

Farm or Ranch Succession and Transition Readiness Assessment
FOR POTENTIAL SUCCESSORS TO LAND OR BUSINESS

Ignore skips in question number sequence - the skips are to align with the Business Health Assessment.			
Select the number or letter of your best response from the "Answers" column. Enter a number in the "Number Score" column and a letter in the "Letter Score" column.		Numbered Scores	Letter Scores
A	BUSINESS FORMATION To assess if the farm or ranch is operated through an entity that can transfer ownership interests.		
A.1.0	How is the current business owned? This is not referring to land, but to operations. If land and operations are owned the same answer for both here. If they are owned separately questions about land ownership are in Section B.	<input type="checkbox"/> 0 = I do not know the legal structure of the ownership <input type="checkbox"/> 1 = It is a sole proprietorship or a general partnership or a C-corporation (C-corporation is rare.) <input type="checkbox"/> 2 = It is an LLC or an S-corporation and I am not one of the owners <input type="checkbox"/> 3 = It is a partnership or an LLC or a S-corporation and I am a part owner <input type="checkbox"/> 4 = It is owned through a living trust or a family trust established as part of an estate plan.	
A.2.0	If the business is a partnership, S-Corporation or LLC, have the current owners begun a plan to transfer ownership shares to one or more heirs over time?	<input type="checkbox"/> 0 = No <input type="checkbox"/> 4 = Yes	
A.2.1	Have you been identified as someone who will be able to continue your farming or ranching operations in the event the current operator is incapacitated or deceased?	<input type="checkbox"/> 0 = No <input type="checkbox"/> 1 = We have never explicitly talked about it, it is just understood. <input type="checkbox"/> 2 = We had a conversation and we understand the expectation, but there is nothing in writing. <input type="checkbox"/> 3 = Farming operations are formalized in a business entity and one of the other owners or one of the key employees would take over operations - but there is no formal plan for this. <input type="checkbox"/> 4 = Farming operations are formalized in a business entity and there is a written plan for what to do if any owner or key employee is incapacitated or deceased and we have discussed it so we all know what to do.	

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Select the number or letter of your best response from the "Answers" column. Enter a number in the "Number Score" column and a letter in the "Letter Score" column.				
A.2.2	Does the operating agreement for the entity specify what will happen if an owner becomes permanently disabled or incapacitated and unable to continue working?	<input type="checkbox"/> 0 = No, or I do not know. <input type="checkbox"/> 1 = Yes, there is a provision for the other owners to buy the sick or injured owner out. <input type="checkbox"/> 2 = Yes, there is a provision for the other owners to buy the sick or injured owner out and owners are old also receive payments from one or more types of insurance (disability, workers comp, and health). <input type="checkbox"/> 2 = Yes, there is a provision for the other owners to buy out a sick or injured owner out over time so there will not be a sudden drain of cash from the business. <input type="checkbox"/> 3 = Yes, there is a provision for the other owners to buy out a sick or injured owner out over time so there will not be a sudden drain of cash from the business and all owners are covered by disability insurance, workers comp insurance and health insurance.		
A.2.3	Does the operating agreement for the entity specify what will happen to an owner's interests in the entity in the event of an owner's death?	<input type="checkbox"/> 0 = No, or I do not know. <input type="checkbox"/> 1 = Yes, the interests go to the other owners. <input type="checkbox"/> 2 = Yes, the interests would go to the owner's heirs. <input type="checkbox"/> 3 = Yes, the other owners would have to buy out the heirs, so the heirs would get cash but would not become owners. <input type="checkbox"/> 4 = Yes, the other owners would have to buy out the heirs, so the heirs would get cash but would not become owners, and we have life insurance on each other to help ensure that there will be enough cash in the business to do that.		
A.3.0	Do you understand that if you form a family limited partnership, an LLC or a corporation for your business it may make it easier to transfer ownership of your business during your life or upon your demise?	<input type="checkbox"/> 0 = No idea/have not heard of this. <input type="checkbox"/> 1 = I've heard of this, but don't understand it. <input type="checkbox"/> 2 = I understand a little. <input type="checkbox"/> 3 = I understand, but I don't know how to act on my knowledge. <input type="checkbox"/> 4 = I understand and am acting on my knowledge (i.e. already incorporated, or process started).		

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A.E.0	Are te current operators in the process of planning to transferring partial ownership of ther business, or has this process begun already done this?	<input type="checkbox"/> 0 = No. <input type="checkbox"/> 1 =Yes, we are talking about this. <input type="checkbox"/> 2 = Yes we formed a business entity (family limited partnership, LLC, etc.) to do this but have not yet transferred ownership. <input type="checkbox"/> 3 = Yes, we have transferred some ownership through gift or sale. <input type="checkbox"/> 4 = Yes, we have transferred some ownership through gift or sale and we are transferring management knowledge and authority.		
A.Z.1	How important is it to you to learn more about how and why to form a separate entity for your farm or ranch business?	<input type="checkbox"/> A = Not important <input type="checkbox"/> B = Somewhat important <input type="checkbox"/> C = Important but not a priority <input type="checkbox"/> D = Important <input type="checkbox"/> E = Very important/high priority		
B	LAND To assess if the transfer of the land addressed in the estate plan and if there might there be environmental compl iance issues to address			
B.1.0	Do the current operators own any of the land where they farm or ranch?	<input type="checkbox"/> A = No and skip to B.2.0 <input type="checkbox"/> B = Yes		
B.1.1	Do you know if there is a will or trust specifing who will inherit the land?	<input type="checkbox"/> 0 = I do not know if there is a will or trust or what the plan is for who inherits what <input type="checkbox"/> 1 = I understand or believe the plan is to divide everything equally among all heirs but I do not know if there is a will or trust <input type="checkbox"/> 2 = I am the only natural heir and it is unlikely I would not inherit everything <input type="checkbox"/> 3 = There are multiple potential heirs and I have been told there is a will or trust and the land and the business wil be divided equally among multiple heirs <input type="checkbox"/> 4 = There are multiple potential heirs and I have been told there is a will or trust and some heirs will get some land and others will get land and an interest in the business - or some other plan that is based on fairness or continuity of land and business, not on equal shares in everything.		

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B.1.2	How well would you say you understand the importance of planning for the transfer of land separately from the transfer of the farm business and operations?	<input type="checkbox"/> 0 = No idea/have not heard of this. <input type="checkbox"/> 1 = I've heard of this, but don't understand it. <input type="checkbox"/> 2 = I understand a little. <input type="checkbox"/> 3 = I understand, but I don't know how to act on my knowledge. <input type="checkbox"/> 4 = I understand and am acting on my knowledge - I am creating or already have an estate plan that addresses the transfer of the land separately from the transfer of the business.		
B.2.0	Do you rent, cash lease or crop share any of the land you farm?	<input type="checkbox"/> 0 = No and skip to B.6.0 <input type="checkbox"/> 2 = Yes and continue		
B.2.1	Is your lease in writing?	<input type="checkbox"/> 0 = Yes, and skip to B.6.0 <input type="checkbox"/> 2 = No and continue		
B.2.2	If your lease is not in writing how will you be able to continue accessing and farming that land if the current operator is incapacitated or deceased?	<input type="checkbox"/> 0 = I do not know, I have not thought about this. <input type="checkbox"/> 1 = Nothing is in writing but I am confident in all the people and personal relationships involved that everyone will do the right thing and it will work out. <input type="checkbox"/> 2 = Even though it isn't in writing, the landlord understands the lease is with the whole company so any of the farm owners or employees would be able to keep farming there. <input type="checkbox"/> 3 = I need to look into this to make sure we have an agreement in writing to address this sort of situation.		
B.11.0	Is any of the land subject to an EQIP contract or enrolled in CSP, CRP or any other USDA conservation program?	<input type="checkbox"/> 0 = I do not know <input type="checkbox"/> 1 = No and skip to B.15 <input type="checkbox"/> 2 = Yes		

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B.11.1	If the current operator is temporarily or permanently unable to continue in their role is there someone who has the knowledge and authority to continue to operate the land in accordance with the conservation program agreements?	<input type="checkbox"/> 0 = I do not know <input type="checkbox"/> 1 = The person who would take over that role has been identified but they do not have the knowledge or legal authority to remain in compliance with USDA conservation programs. <input type="checkbox"/> 2 = Employees or family members know what to do to remain in compliance, but would not have the immediate legal authority to act if the primary operator were temporarily or permanently unable to act. <input type="checkbox"/> 3 = The person who would take over the role has been identified, and they understand the conservation programs and have the legal authority to act to remain in compliance if the current operator is unable to act.		
B.15.0	For land owners only: Is there a conservation easement on the land?	<input type="checkbox"/> No = go to B.15.1 <input type="checkbox"/> Yes = go to B.Z.1		
B.15.1	Do you understand how a conservation easement works as a part of an estate plan?	<input type="checkbox"/> 0 = There is no estate plan and I do not know how a conservation easement would be part of an estate plan. <input type="checkbox"/> 1 = There is no estate plan and I need help understanding if a conservation easement can help with estate planning or with selling land. <input type="checkbox"/> 2 = There is an estate plan but it does not include a conservation easement and I would like help understanding if this tool might help us accomplish our goals. <input type="checkbox"/> 3 = There is an estate plan and I am confident that I understand the role of the conservation easement would or would not benefit my plan, and that the plan includes or does not include a conservation easement based on careful consideration of our goals and circumstances.		
B.Z.1	How important is it to you to learn more about how to plan for the transfer of your farm or ranch land?	<input type="checkbox"/> A = Not important <input type="checkbox"/> B = Somewhat important <input type="checkbox"/> C = Important but not a priority <input type="checkbox"/> D = Important <input type="checkbox"/> E = Very important/high priority		

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B.Z.2	How important is it to you to learn more about how environmental compliance issues might affect me if I inherit land?	<input type="checkbox"/> A = Not important <input type="checkbox"/> B = Somewhat important <input type="checkbox"/> C = Important but not a priority <input type="checkbox"/> D = Important <input type="checkbox"/> E = Very important/high priority		
B.Z.3	How important is it to you to learn more about how conservation easements are used as part of estate plans?	<input type="checkbox"/> A = Not important <input type="checkbox"/> B = Somewhat important <input type="checkbox"/> C = Important but not a priority <input type="checkbox"/> D = Important <input type="checkbox"/> E = Very important/high priority		
C	ACCOUNTING To asses if there is a system in place to support continuity of operations.			
C.1.1	Has someone been identified who can access the money in the primary account in the even the primary operator is incapacitated or deceased?	<input type="checkbox"/> 0 = No <input type="checkbox"/> 1 = It is a joint account for two spouses and I am not on it <input type="checkbox"/> 2 = It is a joint account with someone who knows how to mange the business or it is a business account with more than one authorized user but I am not on it <input type="checkbox"/> 3 = It is a joint account or it is a business account and I am on the account and know how to access it		
C.2.0	Do you know how the current operator keep track of farm/ranch money, income and expenses?	<input type="checkbox"/> 0 = No <input type="checkbox"/> 1 = They have a bookkeeper or use a bookkeeping program (like Quickbooks) that's all I know <input type="checkbox"/> 2 = I am familiar enough with daily operations I could work with the bookkeeper or access and use the bookkeeping program (this means having access to the passwords). <input type="checkbox"/> 3 = I have worked with the current bookkeeper or accessed the bookkeeping software and I know how to enter and retrieve information but I would need a lot of help <input type="checkbox"/> 4 = I regularly work with the current bookkeeper or access the books through the software we use and I am confident in my ability to understand our numbers, keep them current, and manage from them.		

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C.Z.1	How important is it to you to learn more about how to ensure that your financial operations will continue smoothly during your temporary or permanent absence?	<input type="checkbox"/> 0 = Not important <input type="checkbox"/> 1 = Somewhat important <input type="checkbox"/> 2 = Important but not a priority <input type="checkbox"/> 3 = Important <input type="checkbox"/> 4 = Very important/high priority		
D	TAXATION Issue: Ensure the transition or estate plan adequately addresses income and estate tax issues.			
D.E.0	Do you know how to access their accounting and tax information for the business and how to work with the existing tax preparer or tax preparation system to ensure that the proper income tax returns are timely filed if the primary operator is temporarily or permanently unable to do so?	<input type="checkbox"/> 0 = No and I do not know if this would be my responsibility or what I would do if it were <input type="checkbox"/> 1 = I think this would fall to me and I suppose I would figure it out <input type="checkbox"/> 2 = I am confident the current bookkeeper or accountant will keep everything going but I do not know who would have the actual legal authority to get things done. <input type="checkbox"/> 3 = I know I am the person who would take over this role if needed, and I have received some training, but it would be good if they had more training or knowledge in this area. <input type="checkbox"/> 4 = I am 100% confident that I have the training, knowledge and legal authority to act in this role if needed.		
D.E.1	Has the current operator discussed planning to avoid estate taxes with a licensed and qualified expert in farm estates?	<input type="checkbox"/> 0 = No or I do not know <input type="checkbox"/> 2 = Yes but I do not know what was decided <input type="checkbox"/> 3 = Yes, and I have been informed but I still need help understanding it, this is complicated stuff! <input type="checkbox"/> 4 = Yes, and I feel pretty confident in my ability to manage it, even though it is complicated.		

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D.E.2	Has the current operator discussed with a qualified expert in farm and ranch taxation how their estate plan will affect the income taxes of the people who will receive their property or their estate?	<input type="checkbox"/> 0 = No or I do not know <input type="checkbox"/> 2 = Yes but I do not know what was decided <input type="checkbox"/> 3 = Yes, and I have been informed but I still need help understanding it, this is complicated stuff! <input type="checkbox"/> 4 = Yes, and I feel pretty confident in my ability to manage it, even though it is complicated.		
D.Z.1	How important is it to you to learn more about how to address estate tax issues as part of an estate plan?	<input type="checkbox"/> A = Not important <input type="checkbox"/> B = Somewhat important <input type="checkbox"/> C = Important but not a priority <input type="checkbox"/> D = Important <input type="checkbox"/> E = Very important/high priority		
D.Z.2	How important is it to you to learn more about how your estate plan will affect the income taxes of the people who inherit?	<input type="checkbox"/> A = Not important <input type="checkbox"/> B = Somewhat important <input type="checkbox"/> C = Important but not a priority <input type="checkbox"/> D = Important <input type="checkbox"/> E = Very important/high priority		
E	LABOR AND CONTRACTORS Issue: Verify that there is a system in place to ensure payroll is timely paid.			
E.3.0	Does the business pay any people on payroll with payroll taxes withheld and payroll tax returns filed?	<input type="checkbox"/> A = No and skip to section F <input type="checkbox"/> B = Yes and continue		
E.E.1	Has a person been identified who will be able to manage payroll if you are incapacitated or deceased and does that person have both the knowledge and the authority to ensure that payroll is timely processed in the event you are incapacitated or deceased? This means that they would know passwords for a payroll service and be able to authorize payment, or that they know how to run payroll if it is done in-house and that they have the ability to transfer funds as needed and to sign checks.	<input type="checkbox"/> 0 = No or I do not know. <input type="checkbox"/> 1 = I would be responsible, but I would not know what to do. <input type="checkbox"/> 2 = I am not sure who would have legal authority to act, but I trust the bookkeeper or accountant will keep everything going while we figure out who is in charge. <input type="checkbox"/> 3 = I would be responsible and I have received some training, and have some knowledge of this function, but it would be good if I had more training or knowledge in this area. <input type="checkbox"/> 4 = I know I would be legally authorized to act, and I am 100% confident that I have the training and knowledge I would need to function in this role if required.		

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E.Z.1	How important is it to you to learn more about how to ensure that your operation will remain in compliance with applicable labor laws during your temporary or permanent absence?	<input type="checkbox"/> A = Not important <input type="checkbox"/> B = Somewhat important <input type="checkbox"/> C = Important but not a priority <input type="checkbox"/> D = Important <input type="checkbox"/> E = Very important/high priority		
F	PRODUCTION AND MARKETING To assess if there is a plan to ensure continuity of production and marketing			
F.4.0	Is there a plan for the immediate care of livestock if the primary operator is incapacitated?	<input type="checkbox"/> 0 = No or I do not know <input type="checkbox"/> 2 = Employees or family members know what to do - but we have not talked about it <input type="checkbox"/> 3 = Yes, we have backup systems for livestock care built into how we operate.		
F.E.0	Does the business or the primary operator receive USDA program payments for any of your crops or farm products?	<input type="checkbox"/> 0 = I do not know. <input type="checkbox"/> 1 = No and skip to F.E.3 <input type="checkbox"/> 2 = Yes and continue		
F.E.1	If the primary operator is temporarily or permanently unable to continue in their role is there someone who has the knowledge and authority to continue to receive the USDA program payments?	<input type="checkbox"/> 0 = No one has been identified. <input type="checkbox"/> 1 = We know who would take over in that case, but no one else has the knowledge or legal authority to manage USDA program payment reporting requirements. <input type="checkbox"/> 2 = There are people who know what to do to remain in compliance, but they would not have the immediate legal authority to act <input type="checkbox"/> 3 = Someone has the legal authority and the knowledge to act to remain in compliance if needed		
F.E.2	If you the primary operator is permanently unable to continue in your role is there someone who has the knowledge and authority to act to continue production operations?	<input type="checkbox"/> 0 = No one has been identified. <input type="checkbox"/> 1 = We know who would take over in that case, but no one else has the knowledge or legal authority to make and maintain sales <input type="checkbox"/> 2 = There are people who know what to do to but they would not have the immediate legal authority to make and maintain sales <input type="checkbox"/> 3 = Someone has the legal authority and the knowledge to act to make and maintain sales		

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F.E.2	If you the primary operator is permanently unable to continue in your role is there someone who has the knowledge and authority to act to continue marketing operations?	<input type="checkbox"/> 0 = No one has been identified. <input type="checkbox"/> 1 = We know who would take over in that case, but no one else has the knowledge or legal authority to take over production operations <input type="checkbox"/> 2 = There are people who know what to do to but they would not have the immediate legal authority to take over production operations <input type="checkbox"/> 3 = Someone has the legal authority and the knowledge to act to take over production operations		
F.Z.1	How important is it to you to learn more about how to ensure that production and marketing operations will be able to continue without interruption during the temporary or permanent absence of the primary operator?	<input type="checkbox"/> A = Not important <input type="checkbox"/> B = Somewhat important <input type="checkbox"/> C = Important but not a priority <input type="checkbox"/> D = Important <input type="checkbox"/> E = Very important/high priority		
G	CREDIT To assess if the operation will be able to manage cash needs during the temporary or long term absence of the primary operator.			
G.1.2	Is cash flow an important management consideration in operating this farm or ranch? This means are there some months when the business owes more than it can pay, but is owed money that has not come in yet, or is about to sell a crop that is not quite ready and there are times when cash is tight and the business may need to borrow or defer payments.	<input type="checkbox"/> A = No and skip to G.E.1 <input type="checkbox"/> B = Yes and continue		

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G1.3	Do you have both the knowledge and the authority manage the cash flow needs of this business? This means you know how to predict and plan for cash needs and if an operating loan is part of operations you have the knowledge and legal authority to draw funds, make loan payments, negotiate extensions and renewals etc.	<input type="checkbox"/> 0 = No, I do not know anything about this. <input type="checkbox"/> 1 = I know I would be in charge but I do not know anything about how to manage cash flow or an operating loan. <input type="checkbox"/> 2 = There is a person on staff who knows how to do this but they would not have the legal authority to make a draw on the operating loan or to interact with lenders. <input type="checkbox"/> 3 = I have received some training, and have some knowledge of this function, but I would not be the person who would have immediate legal authority to make a draw or otherwise interact with lenders on behalf of the business. <input type="checkbox"/> 4 = I am 100% confident I have the training, knowledge and legal authority they need to function in this role if required.		
G.E.1	If when you inherit this business or property you find significant infrastructure issues to address, or an insufficient amount of operating cash, do you know how to apply for a loan and do you have any relationships with lenders?	<input type="checkbox"/> 0 = No I do not know how to apply for a loan and I do not have any relationships with lenders <input type="checkbox"/> 1 = I know how to apply for a loan but not necessarily for a business, and I do not have any relationships with lenders <input type="checkbox"/> 2 = I have some knowledge of how to apply for a business loan and some familiarity with lenders <input type="checkbox"/> 3 = I have applied for a business loan and have some relationships with lenders but I need to know more about loans for agriculture specifically <input type="checkbox"/> 4 = I am confident I have the skills, knowledge, and relationships to find the right kind of agricultural or non-agricultural financing.		
G.Z.1	How important is it to you to learn more about how to predict and manage cash flow?	<input type="checkbox"/> A = Not important <input type="checkbox"/> B = Somewhat important <input type="checkbox"/> C = Important but not a priority <input type="checkbox"/> D = Important <input type="checkbox"/> E = Very important/high priority		

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G.Z.2	How important is it to you to learn more about how to ensure that your operation will have adequate cash on hand to ensure continuity of operations during your temporary or permanent absence?	<input type="checkbox"/> A = Not important <input type="checkbox"/> B = Somewhat important <input type="checkbox"/> C = Important but not a priority <input type="checkbox"/> D = Important <input type="checkbox"/> E = Very important/high priority		

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H	BUSINESS PLAN, INSURANCE, ENERGY, AND OTHER				
H.1.0	Is there a written business plan the farm or ranch?	<input type="checkbox"/> 1 = No, or I do not know <input type="checkbox"/> 2 = No, the type of operation does not need a written business plan <input type="checkbox"/> 3 = The current operation does not have a written business plan but I have some knowledge in this area and plan to write one, or would like assistance learning how to write one <input type="checkbox"/> 4 = I have been involved in writing the business plan for this operation and I know how to use it to manage and how to update it in the future. .			
H.2.0	Will you have access to a network of friends, family, or neighbors who will help them as informal business advisors?	<input type="checkbox"/> 0 = No <input type="checkbox"/> 2 = Yes			
H.6.0	Do you have the knowledge and authority to manage the ongoing insurance relationships of the business? This includes general liability insurance and specialized crop and property insurance, and means you have knowledge of insurance generally, knowledge of this businesses policies specifically, access to the policies, and legal authority to act on for the business to file a claim or to renew a policy.	<input type="checkbox"/> 0 = No, I do not know anything about this. <input type="checkbox"/> 1 = I would be legally responsible, but I do not have the knowledge to manage this. <input type="checkbox"/> 2 = There is a person on staff who knows how to do this but they would not have the legal authority to make an insurance claim. <input type="checkbox"/> 3 = I have received some training, and have some knowledge of this function, but I would not have immediate legal authority to make an insurance claim or otherwise act on behalf of the business. <input type="checkbox"/> 4 = I am 100% confident that I have the training, knowledge and legal authority needed to function in this role if required.			

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H.12.0	Are there written operating procedures in the business office to help the you continue to run operations in the event the current operator is temporarily or permanently incapacitated?	<input type="checkbox"/> 0 = No, or I do not know. <input type="checkbox"/> 1 = No but the people in the office know what to do. <input type="checkbox"/> 2 = No, but I know what to do. <input type="checkbox"/> 3 = Yes, there are some written procedures, but they might be out of date or I am not very familiar with them <input type="checkbox"/> 4 = Yes, there are written procedures and they are current and I am familiar with them		
H.Z.0	How important is it to you to learn more about the role a business plan might play in a farm or ranch transition or succession plan?	<input type="checkbox"/> A = Not important <input type="checkbox"/> B = Somewhat important <input type="checkbox"/> C = Important but not a priority <input type="checkbox"/> D = Important <input type="checkbox"/> E = Very important/high priority		
H.Z.1	How important is it to you to learn more about how to ensure that you are prepared to manage any insurance needs?	<input type="checkbox"/> A = Not important <input type="checkbox"/> B = Somewhat important <input type="checkbox"/> C = Important but not a priority <input type="checkbox"/> D = Important <input type="checkbox"/> E = Very important/high priority		
H.Z.5	How important is it to you to learn more about how to take over business operations if needed?	<input type="checkbox"/> A = Not important <input type="checkbox"/> B = Somewhat important <input type="checkbox"/> C = Important but not a priority <input type="checkbox"/> D = Important <input type="checkbox"/> E = Very important/high priority		
I	PERSONAL INFORMATION			
I.1.0	Name			
I.2.0	E-mail			
I.3.0	Phone			
I.4.0	Physical address			
I.5.0	Best time and way to get in touch?			
I.8.0	Do you have a computer? Laptop, desktop or tablet?	<input type="checkbox"/> 0 = No <input type="checkbox"/> 1 = Tablet <input type="checkbox"/> 2 = Desktop or laptop		

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Ignore skips in question number sequence - the skips are to align with the Business Health Assessment.				
Select the number or letter of your best response from the "Answers" column. Enter a number in the "Number Score" column and a letter in the "Letter Score" column.			Numbered Scores	Letter Scores
I.9.0	How do you get information about farming and farm business management?	<input type="checkbox"/> 0 = I don't know about this, I do not have a plan for this <input type="checkbox"/> 1 = Friends & family <input type="checkbox"/> 2 = Friends & family & neighbors/mentor farmers <input type="checkbox"/> 3 = Friends, family, neighbors & also from the internet, (blogs, podcasts, websites, articles) or only from the internet <input type="checkbox"/> 4 = Some or all of the prior sources and NRCS, FSA, Extension, membership organization, ongoing association with a training program or incubator, or other farm service providers <input type="checkbox"/> 5 = All of the prior plus books, magazines, classes		
I.9.1	Are you a dues-paying member of an association that provides you with information and advocacy about legal and regulatory issues?	<input type="checkbox"/> 0 = No and go to 1.10.0 <input type="checkbox"/> 1 = Yes		
I.9.2	Which one?	<input type="checkbox"/> A = Farm Bureau <input type="checkbox"/> B = Farmers Union <input type="checkbox"/> C = Grange <input type="checkbox"/> D = National Young Farmers <input type="checkbox"/> E = Other		
I.10.0	How likely are you to go to classes to learn more?	<input type="checkbox"/> 0 = I won't <input type="checkbox"/> 1 = Maybe if it is free and convenient <input type="checkbox"/> 2 = Maybe if it is cheap and convenient <input type="checkbox"/> 3 = Likely if I could afford it and find the time <input type="checkbox"/> 4 = Very likely, or I already do that or have done that		
I.11.0	How much would you value one on one technical assistance with topics we have discussed?	<input type="checkbox"/> 0 = Not much <input type="checkbox"/> 1 = A bit, depends, not sure <input type="checkbox"/> 2 = I would be interested in learning more <input type="checkbox"/> 3 = I would probably want this <input type="checkbox"/> 4 = I defiantly want this!		

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J	OPTIONAL DEMOGRAPHIC DATA - UNSCORED BUT REPORTED TO FUNDERS			
J.1.0	M/F/N	<input type="checkbox"/> A = Female <input type="checkbox"/> B = Male <input type="checkbox"/> C = Non-binary		
J.2.0	Race(s)	Please enter in "Letter Score" box		
J.3.0	Year of birth	Please enter in "Letter Score" box		
J.4.0	Disability?	<input type="checkbox"/> A = Yes <input type="checkbox"/> B = No		
J.5.0	Do you have military experience?	<input type="checkbox"/> A = Yes <input type="checkbox"/> B = No		
J.5.1	Branch?	Please enter in "Letter Score" box		
J.5.2	Rank?	Please enter in "Letter Score" box		
J.5.3	Current status?	<input type="checkbox"/> A = Active <input type="checkbox"/> B = Discharged <input type="checkbox"/> C = Retired		
J.5.4	Educational benefits?	<input type="checkbox"/> A = Yes <input type="checkbox"/> B = No		
J.5.5	Disability benefits?	<input type="checkbox"/> A = Yes <input type="checkbox"/> B = No		