APPENDIX 3

FARMER’S INTERVIEW SCHEDULE

1. Name & Address : 

2. Integrator Name : 

3. Age of the respondent : 
   - [ ] Below 30 Years
   - [ ] 30 to 40 Years
   - [ ] 40 to 50 Years
   - [ ] 50 Years & above

4. Sex : 
   - [ ] Male
   - [ ] Female

5. Marital status : 
   - [ ] Married
   - [ ] Unmarried

6. Educational level : 
   - [ ] No formal Education
   - [ ] School education
   - [ ] Graduate

7. Nature of the family : 
   - [ ] Nuclear family
   - [ ] Joint family

8. Number of members in the family : 
   - [ ] 2
   - [ ] 3
   - [ ] 4
   - [ ] 5
   - [ ] 6 & above members

9. Occupation status : 
   - [ ] Agriculture
   - [ ] Business
   - [ ] Professional
   - [ ] Employed

10. Agriculture land owned : 
    - [ ] below 5 Acres
    - [ ] 5 to 10 Acres
    - [ ] 10 to 15 Acres
    - [ ] 16 & Above
11. Annual income of the family:  
   [ ] Rs.100000–150000  
   [ ] Rs.150000-200000  
   [ ] Rs.200000–250000  
   [ ] Rs. 250000 – 300000  
   [ ] Rs. 300000 & Above

12. Years of experience in the poultry:  
   [ ] Less than 5 years  
   [ ] 5 to 10 years  
   [ ] 10 to 15 years  
   [ ] 15 – 20 Years  
   [ ] 20 Years & above

13. Have you been to any training before starting the poultry farm?  
   [ ] Yes  
   [ ] No

14. Lights system in the poultry farm:  
   [ ] CFL  
   [ ] Tube light  
   [ ] Incandescent lamp

15. Are you purchasing any Journals related to poultry farming?  
   [ ] Yes  
   [ ] No

16. Have you attended any seminars/workshops?  
   [ ] Yes  
   [ ] No

17. How many years are you occupied in poultry contract farming?  
   [ ] 0-5  
   [ ] 6-10  
   [ ] 11 – 15  
   [ ] 16-20  
   [ ] 21 & Above

18. Water pH _________ PPM value _________ of the farm

19. How many companies have you associated with so far?

20. Thermometer available in the farm?  
   [ ] Yes  
   [ ] No

21. Direction of the farm:  
   [ ] East–West wards  
   [ ] South–North Wards
22. Total Square feet available for rearing? :
   [ ] >5000[ ] 5001–10000[ ] 10001–15000[ ] 15001–20000[ ] 20001<

23. Is bio security Facility available in the farm?  [ ] Yes  [ ] No

24. How you are using litter manure?
   [ ] Own agriculture land [ ] Disposed in the land [ ] Selling to Agents

25. Do you have any other animals / birds in your farm?  [ ] Yes  [ ] No

26. Who will be the contact point from the Company?
   [ ] Branch manager  [ ] Farm Supervisor  [ ] Accounts
   [ ] Executive in the branch  [ ] Regional Office Executives

27. Are the contracting company employees visiting your farm?
   [ ] Yes  [ ] No

28. Please indicate the frequency of integrator employees’ visit to your farm:
   [ ] Every day  [ ] Alternative days  [ ] Weekly twice[ ] Weekly once

29. The visiting employee communicates about supplies, payments on time:
   [ ] Yes  [ ] No  [ ] Some Times

30. Lighting management in poultry: [ ] Followed  [ ] Not followed

31. How many laborers are working in the farm?
   [ ] None  [ ] 1  [ ] 2  [ ] 3  [ ] 4&More
32. Extension Service provided by the company staff is
   [ ] Highly effective   [ ] Effective   [ ] Nor Effective nor ineffectual
   [ ] Ineffectual   [ ] Highly ineffectual

33. What is the selling price of Litter after lifting the birds (per 75 KG)?
   [ ] Rs. 250[ ] Rs. 300[ ] Rs. 350[ ] Rs. 400[ ] Rs. 450[ ] Rs. 500<

34. What is your monthly electricity expenditure?
   [ ] Below 1000   [ ] 1000 to 2000   [ ] 2001 to 3000
   [ ] 3000 to 4000   [ ] 4000 & above

35. What is your monthly Water expenditure?
   [ ] Below 1000   [ ] 1000 to 2000   [ ] 2001 to 3000
   [ ] 3000 to 4000   [ ] 4000 & above   [ ] Don’t Know

36. Type of ownership: [ ] Proprietary[ ] Partnership[ ] Lease

37. General Disease in the farm
   [ ] Metabolic and nutritional   [ ] Infectious   [ ] Parasitic
   [ ] Behavioral   [ ] Do not Know the diseases

38. What was the Average Weight of the birds (In KG) – in the last batch?
   [ ] Below 1.6 KG   [ ] 1.7 KG   [ ] 1.8 KG
   [ ] 1.9 KG   [ ] 2.00 KG   [ ] 2.10 KG & Above

39. Causes for disease in the poultry farm
   [ ] Due to sanitation   [ ] Due to isolation
   [ ] Due to vaccination   [ ] Due to medications
40. What is the percentage of mortality?

[ ] >5%  [ ] 6% to 10%  [ ] 11% to 15%  [ ] 16% & Above

41. How many days does it take to pay the growing charges?

[ ] 1-3 Days[ ] 4-6 Days[ ] 7-10 Days[ ] 11-14 Days [ ] 15 & Above

42. What is the average lifting day in your company?

43. Which type of litter is used?

[ ] Sand  [ ] Husks – Rise  [ ] Ground nut Dusts
[ ] Coconut Dust  [ ] Others__________

44. Flooring:  [ ] Cement  [ ] Wooden  [ ] Sand

45. Shed:  [ ] Tiles weaved roofing  [ ] Concrete Roofing
[ ] Country Leaf Roofing  [ ] Coconut leaf roofing

46. Equipments available in the farm:

- Feeding Set/Feeder: Available / Not available
- Watering set: Available / Not available
- Cleaning set (Flame Gun, etc.): Available / Not available
- Medicine Storage Area: Available / Not available
- Health care Set for Chicks: Available / Not available
- Lighting system: Available / Not available
- Brooders: Available / Not available
- Heating System/Heaters: Available / Not available
- Fans/Coolers: Available / Not available
• Side curtains : Available / Not available
• Temperature Meter : Available / Not available
• Vaccine Injector : Available / Not available
• Feed Storage Trays : Available / Not available
• Manure storage sheds/Wells : Available / Not available
• Construction for dead bird disposal if any : Available / Not available
• Equipment for dead bird disposal (if any) : Available / Not available
• Foot Cleaning pits : Available / Not available
• Farm Software : Available / Not available

47. What types of weighing machines are used by the Contract Company for weighing the birds?

[ ] Electronic Weighing Scale [ ] Mechanical Weighing Scale
[ ] Slater Weighing Scale [ ] Average Weight x Birds Count
[ ] Weighing Bridge [ ] Others ________________

48. Number of chicks housed:

[ ] 2500 & Below [ ] 2500 – 5000 [ ] 5001 – 10000
[ ] 10001-15000 [ ] 15001 - 20000 [ ] 20001 & Above

49. Source of water : [ ] Well [ ] Tube well
[ ] River [ ] Others __________
50. Electricity Connection : [ ] Domestic [ ] Commercial

51. What types of brooders are used in the farm?
   [ ] Electrical  [ ] Charcoal  [ ] Wooden  [ ] Gas

52. Please specify the standards in Chicks (Weight)

53. Any shortfall in body weight, company will penalize us?[ ] Yes[ ] No

54. Currently, the gap between start of latest batch and completion of earlier batch is (days):
   [ ] 10 Days[ ] 15 Days[ ] 20 Days [ ] 25 Days[ ] 1 Month & Above

55. Rate the Quality of inputs supplied by the contractor as mentioned below.

<table>
<thead>
<tr>
<th></th>
<th>Very Good</th>
<th>Good</th>
<th>Neutral</th>
<th>Bad</th>
<th>Very bad</th>
</tr>
</thead>
<tbody>
<tr>
<td>Chicks</td>
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<tr>
<td>Medicines</td>
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<td>Feed</td>
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<tr>
<td>Vaccines</td>
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</table>

56. Are you aware of incentive schemes provided by Integrator?
   [ ] Yes    [ ] No

57. Are you eligible for any Incentive schemes so far?[ ] Yes[ ] No

58. Causes for chicks’ mortality: [ ] Genetic  [ ] Management
    [ ] Nutritional  [ ] Disease
59. Are you aware of the growing charge calculation methods?

[ ] Aware  [ ] Not aware

60. Broiler management in the farm

Brooding : Followed/Not Followed
Space Management : Followed/Not Followed
Feed Management : Followed/Not Followed
Water management : Followed/Not Followed

Vaccine Schedules : Followed/Not Followed

61. What are all the communication tools, you have in your farm?

[ ] Land line phone  [ ] Mobile Phone

62. Whether the company is communicating its development information to you?

[ ] Yes  [ ] No  [ ] Some Times

63. Have you entered into any legal contracts with the Company?

[ ] Yes  [ ] No

64. Are you getting detailed explanation about the legal contract with the company?

65. How are you verifying the Legal & Other requirements before entering into a contract with the company?

[ ] By own  [ ] Own Legal Advisors  [ ] Notary
[ ] Panchayat  [ ] Introducer  [ ] Other References
66. What is the periodicity of Contract Agreement with the Company?

[ ] Minimum 1 year [ ] 2 Years [ ] 3 years [ ] 4 years [ ] 5 Years & above

67. Does your Contract agreement specify the Growing Charges Calculation methods?

[ ] Yes [ ] No [ ] Don’t Know

68. Does your Contract agreement specify the quality standards of farm output?

[ ] Yes [ ] No [ ] Don’t Know

69. Are you paying any Contract hold-ups?

[ ] Yes [ ] No [ ] Don’t Know

70. Shed cleaning [ ] Disinfection activities are carried out in the farm

[ ] Disinfection activities are not carried out in the farm

71. Does the contract company mention the security of tenure in the agreement? [ ] Yes [ ] No [ ] Don’t Know

72. Are there any chances of corruption/ fraudulent activities in Contract Farming business in the region? [ ] Yes [ ] No [ ] Don’t Know

73. Problems faced by you in getting loan for poultry operation

[ ] Collateral problems [ ] Documents insufficiency

[ ] Surety [ ] Repayment capability
74. What would be the action taken by the company if a fraudulent is involved?

[ ] Termination of my service  [ ] Legal Action
[ ] Recovery from me  [ ] Third party Settlement

75. What is the major source of working capital for you?

[ ] Bank loan  [ ] Own money  [ ] Mortgage of jewelries
[ ] Earnings from other Sources  [ ] Earnings from Agriculture

76. Have you availed any Loan to expand your poultry farming?

[ ] Yes  [ ] No

77. Do you have knowledge on government schemes in poultry?

[ ] Yes  [ ] No

78. Cause for low body weight of the broiler chicken

[ ] Farm temperature  [ ] Litter quality  [ ] Feed wastage
[ ] Diseases and culling  [ ] Human factors

79. Are you aware of insurance policies covering poultry farming?

[ ] Yes  [ ] No

80. Is your poultry farm covered under any insurance policy? [ ] Yes [ ] No

<table>
<thead>
<tr>
<th>Temperature chart</th>
<th>Maintained /Not maintained</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sanitized water to broiler birds</td>
<td>Provided / Not provided</td>
</tr>
<tr>
<td>Summer management</td>
<td>Followed / Not followed</td>
</tr>
<tr>
<td>Winter management</td>
<td>Followed / Not followed</td>
</tr>
<tr>
<td>Lighting management</td>
<td>Followed / Not followed</td>
</tr>
</tbody>
</table>
81. What is the growing charge, you are getting per kilogram of Chicken produced?

[ ] > Rs. 3.5  [ ] Rs. 3.75  [ ] Rs. 4  [ ] Rs. 4.25  [ ] Rs. 4.5
[ ] Rs. 4.75  [ ] Rs. 5  [ ] Rs. 5.25  [ ] Rs. 5.5  [ ] Rs. 5.75
[ ] Rs. 6.0  [ ] Rs. 6.25  [ ] Rs. 6.5  [ ] Rs. 6.75  [ ] Rs. 7
[ ] Rs. 7.25  [ ] Rs. 7.5  [ ] Rs. 7.75

82. What is the production cost in the last batch? ___________

83. How are you get the growing charge payments?

[ ] Nationalized Bank  [ ] Private Bank  [ ] Cash

84. What is the return on investment in this business?

[ ] <5%  [ ] 5-10%  [ ] 11-15%  [ ] 16-20%  [ ] 21% & Above

85. Is sourcing working capital a very big problem?

[ ] Strongly agreed  [ ] Agreed  [ ] Nor agreed nor disagreed
[ ] Disagree  [ ] Strongly disagree

86. Farmers’ perception towards the poultry business:

<table>
<thead>
<tr>
<th>S No</th>
<th>Perception</th>
<th>Strongly Agree</th>
<th>Agree</th>
<th>Nor Agree / Nor Disagree</th>
<th>Disagree</th>
<th>Strongly Dis Agree</th>
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<tr>
<td>1</td>
<td>Company is maintaining its input supplies as per schedule</td>
<td></td>
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<td>2</td>
<td>Proper communication for input supplies arrival by the company staff</td>
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<td>3</td>
<td>Company is maintaining its output schedules</td>
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<tr>
<td>S No</td>
<td>Perception</td>
<td>Strongly Agree</td>
<td>Agree</td>
<td>Nor Agree</td>
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<td>4</td>
<td>Proper communication for output collection (birds collection)</td>
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<tr>
<td>5</td>
<td>Knowledge level of supervisor is good</td>
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<td>6</td>
<td>Trust with the company staff</td>
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<td>7</td>
<td>Company is sharing their production related risks</td>
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<td>8</td>
<td>In my perception the output quality standards are realistic</td>
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<td>9</td>
<td>In my perception the productivity standards are realistic</td>
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<td>10</td>
<td>Quality of all input supplies are good</td>
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<td>11</td>
<td>On time payment of growing charge</td>
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<td>12</td>
<td>Supply of power is a major constraint in our area</td>
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<td>13</td>
<td>Theft level in the region is low</td>
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<td>14</td>
<td>High mortality rates due to poor management</td>
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<td>15</td>
<td>Farmer union secure farmer's interest</td>
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<td>16</td>
<td>Sanitary level in poultry is under control level</td>
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<tr>
<td>17</td>
<td>Bio security arrangements will prevent bird flu</td>
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<td>18</td>
<td>Sanitized water is main factor for determining the output result</td>
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<td>19</td>
<td>Cooperation of labour is problem in the farm</td>
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<td>20</td>
<td>Getting labour is a problem</td>
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<tr>
<td>21</td>
<td>Satisfied with the growing charges paid by the company</td>
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<td>22</td>
<td>On time payment of growing charges</td>
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<tr>
<td>23</td>
<td>The company is maintaining contract terms &amp; conditions</td>
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<td>24</td>
<td>Companies are controlling our resources</td>
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87. Farmers’ risk factors with the poultry business

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<th>S No</th>
<th>RISK</th>
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<th>3</th>
<th>4</th>
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<tr>
<td>1</td>
<td>On time payment of growing charges</td>
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<td>2</td>
<td>On time input Supplies</td>
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<td>3</td>
<td>Training in new technology</td>
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<td>4</td>
<td>On time output pickups</td>
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<td>5</td>
<td>Employees of the company</td>
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<td>6</td>
<td>Productivity</td>
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<td>7</td>
<td>Quality standard of output</td>
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<td>Quality standard of input</td>
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<td>9</td>
<td>Water availability</td>
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<td>10</td>
<td>Loan facility for Working capital</td>
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<td>11</td>
<td>Electricity availability</td>
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<td>12</td>
<td>Corruption by the employees</td>
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<td>13</td>
<td>Corruption by the transportation</td>
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<td>14</td>
<td>Environment</td>
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<td>15</td>
<td>Government policies</td>
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</table>

88. How will you rate the trustworthiness of your present Contract Company?

[ ] Highly Trusted   [ ] Trusted   [ ] Nor Trusted nor Distrusted
[ ] Distrusted       [ ] Highly Distrusted

89. Your relationship with the visiting staff is

[ ] Very good   [ ] Good   [ ] Neutral   [ ] Bad   [ ] Very bad

90. Manipulation of input quotas by the company staff? [ ] Yes [ ] No

91. Staff members’ knowledge level in poultry record keeping

[ ] Highly adequate   [ ] Adequate   [ ] Moderate level
[ ] Inadequate        [ ] Highly inadequate
92. Risk level in the process is

[ ] Very high  [ ] High  [ ] Nor High
Nor Low  [ ] Low  [ ] Very Low

93. Farmers’ Knowledge level in poultry record keeping

[ ] Highly adequate  [ ] Adequate  [ ] Moderate level
[ ] Inadequate  [ ] Highly inadequate

94. The reason for end of contract by you with the last company?

[ ] Due to less growing charge  [ ] Dispute with the company staff
[ ] Delayed payments  [ ] Closing period as per agreement
[ ] It’s not a profitable business  [ ] Company Closed
[ ] Due to bird flu  [ ] Plan to leave the poultry business
[ ] Due to heavy Debt  [ ] Closing due to lease period
[ ] Entering new ventures  [ ] Due to shortage of working capital
[ ] No Water in the area  [ ] Expecting High Quality Standard

95. Based on your experience with this company, would you recommend the company to other farmers?  [ ] Yes  [ ] No  [ ] Doubtful

96. Do you have any plan to expand your farm?  [ ] Yes  [ ] No  [ ] Doubtful

97. If the company loan is ready to offer loan to expand the poultry farm, will you avail the loan facility?  [ ] Yes  [ ] No  [ ] Doubtful

98. Do you have any plan to go for own farming?  [ ] Yes  [ ] No  [ ] Doubtful

99. Do you have any plan to prefer this poultry farming business to your next generation?  [ ] Yes  [ ] No  [ ] Doubtful

100. Overall activities of Farmer union is?

[ ] Very good  [ ] Good  [ ] Neutral  [ ] Bad  [ ] Very bad
101. Activities of the farmers’ Union:

<table>
<thead>
<tr>
<th>Activities of the Union</th>
<th>Yes</th>
<th>No</th>
<th>Doubtful</th>
</tr>
</thead>
<tbody>
<tr>
<td>Legal Support to farmers</td>
<td></td>
<td></td>
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<tr>
<td>Act as third party in settlement</td>
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<tr>
<td>Demanding more Growing Charges</td>
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<tr>
<td>Supporting Contract farming Business</td>
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<td></td>
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<tr>
<td>Setting input Standards</td>
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<td>Setting output Standards</td>
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<td>Rate Finalizing</td>
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<tr>
<td>Providing Loan Facility</td>
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</table>

102. Causes of manipulation of input quotas by the integrators staff

- [ ] Dependence of the integrator
- [ ] Poor business process flow
- [ ] High monitory transaction
- [ ] Penalizing the farmers
- [ ] Poor knowledge of staff
- [ ] Other Observations

103. Availability of Farm Record Card

- [ ] Available
- [ ] Not available

104. Frequency of record keeping

- [ ] Daily
- [ ] Two days once
- [ ] Weekly once
- [ ] Two week once
- [ ] Three weeks and above

105. Record Keeping managed by

- [ ] Integrator staff
- [ ] Farmers
- [ ] Both

106. Suggestion: