



2022 CENSUS OF AGRICULTURE  
YOUR VOICE. YOUR FUTURE. YOUR OPPORTUNITY.



United States Department of Agriculture  
National Agricultural Statistics Service

## NASDA Data Collection Training

January 2023

[nass.usda.gov/AgCensus](https://nass.usda.gov/AgCensus)

# Census of Agriculture (COA)

- The most complete agricultural data available.
- The only source of uniform, comprehensive and objective information for every county in the nation.
- Provides information on land use and ownership, operator characteristics, crops grown, livestock, production practices, income and expenditures, and more.

# Why do we do the Census of Agriculture (COA)

- There is a tremendous need to know the scope of American agriculture.
  - What is produced?
  - How much is produced?
  - Who produces it?
  - Where is it produced?
  - What is the value of this production?
  - Are farms doing OK financially?
  - How much food can we produce, and how much can be exported?
- These are just a few of the things we find out through the CoA, and so much more is also gleaned through this process. Farm programs are developed using this data, and decisions are being made at the federal, state, and local levels based on information gathered by the CoA.

# Census of Agriculture (COA)

- Mailed to almost 3 million farm/ranch operations
  - Mail package included cover letter, questionnaire, instruction sheet, and web reporting instructions
- We may be contacting “different” people than on our regular surveys
  - Hobby farmers, specialty crop/livestock producers
  - Will not just be people with corn, soybeans, hay, cattle, hogs, etc.

# Census of Agriculture (COA) Forms

- Questionnaire versions mailed out
  - **General Form:** 24 pages, 36 sections (Green)
  - **Native American:** 20 pages, 26 sections (Tan)
  - **Hawaii:** 24 pages, 35 sections (Green)
- All are *fairly* similar (see pages 5 - 7 of Report Form Guide)
  - Differences are mainly limited to what crops are prelisted or included in the lists
  - Some sections are identical
- There is also a “Farm Status Form”: 4 pages, will be mailed to some operations that did not return the regular CoA form

# Census of Agriculture (COA) Forms

- Not all area frame operations are accounted for on the Census Mail List (CML)
- We use a Not on Mail List (NML) questionnaire to contact these operations
  - Only two versions of the NML questionnaire
    - The general form and the Hawaii form
  - The NML questionnaire is identical to the corresponding CoA form except for the color (NML form is yellow)
    - Mailed out December 27, 2022

# Documents to Guide You

## 2022 CENSUS OF AGRICULTURE

### Report Form Guide

Issued November 2021

U.S. Department of Agriculture  
 Thomas Whitak, Secretary  
 Research, Education, and Economics  
 Dr. Chawanda Jacobs-Young, Acting Under Secretary  
 National Agricultural Statistics Service  
 Hubert Harner, Administrator

FORM 2270-100  
 10/2021

U.S. DEPARTMENT OF AGRICULTURE  
 NATIONAL AGRICULTURAL STATISTICS SERVICE  
 For additional info, call 1-800-454-7229  
 New report released. Serial # 1-800-454-7229

## INSTRUCTION SHEET UNITED STATES 2022 CENSUS OF AGRICULTURE Your report is due February 4, 2023

**Who Should Report?**  
 A reply is required from EVERYONE who creates a report form, including persons who operated a farm, ranch, or other agricultural operation in 2022, anyone who has any agricultural activity, as well as those who were not involved in agriculture. You may complete your report form online. Go to [www.agcensus.usda.gov](https://www.agcensus.usda.gov) and enter your unique 13-digit access code from the Census mailing label. More Census information is on the Internet at [www.agcensus.usda.gov](https://www.agcensus.usda.gov).

If you do not complete the form online or return your report form by mail, you will continue to receive notices from us.

If you were a landlord only and rented out all your land, complete the front page, Section 1, and Section 10 on the back page of the enclosed report form and return it in the pre-addressed return envelope. If you were a landlord, but still operated other land yourself, you should complete the entire report form for the land which you operated.

If you had no land, no livestock, and no agricultural operations, return the report form with a note indicating your status on the front of the form below the address label.

**Partial Year Operations** - If you stopped farming, ranching, or operating agricultural production during 2022, complete the report form for the portion of the year that you did farm. Write "Stopped Farming During 2022" and the date you stopped below the address area. Mail the completed report form to the pre-addressed return envelope. If the person whose name is on the label was deceased during 2022, complete the form for the portion of the year that they farmed, and write a note.

**Involved in More Than One Operation** - If you made decisions for more than one operation, you may have received a report form for each operation. Provide information for each operation on a separate form. To obtain additional report forms, or if you have questions, please call the toll-free help line at 1-800-454-7229.

**Partnership Operation** - Complete only ONE form for the entire partnership's agricultural operation and include the entire operation on that one form. If you make day-to-day decisions for another operation, complete a report form for each separate operation. We have listed all farms partners below the address area to assist in defining the operation. Make any necessary corrections to these names.

If you owned farms on a ranch land in 2022 that was title and NOT rented out, you should complete and return the report form. If all the required time was spent in conservation programs like CRP, complete the form and include those acres.

Complete Sections in duplicate. Please print clearly and keep numbers and letters within the white boxes. Mark all applicable "Yes/No" and "None" boxes with an "X".

**Important** - **ARRIVING IN 2023**  
 Your answers to this section will determine the land (Acres in "THIS OPERATION") reported throughout the report form. Include all land owned, rented, or used by you, your spouse, or by the partnership, corporation, or organization named on the front page of the form, regardless of location or ownership in 2022, even if only for part of the year. Include cropland, non-irrigated land, land in government programs such as Conservation Reserve Program (CRP), Wetlands Reserve Program (WRP), etc., pastured and cropland, woodlands and idle land, forestlands, buildings, and structures. Include only actively managed lands. Exclude residential or commercial land. Report land in whole acres.

**Item 1 (Box A)** - Report all land owned in 2022 whether held under lease, purchase contract or mortgage, borrowed land, or as beneficiaries or lessees of an established estate. Include all land owned by you and/or your spouse, or by the partnership, corporation, or organization named on the front of the form.

**Item 2 (Box B)** - Report all land rented or leased from others by you or your operation. Include tracts now leased for agricultural production. Include land used under periodic, conventional grazing permits, or on a fee land or annual unit month (AUM) basis (Tractor Grazing, Section 3 Bureau of Land Management (BLM) and USDA Forest Service land; BLM Section 17 land leased by your operation with a specified acreage that should be included here even though your form is BLM we paid on an AUM basis.

**Item 3 (Box C)** - Include all land rented out to others for any purpose if it was part of the average reported in Items 1 and 2. Your tenants will receive a form to report production for the land they rent. Do not report land placed in conservation programs or acres owned by others. Do not report land used by others on a fee per head or seasonal unit month (SUM) basis.

**Item 4a** - Report all land owned by this operation and rented or leased to others.

**Item 4b (Box D)** - This is all land you operated at any time in 2022. Land use in Section 2 should be reported for these acres.

**Item 5 Total acres operated (acre-ft)** - After completing Section 1, if the acres in Item 4, BOX D equal zero and you did not make or own any livestock, operations, or poultry in 2022, write a description of land use in the space by question 5. Complete Section 10 and mail the report form in the return envelope.

**Item 6** - Exclude BLM Section 17 land leased on a per head or AUM basis.

**Important** - **Leave CRP in 2022**  
 The label under Item Section 1 - 4 returned to BOX 5 should equal the total acres in Section 1, Item 4, BOX D. These acres represent "this operation" for this Census report. If these two numbers are not the same, please GO BACK and CORRECT your figures. Do not report any acres given on land owned or leased to others or worked by others on share during 2022.  
 Land used for more than one purpose - Do not report the acres

# Getting Started

- Census form is asking about the *entire* 2022 calendar year
- Operation may be out of business *now*, but we still need to collect 2022 information
  - Depending on when the operation went out of business, when the operator passed away, etc.
    - Still may need to collect partial year data
  - **Always leave a comment for irregular situations**





# Filling Out a Census Form

The form is not complicated, just detailed!

We need to get the full picture of this operation for 2022

**SECTION 1 ACREAGE IN 2022**

Report land owned, rented, or used by you, your spouse, or by the partnership, corporation, or organization named on the front of this form. Include ALL LAND, REGARDLESS OF LOCATION OR USE - cropland, Conservation Reserve Program (CRP) and Wetlands Reserve Program (WRP) land, pastureland, rangeland, woodland, idle land, farmsteads, etc.

1. Number of acres OWNED ..... 0043  **BOX A**

2. Total number of acres RENTED or LEASED FROM OTHERS

*INCLUDE*

- land worked by you on shares
- land used rent free in exchange for services, payment of taxes, etc.
- Federal, State, and railroad land leased on a per acre basis
- land rented or leased by you for cash

*EXCLUDE*

- land used on a fee per head or animal unit month (AUM) basis ..... 0044

**BOX B**

3. Number of acres RENTED or LEASED TO OTHERS

*INCLUDE ACRES*

- worked on shares by others
- subleased
- rented or leased to others for cash
- used rent free in exchange for services, payment of taxes, etc.

*EXCLUDE ACRES*

- enrolled in Conservation Reserve Program (CRP)
- enrolled in Wetlands Reserve Program (WRP)
- enrolled in Farmable Wetlands Program (FWP)
- enrolled in Conservation Reserve Enhancement Program (CREP)
- rented or leased to others part of the year
- used on a fee per head or animal unit month (AUM) basis ..... 0045

**BOX C**

a. How many acres rented or leased to others (Box C above) did this operation own? ..... 0053  **Number of Acres**

4. Enter the figures from the boxes above to determine your total acres operated:

**BOX A** + **BOX B** - **BOX C** = **BOX D** ..... 0046



# Section 1 - Acreage in 2022

- All records determined to be ag operations must have data in this section
- Similar to other surveys when determining total acres operated – just more detailed
- Principal county:
  - County where the largest value of ag products was raised or produced
- Additional **other** counties:
  - Can list up to three more counties
  - If more: list the four with largest value of production

# Section 2 – Land Use in 2022

- Looking to **account for all types of land operated** as opposed to just total land and cropland
  - Cropland and pasture are broken down into different categories
  - Government program land such as CRP, WRP, etc. will most likely fall in item 1.d. “Cropland idle or used for cover crops or soil-improvement but not harvested and not pastured or grazed”
- After breaking the acreages down by type, it must all sum to the total acres operated
  - If not, you must go back and make corrections

## Section 3 – Land Rented for Cash

- Just looking for acres rented or leased for **cash**
  - Same concepts/definitions as our “Cash Rents Survey”

## Section 4– Land Use Practices

- Several questions about drainage, conservation easements, tillage methods, use of cover crops, and irrigation
  - Straightforward questions looking for number of acres of each

# Section 5 – Irrigation

- Number of harvested cropland acres that were irrigated
- Acres of all other land that was irrigated
- Total number of acres that have irrigation systems or equipment
- Intend to use the irrigation systems or equipment in the future?

# Section 6 – Crop Insurance, CRP and other Gov't Programs

- Number of acres that were covered under any crop insurance policy
- Number of acres enrolled in CRP, WRP, FWP, or CREP on Sept. 30, 2022
- \$\$ received for participation in these programs
- \$\$ received for all other Federal, state, and local ag program payments, CCC loans. \$\$ spent to repay CCC loans

# Section 7 – Type of Organization

- How many households shared in the income?
- Is the operation organized as an LLC?
- Individual operation, partnership, family-held trust, estate, etc

# Section 8 – Personal Characteristics

- Number men and number of women involved in the decisions for this operation
  - Can only record the rest of the demographic information for up to four people
  - Does not necessarily have to be a partner, but does help make decisions
- Fairly basic demographic questions
  - Will record the full name of each person
  - Mostly Yes/No, pick from the list type answers required

# Section 9 – Hay and Forage Crops

- Starts with TOTAL acres cut or harvested in 2022
  - Multiple cuttings/uses: report acres only once
  - From which all dry hay, haylage, grass silage, or greenchop was cut
    - Slightly different from regular surveys
- Gross value of all hay and forage sales in 2022
- Then we break it down by different types of hay and forage
  - Alfalfa: dry hay then haylage and/or greenchop
  - Other dry hay: dry hay
  - All other haylage, grass silage, and greenchop

# Section 10 – Cultivated Christmas Trees, Short Rotation Woody Crops, and Maple Syrup

- Acres of:
  - **Cultivated Christmas trees**, *then # of trees cut*; acres irrigated; value of sales
  - **Short rotation woody crops**, *then acres harvested*; acres irrigated; value of sales
    - “Matures in 10 years or less and used for paper/pulp, engineered wood, or ethanol”
- Maple syrup
  - Number of taps, gallons of syrup produced, value of sales
    - Exclude syrup produced from sap purchased
    - If sap sold, estimate gallons of syrup it would have produced



Section 11 - Field Crops

Section 12 – Nursery, Greenhouse, Floriculture,  
Sod, Mushrooms, Vegetable Seeds, and  
Propagative Materials,

Section 13 – Vegetables, Potatoes, and Melons

Section 14 – Fruit, Nuts, and Berries

- Much like NASS's other surveys that collect data for these crops
  - Example: Acres Harvested, Acres Irrigated, Total Production, Value of Sales
    - Section 12 asks for Square Feet Under Glass or Protection
- If a crop is not listed, use the “Other crop” code in that section
- If the operation has more crops than lines provided on questionnaire, use a separate sheet of paper

Section 15 – Cattle and Calves

Section 16 – Hogs and Pigs

Section 17 – Horses, Ponies, Mules, Burros, and Donkeys

Section 18 – Sheep and Goats

Section 19 – Aquaculture

Section 20 – Poultry

Section 21 – Colonies of Honey Bees

Section 22 – Other Livestock

- Much like NASS's other surveys that collect data for Livestock
  - Example: Number of animals on December 31, number sold, value of sales
- Leave plenty of notes for any odd situations

# Section 23 – Livestock Products

- Any type of livestock products produced and sold should be listed here.
  - Things like bee's wax, embryos, horns, manure, semen, etc.
  - Lump any "Other" livestock products not preprinted together under code 4958
  - See page 45 of RFG for more details

# Section 24 – Production Contracts and Custom Feeding

- Screen by type of commodity
  - Quantity moved from operation
  - Amount received
    - Write in the names of any commodities not pre-printed for which the operator had a production contract
- Inputs provided by contractor(s)
  - Write in other inputs not listed
- Name of contractor

# Section 24 – Production Contracts and Custom Feeding

- Growing, raising, feeding ag products that were not owned
  - EXCLUDE marketing contracts... **BIG** difference
- **Production** contracts cover an entire production cycle for a commodity. They specify responsibilities for the provision of inputs and the payment of expenses by different parties to the contract, and they also specify rules for compensation, production practices, and commodity removal from the operation.
- **Marketing** contracts identify an outlet for a commodity and set pricing and delivery specifications. Although marketing contracts are more common for crops, they are used to market livestock and/or livestock products.

# Section 25 – Organic Agriculture

- If the operation produced any organic products according to USDA's National Organic Program (NOP) standards or had any acres transitioning into USDA NOP production
  - What type of production and Gross Value of Sales of organic products

# Section 26 – Practices

- Yes/no “presence” questions
  - If they don't know what it is, they probably don't have it!
    - When in doubt, comment it out
- Produce and sell any value-added products?
  - “Processed” products
    - Things like wine, cheese, ham, cider, jellies, etc.

# Section 27 – Food Marketing Practices

- Wide range of direct-to-consumer sales/direct-to-retail outlets, distributors, or institutions **for food for humans to eat or drink**
  - Ag products **produced** and **sold** by the operation
  - INCLUDES value-added products
  - EXCLUDES craft (non-ag)

# Section 28 – Fertilizers, Chemicals, and Soil Conditioners Applied

- Broad, straightforward questions, just looking for acres that these items were applied to
  - If more than one application of the same fertilizer or chemical was made, report the acreage only once

## Section 29 – Renewable Energy

- On the operation, *regardless* of ownership
- Select all that apply
- Any wind rights leased to others
  - An energy company enters a contract to possibly place wind turbines on the operation

## Section 30 – Machinery and Equipment

- Number on the operation; used in 2021/2022
- Of these, how many were manufactured in the last 5 years
  - Include leased machines

# Section 31 – Farm Labor

- Hired Labor under 150 days; 150 or more days; Migrant Workers; Unpaid (e.g. family) labor
  - Migrant workers are those whose employment requires travel that prevents the worker from returning home the same day
  - Exclude any contract labor



# Section 32 – Production Expenses

- Read each question and Includes/Excludes carefully
  - Report form guide has expanded information
- Tenant farmers should include expenses paid by landlord
- If answer is unknown, ask for best estimate
- If truly DK, put any information provided in comments
- Possible they may know \$/acre expenses for crops, capture these details in comments

# Section 33 – Market Value of Land, Buildings, Machinery, and Equipment

- Estimated *market* value of real estate and equipment
  - Not necessarily the assessment, replacement or depreciated value
    - “What would it sell for today?”

# Section 34 – Income From Farm-Related Sources

- This is where \$\$\$ from corn mazes, custom combining, cash rent income, bull rental, etc. is reported
  - If it’s not considered a “separate” operation
  - Notes, Includes/Excludes in each item are very important

# Section 35 – Agriculture Activity Within the Borders of American Indian Reservations, Pueblos, and Service Areas

- Could be American Indian operators OR non-tribal members renting/leasing
  - EXCLUDE any *land* on an AUM basis
  - BUT we do collect grazing data—even if on an AUM basis

## Section 36 – Conclusion

- It is very important to complete this section carefully to avoid duplication and to be sure all operations are accounted for

# Why Respond?

- Shows the value and importance of U.S. agriculture
  - Opportunity to tell how American agriculture provides food, fuel and fiber to the world
- Influences decisions that will shape American agriculture for years to come, including:
  - Transportation and marketing locations
  - Farm services, programs and policies
  - Production practices and new technologies

# Why Respond?

- Responding has a positive impact on the future of your operation and your community.
- Census provides valuable information that will be used to plan the future, including:
  - Community planning
  - Farm succession planning
  - Store/company locations
  - Availability of operational loans and other funding
  - Federal budget support for agriculture

# Why Respond?

- American Agriculture is counting on you . . .
  - Your decision to report or not to report can directly impact your operation, your neighbors, your rural community
  - By reporting you can help to grow your farm's future, shape farm programs, and boost services for your community and the industry
  - Response is required and protected by federal law



## Encourage response to the Census – online or by mail

- You are highly encouraged to complete the Census of Agriculture online at <https://portal.agcounts.usda.gov/portal/s/>
- The online questionnaire is secure, convenient and user-friendly. Save time by responding online as the form calculates totals automatically, offers quick drop-down menu options, and skips questions that do not pertain to your operation.
- You may also respond by mail by returning your questionnaire in the prepaid envelope provided.



United States Department of Agriculture  
National Agricultural Statistics Service

# Filling Out a Form Online

1. Type the following web address in your internet browser: <https://www.agcounts.usda.gov/>
2. Enter your survey code on the homepage of your questionnaire:



Welcome to the  
USDA National Agricultural Statistics Service  
Respondent Portal

ENTER YOUR UNIQUE SURVEY CODE

SURVEY CODE

Submit & Get Survey(s)

3. Select Submit & Get Survey(s)
4. Verify the contact information is correct and select ADDRESS VERIFIED- NEXT, or make corrections by selecting MAKE CORRECTIONS. If you make changes, select SAVE CHANGES- START SURVEY.
5. Complete the census through the conclusion section and Submit Survey.



United States Department of Agriculture  
National Agricultural Statistics Service





Sections



Introduction

UNITED STATES 2022 CENSUS OF AGRICULTURE

Introduction

Land Use in 2022

Land Rented or Leased from Others for Cash

Land Use Practices

Irrigation

Crop Insurance, Conservation Reserve Program and Other Government Programs

Type of Organization

Personal Characteristics

Nursery, Greenhouse, Floriculture, Sod, Mushrooms, Vegetable Seeds, and Propagative Materials

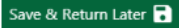

Other Crops

Horses, Ponies, Mules, Burros, and Donkeys

**Welcome to the 2022 Census of Agriculture.**

The 2022 Census of Agriculture collects information about agricultural activity in the U.S. and the people involved in it. It is estimated to take about 50 minutes to complete, depending on the size and complexity of your operation.

Before you begin, please note the following:

- **Saving your answers:** If you need to stop, press the "Save & Return Later"  icon at the top of the page. When you log back into the system it will take you to the last page you visited.
- **Need help?** If you need help, press the "Help"  icon at the top of the page. If you have further questions or need help completing the 2022 Census of Agriculture, please call our toll-free help line at 1-866-294-8560 between the hours of 8:00 am and 5:00 pm Central Time or [click here](#) to access the Frequently Asked Questions and email feedback form.

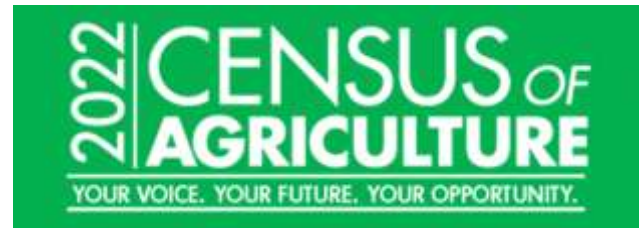
The information you provide will be used for statistical purposes only. Your responses will be kept confidential and any person who willfully discloses ANY identifiable information about you or your operation is subject to a jail term, a fine, or both. This survey is conducted in accordance with the Confidential Information Protection and Statistical Efficiency Act of 2018, Title III of Pub. L. No. 115-435, codified in 44 U.S.C. Ch. 35 and other applicable Federal laws. For more information on how we protect your information please visit: <https://www.nass.usda.gov/confidentiality>. Response is required by law.

According to the Paperwork Reduction Act of 1995, an agency may not conduct or sponsor, and a person is not required to respond to, a collection of information unless it displays a valid OMB control number. The valid OMB number is 0535-0226. The time required to complete this information collection is estimated to average 50 minutes per response, including the time for reviewing instructions, searching existing data sources, gathering and maintaining the data needed, and completing and reviewing the collection of information.



**This is what they will see online**

# Conclusion



- **Keep the “Report Form Guide” and “Instruction Sheet” handy**
- **Contact your supervisor with questions**
- **Thank you for your hard work on this very important project**