DRO Survey Training Guide

United States Department of Agriculture

National Agricultural Statistics Service

Delta Regional Office

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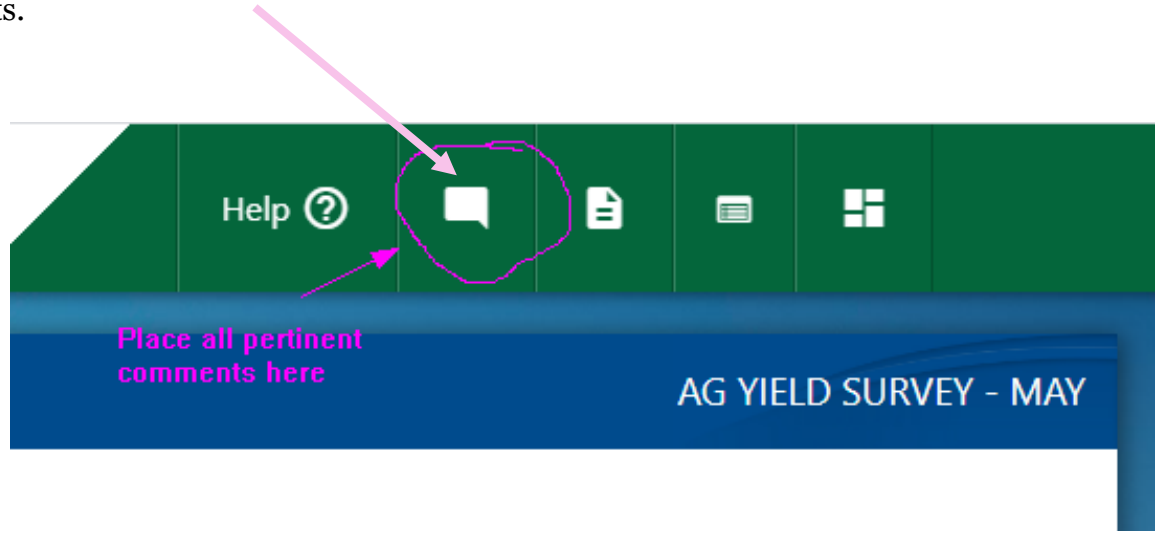
General Documentation

General Documentation

Below are general practices you may use during data collection. If you need additional help, please speak with your Supervisor or NASDA Coordinator.

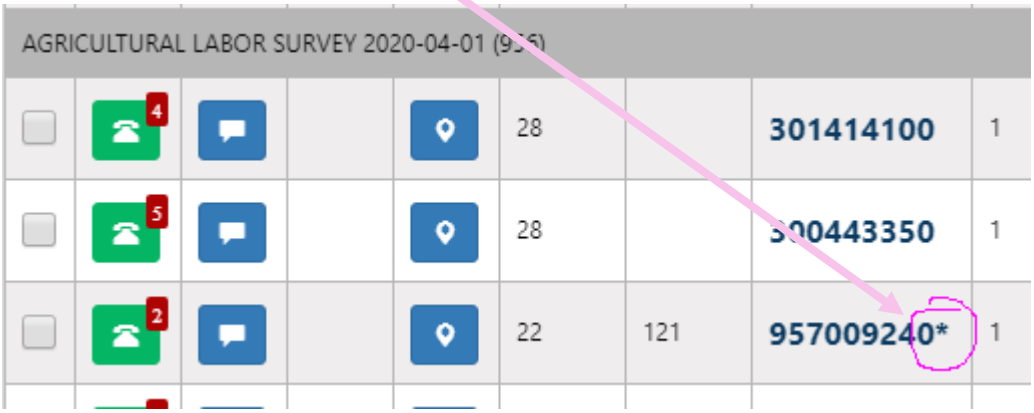
Saving Comments in CAPI

Once you open a record, below is where to put comments in CAPI. Remember to 'save' afterentering comments.

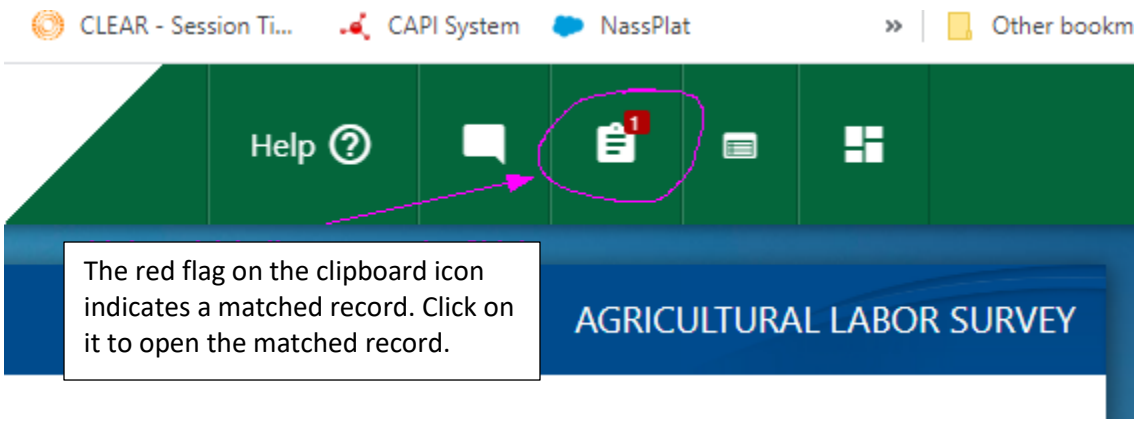


Identifying POIDS with Matches

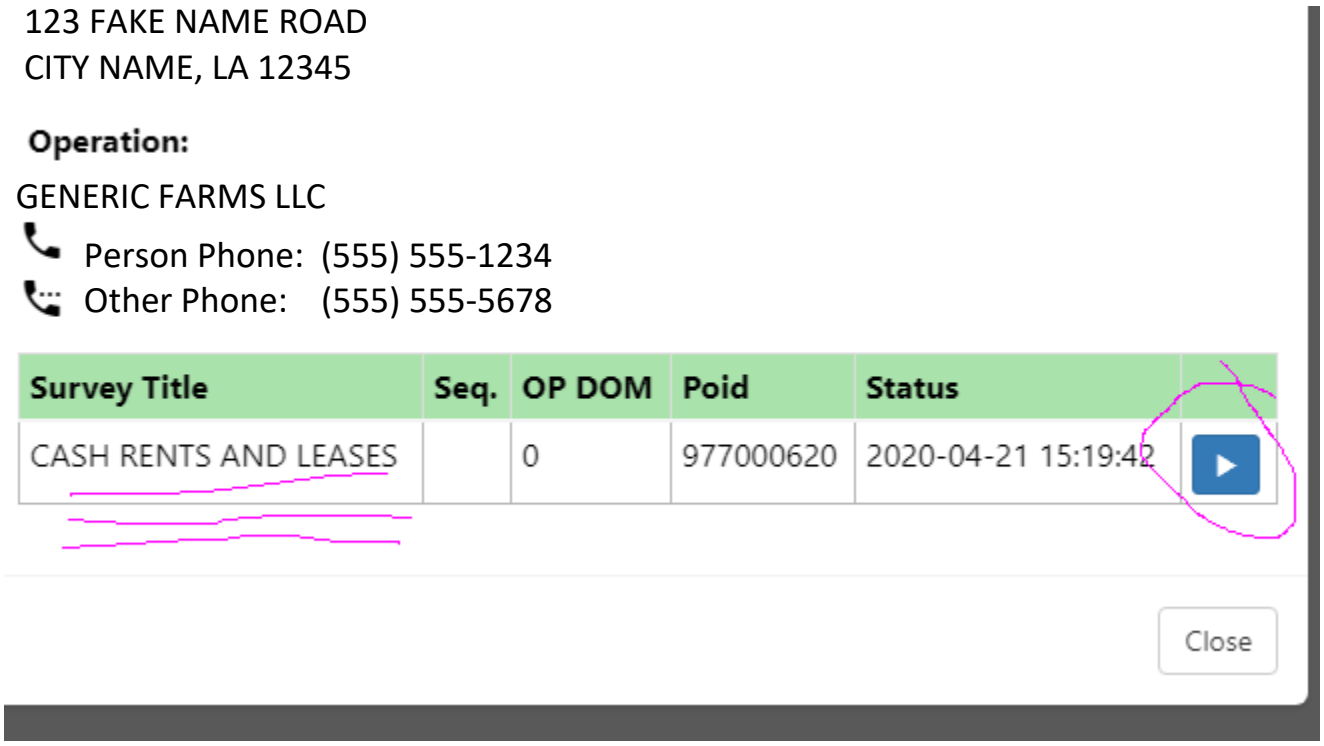
1. Asterisk indicates a match is associated with this POID.



2. When you click on the asterisk POID above, you will then see this.

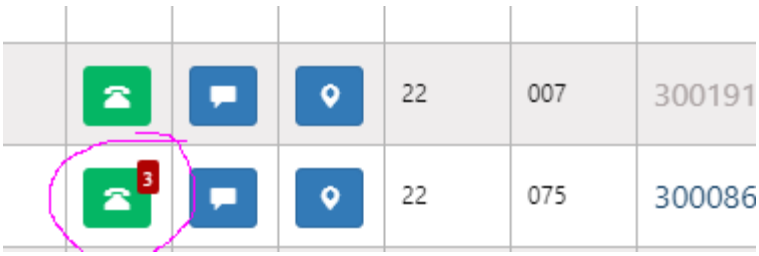


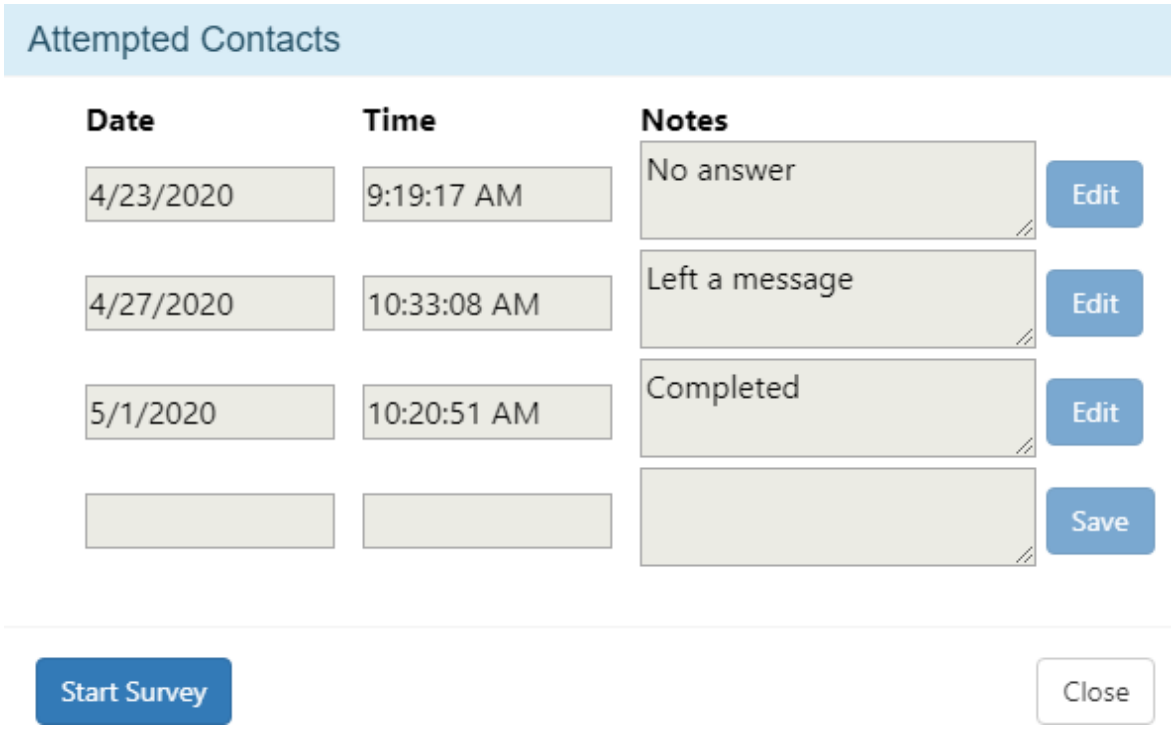
1. If you click on the Little Red 1 icon above, you then get what is pictured below; where you can then click on the blue arrow icon below to open the matched record when ready.

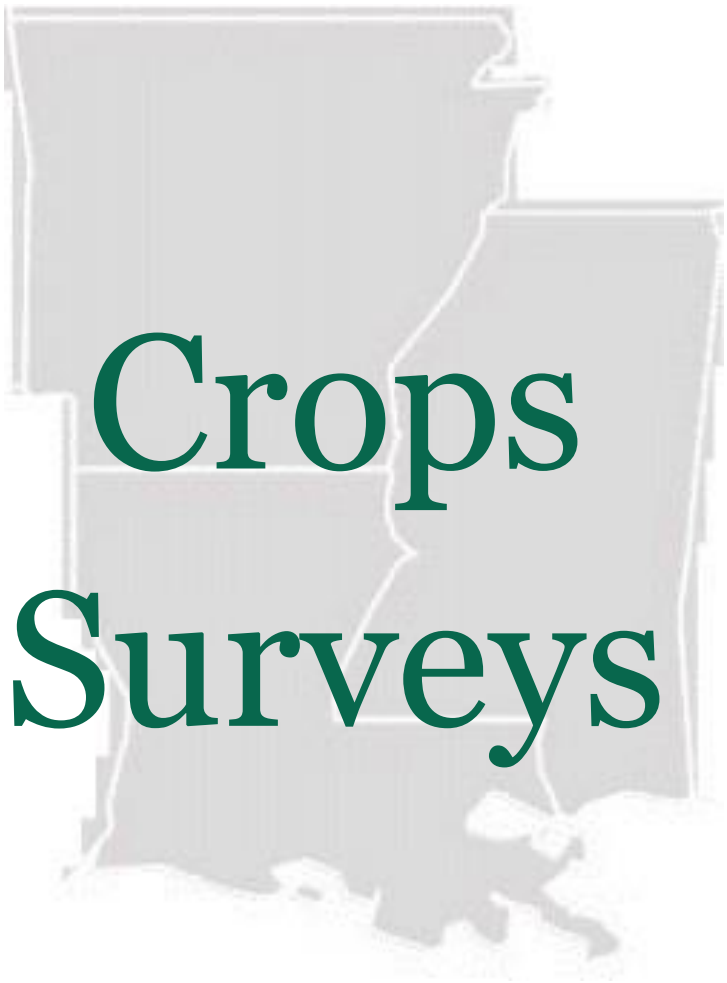


How Attempted Contacts Will Look

The example below indicates 3 attempts, when clicking on it, you can see what the 3 attempts resulted.




Attempted Contacts
Date
Time
Notes
4/23/2020
9:19:17 AM
No answer
Edit
4/27/2020
10:33:08 AM
Left a message
Edit
5/1/2020
10:20:51 AM
Completed
Edit
Save
Start Survey
Close



Crops Surveys

Crops Acreage, Production, and Stocks Survey Program

Crops Acreage, Production, and Stocks Survey Program (APS) focuses on small grains (e.g. wheat, oats, barley, flax, and rye), row crops (e.g. corn, soybean, cotton, and sugar cane), forage (hay), GMO/GE, storage, and value of sales. Each quarterly survey strives to collect crop information in two categories; 1) planted and harvested or to be harvested, and 2) yield, storage, and capacity of crops.

March APS

Primary Collection Purposes -

March APS strives to collect the Delta Region farmer's prospective planting intentions for the select crops and harvest for fall and winter crops.

June APS

Primary Collection Purposes -

June is the base quarter for the Crops Acreage, Production, and Stocks Survey Program. June APS focuses on collecting the Delta Region farmer's actual planting acreage.

September APS

Primary Collection Purposes -

September APS focuses on collecting the Delta Region farmer's actual harvest for the select small grains crops

December APS

Primary Collection Purposes -

December APS focuses on collecting the Delta Region farmer's final crop production of select crops and capturing fall winter wheat seedacres

Delta Region Tips

- If all owned acres are rented out, verify, and make comment if landlord only.
- Effects of weather –flooding could affect harvest of winter crops and planting of spring crops.
- Forage – Very little to no Alfalfa in region.
- Wheat mixes (such as wheat/rye/barley/oats etc.) should not be included in wheat acreage.
- Effects of pricing – market conditions (e.g. fertilize prices) may make farmers abandon certaincrops.
- Most farmers use GMO/GE Seed- Corn/Cotton 93% GMO use, Soybean 94% GMO use.
- When sum of crops planted is greater than cropland acres recorded
    - Was acreage shifted to another crop? – Make a good note!
    - Did seeds make it into the ground?
        - If so, consider as planted acres and leave a note
        - If not, ensure "prevented planting note" in CAPI
- Storage Capacity
    - Comment if change from previously reported quarter
    - Only count storage facilities <u>on the operation</u> and grain or oilseeds <u>on the operation</u>.

Ag Yield- Small Grains Survey

May, June, July

Items of Interest:

•Winter Wheat (AR & MS)

•Hay Stocks (May Only, AR, LA, MS)

The Ag Yield-Small Grains surveys ask the operations PLANTED and HARVESTED acres and expected production for winter wheat. The Survey also ask the total hay PRODUCTION (from all cuttings ON the land you operate) and all old hay STORED (all hay regardless of where produced).

Tips

•Late frost may affect production.

•The same operators may be contacted in all months of May, June, and July

Ag Yield- Row Crops Survey

August, September, October, November

Items of Interest:

AR, MS: Corn, Soybeans, Upland Cotton, Peanuts, Rice

LA: Corn, Soybeans, Upland Cotton, Rice, Sugarcane

The 2023 Ag Yield-Row Crops survey is a monthly survey which ask HARVESTED ACRES and EXPECTED YIELD of each crop.

Tips:

•Operators may be contacted every month of the survey.

•Operators may not be able/willing to provide yields because harvest may not have been completed.

- When in doubt, write it out!

Crops County Estimates Surveys

Crops CE- Small Grains

Acreage, yield, and production gathered on wheat to produce county level estimates. Generally, the survey is mailed out late July. Follow-up (DCC/Field): August – September. State level Small Grains Summary: Late September (County Summary: Mid December)

General

- DRO samples Arkansas and Mississippi ONLY; Louisiana not in this survey.
- Planted for ALL purposes. Harvested for grain or seed. Grain or seed production OR yield per acres.
- Do not include wheat mixes.
- Beware of proper units. Verify extremely low yields.
- Acres not harvested = 'all other purposes'. Leave **notes** for 'all other purposes'. Examples:
    - Pasture/grazing
    - Hay/silage
    - Cover crop
- Things that may reduce acres harvested for grain or seed:
    - Late freeze
    - Drought or flood
    - Low prices
- Things that may reduce yields:
    - Late freeze
    - Drought or too much rain
    - Diseases or pests
- REMEMBER: all planted acres must be accounted for!!

Reluctant Reponses

- ***"Why should I report my farm's information?"***
    - USDA agencies need the information to evaluate and administer vital farm commodity, credit, conservation and loan programs.
    - Also needed for disaster and insurance payments:
        - USDA's Risk Management Agency (RMA) uses the data to administer the Federal Crop Insurance Program.
        - USDA's Farm Service Agency (FSA) uses the estimates to administer disaster assistance programs.

- ***"I report all this to my FSA office"*** I understand. We do ask about planted acres, and we're also collecting information on acres you harvested, your final yields, and other uses of your small grain crop.

Crops County Estimates Surveys

Crops CE- Row Crops

Collecting crop data on:

- *Acres planted*
- *Acres harvested*
- *Production OR yield per acre*
- *Acres for all other purposes*

Corn harvested for grain and corn harvested for seed are asked in two separate questions for all states. *(Be sure yield for seed is given as actual yield and not a converted yield for payment purposes as yield for seed is typically much lower than the yield for grain.)*

For dry hay crops we are looking for:

- Acres harvested
- Production OR yield per acre

You *may* encounter growers with none of the survey commodities—that's OK. A "zero" is still a valid report and useful information

Irrigation varies by geographic area. For select crops, we collect information by irrigated and non-irrigated. If a grower reports irrigating a crop which is not broken out into these two categories, please leave a note that irrigation was used

If production/yield is unknown, probe to get as much information as possible and record in a note: how big of a bin did it fill; was it better/worse/the same as last year; etc.

Capture any other acres planted but not harvested (flooded, drought, planted but then replanted to another crop, etc.). Record the acres planted and then the acres for all other purposes. If a crop was harvested for silage and silage information is not asked separately for that crop, record those acres in the all other purposes category. **Please leave notes for "acres for all other purposes" as to what these acres were used for or why they were not harvested.**

We are ***only*** looking for dry hay in the hay questions. Record acres only once regardless of number of times harvested. Record production/yield for all cuttings. Acres and production of haylage should be excluded (unless specifically asked in that state). Don't confuse small grain hay with straw.

WARNING

- *Large acreage*
- *Large number of acres not for grain or seed*
  - *Can be possible if cut for silage, abandoned, etc.*
- *Low/High yields*
- *Hay acres not included in cropland*
- *Harvested acres cannot be greater than planted*

- **Corn**
  All or Irrigated/Non-irrigated
- **Soybeans**
  All or Irrigated/Non-irrigated
  All or Single/Double cropped
- **Rice (*AR & MS reports in bushels, cwt)***
  LA reports in barrels)
  Long, *Medium, Short Grain*
  (Do not forget
  To ask about dry weight or green weight
- **Upland Cotton**
  All or Irrigated/Non-irrigated
- **Peanuts (MS)**
  All or Irrigated/Non-irrigated
- **Sugarcane (LA)**

County Estimates

Questionnaires:

Mail to operators in (Oct – Nov)

EDR (web) reporting option available

Releases:

State level estimates:

January Crop Production-Annual

County level estimates:

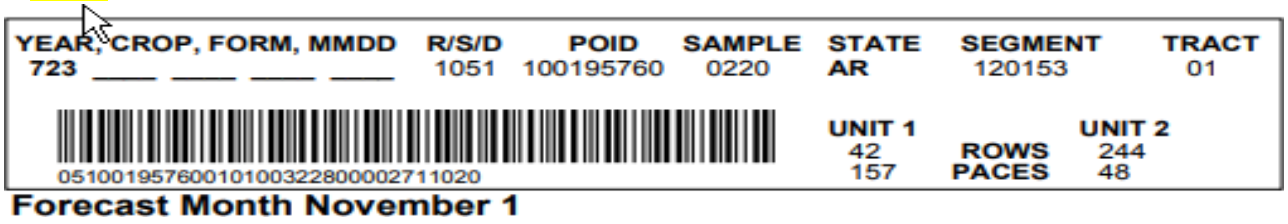
Start in Mid-February - (If we do not have enough data to publish results in certain counties, further field data collection will occur for areas with low county coverage in early January)

Producers benefit when there is data available to help determine accurate loan rates, crop loss insurance payments, or government program payments that were established under the Agricultural Risk Coverage (ARC) and Price Loss Coverage (PLC) programs. When enough producers respond to surveys, NASS can publish data. Without data, agencies such as USDA's Risk Management Agency or Farm Service Agency may not have information on which to base the programs that serve those same producers."

General

Soybean and Cotton Objective Yield Survey

- Meet your due dates.
- Pesticide Safety: Do not enter a field until you are absolutely certain of the last pesticide application date. Wear appropriate protective clothing.
- ***Updates about the completion of Form A will be communicated through your NASDA Coordinator***
- Form A: First month only make 2 attempts. Second month only make 1 attempt. If unable to make contact after second month make the sample Inaccessible.
- Form A will again be available for data entry in the iPad.
- Form B: Do not submit until Form A is completed and submitted. Submit legible hard copy to Delta Region within 1 day of data collection. Limit field visits to no more than every 15 days or 1 visit between data collection periods. Form B is survey month specific so use correct form.

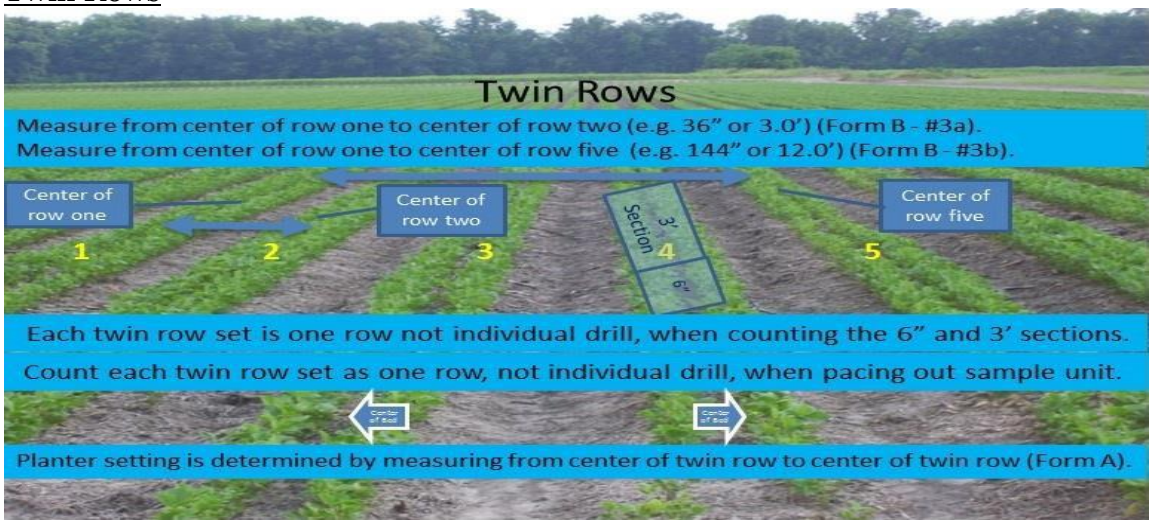


Objective Yield Surveys provide farmers and the agriculture industry reliable/accurate yield estimates of cash crops like soybeans and cotton through monthly scientifically designed field observations and measurements during the growing season.

- Use correct status codes when filling out Form B. Most common code usages are highlighted.

Status Code 1 Complete	**Completed form, Data collected for the month. Form B expected in following month(s)**
Status Code 2 Harvested before laid out	**Farmer harvested before units were laid out, no data collected and alternate field not available in the tract. No Form B expected for following month(s). Return Kit envelope to Regional office**
Status Code 3 Harvested after laid out but before current survey	**Farmer harvested before current months' observations. Sample units were laid out earlier but were harvested before the current months' data was collected. No Form is expected for following months. Return Kit envelope to Regional office.**
Status Code 4 Final Harvest within 10 days	**Final harvested expected within 10 days. Field has not been harvested but is expected within 10 days. If Harvested Form B not expected for following month(s). If not harvested within 10 days continue to submit Form B with Status Code 4 until harvested.**
Status Code 6 Lost Sample	**Lost Sample – Field not harvested for Soybeans/Cotton. Sample was laid out earlier and entire field was destroyed, plowed-up or abandoned by the farmer. No Form B is expected for following month(s). Return kit envelope to the Regional office. Also, no Form E (if sampled) will be needed**
Status Code 7 Refusal	**Refusal. Farmer Refused to give an interview or denied permission to do field work. No form B for following months. Return kit envelope to the Regional office.**
Status Code 8 Inaccessible	**Inaccessible. Sample units are standing for harvest but are inaccessible by the enumerator this month. Form B expected for following month(s).**
Status Code 11 Planted but abandoned	**Sample field was planted but plowed up or abandoned before initial visit. No Form B expected for following month(s). Return kit envelope to Regional Office.**
Status Code 12 Not in Sample Field	**Soybean/Cotton Planted in the Tract but not the sampled field. No alternate field available. Submit the first Form B with status code = 12. No Form B expected for following month(s). Submit Form E (if sampled) with this status code and return kit envelope to the Regional Office.**
Status Code 13 Not in Tract	**No soybean/cotton planted in the tract. Submit the first Form B with status code =13 and Form E (if sampled) with Status Code = 13. No Form B expected for following month(s) return kit envelope to the Regional Office.**

- **Soybean Form A**
  - All Form B Submission-After completion of Form A, set up all units in the field and complete counts, report all samples during August survey period (Due September 1)
  - Row Width Measurements-Form A, Question 4=Inches & tenths of inches
  - Row Spacing Measurements-Form B, Question 3=Feet & tenths of feet.
- **Soybean Form B**
  - Twin Rows



  - Maturity Stages-Form B data field completed depend on maturity of plant.

	Stage 2	Stage 3	Stage 4	Stage 5
Description	Pods Set, Leaves Green	Pods Filled, Leaves turning	Pods Turning color, Leaves shedding	Pods Brown, almost mature
Form B items	6,7,8, 9 & 10	6 & 10	6 & 10	6, 10, 11, & 12
Example				

- Monthly Cotton samples and final soybean pre-harvest visit samples: Submit sample with ID Tag to NOD, enter data into MOST, and mail hard copy Form B to RFO within 1 day of completing counts and sample collection. Ensure the date of the Form B matches date on Sample ID Tag. Enter data into MOST immediately or during the next survey period if collected between survey periods. When scheduling pre-harvest samples, maintain contact with farmer. If harvest date is not certain, ensure sample field is at least Maturity Stage 5 or harvest is expected within 7-14 days before collecting sample. Always complete UPS Tracking

Number on back of form B for samples sent to NOD.

NOD PACKAGING STANDARDS-No staples, duct tape, or additional wrapping of any kind.

SOYBEANS	COTTON

Livestock Surveys

Hogs Survey

Overview:

•Questionnaires mailed approximately one week before each reference date.

•Hogs Survey reference dates:

- December 1 – February 28
- March 1 – May 31
- June 1 – August 31
- September 1 – November 30

CHECK

• Make sure IC 300 sums to 301+302+315+316+313+314. DO NOT include 331 and 332 in this total.

•Farrowing (action of giving birth): The typical litter rate should range from 9-12 pigs per litter.

•Death Loss: We would expect there to be deaths from weaned pigs and older on the operation if hogs were previously reported.

•Contract Hog and Pig Production: There should be no contractors reporting in the region (office handles).

Definitions

Age of Gilts When First Bred: 6 to 9 months.

Gestation Period: Time period from breeding to farrowing; 112-115 days (approx. 3 months, 3 weeks, 3 days).

Growth Rate (approx.)

Age: Birth through 8 weeks	**Weight:** Under 50 pounds
9 through 16 weeks	50-119 pounds
17 through 21 weeks	120-179 pounds
21+ weeks	180+ pounds

Most hogs reach market weight (260-300 lbs.) at 22-26 weeks.

Lactation Period: Birth to weaning; average 2-4 weeks, ranges from 1-8 weeks.

Litters per Sow per Year: Normal is 2, maximum is 3 litters during a 12-month period.

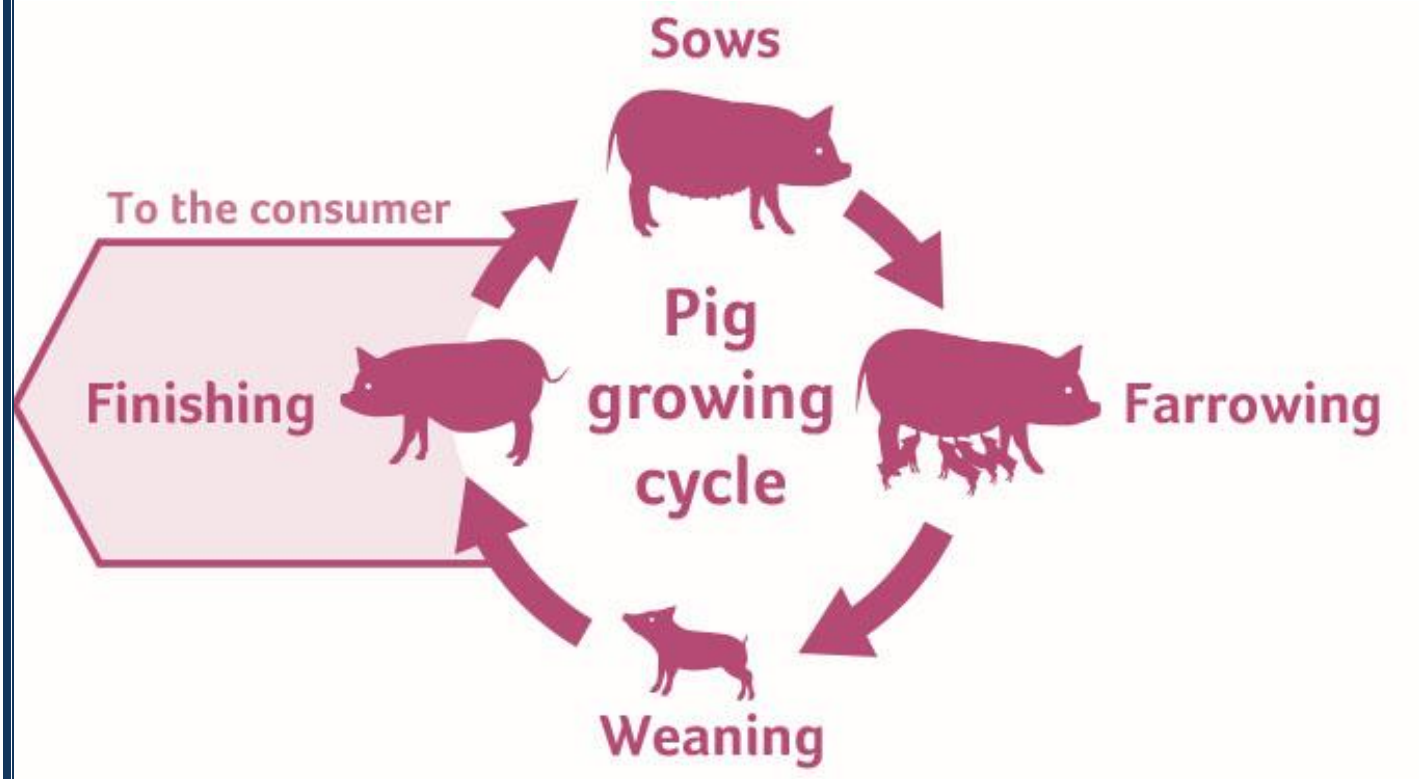
Litter Rate: Number of pigs saved per farrowing; normal is 6-14, range 0-16 pigs, average 9-12.

SEW: Segregated early weaned pigs, 10-14 lbs., approximately 14 days old.

Slaughter Weights: Live weight at which hogs are slaughtered; normally 260-300 pounds for barrows and gilts and 350-500 pounds for sows.

Sows and Gilts per Boar: Normally 1 boar for 10 to 20 sows and gilts. Exceptions will occur if operator recently sold boars, raises purebred breeding stock, or uses artificial insemination.

Death Rate: Normal is 2 to 4% of total hogs on hand (weaning age or older) per quarter.



Overview:

Quarterly Colony Loss

- Release: *Honey Bee Colonies* – August 2022.
- Questionnaires mailed approximately one week before each reference date.
- Quarterly Colony Loss Survey reference dates:
  - January 1 – March 31
  - April 1 – June 30
  - July 1 – September 30
  - October 1 – December 31
- Looking for total number of colonies owned, regardless of location.
- How many colonies were in each state AND how many of those colonies were: lost/died out: requeened and/or received nucs/packages; and colonies added while in that state.
- Keep in mind that it is possible to have more colonies reporting health issues than total colonies reported. This is because a colony can exhibit more than one health issue.
- Hives may also have been affected by recent natural disasters. If so, leave a note.
- Spraying for mosquitoes have been an issue concerning colony health. Be sure to leave a note if the operators believe these are causing issues.
- There are a few "relationships" (if colonies were lost, we'd expect to see colony health issues reported, etc.) throughout the survey. Pay close attention to the include/exclude statements to prevent cases of double-counting OR mistakenly omitting colonies.

Bee Terms & Definitions:

Apiary: A place where bees are kept; a collection of hives of colonies kept for their honey. May also be referred to as a "bee yard".

Colony: A group of worker bees, drones, queen, and developing brood living together in a hive.

Queen: A female bee with a fully developed reproductive system that is responsible for all the egg laying of a colony. Only one per colony and must be present in the colony for it to be considered healthy.

Queen Cell: A large, peanut shaped cell that contains an immature queen. Often sold, then placed within a queen-less colony.

Drone: Male bees which are the product of an unfertilized egg, primary role is to mate with a queen. Drones do not have stingers or participate in nectar and pollen gathering

Worker Bee: is any female that lacks the full reproductive capacity of the queen bee. A typical colony will contain 30-50 thousand workers. Collect nectar and pollen for hive honey and food source.

Renovate/Renovated Colony: This is not an industry term but is used by NASS to describe a colony that has not failed, but had a new queen, or more bees, or both, added. Does not necessarily mean colony health was perilous. "Renovate" refers only to existing colonies receiving honey bees, not to be confused with new adds or replacements.

Requeen: The act of adding a new queen to a colony. Commonly done to replace a failing queen. Large commercial operations will requeen preventively every few months.

Split: Artificially creating a new colony by removing workers and brood from an existing colony and adding a queen.

Nuc (short for nucleus)**:** A small colony of bees that consists of a queen, workers, and a few frames. They are used primarily for starting new colonies or rearing or storing queens. Sometimes added to existing colonies to improve colony health.

Package: A quantity of adult bees (2 to 5 pounds), with or without a queen, contained in a screened shipping cage with a food source. Sold to either start a new colony or bolster a failing one.

Varroa Mites: An invasive species of mite that originally parasitized the Asian Honey Bee. First discovered in the late '80s, the pest has become widespread among North American honey bee colonies. Without treatment, varroa will destroy a colony. Main carrier for the virus that causes deformed wings.

Died out: A completely failed colony, loss of most workers and possibly the queen. Colony is no longer viable.

Milk Production Survey

Overview:

For the selected operation, the Milk Production Survey asks if producer's have any milk cows in their herd for a given year and reference date *(in quarters for the 1st day of Jan, Apr, July, & Oct*). This includes any dry cows that are not currently being milked (e.g. cow may be ill or in dry period) but are still considered milk cows for future milking intentions. The month of January is considered the "base survey", and producers typically remain in the sample each quarter for the entire year. Usually if they have no milk cows and there will be none for rest of the year, they will become a "known zero" for the following quarter(s).

- If "NO", mark accordingly and leave comments on **WHY**?
  - Comment examples:
    - Beef cows only
    - Operation sold all Milk Cows, unsure if they will have more in future
    - No longer in the Milk producing business (retired, no workers, gave it a try but did not work out, not able to make money/prices too low)
  - Complete the response boxes and this concludes the survey!
- If "YES", mark accordingly and continue.
  - Collect the information on milk cow inventories during reference period.
    - Number of milk cows on the operation, including any dry cows, but excluding heifers not yet freshened (never calved)
    - Number of cows milked
    - Milk produced for one day's production
    - Average price per head for milk cow replacement (in operator's location)

Current Milk Cow Avg. Replacement Price

- Arkansas – $1,040
- Louisiana – $1,170
- Mississippi – $1,180
- Delta Region – $1,130

Ranges between $800 – $2,200

Conversion Chart

- 1 gallon = 8.1 pounds
- 1 gallon = 4 quarts

Current Milk Cow Avg. Lbs per Cow

- National average for small herds (30-99 head) is around 52.0 lbs./cow according to NAHMS data.

Ranges between 20 – 80 lbs.

Survey Results:

Operators can choose to have a brief summary emailed to them when results are published. NASS also publishes the complete results of the survey in the quarterly *Milk Production* report. The reports will be made available at www.nass.usda.gov/Publications/

Key Tips to Remember

- ✓ Always, SAFETY FIRST!
- ✓ Operator may have returned complete questionnaire via mail, unless they are Field Interview Only!
- ✓ Operator doesn't have to be a "Dairy Operation", just have one or more dairy breeds. This includes cows kept as nursing cows or to produce milk for home use.

  Include information for milk consumed on farm and/or fed to calves

Cattle Survey

Two survey periods: January & July

Comments on the operator's practices, death loss and special situations are needed and appreciated!

Calving Season[a]	Breeding Months	Calving Months	Weaning Months
Spring	May - Jun	Feb - Mar	Sep - Oct
Fall	Dec - Jan	Sep - Oct	Apr - May
Winter	Mar - Apr	Dec - Jan	Aug - Oct
Year-round	All months	All months	All months

[a]Assumes a 60-day breeding season

Things to keep in mind:

Cattle Death Loss:
A normal annual death rate for cattle weighting 500 lbs. or more is between 1 and 2 percent per six months.

REPLACEMENT HEIFERS:
Most cow/calf operations and dairy operations will have replacement heifers. So, if item 2a/2b (**beef cows/milk cows**) is positive, then item 2di/2dii (**heifers for beef/milk cow replacement**) will likely be positive. Any operation over 100 head should have a note explaining why there are no replacement heifers if none.

CALF CROP/Death Loss:
If **beef or milk cows** are reported, there should be calves born during January 1 through June 30 and/or cows and heifers expected to calve July 1 through December 31. A healthy calf crop operation should have between 70 – 90 calves per 100 mama cows. A normal death rate for calves (live birth and older) weighting less than 500lbs is between 2 and 10 percent per six months' period.

BULLS:
The average bull: cow ratio in the Delta is 1 bull for every 25 – 35 mama cows. If an operation has hundreds of heads and no bulls, please leave comments as to why (bull sharing, leasing, etc.)

Stocker Operations:
Stocker operators buy weaned calves from cow/calf producers (or have their own). The cattle are placed in pasture for 3 to 6

THE BASICS...

- **COW** - adult female that has calved at least once.
- **BULL** - adult male used for breeding.
- **STEER** - castrated male usually sold/fed out for slaughter.
- **HEIFER** - female that has not yet calved.
  - **REPLACEMENT HEIFER** - female selected at or after weaning to be bred and added to the cow herd.
  - **OTHER HEIFER** - female that will not be kept as a replacement, generally sold/fed out for slaughter.
- **CALF** - bull/steer/heifer that weighs less than 500 lbs and is less than 1 year old.
- **BACKGROUNDER** - cattle being prepared to be cattle on feed
- **CATTLE ON FEED** - cattle being fed a high grain ration to be sold directly to the slaughter market
- **CULL(ING)** - selling/butchering undesired cattle to improve breeding stock
- **WEANING** - removing a calf from it's mother and her milk, calf is typically 7-8 months old

months. They usually sell the cattle as yearlings at 600 to 950 lbs. (feeders) to be placed at finishing feedlots.

Importance of Operator Responding & Uses for the Report

- *Producers use the information to determine production and marketing strategies and plan purchases and capital investments*
- *Industry and Market analysts use inventory and calf crop data to forecast the expansion and contraction of beef supplies*
- *Processors, warehouse, storage, transportation companies and retailers rely on the reports to anticipate future volume*

OUT OF BUSINESS: Watch out for the operations that say they are "out of business" or are "no longer farming" BUT have just quit raising cattle. If they still have idle land, hay, other livestock, crops etc.they are *still* in business. If truly OOB – please leave detailed comments

Catfish Survey

Operations that raise catfish in a controlled aquatic environment

- **Human intervention required**

Only collected in AL, AR, and MS in July

Total Water Area:
All surface areas of water used for the production of catfish.

Acres Being (or will be) Renovated:
Water area being or will be renovated in the next 6 months.
If it will be out of production the entire 6-month period, report in "out of production".

Acres for Broodfish Production:
Water area in which broodfish are currently being kept.

Acres for Foodsize Production:
Water area in which foodsize fish are currently being kept. Broodfish may be present as well.

Acres used Exclusively for Fingerlings:
Water area used ONLY for fingerlings.
No other fish may be present.

Water Area of New Facilities:
Acreage of water in new facilities that will come INTO production in the next 6 months.

Acres Out of Production:
Acres taken out of production in the last 6

Broodfish:
Fish used for breeding.

Large Foodsize:
Over 3 lbs. per fish.

Medium Foodsize:
Over 1.5 lbs. to 3 lbs. per fish.

Small Foodsize:
Over .75 lbs. to 1.5 lbs. per fish.

Large Stockers:
Over 180 lbs. to 750 lbs. per 1,000 fish.

Small Stockers:
Over 60 lbs. to 180 lbs. per 1,000 fish.

Fingerlings:
2 to 6 inches in length OR 2 to 60 lbs. per 1,000 fish.

When in doubt, leave comments. Pounds are preferred method for inventory. Acres that will be used in the next 6 months should be reported in total water acres.

Economic and Environmental Surveys

Agricultural Land Values Survey

Farmland values are one of the major indicators of the financial health of farmers. The value of farmland and buildings owned accounts for 75% of all farm assets. Land is a primary source of collateral in obtaining operating loans, so changes in farmland values alter the ability of farmers to purchase additional farmland and to finance operating costs.

We are asking land operators for their best judgment/opinion as to the current market value* of the land they operate. A few respondents may have a difficult time providing land value information. Recent sales of nearby land or appraisals may be useful references in estimating the value of their land.

Please prompt the respondent to include his home, barns, and other buildings in the estimated market value, as well as all cropland, woodland, pasture, wasteland, and government program land.

Farm Land Values – Delta Region and US: 2022

State	Average Land Value ($/ac)	Average Cropland Value ($/ac)	Average Pasture Value ($/ac)
Arkansas	3,550	3,110	2,850
Louisiana	3,410	3,180	3,100
Mississippi	3,000	3,340	2,700

**Market value is the value in which the land could be sold under current market conditions if allowed to be on the market for a reasonable amount of time. This value should be for the most likely purpose the land would be sold, including non-agricultural uses.*

Cropland and Pasture:

- Include hay land cut as cropland.
- Record acres to whole numbers.
- Record market value on per acre basis.
  - If only a total is available, divide total by acres given.
- Record dollars/acre to whole dollars.
- Do not include woodland or wasteland.
  - For example, if a maple syrup grower is sampled, they would not report their woodland or tapsas cropland for the purposes of this survey.

The results of the survey will be published August 4, 2023 in the *Land Values* report.

ARMS 1/ Integrated Screening Survey (ISS)

ARMS 1 is sometimes referred to as the Integrated Screening Survey (ISS).

Uses for the Report & Importance of Operator Responding

- ARMS I is used to screen operators on acres operated, target crops (select states), gross value of sales, and operation type
- This information will be used to pull both ARMS II and ARMS III samples from so maintaining a high completion rate will ensure the best sample is picked for ARMS II and ARMS III
- No publication/release for this survey.
- However, this report indirectly benefits farmers through a variety of reports generated from ARMS II & III. This directly affects policy decisions which:
  - ✓ Provides national perspective on the financial conditions of production agriculture
  - ✓ Provides farm sector portion of the GDP
  - ✓ Identifies agricultural management strategies

Pay Attention to Skip Patterns

ARMS 1/ Integrated screening Survey (ISS)

OUT OF BUSINESS???

1). Since ARMS 1 is a screener, accurate information is extremely important as it will affect ARMS 2 and ARMS 3

2). For an Operator (Target POID) to be taken fully out of business we need:

- Less than $1000 in sales & 1000 points in Section 5
- Name/Address/Phone Number of new operator. Do ***not*** collect screening for 'new' operator.
- As much information known as possible in comments

3). Make sure to leave detailed comments to ensure we can get the operators screened out if truly out of business. If no further information is known/land is idle, leave a comment stating that Lnothing further is known! All OOB records should have comments

Most Common Refusals Reasons for ARMS 1

"I just gave the USDA this information"

- I do realize that you may have just completed another production survey or the Census – and we thank you for your participation. This particular survey is conducted annually, and the results actually provide the only national perspective on the financial conditions of U.S. agriculture – data that is used to help legislators and state agricultural departments make policy decisions and develop programs that can benefit you and other operators.

"I'm not a farm" – "I don't sell anything"

- I can see why you might wonder about that. Whether operations are large or small, or whether they're operated as a business or just a hobby, information from a large variety of sources helps us to decide which further surveys you have the potential to be picked for. It also provides an accurate, factual picture of U.S. agriculture. Your information is just as important to that picture as the information we gather from large commercial operations.

Value of Sales – "I don't want to tell you how much I sell"

- I understand that you may not want to share your exact sales numbers. That's why we only ask you to report in a general range of sales, and of course, your information is kept strictly confidential.

Agricultural Labor Survey

Enter the Worker Code from Page 5	Number of Paid Workers that week	Total Hours Worked that week	Total Gross Wages Paid that week (Dollars)
611	612	613	614
611	612	613	614

- **New for Ag Labor: base hours/wages and overtime hours/wages are no longer separated.**
- **Wages/hours should be reported as a total amount for the week unless specified otherwise with a comment.**
- **If the worker performs work in two or more worker codes, report them under the worker code that requires the highest level of skill.**
- **For salaried employees, report the standard amount of hours worked on your operation**
- **Please leave copious notes on any unusual situations.**

Uses for the Report & Importance of OperatorResponding

- All previous farm labor publications are available online at https://usda.library.cornell.edu/concern/publications/x920fw89s
- The Department of Labor uses the results in establishing Adverse EffectWage Rate (AEWR) for ag workers.
- Legislators and USDA use farm worker data in makingfarm policy decisions.
- Individual producers may use wage rate data as a guidewhen hiring

H2A and Custom/Contract Work

NASS Definition: Custom Work– Agricultural work performed by men and machines hired as a unit. Equipment is included in the service.

NASS Definition: Contract Work – Work performed on a farm or ranch where the provider of the service is paid for the use of labor. The workers themselves are ***paid by the contracted service, not the operator***.

Including H2A's in Worker Table?

If the H2A workers are paid by the contracted service like an external company – ***Do not include in table***. If they are paid by the farmer directly – ***include in table***.

Cash Rents Survey

Purpose: To gather current cash rented acres and the amount paid per acre for Irrigated/Non-Irrigated Cropland & Permanent Pastureland

Questionnaires:

Mail to operators in February and March

EDR (web) is available February through June

Follow-up calling and field data collection occurs April through June

Releases:

State and County/Parish level estimates: August

What to look for:

1. Total cash rented acres reported in Non-Irrigated, Irrigated, and Permanent Pasture categories cannot add up to be more than the total acres rented from others in the whole operation
2. Hay goes in Non-Irrigated Cropland *not* Permanent Pasture
3. Aquaculture is excluded from the Cash Rents Survey (exclude oyster leases, catfish acres, etc.)
4. Exclude land rented on a whole farm basis and land rented that includes buildings

   Example: Exclude nursery land from Cash Rents if the land rented includes the greenhouses