



2022 ARMS 3 Workshop

Welcome, Introductions,
and Workshop Overview

- Racing Group Order:
 - NASDA Folks by Supervisor Group
 - NPR Staff



Workshop Guidelines

- Please silence any electronic devices.
- Emergency/urgent calls – feel free to take the call, but please leave the room.
- Questions:
 - If possible, hold questions until the supervisor group breakout sessions or between presentations.
 - Unique to area – ask in the supervisor group breakout sessions
- Keep side conversations to a minimum so other participants can hear presenters & presenters can stay focused.
- See NASDA Coordinator for any hotel &/or meeting room issues.



Workshop Guidelines



- Restroom Locations
- Refreshments during breaks
- Project Code – 904
 - Workshop time & mileage
 - M&IE
- Please have the workshop folder readily available
- Turn on iPad and connect to hotel wifi, if needed
- Open presentations in Books
 - Instructions included in the workshop booklet

- Name Badge
- Business Cards
- Enumerator Ids
- iPad
 - iOS Update 16.3 – Is Approved



2022 ARMS 3 Workshop

State Statistician Comments



Workshop Overview and Goals



- Overview
 - Generally Speaking
 - Lecture & Videos
 - Group Breakouts
 - Practice Exercises
- Goals
 - Highlight survey purpose and data uses
 - Review questionnaires
 - Enhance learning through engaging practice exercises
 - Group practice to learn from each other and resolve questions from lecture



Workshop Overview



- Workshop Booklet
- Agenda
 - Purpose
 - Questionnaire Review
 - Breakout Sessions and Practice Exercises
 - Breaks and Lunch
- Supplies and Assignments
- NASDA Administrative Items
- Resources on the back table

- CAPI Dashboard: NASDA
- Go to “Regions”, then tap on “Northern Plains Region” area.
- Under “ARMS 3” tap on the document you want to download to Books.
- Tap on the box with the arrow pointed up.  Located in the upper right corner.
- Tap on “Books” to take you directly into Books. 
- Once a document is downloaded to Books (icon on your home screen), it is saved on your iPad & can be accessed without a signal.

- 2022 ARMS 3 Self Learning Videos; along with Purpose & Marketing
- 2022 ARMS 3 Self Learning Slides
- Share Rent & Marketing Expense Worksheets
- Anatomy of a Label
- Workshop Presentations
- Production Contracts (Feedlot Example)
- Check-off Fees
- Mock Interviews Examples
- Data Collection Procedures
- Workshop Evaluation

- Workshop Booklet
 - Agenda, Group Breakout Checklist, Take Home Points, FAQs, Exercises, Schedule F, and Notes
 - Order of the booklet follows the agenda.
- Questionnaires – CRR (All States), and Wheat (All States)
- Respondent Booklet
- Screening Supplement (Buff)
- State Press Release
- Cover Letters
- “Will Do It” Handout (Yellow)
- State Checkoff Sheet (Light Green)

Assignment Packets

- Enumerator Assignment Listing (on top)
- Assigned Questionnaires
- Included inside each labeled questionnaire:
 - Respondent Booklet
 - Brochure
 - Backgrounder
 - Wheat Support Letter, if available
- Comments can be found in CAPI; they will not be inserted in the questionnaire.

Extra Supplies – Enumerators

- (2) Screening Supplements
- (10) Blank CRR Questionnaires
- (3) Blank Wheat Questionnaires
- “Will Do It” Handout
- UPS Inner Envelope (fits at least 55 CRR questionnaires)
- Outer Envelope – White Tyvek (fits at least 55 CRR questionnaires)
- UPS Ground Labels to Lincoln, NE
- (18) Doorhangers



Extra Supplies – Supervisors



- (5) Supervisor CRR Editing Guidelines
- Quality Control Forms (2 per enumerator in your group)



Next on the agenda...

Purpose





- Take Home Points Review (Sections 1-29)
 - These are found in your workshop booklet
 - Have your questionnaires available as well
- Questions?

- 15 Minute Break
- Supervisor Breakout Groups until 11:40
 - ☐ Complete Sec. 9 & 11 Exercise on pages 6 & 7,
 - ☐ Complete Sec. 15 on pages 8 & 9,
 - ☐ Complete Section 25 – Contracts on page 9,
 - ☐ Discuss Schedule F,
 - ☐ Discuss Checkoff Fees and review covered material/preview upcoming sections





- Review Questions



Kahoot.it

On the presentation screen



Q2 Who is this?



Next >

0
Answers



Rachel Stevens



Amy Winehouse



Stephanie Powers



Pat Young

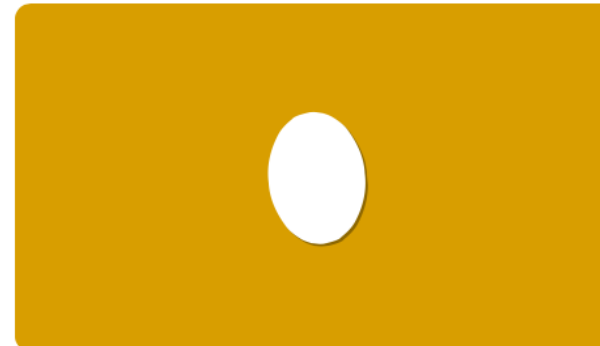
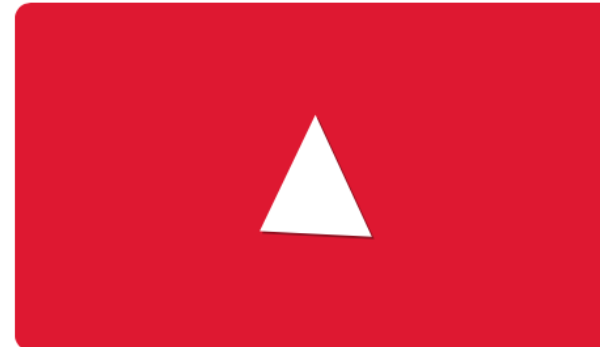
kahoot.it Game-pin: 38944

United States Department of Agriculture
National Agricultural Statistics Service

On your phone/tablet

Game-pin: 38944

Q2 Joel 1 900





- Lunch
 - Be back in an hour for some more fun!





- Take Home Points Review (Sections 30-38 & Wheat Version)
 - Open your workshop booklets again (p. 10 & 11)
 - Have your questionnaires available as well
- Questions?



- Handing It Off to the NASDA Coordinator to Review
 - Response rate
 - Incentive Plan
 - Public Relations



Jim Barrett

Outreach and Materials



Jim Barrett, NASS Public Affairs

jim.barrett@usda.gov

202-690-8124

[ARMS 3 Marketing Materials - Jim Barrett](#)



2022 ARMS Phase 3 Data Collection Procedures



Data Collection

- Mailings from NPC (Cover Letters are in Workshop Folder)
 - First Questionnaire Mailing – Dec. 27
 - Second Questionnaire Mailing – Feb. 7
- Mail returns and online responses were pulled from assignments prior to the workshop

Which were mailed? Everything*

POID
Op County
OpDom Status
Phone
Scoring Indicator
Supervisor ID
Enumerator ID
Farm County
Sequence No.

ID 203000000000 01 01 3 182 0 00
50 091 00 00 913-555-9999 1 012 066 091
260 0657

SEQ001-00218

Overland Pork ← Operation Name
Harry Hogg ← Target Name
601 Bacon Way
Overland Park, KS 66029-2544

**Those that are
220, 260, 620, 660
were mailed**

Need a new address or phone number?

- Please let your NASDA Coordinator know.
They will research and get back to you.





← Frustrated, Angry


Referencing the questionnaire...

- What if they don't have a copy handy but would like to follow along?
 - Enumerator can provide a blank copy of the questionnaire
 - Enumerator can email an electronic copy (if they are tech savvy)
 - Expect this to be very few as most had 2 copies mailed already

OMB No. 0535-0218: Approval Expires 11/30/2025

2022 AGRICULTURAL RESOURCE MANAGEMENT SURVEY	
SURVEY CODE: <input type="text"/>	Costs and Returns Report – Version 1 Project Code: 904 (11/21/2022)
www.agcounts.usda.gov	
 	

OMB No. 0535-0218: Approval Expires 11/30/2025

2022 AGRICULTURAL RESOURCE MANAGEMENT SURVEY	
SURVEY CODE: <input type="text"/>	Wheat Costs and Returns Report – Version 2 Project Code: 904 (11/22/2022)
www.agcounts.usda.gov	
	

Completing it Online

- We want you to be a resource to the respondent!

Step 1: Go to agcounts.usda.gov

Step 2: Enter 12-digit Survey Code (found on the front of Questionnaire)

ENTER YOUR UNIQUE SURVEY CODE

SURVEY CODE

XXXXXXXXXX 01 01 2723 12222221 71 10000
 NASS FARMS INC 20 123
 LOVELY FARMER
 12300 TRACTOR PL
 SOMEWHERE SD 12345-6788

Submit & Get Survey(s)

ENTER YOUR UNIQUE SURVEY CODE

SURVEY CODE

XXXXXXXXXX 01 01 2723 12222221 71 10000
 NASS FARMS INC 20 123
 LOVELY FARMER
 12300 TRACTOR PL
 SOMEWHERE SD 12345-6788

Submit & Get Survey(s)

Washington, D.C. WEATHER 78°F

Weather data source: Open Weather

NEED HELP? CALL 1-888-424-7828
 NASS Customer Support is available Monday - Friday, 8am - 5pm CT
 Please be prepared with your survey name and survey code.

UPDATING THE LOOK & FEEL OF NASS REPORTS


Step 3: click **Submit & Get Survey(s)**

CAPI use only

- We are going to use CAPI
 - To see data quicker
 - Ensure timely name and address updates will be handled at our processing center (relieving some logistical challenges)



Screening Supplement

- The Screening Supplement will be on buff colored paper 
- If the respondent reports the operation as out of business during all of 2022, complete the Screening Supplement.
- If items 2, 3, 4 are all “No”, complete item 5, then go to item 6.
- Please note the comment below item 6

6. *The selected operation is out-of-business, therefore the questionnaire does not need to be completed.*

Go into CAPI: enter this as an **Out-of-Business record** (Make response: **complete**) and **enter a comment** detailing their involvement in farming (e.g. when they stopped farming, who took over - if provided).

Screening Supplement (cont.)

- Some require a Screening Supplement (noted on assignment sheet with Screening Supplement tucked into the questionnaire)
- For those that are required, specific information is needed in CAPI comments:

[ENUMERATOR NOTE: *After obtaining/verifying all names and addresses associated with each additional operating arrangement, go to the questionnaire and begin the interview with Section A.* **]**

Comments icon



Please write the following information in CAPI comments:

1. Another Farm/Ranch name: Yes (name) / No	
5. If out of business, who is operating the land:	
7. Decisions made by one individual, hired manager, partners (how many)?	
8. Does Target name make day-to-day decisions for another farm or ranch? If so, how many?	

Data Collection

- Check your iPad before beginning each day for
 - any mail returns or respondent online completion will have CAPI Listing appear like one of the following:

Mailed In

Mail Completed

Resp Completed

- Comments - Please review CAPI comments before making contact. It is possible that the office staff have added new comments since the previous attempted contact..

What about partially completed records?

- Mail/CAWI completed records needing further info:
 - These will be sent out to designated enumerators for recontact
 - Designated enumerators will vary by state preference



“Will do it” handout

- This has been created for your use and reference to track respondents who said they “did it” or “will do it”.
- With everything going into CAPI, they are not needed back in Lincoln.

“Will do it” document

ARMS 3 Respondents who said they did or will do it by mail or online

Enumerator ID: _____ Enumerator Name: _____

POID	Name	Date of First Contact	Notes (Status, follow-up contact dates, etc.)	Complete on CAPI?
				<input type="checkbox"/> Yes
				<input type="checkbox"/> Yes
				<input type="checkbox"/> Yes

“Will do it” handout

“Will do it” document

ARMS 3 Respondents who said they did or will do it by mail or online

Enumerator ID: _____ Enumerator Name: _____

POID	Name	Date of First Contact	Notes (Status, follow-up contact dates, etc.)	Complete on CAPI?
				<input type="checkbox"/> Yes
				<input type="checkbox"/> No

A copy of this has been included in your **Workshop Folder** and in your **Extra Supplies**

Important Dates – All on Mondays

- 1 Submitted on CAPI
 - February 20 (KS & NE), February 27 (SD), March 13 (ND)
- March 13 – 25% submitted on CAPI (except for ND)
- March 27 – 50% submitted on CAPI
- April 10 – 75% submitted on CAPI
- April 17 – 100% submitted on CAPI
 - (Excludes “will do it” situations and hard appointments set from April 17-20. Data from appointments must be submitted by Friday, April 21)
- May 29 and after – Destroy ARMS 3 materials or use provided envelope(s) and label(s) and ship back to Lincoln to be destroyed.

Quality Control

- Supervisors have been provided 2 quality control forms per enumerator in your group
- After you, the enumerator, have completed your first 1 or 2 interviews, schedule a time with your supervisor to talk over those questionnaires
- All completed questionnaires are to be ***Save for Review*** until your Supervisor tells you that you can choose ***Submit Survey***



NASDA Administrative

- When you have questions
 - Call your Supervisor first
 - Next stop is your NASDA Coordinator

Thank you!



Supervisor Group Study

- Supervisor Groups
 - ☐ Complete Section 34 – Debt Exercise on page 13,
 - ☐ Discuss Assignments and Supplies,
 - ☐ Discuss Reviewing Completed Work (*Save for Review* in CAPI),
 - ☐ Discuss the Data Collection Process,
 - ☐ Discuss ways to get cooperation and keep it,
 - ☐ Discuss best practices to improve efficiency,
 - ☐ Review covered material/Preview upcoming topics

Back Together to Review

Review
Questions

[Kahoot.it](https://kahoot.it)

Supervisor
panel



See you tomorrow!



2022 ARMS 3 Workshop Day 2!



Overview

- Review of Questions
- NPR Management Comments
- Census vs ARMS 3
- NASDA Admin Items
- State Specific Training
- Supervisor Breakout
- Workshop Review

Questions

- Questions from previous day
- Follow-up questions



Management Comments



Christy Meyer







Nick Streff



Matthew Gregg

Census – How is it different from ARMS 3?

[illegible]

2022 AGRICULTURAL RESO	2022 AGRICULTURAL RESOURCE MANAGEMENT SURVEY
SURVEY CODE: www.agricode.usda.gov <div style="text-align: center;">  USDA  National Agricultural Statistics Service </div> <p style="text-align: center; font-size: small;">ECONOMIC RESEARCH & INDICES</p> <p style="font-size: x-small;">U.S. Department of Agriculture National Agricultural Statistics Service 1400 Independence Avenue, SW Washington, DC 20250-0450 Phone: (202) 703-5552 Fax: (202) 703-5553 Email: usda@usda.gov</p>	SURVEY CODE: www.agricode.usda.gov <div style="text-align: center;">  USDA  National Agricultural Statistics Service </div> <p style="text-align: center; font-size: small;">ECONOMIC RESEARCH & INDICES</p> <p style="font-size: x-small;">U.S. Department of Agriculture National Agricultural Statistics Service 1400 Independence Avenue, SW Washington, DC 20250-0450 Phone: (202) 703-5552 Fax: (202) 703-5553 Email: usda@usda.gov</p>
<p>Enter individual(s):</p> <p>Consistency of this form follows your membership information. If you are a sole proprietor, please enter your name. If you are a partnership, please identify the other partner(s). If you are a corporation, please enter the name of the corporation. If you are a government entity, please enter the name of the entity. If you are a non-profit organization, please enter the name of the organization. If you are a foreign entity, please enter the name of the entity. If you are a joint venture, please enter the name of the joint venture. If you are a consortium, please enter the name of the consortium. If you are a trust, please enter the name of the trust. If you are a partnership, please identify the other partner(s). If you are a corporation, please enter the name of the corporation. If you are a government entity, please enter the name of the entity. If you are a non-profit organization, please enter the name of the organization. If you are a foreign entity, please enter the name of the entity. If you are a joint venture, please enter the name of the joint venture. If you are a consortium, please enter the name of the consortium. If you are a trust, please enter the name of the trust.</p>	<p>Make name consistent to what name, address, and ZIP code. (Familiar)</p> <p>Consistency of how form follows your membership information. If you are a sole proprietor, please enter your name. If you are a partnership, please identify the other partner(s). If you are a corporation, please enter the name of the corporation. If you are a government entity, please enter the name of the entity. If you are a non-profit organization, please enter the name of the organization. If you are a foreign entity, please enter the name of the entity. If you are a joint venture, please enter the name of the joint venture. If you are a consortium, please enter the name of the consortium. If you are a trust, please enter the name of the trust. If you are a partnership, please identify the other partner(s). If you are a corporation, please enter the name of the corporation. If you are a government entity, please enter the name of the entity. If you are a non-profit organization, please enter the name of the organization. If you are a foreign entity, please enter the name of the entity. If you are a joint venture, please enter the name of the joint venture. If you are a consortium, please enter the name of the consortium. If you are a trust, please enter the name of the trust.</p>
<p>Partner 1</p> <p>First Name _____ Last Name _____</p> <p>Day _____ Night _____</p> <p>Address _____</p> <p>City _____ State _____ Zip _____</p>	<p>Partner 2</p> <p>First Name _____ Last Name _____</p> <p>Day _____ Night _____</p> <p>Address _____</p> <p>City _____ State _____ Zip _____</p>
<p>Partner 3</p> <p>First Name _____ Last Name _____</p> <p>Day _____ Night _____</p> <p>Address _____</p> <p>City _____ State _____ Zip _____</p>	<p>Partner 4</p> <p>First Name _____ Last Name _____</p> <p>Day _____ Night _____</p> <p>Address _____</p> <p>City _____ State _____ Zip _____</p>
<p>Partner 5</p> <p>First Name _____ Last Name _____</p> <p>Day _____ Night _____</p> <p>Address _____</p> <p>City _____ State _____ Zip _____</p>	<p>Partner 6</p> <p>First Name _____ Last Name _____</p> <p>Day _____ Night _____</p> <p>Address _____</p> <p>City _____ State _____ Zip _____</p>
<p>Partner 7</p> <p>First Name _____ Last Name _____</p> <p>Day _____ Night _____</p> <p>Address _____</p> <p>City _____ State _____ Zip _____</p>	<p>Partner 8</p> <p>First Name _____ Last Name _____</p> <p>Day _____ Night _____</p> <p>Address _____</p> <p>City _____ State _____ Zip _____</p>
<p>Partner 9</p> <p>First Name _____ Last Name _____</p> <p>Day _____ Night _____</p> <p>Address _____</p> <p>City _____ State _____ Zip _____</p>	<p>Partner 10</p> <p>First Name _____ Last Name _____</p> <p>Day _____ Night _____</p> <p>Address _____</p> <p>City _____ State _____ Zip _____</p>
<p>Partner 11</p> <p>First Name _____ Last Name _____</p> <p>Day _____ Night _____</p> <p>Address _____</p> <p>City _____ State _____ Zip _____</p>	<p>Partner 12</p> <p>First Name _____ Last Name _____</p> <p>Day _____ Night _____</p> <p>Address _____</p> <p>City _____ State _____ Zip _____</p>
<p>Partner 13</p> <p>First Name _____ Last Name _____</p> <p>Day _____ Night _____</p> <p>Address _____</p> <p>City _____ State _____ Zip _____</p>	<p>Partner 14</p> <p>First Name _____ Last Name _____</p> <p>Day _____ Night _____</p> <p>Address _____</p> <p>City _____ State _____ Zip _____</p>
<p>Partner 15</p> <p>First Name _____ Last Name _____</p> <p>Day _____ Night _____</p> <p>Address _____</p> <p>City _____ State _____ Zip _____</p>	<p>Partner 16</p> <p>First Name _____ Last Name _____</p> <p>Day _____ Night _____</p> <p>Address _____</p> <p>City _____ State _____ Zip _____</p>
<p>Partner 17</p> <p>First Name _____ Last Name _____</p> <p>Day _____ Night _____</p> <p>Address _____</p> <p>City _____ State _____ Zip _____</p>	<p>Partner 18</p> <p>First Name _____ Last Name _____</p> <p>Day _____ Night _____</p> <p>Address _____</p> <p>City _____ State _____ Zip _____</p>
<p>Partner 19</p> <p>First Name _____ Last Name _____</p> <p>Day _____ Night _____</p> <p>Address _____</p> <p>City _____ State _____ Zip _____</p>	<p>Partner 20</p> <p>First Name _____ Last Name _____</p> <p>Day _____ Night _____</p> <p>Address _____</p> <p>City _____ State _____ Zip _____</p>
<p>Partner 21</p> <p>First Name _____ Last Name _____</p> <p>Day _____ Night _____</p> <p>Address _____</p> <p>City _____ State _____ Zip _____</p>	<p>Partner 22</p> <p>First Name _____ Last Name _____</p> <p>Day _____ Night _____</p> <p>Address _____</p> <p>City _____ State _____ Zip _____</p>
<p>Partner 23</p> <p>First Name _____ Last Name _____</p> <p>Day _____ Night _____</p> <p>Address _____</p> <p>City _____ State _____ Zip _____</p>	<p>Partner 24</p> <p>First Name _____ Last Name _____</p> <p>Day _____ Night _____</p> <p>Address _____</p> <p>City _____ State _____ Zip _____</p>
<p>Partner 25</p> <p>First Name _____ Last Name _____</p> <p>Day _____ Night _____</p> <p>Address _____</p> <p>City _____ State _____ Zip _____</p>	<p>Partner 26</p> <p>First Name _____ Last Name _____</p> <p>Day _____ Night _____</p> <p>Address _____</p> <p>City _____ State _____ Zip _____</p>
<p>Partner 27</p> <p>First Name _____ Last Name _____</p> <p>Day _____ Night _____</p> <p>Address _____</p> <p>City _____ State _____ Zip _____</p>	<p>Partner 28</p> <p>First Name _____ Last Name _____</p> <p>Day _____ Night _____</p> <p>Address _____</p> <p>City _____ State _____ Zip _____</p>
<p>Partner 29</p> <p>First Name _____ Last Name _____</p> <p>Day _____ Night _____</p> <p>Address _____</p> <p>City _____ State _____ Zip _____</p>	<p>Partner 30</p> <p>First Name _____ Last Name _____</p> <p>Day _____ Night _____</p> <p>Address _____</p> <p>City _____ State _____ Zip _____</p>
<p>Partner 31</p> <p>First Name _____ Last Name _____</p> <p>Day _____ Night _____</p> <p>Address _____</p> <p>City _____ State _____ Zip _____</p>	<p>Partner 32</p> <p>First Name _____ Last Name _____</p> <p>Day _____ Night _____</p> <p>Address _____</p> <p>City _____ State _____ Zip _____</p>
<p>Partner 33</p> <p>First Name _____ Last Name _____</p> <p>Day _____ Night _____</p> <p>Address _____</p> <p>City _____ State _____ Zip _____</p>	<p>Partner 34</p> <p>First Name _____ Last Name _____</p> <p>Day _____ Night _____</p> <p>Address _____</p> <p>City _____ State _____ Zip _____</p>
<p>Partner 35</p> <p>First Name _____ Last Name _____</p> <p>Day _____ Night _____</p> <p>Address _____</p> <p>City _____ State _____ Zip _____</p>	<p>Partner 36</p> <p>First Name _____ Last Name _____</p> <p>Day _____ Night _____</p> <p>Address _____</p> <p>City _____ State _____ Zip _____</p>
<p>Partner 37</p> <p>First Name _____ Last Name _____</p> <p>Day _____ Night _____</p> <p>Address _____</p> <p>City _____ State _____ Zip _____</p>	<p>Partner 38</p> <p>First Name _____ Last Name _____</p> <p>Day _____ Night _____</p> <p>Address _____</p> <p>City _____ State _____ Zip _____</p>

Differences – Purpose

- The Census and ARMS 3 collect very similar information so the main difference is how finite a level the data are published.
 - ARMS 3 data are published at a State level for select states.
 - Census data are published at a county level.
 - Before any data are published, we make sure we are not disclosing data for an individual operation.
 - Census data are collected and published for specialty items which may not be available from other sources.

Differences – Order of Sections

- Ordering of sections may differ, for example:
 - Fertilizers, Chemicals, and Soil conditioners; Practices; & Organic Agriculture are near the end of the Census form
 - Crop Insurance and Government Programs are near the beginning of the Census form and are less detailed
 - Type of Operation and Personal Characteristics sections are also near the beginning of the Census form

Differences – Question Placement

- ARMS 3 may ask some questions in a different section, for example:
 - Market Value of Land, Buildings, Machinery, and Equipment questions are asked in the Farm Assets section for ARMS 3
 - Other Farm Related Income questions are asked in the Government Payments and Other Farm Related Income section for ARMS 3
 - Value Added Products and Food Products are asked in Marketing Practices section for ARMS 3

Differences – Additional Questions

- Some sections on ARMS 3 ask additional questions, for example:
 - Section 25 – includes Marketing Contracts (Census has a Production Contracts and Custom Feeding section which does not collect Marketing Contracts)
 - Section 29 - Government Payments
 - Section 32 - Operating & Capital Expenditures
 - Section 35 - Personal Characteristics
 - Section 38 - Farm Labor & Management
 - Slight differences in other sections as well

Differences - Additional Sections

- ARMS 3 has additional sections to collect more detailed information which is not needed for the Census, for example:
 - Section 24 - Other Operations Growing, Feeding, or Raising Livestock for this Operation
 - Section 26 - Accounts Receivable and Deferred Payments
 - Section 33 - Farm Assets (Census asks Value of Land & Machinery questions)
 - Section 34 - Farm Debt
 - Section 38 - Principal Producer Household – Income, Assets, & Debt



Differences – Sales Questions

- Sales questions – Census, sections 9-23, asks Gross Value of Sales

SECTION 11		FIELD CROPS				
1. Were any field crops, such as corn, soybeans, wheat, etc., harvested from this operation in 2022?						
<u>INCLUDE</u> • your landlord's share and crops grown under contract			<u>EXCLUDE</u> • crops grown on land rented to others • home gardens			
1011	1	<input type="checkbox"/>	Yes - Complete this section	3	<input type="checkbox"/>	No - Go to SECTION 12
				Acres Harvested	Acres Irrigated	
2. Acres from which field crops were harvested in 2022. Report multiple cropped acreage only once.....				1780		
3. Fill in the columns below for all field crops harvested from this operation in 2022. For those crops not printed in the table, enter the crop name and code from the list below. • Report production in the units specified next to the crop. • Include the value of your landlord's share, marketing charges, taxes, hauling, etc. • Exclude from sales dollars for items produced under production contracts.						
Enter Field Crop Name	Enter Code	Acres Harvested	Total Production Harvested	Acres Irrigated	Gross Value of Sales (Dollars)	
Corn for grain or seed	0067			Bu.	\$	55.00

Differences – Sales Questions (continued)

- Sales questions – ARMS 3, section 9 – 23, asks Cash Sales

SECTION 11

FIELD CROPS

1. Were any field crops, such as corn, soybeans, wheat, etc., harvested from this operation or did this operation receive any income from these crops in 2022?

INCLUDE

- your landlord's share and crops grown under contract

EXCLUDE

- crops grown on land rented to others
- home gardens

4033 1 ☐ Yes - Complete this section 3 ☐ No - Go to SECTION 12

Acres Harvested		Acres Irrigated	
1780		1781	

2. Acres from which field crops were harvested in 2022.
Report multiple cropped acreage only once.

3. Fill in the columns below for all field crops harvested, or for which income was received in 2022. For income received in 2022, report the dollar amount this operation received after subtracting marketing expenses. Enter the crop name and code from the table below.

- Report the production in units specified next to the crop.
- Exclude contract sales or removals and landlord's share of sales.

1 Enter Field Crop Name	2 Enter Code	3 Acres Harvested	4 Total Production Harvested	5 Acres Irrigated	6 Operation's share of the total quantity harvested that was (will be) used on this operation for feed, seed, etc.	7 Cash Sales from any year's production (Exclude contract sales and removals) (Dollars)
	4053	4054	4055	4056	4057	4058 \$.00

Differences – Sales Questions (continued)

- Sales questions – Census, sections 9-23
 - Include marketing contract sales
 - Census does not have a section
 - Include landlord sales
 - Include marketing expenses

- Sales questions – ARMS 3, sections 9-23
 - Exclude marketing contract sales
 - Reported in section 25
 - Exclude landlord sales
 - Reported in section 27
 - Exclude marketing expenses
 - Reported in section 32

Differences - Contracts

- Production Contracts – Census, commodities are preprinted, Final Fee Received Per Unit not asked

SECTION 24

PRODUCTION CONTRACTS AND CUSTOM FEEDING

1. At any time during 2022, were you a production contract grower for a processor or contractor for whom you grew a crop, raised livestock or poultry, or custom fed any livestock that **you did not own**? A production contract is an agreement setting terms, conditions, and fees to be paid by the contractor to this operation for the production of crops, livestock, or poultry. Exclude commodities grown or raised for marketing contracts.

1301 1 ☐ **Yes** - Complete this section

3 ☐ **No** - Go to SECTION 25

2. Report number of head, bushels, etc. that were grown or raised under production contracts and moved from this operation in 2022.

	Mark "X" if None	Total quantity moved from this operation in 2022	Unit			Total dollar amount received in 2022 for delivering commodities under production contracts (Dollars)
a. Broilers and other meat-type chickens. . . . 1304	<input type="checkbox"/>		birds	3304	\$.00

Differences – Contracts (continued)

- Production Contracts – Census, Inputs and contractor name

3. Mark all inputs that were partially or completely paid or provided by contractor(s) –

1317 <input type="checkbox"/> Feed	1325 <input type="checkbox"/> Seed	1320 <input type="checkbox"/> Supplies
1316 <input type="checkbox"/> Feeder livestock and poultry	1318 <input type="checkbox"/> Fertilizer and lime	1322 <input type="checkbox"/> Utilities
1324 <input type="checkbox"/> Breeding livestock	1319 <input type="checkbox"/> Chemicals	1326 <input type="checkbox"/> Other, specify → <input type="text" value="1146"/>
1323 <input type="checkbox"/> Veterinary services	1321 <input type="checkbox"/> Fuels	1315 <input type="checkbox"/> None

4. Enter the name of the contractor that provided inputs and owned the commodity ↴

1327

Differences – Contracts (continued)

- Production Contracts - ARMS 3, commodities are not preprinted

SECTION 25 MARKETING and PRODUCTION CONTRACTS

1. Did this operation have **marketing** or **production** contracts for any commodities delivered¹ in 2022? *(A marketing contract is a verbal or written agreement reached before harvest of a crop or before completion of a livestock production stage, setting a price or pricing formula and market for the commodity. A production contract is an agreement setting terms, conditions, and fees to be paid by the contractor to the operation for the production of crops, livestock, or poultry.)*

3991 1 ☐ **Yes** - Complete this section 3 ☐ **No** - Go to SECTION 26

2. Report the commodities delivered in 2022 through **marketing** or **production** contract(s). List the quantities delivered and the final price/fee received. *(Include the quantity delivered or removed under contract. **Exclude** money received from contractors as reimbursement for expenses. **Exclude** landlord shares (report in SECTION 27) and marketing charges (report in SECTION 32, Item 34).)*

1 What commodities did this operation have MARKETING or PRODUCTION contracts for in 2022? [Write in commodities]	2 Commodity Code Office Use Only (Code)	3 Marketing or Production Contract? Marketing=1 Production=2	4 Quantity of this commodity delivered through this contract? <i>(Exclude landlord's share.)</i>	5 Unit Code (from list below) (Code)	6 What was (will be) the FINAL PRICE/FEE RECEIVED per unit by this operation for this commodity delivered under this contract? (Dollars & Cents)	7 What was the total dollar amount received in 2022 from this contract? (Total Dollars)
<i>Commodity example</i>	0000		10000	04	\$ 3 . 75	\$ 37500 .00
	3927	3550	3928	3929	\$.	\$.00

Differences - Expenses

- Production Expenses - Census
 - Include landlord expenses in each item

SECTION 32 PRODUCTION EXPENSES

Report total production expenses paid by this operation in 2022.

INCLUDE

- expenses paid by you and your landlords
- expenses connected with performing customwork for others

EXCLUDE

- expenses not related to the farm business
- any expenses paid by the contractor

EXPENSES PAID BY THIS OPERATION AND ITS LANDLORD(S)

	Mark "X" if None	Dollars
1. Fertilizer, lime, and soil conditioners purchased. Include rock phosphate, gypsum, manure purchased, potting soil, growing media, and other organic materials. Include the cost of any custom application 1501	<input type="checkbox"/>	\$.00
2. Chemicals purchased such as insecticides, herbicides, fungicides, other pesticides, etc. Include the cost of custom application 1502	<input type="checkbox"/>	\$.00

Differences – Expenses (continued)

- Operation’s Production Expenses - ARMS 3
 - Separated by producer(s) and partner(s), & landlord(s)
 - First Producer(s) and partner(s)

SECTION 32

OPERATING & CAPITAL EXPENDITURES

In 2022, how much was spent for each item by the **PRODUCER(S) and PARTNER(S)**: *(Include only expenses related to this operation. Exclude expenses NOT related to this farm/ranch; expenses of performing custom work FOR others, if this is a separate business; and expenses on land rented to others.)*

OPERATING EXPENSES in 2022

	Mark "X" if None	Dollars
1. seeds, sets, plants, seed cleaning and treatments, transplants, trees and nursery stock? <i>(Include technology or other fees, seed treatments, and seed cleaning cost. Exclude items purchased for resale without additional growth.)</i> 0600	<input type="checkbox"/>	\$.00
2. nutrients, fertilizer, lime, and soil conditioners? <i>(Include cost of custom application and organic materials. Exclude potting mixes, vermiculite, and sterilized soil.)</i> 0606	<input type="checkbox"/>	\$.00

Differences – Expenses (continued)

- Operation’s Production Expenses - ARMS 3
 - Separated by producer(s) and partner(s), & landlord(s)
 - Then Landlord(s)

In 2022, how much was spent for each item by the operation's LANDLORD(S):

OPERATING EXPENSES in 2022

	Mark "X" if None	Dollars
48. seeds, sets, plants, seed cleaning and treatments, transplants, trees and nursery stock? <i>(Include technology or other fees, seed treatments, and seed cleaning cost. Exclude items purchased for resale without additional growth.)</i> 0601	<input type="checkbox"/>	\$.00
49. nutrients, fertilizer, lime, and soil conditioners? <i>(Include cost of custom application and organic materials. Exclude potting mixes, vermiculite, and sterilized soil.)</i> 0607	<input type="checkbox"/>	\$.00
50. agricultural chemicals and biocontrols for crops, livestock, poultry, and general farm use? <i>(Include biological pest controls and custom application costs.)</i> 0613	<input type="checkbox"/>	\$.00
51. property taxes on real estate (land and buildings)? <i>(Include real estate taxes on the producer's dwelling, if owned by the operation)</i> 0745	<input type="checkbox"/>	\$.00

Differences – Data Submission

- ARMS 3
 - Entered in CAPI as they occur
- Census
 - A few multi operation situations matching ARMS 3
 - ARMS 3 enter in CAPI.
 - Census that has the label should be sent to National Processing Center in Jeffersonville IN with the return envelope provided
 - Other census follow-up, which will be mailed to you later this spring, enter in CAPI
 - Enough blank forms will be provided to cover everyone's assignment
 - Continue to improve your confidence and CAPI skills by using CAPI Training
 - Reminder that all screening and Yes/No's are important to select in CAPI

Matches with ARMS 3

- Operators in ARMS 3 with only 1 operation
 - Successful completion of the ARMS 3 questionnaire fulfills the Census of Agriculture requirement
 - Non-Response ARMS 3 will be mailed a Census form by HQ at completion of the ARMS 3 survey (file pulled March 31 and mailed April 10)
 - Remember to enter ARMS 3 records in CAPI as they are completed

Matches with ARMS 3 (continued)

- Operators in ARMS 3 with multiple operations and respondent is completing the ARMS 3 survey
 - Only 1 operation is sampled for ARMS 3 - complete the ARMS 3 for the operation selected for ARMS 3
 - ALL Census forms for the operator are included in your packet
 - The Census form that matches the ARMS 3 operation will not be needed since a completed ARMS 3 will be used in place of the Census for that operation
 - For the Non-ARMS 3 sampled operations, we are asking you to:
 - 1) Give the respondent the additional Census forms for them to complete and mail with the return envelopes provided OR
 - 2) Assist the operator in completing the additional forms and use the return envelopes provided to send to the National Processing Center

Matches with ARMS 3 (continued)

- Operators in ARMS 3 with multiple operations and respondent refuses the ARMS 3 survey
 - Refusals are entered by enumerators in ARMS 3 CAPI as they occur
 - ALL Census forms for that operator are included in your packet
 - We are asking you to:
 - 1) Give the respondent all the Census forms for them to complete and mail with the return envelopes provided OR
 - 2) Assist the operator in completing the Census forms and use the return envelopes provided to send to the National Processing Center

Matches with ARMS 3 (continued)

- Operators in ARMS 3 with multiple operations and respondent is inaccessible for the ARMS 3 survey
 - ALL Census forms for that operator are included in your packet
 - We are asking you to continue trying to make contact with the operator until your Mid-Year workshop in May and:
 - 1) Give the respondent all the Census forms for them to complete and mail with the return envelopes provided OR
 - 2) Assist the operator in completing the Census forms and use the return envelopes provided to send to the National Processing Center

Thank You!

- We know a few things can be challenging
 - Differences between questionnaires
 - Collecting a large amount of personal and sensitive data
 - CAPI can be temperamental at times
 - Spring will arrive quickly, especially in our southern areas
 - Other surveys going on
- ARMS3 and Census data are used to help tell story of the financial health of the farm and ranch sector and help decision makers create or modify programs to support agriculture
- We value and appreciate your efforts to help complete these projects

NASDA Admin/State Specific Training



- Kara Hagemeister
- Travis Smith
- Nick Streff (filling in for Sean/Andrew)
- Michael Echtenkamp

Supervisor Group Breakout

- Topics to be covered are up to the supervisor's discretion
- Take break as needed
- Complete workshop eval via QR code

or

[By clicking on this link](#)

or

Use the web link in the Northern Plains
tab on the NASDA website under ARMS 3
titled “Workshop Evaluation”



Thank You!!!

It takes a team, please contact us with any questions or problems!

