

# Appendix 3. Questionnaire for Indonesian dairy farmers

Farm Name:  
Owner Name & Age:  
Interview Date:

Location:  
Contact Details:  
Farm Code:

## 1. GENERAL QUESTIONS

Code	Question	Answer
1a	What % of your farm income comes from dairy farming?	
1b	What other farming enterprises do you undertake?	
1c	What is the total area of your dairy enterprise (in ha)?	
1d	What is the total dairying area that you own, or are paying off (ha)?	
1e	How much area are you leasing (ha)?	
1f	What proportion of your farm do you use to produce fodder for your dairy enterprise?	
1g	How many years have you been dairy farming?	
1h	How many years have you been dairy farming on this particular farm?	
1i	When was the last time you constructed improvements to your dairy shed and other farm facilities?	
1j	How much of your forage production land do you irrigate?	
1k	How big is your dairy shed?	
1l	What is the distance to your nearest milk collection centre?	
1m	Are you a member of your local farmers' group (dairy cooperative, milk supplier group)?	
	<b>Plans for the future</b>	
1n	Do you intend to produce milk next year?	
1o	If so, do you plan to produce more milk than this year?	

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**1. GENERAL QUESTIONS (Continued)**

Code	Question	Answer
1p	Do you expect a change in unit milk returns next year? Answer: 1, no change; 2, increase; 3, decrease	
1q	Do you expect a change in concentrate unit prices next year? 1, no change; 2, increase; 3, decrease	
1r	Next year, do you want to have more milking cows on your current forage production area?	
1s	Will you be dairy farming in 5 years' time?	
1t	Do your children want to follow you on the farm?	
1u	Is dairy farming expanding (1), static (2) or declining (3) in your area?	

**2. FARM ASSETS & LIVESTOCK****Number and value of dairy livestock**

	Number of dairy livestock	Value (Rp)	Number now	Number 12 months ago
2a	Milking cows (adult)			
2b	Dry cows (pregnant)			
2c	Dry cows NON pregnant			
2d	Heifers (weaning to point of calving)			
2e	Heifer calves			
2f	Bull calves			
2g	Other dairy stock (Bulls)			

**Value of farm assets**

Code	Question	Answer
2f	Value of buildings	
2g	Value of land owned (/ha)	
2h	Farm vehicle (and % used for farm business)	
2i	Effluent pump	
2j	Heat stress system (sprinklers, fans)	
2k	Motorbike	
2l	Trailer	

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**Value of farm assets (Continued)**

Code	Question	Answer
2m	Tractor	
2n	Milking machines	
2o	Rubber mats	
2p	Milk cans and milk vat(s)	
2q	Grass chopper	
2r	Feed mixer (TMR)	
2s	Other dairy-related farm assets	
2t	Generator	
2u	Other	
2v	Other	

**Farm loans**

Code	Loan number	Initial value	Years to run	Annual interest	Annual repayment
2w					
2x					
2y					

**3. FARM INCOME****Annual income (or estimated monthly income × 12)**

Code	Question	Answer
	<b>Milk sales</b>	
3a	Yesterday's milk production (kg for the farm)	
3b	Average milk price (Rp/kg)	
3c	Annual milk return (Rp)	
	<b>Livestock sales</b>	
3d	Number of stock sold in last 12 months	
3e	Average value (Rp)	
3f	Annual return from stock sales (Rp)	
	<b>Other dairy farm sales over last 12 months</b>	
3g	Manure	
3h	Forages	
3i	Planting material	
3j	Other dairy-related sales	

**4. VARIABLE COSTS: Herd and shed costs**

Code	Question	Answer
	<b>Artificial insemination</b>	
4a	Veterinarian visits	
4b	Drugs and other costs	
	<b>Rearing young stock (calves and yearlings)</b>	
4c	Fresh milk	
4d	Calf milk replacer	
4e	Concentrates	
4f	Forage	
	<b>Health care</b>	
4g	Vaccinations	
4h	Other drugs	
4i	Veterinarian visits	
4j	Other health care costs	
	<b>Milk harvesting</b>	
4k	Rubber ware	
4l	Detergents and sanitisers	
4m	Repairs and maintenance of milking equipment	
4n	Transportation of milk to collection centre	
4o	Towels	
4p	Other milk harvesting costs	

**5. VARIABLE COSTS: Feed costs**

Code	Question	Answer
	<b>Concentrates</b>	
5a	Factory concentrates (pellets or loose mix)	
5b	Protein meals	
	<b>Other feed supplements</b>	
5c	Mineral blocks	
5d	Mineral and vitamin premixes	
5e	Other feed supplements	
	<b>By-products</b>	
5f	Brewer's grain	
5g	Molasses	
5h	Other by-products (PKE)	
	<b>Purchased forages</b>	
5i	Rice straw	
5j	Native grass	
5k	Corn stover	
5l	Other forages	
	<b>Home-grown forages</b>	
	<b>1. High quality forages</b>	
5m	Land preparation	
5n	Seed planting material	
5o	Urea fertiliser	
5p	NPK fertiliser	
5q	Organic manure	
5r	Petrol for irrigation scheme water purchased	
	<b>Processing and storage of forages</b>	
5s	Urea treated rice straw	
5t	Making silage	
5u	Harvesting crops	

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**5. VARIABLE COSTS: Feed costs** (Continued)

Code	Question	Answer
	<b>2. Crops grown for dairy enterprise</b>	
	<b>Crop production costs</b>	
5v	Land preparation	
5w	Seed planting material	
5x	Urea fertiliser	
5y	NPK fertiliser	
5z	Organic manure	
5aa	Petrol for irrigation	
	<b>Processing and storage of forages</b>	
5bb	Urea treatment	
5cc	Making silage	
5dd	Harvesting crops	
	<b>Feed-related machine costs</b>	
5ee	Petrol and oil for forage transport	
5ff	Electricity for forage chopper	
5gg	Repairs and maintenance of forage machinery	
	<b>Non-feed or milk transport-related machine costs</b>	
5hh	Other petrol and oil	
5ii	Other electricity	

**6. OVERHEAD COSTS**

Code	Question	Answer
6a	How many labour units do you employ?	
6b	What is their monthly salary (/mth)?	
6c	How many family members work on the dairy farm?	
6d	On average, how many hours do they work each week?	
	<b>1. Cash overhead costs</b>	
6e	Paid labour	

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**6. OVERHEAD COSTS** (Continued)

Code	Question	Answer
6f	Finance cost on interest of loans	
6g	Tax on land owned by farmer	
6h	Land Rental	
6i	Payments to cooperative (Membership etc. if applicable)	
6j	Office administration	
6k	Miscellaneous cash overhead costs	
<b>2. Imputed overhead costs</b>		
<b><i>Family labour</i></b>		
6l	Basic payment for family labour	
6m	Management	
6n	Administration	
<b><i>Depreciation of farm assets</i></b>		
6o	Shed	
6p	Biogas plant	
6q	Milking machine	
6r	Forage chopper	
6s	Effluent pump	
6t	Irrigation system (incl. pump)	
6u	Motorbike	
6v	Trailer	
6w	Small tractor	
6x	Heat stress system	
6y	Farm vehicle	
6z	Milk cans	
6aa	Grass chopper	
6bb	Feed mixer	
<b>Capital purchases</b>		
6cc	Loan repayments	
6dd	Capital improvements	
6ee	Capital purchases	

**7. OTHER FARM MANAGEMENT QUESTIONS**

Code	Question	Answer
	<b>During this visit how many stock do you have:</b>	
7a	Mature/heifer milking cows, currently milking	
7b	Mature/heifer milking cows, currently dry	
7c	Growing weaned heifers	
7d	Milk-fed calves	
7e	Bulls (growing and mature)	
7f	Other dairy or beef stock	
7g	Proportion of forage sourced off-farm	
7h	Do you use fresh milk (1) and/or calf milk replacer (2) for rearing the calves?	
	<b>For fertilisers do you use:</b>	
7i	Shed effluent	
7j	Inorganic fertilisers	
	<b>Types of concentrates fed to milking cows:</b>	
7k	Factory formulated concentrates	
7l	Home mixed concentrates	
	<b>Farm income generation</b>	
7m	Number of cows in milk	
7n	Rolling herd average milk yield	
7o	Average per cow production	
7p	Typical peak milk yield	
7q	Best peak milk yield	
7r	Rate of milk decline	
7s	Milk fat content	
7t	Milk protein (or SNF) content	
7u	Total milk solids content	
7v	Milk quality (TPC)	
7w	Typical milk price for good quality milk	
7x	Milk price for farm output over last 7 days	

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**FEEDS SUPPLIED TO DAIRY HERD** (Continued)

<b>Dry cows</b>	Feed	Quantity (kg)	Rp/kg	Dry matter (%)	Metabolisable energy (MJ/kg DM)	Crude protein (%)

<b>Yearlings</b>	Feed	Quantity (kg)	Rp/kg	Dry matter (%)	Metabolisable energy (MJ/kg DM)	Crude protein (%)

<b>Calves</b>	Feed	Quantity (kg)	Rp/kg	Dry matter (%)	Metabolisable energy (MJ/kg DM)	Crude protein (%)

**9. OTHER QUESTIONS ABOUT GENERAL FARM MANAGEMENT**

Is mastitis a problem and do you use Dry Cow Therapy at drying off?	
How many cows have mastitis today?	
Do you practise a routine vaccination program?	
Do you have a worm treatment program?	
Is there a special calving down area?	
Is there a water supply scheme on the farm?	
What % of cows are ruminating right now?	
Do the cows appear comfortable?	
Is lameness a problem?	
What is the farmer's age?	
Do you use a California Mastitis Test kit and how often?	
Does the farm maintain herd health and reproduction records?	
Does the farm maintain financial records?	

	What are the three biggest problems in the management of your dairy farm?
1	
2	
3	