

# NASS Survey Training

**AGRICULTURAL SURVEY – March 1, 2022**  
**(CROPS APS)**



**United States Department of Agriculture**  
**National Agricultural Statistics Service**



NOD-Training Group  
February 2022



# March Agricultural Survey

- The survey is used to determine what is and what will be planted.
- The March Agricultural Survey release is the ***Prospective Plantings*** report.
  - In some southern states planting may have started
  - Many parts of the country will still be too cold, too wet or possibly even snow covered
  - Operators may be reluctant to respond because they are still unsure of what they will plant. We need to urge them to make their best estimate as to what they will plant (or intend to plant) as of March 1.

# March Agricultural Survey

- The survey is also used to determine what types of grain and how much is stored
- Another release that come from The March Agricultural Survey is the ***Grain Stocks*** report
  - Grain storage capacity, types of grain stored, and amount of grain stored on the operation is asked to help determine nationwide grain supplies

# March Agricultural Survey Overview

- Producers use the information to make critical decisions for their operations and finalize their cropping and marketing plans.
- Commodity markets rely on the *Prospective Plantings* report for early information on the year's growing season and to establish futures and commodity prices worldwide.
- The agriculture industry uses the information to evaluate export potential and international customers look to the data for assurance that the United States will continue to be a reliable supplier of major commodities.
- Universities, extension agents, private and government economists, the farm media and others use the data to identify and analyze emerging issues and trends

# General Survey Information

- Project Code: **122 - March Crops/Stocks Survey**
- Questionnaires:
  - Mailed out February 16<sup>th</sup>
  - Web reporting option available
- Releases:
  - March 31, 12PM (Eastern)
    - *Prospective Plantings*
    - *Grain Stocks*

# Additional Survey Information: Interviewer's Manual

- Chapter 8
  - Completing the interview: screening questions; operation description; changes in operator
- Chapter 9
  - Acres operated; types of land (include/exclude); recording rules for crops; specific crop details
- Chapter 10
  - Grain and oilseeds in storage
- Chapter 17
  - Previously reported data
  - How to handle changes: screening questions; operation description; changes in operator

# Introduction

- Questions used to determine:
  - Whether the operation is still in business
  - If the operation has any of the items of interest
    - Crops, cropland, stocks, storage capacity, etc
  - Name and address verification
    - Make updates & leave notes as necessary
  - Operation structure
    - Individual
    - Partners
    - Hired Manager

# Acres Operated

- Asks about:
  - Acres owned
  - Acres rented from others or used rent free (+)
  - Acres rented to others (-)
- Total Acres – The math must work!!
  - Acres Owned **plus** Acres Rented from Others **minus** Acres Rented to Others must **equal** Total Acres
- Acres considered cropland
  - Look at page 905 of your Interviewer's Manual if you have any questions about what is considered cropland



# Specific Item Information

- For most states you will be asking about the following commodities:

## Small Grains

### – Wheat

- Winter wheat, spring wheat, durum wheat (varies by state)
- Both planted & harvested in some cases

### – Barley

### – Oats

# Specific Item Information

## Row Crops

- Corn for all purposes
- Sorghum
- Sudan
- Soybeans
- Dry Edible Beans
- Dry Edible Peas
- Upland Cotton
- Pima Cotton
- Peanuts
- Canola
- Flaxseed
- Tobacco
- Sunflowers
- Rice
- Lentils
- Chickpeas

## All Dry Hay

# Crops

- Typically the first commodity asked will be winter wheat:
  - Acres planted for all purposes
    - Includes to be harvested for grain or seed, cover crop, nurse crop, grazed off, cut for hay/haylage, or abandoned
  - Acres to be harvested for grain or seed
  - Winter wheat is not asked in the New England States.

# Crops, cont.

- Other **small grain** questions
  - Acres planted for durum wheat, oats, and barley
- Watch out for **mixtures** of wheat, oats, barley, and/or other grains planted on the same acreage.
  - Mixtures should be excluded because they would not have the possibility to be harvested as grain.

# Crops, cont.

- **Row crops** questions
  - Acres planted and to be planted for all purposes
  - Acres harvested and to be harvested is typically not asked in March for row crops
- **Dry hay** to be harvested
  - Acres cut and to be cut for dry hay in 2022
    - Exclude acres which will only be cut for haylage
    - Acres should only be counted once, despite number of cuttings.

# Hay Varieties

- Alfalfa and Alfalfa Mixtures
- Grains (Grain Hay)
- Brome grass
- Clover
- Clover and Grass Mixtures
- Red Clover and Clover Mixtures
- Ryegrass
- Fescue
- Tall Fescue
- Grass Hays
- Timothy
- Lespedeza
- Sudan
- Sorghum-Sudan Crosses
- Millet
- Orchard Grass
- Bermuda
- Birds-foot Trefoil
- Other Tame and Wild Hays

# Storage Capacity/Crops Stored

- Initial screening questions ask whether the operation had:
  - Storage facilities on the farm
  - If they had any grain or oilseeds in storage **ON this operation**
    - Include any *temporary* storage
- First question will ask about Storage Capacity
  - On this operation
- Follow-up questions asks respondent the amounts of whole grains or oilseeds in storage **from any crop year.**
  - On this operation (**NOT** stored at the “elevator”)

# Storage Capacity/Crops Stored

- Whole Grain Corn
- Soybeans
- Wheat – all types
- Barley
- Oats
- Sorghum Grain (Milo)
- Rice
  - Long, medium, short grain
- Sunflowers
  - Oil, non-oil



# Storage Capacity/Crops Stored

- NASS is having a hard time getting respondents to answer the stocks section
- Be prepared for reluctant respondents and have answers ready to address any concerns.
  - If a respondent won't give you the amount stored:
    - See if they would be willing to just tell you what commodities are on hand.
    - Record “Don't know” for the commodities on hand and “Zero” for all others
- **ONLY grain stored on this operation**

# Cash Rents

- Will this operation rent or lease any cropland or pasture from others for cash?
  - ONLY cropland or pasture rented/leased for cash.  
Exclude any:
    - Acres used rent free
    - Land rented on a share basis (sharecropping)
    - Land used per head or on a AUM basis
    - BLM and Forest Service land
    - Acreage rented with buildings/barns
  - ALSO *exclude* any Flex/Hybrid/Conditional leases\*
    - A *set* amount paid initially with additional money paid at the end of the season, conditional on yield and/or crop price.

# Cash Rent Paid

- How many acres of:
  - Non-irrigated cropland
  - Irrigated cropland
  - Permanent pasture, grazing land, or grassland
- Dollars per acre OR total dollars paid.
- Any acres rented/leased for cash from relatives?
  - If Yes, how many acres?

# Examples

Description of Rental Agreement	Correct Way to Report
Op pays \$100 an acre up front and will pay an additional amount based upon the yield.	Exclude
Op pays \$10,000 per year for 200 acre of non-irrigated wheat ground.	Include
Op rents irrigated cropland and pastureland for \$40,000 per year. It is not broken out by land type in the rental agreement.	Exclude
Op rents his parents place including the house, barn and grain bin for \$8,000 per year.	Exclude
Op pays \$80 per acre for 300 acres of irrigated cropland, \$50 per acre for 100 acres of non-irrigated cropland, and \$15 per acre for 20 acres of pastureland.	Include
Op pays \$20 per acre for irrigated cropland leased from his father.	Include (add a note)
Op pays \$2.50 per head on private land in the summer.	Exclude
Op has a 60/40 crop share agreement with the landlord. He pays a guaranteed \$25 per acre plus 40% of the crop to the landlord.	Exclude
Op pays a flat \$5,000 for the use of 1,200 acres for summer pasture.	Include



# Things to watch out for

- Large changes in cropland acreage from previous survey
- Large changes in storage capacity
- Winter Wheat acreage different from previously reported.
- Sum of individual acreage more than total cropland
- Dry beans or peas reported? Leave notes about what class/type.

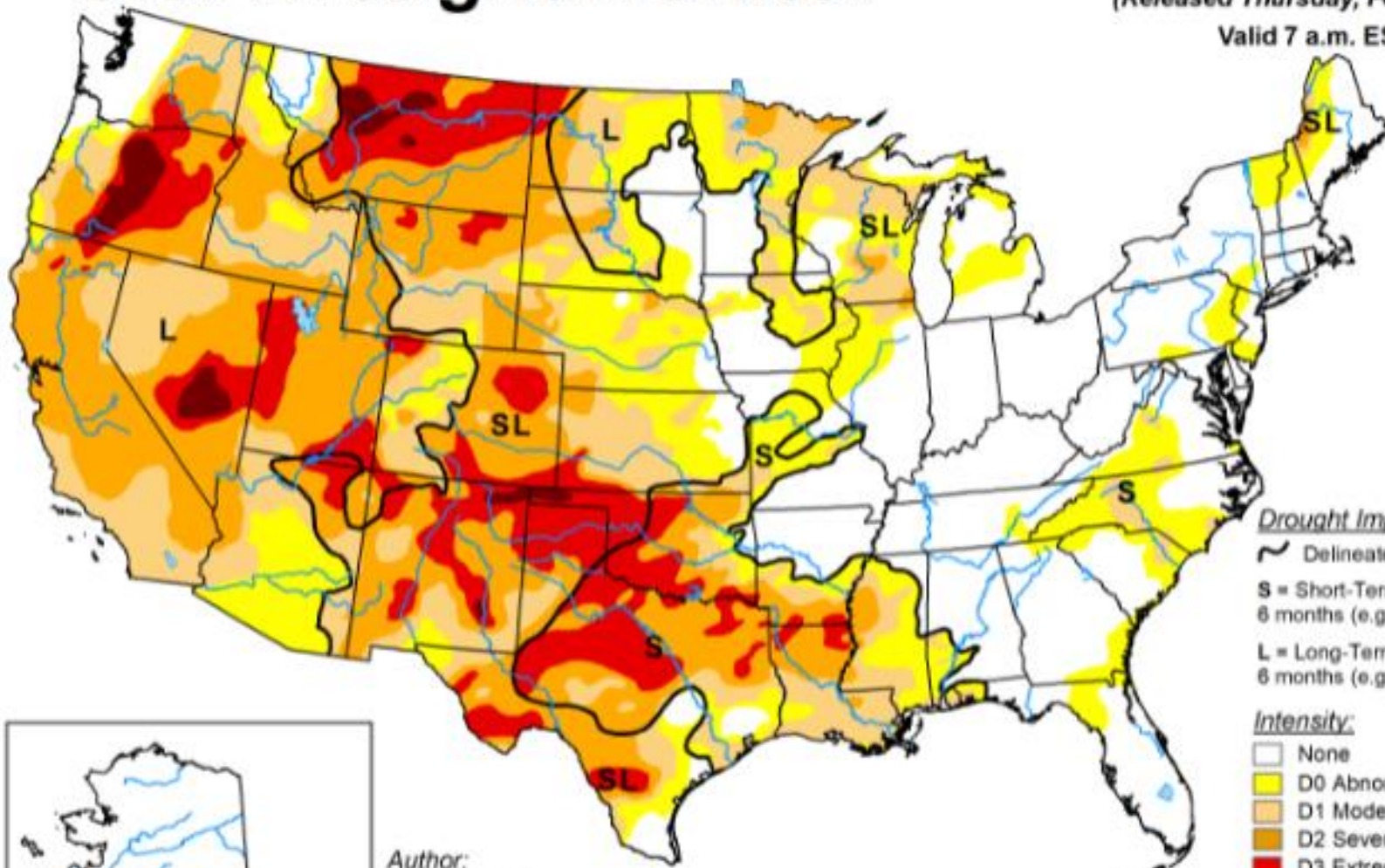
# Planting Decisions May be Impacted by:

- Current weather situations
- Crop prices
- Potential precipitation before March 1<sup>st</sup>



# U.S. Drought Monitor

February 1, 2022  
(Released Thursday, Feb. 3, 2022)  
Valid 7 a.m. EST



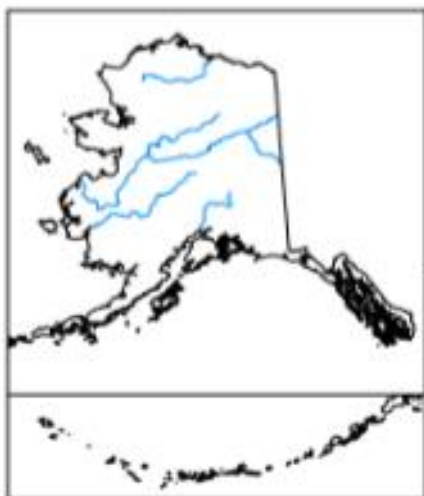
### Drought Impact Types:

- ~ Delineates dominant impacts
- S = Short-Term, typically less than 6 months (e.g. agriculture, grasslands)
- L = Long-Term, typically greater than 6 months (e.g. hydrology, ecology)

### Intensity:

- None
- D0 Abnormally Dry
- D1 Moderate Drought
- D2 Severe Drought
- D3 Extreme Drought
- D4 Exceptional Drought

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The Drought Monitor focuses on broad-scale conditions. Local conditions may vary. For more information on the Drought Monitor, go to <https://droughtmonitor.unl.edu/About.aspx>



[droughtmonitor.unl.edu](https://droughtmonitor.unl.edu)

# RFO Input

- General:
- RFOs continue to stress the importance of comments. Comments prevent callbacks!
- A blank Stocks section is not the same as recording 'No Stocks'. Even if they don't have stocks, be sure to fill out this section.
- Always ask for operator's best estimate in cases where they haven't planted yet.
  - (Planted and to be planted)



- Sunflowers: ensure variety is recorded correctly
  - If respondent is unsure, ask about its use and comment it.
- Storage Capacity
  - Temporary Large Bag storage options in field:
    - Is **not** included in storage **capacity, Section 3 question 1**
    - However whole grains stored in these bags on the total acres operated **IS** included in **whole grain stored Section 3, question 2**. Leave notes if sum of grain stored is greater than capacity.

# Reluctant Responses

- “It’s too early to tell.” or “Can’t report accurately.”
  - At this time we are just asking for your best estimate of expected acres to be planted. Is it more or less than last year’s crop? How many acres were planted last year?
- “I’m not telling you what or how many bushels I have in storage.”
  - We rely on information from farmers across the country to accurately estimate grain in storage. That in turn can help you make well-informed marketing decisions. But even if you can’t provide an amount, could you tell us what commodities you have in storage?

# Things to Remember:

- Be sure to leave ample notes to explain any questionable situations with the farming operation
- Become familiar with the questions by going through the survey on your iPad
- If concerns are expressed:
  - Listen, assess and address THAT concern
  - Have most common responses down
- Call your supervisor or Regional Field Office with any questions or concerns.