NASDA Survey Training

Agricultural Labor Survey – October 2022
(AG LABOR)

United States Department of Agriculture
National Agricultural Statistics Service

NOD-Training Group
September 2022
Ag Labor Survey Overview

• Legislators and USDA use farm worker data in making farm policy decisions.
  – Agencies responsible for administering farm labor recruitment and placement programs use the statistics in their planning and evaluation.

• Labor data are used in the formulation of farm productivity indexes.
  – The inclusion of wage rate data in the Parity Index (Index of Prices Paid by Farmers) is required by law.

• Farm worker data are an important component of the agricultural sector in the Gross Domestic Product.
Survey Information

• Questionnaires:
  – Mailed September 29th
  – Web option and instructions in mail package.

• Release:
  – Farm Labor Report
  – November 23rd, 3PM (eastern)
2021 October Ag Labor Data

• October Reference Week:
  – 772,000 workers on farms
  – Average Wage: $16.59 per hour
  – Average Hours worked: 42.0

• July Reference Week:
  – 797,000 workers on farms
  – Average Wage: $16.59
  – Average Hours worked: 401.0
Screening/Initial Questions

• Name, address, and phone verification.
• In-business/ag activity screening questions.
  • Grow Crops?
  • Livestock or Poultry?
  • Sell any Ag products?
  • Receive government agricultural payments?
  • More than 19 acres idle cropland or 99 acres pasture?

• Who makes the day-to-day decisions?
  – Individual, Hired Manager, or Partners?
    • Verify name, address, and phone number of any partners.
Paid Workers

• Survey asks for hired worker data for two separate weeks. Questions are the same, only the reference period changes.

  October 9\textsuperscript{th} – 15\textsuperscript{th}

  July 10\textsuperscript{th} – 16\textsuperscript{th}
Paid Workers for October

• Did this operation have anyone on the payroll to do agricultural work the week of October 9\textsuperscript{th} – 15\textsuperscript{th}?
  – Include:
    • Workers directly hired and paid by the operation, regardless of method of pay.
    • Part-time workers, paid family members, and hired managers.
    • Workers on paid leave.
  – Exclude:
    • Contract or custom workers.
    • Workers primarily engaged in retail sales or value-added work
      – Value-added work: the material alteration of products – production of jam, wine, cheese, cider, etc.
Paid Workers for October

• How many workers did you have on the payroll to do agricultural work the week of October 9\textsuperscript{th}-15\textsuperscript{th}?

• How many workers on the payroll that week will be paid for 150 days or more in 2022?
Paid Workers for October

• Fill out the table for all paid workers during the reference week.
• Report workers who fall under the same worker code on a single line.
• Report each worker only once.
• For salaried employees, report the standard amount of hours worked on your operation
Paid Workers for October

• Recording paid workers:
  – Select the appropriate worker code from the list.
  – Record number of paid workers
  – Record total hours worked by all paid workers in that category
  – Record total gross wages paid to all workers in that category
Worker Type Categories (And Subcategories)

MANAGERS AND SUPERVISORS:

Farmers, Ranchers, and Other Agricultural Managers: Plan, direct, or coordinate the management or operation of farms, ranches, greenhouses, aquacultural operations, nurseries, tree farms, or other agricultural establishments.

First-Line Supervisors of Farm Workers: Directly supervise and coordinate the activities of agricultural, aquacultural, and related workers.

LIVESTOCK WORKERS:

Graders and Sorters – Farm, Ranch, and Aquacultural Animals: Grade, sort, or classify unprocessed food and other agricultural products by size, weight, color, or condition.

Hand Packers and Packagers – Farm, Ranch, and Aquacultural Animals: Pack or package by hand a wide variety of products and materials.

Ag Equipment Operators – Farm, Ranch, and Aquacultural Animals: Drive and control heavy farm machinery while attending to live farm, ranch, or aquacultural animals and in harvest of unprocessed animal products.

Farmworkers – Farm, Ranch, and Aquacultural Animals: Attend to live farm animals.

All Other Livestock Workers: All agricultural workers working with farm, ranch, and aquacultural animals or products not included in previous codes.
Worker Type Categories
(And Subcategories)

CROP, NURSERY, and GREENHOUSE:

Graders and Sorters - Crop, Nursery, and Greenhouse Products: grade, sort, or classify crop
Hand Packers and Packagers - Crop, Nursery, and Greenhouse Products: Pack or package by hand a variety of products
Ag Equipment Operators – Crop, Nursery, and Greenhouse: Drive and control farm equipment while Attending to crops
Farmworkers - Crop, Nursery, and Greenhouse: manually plant, cultivate, and harvest crops
All Other Field Workers: All agricultural workers working with crops, nursery, or greenhouse products not included in previous codes

AGRICULTURAL INSPECTORS:

Agricultural Inspectors: Inspect agricultural commodities, processing equipment and facilities, and aquacultural operations, to ensure compliance with regulations and laws governing health, quality, and safety.

OTHER WORKERS:

Any Other Worker Not Listed Above: Including, but not limited to, mechanics, shop workers, truck drivers, accountants, bookkeepers, office workers. Excluding contract & custom workers, retail workers, and “value-added” workers.
Paid Workers

• **Note:** For field and livestock workers, the type of work they were *hired to do* determines the category of work they go in
  
  • For example: A worker may normally work with livestock, but during the reference week, he helped harvest hay. He is considered a livestock worker.

• If unsure or if operator has additional remarks, leave a note
Paid Workers for July

• After the October reference week, survey asks the exact same series of questions BUT reference date is July 10\textsuperscript{th}-16\textsuperscript{th}.
  
  – All includes/excludes are the same as October reference week.
Other Ag Labor Information

• During 2022 what was or will be the largest number of hired workers on the payroll on any one day?
  – Include all workers directly hired and paid by the operation.
  – Exclude contract or custom workers

• During 2022 did or will the operation have any H-2A temporary agricultural workers on the payroll?
H-2A Temporary Ag Worker Program

- Program allows U.S. employers to hire foreign nationals to fill temporary agriculture jobs.

- To qualify, an employer must:
  - Offer a job that is temporary or seasonal in nature.
  - Demonstrate that there are not sufficient U.S. workers who are able, willing, qualified, and available to do the temporary work.
  - Show that the employment of H-2A workers will not adversely affect the wages and working conditions of similarly employed U.S. workers.
Value of Sales

• Total **gross value of sales** for 2021. Report by general range of sales
  – If no sales in 2021, or sales <$1,000:
    • Record all 2022 crops, land uses, and livestock or poultry now on the total acres operated

• Type of operation category
  – Which category represents the largest portion of gross income from the operation
    • 16 Categories (Grains, Fruit, Hogs, Aquaculture, etc)
    • Can only choose *one*
Watch For:

• Total workers not equal to sum of categories
• Sum of workers paid is not equal to total number of workers reported
• High/low wages
• High/low hours worked
• Paid supervisors out of line with number of other workers
• Hours incorrectly reported
• Livestock operations without livestock workers
  — Stock operations will usually have workers year-round
  — Crop operations may have more seasonal workers
Be Aware Of:

• Workers are commonly misreported by type. In many regions, farmer workers usually fall into the “Equipment Operators” category and not the “Farmworkers” category as they are likely operating a tractor or some other large piece of equipment and not manually planting or harvesting by hand.

• Nursery Operations: A number of greenhouse workers may get reported as “Other,” when really they should be included in “Field Workers.” Landscape workers, florists, etc. and non-ag income, should be excluded from the data. Nurseries should report only what is produced on the operation as gross value of sales.

• Supervisors: You need to watch out for operations paying their CEOs and upper management large salaries when they are not involved in the day-to-day decision making process of the operation. We want to collect data on supervisors who are making the day-to-day decisions on the farm, not someone who is in a corporate office away from the day-to-day decision making.
Out of Business? No Paid Workers?

• ‘No’ to all screening questions?
  – Has operation been sold/rented/turned over?

• ‘Yes’ to screening questions but ‘No’ to paid workers on operation? Asks for:
  – Largest # of workers on any one day in 2022?
  – Any H-2A Workers in 2022?
  – Total Gross Value of Sales in 2021?
  – Type of Operation?
Conclusion

• Make notes for anything odd or unusual
• Any questions, comments?
• Practice exercises