heifers	<input style="width: 100%;" type="text"/>	Bulls	<input style="width: 100%;" type="text"/>	Dairy Cows	<input style="width: 100%;" type="text"/>
Other	<input style="width: 100%;" type="text"/> (Please describe: _____)				

Q7. Did your cattle graze on pasture owned or rented by you in 2012?

Yes No

Q8. About how many days per year do you graze your cattle?

Days per year

Q9. Which of the following pasture management practices do you use? Check all that apply.

Apply manure as fertilizer to pastures	<input type="checkbox"/>
Apply N,P, or K fertilizer (DAP, urea, LAN, etc.) to pastures	<input type="checkbox"/>
Water cattle at site other than a stream or pond	<input type="checkbox"/>
Have buffer strips of woody or grassy vegetation along waterways	<input type="checkbox"/>
Have shade structures, scratching posts, and feed supplements placed away from streams	<input type="checkbox"/>
Have improved stream crossings	<input type="checkbox"/>
Control livestock access to streams	<input type="checkbox"/>
Protect heavy use areas with geotextiles	<input type="checkbox"/>
Replant bare pasture with legumes or native grasses	<input type="checkbox"/>
Periodically test soil	<input type="checkbox"/>

Prescribed Grazing

The next section asks you some questions about prescribed grazing. Before answering these questions, we ask that you read the following to ensure that you understand how prescribed grazing is defined in this survey.

What is **prescribed grazing**?

- Prescribed grazing is the *controlled harvest* of vegetation by grazing animals.
- Controlled harvest means managing the duration, intensity, distribution, frequency, and season animals graze on a pasture.
- Management practices include:
 - Rotating cattle around a number of paddocks (fenced fields) in an ordered sequence;
 - Monitoring forage stubble height for the best grazing start and stop times; and
 - Removing cattle from grazing areas to allow forage recovery.



Photo: NRCS.

How would prescribed grazing **benefit you**?

- Grow more and better quality forage;
- Allow higher stocking rates (estimates are up to 40% increases); and
- Increase use of forage from pastures.

How would prescribed grazing **affect the environment**?

- Increased yields and efficiency per unit of land means less pollution; and
- Concentrating livestock in paddocks for days at a time lets animals graze lightly but evenly, encouraging roots to grow deeper into the soil, storing more organic matter (carbon).



What would you need to do to practice prescribed grazing?

Manage forage by:

- Balancing livestock consumption and forage production;
- Adjusting livestock numbers, fertilizer rates, or purchased feed to meet livestock forage needs;
- Limiting feed (hay, silage, gluten, hulls, grain, etc.) to no more than 50% of total livestock diet; and
- Creating a weed control plan and controlling weeds in pastures by clipping, spraying, high density grazing, mixed species grazing and/or weed wiping as needed.

Rotate livestock by:

- Using at least 5 different paddocks or fields for grazing;
- Grazing livestock for no more than 14 continuous days on any paddock or field (except during extreme weather conditions);
- Buffering sensitive areas like wells, depressions, sinkholes, and all water areas in paddocks;
- Developing a conservation plan that includes a grazing component with a technical consultant; and
- Not grazing more than 20% of the pasture to less than minimum grazing heights of:
 - 2" for bermudagrass, ryegrass;
 - 3" for cool season grasses (e.g. tall fescue, orchardgrass, cereal grains); and
 - 6" for tall upright grasses (e.g. native grass, millet, sorghums).

Recordkeeping:

- Keep records to show continued use of prescribed grazing practices.

Q10. In 2012, did you use any of the prescribed grazing practices described above?

Yes → Continue to **Q11**

No → Skip to **Q12 on page 5**

Q11. Which prescribed grazing practices did you use during 2012? Check all that apply.

Balanced livestock consumption and forage production

Adjusted livestock numbers, fertilizer rates, or purchased feed to meet livestock forage needs

Limited feed (hay, silage, gluten, hulls, grain etc.) to no more than 50% of total livestock diet

Created and used a pasture weed control plan

Used at least 5 different paddocks or fields for grazing

Grazed livestock for no more than 14 continuous days on any paddock or field

Buffered sensitive areas like wells, depressions, sinkholes, and all water areas in paddocks

Developed or followed a conservation plan that included a grazing component

Grazed no more than 20% of pasture to less than minimum grazing heights, as described above

Q12. The following table provides cost estimates (by region) for the components needed to adopt or expand prescribed grazing. Please review the cost estimates for your region before answering the questions below. We realize that these costs will vary depending on where you purchase the materials.

Region*	Prescribed grazing (\$/AC)	Fence (\$/Strand Foot)	Watering facility (\$/Gallon)	Heavy use area (\$/Sq Ft)
Northeast	34.86	1.86	2.34	1.76
Lake States	36.09	1.34	1.31	1.16
Corn Belt	23.38	1.12	1.80	1.21
Northern Plains	24.96	1.36	1.72	1.72
Appalachia	31.07	1.49	2.43	1.18
Southeast	21.35	1.09	1.14	1.23
Delta	48.26	1.42	0.61	1.20
Southern Plains	28.82	1.38	1.72	1.35

*Northeast: CT, DE, ME, MD, MA, NH, NJ, NY, PA; Lake States: MN, WI, MI; Corn Belt: IL, IN, IA, MO, OH; Northern Plains: KS, NE, ND, SD; Appalachia: KY, NC, TN, VA, WV; Southeast: AL, FL, GA, SC; Delta: AR, LA, MS; Southern Plains: OK, TX

Which of the following best describes whether you would adopt or expand prescribed grazing? Check one answer.

- I would not adopt or expand prescribed grazing even if it was profitable to do so. → Skip to Q23 on page 6
- I would adopt or expand prescribed grazing even if it was not profitable to do so. → Continue to Q13
- I would adopt or expand prescribed grazing only if it was profitable to do so. → Continue to Q13

Q13. We now ask you about a HYPOTHETICAL PROGRAM to encourage farmers and ranchers to adopt or expand prescribed grazing. Assume the program would:

- Pay 75% of the costs of purchasing and installing the components needed to adopt or expand prescribed grazing on your farm or ranch;
- Pay you continuing annual payments for 10 years if you follow all of the practices described on page 4 and document these practices each season;
- Not limit the number of acres you can enroll; and
- Be limited to acres not enrolled in another conservation program.

Would you be willing to convert pasture acres on your farm to prescribed grazing for a 10 year period if you were offered a) the 75% installation cost share described above and b) an ANNUAL payment of \$50 per acre for each of the 10 years you practice prescribed grazing?

Yes, I would adopt or expand prescribed grazing → Continue to Q14

No, I would not adopt or expand prescribed grazing → Skip to Q23 on page 6

Q14. If yes, how many pasture acres would you convert to prescribed grazing? Acres

Q15. After adopting or expanding prescribed grazing, how would the number of cattle change on your farm?

- Decrease by %
- No Change
- Increase by %

Q16. In 2012, did you receive payments for practicing prescribed grazing through a government program, such as the Environmental Quality Incentives Program (EQIP) or the Conservation Stewardship Program (CSP)?

Yes → Continue to Q17

No → Skip to Q23 below

Answer Q17 – Q22 Only if You Have Received Payments for Prescribed Grazing...

Q17. How many acres did you manage with prescribed grazing under this program in 2012? Acres

Q18. Did you receive a per acre annual payment in 2012 to continue practicing prescribed grazing?

Yes → Continue to Q19

No → Skip to Q20 below

Q19. What per acre annual payment did you receive in 2012? \$/acre

Q20. Did you receive any cost share for expenses you incurred to start prescribed grazing?

Yes → Continue to Q21

No → Skip to Q23 below

Q21. Approximately how much did you receive as a cost share for adopting prescribed grazing? \$

Q22. In what year did you receive the cost share? Year

If you graze cattle answer Q23 – Q37...

Q23. How important were the following in determining your decision about the prescribed grazing program?

	Not at all Important	Somewhat Unimportant	Not Sure	Somewhat Important	Extremely Important
Amount of time/labor required to implement and practice prescribed grazing.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Attitudes of friends and other farmers toward prescribed grazing.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Availability of Extension or other educational resources related to prescribed grazing.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Investment cost of implementing prescribed grazing.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Amount of paperwork required to participate in the program.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Effect on your farm's ability to offset carbon emissions.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
The level of program payment offered per acre for converting land to prescribed grazing.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Potential for damage to paddocked pastures during wet periods.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Impact of adopting prescribed grazing on the environment.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Your level of knowledge about prescribed grazing practices.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Q24. How likely do you believe participating in the prescribed grazing program would be to:

	Highly Unlikely	Somewhat Unlikely	Not Sure	Somewhat Likely	Highly Likely
Increase the profitability of your farming operation.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Reduce soil erosion on your farm.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Improve cattle health.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Improve water quality in the streams on or near your farm.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Allow you to increase herd size.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Free up land for other agricultural uses.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Improve the quality and amount of forage produced on your farm.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Increase your supplemental feed costs to support more cattle.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

About You

Q25. Years as primary farm business decision maker? Years **Age in Years?** Years

Q26. Which of the following best describes your farming business?

Sole Proprietorship Partnership Corporation Other (Please describe:)

Q27. What is your highest level of education?

Less than High School Some College
High School Graduate College Degree or Higher

Q28. Which category best reflects your total taxable household income from both farm and non-farm sources for 2012? Check one answer. Please know that laws prohibit us from sharing your personal information.

Less than \$10,000 \$50,000 to \$99,999 \$200,000 to \$499,999
\$10,000 to \$29,999 \$100,000 to \$149,999 \$500,000 or more
\$30,000 to \$49,999 \$150,000 to \$199,999

Q29. What percent of your total taxable household income (both farm and non-farm sources) for 2012 do you estimate came from farming? %

Q30. What percent of your 2012 farm income do you estimate came from your cattle operation? %

Q31. On average, how many hours a week do you spend working:

on your farm? Hrs/week

off your farm? Hrs/week

Q32. How many hours of hired labor do you usually use on your farm in a week? Hrs/week

Q33. Have you participated in any of the following government programs? Check all that apply.

Conservation Reserve Program (CRP)	<input type="checkbox"/>
Grassland Reserve Program (GRP)	<input type="checkbox"/>
State Programs (ex: state conservation or agricultural enhancement programs)	<input type="checkbox"/>
Other (Please describe: _____)	<input type="checkbox"/>

Q34. How many Extension or other educational workshops did you attend in 2012? **Workshops**

Q35. Please indicate the extent to which you disagree or agree with each of the following statements.

	Strongly Disagree	Somewhat Disagree	No Opinion	Somewhat Agree	Strongly Agree
For me, farming is not only a business it is a way of life.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
I tend to wait until others have adopted new technologies or practices before I adopt them.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
The government should offer incentives to farmers to adopt conservation practices.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
I am concerned that climate change will negatively impact the yield of my product.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
As a farmer, I am a steward of the land I farm and it is my obligation to protect it for use by future generations.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Q36. Which of the following best describes your plans for your farming operation?

Your children/grandchildren will farm your land after you cease farming. Your land will be sold or leased to another farmer after you cease farming.

Your land will be sold for development after you cease farming. Other (Please describe: _____)

Q37. Do you use the Internet to make farm purchases or farm management decisions? Yes No

Please return the completed survey to us in the enclosed, postage-paid envelope.

Thank you for participating in this study. If you are interested, please check the following website, <http://beag.ag.utk.edu/>, for a summary of results in the coming months.