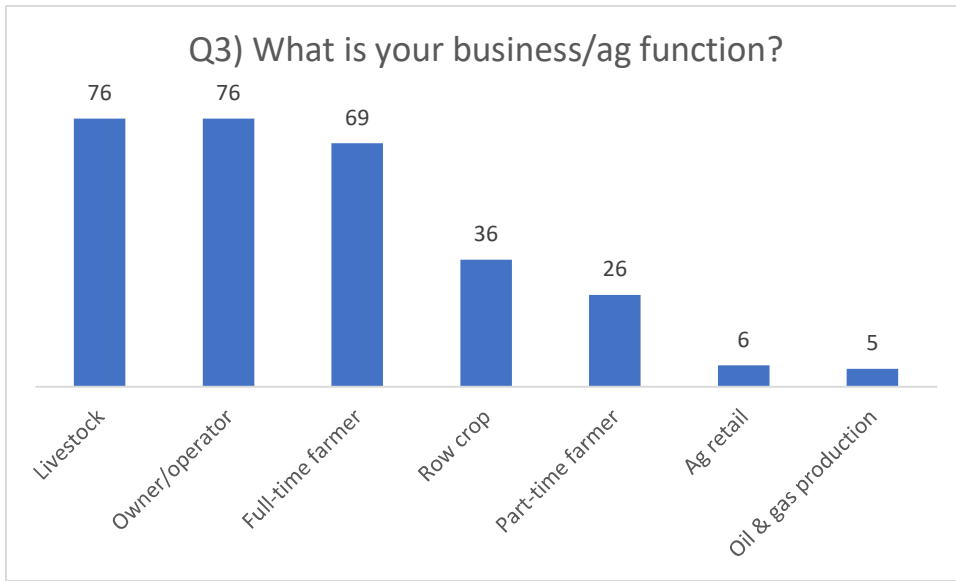


Ag Alliance Survey regarding Covid-19 impacts

An online survey was shared with Kansas Ag Alliance groups to share with their members asking how COVID-19 had impacted their operations. The survey was available to be emailed on Fri., May 22. The survey closed on Sun., May 31. The survey saw 134 submissions from all over the state with most classifying themselves as livestock, owner/operator and full-time farmers.



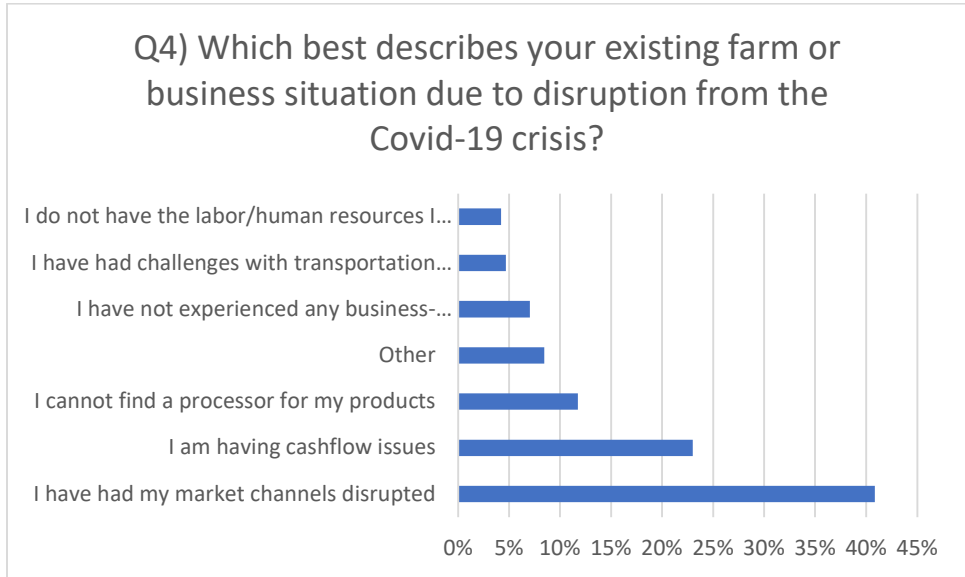
It was clear, COVID-19 hurt most survey respondents with 67% selecting COVID-19 had a negative to very negative impact on their business revenue.

Q1) To date, the impact of COVID-19 on my farm or business revenue has been

Negative	67
Neutral	31
Very Negative	23
Positive	13
Very positive	0

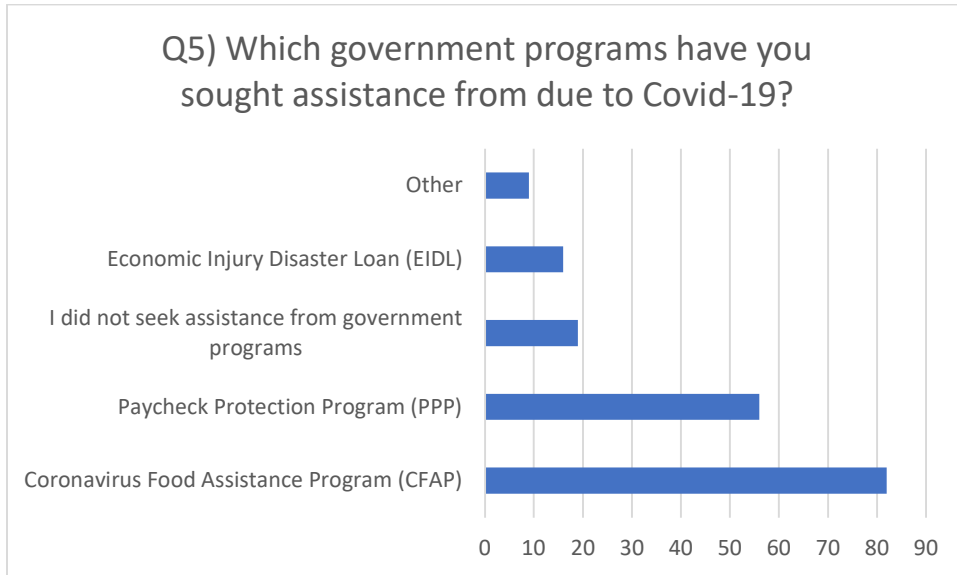
When we asked what issues were encountered the majority said market channels had been disrupted and they were having cashflow issues.

Q4) Which best describes your existing farm/business situation due to disruption from the Covid-19 crisis? (select all that apply)



	Count	%
I have had my market channels disrupted	87	41%
I am having cashflow issues	49	23%
I cannot find a processor for my products	25	12%
Other	18	8%
I have not experienced any business-related disruptions	15	7%
I have had challenges with transportation and/or shipping	10	5%
I do not have the labor/human resources I need	9	4%
.... # of Answers	213	
.... # of Possible Answers	17	

**Q5) Which government programs have you sought assistance from due to Covid-19?
(select all that apply)**



	Count	%
Coronavirus Food Assistance Program (CFAP)	82	45%
Paycheck Protection Program (PPP)	56	31%
I did not seek assistance from government programs	19	10%
Economic Injury Disaster Loan (EIDL)	16	9%
Other	9	5%
.... # of Answers	182	
.... # of Possible Answers	10	

**Q6) Which statements about access to internet best describe your farm or business?
(select all that apply)**

	Count	%
I have access to high-speed & affordable internet services	65	29%
I now conduct more of my business online due to the COVID-19 crisis	48	21%
I expect my business to become more dependent on the internet in the next year	29	13%
I would upgrade to more efficient equipment if access to better service was available	24	11%
I only have access to slow & expensive internet services	23	10%
I have access to high-speed internet services, but it costs too much	21	9%
I would pay more for access to faster internet speeds, but it is not available	17	7%
<i>.... # of Answers</i>	227	
<i>.... # of Possible Answers</i>	8	

Q8) Has your overall electricity usage noticeably changed as a result of the COVID-19 crisis?

	Count	%
Has not changed to a noticeable degree	104	78%
Increased	29	22%
<i>.... # of Answers</i>	133	
<i>.... # of Possible Answers</i>	3	

Q9) Does the COVID-19 crisis change the likelihood of you making any of the following within this year?

Solar powered generator

	Count	%
No change	122	96%
Less likely to purchase	4	3%
More likely to purchase	1	1%
<i>.... # of Answers</i>	127	
<i>.... # of Possible Answers</i>	3	

Battery energy storage

	Count	%
No change	103	94%
More likely to purchase	3	3%
Less likely to purchase	3	3%
<i>.... # of Answers</i>	109	
<i>.... # of Possible Answers</i>	3	

Backup electric generator

	Count	%
No change	101	89%
More likely to purchase	12	11%
Less likely to purchase	1	1%
<i>.... # of Answers</i>	114	
<i>.... # of Possible Answers</i>	3	

**Q10) What actions do you expect your electric utility to take during this COVID-19 crisis?
(Check all that apply)**

	Count	%
Waive penalties for non-payment due to COVID-19 hardship	41	24%
Offer advice on reducing electric use	41	24%
Offer programs and/or products to help reduce electric use	34	20%
Suspend disconnects for non-payment due to COVID-19 hardship	32	19%
Offer alternative electric rate plans	21	12%
<i>.... # of Answers</i>	169	
<i>.... # of Possible Answers</i>	5	

Q11) Which organization are you a member? (Select all that apply)

	Count	%
Kansas Farm Bureau	95	52%
Kansas Livestock Association	87	48%
Local Electric Cooperative	50	27%
Kansas Corn Growers Association	28	15%
Kansas Grain Sorghum Growers Association	25	14%
Kansas Association of Wheat Growers	20	11%
Other	17	9%
Kansas Soybean Association	14	8%
<i>.... # of Answers</i>	348	
<i>.... # of Possible Answers</i>	13	

Q7) Please tell us any other agricultural, food and agribusiness related concerns you have about the current crisis.

65% of my business income is from shoeing horses, 35% is sale of cattle/ registered Limousin. With the horse shows, rodeos and barrel races cancelled it has hurt my business because, clients are trimming more and shoeing less. So a 140.00 dollar shoeing turns into a 50.00 dollar trim.
All commodity prices dropped significantly and that messes with projected cash flow and profitability! We are not in great financial condition with \$3.25!
All of our trade shows were canceled which is our biggest income for the year
Appears that commodity prices are down significantly and live cattle prices are down at least 20% while consumer prices are up. Example: Hamburger- \$7.00 # versus \$1.75, KC Strips-

\$17.00 # versus \$12.00.
CAN NOT GET FAT CATTLE SOLD.
Cash flow problems due to low prices paid to my customers. Some supplier disruptions.
Concerns about the packing plants and disruption of supply and demand of meat. We have a commercial cow/calf operation and also a manufacturing business of Livestock Equipment. So both sides are dependent on beef sales!
Concerns on what the market's will do this summer and fall and what the beef prices will do this fall. Will our input costs go down if the market prices are down? How many farms will be filing bankruptcy do to the markets going down?
Direct sales to the consumer is our preferred method of marketing our beef. With the bottleneck in small overwhelmed processing facilities, we are unable to process our animals in a timely manner which means they have to go through the salebarn at a lower price. The idea of mobile processing units that could be pulled onto a farm to harvest a set number of animals under inspection would lighten the load of the current processors.
Feeder catty price has just about killed me and to add insult to injury, my CFAP was 1/3 of what others receive who sold 3 weeks earlier. Plus I paid feed bills those 3 weeks while the price further deteriorated even more.
Finding a market for fat cattle
Get better cell phone service/signal in some of the rural areas.
getting cattle harvested when they are ready packer market manipulation!!!! difference between cash cattle price and box beef!!! chicago board of trade lack of accuratley reflecting the value of cattle and feeder cattle prices!!! algrorythemic trading in futures markets!!! livestock market volatility with news headlines that dont affect whats going on in agriculture!!!!!!
Grain farmer's need more help
Grocery and small retail stores couldn't get their allotments. Small or local meat processors are booked solid till spring 2021. Freezers are now shopped for like toilet paper. The fed cattle are still backing up which is evident, but when the any of the big 4 packers take a pen, there is no price discovery, no negotiation, just 'yes sir/no sir' and on the truck they go and feedlots don't even know exactly what they are getting for them. People are taking on meat processing themselves and this is not the season to do that in.
Grocery stores reducing/limiting consumers from buying products like milk/meat/etc. while the farmer/rancher is dumping milking or can't find a processor for their animals.
have utilized H2a workers and couldn't get them here for summer and with a higher unemployment rate have still not been able to find an employee. In general getting parts and supplies has just taken more time and hassle.
How much longer can producers continue to receive low prices for commodities yet higher prices in the grocery aisle.
Health insurance premiums are going to force many more off the farm due the increasing cost and not much income coming in.
Internet reliability is huge even if you live in a somewhat more urban part of the state.
I don't begin to know the right answer but I believe our government over reacted
I don't think our governor or her staff have the experience to determine what is "essential". Information should be provided, but people should be allowed to make their own decisions. shutting down everything has been an over-reaction. A more focused/issue oriented "operation" would have been as effective is controlling the disease and much less disastrous for the longterm economy. It's too bad Kansas doesn't have 2-year terms for governor is the current situation.

I have cattle in the feedlot that will come out in August, September and October. The price now will make me lose a lot of money. I lost a lot of money when the fire in Garden City occurred at the Tyson Plant. The price of commodities are also low.
I have my own operation and also an ag banker. Inputs are to high vs the current markets making a positive cash flow almost impossible. We can sustain at lower prices if the big corporations would lower input expense.
I worry about market access, and also the effect on demand of seedstock.
Inputs are to high compared to commodity prices. Fertilizer and seed companies seem to be non competitive. Maybe antitrust.
It has exposed the total disconnect between farm gate prices and the grocery store prices.
Lack of guidance due to closing of farm service agencies
Limited safe travel.
Local lockers are booked too far out. We have cattle ready for slaughter now. Usually, we can book a kill slot within 4 to 6 weeks. When we called early last month - - we couldn't get in until September. More feed and care without compensation.
Low cattle prices compared to meat prices in grocery store
Market is volatile and lower than expected due to shut down
Market loss and lower prices for our products.
Marketing of beef and pork; beef, pork and chicken processing; price increases of meat in our local store, beef prices have tripled
Markets for agriculture, especially livestock tanked because of the the shutdown.
Markets have been devastated. Grains, livestock. Supplies to the grocery store have been sporadic. Meat, Tp, cleaning supplies.
Most suppliers that I deal with are scared to death that they will have a positive employee and have to close their facility. This leads to very inefficient interaction with the business (feed suppliers, shop mechanics doing work at the farm). We are getting through it, but it has taken a lot more planning to get things in place.
My main concern is that if we don't find an exit strategy for these government programs we will be plunging further into socialism.
Negative impact on market prices.
not being able to sell cattle at high enough prices to profit
Only a limited of stores to buy from. When they ran out of items, they were not allowed to ship in from stores they owned in other towns. When talking to the owners, it made no sense what they were able to ship in, and what they couldn't.
Packing plant shut downs backed up many fed cattle. The price spread between beef prices and cattle prices has been extremely wide.
Packing plants and price manipulation
packing plants are destroying cattle producers; chain grocery stores are putting limits on products making it look like there are shortages and in turn causing farmers, ranchers, etc to destroy crops and livestock and prices to tank;
Parts are more difficult to acquire. I'm concerned about chemicals, if I can continue to get what I need
People think they know more than the farmer/ resresearcher or other full time testers of products. And if an article is on fb it hS to be true!
Prices of commodities
real pain in the butt
Still feel that there is more media hype and "fake news" than actual Pandemic. We also source

some parts and components from China... but we might change to US sourcing if we can find a US source.
stores sold out for house hold stuff
supply and demand issues and how we are going to handle the new normal. How will we be able to continue to do business on our operation.
That fear and false information will drive the decisions of policy makers and suppliers.
The beef industry can't sell and yet the cattle market is low and the beef in the store is limited and High Priced.
The food supply, getting supplies, being able to ship fat hogs and cattle. All these were problems but just think if if the pandemic was 3 times worst like if you got you died. This country could not handle it. Need to think about plans for the future on how.
The local food demand is temperary.
The misinformation from the media and even from USDA paying lower prices for livestock inventory when guys held on to animals in hopes of better prices.
The problem is China plane and simple
They want one world government and people are going along with it. Every one wants a hand out!! Our country better turn back to God !!
We are a cow calf operation and we have delayed marketing hoping for an upturn in prices by later in the summer.
We are concerned that our Inputs continue to rise while our revenue stream is in flux. We are considering lettng help go if we cannot ensure a fair price for our crops. We are concerned about the adequacy and sustainability of crop insurance, too.
We have retained ownership of more yearling cattle this year trying to hold out for a more competitive market. We fear what the market outlook will look like once people start pulling off grass.