

ARMS Phase 3 - Presentations

Introduction - 2

Face Page & Screening Supp. – 6

Sec. A: Land in Farms – 22

Sec. B: Crops... – 29

Sec. C-D: Livestock... – 38

Sec. E-F: Contracts & Accts. Rec. – 53

Sec. G: Direct Sales – 72

Sec. H: Gov't Payments... – 77

Sec. I: Expenses – 90

Sec. J-K: Farm Assets and Debt – 113

Sec. L: Personal Characteristics - 144

Sec. M: Type of Organization – 151

Sec. N: Farm Producer Household – 164

Sec. O: Conclusion – 177

Oats/Peanuts/Soybeans Version – 181

[Click Here
to return to
topic list](#)

Introduction



Laci Banks-Walker
Eastern Mountain Region



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What is ARMS?

- Agricultural Resource Management Survey
- Project conducted in cooperation with ERS
- Primary source of information for agricultural resource use, costs, and farm finance
- Supports key uses of enterprise, farm, and household data



ARMS: Data Collection Phases

- Phase I/ISS (May – July): Screens list frame operations for in-business status, operating arrangement, and presence of targeted commodities.
- Phase II: (Oct – Dec): Collects data on chemical use, production practices, and variable input costs for targeted commodities.
- Phase III: (January – April): Focuses on farm economics and risk management practices; typically includes the entire ARMS II sample and a general sample.



Expectations

- Read & review mailed packages from RFO
- Study manual
- Work with supervisors
- Participate in trainings
- Practice exercises



Face Page and Screening Supplement

[Click Here
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topic list](#)



Statistician - Mike Laird
Great Lakes Region



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Screening Process

- ARMS 3 Operators
 - Screened and determined to be in business in referenced survey year (2023 in this case)
 - Operators were contacted between May and July of the referenced survey year by mail and/or phone to complete the ISS / ARMS 1 survey
 - Previously Reported Data (PRD) was used to reduce respondent burden



Label

Online Survey Code

State 9-digit POID

Operation County ID

Operation District ID

Phone

Supervisor ID

Enumerator ID

County ID

Sequence Number

OpDom Status

Operation Name

Person Name

SURVEY CODE-2704-61DF-SRNL

ID 12301200100 01 01 1 182 0 00

80 025 00 00 123-111-9701 0 124 068 023

260 0281

SEQ001-04501

MASH FARMS

Hawkeye Pierce

650 COUNTY ROAD A

WHEREVER, XX 99999



CMB No. 0535-0275 Approval Expires 06/30/2026

- 

Costs and Returns
Report – Version 1
Project Code: 904
(10/10/2023)

OpDom Status Intro

- 00
 - Target is the person listed on front of questionnaire
- 85/45
 - Operator has 2 or more separate operations
 - Example: One is the crops operation and the other is the livestock
- 99
 - Special Operation

SURVEY CODE-2704-61DF-SRNL



ID 27301200100 01 01 1 182 0 00

80 025 00 00 123-111-9701 0 124 068 023
260 0281

SEQ001-04501

MASH FARMS

Hawkeye Pierce


650 COUNTY ROAD A

WHEREVER, XX 99999




OpDom Status: 00

- Person name is the target

SURVEY CODE-2704-61DF-SRNL

ID 27301200100 01 01 1 182 0 00
80 025 00 00 123-111-9701 0 124 068 023
260 0281

SEQ001-04501

MASH FARMS
Hawkeye Pierce 
650 COUNTY ROAD A
WHEREVER, XX 99999

- Op Dom Status=00 indicates Hawkeye Pierce is the target



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OpDom Status: 85/45

- Multiple operations
 - Person Name is still the Target

SURVEY CODE-2704-61DF-SRNL



ID 27301200100 01 01 1 182 0 00

80 025 45 00 123-111-9701 0 124 068 023
260 0281

SEQ001-04501

MASH FARMS



Hawkeye Pierce



650 COUNTY ROAD A

WHEREVER, XX 99999

- Only collect data for the operation listed



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OpDom Status: 99

- Operation is Managed – Operation name is the target

SURVEY CODE-2704-61DF-SRNL



ID 27301200100 01 01 1 182 0 00

80 025 99 00 123-111-9701 0 124 068 023
260 0281

SEQ001-04501

MASH FARMS



Hawkeye Pierce

650 COUNTY ROAD A

WHEREVER, XX 99999

- Op Dom Status=99 indicates MASH Farms is the target



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Partners

- All known partners pre-printed
- Verify Partner Information
 - Your Regional Office will direct you how they'd like you to make updates, on paper form or in CAPI

Partner 1				Partner 2			
Partner Name Radar O'Reilly				Partner Name			
Address 1484 STATE HWY 99				Address			
City WHEREVER	State XX	Zip 99999	Phone Number 123-111-6540	City	State	Zip	Phone Number
Partner 3				Partner 4			
Partner Name				Partner Name			
Address				Address			
City	State	Zip	Phone Number	City	State	Zip	Phone Number



Adding/Deleting Partners

Adding Partner(s)

- Write in contact info for new Partner(s)
- Complete ARMS 3 survey

Partner 1			
Partner Name Radar O'Reilly			
Address 1484 STATE HWY 99			
City WHEREVER	State XX	Zip 99999	Phone Number 123-111-6540

Deleting Partner(s)

- Cross Off Partner(s) info on Face page
- Complete ARMS 3 survey

Partner 1			
Partner Name Radar O'Reilly			
Address 1484 STATE HWY 99			
City WHEREVER	State XX	Zip 99999	Phone Number 123-111-6540



Target Partner Switch

- Write SWITCH on Face page with notes
- Complete ARMS 3 survey

SURVEY CODE-2704-61DF-SRNL



ID 27301200100 01 01 1 182 0 00

80 025 00 00 123-111-9701 0 124 068 023
260 0281

SEQ001-04501

MASH FARMS
Hawkeye Pierce
650 COUNTY ROAD A
WHEREVER, XX 99999

SWITCH

Hawkeye has stepped down but is still involved. Radar should be the main contact/target

Partner 1

Partner Name

Radar O'Reilly

Address

1484 STATE HWY 99

City

WHEREVER

State

XX

Zip

99999

Phone Number

123-111-6540



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Partner Take-Over

- Complete Screening Supplement
- DO NOT COMPLETE ARMS 3 survey

SURVEY CODE-2704-61DF-SRNL



ID 27301200100 01 01 1 182 0 00

80 025 00 00 123-111-9701 0 124 068 023
260 0281

SEQ001-04501

OOB

MASH FARMS **Hawkeye has stepped down completely and is
no longer involved.**
Hawkeye Pierce
650 COUNTY ROAD A
WHEREVER, XX 99999

Partner 1

Partner Name

Radar O'Reilly

Address

1484 STATE HWY 99

City

WHEREVER

State

XX

Zip

99999

Phone Number

123-111-6540



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Out of Business....Are you sure???

Screening Supplement

- Questions 1-4, at least one of the questions was answered YES
 - Complete ARMS 3 survey
- Questions 1-4, all are answered NO
 - Complete Screening Form
 - Do Not complete ARMS 3 Survey

2023 ARMS 3 SCREENING SUPPLEMENT			
VERSION	ID	TRACT	SUBTRACT
___	___	01	___

1. Does this operation do business under any other name?
(such as a farm or ranch name)

☐ NO – [Go to item 2] ☐ YES – [Record other name below and ask---]

a. Is _____ the name that should appear on the label?

☐ NO ☐ YES

2. During 2023, were any crops grown, hay cut or livestock or poultry raised on the total acres operated?

☐ NO – [Continue] ☐ YES – [Go to item 7]

3. During 2023, did this operation sell any agricultural products or receive government agricultural payments?
(Exclude any income received as a landlord.)

☐ NO – [Go to item 4] ☐ YES – [Go to item 7]

4. During 2023, will this operation have more than 19 acres of idle cropland or more than 99 acres of pastureland?

☐ NO – [Go to item 5] ☐ YES – [Go to item 7]

5. [Complete only if items 2,3, and 4 are all 'NO']

Is anyone now operating the land you [operation on the questionnaire face page] formerly operated?

<input type="checkbox"/> YES – Complete name and address information below for new operator	<input type="checkbox"/> NO – Make notes
Name _____	NOTES: _____
Address _____	_____
_____	_____
Phone (____) _____	_____

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

Go to the questionnaire and enter code 9 in cell 9921 (front page), code 1 in cell 0009 (front page), and code 1 in cell 9901 (back page), then complete all other administrative boxes on the back page of the questionnaire.

7. Are the day-to-day decisions for this farming/ranching operation made by---

☐ one individual? [Enter code 1]
☐ a hired manager? [Enter code 8]
☐ partners? [Enter number of partners + operator]

REPORTING UNIT

--

Part of Year Operations

- Examples
 - Floriculture Operation – In business until April of the referenced survey year
 - Commercial Dairy – Went of business the first half of the referenced survey year



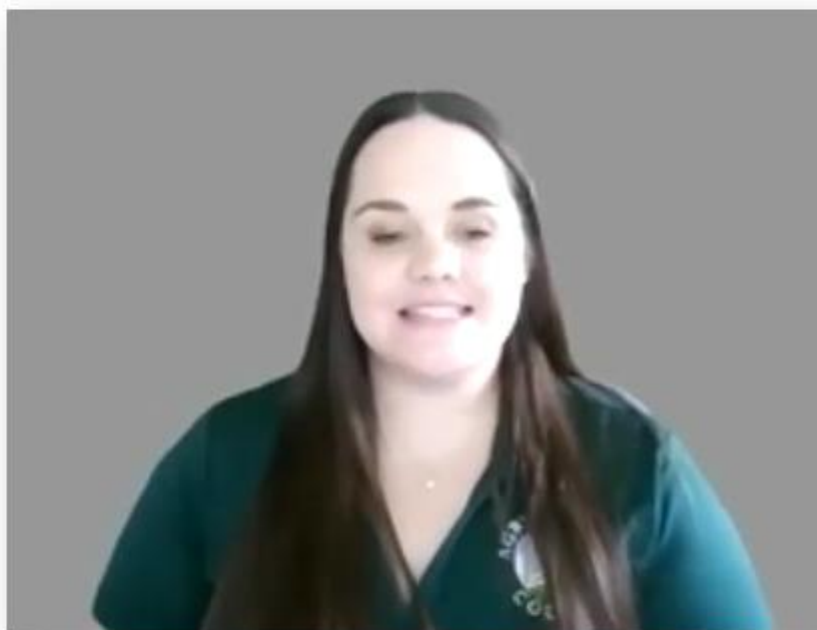


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Section A: Land in Farm/Ranch



Gretchen Divincen
Heartland Region



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Section A – Acres Operated

SECTION A		LAND IN FARM / RANCH		
For 2023, please report farm/ranch land owned, rented, or used by you, your spouse, or by the partnership, corporation or organization for which you are reporting. <i>(Include all cropland, idle land, Conservation Reserve Program (CRP), pastureland, woodland, wasteland, farmstead, acres used for crop/livestock production facilities, and all other building sites associated with this operation, etc.)</i>				
ACRES OPERATED			None	Number of Acres
1.	How many acres of farm/ranch land were <u>owned</u> ?	0020	<input type="checkbox"/> +	
2.	How many acres of farm/ranch land were <u>rented</u> or <u>leased from others</u> — <i>(Exclude land used on an animal unit month (AUM) or fee per head basis under a grazing permit.)</i>			
a.	for a fixed <u>cash rent</u> payment?	0021	<input type="checkbox"/> +	
b.	for a <u>flexible rent</u> payment? <i>(Include hybrid rental arrangements where rent paid is based on a fixed cash payment plus some shared production.)</i>	0022	<input type="checkbox"/> +	
c.	for a <u>share</u> of the crop or livestock production? <i>(Exclude hybrid rental arrangements.)</i>	0023	<input type="checkbox"/> +	
d.	for <u>free</u> ?	0024	<input type="checkbox"/> +	
3.	How many acres of farm/ranch land were rented or leased <u>to others</u> ? <i>(Include land rented for cash, for a flexible rent, for a share of crop or livestock production, or rent free.)</i>	0025	<input type="checkbox"/> -	
				Total Acres
4.	Then the TOTAL ACRES in this operation in 2023 were: <i>(Total Items 1 + 2a + 2b + 2c + 2d - 3.)</i>	0026	=	
5.	How many of the (Item 4) acres were considered cropland in 2023? <i>(Include land in government programs, fruit/nut/berry/nursery acres, and land planted to hay, including wild hay. Exclude CRP acres planted to trees.)</i>	0063	<input type="checkbox"/>	



Section A – Land Rented From Others

LAND RENTED <u>FROM</u> OTHERS			
6.	Including rent for land and/or buildings, what was the total CASH RENT PAID in 2023 by this operation? (<i>Include</i> rent paid in 2023 for previous years and rent paid in advance. <i>Exclude</i> storage bins, to be reported in SECTION I, Item 21. <i>Exclude</i> grazing of livestock, to be reported in Item 7 below.)	0044	<div>None <input type="checkbox"/></div> <div>Dollars <input type="text" value="0.00"/></div>
7.	Report any land this operation used (on a per head or AUM basis) that is administered either by: public or private agencies, industrial corporations, grazing associations, or rented from individuals on a short term grazing arrangement in 2023.		
a.	In 2023, what were the total fees this operation paid for the use of publicly owned land on an AUM basis? (<i>Include</i> fees paid for privately owned land administered by a public agency through exchange-of-use.)	0045	<div><input type="checkbox"/></div> <div>Dollars <input type="text" value="0.00"/></div>
b.	In 2023, how much did this operation spend on pasturing or grazing of livestock on privately owned land (railroads, another farm/ranch, etc.) used on a fee per head (AUM) or gain basis?	0046	<div><input type="checkbox"/></div> <div>Dollars <input type="text" value="0.00"/></div>
8.	Report any crop or livestock SHARE RENT payments for land rented from others in 2023.		
a.	What was the estimated total MARKET VALUE of your landlord's share of crop production from this operation in 2023?	0184	<div><input type="checkbox"/></div> <div>Dollars <input type="text" value="0.00"/></div>
b.	What was the estimated total MARKET VALUE of your landlord's share of livestock production sold or removed from this operation in 2023? (<i>Exclude</i> shared livestock production not part of a land rental arrangement.)	0276	<div><input type="checkbox"/></div> <div>Dollars <input type="text" value="0.00"/></div>
9.	What was the estimated market value of the land and buildings on the acres rented or leased FROM OTHERS on December 31, 2023?	0855	<div><input type="checkbox"/></div> <div>Dollars <input type="text" value="0.00"/></div>



Section A – Land Rented To Other

LAND RENTED TO OTHERS

10. Including rent for land and/or buildings, what was the total CASH RENT RECEIVED in 2023 for acres rented TO OTHERS by this operation? (<i>Include rent received in 2023 for previous years, rent received in advance, and government payments received from those acres. Exclude grazing of livestock, to be reported in SECTION H, Item 3b.</i>) 0042	None <input type="checkbox"/>	<table><tr><th colspan="2">Dollars</th></tr><tr><td>\$</td><td>.00</td></tr></table>	Dollars		\$.00
Dollars						
\$.00					
11. For acres SHARE-RENTED to others, what was the total value of crop or livestock shares received in 2023 by this operation? (<i>Include rent received in 2023 from previous years and government commodity payments received from those acres.</i>) 0043	<input type="checkbox"/>	<table><tr><td>\$</td><td>.00</td></tr></table>	\$.00		
\$.00					
12. What was the estimated market value of the land and buildings on the acres rented or leased TO OTHERS on December 31, 2023? 0857	<input type="checkbox"/>	<table><tr><td>\$</td><td>.00</td></tr></table>	\$.00		
\$.00					



Section A – Historic Conservation Payments

HISTORIC CONSERVATION PAYMENTS

13. Has this operation ever received financial assistance from the Environmental Quality Incentives Program (EQIP) or the Conservation Stewardship Program (CSP)?0070 1 ☐ Yes 3 ☐ No
14. Has this operation ever received technical assistance from the Natural Resources Conservation Service (NRCS)?0071 1 ☐ Yes 3 ☐ No



Section A – Conservation Practices

Column 1- provide the **total # of acres** where the appropriate **conservation management practice** was implemented



Column 2- provide the **number of acres where a conservation (FINANCIAL PAYMENT) was received** for implementing the management practice. Indicate a zero if no payment received (no blanks or dashes)



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Section A – Reminders

Section A asks about ***all*** land that an operator is associated with – owned, rented from others, and rented to others

We also want to record all conservation practices across all land operated by the target.



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Section B

Acreage, Production, and Cash Sales



Gretchen Divincen
Statistician - Heartland Region

Section B- Acreage, Production, and Cash Sales

What do we collect?

- Harvested Acres
- Total Production
- Production Used on the Operation
- Cash Sales
- Unsold Commodity Inventory
- Precision Agriculture



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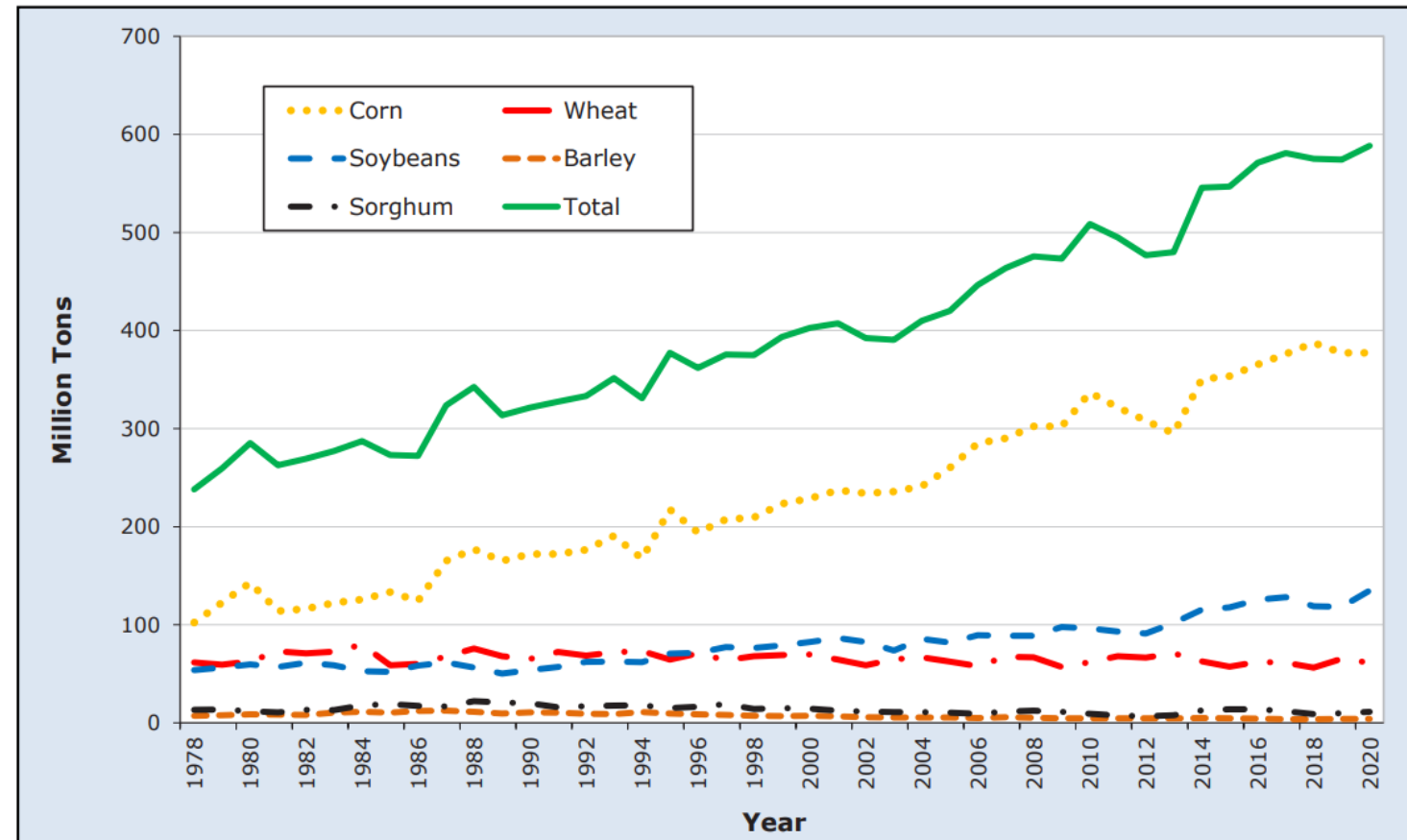


Section B- Acreage, Production, and Cash Sales

Why do we collect this information?

- Describes vital parts of the farm economy – crop production and cash sales
- Helps identify farm diversity in crop production
- Used by other researchers and agencies
 - Example: Agricultural Marketing Service (AMS) use Section B data to determine how much grain is trucked

Figure 3: U.S. grain shipments by commodity, 1978-2020



Henderson, Richard, Jesse Gastelle, and Peter Caffarelli. *Transportation of U.S. Grains: A Modal Share Analysis*, August 2023. U.S. Dept. of Agriculture, Agricultural Marketing Service. Web. <http://dx.doi.org/10.9752/TS049.08-2023>



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Section B- Acreage, Production, and Cash Sales

Harvested Acres

- Harvested not planted acres
- Including acres still intended to be harvested
- Exclude acreage for a second or later harvest (for the same use) ex. second pickings of cotton

Total Production

- Including the landlord's share
- Units are important
- If harvest is not complete- ask respondent for an estimated final production



Section B- Acreage, Production, and Cash Sales

Production **Used on this Operation**

- Example- the production the operation will use or has used for feed or seed
- Exclude production for human consumption (record market value in *Section I, item 31*)

Cash Sales

- From any year's production sold during the reference year
 - Exclude contract sales or removals and landlord's share of sales (landlord sales=Sec A)
- **If the crop** was grown in reference year: all columns should be completed
- **If not**, only dollars recorded in column 5 should be completed



Section B- Acreage, Production, and Cash Sales

Friendly Reminders

- Field Crops Acres:
 - Potatoes & Tobacco: **can record to a tenth of an acre**
 - All other field crops= **record to a whole acre**
- Nursery and Greenhouse:
 - Under protection= square feet
 - Acres in the open= **can record to a tenth of an acre**
- All other crops:
 - Examples: *sweet corn, sweet potatoes, hemp, brown and wild rice, haylage, and maple syrup*

SECTION B ACREAGE, PRODUCTION, and CASH SALES									
1. Were any crops harvested from this operation or did this operation receive any income from these crops in 2023? (Include your landlord's share and crops grown under contract. Exclude crops grown on land rented to others.)									
0104 1 <input type="checkbox"/> Yes - Continue 3 <input type="checkbox"/> No - Go to Item 3									
2. Report the acreage and production of crops harvested from this operation in 2023. Report quantity harvested in the unit specified, by crop. For income received from cash sales in 2023, report the dollar amount this operation received from any year's production after subtracting marketing expenses. (Exclude contract sales or removals and landlord's share of sales in column 5.)									
1 CROP	2 How many acres were HARVESTED?		3 What was the total production? (Include landlord share and amount used on operation.) (Total Amount)	4 How much of this operation's share of the total production was (will be) used on this operation for feed, seed, etc.? (Amount Used on Operation)	5 How much was received in Cash Sales from any year's production? (Exclude contract sales and landlord's share.) (Dollars)				
FIELD CROPS	→ (Acres)		(Total Amount)	(Amount Used on Operation)	(Dollars)				
Corn for grain	0105		0106 Bu. 0107		0108	\$			.00
Corn for silage or greenchop	0109		0110 Tons 0111		0112	\$			.00
Cotton, all types	0113		0114 Lbs.		0116	\$			.00
Peanuts	0115		0118 Lbs. 0119		0120	\$			.00
Potatoes (report sweet potatoes in all other crops)	0121	Acres Tenths	0122 Cwt. 0123		0124	\$			.00
Fruits, nuts, and berries (Include citrus.)	0180	→	SQUARE FEET UNDER glass or other protection	ACRES in the OPEN	Tenths 0188	\$			.00
Nursery and greenhouse crops (Include hemp starts, Christmas trees.)			0191	0192	0189	\$			.00
All other crops not listed above (Include hemp, sweet potatoes.)	0182		2890 Specify crop(s)		0190	\$			.00



Section B- Unsold Commodity Inventory

- ***Did the operation own and store any unsold crops?***

Yes?

- Report quantity stored on-farm or off-farm for each of the 4 dates. **Exclude-** any under marketing contract or CCC loan

Wheat?

- Mark the **type of wheat-** Durum, Other spring, Winter

UNSOLD COMMODITY INVENTORY									
3. In 2023, did your operation own and store any unsold crops?									
5705 <input type="checkbox"/> Yes - Go to Item 4 <input type="checkbox"/> No - Go to Item 5									
4. Report the total quantity of unsold stored commodity held, both on-farm and off-farm, on March 1st, June 1st, September 1st, and December 1st of 2023. (Exclude any commodity under any type of marketing contract or under a CCC loan.)									
CROP		March 1st		June 1st		September 1st		December 1st	
Corn (bushels)	on-farm	5706		5707		5708		5709	
	off-farm	5710		5711		5712		5713	
Soybeans (bushels).	on-farm	5714		5715		5716		5717	
	off-farm	5718		5719		5720		5721	
Wheat (bushels) - type: <input checked="" type="checkbox"/> 5791 <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> 1 2 3 Durum Other spring Winter	on-farm	5722		5723		5724		5725	
	off-farm	5726		5727		5728		5729	
Other - specify: <input checked="" type="checkbox"/> 5792 Units specify 5793	on-farm	5730		5731		5732		5733	
	off-farm	5734		5735		5736		5737	



Section B- Precision Agriculture

Use Precision ag technologies

Yes or No?

Why did you use the technology?

Listed- Codes for Column 3

Why did you not use the technology?

Listed-Codes for Column 4

PRECISION AGRICULTURE							
5. The following table lists various types of precision agriculture technologies used on farm and ranch operations. In column 2, mark YES or NO if you used that technology on your operation. If YES , in column 3 list all the reasons why the technology was chosen. If NO , in column 4 list all the reasons why the technology was NOT chosen.							
(1)	(2)		(3)		(4)		
TECHNOLOGY	Did you use this technology? (1 = Yes, 3 = No)		List all the codes that match the reasons you CHOOSE to use this technology.		List all the codes that match the reasons you DID NOT CHOOSE to use this technology.		
Yield monitor →	5738	1 <input type="checkbox"/> Yes 3 <input type="checkbox"/> No	5739		5740		
Yield map	5741	1 <input type="checkbox"/> Yes 3 <input type="checkbox"/> No	5742		5743		
Soil map	5744	1 <input type="checkbox"/> Yes 3 <input type="checkbox"/> No	5745		5746		
Guidance auto-steering	5747	1 <input type="checkbox"/> Yes 3 <input type="checkbox"/> No	5748		5749		
Variable rate applicator/technology	5750	1 <input type="checkbox"/> Yes 3 <input type="checkbox"/> No	5751		5752		
Imagery from aircraft or satellite	5753	1 <input type="checkbox"/> Yes 3 <input type="checkbox"/> No	5754		5755		
Unmanned aerial vehicles (i.e., drones)	5756	1 <input type="checkbox"/> Yes 3 <input type="checkbox"/> No	5757		5758		
Robotic milking	5759	1 <input type="checkbox"/> Yes 3 <input type="checkbox"/> No	5760		5761		
Sensors/accelerometers on individual livestock	5762	1 <input type="checkbox"/> Yes 3 <input type="checkbox"/> No	5763		5764		
<div> <div>→ CODES for column 3</div> <div>→ CODES for column 4</div> </div>							
<div> <div> 1 - increase yields 2 - save labor time 3 - reduce purchased input costs 4 - reduce operator fatigue 5 - broadband internet access </div> <div> 6 - improve soil conditions 7 - came standard on the equipment 8 - reduce environmental impacts 9 - other </div> <div> 10 - costs too high compared to benefits 11 - DO NOT have broadband internet access 12 - benefits uncertain </div> <div> 13 - too complicated to use 14 - not accurate enough 15 - not relevant to my operation 16 - other </div> </div>							



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Thank you!



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Section C: Livestock Inventory, Number Sold/Removed, and Cash Sales



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Section C - Livestock Inventory, Number Sold/Removed, and Cash Sales

Purpose

- Record inventory, ownership, removal, and cash sales for the operation
- Collected information allows us to better understand various compositions of operations with different types of livestock. This data helps us assess trends in the livestock industry

SECTION C LIVESTOCK INVENTORY, NUMBER SOLD/REMOVED, and CASH SALES					
1. Were there any livestock or poultry on this operation for which you made day to day decisions in 2023 (regardless of ownership) or did this operation receive any income from livestock, poultry, or livestock products in 2023? (Include your landlord's share & livestock/poultry grown for others on a contract basis. Exclude livestock/poultry grown or fed by someone else on a custom or contractual basis.)					
0247 <input type="checkbox"/> Yes - Continue <input type="checkbox"/> No - Go to Section D					
2. Report the total number of livestock, poultry, and livestock products, by type. For income received in 2023, report the total dollars this operation received from cash sales after subtracting marketing expenses. (Exclude contract sales or removals and landlord's share of sales in column 5.)					
1 LIVESTOCK	2 INVENTORY		3 SALES		
	On Dec. 31, 2023, how many (column 1) owned by and located on or off this operation? (Number)	On Dec. 31, 2023, how many (column 2) were owned by and located on or off this operation? (Number)	What was the total number of (column 3) sold or removed in 2023? (Number)	How much was received in Cash Sales of (column 4) from any year's production in 2023? (Exclude marketing contract sales.) (Dollars)	
a. Beef cows (Include beef heifers that have calved. Exclude heifers that have not calved, steers, calves, and bulls)	0255	0256	0254	0254	\$.00
b. Milk cows, including any dry cows (Exclude any heifers not yet freshened)	0258	0259	0257	0258	\$.00
c. Other cattle and calves (Include fed cattle, beef and dairy cull animals, stockers and feeders, veal calves, etc.)	0262	0263	0261	0261	\$.00
d. Total cattle and calves (Items a + b + c)	0261	0260	0260	0260	\$.00
(i) Of the total (row d, col. 5) dollars, how much was for breeding stock? ^{1/2}				0512	\$.00
(ii) Recognized gain/loss on sale of breeding stock, (if a loss was incurred, indicate with a negative sign)				0535	\$.00
e. Total milk sold in 2023 (report in cwt)			0270	0270	\$.00
(i) Of the total (row e, col. 4) cwt, how much was certified organic milk?			0268	0268	\$.00
f. All hogs and pigs	0263	0264	0262	0262	\$.00
(i) Of the total (row f, col. 5) dollars, how much was for breeding stock? ^{1/2}				0509	\$.00
(ii) Recognized gain/loss on sale of breeding stock, (if a loss was incurred, indicate with a negative sign)				0533	\$.00
g. All layers and pullets, including table and hatching	0246	0246	0246	0246	\$.00
(i) All eggs, including hatching eggs (report in dozens)			0268	0268	\$.00
h. Turkeys	0269	0269	0268	0268	\$.00
i. Broilers	0265	0267	0264	0264	\$.00
j. Other Poultry (Include other chickens, ducks, emus, geese, hatchlings, ostriches, pigeons, pheasants, quail, poultry products, etc.)	0275	0276	0274	0274	\$.00
k. Other animals and other animal products (Include sheep, goats, & their products (wool, mohair, & goat milk), horses, ponies, mules, burros, & donkeys; aquaculture, bees & honey; semen & embryo sales)	0273	0273	0272	0272	\$.00
(i) Of the total (row k, col. 5) dollars, how much was for breeding stock? ^{1/2}				0528	\$.00
(ii) Recognized gain/loss on sale of breeding stock, (if a loss was incurred, indicate with a negative sign)				0534	\$.00

^{1/2} Report breeding and non-breeding stock as defined on Tax form 1040F and form 4797.



Section C - Inventory

- Record total number of livestock on hand **regardless of ownership**
 - Include:**
 - All livestock under contract or on a custom basis if on total acres operated
 - 4-H and FFA livestock
 - Livestock on short-term pasture or crop residue grazing to be returned to operation
 - Exclude:**
 - Livestock owned but being custom fed on another operation (will be recorded in Section D)

1 LIVESTOCK	INVENTORY	
	2 On Dec. 31, 2023, how many [column 1] regardless of ownership were on hand? (Number)	3 C I [column 1] ow loca thi



Section C - Inventory Owned

- Record the number of livestock owned and operated
- Number owned (Column 3) is less than or equal to number on hand (Column 2)

1	INVENTORY	
	2	3
LIVESTOCK	On Dec. 31, 2023, how many [column 1] regardless of ownership were on hand? (Number)	On Dec. 31, 2023, how many [column 1] were owned by and located on or off this operation? (Number)



Section C - Number Sold/Removed

What's included?

- Sold on the open market
- Delivered under a marketing contract
- Removed under a production contract

SALES	
4 What was the total number of [column 1] sold or removed in 2023? (Number)	How much Cash from a (E

What's excluded?

- Do not record animal deaths
- Exclude any livestock moved short term to pasture or grazing and returned to the operation



Section C - Cash Sales

- **Subtract marketing expenses to get final cash sales**
 - Check-off fees, drying, commission, inspection, storage, transportation, yardage, etc.
 - Marketing expenses reported in Section I

SALES	
	5
	How much was received in Cash Sales of [column 1] from any year's production in 2023? (<i>Exclude marketing contract sales.</i>)
	(Dollars)



Section C - Reminders

General:

- Livestock expenses are reported in *Section I – Operating Expenses*
- If livestock is owned, market value of livestock is reported in *Section J – Assets*

Cattle:

- Cull cows are considered removed from the breeding herd are recorded in *Question 2c – Other Cattle*
- Beef or dairy heifers that have not calved are recorded in *Question 2c – Other Cattle*, not with cows
- *Question 2c* also includes bulls, cattle on feed, and calves
- *Question 2d* is the sum of questions 2a + 2b + 2c

1 LIVESTOCK	INVENTORY		4 What was the total number of [column 1] sold or removed in 2023? (Number)
	2 On Dec. 31, 2023, how many [column 1] regardless of ownership were on hand? (Number)	3 On Dec. 31, 2023, how many [column 1] were owned by and located on or off this operation? (Number)	
a. Beef cows (<i>Include</i> beef heifers that have calved. <i>Exclude</i> heifers that have not calved, steers, calves, and bulls.)	0255	0256	0254
b. Milk cows, including any dry cows (<i>Exclude</i> any heifers not yet freshened.)	0258	0259	0257
c. Other cattle and calves (<i>Include</i> fed cattle, beef and dairy cull animals, stockers and feeders, veal calves, etc.)	0252	0253	0251
d. Total cattle and calves (Items a + b + c)	0261	0295	0260



Section D

Other Operations Growing/Feeding/Raising Livestock for this Operation



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Section D - Purpose

- Record information related to livestock owned by the operation and **raised under contract by another producer**
- Shows a complete picture of farm income and loss
- Receipts (sales), expenses, and assets are **only** reported in this section and should not be reported elsewhere in the questionnaire
 - “In the Fence”

SECTION D		OTHER OPERATIONS GROWING, FEEDING, or RAISING LIVESTOCK FOR THIS OPERATION									
1. In 2023, did any OTHER operations grow, feed, or raise livestock or poultry owned by this operation under a contract agreement where you are the contractor?											
0271 1 <input type="checkbox"/> Yes - Continue		3 <input type="checkbox"/> No - Go to Section E									
1 What livestock or poultry were being raised or fed for this operation? [List type below.]	2 Commodity Code Office Use Only (Code)	3 What was the market value of [type] on hand on contractee operations on Jan. 1, 2023? (Dollars)	4 What was the estimated market value (at placement) of [type] placed under contract DURING 2023? (Dollars)	5 How much was paid to contractees for labor, management, and reimbursement for expenses? (Dollars)	6 How much were the GROSS receipts from [type] sold or removed under this contract? (Dollars)	7 On Dec. 31, 2023 what was the market value of unsold [type] remaining under contract? (Dollars)					
	0277	0278	0279	0280	0281	0282					
	0283	0284	0285	0286	0287	0288					
	0289	0290	0291	0292	0293	0294					





Section D - Contract Examples

- Cow/calf producer weans calves and has another producer raise the cattle to a certain weight for them
- Dairy operator pays another producer to raise dairy replacement heifers until they return to the dairy
- Hog farrowing operation contracts with another hog operation to raise weaned pigs up to slaughter weight



Section D - Livestock Type

- **Column 1** – Record the livestock contracted out

- Be Specific!!
- Do not write just “hogs” or “chickens”
- Write finishing hogs, laying chicken pullets, dairy heifers, etc.

- **Column 2** – Record the commodity code

- Use the respondent booklet
- Record the 3-digit livestock code

1 What livestock or poultry were being raised or fed for this operation? [List type below.]	2 Commodity Code Office Use Only (Code)
	0277
	0283
	0289



Section D - Value

- **Column 3** – Record the estimated value of contracted commodities on other operations on January 1
- **Column 4** – Record the estimated value of commodities placed under contract during the year
 - If there are multiple arrangements or if arrangements exist for more than one commodity, record each one on a separate line
 - If needed, please use an extra sheet of paper
 - Be sure to label the extra sheet with the operator information

3 What was the market value of [type] on hand on contractee operations on Jan. 1, 2023? (Dollars)		4 What was the estimated market value (at placement) of [type] placed under contract DURING 2023? (Dollars)	
0278		0279	
0284		0285	
0290		0291	



Section D - Fees and Receipts

- **Column 5** – Record the total amount paid to contractees
 - Include labor, management fees, expenses reimbursed
- **Column 6** – Record the gross receipts for the commodity sold or removed under contract
 - This value **can be ZERO** if the commodity was not sold but returned to the target operation
 - Example: Dairy heifers


5 How much was paid to contractees for labor, management, and reimbursement for expenses? (Dollars)		6 How much were the GROSS receipts from [type] sold or removed under this contract? (Dollars)	
0280		0281	
0286		0287	
0292		0293	



Section D - Unsold Value

- **Column 7** – Record the market value of the unsold commodity under contract on December 31
- **Reminder!** – Data reported in Section D is **NOT** reported anywhere else in the questionnaire

	7 On Dec. 31, 2023 what was the market value of unsold [type] remaining under contract? (Dollars)
0282	
0288	
0294	



Thank You!



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Sec. E: Marketing and Production Contracts

Sec. F: Accts. Receivable and Deferred Payments

[Click Here](#)
to return to
topic list



Debbie Martin
Upper Midwest Region



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Why use contracts?

Farmers

- Manage risks
- Compensation for quality
- Outlet for products
- Assurance for financing

Processors

- Timely flow
- Control over attributes
- Consistency



Marketing vs. Production Contracts

- **Marketing Contracts** identify an outlet for a commodity and set pricing and delivery specifications
 - Producer owns the commodity
 - Payment is like a “Price”, because commodity changes hands
- **Production Contracts** specify responsibilities for the provision of inputs, payment of expenses, production practices, compensation, and removal
 - Producer does NOT own the commodity. They provide a service.
 - Payment is a “Fee for service”

Examples of Each

• Marketing

- Row Crops (corn, soybeans, wheat)
- Cotton, Peanuts
- Fruits & Nuts
- Vegetables
- Milk

Production

- Hogs (nurse, farrow-to-ween, finishers, etc.)
- Chickens (broilers, layers, pullets, etc.)
- Turkeys
- Fed cattle



SECTION E

MARKETING and PRODUCTION CONTRACTS

1. Did this operation have **marketing** or **production** contracts for any commodities delivered¹ in 2023? (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 - Continue

3 ☐ No - Go to Item 3

"Delivered in
[reference year]"

2. Report the commodities delivered in 2023 through **marketing** or **production** contracts. (Include the quantity delivered or removed under contract, the price/fee received, and the final price/fee received. Exclude landlord shares (report in SECTION A) and marketing charges (report in SECTION I, Item 34).)

Section I – Farm Assets

For each item below, report the MARKET VALUE(S) of the assets owned by the operation on the dates specified.

3. What was the ESTIMATED MARKET VALUE for the farm share of [item] on —

a. crops owned and stored on or off this operation? (Include crops stored at co-op or gin warehouse, specialty crops, fruit storage, hay, silage, and nursery and greenhouse products not in the ground. Exclude trees and vines and crops under CCC loans.)

None

Beginning of Year JAN. 1, 2023? (Dollars)	End of Year DEC. 31, 2023? (Dollars)
---	--

0888	0889
\$.00	\$.00

b. breeding livestock owned by and located on or off this operation? (Include aquaculture, bees, cattle, equine, hogs, mink, poultry, sheep, etc., kept for breeding purposes. Exclude livestock being produced under contract on another operation (reported in Section D).)

None

0863	0864
\$.00	\$.00

c. non-breeding livestock owned by and located on or off this operation? (Include aquaculture, bees, cattle, equine, hogs, mink, poultry, sheep, etc., kept for non-breeding purposes. Include livestock products such as honey, mohair, and wool. Exclude livestock being produced under contract on another operation (reported in Section D).)

None

0876	0877
\$.00	\$.00

e. production inputs already used by this operation for cover crops or crops planted but not yet mature for harvest (also known as sunk costs), or the value of inputs used for production contracts that have yet to be delivered?

None

0880	0881
\$.00	\$.00

Marketing Contract
undelivered, still on-hand

Production Contract still
not delivered, but inputs
used



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SECTION E

MARKETING and PRODUCTION CONTRACTS

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3991 1 ☐ Yes - Continue

3 ☐ No - Go to Item 3

“Delivered in
[reference year]”

2. Report the commodities delivered in 2023 through **marketing** or **production** contracts. (Include the quantity delivered or removed under contract, the final price/fee received. (Include the quantity delivered or removed under contract. Exclude landlord shares (report in SECTION A) and marketing charges (report in SECTION I, Item 34).)

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None

Beginning of Year JAN. 1, 2023? (Dollars)	End of Year DEC. 31, 2023? (Dollars)
0889 \$.00	0889 \$.00
0863 \$.00	0864 \$.00
0876 \$.00	0877 \$.00

b. breeding livestock owned by and located on or off this operation? (Include aquaculture, bees, cattle, equine, hogs, mink, poultry, sheep, etc., kept for breeding purposes. Exclude livestock being produced under contract on another operation (reported in Section D).)

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e. production inputs already used by this operation for cover crops or crops planted but not yet mature for harvest (also known as sunk costs), or the value of inputs used for production contracts that have yet to be delivered?

0880 \$.00	0881 \$.00
----------------	----------------

Marketing Contract from
prior year crop, delivered in
[reference year]

Inputs for Production
Contract started in prior year



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SECTION E

MARKETING and PRODUCTION CONTRACTS

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3991

1 ☐

Yes - Continue

3 ☐

No - Go to Item 3

2. Report the commodities delivered in 2023 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 A) and marketing charges (report in SECTION I, Item 34).)

1 What commodities did this operation have MARKETING or PRODUCTION contracts for in 2023? [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? (Exclude landlord's share.)	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 2023 from this contract? (Total Dollars)
Commodity example	0000	0000 1	0000 10000	0000 04	0000 \$ 3 . 75	0000 \$ 37500 .00
	3927	3550	3928	3929	3930 \$.	3931 \$.00
	3932	3551	3933	3934	3935 \$.	3936 \$.00
	3937	3552	3938	3939	3940 \$.	3941 \$.00
	3942	3553	3943	3944	3945 \$.	3946 \$.00



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SECTION E MARKETING and PRODUCTION CONTRACTS

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☐

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Commodity example	0000		0000	1	0000	10000	0000	04	0000	\$	3	.	75	0000	\$	37500	.00
	3927		3550		3928		3929		3930	\$.		3931	\$.00
	3932		3551		3933		3934		3935	\$.		3936	\$.00
	3937		3552		3938		3939		3940	\$.		3941	\$.00
	3942		3553		3943		3944		3945	\$.		3946	\$.00



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SECTION E MARKETING and PRODUCTION CONTRACTS

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1 Yes - Continue

☐

3 No - Go to Item 3

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	3932	3551	3933	3934	3935 \$ -	3936 \$.00
	3937	3552	3938	3939	3940 \$ -	3941 \$.00
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SECTION E

MARKETING and PRODUCTION CONTRACTS

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3 No - Go to Item 3

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SECTION E

MARKETING and PRODUCTION CONTRACTS

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3991


☐

1 Yes - Continue

☐

3 No - Go to Item 3

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SECTION E MARKETING and PRODUCTION CONTRACTS

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3991

1 ☐ Yes - Continue

3 ☐ No - Go to Item 3

2. Report the commodities delivered in 2023 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 A) and marketing charges (report in SECTION I, Item 34).)

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Commodity example	0000		0000	1	0000	10000	0000	04	0000	\$	3	.	75	0000	\$	37500	.00
✔ Broilers	3927	916	3550	2	3928	160,000	3929	11	3930	\$	0	.	28	3931	\$	44,800	.00

^{1/} "Delivered" includes commodities for which partial payment was made even if not physically delivered by December 31, 2023.

Unit	Code	Unit	Code	Unit	Code	Unit	Code
Pound	01	Bin	05	Dozen	09	Barrel	20
CWT	02	Box	06	Flat	10	Acre	22
Ton	03	Bale	07	Head / Bird	11	Animal Space	39
Bushels	04	Carton	08	Plant / Pot	13	Kilogram	40

- EXAMPLE: The producer raised 160,000 broilers under a marketing contract for \$0.28 per bird and was paid-in-full (\$44,800 total).
- Be careful of the units 1= lbs but is not the same as per bird which is an 11.

SECTION E MARKETING and PRODUCTION CONTRACTS

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3991

1 ☐ Yes - Continue

3 ☐ No - Go to Item 3

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Commodity example	0000		0000	1	0000	10000	0000	04	0000	\$	3	.	75	0000	\$	37500	.00
✖ Broilers	3927	916	3550	2	3928	640,000	3929	1	3930	\$	0	.	28	3931	\$	44,800	.00

^{1/} "Delivered" includes commodities for which partial payment was made even if not physically delivered by December 31, 2023.

Unit	Code	Unit	Code	Unit	Code	Unit	Code
Pound	01	Bin	05	Dozen	09	Barrel	20
CWT	02	Box	06	Flat	10	Acre	22
Ton	03	Bale	07	Head / Bird	11	Animal Space	39
Bushels	04	Carton	08	Plant / Pot	13	Kilogram	40

- **EXAMPLE:** The producer raised 640000 pounds of chickens for a total of \$44,800.
- In Section C, the farmer reported 160,000 broilers "sold or removed".

INCENTIVES FROM COMMODITY BUYERS

3. Did your buyers (including cooperatives) require or encourage you to use sustainable livestock or crop production practices such as cover crops or reduced fertilizer application rates, or changes to livestock diets or feed additives through any of the following methods? Exclude certified-organic production.

- | | | | | | | | |
|---|------|---|--------------------------|-----|---|--------------------------|----|
| a. Contracts or agreements that specify the use of particular practices | 2663 | 1 | <input type="checkbox"/> | Yes | 3 | <input type="checkbox"/> | No |
| b. Additional payments or price premiums | 2664 | 1 | <input type="checkbox"/> | Yes | 3 | <input type="checkbox"/> | No |
| c. Technical information or production decision tools | 2665 | 1 | <input type="checkbox"/> | Yes | 3 | <input type="checkbox"/> | No |
| d. Other methods. | 2666 | 1 | <input type="checkbox"/> | Yes | 3 | <input type="checkbox"/> | No |

4. If any of 3a - 3d are marked YES, is the arrangement related to carbon sequestration or GHG emission reductions?

- 5765
- | | | | | | |
|---|--------------------------|-----|---|--------------------------|----|
| 1 | <input type="checkbox"/> | Yes | 3 | <input type="checkbox"/> | No |
|---|--------------------------|-----|---|--------------------------|----|



Section F:

Accounts Receivable

- Deferred payments across calendar years
 - NOT the same as unsold crops
- Unsold vs. Money owed (do not duplicate)
 - Unsold commodities belong in E.O.Y. inventory (Assets Section), because they have not been sold yet
 - Accounts Receivable is what is owed for commodities that have already been sold (delivered), but not paid yet (think contracts)



EXAMPLE:

The producer delivered 1,000 cwt of milk @ \$15/cwt in December last year, and was paid in the first week of January.

At the end of this year, he delivered 1,000 cwt of milk @ \$17/cwt, and was paid the first week of next year.

SECTION F

ACCOUNTS RECEIVABLE & DEFERRED PAYMENTS

1. For each item below, report income received or the amount owed to the operation on the dates specified.
(Include cash sales, marketing contract sales, and production contract removals. Exclude crops in storage and not yet sold.)

[NOTE: Crops in storage and not sold as of the reference date should be reported in Section J, Item 3a.]

	None	Dollars
a. On January 1, 2023, what was the total dollar amount owed to this operation for all commodities produced and sold (cash or contract) before January 1, 2023? . . 0885	<input type="checkbox"/>	\$ 15 000 .00
(i) How much did this operation receive from Item 1a during 2023? 0875	<input type="checkbox"/>	\$ 15 000 .00
b. What was the total dollar amount owed to this operation on December 31, 2023, for all commodities produced, sold (cash or contract), delivered, or removed under contract in 2023 and earlier years? 0886	<input type="checkbox"/>	\$ 17 000 .00



SECTION E

1 What commodities did this operation have MARKETING or PRODUCTION contracts for in 2021? [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? (Exclude landlord's share.)	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 2021 from this contract? (Total Dollars)
Milk	3927 909	3550 1	3928 52 000	3929 2	3930 \$ 17 . 00	3931 \$ 867 000 .00

$$(52,000 \text{ cwt}) \times (\$17/\text{cwt}) = \$884,000$$

$$(\$884,000 - \$17,000) = \$867,000 \text{ received}$$

SECTION F

ACCOUNTS RECEIVABLE & DEFERRED PAYMENTS

1. For each item below, report income received or the amount owed to the operation on the dates specified.
(Include cash sales, marketing contract sales, and production contract removals. Exclude crops in storage and not yet sold.)

[NOTE: Crops in storage and not sold as of the reference date should be reported in Section I, Item 3a.]

	None	Dollars
a. On January 1, 2021, what was the total dollar amount owed to this operation for all commodities produced and sold (cash or contract) before January 1, 2021? . . . 0885	<input type="checkbox"/>	\$ 15 000 .00
(i) How much did this operation receive from Item 1a during 2021? 0875	<input type="checkbox"/>	\$ 15 000 .00
b. What was the total dollar amount owed to this operation on December 31, 2021, for all commodities produced, sold (cash or contract), delivered, or removed under contract in 2021 and earlier years? 0886	<input type="checkbox"/>	\$ 17 000 .00



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SECTION E

1 What commodities did this operation have MARKETING or PRODUCTION contracts for in 2021? [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? (Exclude landlord's share.)	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 2021 from this contract? (Total Dollars)
Processed Cherries	3927 6156	3550 1	3928 100 000	3929 1	3930 \$ 0 . 42	3931 \$ 21 000 .00

$$(100,000 \text{ lbs}) \times (42 \text{ cents/lb}) = \$42,000$$

SECTION F

ACCOUNTS RECEIVABLE & DEFERRED PAYMENTS

1. For each item below, report income received or the amount owed to the operation on the dates specified.
(Include cash sales, marketing contract sales, and production contract removals. Exclude crops in storage and not yet sold.)

[NOTE: Crops in storage and not sold as of the reference date should be reported in Section I, Item 3a.]

	None	Dollars
a. On January 1, 2021, what was the total dollar amount owed to this operation for all commodities produced and sold (cash or contract) before January 1, 2021? . . . 0885	<input type="checkbox"/>	\$.00
(i) How much did this operation receive from Item 1a during 2021? 0875	<input type="checkbox"/>	\$.00
b. What was the total dollar amount owed to this operation on December 31, 2021, for all commodities produced, sold (cash or contract), delivered, or removed under contract in 2021 and earlier years? 0886	<input type="checkbox"/>	\$ 21 000 .00



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Conclusion

- Marketing/Production Contracts and Accounts Receivable tell an important part of the farm financial story



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Sec. G – Direct Sales



Kyle Nelson
Northern Plains Region



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Why is this important?

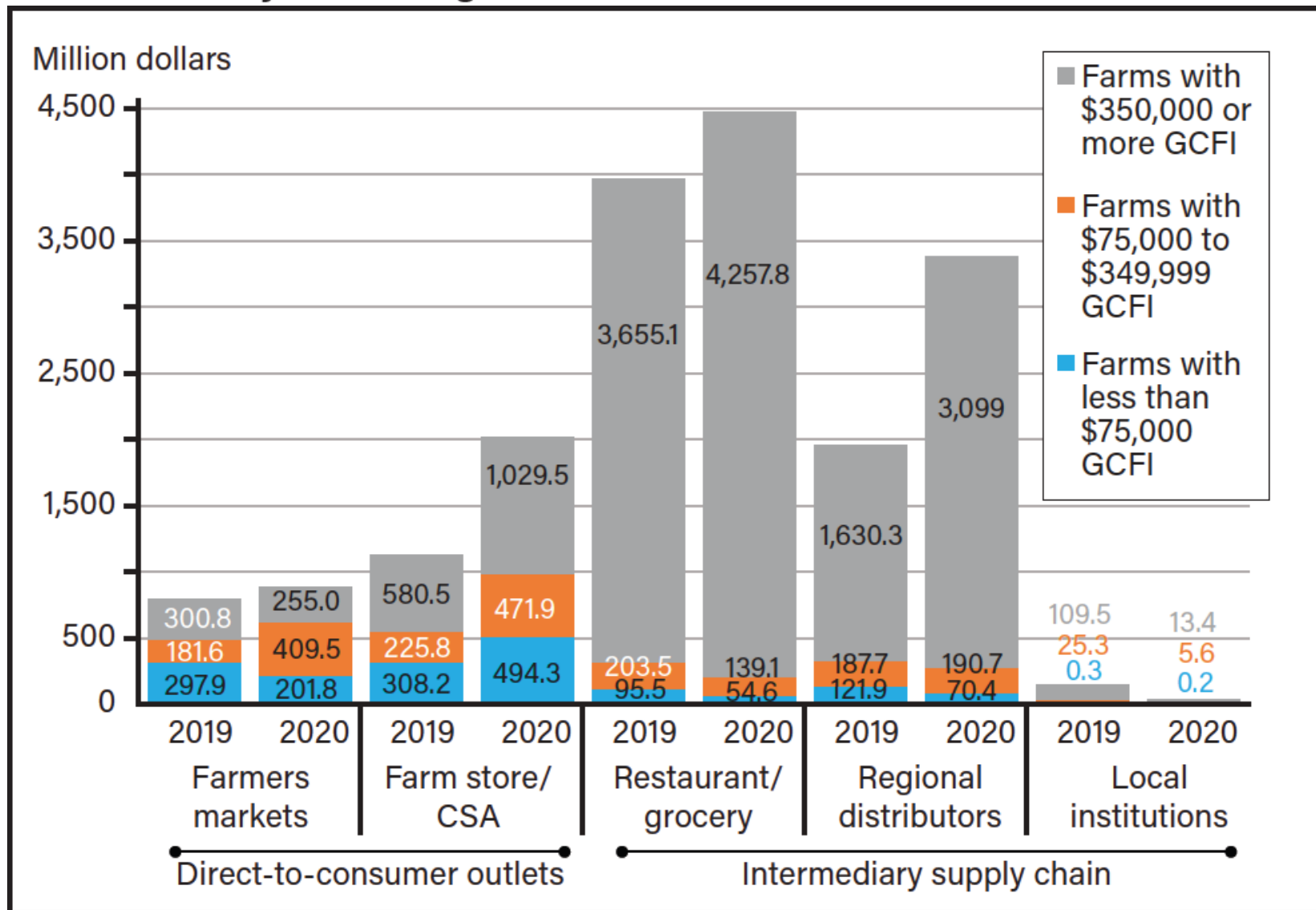
- Understand farm operations utilizing direct sales



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Direct sales by marketing channel and farm size, 2019 and 2020



Source: USDA, National Agricultural Statistics Service and USDA, Economic Research Service, 2019 and 2020 Agricultural Resource Management Survey.



Sec. G - Questionnaire

- Please be aware of includes and excludes.
- Item 1 - Sales are split out Edible and Non-edible Products by category (Consumers, Retail markets, Institutions, and Intermediate markets).
- Item 2 – Include marketing expenses related to products reported in Item 1.
- Item 3 – Questions pertain to the sale of processed/value-added products.

Gross Value of Sales
of Edible Products

Gross Value of Sales
of Non-edible
Products



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Sec. G – In conclusion...

- Please be aware of what types of direct sales and sales to intermediate markets you may see in your area.
- Sales in Sec. G should appear elsewhere on the questionnaire.



Sections H: Government Payments & Other Farm Related Income

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David Garcia
Statistician - Pacific Region

Objectives & Purpose

- This section will help measure income other than crop and livestock sales.
- Government payments and other farm income contribute to a farm's bottom line.
- Only account for income that belongs to the operation identified on the label.



Item 1: CCC Loans

- What is Commodity Credit Corporation (CCC) Loan?
 - Provides producers an interim financing option at harvest time for cash flow.
 - Crop is posted as collateral.
 - Farmers have the option to pay back the loan or deliver the crop.
 - Maximizes the return to the farmer.



Item 2: Farm Payments & Programs

- **Farm Program Payments**
- **Conservation Reserve Program (CRP)**
 - 10-15 year program to mitigate erosion, improve water quality, and wildlife habitat.
- **Environmental Quality Incentives Program (EQIP)**
 - Provides assistance to plan/implement conservation practice to improve soil, water, plant, animal, air, and other natural resources.
- **Conservation Stewardship Program (CSP)**
 - Promotes sustainable production on working lands
- **Other Conservation Programs**
 - Wetlands Reserve, Grassland Reserve, among other types



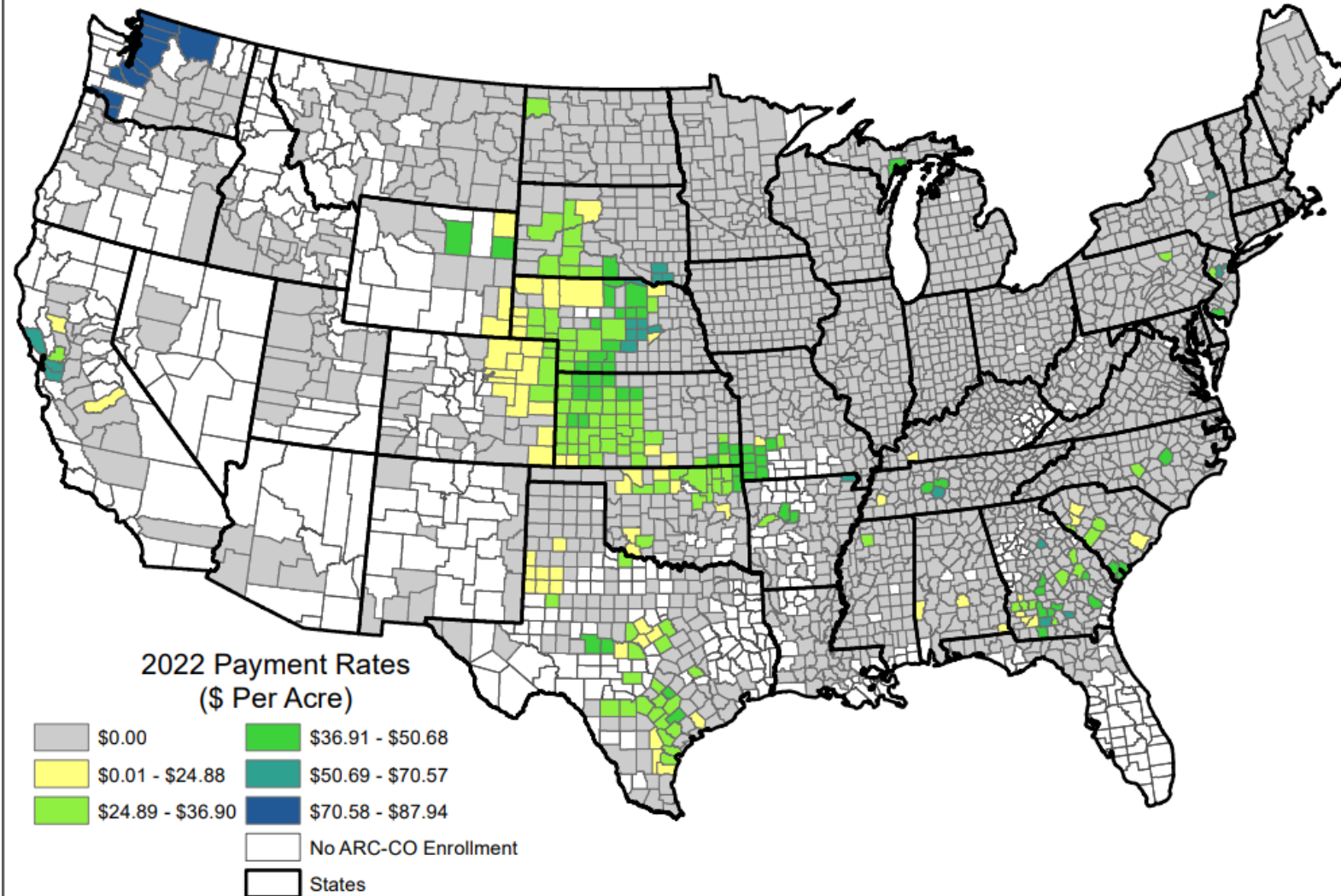
Item 2: Government Programs

- **Price Loss Coverage (PLC)**
 - Program payments issued when effective crop price is less than the program reference price.
- **Agricultural Risk Coverage (ARC)**
 - Income support program tied to the historical base acres, not current production of that crop.
- **Dairy Margin Coverage (DMC)**
 - Risk management program for dairy producers.
- **Disaster Payments**
 - Emergency funding made available after severe weather events, drought or fire.



2022 ARC-CO Payment Rates for Corn

Counties with an All or Non-Irrigated Rate Designation



Map is intended for Farm Service Agency (FSA) purposes only. Map depicted only serves as a general reference map.

Date: 10/16/2023

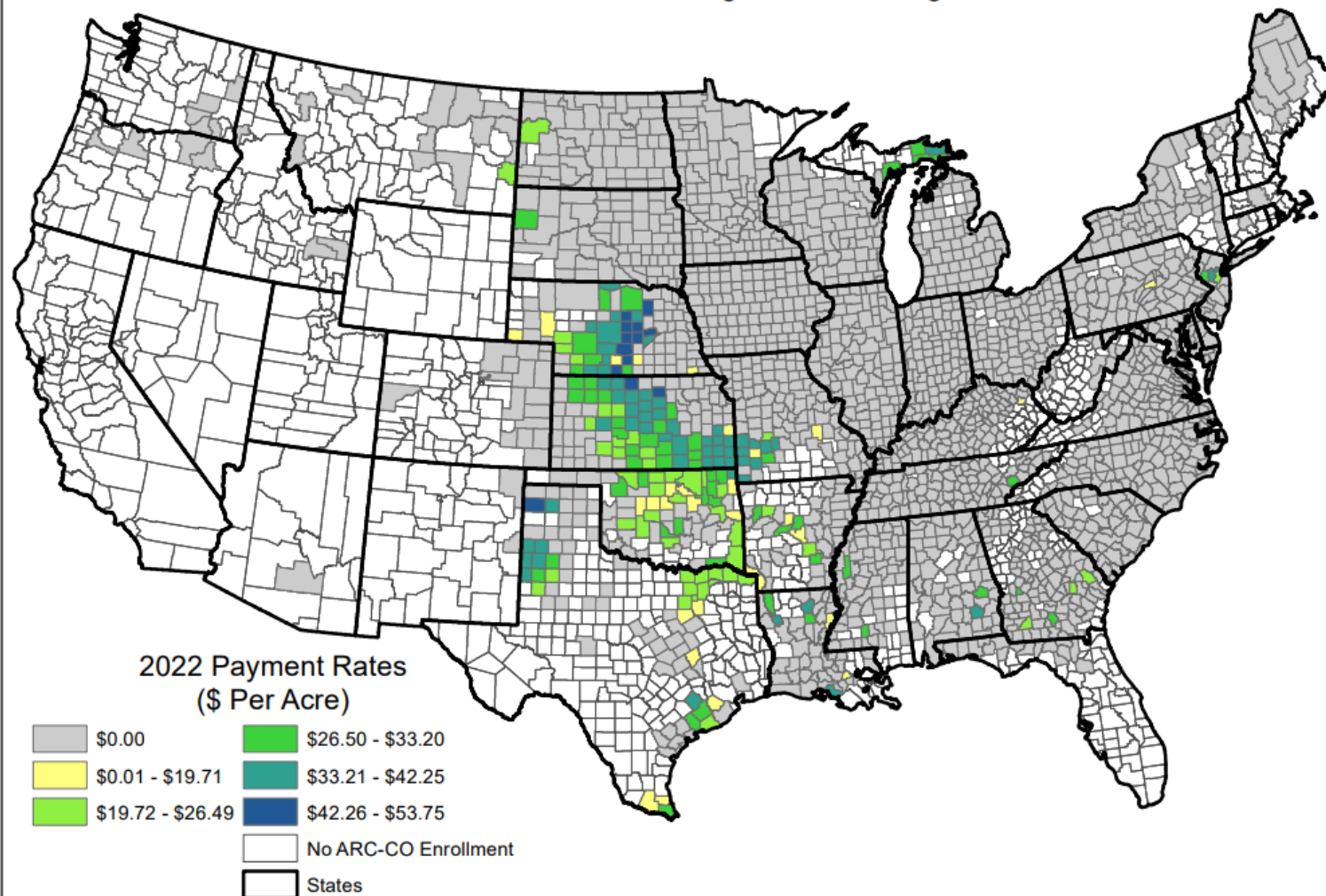


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2022 ARC-CO Payment Rates for Soybeans

Counties with an All or Non-Irrigated Rate Designation



Map is intended for Farm Service Agency (FSA) purposes only. Map depicted only serves as a general reference map.

Date: 10/16/2023

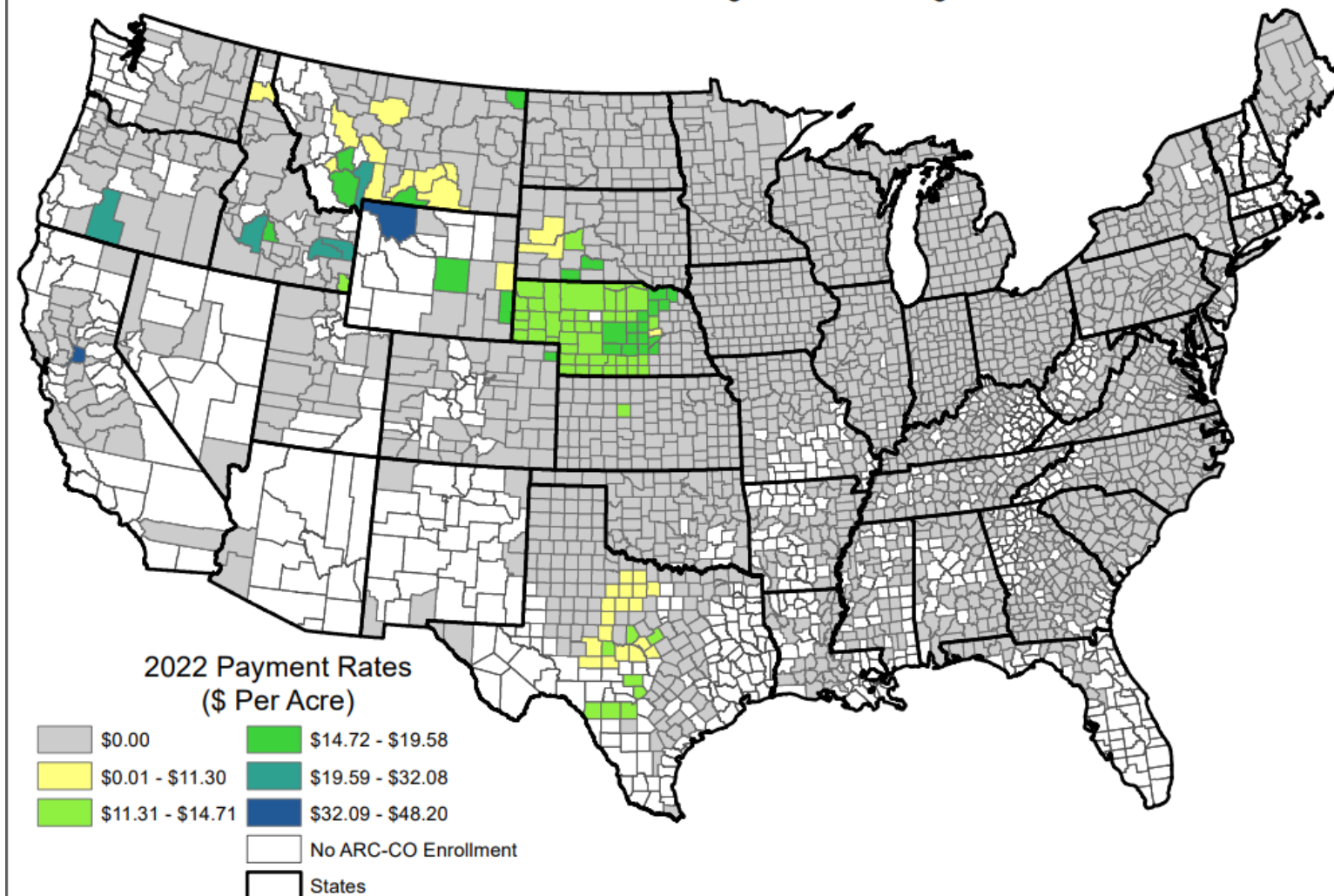


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2022 ARC-CO Payment Rates for Oats

Counties with an All or Non-Irrigated Rate Designation



Map is intended for Farm Service Agency (FSA) purposes only. Map depicted only serves as a general reference map.

Date: 10/16/2023

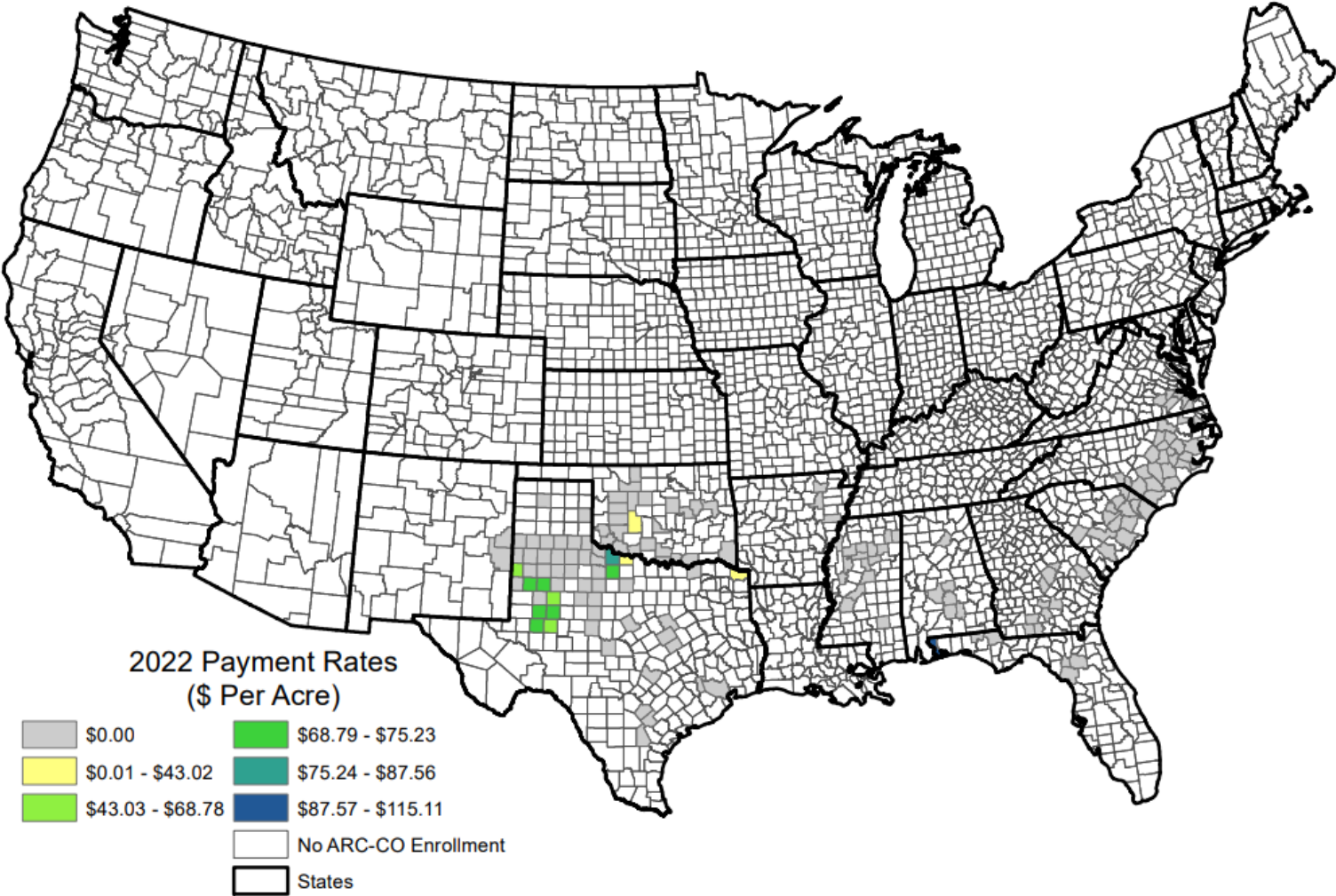


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2022 ARC-CO Payment Rates for Peanuts

Counties with an All or Non-Irrigated Rate Designation



Map is intended for Farm Service Agency (FSA) purposes only. Map depicted only serves as a general reference map.

Date: 10/16/2023



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Item 3: Other Farm Related Income

- Do NOT include income previously reported.
- All income reported must be part of this operation.
- **Custom Work**
 - This operation provides both labor and the machine for a fee.
- **Grazing of Livestock**
 - Include short term grazing contracts (2-4 months).



Item 3: Other Farm Related Income (continued)

- **Insurance Indemnity Payments**

- Includes insurance payments from crop insurance, hail insurance, vehicle and equipment insurance policies, and the owner's home (if owned by the operation).

- **All Other Farm Income**

- Hedging (futures contract) profits or losses
- Refunds claimed for marketing charges
- Sale of value-added goods
- Payments received for cell phone towers, access roads, etc.



Item 4: Crops vs Livestock

4. In 2023, did the largest portion of this operation's total gross value of sales come from crops or livestock?
(If the operation had no sales in 2023, choose crops if the value of cropland on the operation exceeds the value of any livestock on the operation in 2023. Otherwise, choose livestock).

0562 ¹ ☐ CROP

² ☐ LIVESTOCK



ANY
QUESTIONS



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Operating & Capital Expenditures

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Brad Medlock
Upper Midwest Region



United States Department of Agriculture
National Agricultural Statistics Service





Uses of Expenditure Data

Farm Production Expenditures 2022 Summary

July 2023

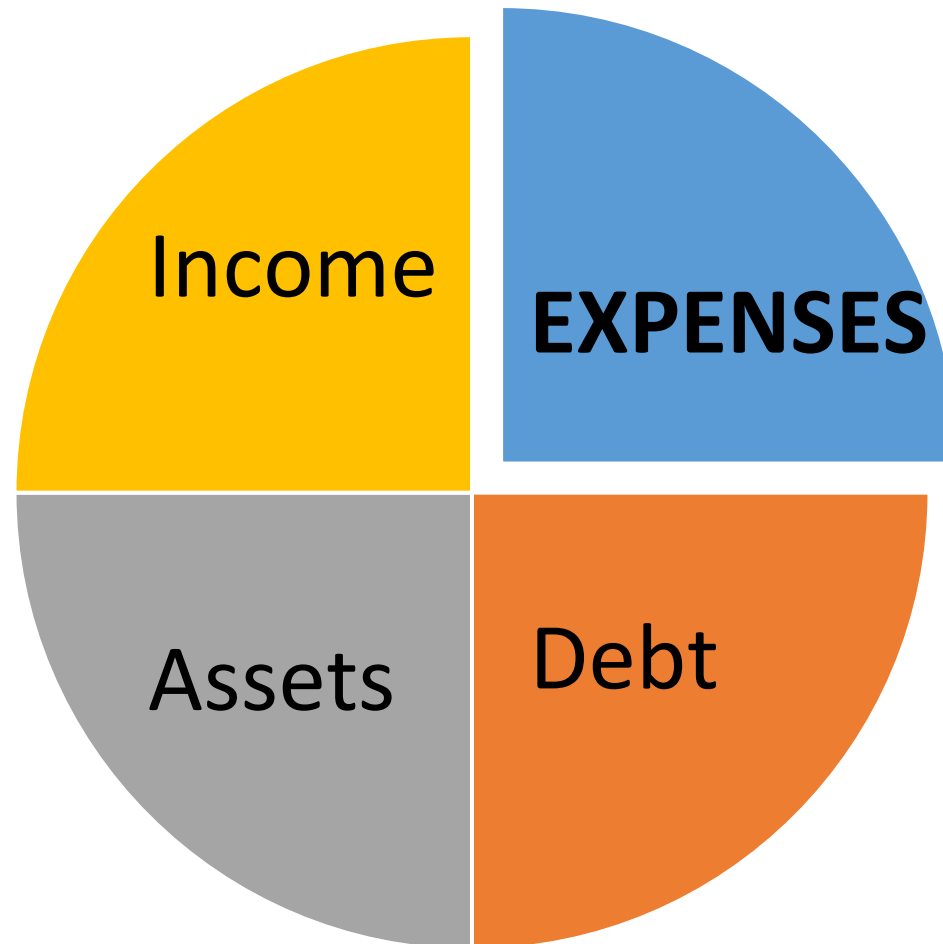
- Provides annual weights for NASS's computation of the Prices Paid Indexes
- Bureau of Economic Analysis (BEA)
- USDA Office of the Chief Economist



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How it all Fits



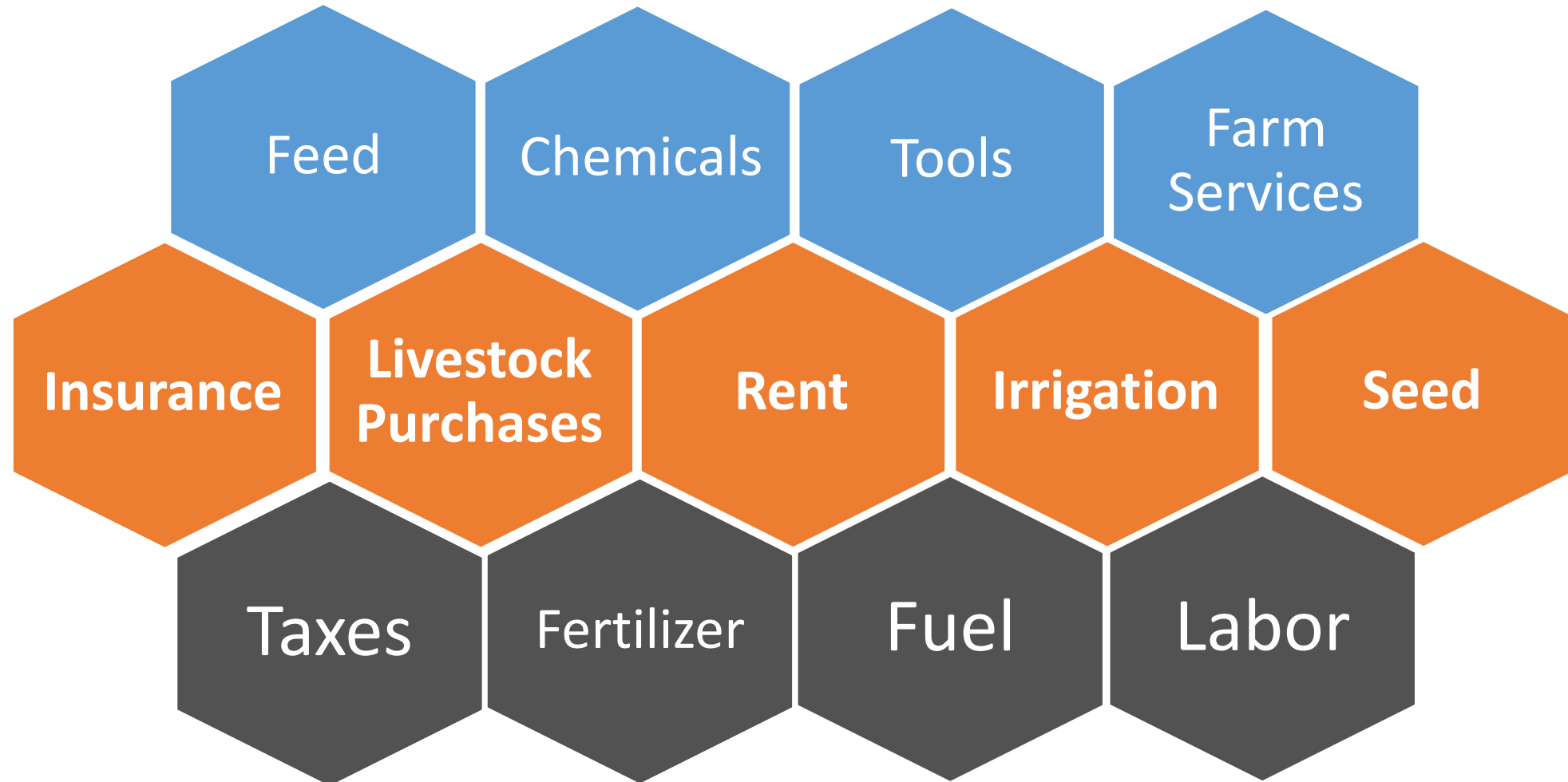
Expenditures - General

- Include expenses related to this operation
- Watch Include/Exclude Instructions
- Landlord expenses asked at the end of the section
- Best Estimates are Acceptable

SECTION I		OPERATING & CAPITAL EXPENDITURES	
In 2023, how much was spent for each item by the PRODUCER(S) and PARTNER(S): <i>(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.)</i>			
OPERATING EXPENSES in 2023			
		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>	<input type="checkbox"/>	\$.00
	0600		
2.	nutrients, fertilizer, lime, and soil conditioners? <i>(Include cost of custom application and organic materials. Exclude potting mixes, vermiculite, and sterilized soil.)</i>	<input type="checkbox"/>	\$.00
	0606		
3.	agricultural chemicals and biocontrols for crops, livestock, poultry, and general farm use? <i>(Include biological pest controls and custom application costs.)</i>	<input type="checkbox"/>	\$.00
	0612		



Operating Expenses



Seed/Fertilizer/Chemicals: Items 1 – 3

- Want amount paid by operation in this year regardless of when the input was used
- May not be entirely used



SECTION I

OPERATING & CAPITAL EXPENDITURES

In 2023, 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.)*

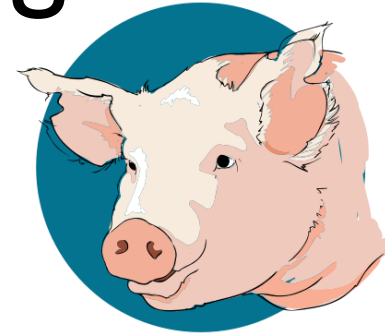
OPERATING EXPENSES in 2023

	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
3. agricultural chemicals and biocontrols for crops, livestock, poultry, and general farm use? <i>(Include biological pest controls and custom application costs.)</i> 0612	<input type="checkbox"/>	\$.00



Livestock: Items 4-8

- Check Section C for Inventory
- Include Commission, Yardage, Insurance, and Fees



4. livestock purchases of –		
a. breeding stock for beef cattle, dairy cattle, hogs and sheep? 0621	<input type="checkbox"/>	\$.00
b. other cattle, calves, hogs and pigs? [Report other sheep in Item 4d.] 0624	<input type="checkbox"/>	\$.00
c. chickens and turkeys? [Report ducks and game birds in Item 4d.] 0627	<input type="checkbox"/>	\$.00
d. other livestock and poultry? (Include other sheep, lambs, bees, brood fish, fingerlings, eggs for hatching, goats, etc.) 0630	<input type="checkbox"/>	\$.00
5. leasing of livestock? (Include bees, bulls, dairy cattle, etc.) 0633	<input type="checkbox"/>	\$.00
6. purchased feed for livestock and poultry? (Include grain, hay, silage, mixed feeds, concentrates, etc.) 0636	<input type="checkbox"/>	\$.00
7. bedding and litter for livestock? 0639	<input type="checkbox"/>	\$.00
8. medical supplies, veterinary and custom services for livestock? 0642	<input type="checkbox"/>	\$.00



Fuel Breakout – Item 9

- IRS Schedule F will help a bit
- Only Include Farm Share
- Item 9a (code 663) should be the sum of the fuels below



9. purchases for the farm business of –	<input type="checkbox"/>	\$	TOTAL	.00
a. all fuels, oils and lubricants? <i>(total of 9a(i) through 9a(vi) must equal Item 9a)</i>	0663	<input type="checkbox"/>	\$.00
(i) diesel fuel? <i>(Include biodiesel.)</i>	0645	<input type="checkbox"/>	\$.00
(ii) gasoline and gasohol? <i>(Include ethanol blends.)</i>	0648	<input type="checkbox"/>	\$.00
(iii) natural gas?	0651	<input type="checkbox"/>	\$.00
(iv) LP gas <i>(propane, butane)?</i>	0654	<input type="checkbox"/>	\$.00
(v) oils and lubricants? <i>(Include grease, hydraulic fluids, motor oils, transmission fluids, etc.)</i>	0657	<input type="checkbox"/>	\$.00
(vi) all other fuel? <i>(Include coal, fuel oil, kerosene, wood, etc.)</i>	0660	<input type="checkbox"/>	\$.00



Supplies, Repairs & Maintenance

- Items 13 – 15: Supplies, Repairs, Maintenance of Farm Buildings
- Item 16: Repairs to Operator's Dwelling ***(ONLY IF IT IS OWNED BY THE OPERATION)***



13. farm supplies, marketing containers, hand tools and farm shop power equipment? . . . 0702	<input type="checkbox"/>	\$.00
14. repairs, parts and accessories for motor vehicles, machinery and farm equipment? 0708	<input type="checkbox"/>	\$.00
15. maintenance and repair for the upkeep of all farm buildings, houses other than the producer's, land improvements, and all other farm/ranch improvements? 0714	<input type="checkbox"/>	\$.00
16. maintenance and repair of the producer's house if it was owned by the operation? 0726	<input type="checkbox"/>	\$.00



Wages and Labor Expenses

The following table applies to items 24 and 25				
Include		Exclude		
<ul style="list-style-type: none"> • Cash wages • Incentives and bonuses • Payments to corporate officers and family members, including yourself and other producers if they received a wage 	<ul style="list-style-type: none"> • Draws by individual producers and partners • Wages paid for custom labor or contract work • Payments to pensions or retirement plans • Social Security on owner/producer 	Employer's share of: <ul style="list-style-type: none"> • Social Security and unemployment taxes • Health and life insurance • Worker's compensation 		

	None	Dollars	
24. CASH WAGES paid to hired farm and ranch labor? 0758	<input type="checkbox"/>	\$	TOTAL .00
25. Of the (Item 24) dollars, how much salary or wage was paid to — (total 25a + 25b + 25c + 25d + 25e must equal Item 24)			
a. you (the principal producer)? 0764	<input type="checkbox"/>	\$.00
b. your (the principal producer's) spouse? (Even if your spouse is a producer, include his/her wages here.) 0767	<input type="checkbox"/>	\$.00
c. other members of your (the producer's) household? (Even if your other household members are producers, include their wages here.) 0574	<input type="checkbox"/>	\$.00
d. other producers (outside the producer's household)? (Those persons responsible for the day-to-day management decisions for this operation.) 0770	<input type="checkbox"/>	\$.00
e. all other paid farm and ranch labor? 0773	<input type="checkbox"/>	\$.00
26. payroll taxes for hired labor? (Include any amounts the farm paid for farm workers that are part of your (the producer's) household.) 0705	<input type="checkbox"/>	\$.00
27. benefits for hired labor? (Include employer's share of health insurance, pension or retirement plans, Worker's Compensation, etc.) 0915	<input type="checkbox"/>	\$.00



Marketing Charges

- Section I, Item 34
 - Almost all operations that sell commodities have marketing expenses.
 - If operator reports no marketing charges, probe to find out if anything was subtracted out of the total price before the farmer received the check.
 - Get total quantity and unit sold if operator doesn't know the total marketing charges.

34. Marketing and storage expenses incurred by this operation? (*Include* check-off, commissions, storage, inspection, ginning, etc. *Include* marketing expenses for contract sales.) 0868 ☐ \$.00



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Operating Expenses not located in Section I

- Gross rent components: Section A
 - Cash Rent
 - Share rent
 - Grazing fees
- Contractor Expenses: Section D, Item 1, Column 5
- Livestock contract production fees: Section E
 - Section E, Item 2, last two columns



Operating vs Capital Expenses



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Capital Improvements

- Focus on expenses which add value to the farm assets and businesses

CAPITAL EXPENSES in 2023

35. improvements on land such as land preparation, irrigation improvements, well drilling, ponds, feedlots, trench silos, lagoons, new fences, etc.?	0807	<input type="checkbox"/>	\$.00
36. new construction and remodeling of dwellings, barns, buildings, hog houses, poultry houses, milk barns, storage facilities, sheds, silos, etc.?	0810	<input type="checkbox"/>	\$.00
37. new construction or remodeling of the producer's dwelling, if owned by the operation?	0813	<input type="checkbox"/>	\$.00



Vehicles, Machinery, and Equipment

- Important to distinguish assets used by the farm or ranch versus other businesses or the household

For Items 38 through 45, report the TOTAL NET COST (after deducting the value of trade-ins, rebates & discounts) of the following items purchased in 2023 for the farm/ranch:				None	Percent for farm/ranch use			Dollars	
						%		\$	
38. Cars – (Include new and used.)	0817	<input type="checkbox"/>		%	0816		\$		.00
39. Trucks – (Include new and used trucks, pickups, sport utility vehicles, vans, campers and buses.)	0819	<input type="checkbox"/>		%	0818		\$		.00
40. ATVs, Side by Sides, UTVs, etc.	0814	<input type="checkbox"/>		%	3100		\$		.00
41. Tractors – (Include new and used.)	0820	<input type="checkbox"/>					\$.00
42. Self-propelled equipment – (Include implements and self-propelled equipment for livestock, dairy, or poultry production. Exclude tractors.)	0821	<input type="checkbox"/>					\$.00
43. Other farm machinery, non-self-propelled farm equipment, pumps, and capital equipment for crop or livestock production. (Include farm share only.)	0822	<input type="checkbox"/>					\$.00
44. Office equipment, furniture, and computers that were placed on a depreciation schedule.	0823	<input type="checkbox"/>					\$.00
45. Farmland and other farm real estate for expanding this operation	0802	<input type="checkbox"/>		Acres	0803		\$		.00



Catch-All Questions

- All Other Capital Expenses – Question 46
- All Other Production Expenses – Question 47

46. All other capital expenditures. (*Include all other capital expenditures that were placed on a depreciation schedule.*) Specify Other Capital Expenditures & Amounts: ↴

	None	
<input type="text"/>	<input type="checkbox"/>	\$ <input type="text"/> .00

47. What other expenses did this operation have in 2021 that have not been recorded? (*Include potting soil.*) Specify Other Expenses & Amounts: ↴

<input type="text"/>	<input type="checkbox"/>	\$ <input type="text"/> .00
----------------------	--------------------------	-----------------------------



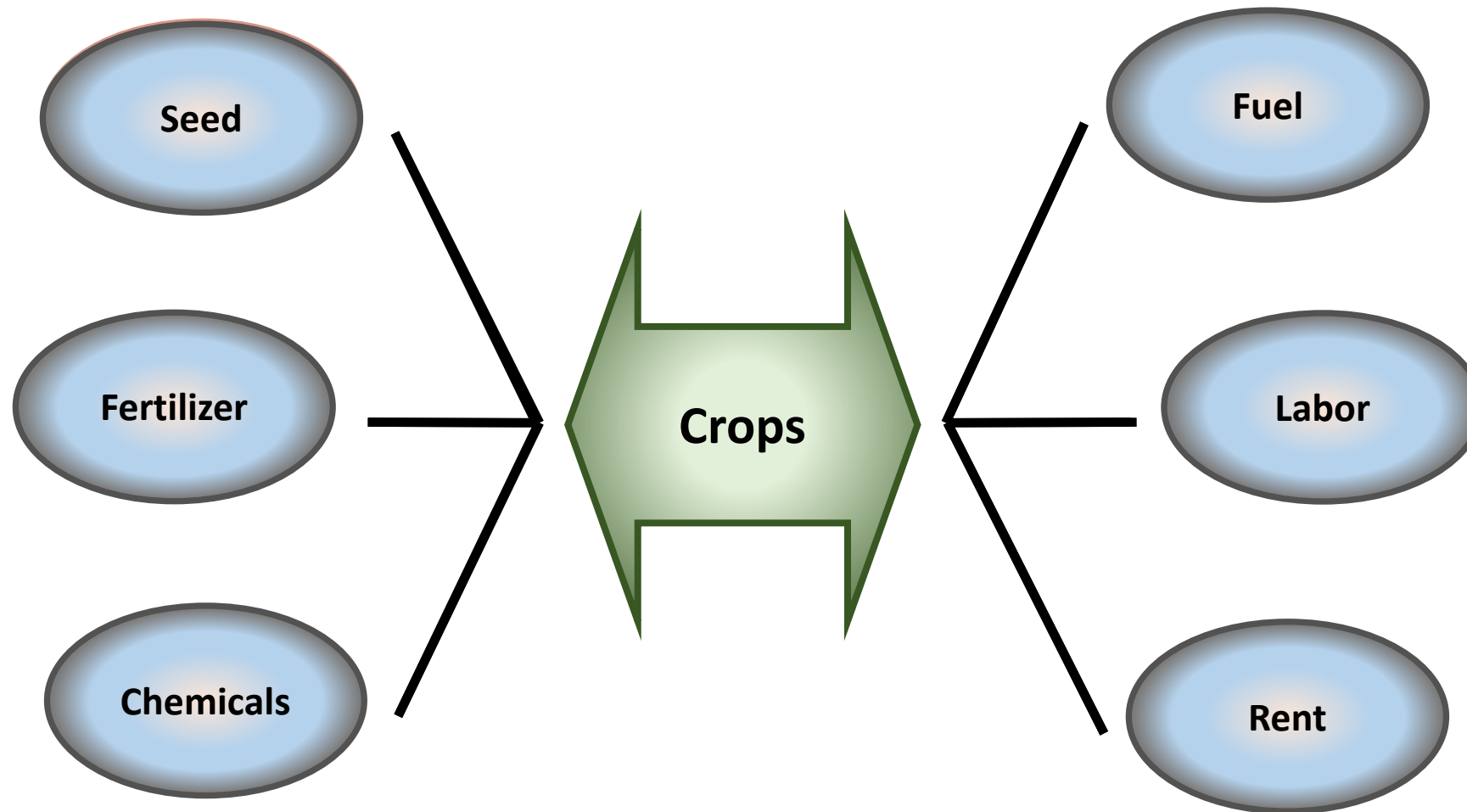
Landlord Expenses

- Skip if there is no rental agreement.
- If exact amounts unknown, write notes if landlord paid expenses.
- All landlords should have property tax expenses.

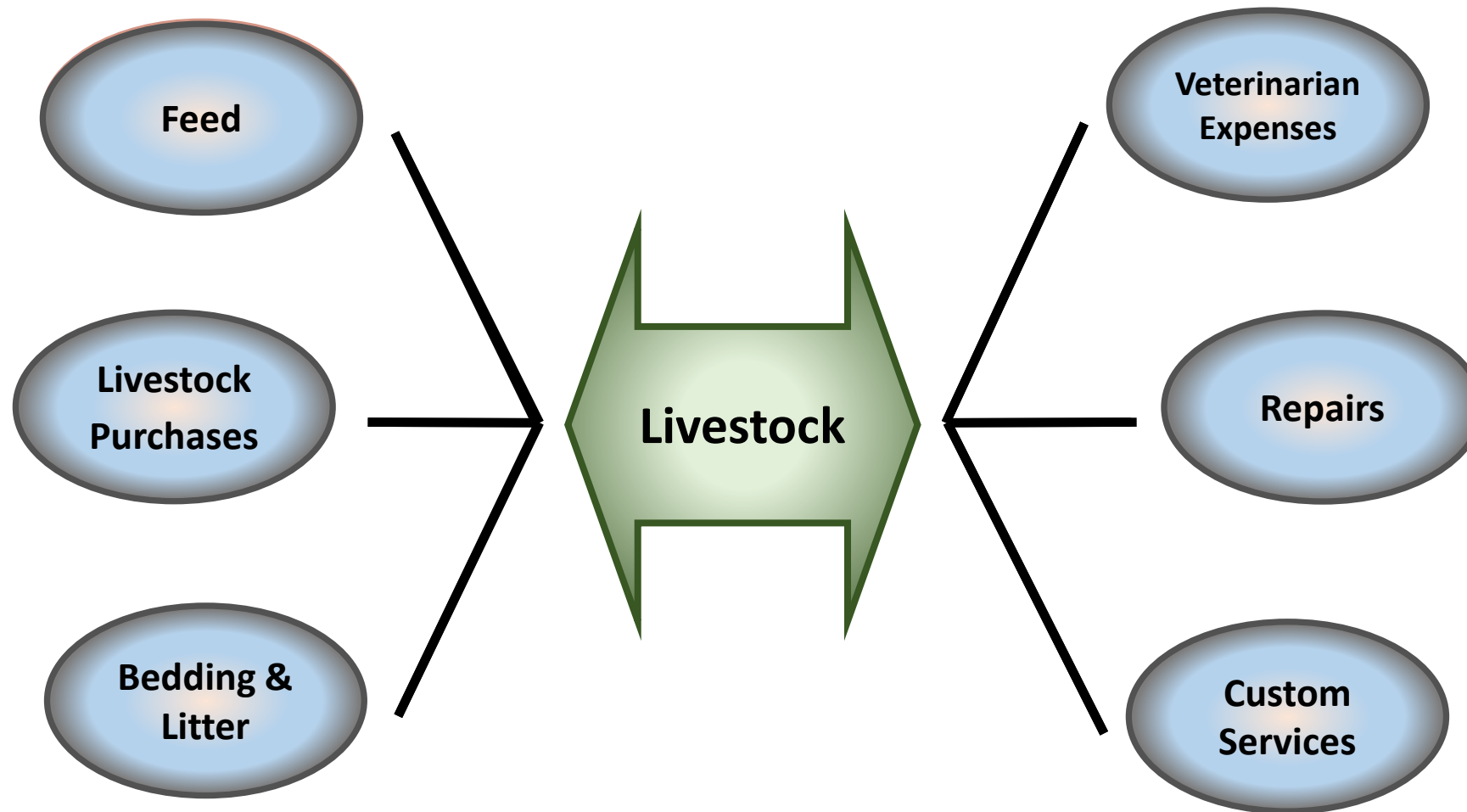
In 2023, how much was spent for each item by the operation's LANDLORD(S):			
OPERATING EXPENSES in 2023			
		None	Dollars
48. seeds, sets, plants, seed cleaning and treatments, transplants, trees and nursery stock? <i>(Include technology or other fees, seed treatments, and seed cleaning cost. Exclude 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
52. Marketing and storage expenses incurred by this operation? <i>(Include check-off, commissions, storage, inspection, ginning, etc. Include marketing expenses for contract sales.)</i>	0869	<input type="checkbox"/>	\$.00
2668	<input type="text"/>	<input type="checkbox"/>	\$.00
53. All other landlord expenses → Please specify.	2669	<input type="checkbox"/>	\$.00



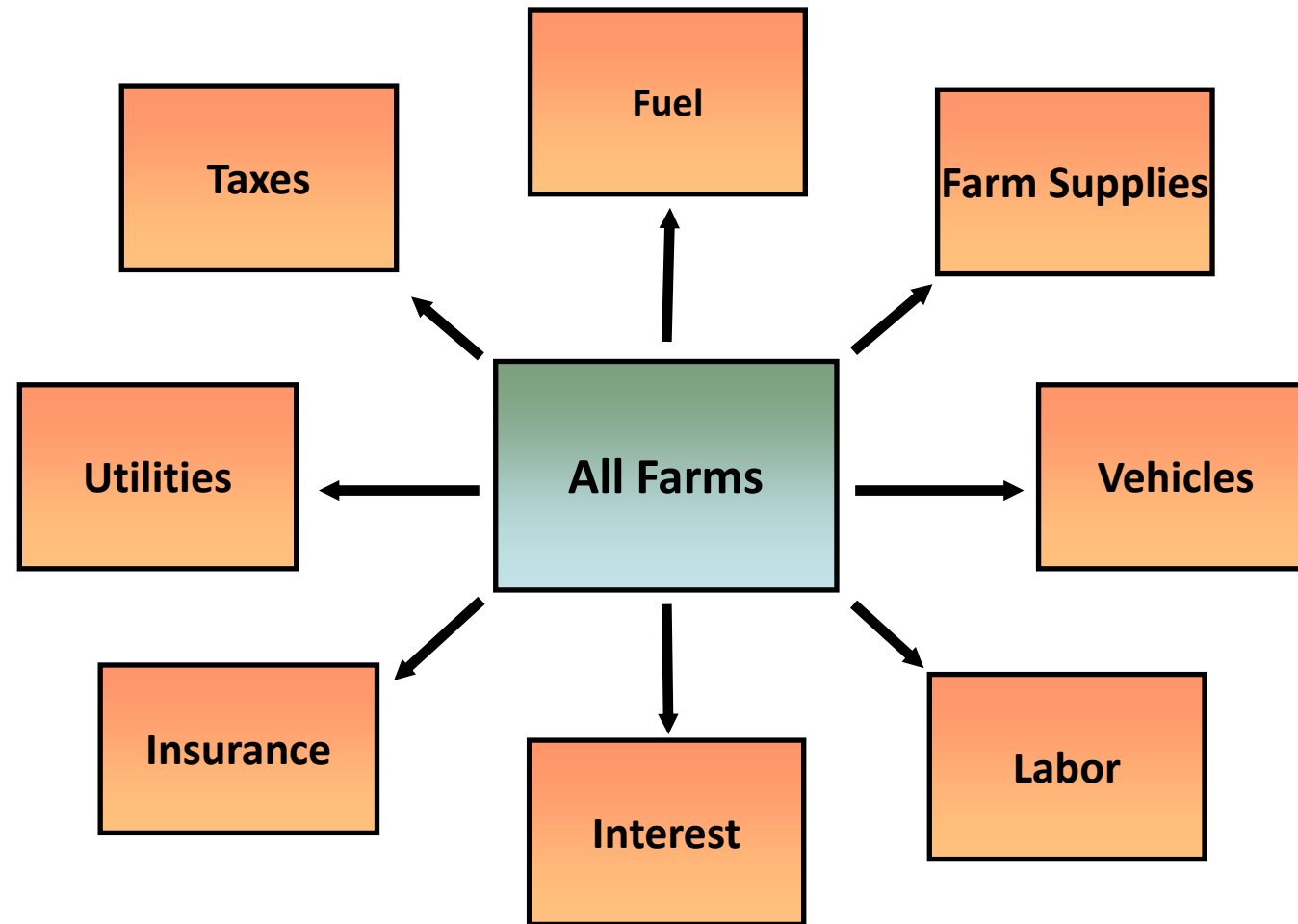
Data Relationships – Crop Operations



Data Relationships – Livestock Operations



Data Relationships – All Farms



Data Relationships – EXAMPLES

- ***Debt Reported in Section K?*** Should have Interest expenses in item 19
- ***Paid Labor Hours Reported in Section L?*** Cash Wages in items 24 & 25
- ***Land Owned in Section A?*** Real estate taxes in Item 20
- ***Land Rented in Section A?*** Landlord real estate taxes in Item 51
- ***Dairy Operation?*** Milk Hauling Expenses in Item 29a
- ***Vehicles Owned/Leased?*** Registration/Licensing Fees in Item 22



Encourage Use of Farm Records

SCHEDULE F (Form 1040)

Department of the Treasury
Internal Revenue Service

Profit or Loss From Farming

Attach to Form 1040, 1040-SR, 1040-SS, 1040-NR, 1041, or 1065.
Go to www.irs.gov/ScheduleF for instructions and the latest information.

OMB No. 1545-0074

2023
Attachment
Sequence No. **14**

Part II Farm Expenses—Cash and Accrual Method. Do not include personal or living expenses. See instructions.

10	Car and truck expenses (see instructions). Also attach Form 4562	10		23	Pension and profit-sharing plans . . .	23	27
11	Chemicals	11	3	24	Rent or lease (see instructions):		
12	Conservation expenses (see instructions)	12		a	Vehicles, machinery, equipment . . .	24a	21
13	Custom hire (machine work) . . .	13	29b	b	Other (land, animals, etc.)	24b	5, Sec A: 6
14	Depreciation and section 179 expense (see instructions)	14	23	25	Repairs and maintenance	25	14 – 16
15	Employee benefit programs other than on line 23	15	27	26	Seeds and plants	26	1
16	Feed	16	6	27	Storage and warehousing	27	34
17	Fertilizers and lime	17	2	28	Supplies	28	13
18	Freight and trucking	18	29a	29	Taxes	29	20, 26
19	Gasoline, fuel, and oil	19	9	30	Utilities	30	10 – 12
20	Insurance (other than health) . . .	20	18	31	Veterinary, breeding, and medicine .	31	8
21	Interest (see instructions):		19a	32	Other expenses (specify):		
a	Mortgage (paid to banks, etc.) . . .	21a		a	Bedding and Litter for Livestock	32a	7
b	Other	21b	19b	b	Vehicle Registration and Licensing	32b	22
22	Labor hired (less employment credits)	22	24, 28, 30	c	Farm Management Services	32c	32
				d	Other General Expenses	32d	33
				e	All Other Operating Expenses	32e	47
				f		32f	



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Summary and Highlights

- All farms and ranches have expenses.
- Difference between Operating and Capital Expenses.
- Ask yourself if the questionnaire make sense?
- Leave comments when in doubt and for unusual situations.
- Do not double count, record only once.
- Encourage the use of farm records.



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Sections J & K

Farm Assets & Debt



Hernan Ortiz
Statistician - Northeastern Region



United States Department of Agriculture
National Agricultural Statistics Service



Farm Equity Purpose

Why so much detail on a **\$ensitive \$ubject**?

- A ***complete*** and ***accurate*** financial picture of the **agricultural sector** requires wealth measurement via the balance sheet
- Equity = assets - debt
- Provides more detailed picture of the sector balance sheet's strengths and weaknesses



Farm Equity Purpose (continued)

- To evaluate credit and lending conditions in the farm sector
- Many of the current financial concerns about agriculture involve asset (land values) and debt repayment
- Without good data, lenders may be too cautious and leave farmers with fewer borrowing opportunities
- Needed by:
 - Lenders
 - Input providers
 - Policymakers



Fair Market Value

Fair Market Value – price for which the assets could be sold under the market conditions existing at the specified date

- Assumes that buyers and sellers exist
- Assumes no unusual circumstances

Value may be available by respondent from:

- Net worth statements from loans
- Business financial statement



Asset Ownership

We collect the Fair Market Value of specific assets owned by

- the operation (or corporation)

What if the assets are owned by the farmer?

- Report it under the household Section N

What if assets are used in multiple operations?

- Asset belongs to operation that uses it the most



Farm Assets – Land and Buildings

SECTION J

FARM ASSETS

1. What was the MARKET VALUE of the following assets OWNED by this operation on December 31
(**Include** owned assets on rented land.)

a. farm producer's dwelling, if owned by the operation ? (<i>Owned by the operation means the house is recorded as an asset in farm record books or deeded as part of the farm.</i>)	0850	<div>None</div> <div><input type="checkbox"/></div>	\$.00
b. all other dwellings?	0851	<div><input type="checkbox"/></div>	\$.00
c. all other farm buildings and structures? (Include barns and other livestock facilities, cribs, grain bins, greenhouses, silos, storage sheds, fences, corrals, etc.)	0852	<div><input type="checkbox"/></div>	\$.00
d. orchard trees and vines, nursery trees, and trees grown for woody crops? . . . . .					.00
e. oil, gas, and mineral rights	7101	<div><input type="checkbox"/></div>	\$.00
f. land? (Include land rented to others. Exclude houses, buildings, orchard trees and vines, and trees grown for woody crops.)					

If living “off-farm” pay attention to the ownership, asset may belong to the household

All the homes owned by the farm – empty or occupied

Separate orchard crops from the land they are on.

Include all the acres recorded in Section A, item 1 even if rented out

Vehicles and Machinery

2. What was the ESTIMATED MARKET VALUE of the following on December 31,			
a. trucks and cars owned by the operation? (<i>Include farm share only</i>)		Use Reference Date – Assets may depreciate over time	.00
b. tractors, machinery, tools, equipment and implements owned by the operation? (<i>Include ATVs and UTVs</i>)	<input type="checkbox"/>	\$.00
c. stock in farm cooperatives and the Farm Credit System?	Include shares received in lieu of dividends	Check Loan Section	.00

- Values dependent on farm type and size
- If equipment is expected but not reported, check for expenses on leased equipment



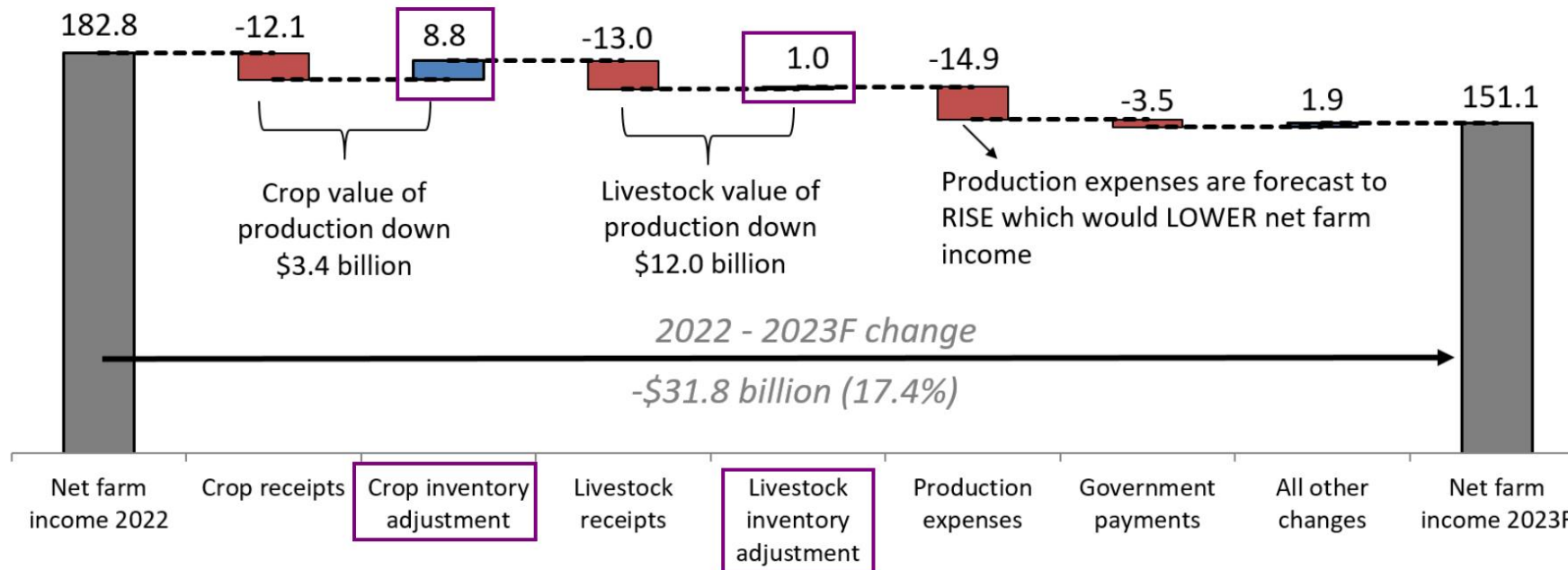
Assets – Jan 1 and Dec 31

For each item below, report the MARKET VALUE(S) of the assets owned by the operation on the dates specified.

3. What was the ESTIMATED MARKET VALUE for the farm share of [item] on —
- a. crops owned and stored on or off this operation? None

Beginning of Year	End of Year
JAN. 1, 2023?	DEC. 31, 2023?
(Dollars)	(Dollars)

Dollars (billions)



F= Forecast. Values are adjusted for inflation using the U.S. Bureau of Economic Analysis Gross Domestic Product Price Index (BEA API series code: A191RG) rebased to 2023 by USDA, Economic Research Service.

Source: USDA, Economic Research Service, Farm Income and Wealth Statistics. Data as of November 30, 2023.

Assets - Crop and Livestock

For each item below, report the MARKET VALUE(S) of the assets owned by the operation on the dates specified.

3. What was the ESTIMATED MARKET VALUE for the farm share of [item] on —

a. crops owned and stored on or off this operation?

(**Include** crops stored at co-op or grain warehouse, specialty crops, fruit storage, hay, silage, and nursery and greenhouse products not in the ground. **Exclude** trees and vines and crops under CCC loans.)

Stored crops must be in whole form, can be purchased or harvested

b. breeding livestock owned by this operation? (**Include** hogs, mink, poultry, sheep, etc., kept for breeding purposes. **Exclude** livestock being produced under contract on another operation (reported in Section D).)

c. non-breeding livestock owned by and located on or off this operation? (**Include** aquaculture, bees, cattle, equine, hogs, mink, poultry, sheep, etc., kept for non-breeding purposes. **Include** livestock products such as honey, mohair, and wool. **Exclude** livestock being produced under contract on another operation (reported in Section D).)

None

Beginning of Year

JAN 1, 2022

End of Year

DEC 31, 2022

(Dollar amount in thousands)

Regardless of location

0888

\$

If BOY = EOY, probe. We expect these values to be different. If you are told they are the same, educate us with a note.

0863

\$

0864

It is possible that BOY or EOY = 0 when farm is starting or stopping a practice.

0876

\$

0877

Exclude production under contract

Assets - Livestock

Make sure data across sections make sense

- Asset Section J – December 31 owned
- Livestock Section C – December 31 owned

INVENTORY	
2	3
On Dec. 31, 2023, how many [column 1] regardless of ownership were on hand? (Number)	Or Dec. 31, 2023, how many [column 1] were owned by and located on or off this operation? (Number)



- b. breeding livestock owned by and located on or off this operation? (Include aquaculture, bees, cattle, equine, hogs, mink, poultry, sheep, etc., kept for breeding purposes. Exclude livestock being produced under contract on another operation (reported in Section D).) ☐
- c. non-breeding livestock owned by and located on or off this operation? (Include aquaculture, bees, cattle, equine, hogs, mink, poultry, sheep, etc., kept for non-breeding purposes. Include livestock products such as honey, mohair, and wool. Exclude livestock being produced under contract on another operation (reported in Section D).) ☐

	Beginning of Year	End of Year
0863		0864
\$	.00	\$
0876		0877
\$	.00	\$

- Livestock operations may have animals at separate locations based on age

Assets – Livestock Exclusions

Livestock Assets – Jan 1 and Dec 31

- **Exclude** livestock not owned, including raised under contract
- **Exclude** livestock raised by another farm under a contract
- **Exclude** livestock owned for pleasure (except equine)

SECTION D OTHER OPERATIONS GROWING, FEEDING, or RAISING LIVESTOCK FOR THIS OPERATION

3
What was the market value of [type] on hand on contractee operations on Jan. 1, 2023?
(Dollars)

7
On Dec. 31, 2023 what was the market value of unsold [type] remaining under contract?
(Dollars)



- b. breeding livestock **owned** by and **located** on or off this operation? (*Include* aquaculture, bees, cattle, equine, hogs, mink, poultry, sheep, etc., kept for breeding purposes. **Exclude** livestock being produced under contract on another operation (reported in Section D).) ☐
- c. non-breeding livestock **owned** by and **located** on or off this operation? (*Include* aquaculture, bees, cattle, equine, hogs, mink, poultry, sheep, etc., kept for non-breeding purposes. **Include** livestock products such as honey, mohair, and wool. **Exclude** livestock being produced under contract on another operation (reported in Section D).) ☐

Beginning of Year		End of Year	
0863	0864	0863	0864
\$	\$	\$	\$
.00	.00	.00	.00
0876	0877	0876	0877
\$	\$	\$	\$
.00	.00	.00	.00



Assets - Production Inputs

Production inputs are divided based on

- 3d - “Paid and waiting to be used”
- 3e - “Paid and already used”
 - These are ‘sunk costs’ and lead to a potential asset or income
 - May be reflected on expenses section this year or previous year
 - If unaccounted for: expenses with no corresponding income or assets
 - Can apply to contractees not yet reimbursed

- d. production inputs **owned** by this operation, such as processed feed, fertilizer, chemicals, fuels, parts, purchased seed and other supplies?
- e. production inputs **already used** by this operation for cover crops or crops planted but not yet mature for harvest (also known as *sunk costs*), or the value of inputs used for production contracts that have yet to be delivered?



Liquid Assets

- Can farmers convert assets to cash?
- Includes liquid and semi-liquid assets
- Almost every producer should have some other farm assets.
 - Cash, bonds, CDs, savings, checking accounts
 - Hedging account balances
 - Government payments due
 - Balance of land contract sales
 - Money owed to the operation outside Section F
 - Quotas and allotments (if excluded from item 1)
 - Livestock products stored but not sold (milk before hauling)



Debt Section K

SECTION K FARM DEBT

1. Was debt used in funding the operation of this farm/ranch in 2023, including any loans obtained in earlier years?
(*Include seasonal production and other loans taken and repaid during 2023.*)

1080 1 ☐ Yes - Continue

3 ☐ No - Go to Item 5

Do not skip entire section K

- Debt is recorded only once in the questionnaire
 - Farm debt : Section K
 - Household debt : Section N
- Include previous year debt not paid off by January 1
- Include amounts used from established lines of credit
- Include all loans taken out in current year, regardless if repaid



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Operating Loans

2.	What was the total amount repaid on farm business loans taken out in 2023? (Record any outstanding balances of loans taken out in 2023 in Item 3.) (Include only seasonal production and other short term farm loans.)	0890	None <input type="checkbox"/>	<table><tr><th colspan="2">Dollars</th></tr><tr><td>\$</td><td>.00</td></tr></table>	Dollars		\$.00
Dollars								
\$.00							

- Item 2 is for loans repaid during the reference year, commonly referred to as “operating loans”
- Loans repaid but not in their entirety during current year belong in Item 3



Debt Table

3. To estimate the financial position of farms correctly and their ability to service debt and to categorize debt by types, we need to list loans this operation had on December 31, 2023, including any line of credit. *(Include farm/ranch loans, debt on the producer's house if owned by the operation, Economic Injury Disaster Loans (EIDL), and multi-purpose loans used for both farm and non-farm purposes. Exclude CCC commodity loans and any loans used exclusively for non-farm purposes.*

What loans belong in the debt table?

- Loans not fully repaid from Question 2
- Loans with a positive Dec 31 balance

Having a 0 balance on Dec 31 - disqualifier

Having a 0 balance on Jan 1 is OK

2	3
What was the balance owed on January 1, 2023 including outstanding principal plus unpaid interest?	What was the balance owed on Dec. 31, 2023 including outstanding principal plus unpaid interest?
(Dollars)	(Dollars)
1050	1002
\$.00	\$.00

Debt Table

1 Who is the lender? [From Lender Codes Above.] (Code)	2 What was the balance owed on January 1, 2023 including outstanding principal plus unpaid interest? (Dollars)	3 What was the balance owed on Dec. 31, 2023 including outstanding principal plus unpaid interest? (Dollars)	4 What was the interest rate on Dec. 31, 2023? [Report in hundredths of a percent. Example: 9% = 09.00] (Percent)	5 What is the type of loan? [From Loan Type Codes Above.] (Code)	6 What year was it obtained? [For refinanced loans, report year refinanced] (Year) (YYYY)	7 What is the original term of the loan? (Number of Years)	8 What percentage is for expenses of running this farm operation? (Percent)
1001	1050	1002	1003	1004	1005	1008	1006
	\$.00	\$.00	.				%
1010	1051	1011	1012	1013	1014	1017	1015
	\$.00	\$.00	.				%
1019	1052	1020	1021	1022	1023	1026	1024
	\$.00	\$.00	.				%
1028	1053	1029	1030	1031	1032	1035	1033
	\$.00	\$.00	.				%
1037	1054	1038	1039	1040	1041	1044	1042
	\$.00	\$.00	.				%

Record their 5 largest loans first.

4. If you had farm loans in addition to the five recorded above, what is the total amount of debt from these loans owed on December 31, 2023? *(Include farm/ranch loans and debt on the producer's house if it is owned by the operation. Exclude any loans exclusively for non-farm purposes that are secured by assets of the farm/ranch.)* 1047

None

☐

Dollars	
\$.00

Rest goes here



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Debt Table – Lender Type

Lender Codes (Column 1)		Lender Codes (Column 1) (continued)	
Lender	Code	Lender	Code
FARM CREDIT SYSTEM.....	1	Contractor	9
USDA Farm Service Agency (FSA).....	2	Individuals	10
Small Business Administration (SBA)	3	Credit Union	11
State & county government lending agencies ...	4	Any other lenders.....	12
Savings and loan associations, residential mortgage lenders	5	Credit cards	13
Commercial banks.....	6	Other debts (such as unpaid bills, etc.).....	14
Life insurance companies.....	7		
Trade credit, including input suppliers, implement dealer, co-ops and other merchants	8		

- You can have same lender code for multiple loans
- Loans through private lenders but guaranteed by FSA – **not** FSA code
- Loans borrowed from life insurance company – Code 7
- Loans borrowed against life insurance policies – Code 14 ‘other debts’
- Unpaid bills – Code 14 ‘other debts’



Debt Table – Balance

2	3
What was the balance owed on January 1, 2023 including outstanding principal plus unpaid interest?	What was the balance owed on Dec. 31, 2023 including outstanding principal plus unpaid interest?
Delinquent interest	Must be Positive
(Dollars)	(Dollars)
1050	1002
\$.00	\$.00

- We report the balance owed at the beginning and end of year
- Remember that December 31 balance must be positive
- No need to determine interest owed for remainder of the loan



Debt Table – Interest Rate

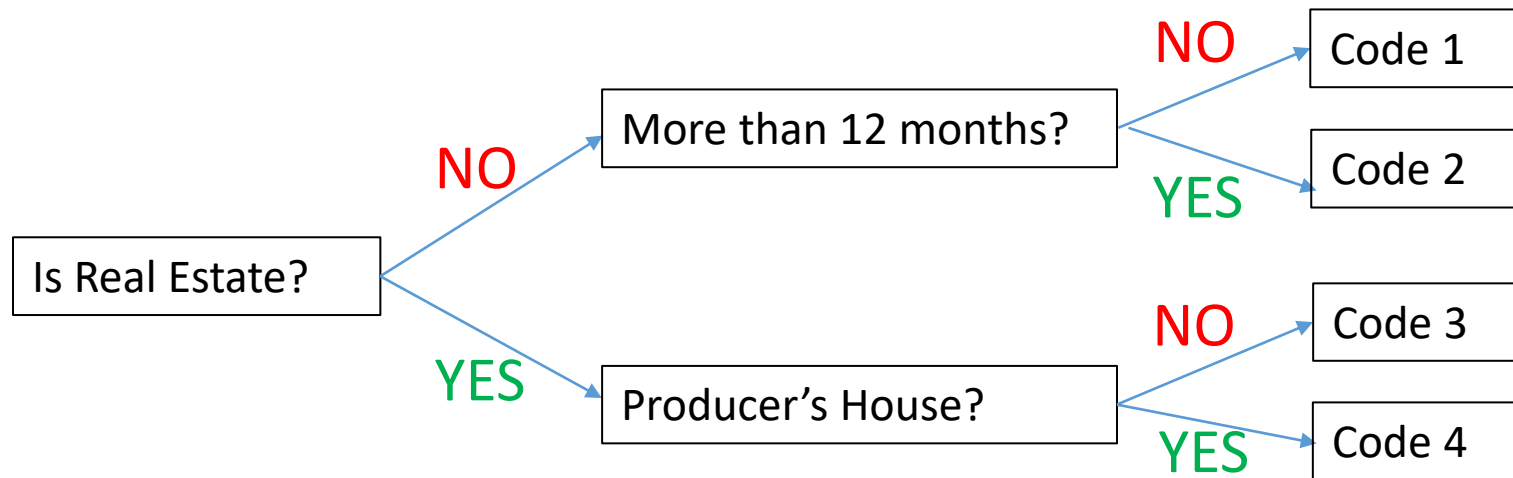
- Interest rate reported to the hundredth of a percent
- Interest rate as of December 31
- You can have debt recorded with zero percent
 - Common with short term financing
 - Common with debt owed to family members

4		
What was the interest rate on Dec. 31, 2023?		
[Report in hundredths of a percent. Example: 9% = 09.00]		
(Percent)		
1003		
	.	



Debt Table – Loan Types

- Line of credit balances often designated as ‘production loans’, seasonal to finance production then repaid after sales
- To determine the code, asking 1 characteristic at a time may help:



Loan Type Codes (Column 5)	
Type	Code
One year or less production or other loans	1
Non-real estate loan more than one year	2
Real estate loans more than one year excluding producer's house	3
Real estate loan more than one year only for the producer's house.	4

Debt Table – Year and Term

Column 6 - Enter the 4-digit year the loan was obtained

- If refinanced, enter year loan was refinanced instead

Column 7 - Enter # of years of the original term of loan

- Minimum = 1 (round up as needed)
- If refinanced, enter # of years for which it was refinanced

6	7
What year was it obtained?	What is the original term of the loan?
<i>[For refinanced loans, report year refinanced]</i>	
(Year) (YYYY)	(Number of Years)



Debt Table – Column 8

We determine % of loan used for the farm operation

- Commonly 100%
- If operation owns a residence, debt on residence is valid

Duplication Warning - The purpose is to exclude non-farm purposes relating to debt

8
What percentage is for expenses of running this farm operation?
(Percent)



Where does this debt belong?



New 30-year loan used to finance farmland

- Item 2 – does not belong
- Item 3 table
- New debt will have no column 2, BOY value

2. What was the total amount repaid on farm business loans taken out in 2023?
(Record any outstanding balances of loans taken out in 2023 in Item 3.)
(Include only seasonal production and other short term farm loans.)

1 Who is the lender? [From Lender Codes Above.] (Code)	2 What was the balance owed on January 1, including outstanding principal plus unpaid interest? (Dollars)	3 What was the balance owed on Dec. 31, including outstanding principal plus unpaid interest? (Dollars)	4 What was the interest rate on Dec. 31, ? [Report in hundredths of a percent. Example: 9% = 09.00] (Percent)	5 What is the type of loan? [From Loan Type Codes Above.] (Code)	6 What year was it obtained? [For refinanced loans, report year refinanced] (Year) (YYYY)	7 What is the original term of the loan? (Number of Years)	8 What percentage is for expenses of running this farm operation? (Percent)
1001	1050	1002	1003	1004	1005	1008	1006
6	\$ 0 .00	\$ 395500 .00	3 25	3	2023	30	100 %
1010	1051	1011	1012	1013	1014	1017	1015

Where does this debt belong?



Loans used to finance farm equipment

Variable interest rate averaging 5%, was 4.25% on Dec 31

- Item 3 table

1 Who is the lender? [From Lender Codes Above.] (Code)	2 What was the balance owed on January 1, including outstanding principal plus unpaid interest? (Dollars)	3 What was the balance owed on Dec. 31, including outstanding principal plus unpaid interest? (Dollars)	4 What was the interest rate on Dec. 31, ? [Report in hundredths of a percent. Example: 9% = 09.00] (Percent)	5 What is the type of loan? [From Loan Type Codes Above.] (Code)	6 What year was it obtained? [For refinanced loans, report year refinanced] (Year) (YYYY)	7 What is the original term of the loan? (Number of Years)	8 What percentage is for expenses of running this farm operation? (Percent)
1001	1050	1002	1003	1004	1005	1008	1006
8	\$ 17500 .00	\$ 11860 .00	4 25	2	2020	5	100 %

Where does this debt belong?



Seasonal production loan of less than 1 year was taken out current year

- Item 2 – what was already repaid on loan
- Item 3 table – includes end of year balance

2. What was the total amount repaid on farm business loans taken out in 2023?
(Record any outstanding balances of loans taken out in 2023 in Item 3.)
(**Include only** seasonal production and other short term farm loans.) 0890

None
☐

Dollars

\$ 25000 .00

Who is the lender? [From Lender Codes Above.] (Code)	What was the balance owed on January 1, including outstanding principal plus unpaid interest? (Dollars)	What was the balance owed on Dec. 31, including outstanding principal plus unpaid interest? (Dollars)	What was the interest rate on Dec. 31, ? [Report in hundredths of a percent. Example: 9% = 09.00] (Percent)	What is the type of loan? [From Loan Type Codes Above.] (Code)	What year was it obtained? [For refinanced loans, report year refinanced] (Year) (YYYY)	What is the original term of the loan? (Number of Years)	What percentage is for expenses of running this farm operation? (Percent)
1001	1050	1002	1003	1004	1005	1008	1006
8	\$ 0 .00	\$ 150000 .00	1 . 75	1	2023	1	100 %

Where does this debt belong?



Seasonal production loan of less than 1 year was taken out current year **and fully repaid**

- Item 2 – repayment amount on loan

Not item 3

2.	What was the total amount repaid on farm business loans taken out in 2023? (Record any outstanding balances of loans taken out in 2023 in Item 3.) (<i>Include only seasonal production and other short term farm loans.</i>)	0890	None <input type="checkbox"/>	Dollars	
				\$	25000.00



Where does this debt belong?

100% non-farm debt – **Does not belong**

The amount of the non-farm debt secured by a farm asset is recorded in **Section N: Farm Producer Household**

OFF-FARM DEBT – (Please see VALUE CODES on page 22.)

4. Which value code on page 22 represents the total value of each of the following categories of off-farm debt (debt not associated with this operation) owed by the producer and members of the producer's household on December 31, 2023, for (Include off-farm debt secured with farm assets. Exclude any debt household debt, credit cards, etc. reported in Section K, Farm Debt.)

- | | None | Value Code |
|--|--------------------------|------------|
| a. mortgages on producer's dwelling, if not owned by the operation?
(Include home mortgages, home equity loans, and lines of credit secured by the producer's dwelling.) | <input type="checkbox"/> | 0988 |
| b. mortgages on other real estate and other personal homes such as second homes?
(Include mortgages, equity loans, and lines of credit secured by other real estate, including other farms, residential rental, commercial, and other real estate.) | <input type="checkbox"/> | 0989 |
| c. loans on businesses that are not a part of this farm operation? | <input type="checkbox"/> | 1101 |
| d. personal loans? (Include credit cards, auto loans, unpaid taxes, and medical bills.) | <input type="checkbox"/> | 1102 |
| e. all other off-farm debt owed by the producer or household? | <input type="checkbox"/> | 0983 |

What percentage is for expenses of running this farm operation?

(Percent)

1006

☐ %

Digital Banking

5. In 2023, what type of digital banking services did you use? Choose one. Digital banking refers to the use of either mobile or online banking. Mobile banking means banking with a smartphone, tablet, or other mobile device using an app; online banking means banking through a bank's website using a desktop or laptop computer.

5775

1 ☐

Only mobile banking

3 ☐

Both mobile and online banking

2 ☐

Only online banking

4 ☐

Neither mobile nor online banking – Go to Item 8



Question applies to business and personal banking

- Online banking - logging in to bank's website using computer
- Mobile banking – accessing bank via an app from mobile device

6. In 2023, for which finances did you use your online or mobile banking? Choose one.

5776

1 ☐

Only business finances

3 ☐

Both business and household finances

2 ☐

Only household finances

Digital Banking

7. The table below is about your use of specific digital banking services.
In column 2, check 'Yes' if you used the digital banking service listed in column 1 in 2023. Check 'No' if you did not use that digital banking service in 2023. If you marked 'Yes' to the service in column 2, answer column 3.

(1)	(2)		(3)	
Service	Did you use the digital banking service?		If YES , how has your use of these services changed since 2019? Check only one.	
Online bill pay	5777	1 <input type="checkbox"/> Yes → 3 <input type="checkbox"/> No	5778	1 <input type="checkbox"/> Use about the same amount 2 <input type="checkbox"/> Use more frequently 3 <input type="checkbox"/> Use less frequently

The questionnaire then asks usage of digital banking for types of services and how often in-person banking took place



Reminders

- A farm's assets and debt play an important role in understanding their financial well-being
- Check for duplication among assets
- Be able to explain liquid assets to respondents



Section L: Personal Characteristics and Farm Management

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Caleb Alexander
Northwest Region



United States Department of Agriculture
National Agricultural Statistics Service



Who are the farmers?

Personal Characteristics...

Goals of this section:

- To gather information on age, gender, education, ethnicity, race, major occupation, and other characteristics of **the individuals involved in agriculture.**



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Demographics

- Collect information for up to four people who are involved in decisions for this operation.

SECTION L		PERSONAL CHARACTERISTICS and FARM MANAGEMENT		
1. In 2023, how many men and women were involved in decisions for this operation (include family members and hired managers)? Exclude hired workers unless they were a hired manager or family member.		Men	Women	
		1571	1574	
2. Answer the following questions for up to four individuals who were involved in the decisions for this operation as of December 31, 2023.				
	Person 1	Person 2	Person 3	Person 4
	1836	4608	4609	1873
a. Full name				

- For operations with more than four operators, identify the four most senior operators.



Principal Producer

- ERS produces estimates of farm household income from the principal operator's household.

3. From the persons listed above, please select the individual who is most responsible for decisions on this operation. This person will now be referred to as the "principal producer" in this and the remaining sections.

Enter the number of the column (either 1, 2, 3, or 4) that contains the "principal producer" you selected. 1855

Person Number

- If you enter the spouse into a column, you do not need to do Questions 6 – 10
- Principal producer does not need to be the target from the label.



Farm Management

- Value of labor is an important element in the cost of agricultural production.
- How does on-farm labor compare to off-farm labor financially?
- What kind of labor do different farms depend on?
- Why do farm operators work off the farm and *where* do they work?
- Question 11 (hours worked): Is captured in weekly hours worked for that operator who has worked a minimum of 1 hour. Multiple workers can be summed into one number (10 workers, 40 hours = 400 weekly).



Farm operator income per household by source and farm type, 2021

Farm type	Mean wealth (dollars)	Mean total income (dollars)	Income from farming		Mean income from off-farm sources (dollars)		
			Mean (dollars)	Percent of households with negative income	Total	Earned	Unearned
Small family farms							
Retirement	1,814,986	74,877	5,052	45	69,825	25,942	43,883
Off-farm occupation	1,781,636	141,761	-315	57	142,075	110,261	31,814
Low sales	1,651,265	83,584	-334	56	83,917	41,869	42,048
Moderate sales	2,792,306	128,255	62,354	17	65,901	35,599	30,302
Midsized family farms	3,975,636	239,971	152,442	14	87,529	58,790	28,740
Large-scale family farms							
Large	6,692,775	556,974	461,413	11	95,561	63,160	32,401
Very large	15,201,685	1,744,401	1,662,892	7	81,508	49,113	32,395
All family farms	2,100,879	135,281	30,821	48	104,460	67,838	36,622

Source: USDA, National Agricultural Statistics Service and USDA, Economic Research Service, 2021 Agricultural Resource Management Survey.



Farm households with income or wealth below the median for all U.S. households, 2021

	Farm households with...	
	Income below U.S. median (\$70,784)	Wealth below U.S. median (\$132,037)
Percent of farm households		
Small family farms		
Retirement	56.2	2.3
Off-farm occupation	24.0	1.8
Low sales	53.9	2.4
Moderate sales	25.9	3.4
Midsized family farms	16.9	4.1
Large-scale family farms		
Large	12.1	3.4
Very large	7.9	2.5
All family farms	37.7	2.4

Source: USDA, National Agricultural Statistics Service and USDA, Economic Research Service, 2021 Agricultural Resource Management Survey. U.S. Department of Commerce, Bureau of the Census, 2021 Current Population Survey data; and the Federal Reserve Board, Board of Governors in cooperation within the U.S. Department of the Treasury, 2019 Survey of Consumer Finances.



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Section M: Type of Organization



Hunter Peoples
Mountain Region



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Why Do We Ask This?

- Over the nation's history, farms have gotten larger and more sophisticated
- The traditional “one farm, one farmer, one household” concept became inadequate
- ERS examines changes to the tax code and the potential impacts on agribusinesses
- A farm's legal structure determines how benefits are distributed



Is This a Family Farm?

- **Family Farm** = At least 50% of the operation's assets are owned by the principal producer or those related by blood, marriage, or adoption
- **Not a Family Farm** = More than 50% of the operation's assets are owned by people unrelated to the principal producer, household members or relatives

SECTION M TYPE OF ORGANIZATION

1. In 2023, was more than 50 percent of this operation owned by one of the producers of this operation, their household, or extended family?

Select "yes" if more than 50% of the assets of this operation are owned by any of the producers, members of his/her household, and/or other persons related to him/her by blood, marriage, or adoption, including relatives not residing in your household. Consider only farm or ranch assets owned – not rented or leased – by this operation, and exclude the assets held by non-family landlords and contractors.

1249

1

☐

Yes - Go to Item 1a

3

☐

No - Go to Item 2



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How Many Owners?

- Question 2 asks how many people own the operation, including those outside the operator's household
 - Based on the operation's assets
 - Exclude landlords, contractors, and lenders
- Question 2a is asking the percentage that the principal producer and their household own

2. In 2023, how many people owned this operation? (Exclude landlords, contractors, and lending institutions holding farm debt. Include the principal producer if he/she has an ownership interest.) 1246		
	Percent	
a. What percent of the ownership interest did the principal producer and his/her household hold? (Exclude relatives not living in his/her household.) 1248		%



An Operation's Legal Status

4. In 2023, what was this operation's legal status for tax purposes (*select only one*)?

1240 1 ☐ Family or individual operation (*Exclude partnerships and corporations.*)

2 ☐ Legal partnership operation (*Include family partnerships.*)

 ➡ a. Is this partnership registered under State law? 1204 1 ☐ Yes 3 ☐ No

 ➡ b. How many partners are there in this operation? 1232

Number

3 ☐ C-Corporation

4 ☐ S-Corporation

5 ☐ Other (*Include estates, trusts, cooperatives, grazing associations, etc.*)

6. Is this operation a C-Corporation or an LLC that chose to file as a C-Corporation in 2023?

1226 1 ☐ Yes - Continue 3 ☐ No - Go to Item 7

a. How much did the principal producer and his/her household receive in corporate dividends from this farming operation in 2023? (*If your operation is an LLC that elected to file for tax purposes as a C-Corporation, consider this as income here.*)

[Skip Item 7 and proceed to Section N.] 0975

Dollars
\$.00



Legal Status Definitions

- **Family Operation:** No partners or shareholders; regarded as self-employed and taxed as such
- **C-Corporation:** Owners and shareholders are taxed separately from the entity at the corporate level
- **S-Corporation:** Small business entity taxed like a partnership or sole proprietor



Legal Status Definitions

- **Limited Liability Company (LLC):** Provides limited liability for owners at the state level.
 - An LLC with a single member may be considered an individual operation for tax purposes, unless said member is a corporation
 - In this case, the operation should be classified as a C-Corp or S-Corp
 - Example: If a married couple owns an operation, they should be considered a sole-proprietorship, unless it is legally organized as a partnership or corporation



Share of the Net Farm Income

- Question 7 asks what percent of the net farm income the principal producer and their household entitled to
 - If they own more than 50% of the assets, then they should receive more than 50% of the net income
- Expect an answer when it's family operation, legal partnership or an LLC

7. What percent of net income (whether profit or loss) were the principal producer and his/her household entitled to receive from this farming operation in 2023?
(If the operation is an LLC that elected to report income for tax purposes as a pass-through, consider this as income here.)0974

Percent	
	%



Example #1

- A married couple are owner operators, with no other partners
- Their operation is classified as a non-LLC family operation
- They own 100% of the farm and are entitled to receive 100% of the NFI
- How would Section M be filled out?

4. In 2023, what was this operation's legal status for tax purposes (*select only one*)?

1240 1 ☒ Family or individual operation (**Exclude** partnerships and corporations.)

2 ☐ Legal partnership operation (**Include** family partnerships.)

➔ a. Is this partnership registered under State law?



2. In 2023, how many people owned this operation? (**Exclude** landlords, contractors, and lending institutions holding farm debt. **Include** the principal producer if he/she has an ownership interest.) 1246

2

a. What percent of the ownership interest did the principal producer and his/her household hold? (**Exclude** relatives not living in his/her household.) 1248

Percent

100

%

5. In 2023, did any households, other than the principal producer's household, share in the net farm income of this business? (*Sharing can occur by receiving a share of profits/losses or, if incorporated, receiving corporate dividends.*)

1225 1 ☐ Yes - Continue

3 ☒ No - Go to Item 6

Number

a. How many other households shared in the net income of the farm business? 0976

6. Is this operation a C-Corporation or an LLC that chose to file as a C-Corporation in 2023?

1226 1 ☐ Yes - Continue

3 ☒ No - Go to Item 7

a. How much did the principal producer and his/her household receive in corporate dividends from this farming operation in 2023? (*If your operation is an LLC that elected to file for tax purposes as a C-Corporation, consider this as income here.*)
[Skip Item 7 and proceed to Section N.] 0975

Dollars

\$

.00

7. What percent of net income (whether profit or loss) were the principal producer and his/her household entitled to receive from this farming operation in 2023? (*If the operation is an LLC that elected to report income for tax purposes as a pass-through, consider this as income here.*) 0974

Percent

100

%



Example #2

- Two operators are unrelated by blood, marriage, or adoption
- Their operation is classified as a legal partnership
- One of them is sharing in the Net Farm Income
- How would Section M be filled out?

4. In 2023, what was this operation's legal status for tax purposes (*select only one*)?

1240 1 ☐ Family or individual operation (*Exclude partnerships and corporations.*)

2 ☒ Legal partnership operation (*Include family partnerships.*)

➔ a. Is this partnership registered under State law?



2. In 2023, how many people owned this operation? (**Exclude** landlords, contractors, and lending institutions holding farm debt. **Include** the principal producer if he/she has an ownership interest.) 1246

2

a. What percent of the ownership interest did the principal producer and his/her household hold? (**Exclude** relatives not living in his/her household.) 1248

Percent

50

%

5. In 2023, did any households, other than the principal producer's household, share in the net farm income of this business? (*Sharing can occur by receiving a share of profits/losses or, if incorporated, receiving corporate dividends.*)

1225 1 ☒ **Yes - Continue**

3 ☐ **No - Go to Item 6**

Number

1

a. How many other households shared in the net income of the farm business? 0976

6. Is this operation a C-Corporation or an LLC that chose to file as a C-Corporation in 2023?

1226 1 ☐ **Yes - Continue**

3 ☒ **No - Go to Item 7**

a. How much did the principal producer and his/her household receive in corporate dividends from this farming operation in 2023? (*If your operation is an LLC that elected to file for tax purposes as a C-Corporation, consider this as income here.*)

[Skip Item 7 and proceed to Section N.] 0975

Dollars

\$.00

7. What percent of net income (whether profit or loss) were the principal producer and his/her household entitled to receive from this farming operation in 2023?

(*If the operation is an LLC that elected to report income for tax purposes as a pass-through, consider this as income here.*) 0974

Percent

50

%



Conclusion

- A farm's legal structure determines how benefits are distributed
- If more than 50% of an operation's assets are owned by the principal producer or those related to them by blood, marriage, or adoption, then it's a family farm.
- Ask about dividends (Question 6) if the operation is a C-Corp
 - If Yes, then record dividends and **skip** Question 7
- Question 2a asks for the percent of ownership interest the principal producer's household has, Question 7 asks for the percent of NFI that household shares



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Section N – Farm Producer Household Income, Assets, & Debt



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Why does USDA collect household information?

- To support robust research agenda that informs policy and programs relating to farmers and farm households
 - Are farm households well-off relative to the general population?
 - How volatile is the household income of farmers?
 - Do government programs make a difference?



Why does USDA collect household information?

- To get the complete picture
 - Cannot understand the decisions and economic well-being without knowing what other assets, debt, or income they have
- To meet Congressional and executive mandates:
 - Secretary requires household income be reported concurrent with farm income (USDA Release No. 0383.93, May 1993).
 - Family Farm Report (USC, Title 7, Chap 55, Sec 2266)



Off-Farm Income

- Off-farm income is common.
- The average off-farm income of All Farms was \$123,223 in 2022, with average earned income of \$86,643 from off-farm sources. The average farm income of All farms was \$32,852.

Principal farm operator household finances by farm type,* 2022				
Item	Residence farms	Intermediate farms	Commercial farms	All farms
Number of family farms	1,036,334	720,107	183,531	1,939,972
Farm income (median dollars per household)	-2,370	-125	178,692	-849
Off-farm income (median dollars per household)	113,000	67,519	56,750	81,108
Off-farm income: Earned Income (median dollars per household)	86,500	21,463	25,280	46,574
Off-farm income: Unearned Income (median dollars per household)	32,946	34,534	24,000	33,071
Total household income (median dollars per household)	112,794	73,304	252,728	95,418
Farm income (average dollars per household)	-929	4,081	336,492	32,852
Off-farm income (average dollars per household)	151,385	89,074	98,198	123,223
Off-farm income: Earned Income (average dollars per household)	116,226	49,230	66,399	86,643
Off-farm income: Unearned Income (average dollars per household)	35,159	39,844	31,799	36,580
Total household income (average dollars per household)	150,456	93,154	434,690	156,076

*For details on the farm types, see the USDA, Economic Research Service (ERS) report, Updating the ERS Farm Typology (EIB-110), April 2013.

Source: USDA, Economic Research Service and USDA, National Agricultural Statistics Service, Agricultural Resource Management Survey. Data as of November 30, 2023.



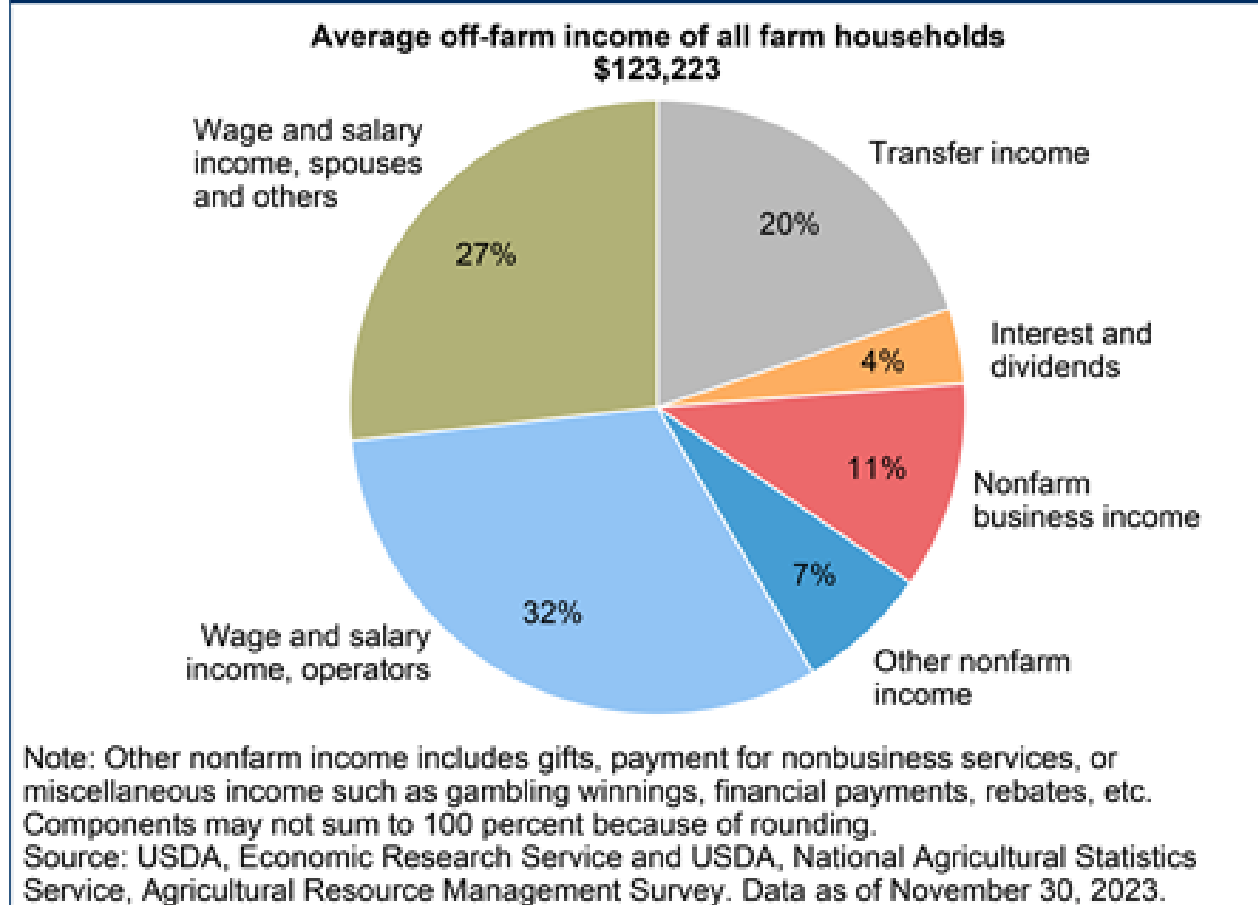
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Sources of Off-Farm Income

- Wages
 - Operator
 - Household Members
- Nonfarm Businesses
- Transfers
- Other Income

Farm household sources of off-farm income, 2022



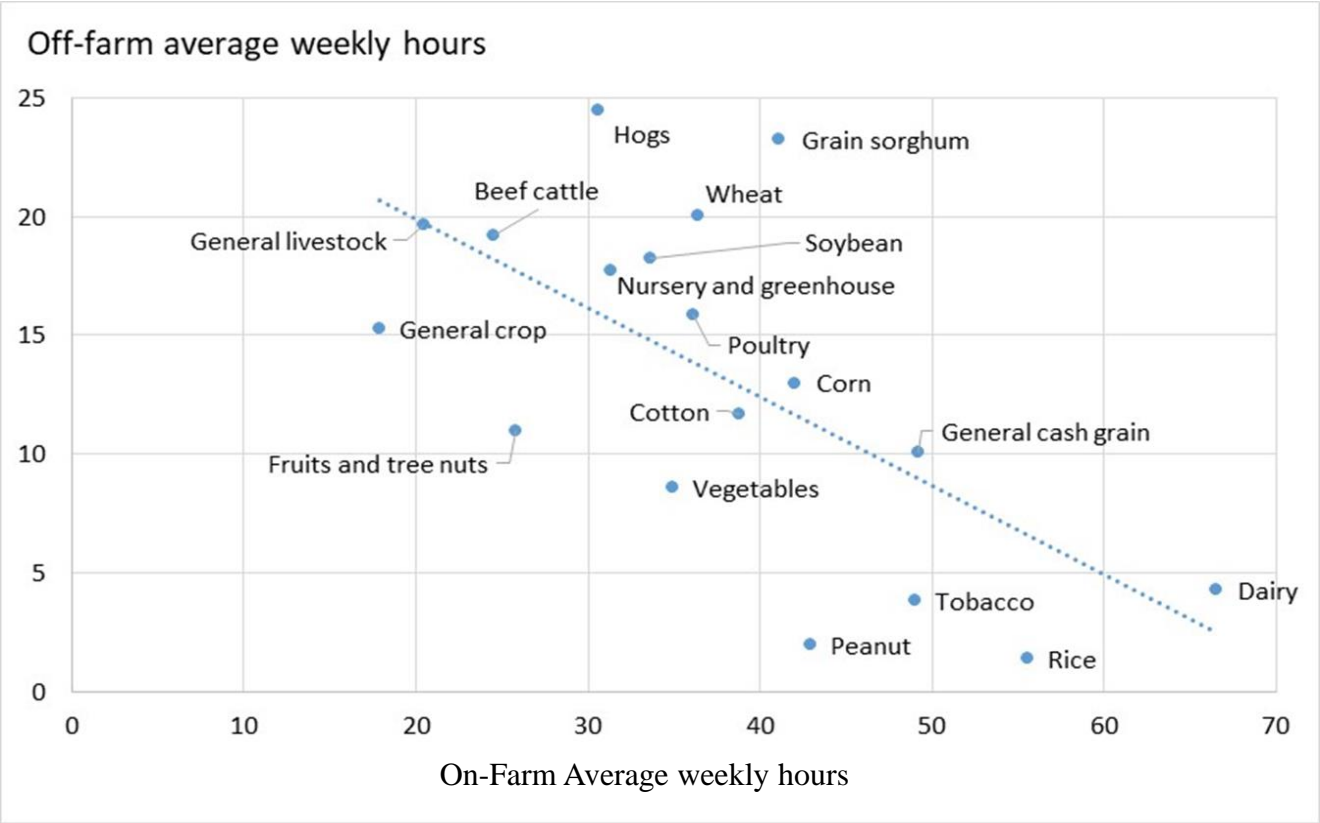
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How is the ARMS 3 data used?

Dairies: Households with dairy farms work the most on-farm, and not very much off-farm

Beef cattle: Households work more off-farm



Dotted line shows the linear relationship between on-farm and off-farm average weekly hours worked by specialization.

Source: USDA, Economic Research Service and National Agricultural Statistics Service, 2018 Agricultural Resource Management Survey. Data as of November 27, 2019.



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National Agricultural Statistics Service



Household Income, Assets & Debt

- Whose household?
 - The “Principal Producer”
 - Identified on page 19, Q3
- Do not duplicate with farm books

Dollar Range	Value Code	Dollar Range	Value Code	Dollar Range	Value Code	Dollar Range	Value Code
\$0	01	\$10,000 – 14,999	10	\$80,000 – 99,999	19	\$1,000,000 – 1,499,999	28
\$1 – 499	02	\$15,000 – 19,999	11	\$100,000 – 124,999	20	\$1,500,000 – 1,999,999	29
\$500 – 999	03	\$20,000 – 24,999	12	\$125,000 – 149,999	21	\$2,000,000 – 2,999,999	30
\$1,000 – 1,999	04	\$25,000 – 29,999	13	\$150,000 – 199,999	22	\$3,000,000 – 4,999,999	31
\$2,000 – 2,999	05	\$30,000 – 34,999	14	\$200,000 – 274,999	23	\$5,000,000 – 7,499,999	32
\$3,000 – 3,999	06	\$35,000 – 39,999	15	\$275,000 – 349,999	24	\$7,500,000 – 9,999,999	33
\$4,000 – 4,999	07	\$40,000 – 49,999	16	\$350,000 – 499,999	25	\$10,000,000 and over	34
\$5,000 – 7,499	08	\$50,000 – 59,999	17	\$500,000 – 749,999	26		
\$7,500 – 9,999	09	\$60,000 – 79,999	18	\$750,000 – 999,999	27		

1. Use the **value codes** from the box above to answer the questions in Section N. (*Exclude farm income reported earlier.*) Which **value code** represents the total income received by the principal producer, spouse, and household in 2023 from –

SOURCE	PRINCIPAL PRODUCER INCOME (Value Code)		SPOUSE INCOME (Value Code)		TOTAL HOUSEHOLD INCOME (Value Code)	
	None	0950	None	0951	None	0952
a. all off-farm wages, salaries, and tips before taxes and withholdings?	<input type="checkbox"/>	01	<input type="checkbox"/>	12	<input type="checkbox"/>	12

Use the code in the boxes. Notice, \$0 is coded 1, 01, or by checking the none box



Section 22 Topics Covered

- Income
- Spending
- Assets
- Debt

\$500 – 999 03	\$20,000 – 24,999 12	\$125,000 – 149,999 21	\$2,000,000 – 2,999,999 30
\$1,000 – 1,999 04	\$25,000 – 29,999 13	\$150,000 – 199,999 22	\$3,000,000 – 4,999,999 31
\$2,000 – 2,999 05	\$30,000 – 34,999 14	\$200,000 – 274,999 23	\$5,000,000 – 7,499,999 32
\$3,000 – 3,999 06	\$35,000 – 39,999 15	\$275,000 – 349,999 24	\$7,500,000 – 9,999,999 33
\$4,000 – 4,999 07	\$40,000 – 49,999 16	\$350,000 – 499,999 25	\$10,000,000 and over 34
\$5,000 – 7,499 08	\$50,000 – 59,999 17	\$500,000 – 749,999 26	
\$7,500 – 9,999 09	\$60,000 – 79,999 18	\$750,000 – 999,999 27	

1. Use the **value codes** from the box above to answer the questions in Section N. (**Exclude** farm income reported earlier.) Which **value code** represents the total income received by the principal producer, spouse, and household in 2023 from –

HOUSEHOLD SPENDING – (Please see **VALUE CODES** above.)

2. Which **value code** from the list above represents how much this household spent in 2023 on –
a. food, including food away from home? 1105 ☐

None

Value
Code

OFF-FARM ASSETS – (Please see **VALUE CODES** on page 22.)

3. Which **value code** on page 22 represents the **total value** of each of the following categories of off-farm assets owned by the producer and members of the producer's household on December 31, 2023, for –
(**Exclude** assets of this operation, reported in Section J.)

OFF-FARM DEBT – (Please see **VALUE CODES** on page 22.)

4. Which **value code** on page 22 represents the **total value** of each of the following categories of off-farm debt (**debt not associated with this operation**) owed by the producer and members of the producer's household on December 31, 2023, for (**Include** off-farm debt secured with farm assets. **Exclude** any debt household debt, credit cards, etc. reported in Section K, Farm Debt.)

None

Value
Code



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Previous Year (2022) Income and Expenses

- Question 6-8:
 - Value of sales
 - Net operating income
 - Off farm income
- Does not need to be exact—Use Value Codes
- Gives a metric for year-over-year comparisons

2022 INCOME AND EXPENSES		None	Value Code
6.	Which value code on page 22 represents the total farm sales last year (2022)? (Total farm sales includes livestock and crop income from cash and marketing contract sales, fees received from livestock and crop production contracts, the net change in CCC loans, and government payments.). 1113	<input type="checkbox"/>	
7.	Which value code on page 22 represents the net operating income for this operation last year (2022)? (cash income from all farm sources minus production costs and depreciation; if negative net operating income, please indicate with a negative sign before the value code) 1114	<input type="checkbox"/>	
8.	Which value code on page 22 represents the total off-farm income last year (2022)? (wages, salaries, tips, interest, dividends, other public sources, etc. before taxes, income from operating another farm, income from operating any other business; if negative off-farm income, please indicate with a negative sign before the value code) 1115	<input type="checkbox"/>	
		2002	
		Office Use Only	



Some Things to Watch out For

- Spending, in item 2
 - a. food
 - c. utilities and household supplies
 - e. health and medical expenses
 - j. all other family living expenses
- Do not double count and report expenses already reported in Section I - Operating Expenses

You can't report your personal expenses on your taxes for your business. People have personal expenses too.



Some Things to Watch out For

- BE CAREFUL- is the house part of the farm or not?
- Don't want to duplicate the information if it was reported in the Farm Asset Section

- b. retirement accounts? (401k, 403b, IRA, Keogh, other retirement accounts)
- c. producer's dwelling, if not owned by the operation? (not reported in Section J, Item 1a).
- d. real estate and other personal (second) homes?
(other farms, residential rental, commercial, and other real estate).
- e. business not part of this farm?.
- f. all household vehicles? (**including** household share of vehicles partly owned by the operation).
- g. other assets not reported elsewhere?

OFF-FARM DEBT – (Please see **VALUE CODES** on page 22.)

4. Which value code on page 22 represents the total value of each of the following categories of off-farm (debt not associated with this operation) owed by the producer and members of the producer's household on December 31, 2023, for (**include** off-farm debt secured with farm assets. **Exclude** any debt household debt, credit cards, etc. reported in Section K, Farm Debt.)
- a. mortgages on producer's dwelling, if not owned by the operation?
(**include** home mortgages, home equity loans, and lines of credit secured by the producer's dwelling.)
- b. mortgages on other real estate and other personal homes such as second homes?
(**include** mortgages, equity loans, and lines of credit secured by other real estate, including other farms, residential rental, commercial, and other real estate.)



Conclusion

- Farm and household sustainability are interlinked
- Section N focus is on principal producer's household
- Section N is value code based as opposed to exact \$
- Beware of duplication of assets, debt, and expenses between farm (earlier sections) and household (section N)



Thank you for listening!



United States Department of Agriculture
National Agricultural Statistics Service



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topic list](#)

Conclusion



Laci Banks-Walker
Eastern Mountain Region



United States Department of Agriculture
National Agricultural Statistics Service



Conclusion

SECTION O		CONCLUSION	
<p>1. Survey Results: To receive the complete results of this survey on the release date, go to: https://www.nass.usda.gov/Surveys/Guide_to_NASS_Surveys/</p> <p>To have a brief summary emailed to you at a later date, please enter your email address:</p> <p>1095 <input type="text"/></p>			
<p>2. In case we have questions, please provide your contact information.</p>			
9912	Respondent Name <input type="text"/>	9911	Respondent Phone <input type="text"/>
9937	Operation E-mail (if different from above) <input type="text"/>	9936	Operation Phone <input type="text"/>
9910	Date Completed (MM-DD-YY): <input type="text"/>		<div>Check if cell phone <input type="checkbox"/></div> <div>Check if cell phone <input type="checkbox"/></div>
<p>Thank You for Your Participation!</p>			



Conclusion

						Office Use Only				
						Ending Time (Military)		OR	Total Time	
						Hours	Minutes		Hours	Minutes
						0005				0008
Office Use Only										
Response		Respondent		Mode		Enum	Eval	Field Office Use	Optional	
1-Comp	9901	1-Op / Mgr	9902	1-Mail	9903	9998	9900	0093	0003	
2-R		2-Sp		2-Tel						
3-Inac		3-Acct / Bkpr		3-Face-to-Face						
		4-Partner						Office Use for POID		
		9-Other						9989		
Name										



ARMS III – “The Farm Story”

When the interview is concluded, ask yourself:

- “Does the questionnaire make sense?”
- “Does it ‘tell the whole story’?”



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ARMS 3 Commodity Version Questionnaires

Kyle Nelson
Northern Plains Region



Tanya McNeal
Southern Plains Region



Kinsey Kappler
Southern Plains Region



Leonel Lopez
Southern Plains Region



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Commodity Versions

- Cost of production surveys are conducted for selected commodities on a rotating basis, generally every 4-8 years.



OMB No. 0535-0275 Approval Expires 06/30/2026

2023 AGRICULTURAL RESOURCE MANAGEMENT SURVEY	
SURVEY CODE:	Peanuts Costs and Returns Report – Version 3 Project Code: 904 (09/27/2023)

OMB No. 0535-0275: Approval Expires 06/30/2026

2023 AGRICULTURAL RESOURCE MANAGEMENT SURVEY	
SURVEY CODE:	Soybeans Costs and Returns Report – Version 4 Project Code: 904 (09/27/2023)

OMB No. 0535-0275: Approval Expires 06/30/2026

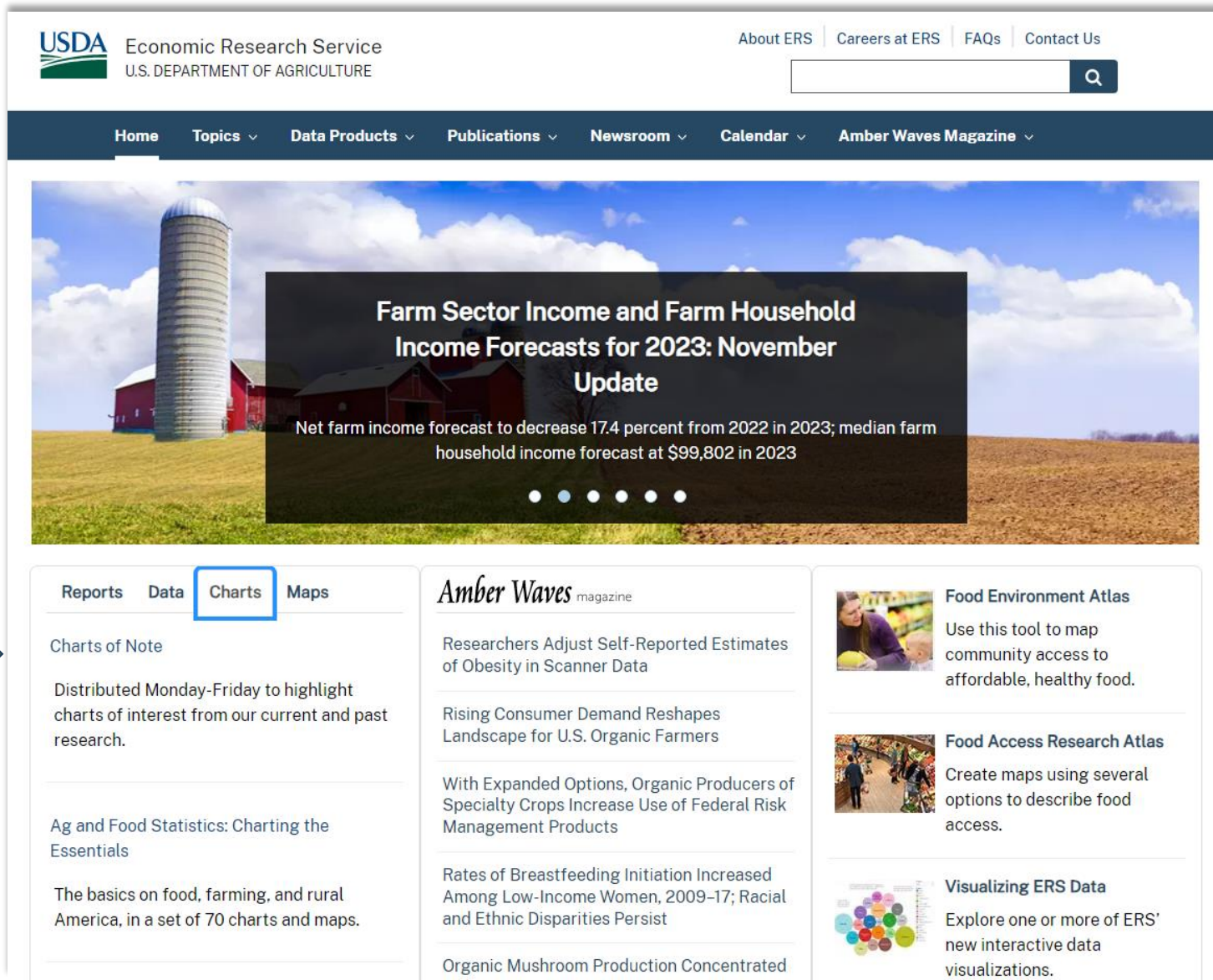
2023 AGRICULTURAL RESOURCE MANAGEMENT SURVEY	
SURVEY CODE: <input type="text"/> www.agcounts.usda.gov  United States Department of Agriculture  National Agricultural Statistics Service	Oats Costs and Returns Report – Version 2 Project Code: 904 (09/27/2023)

Data Uses

- [Soybeans](#)
- [Oats](#)
- [Peanuts](#)

Soybeans	Base survey of 2018				
	2022	2021	2020	2019	2018
Gross value of production					
Primary product, soybeans	709.36	655.23	524.17	429.34	458.91
Total, gross value of production	709.36	655.23	524.17	429.34	458.91
Operating costs					
Seed	71.09	63.21	60.99	60.93	62.39
Fertilizer ¹	63.92	33.34	28.51	31.79	29.17
Chemicals	55.03	35.72	34.66	36.81	37.30
Custom services	14.86	13.10	12.68	12.74	12.45
Fuel, lube, and electricity	24.65	16.92	12.62	14.82	15.78
Repairs	35.03	31.43	29.18	28.69	28.13
Purchased irrigation water	0.02	0.01	0.01	0.01	0.01
Interest on operating capital	3.23	0.06	0.35	1.92	1.93
Total, operating costs	267.83	193.79	179.00	187.71	187.16
Allocated overhead					
Hired labor	5.87	5.37	5.06	4.84	4.72
Opportunity cost of unpaid labor	20.36	18.77	17.82	17.14	16.26
Capital recovery of machinery and equipment	130.97	125.39	106.88	105.57	107.55
Opportunity cost of land	166.00	154.97	151.46	151.81	150.33
Taxes and insurance	14.11	13.51	12.91	12.24	11.96
General farm overhead	22.31	19.97	18.69	18.33	17.88
Total, allocated overhead	359.62	337.98	312.82	309.93	308.70
Costs listed					
Total, costs listed	627.45	531.77	491.82	497.64	495.86
Net value					
Value of production less total costs listed	81.91	123.46	32.35	-68.30	-36.95
Value of production less operating costs	441.53	461.44	345.17	241.63	271.75

ERS Publications



The screenshot shows the ERS website homepage. At the top left is the USDA logo and 'Economic Research Service U.S. DEPARTMENT OF AGRICULTURE'. To the right are links for 'About ERS', 'Careers at ERS', 'FAQs', and 'Contact Us', followed by a search bar. A dark blue navigation bar contains links for 'Home', 'Topics', 'Data Products', 'Publications', 'Newsroom', 'Calendar', and 'Amber Waves Magazine'. The main banner features a farm scene with a red barn and a silo, overlaid with the text: 'Farm Sector Income and Farm Household Income Forecasts for 2023: November Update' and 'Net farm income forecast to decrease 17.4 percent from 2022 in 2023; median farm household income forecast at \$99,802 in 2023'. Below the banner is a row of tabs: 'Reports', 'Data', 'Charts' (highlighted with a blue border and a yellow arrow), and 'Maps'. The 'Charts' tab is active, showing 'Charts of Note' with two items: 'Distributed Monday-Friday to highlight charts of interest from our current and past research.' and 'Ag and Food Statistics: Charting the Essentials' with the description 'The basics on food, farming, and rural America, in a set of 70 charts and maps.' To the right of the 'Charts' tab is the 'Amber Waves' magazine section, which lists several articles: 'Researchers Adjust Self-Reported Estimates of Obesity in Scanner Data', 'Rising Consumer Demand Reshapes Landscape for U.S. Organic Farmers', 'With Expanded Options, Organic Producers of Specialty Crops Increase Use of Federal Risk Management Products', 'Rates of Breastfeeding Initiation Increased Among Low-Income Women, 2009-17; Racial and Ethnic Disparities Persist', and 'Organic Mushroom Production Concentrated'. Further right are three featured tools: 'Food Environment Atlas' (Use this tool to map community access to affordable, healthy food.), 'Food Access Research Atlas' (Create maps using several options to describe food access.), and 'Visualizing ERS Data' (Explore one or more of ERS' new interactive data visualizations.).

www.ers.usda.gov

ERS's data dissemination tool:

<https://www.ers.usda.gov/data-products/arms-farm-financial-and-crop-production-practices/>

ARMS Phases

- Phase 1: May – July 2023
 - Operators screened for target commodity
 - Previously Reported Data (PRD) used to reduce respondent burden.
- Phase 2: September 2023 – January 2024
 - Operators from Phase 1 with the target commodity were contacted for field level information.
- Phase 3: January – April 2024
 - ARMS 2 operators contacted to collect whole farm information.



Questionnaire Differences

- Direct Sales (Sec. G in the CRR) is not in the commodity specific questionnaires versions.
- There are additional target commodity expense questions in Sec. H (Operating & Capital Expenses).
- Drying Section (Sec. N) is not found in the CRR.



Sec. H: Expenses

- There are 16 additional questions for the target commodity.

SECTION H		OPERATING & CAPITAL EXPENDITURES					
In 2023, how much was spent for each item by the PRODUCER(S) and PARTNER(S): <i>(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.)</i>							
OPERATING EXPENSES in 2023							
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	None <input type="checkbox"/>	<table border="1"><thead><tr><th colspan="2">Dollars</th></tr></thead><tbody><tr><td>\$</td><td>.00</td></tr></tbody></table>	Dollars		\$.00
Dollars							
\$.00						
a. Of the (Item 1) dollars, how much was for the SOYBEAN enterprise?	0603	<input type="checkbox"/>	<table border="1"><tbody><tr><td>\$</td><td>.00</td></tr></tbody></table>	\$.00		
\$.00						



Sec. H: Expenses continued...

- Item 15b(i) is a subset of Item 15b not Item 15.

15. maintenance and repair for the upkeep of all farm buildings, houses other than the producer's, land improvements, and all other farm/ranch improvements?	0714	<input type="checkbox"/>	\$.00
a. Of the (Item 15) dollars, how much was for specialized livestock production facilities such as dairies, feedlots, poultry houses, and swine buildings?	0717	<input type="checkbox"/>	\$.00
b. Of the (Item 15) dollars, how much was for maintenance and repair of irrigation equipment and pumps?	0720	<input type="checkbox"/>	\$.00
(i) Of the (Item 15b) dollars, how much was for the OATS for GRAIN enterprise?	0723	<input type="checkbox"/>	\$.00

- Expenses represent what was spent during 2023. If inputs were purchased in 2022, please exclude here (but include in beginning of year assets).



Sec. N - Drying Section

- Goal: Reduce grain moisture content to meet recommendations for safe, long-term storage.
- Drying costs can be significant in some years and certain locations due to annual weather conditions.
- Information collected about drying systems are used in engineering relationships to estimate the operating and ownership costs of the (target crop) drying facilities.



Sec. N – Initial Questions

SECTION N		PEANUT DRYING		1981 Office Use Only	
1. Did the operation harvest peanuts in the 2023 crop year?					
1895	1	<input type="checkbox"/>	Yes - Continue	3	<input type="checkbox"/> No - Go to Section O
2. In what month was the majority of the 2023 peanut crop harvested?				1826	Month (MM)
3. How much of the 2023 peanut crop was cleaned?				1860	Tons
					OR
				1861	Percent
					%
a. [if any] What was the cost of custom cleaning the 2023 peanut crop?				1862	Dollars & Cents per Ton
					OR
				1863	Total Dollars
					.00



How much was dried?

- Drying Systems
 - Fuel used for heat source
 - Electricity

Oats & Soybeans

3. How much of the 2023 soybean crop was (please report on a dry basis)	Bushels	OR	Percent	
a. custom dried? 1864		1865		%
b. dried by this operation? 1870		1871		%
c. not dried? 1876		1877		%
a + b + c = 100%				

Peanuts

4. How much of the 2023 peanut crop was —	Tons		OR	Percent	
a. custom dried? 1866		.	1865		%
b. dried other than custom dried (<i>such as on-farm drying in trailers/wagons</i>)? 1869		.	1871		%
c. not dried? 1875		.	1877		%

Custom Drying Expenses

All Commodity
Versions

3. How much of the 2023 oats crop was (please report on a dry basis)	Bushels	OR	Percent
a. custom dried?	1864	1865	%

[NOTE: If any of the 2023 oats crop was custom dried (Item 3a), go to Item 4; else go to Note above Item 5.]

4. How much was spent for custom drying the 2023 oats crop? 1829	Dollars & Cents per bushel	OR	Total Dollars
	1830	\$.00



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Dried by the Operation

Oats & Soybeans

3. How much of the 2023 soybean crop was (please report on a dry basis)				
a. custom dried?	1864		OR	Percent
b. dried by this operation?	1870		1865	%
c. not dried?	1876		1871	%
			1877	%
a + b + c = 100%				

[NOTE: If any of the 2023 soybean crop was dried by this operation (Item 3b), go to Item 5; else go to Section O.]

5. What fuel type was used to dry the majority of the 2023 soybean crop? . . .	1859		Code
6. On average, what was the moisture percentage of the 2023 soybean crop at harvest? 2213			Percentage Points
			%

1 diesel
2 gasoline
3 LP gas
4 natural gas
5 electricity
6 other

Peanuts dried, other than custom dried

4. How much of the 2023 peanut crop was —	Tons		OR	Percent	
a. custom dried? 1866		.	1865		%
b. dried other than custom dried (<i>such as on-farm drying in trailers/wagons</i>)? 1869		.	1871		%
c. not dried? 1875		.	1877		%

[NOTE: If any of the 2023 peanut crop was dried, other than custom dried, continue; else go to Section O.]

6. What was the total cost of each fuel used to dry the peanuts?	Total Dollars	
a. diesel 1881	\$	.00
b. gasoline 1882	\$	.00
c. LP gas 1883	\$	.00
d. natural gas 1884	\$	.00
e. electricity 1885	\$	.00
f. other 1886	\$	.00

Drying Labor

All Commodity
Versions

7. How many hours of each type of labor were used to dry the 2023 oats crop? (Include hours to unload, fill and empty dryers, and to oversee drying.)	Hours
a. Paid and unpaid operators, partners, and family members, and other unpaid workers?. 1896	
b. Full-time hired workers? (Exclude custom and contract labor.) 1897	
c. Part-time or seasonal hired workers? (Exclude custom and contract labor.) 1898	



Facilities and Capacity

Oats & Soybeans

8. What type of facility was used to dry the majority of the 2023 oats crop?	<div>1 bins 2 continuous flow dryer (outside of bins) 3 batch dryer (outside of bins)</div>	. . . . . 1837	Code
a. Of the (Item 8) type of facility, how many were used to dry the 2023 oats crop? . . . . .		. . . . . 1838	Number
b. What was the TOTAL holding capacity of the type of facilities reported in 8a? (For continuous flow or batch dryers, report the bushels per hour) . . . . .		. . . . . 1839	Bushels



Peanuts: Remaining Questions

8. How many trailers/wagons were used to dry the peanuts (*count each trailer/wagon only once even if it was used multiple times; include both owned and rented trailers/wagons*)?

NUMBER OF TRAILERS/WAGONS 1891

a. What was the length of the trailer/wagons that were used? *Mark one.*

5766¹ ☐ Less than or equal to 30 ft. long 2 ☐ More than 30 ft. long 3 ☐ Both sizes were used

9. How many trailer/wagon loads of peanuts were dried? **NUMBER OF LOADS** 1892

10. What was the average drying time per trailer/wagon load of peanuts? **HOURS PER LOAD** 1893

11. What was the average initial moisture content for the peanuts that were being dried down? 5767

Number

Number

Hours

Percent

%

Final Thoughts

- Please be familiar with the target commodity in the Expense and Drying sections.
- If the operation didn't have the target crop, complete the interview and skip target crop questions as appropriate.
- The first two questions of the Drying section related to the harvest and not drying!

