

NASS Survey Training

Agricultural Survey: December 1, 2023 (CROPS APS)



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

Survey Overview

- Collecting data on:
 - Final acreage and yield/production
 - For row crops and hay/forage crops
 - Grain stocks
- This information:
 - Levels the playing field for farmers and ranchers, giving them access to the same information that is available to elevators, input suppliers, bankers and others with whom they do business
 - Provides global markets with information on the United States as a supplier of major commodities

Survey Overview Cont.

- Additionally:
 - USDA agencies use the information to evaluate and administer vital farm credit, conservation, disaster, insurance, loan and commodity programs
 - Universities, Extension agents, private and government economist, the farm media and others depend on the data to help them analyze what's on the horizon
 - Farm organization use the information to form their policy positions

Survey Information

- Project Code: **127 - Dec Crops/Stocks Survey**
- Questionnaires:
 - Mail out November 17th
 - Web reporting option available
- Releases: January 12, 2024 (12pm ET)
 - *Crop Production - Annual*
 - *Grain Stocks*

Introduction

- Questions used to determine:
 - Name and address verification
 - If the operation has any of the items (crops, cropland, stocks, storage capacity, etc) of interest
 - *Any* agricultural activity? Out of business?
 - Complete the follow-up questions to determine the operation's status
 - Collect as much info as possible on the new operator
 - Operation structure
 - Individual, Partners, Hired Manager

Acres Operated

- Asks about how many:
 - Acres **own**
 - Acres **rent or lease from** others or used rent free (+)
 - Include land rented from others on a cash per acre, share crop, or free basis
 - Acres **rent to** others (-)
 - Acres rented out to others on a cash per acre, share crop, or free basis
- Total Acres (=)
 - Be sure all land is accounted for – not just cropland

Acres Operated

- How much is **cropland**?
 - Don't forget hay acres, CRP, summer fallow and cropland pasture
 - Noticed more records over last few quarters leaving this blank. Be sure to ask this and record properly.
- **County** where the largest value of agriculture was raised or produced?
 - If about the same in different counties, choose the county with the most acres, write notes
 - If about the same value and acres in different counties, does he/she live in one of these counties? If so, choose that county and write notes
 - If yields were vastly different between the counties they farm in, write notes

Acres Operated

- Includes **any** acres associated with this operation
 - Cropland
 - Pasture
 - Woodland
 - Homestead/shop/grain bins
 - Livestock pens/buildings
 - Wasteland

Acres Operated

- Rented acres: can be any type of rental arrangement (several types exist)
 - Cash/acre basis (\$/acre)
 - Share renting (sharecropping)
 - Flex/hybrid/conditional leases
 - A set amount paid initially with additional money paid at the end of the season, conditional on yield and/price
 - Entire farm lease
 - Renter pays set amount to use all aspects of the farm (cropland, pasture, buildings, grain bins, etc.)
 - Acres used free of charge

Acres Operated

- **Animal Unit Month (AUM):** the amount of feed for a cow-calf pair, used as a means of pricing grazing rights on land
- **Bureau of Land Management (BLM):** agency within the US Department of the Interior responsible for administering 247.3 million acres of public lands.

Acres Operated

- **Cropland:** Land which can produce a crop for harvest. Cropland includes land cropped, idle land suitable for cropping (may be enrolled in government programs), land in orchards, berries, vineyards, nursery, greenhouse, wild hay, and short rotation woody crops. Exclude woodland, marshes, farmsteads, wasteland suitable only for pasture. Pasture is not considered a crop, but cropland used for pasture is included.
- **Acres in Government Programs**
 - Conservation Reserve Program (CRP)
 - Pays farmers to “set aside”/idle marginal cropland
 - Also WRP, FWP, CREP, etc

Acres Operated



Cropland

Woods

Waste

Livestock Buildings

Machinery Storage

Grain Bin

Home and Yard

Shop



Row Crops

(varies by state)

- **Corn**
- **Sorghum**
- **Soybeans**
- **Upland Cotton**
- **Pima Cotton**
- **Potatoes**
- **Peanuts**
- **Rice**
 - Long, Medium, Short Grain
- **Dry Edible Beans**
- **Small Chickpeas**
- **Large Chickpeas**
- **Sunflower**
 - Oil/Non-Oil

Row Crops, cont.

(varies by state)

- Dry Edible Peas
- Lentils
- Flaxseed
- Proso Millet
- Safflower
- Canola
- Mustard Seed
- Rapeseed
- Sudan & Sorghum-Sudan Crosses

Row Crops, cont.

(varies by state)

- **Flue Cured Tobacco**
- **Dark Fire Cured Tobacco**
- **Burley Tobacco**
- **Dark Air Cured Tobacco**
- **Pennsylvania Type Tobacco**
- **Maryland Type Tobacco**
- **Other Tobacco**

Survey Questions

- First crop asked: **Corn** (for most states)
- Can be several questions about corn.
- Acres **planted** for *all* purposes
 - Includes grain, seed, silage, grazed off, or abandoned

Corn - continued

- **All states that ask about corn** will ask corn acres harvested for **grain** and acres harvested for **seed** in *separate questions*.
 - Acres **harvested**/to be harvested
 - Total **production** OR **yield** per acre
 - Acres **cut for silage**
 - Total silage **production** OR **yield** per acre
 - Acres for **all other purposes**
 - Includes grazed off, abandoned, or any other purpose

Corn harvested for grain – We are looking for *all* corn harvested other than for *seed* or *silage*. The end use does not matter. Can be used for livestock feed, corn starch, corn syrup, ethanol, pet food, etc.

Corn harvested for seed – Seed corn typically yields much less than regular field corn. Seed companies usually pay the farmers based on an adjusted production or yield to compensate for this. Be mindful of this because the farmer might try to report his “settlement account bushels” instead of his actual total production or his “payment” yield instead of the actual yield.

e. Acres harvested and to be harvested for seed corn?

Acres

398

f. Total seed corn production? (Report actual total production. Do not report the settlement account bushels.)

Bushels

399

or

g. Yield per acre harvested for seed corn? (Report the actual yield per acre. Do not report the payment yield.)

Bu/Ac

391



Crops

- **Irrigation:** artificially watering land. Multiple different systems and means



- **Silage:** made by chopping up the entire plant packing in a silo, bunker, or plastic bags and allowed to ferment.



Survey Questions, cont.

- Other Row Crops: Continue to ask the same basic questions for each crop:
 - Acres **planted** for *all purposes*
 - Acres **harvested** and to be harvested
 - Total **production** OR **yield** per acre
 - Acres for **all other purposes**
 - Select crops only

More Things to Remember

- Extremely low yields:
 - Be sure to verify harvested acres
 - Could be a case where only a few acres were actually harvested to prove yields for insurance purposes.
 - In this situation you would only have a few “harvested acres” reported and then the rest would fall under “acres for all other purposes”
 - Please leave notes any time there are “acres for all other purposes”.
 - » What happened to them? Why were they not harvested? What were they used for?

Still More Things to Remember

- Grain Sorghum is often referred to as “milo”
- Forage Sorghum may be called “cane”
 - Cane Hay is reported in both the Sorghum planted section and Other Hay harvested
- If a producer says they grow “beans”, be sure to specify if that means “soybeans” or “dry edible beans”

Dry Edible Beans, Dry Edible Peas, and Lentils

- Dry Edible Beans, Dry Edible Peas, and Lentils can be challenging to get into the correct categories
 - If any of the above are reported please verify with the operator
 - There are several classes of Dry Edible Beans
 - Please leave a note as to which classes were planted if possible

Major Classes of Dry Edible Beans

- Black (a.k.a. Turtle)
- Blackeye (a.k.a. Pinkeye or Cow)
- Chickpeas, All (Garbanzo)
 - Small Chickpeas (Garbanzo, smaller than 20/64 in)
 - Large Chickpeas (Garbanzo, larger than 20/64 in)
- Cranberry (a.k.a. October)
- Great Northern
- Dark Red Kidney
- Light Red Kidney
- Large Lima (CA only)
- Baby Lima (CA only)
- Navy (a.k.a. Pea)
- Pink
- Pinto
- Small Red
- Small White
- Other:
 - Adzuki
 - Anasazi
 - Fava
 - Jacobs Cattle Bean
 - Lupine
 - Myohte
 - Tebo
 - White Adzuki
 - White Kidney
 - Yellow Eye

Hay/Forage Crops

- Depending on the state, either:
 - **Dry hay** harvested ONLY
 - OR **dry hay** AND **haylage** harvested
- For (varies by state):
 1. Alfalfa and Alfalfa Mixtures
 2. Small Grain Hay/Forage
 3. All Other Hay/Forage
 4. Alfalfa for seed

Hay/Forage Crops

- Remember:
 - Dry hay is dried (16-18% moisture) and baled
 - Haylage and/or baleage (hay for silage) is wet (50-70% moisture), chopped and fermented
 - Since haylage is wetter, yields are typically higher
 - For alfalfa: 5 - 13 tons/acre compared to 1.5 - 9 tons per acre for dry hay (approximately)
 - These acres can be cut multiple times
 - May harvest the same acres for dry hay AND haylage

Hay/Forage Crops

- Acres **cut for dry hay**
- Dry hay **production OR yield**
 - TOTAL for all dry hay cuttings: tons, tons per acre, bales, bales per acre
 - Bale weight is VERY important
 - Bales per acre includes a decimal point now!
- Acres **cut for haylage/greenchop** (select states)
- Haylage/greenchop **production OR yield** (select states)
- **MT only:** Alfalfa harvested for Seed
 - Acres and Yield of clean Seed
 - Irrigated and Non-Irrigated
 - Usage of Leaf Cutter Bees for seed production

Hay and Forage



Additional Questions

- **Hay stocks** on December 1
- **Alfalfa seedings** in 2023
- **Small Grains** for 2024 crop year
 - *For any purpose*
 - Winter Wheat
 - Other Spring Wheat
 - Durum Wheat
 - Barley
 - Rye
 - Be sure the operator understands we are asking for plantings/seedings this fall for the **2024** crop year

Storage Capacity/Crops Stored

- **Storage capacity** on the total acres operated
 - “On farm” ONLY
 - Exclude: storage capacity “in town” or “at the elevator”
- Whole grains or oilseeds **stored** *on the operation*
- Regardless of:
 - Crop year produced
 - Ownership, intended final use, or government program
 - ANY stocks *on the operation* must be collected
- If a respondent can't or won't give you the amount stored:
 - Try to determine at least what commodities are on hand
 - Record “Don't know” for the commodities on hand
 - And “Zero” for all others
- Be sure to *exclude* any grain stored off the operation

On-Farm Grain Storage

- For capacity: ONLY looking for “permanent” or “normally used” structures
 - Exclude any temporary structures
 - Can be structures owned, rented from others, or using free of charge
- ONLY **on-farm** capacity (and stocks)
 - Commercial storage/elevator data is collected separately
 - Growers often rent space in these facilities
 - Must be excluded to avoid double counting
- Grain supply peaks at harvest
- Grain storage ensures demand aligns with supply
 - And allows producers marketing options

On-Farm Grain Storage



Storage Capacity/Crops Stored

Items vary by state

- Whole Grain Corn
- Soybeans
- Sorghum Grain (Milo)
- Wheat (all types)
- Winter Wheat
- Durum Wheat
- (Other) Spring Wheat
- Barley
- Oats
- Small Chickpeas
- Large Chickpeas
- Dry Edible Peas
- Lentils
- Rice
 - Long, Medium, Short grain

Additional Questions

- Any unharvested crops on December 1?
 - For the 2023 crop year
 - That will be harvested
 - In Section 2, we ask “...harvested *and to be* harvested”
 - Acres and expected yield for (varies by state):
 - Corn
 - Soybean
 - Sorghum
 - Was this production included in the grain in storage?
 - Yes/No

Things to watch out for:

- Large acreages
 - Rented, Total, Cropland, or a specific crop
- Change in acreage
 - Total, cropland, specific crops
- Large number of acres not for grain or seed
- High/Low yields
- Large number of acres for all other purposes
- Acres planted must equal:
 - Acres harvested + acres for other purposes
- Potential double cropping
- Change in grain storage capacity
- Large amount of a specific crop stored

From the RFOs

- Notes about phone numbers being out of service need to state the actual number.
Example:
 - “ph2 NIS” **BAD**
 - “123-456-7890 NIS” **GOOD**
- If the operator is deceased, this is a complete report NOT a refusal or inaccessible. Please try to find out who has taken over the operation.

From the RFOs

- Hay – don't forget the new decimal point on hay bales/acre on all three types of hay. The trailing digit is important!
- Report bale shape/size/weight (4x5 round bale, etc.)

From the RFOs

- Temporary Storage:
 - Not included in Storage Capacity question (Sect. 3 #1)
 - IS included in crops on hand/stored on operation (question #3)
 - If using temporary storage methods, operator might report having more grain stored than they have storage capacity. This is OK, but make a note about what kind of temporary storage used

From the RFOs

- For grain stored and storage capacity, we only want to know about whole grains.
- For operations with livestock, it would be very helpful to confirm that the grain is actually whole (not rolled, cracked, sweetened, mixed with other grains, etc).
- Often, dairies will not store whole grains, only store processed grains for feed.

In Conclusion:

- When in doubt, comment it out!
 - The “extra” information that you include is *key* to the accuracy of NASS estimates
 - Any acres for other purposes
- Be sure to work through a few practices on your iPad. Before interviewing!
- Contact your supervisor/local office for any questions specific to your area

December Ag Extra Info

- The “day to day decisions” question and partner information is very important. Correct information here is key to accurately summarizing the data
- Just like the CAPS survey, principal county information ensures that the data is allocated to wherever the bulk of the value of production occurs. We use the information on the December APS for both state and county level estimates

- You may encounter growers with none of the survey commodities—that's OK. A “zero” is still a valid report and useful information
- Make sure to capture all of the acres that were actually planted. We need to know the “starting” number in order to accurately measure what actually happened over the growing season
- 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.

- Small grain seedings refer to crops planted this fall. Make sure to include any cover crops, crops that will be grazed, etc. in the small grains seedings
- Exclude any storage capacity/grain stored in rented or leased space in commercial elevators. Make sure to include only whole grains or oilseeds (exclude any storage used for ground or cracked corn, corn silage, or roasted soybeans)
- All whole grains or oilseeds stored on the operation (regardless of crop year, end use, etc) should be reported on the survey

- Farmers may report grain storage structure sizes in dimensions, rather than bushels. Make a note of the dimensions so that volume can be estimated
- If stocks are reported in tons (where the typical unit of measure is bushels or pounds) verify that it is not silage or something other than whole grain in storage.
- Statisticians value any extra information you can provide. Make sure to leave notes for any high or low yields; large portion of acres planted not harvested/used for other purposes; odd situations; large changes; etc.