



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



# 2023 ARMS III Workshop

Agricultural Resource Management Survey

January – February 2024



# 2023 ARMS III Workshop

Agricultural Resource Management Survey

Welcome, Introductions,  
and Workshop Overview



# Introductions

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- Order
  - NASDA by Supervisor Group
  - NPR Staff
- Please tell us:
  - Name
  - Town or Area of State
  - Years of Service

# Workshop Overview

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- Housekeeping Items
  - Please silence any electronic devices
  - Emergency/urgent calls – feel free to take, but leave room
  - Questions
    - Get presenter's attention when you have an opportunity
    - Unique to area – ask in supervisory group breakouts
  - Keep side conversations to a minimum so other participants can hear presenters & presenters can stay focused
  - See NASDA Coordinator for any hotel & meeting room issues



# Workshop Overview

- Restroom locations
- Refreshments during breaks
- Project Code – 904 (ARMS III)
  - Workshop time & mileage
- Please have the workshop folder readily available
- Turn on iPad and connect to hotel Wi-Fi, if needed
- Open presentations in Books
  - Instructions included on the front page of the workshop booklet



# Workshop Overview

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- Miscellaneous
  - Name Badge
  - Business Cards
  - Enumerator Ids
  - iPad
    - iOS Update 17.3 – Is Approved

# Workshop Overview

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- Content Overview
  - Generally Speaking
    - Lecture
    - Video
    - Group Breakouts
      - Practice Exercises
- Goals
  - Highlight purpose of survey and uses of data
  - Highlight changes, updates, or problematic areas
  - Keep training interactive and engaging
  - Group practice to learn from each other



# Workshop Overview

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- Workshop Booklet
- Agenda
  - Purpose
  - Questionnaire Review
  - Breakout Sessions and Practice Exercises
  - Breaks and Lunch
- Supplies and Assignments
- NASDA Administrative Items




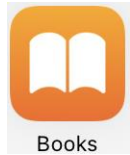


# Workshop Overview

- Lookup Request

News & Events	
Enumerator Calendar	UPS Home Pickup Instructions
Agriculture Stress Handouts	NPR Directory
OY Equipment Requests	Supply Request
Lookup Request	

# Resources on the NPR NASDA Website

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

# Posted to the NPR NASDA Website

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- 2023 ARMS 3 Self Learning Videos; along with Purpose & Marketing
- 2023 ARMS 3 Self Learning Slides
- Share Rent & Marketing Expense Worksheets
- Anatomy of a Label
- Workshop Presentations
- Production Contracts (Feedlot Example)
- Check-off Fees
- Mock Interviews Example
- Workshop Evaluation

# Workshop Folder Contents

- Workshop Booklet
  - Agenda, Take Home Points, Group Breakout Checklist, Exercises, Schedule F, Important Dates, Check-Off Fees, Notes
  - Order of the booklet follows the agenda.
- Questionnaires – CRR, Soybeans, and Oats
  - CRR – Costs and Returns Report
- Respondent Booklet
- Screening Supplement
- State Press Release
- Cover Letters
- “Will Do It” Handout
- State Checkoff Sheet

# Assignment Packets Contents

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- Enumerator Assignment Listing
- Assigned Questionnaires
- Respondent Booklet
- ARMS Brochure
- ARMS Flyer
- Soybean Support Letter in soybean version in ND and KS
- Comments can be found in CAPI
- Assignments will be distributed on Day 2 during the supervisor breakout

# Extra Supplies

- (2) Screening Supplements
- (10) Blank CRR Questionnaires
- (2) Blank Soybean and Oats Questionnaires
- “Will Do It” Handout
- UPS Inner Envelope (fits at least 55 CRR questionnaires)
- Outer Envelope – White Tyvek (fits at least 55 CRR questionnaires)
- UPS Ground Labels to Lincoln, NE
- (18) Doorhangers
- ERS Family Farm Booklet is in the back - take what you want

# Extra Supplies – Supervisors

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- (5) Supervisor CRR Editing Guidelines
- Quality Control Forms (2 per enumerator)
- Exercise Answers
- Quiz Answers



# Next on the agenda...

## Purpose





**Eric Gerlach**  
South Dakota State Stat





## Section A-H Overview

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

2023 AGRICULTURAL RESOURCE MANAGEMENT SURVEY	
<b>SURVEY CODE:</b> <input type="text"/>	Costs and Returns Report – Version 1 Project Code: 904 (10/10/2023)
<a href="http://www.agcounts.usda.gov">www.agcounts.usda.gov</a>	
 United States Department of Agriculture	
 National Agricultural Statistics Service	
<p>Please take out a CRR questionnaire</p>	

## Section A: Land in Farms

- Page 2 (CRR) Land in Farms
  - Historically this page comes in well – thank you!
- A few reminders
  - Make sure Item 1 + Item 2 (a-d) - Item 3 = Item 4
  - Collect ***all*** land including waste, woodland, waterways, etc.
  - Don't skip question about rent received or paid even if op didn't rent land in 2023

## Section A: Land in Farms

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- Page 3 (CRR) conservation practices
- ERS wants to see if conservation payments are driving conservation practices
  - Just recording acres in Section A (Item 15), if payments were received they would be recorded in Section H: Government Payments

## Sec. B: Acreage, Production, & Sales

- Crops table returns to a non-census year layout
  - Make sure you read the instructions carefully, including the small print in the column headers
  - Don't forget hay, but only record hay acres once
  - Pay attention to production units for columns 3 & 4
  - Don't double count with contract sales, contract sales go in Section E
  - There is an exercise in the workbook that will be covered in supervisor breakout time

## Sec. B: Acreage, Production, & Sales

- How do we record Corn Stalks?
  - If it is income from someone else grazing corn stalks on acres operated, it is reported in Section H Item 3b (grazing of livestock).
  - If it is an expense from grazing of corn stalks, it is reported in Section A Item 7b. Please include comment. Exclude acres from Section A Item 1-5. (See IM page 38 "Exclude...Short-term land rental agreements where the operator will graze livestock for a period of 2-6 months, after which the landlord will harvest crops later in the year or has already harvested a crop." In this case, the landlord "operates" the land.)
  - When corn stalks are baled and being sold, record in Section B sales.
  - If corn is produced and harvested by someone else, but the operator bales the corn stalks, include the land rental cost in Section A Item 6 with a comment and report sales if applicable.

## Sec. B: Acreage, Production, & Sales

- Page 5 (CRR) is completely new
  - **Unsold** stored commodities
    - Unsold is the key
    - Includes grain stored for seed and/or feed

**UNSOLD COMMODITY INVENTORY**

3. In 2023, did your operation own and store any unsold crops?

5705 ☒ **Yes - Go to Item 4**      3 ☐ **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	<b>20 000</b>	5707	<b>10 000</b>	5708	<b>0</b>	5709	<b>30 000</b>
	off-farm	5710		5711		5712		5713	

## Sec. B: Acreage, Production, & Sales

- Ag Technology
  - Item 5 – column 3 **or** column 4 needs to be filled out
    - If column 2 is 'yes' complete column 3
    - If column 2 is 'no' complete column 4

## Sec. C: Livestock Inventory & Sales

- Livestock table returns to a non-census year layout
- Be careful to match rows and columns correctly
- Columns 2 and 3 are the same if all livestock are owned by the operation; note if otherwise
- Exclude livestock owned by the operation but grown or fed by someone else on a custom or contract basis
  - These livestock would be included in Section D
- The workbook also has a livestock exercise to be completed during supervisor breakout time



## Sec. D: Other Ops Raising Livestock

- Report livestock owned by the operation but grown or fed by someone else on a custom or contract basis
  - They are not reported anywhere else
- Things to be aware of
  - Make sure you write a detailed commodity in column 1 and then select the correct commodity code from the respondent booklet for column 2
  - Under certain circumstances columns 3, 6, and/or 7 can be zero

## Section E: Contracts

- Read the fine print in the column headers closely and use the respondent booklet to find the commodity code for column 2
- If there is a marketing contract, but the quantity (column 4) x the price (column 6) does not equal the total dollars received (column 7), then the remainder need to be accounted for in Section F

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
Corn	3927	6	3550	1	3928	1 000	3929	4	3930	\$	5	.	85	3931	\$	5 850	.00
Corn	3932	6	3551	1	3933	1 000	3934	4	3935	\$	5	.	85	3936	\$	0	.00
	3937		3552		3938		3939		3940	\$		.		3941	\$		.00

## Section E: Contracts

- Production contractees do not own the commodity being produced. They receive a fee per unit for producing the commodity, which is small compared to the overall value.
- There is also a marketing exercise to be competed during supervisor breakout time

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
Finished Cattle	3927	818	3550	1	3928	1 000	3929	11	3930	\$	2 100	.	00	3931	\$	2 100 000	.00
Finished Cattle	3932	818	3551	2	3933	1 000	3934	11	3935	\$	63	.	00	3936	\$	63 000	.00
	3937		3552		3938		3939		3940	\$		.		3941	\$		.00



# Sections E: Contracts & Section F: Deferred Payments

- The incentive from commodity buyers is new (page 8 on the CRR), but straight forward
- Remember we are ***excluding*** certified organic producers

## Section F

- Important to explain the cash flow of an operation

## Section G: Direct Sale

- Section G is the exception that proves the rule
  - Sales that are reported here will also show up in Section B or Section H
- For example, if an operator sold watermelon and jam at a farmer's market, gross value of sales would be recorded in 1a and 3a in Section G. Watermelon sales would also be recorded in Section B, column 2 in the 'All other vegetables and melons' row. The jam sales would be recorded in Section H Item 3i.
- This is another section with a lot of words and fine print. Make sure you read it all before you start interviewing.

## Sec. H: Gov't Payments & Other Income

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- CRP payments go in this section
- If operators reported receiving conservation payments in Section A they go here as well
- There are many programs, you do not need to be an expert on them. But one to be aware of is the Emergency Relief Program (ERP).
  - Over 200,000 operation potentially qualify
  - Over \$1.7 billion in payments
- Custom or machine hire, insurance payments, dividend payments, income from energy production, and a lot of miscellaneous income is reported in this section



# Section H: Payment Example

Statement Date: 12/18/2023

## Payment Summary

Gross Payment	\$6,002.40
Deductions	- \$0.00
Net Payment	\$6,002.40

## Payment Detail

FSA Payment ID: 086447570

### EMRGNCY RELIEF PRGM TRK 1-NONSPCLTY CRPS

Transaction control number: 113165316	\$6,002.40
Gross Payment	- \$0.00
Deductions	
Net Payment	\$6,002.40

#### Notes

Program Year: 2022  
Program Name/Type: Emergency Relief Program 2022 Track 1-Non-Specialty Crops  
Payment Amount: \$6,002.40  
You may appeal this payment and how it was calculated by filing a written request to the County Committee within 30 calendar days after you receive this statement and by explaining why you believe this payment is erroneous. If you appeal to the County Committee, you have the right to an informal hearing which you or your representative may attend either personally or by telephone. If you appeal to the County Committee, you may later appeal an adverse determination of the County Committee to the FSA State Committee or the National Appeals Division or request mediation. If you do not timely file a written appeal, this payment is a final administrative determination with respect to this matter according to the regulations at 7 CFR Part 780.



# Section H 1099 – G Example

2023 CALENDAR YEAR CERTAIN GOVERNMENT PAYMENTS					
RECIPIENT'S Identification Number	PAYER'S Federal Identification Number				
<div> <div>1. Federal Income Tax Withheld</div> <div>\$0.00</div> </div>					
<table border="1"> <thead> <tr> <th>Type of Payment</th> <th>Reportable Income</th> </tr> </thead> <tbody> <tr> <td>EMERGENCY RELIEF 2022 - NON-SPEC OAN DEFICIENCY</td> <td>6,002.40 44.40</td> </tr> </tbody> </table>		Type of Payment	Reportable Income	EMERGENCY RELIEF 2022 - NON-SPEC OAN DEFICIENCY	6,002.40 44.40
Type of Payment	Reportable Income				
EMERGENCY RELIEF 2022 - NON-SPEC OAN DEFICIENCY	6,002.40 44.40				
<div> <div>7. Total Agriculture Payments</div> <div>\$6,046.80</div> </div>					
<div> <div>9. Market Gain</div> <div>\$0.00</div> </div>					

Form CCC – 1099 - G (12-01-23)

REPORT OF PAYMENTS TO PRODUCERS

FORM APPROVED OMB NO. 1545-0120



# Questions?



# Supervisor Group Breakout

- 15-Minute Break
- Supervisor Breakout Groups until 11:00
  - ☐ Review Home Study Quiz
  - ☐ Complete Section B & F Exercise on page 5
  - ☐ Complete Section C Exercise on page 6
  - ☐ Complete Section E Exercise on page 7
  - ☐ Review covered material/preview upcoming sections
- ERS Presentation

# Entire Group – Review Questions





# ERS

- ERS Presentation



Economic Research Service  
U.S. DEPARTMENT OF AGRICULTURE

# Lunch

- Please be back in 1 hour for this afternoon's session





# Welcome Back

- Afternoon Session:
  - Section I – Conclusion
  - Data Collection Procedures
  - Public Affairs Office: Jim Barrett
  - Supervisor Group Breakout
  - Review Questions and Preview Day 2

# Kahoot.it

On the presentation screen



Q2 Who is this?



Next >

0  
Answers



Rachel Stevens



Amy Winehouse



Stephanie Powers



Pat Young

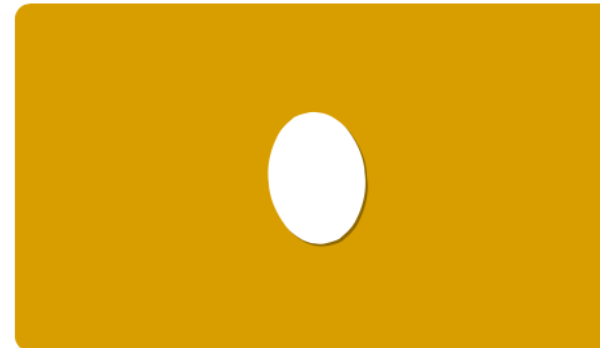
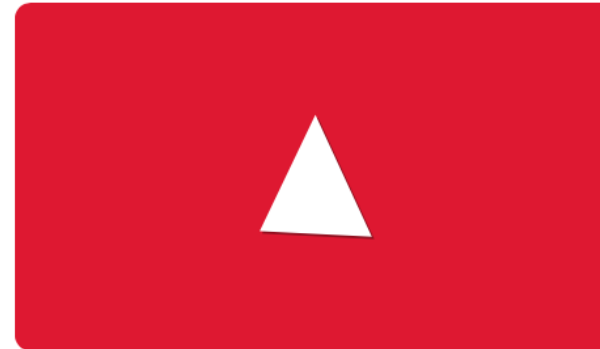
kahoot.it Game-pin: 38944

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

On your phone/tablet

Game-pin: 38944

Q2 Joel 1 900



# Section I: Expenses

- Count all expenses, but only count them once
- Watch for missing expense normally present in livestock or crop operations
- Do your best to find a home for all expenses and leave a comment when you are unsure of where an expense goes
- If a respondent is unable to give break-out of expenses (ex. fuel) probe for percentages. If that is not possible, record the total with a note.



# Section I: Expenses

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- Leave notes if any value is put in Items 33, 46, or 47 (pg. 14)
  - Each Item has a text box to write comments
- Marketing and storage expenses (Item 34)
  - There is a check-off sheet in your workshop folder and booklet
  - ***But*** also note that there are more to marketing and storage expense than check-off fees (example drying cost or commissions)

# Section I: Expenses

## 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](http://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	
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):			32	Other expenses (specify):		
a	Mortgage (paid to banks, etc.) . . .	21a	19a	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	

## Section I: Expenses

Q. Why can't a sole proprietorship or a partnership pay themselves cash wages?

A. Sole proprietors or partnerships draw money from the operation on a flow basis, and the money withdrawn cannot be counted as an expense against the income for the business, thus it can't be counted in the expenses (Section I). The edit is set up to prompt the office staff editor to remove the cash wages, but it is also important that any official partners of the operation (including the spouse) do not have cash wages

# Section I Expenses

- Example of an elevator delivery slip

```

GROSS ....:      83,740 1b 15:50 10/16/2023
TARE ....:      25,060 1b 15:57 10/16/2023
NET .....:      58,680 1b          1,047.86BU
DOCKAGE ..:           88
APPLIED ..:      58,592          1,046.29BU
DIS/CKOFF:       $14.65

GRADES:TEST WEIGHT      59.00      $.00
      MOISTURE/SHRINK    15.10        88
      F.M.              0.00      $.00
      DAMAGE            0.00      $.00

Ticket Applications:
[REDACTED]
      89.96%          941.23 BU56
C/O UNPAID  033155  $6.0600

[REDACTED]
      10.04%          105.05 BU56
DELV/HOLDING
  
```

# Section I: Expenses

- Example of an Elevator Settlement sheet

WEIGHT INFORMATION																			
TYPE	DATE	BRC	TICKET	CROP	GROSS	TARE	DELIVERY		NET	PCT	SETTLE			BU56	E				
							SCALE	DOCK			DOCK	NET							
IB	10/16/23	2	557067	20	84980	25060	59920	629	59291	100.00	59291	0	59291	1058.77					
BI	10/16/23	2	557070	20	83740	25060	58680	88	58592	10.06	52709	0	52709	941.23					
BS	10/16/23	2	206995					81	21801	100.00	21801	0	21801	389.30					
BI	10/16/23	2	557073	20	83220	25040	58180	262	57918	27.48	15918			284.25					
BI	10/16/23	2	557070	20	83740	25060	58680	88	58592	10.04	5883			105.05					
								3 TICKET(S)	139684		133801	0	133801	2389.30					
----- MONETARY INFORMATION -----																			
TYPE	DATE	BRC	TICKET	BU56X	PRICE	GROSS	STORAGE	DISCOUNT	MISC	NET	PERCENT	SETTLED							
IB	10/16/2023	2	557067	1058.77	6.06000	6416.15	.00	48.04	.00	6368.11	100.00%	6368.11							
BI	10/16/2023	2	557070	941.23	6.06000	5703.85	.00	14.12	.00	5689.73	100.00%	5689.73							
BS	10/16/2023	2	206995	389.30	4.62001	1798.57	.00	8.70	.00	1789.87	100.00%	1789.87							
				2389.30	5.82538	13918.57	.00	70.86	.00	3 TICKET(S)		13847.71							
TYPE TICKET ----- DISCOUNT INFORMATION -----																			
IB	557067	TW-	59.00	MS-	15.70	DY-	15.70	FM-	.00	DM-	.00	BG-	.00	SO-	.00	GA-	1.00	GD-	1.00
				629			\$37.45										\$10.59		
BI	557070	TW-	59.00	MS-	15.10	DY-	15.10	FM-	.00	DM-	.00	BG-	.00	SO-	.00	GA-	1.00	GD-	1.00
				79			\$4.71										\$9.41		
BS	206995	TW-	58.85	MS-	15.25	DY-	15.25	FM-	.00	DM-	.00	BG-	.00	SO-	.00	GA-	1.00	GD-	1.00
				81			\$4.81										\$3.89		
DISCOUNT LEGEND BG - BUGS																			
DM - DAMAGE																			
DY - DRYING																			
FM - F.M.																			
GA - CHECK OFF																			
GD - GRADE																			
MS - MOISTURE/SHRINK																			
SO - SOUR																			
TW - TEST WEIGHT																			
GROSS ..... 13918.57																			
DISCOUNT ..... 46.97-																			
TAX ..... 23.89-																			
CHECK AMOUNT ..... \$13847.71																			



WEIGHT INFORMATION														
TYPE	DATE	BRC	TICKET	CROP	GROSS	TARE	DELIVERY		NET	PCT	SETTLE		BU56	E
							SCALE	DOCK			DOCK	NET		
IB	10/16/23	2	557067	20	84980	25060	59920	629	59291	100.00	59291	0	59291	1058.77
BI	10/16/23	2	557070	20	83740	25060	58680	88	58592	89.06	52709	0	52709	941.23
BS	10/16/23	2	206995					81	21801	100.00	21801	0	21801	389.30
BI	10/16/23	2	557073	20	83220	25040	58180	262	57918	27.48	15918			284.25
BI	10/16/23	2	557070	20	83740	25060	58680	88	58592	10.04	5883			105.05
3 TICKET(S)									139684		133801	0	133801	2389.30

MONETARY INFORMATION											
TYPE	DATE	BRC	TICKET	BU56X	PRICE	GROSS	STORAGE	DISCOUNT	MISC	NET PERCENT	SETTLED
IB	10/16/2023	2	557067	1058.77	6.06000	6416.15	.00	48.04	.00	6368.11 100.00%	6368.11
BI	10/16/2023	2	557070	941.23	6.06000	5703.85	.00	14.12	.00	5689.73 100.00%	5689.73
BS	10/16/2023	2	206995	389.30	4.62001	1798.57	.00	8.70	.00	1789.87 100.00%	1789.87
				2389.30	5.82538	13918.57	.00	70.86	.00	3 TICKET(S)	13847.71

TYPE TICKET		DISCOUNT INFORMATION														
IB	557067	TW-	59.00	MS-	15.70	DY- 15.70	FM-	.00	DM-	.00	BG-	.00	SO-	.00	GA- 1.00	GD- 1.00
				629		\$37.45									\$10.59	
BI	557070	TW-	59.00	MS-	15.10	DY- 15.10	FM-	.00	DM-	.00	BG-	.00	SO-	.00	GA- 1.00	GD- 1.00
				79		\$4.71									\$9.41	
BS	206995	TW-	58.85	MS-	15.25	DY- 15.25	FM-	.00	DM-	.00	BG-	.00	SO-	.00	GA- 1.00	GD- 1.00
				81		\$4.81									\$3.89	

DISCOUNT LEGEND BG - BUGS  
DM - DAMAGE  
DY - DRYING  
FM - F.M.  
GA - CHECK OFF  
GD - GRADE  
MS - MOISTURE/SHRINK  
SO - SOUR  
TW - TEST WEIGHT

GROSS .....: 13918.57  
DISCOUNT .....: 46.97-  
TAX .....: 23.89-  
CHECK AMOUNT .....: \$13847.71



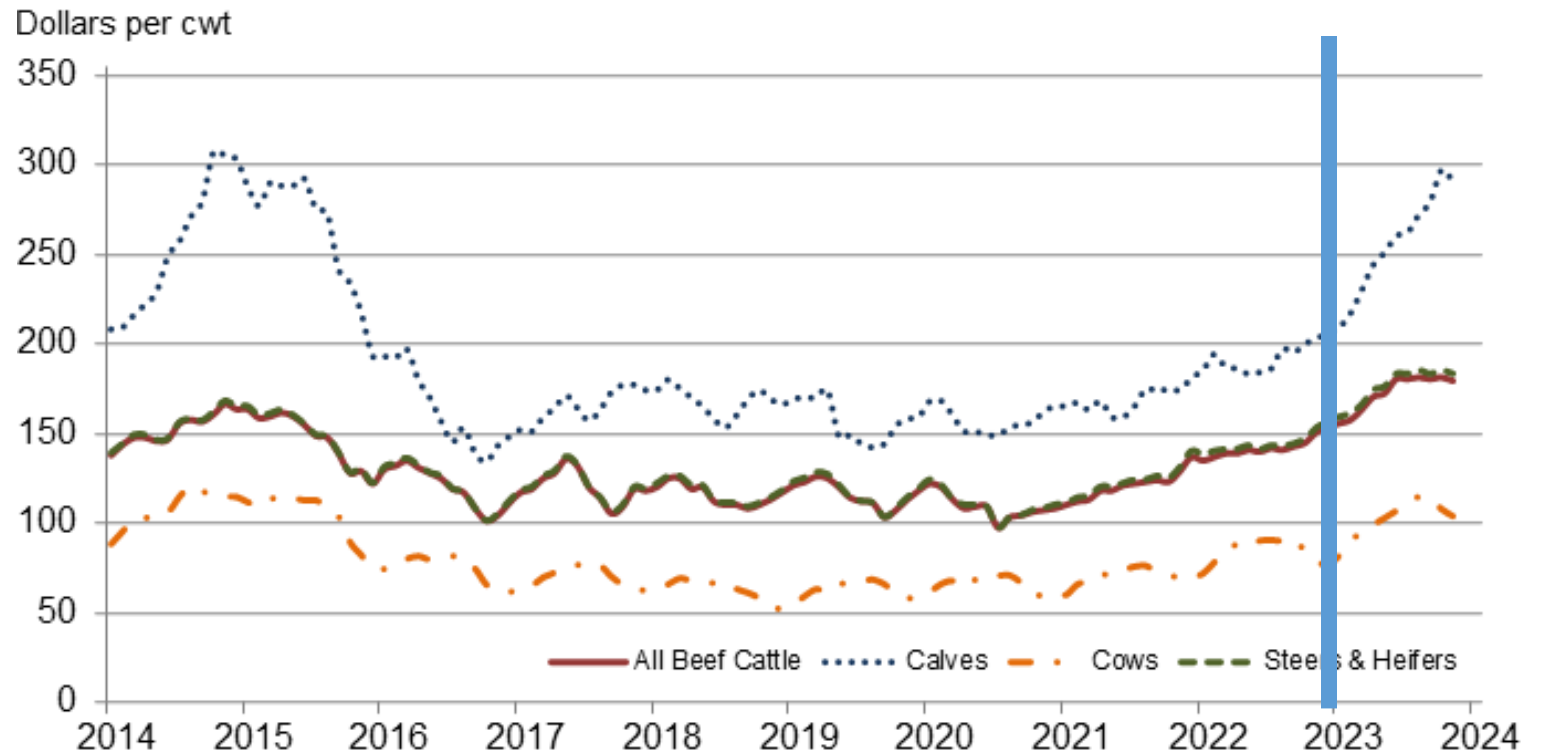
## Section J: Farm Assets

- Asset values can be sensitive for some producers
- Only include assets for the operation on the questionnaire label
- Land values have gone up considerably in the last 3 years
- Don't forget to ask about stock in farm cooperatives and the Farm Credit System (Item 2c)
- For Item 3 asset values should be different for January 1, 2023 and December 31, 2023
- All operation should have liquid assets, but this may be the most sensitive question on the questionnaire

# Section J: Farm Assets

- NASS Chart
- Various classes of cattle
- Line shows beginning of 2023
- Prices are up for the year

**Prices Received for Cattle by Month – United States**

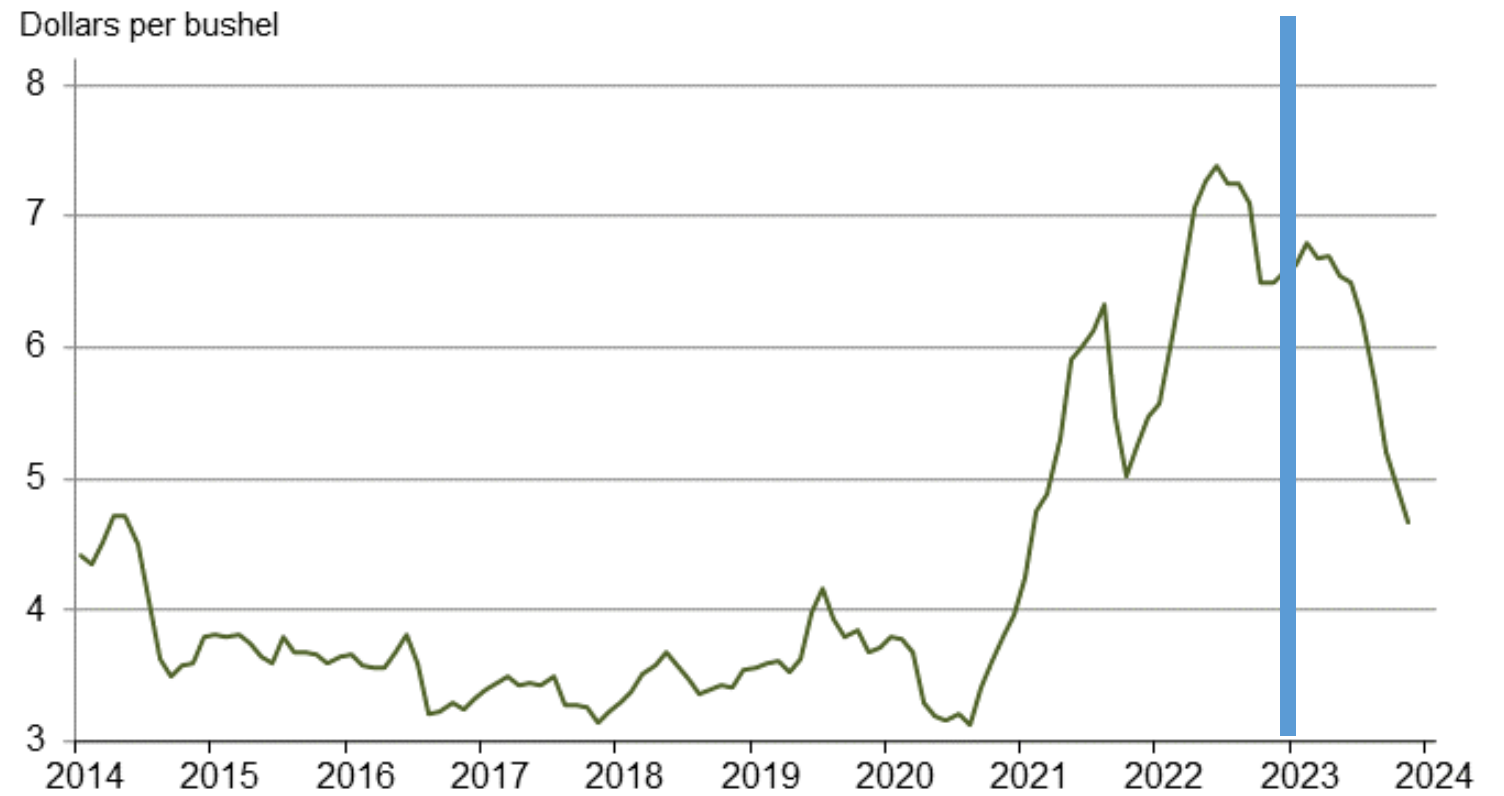




# Section J: Farm Assets

- NASS Chart
- Line shows beginning of 2023
- Prices are down for the year

**Prices Received for Corn by Month – United States**



# Section J: Farm Assets

- NASS Chart
- Line shows beginning of 2023
- Prices are down for the year

**Prices Received for Wheat by Month – United States**

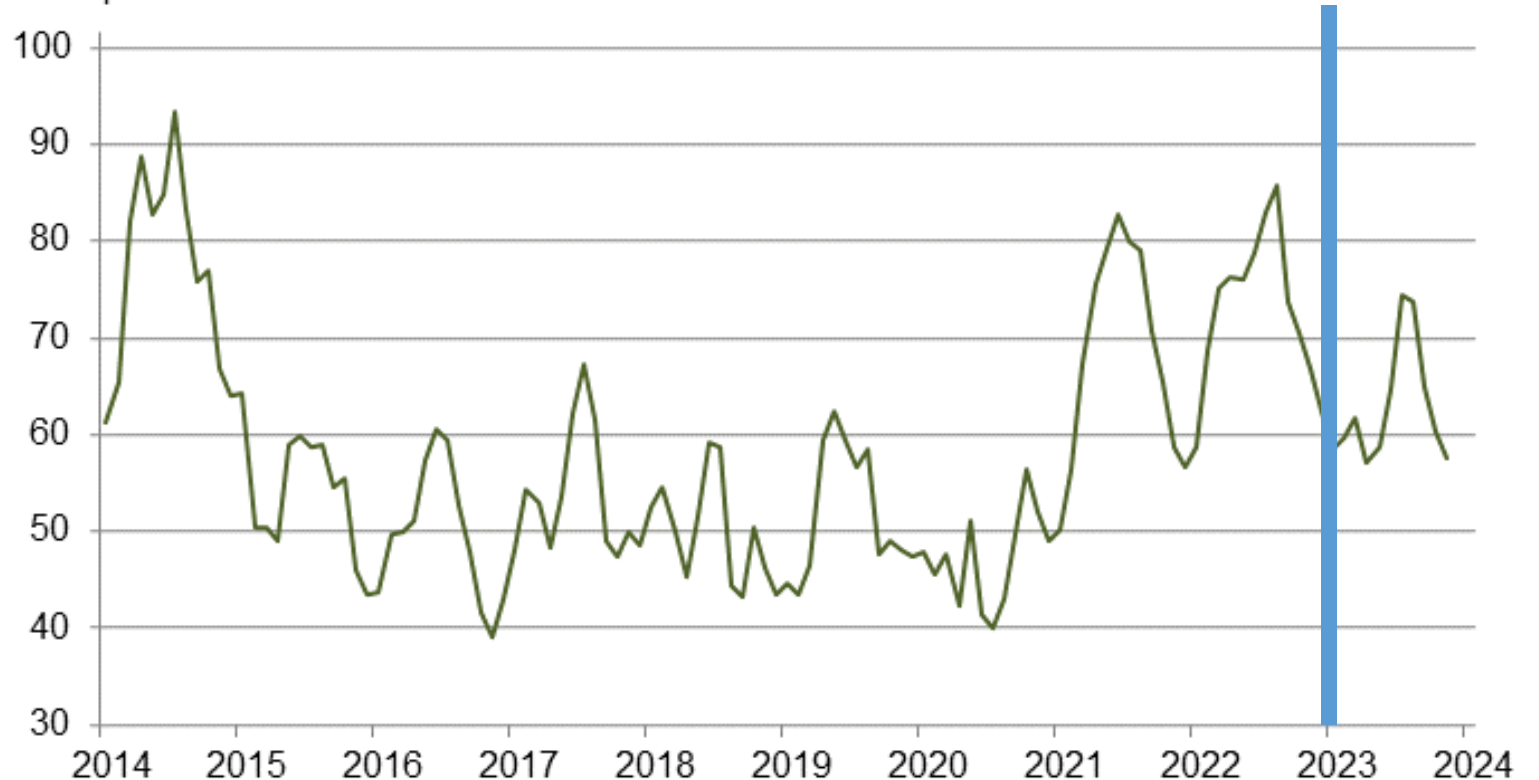


# Section J: Farm Assets

- NASS Chart
- Line shows beginning of 2023
- BOY and EOY are close

**Prices Received for Hogs by Month – United States**

Dollars per cwt



## Section K: Farm Debt

---

- Read the column headers closely
- Page 17 (CRR) are a new set of questions
- For Item 7, only need to answer column 3 if column 2 is a 'yes'

## Section K: Farm Debt

Q. The operation took out a loan prior to 2023 and paid off the remaining balance during 2023. How do we record this?

A. Because there is no balance on the loan as of December 31, 2023, the loan is not recorded in the debt table. Only ***interest paid*** should be recorded in Section I, Q19a or Q19b, as appropriate.

Q. Can we combine loans in the debt table?

A. Combining loans negatively affects our ability to understand where producers use debt in their businesses and increases the likelihood a producer forgets to report a loan. Obviously, we will take what they give us, but if we are combining loans, we are not necessarily capturing the farmer's story.

## Section L: Personal Characteristics

- Gather information for all people who were involved in the decision-making for the operation
  - If more than 4 people, choose the 4 most senior individuals
  - If spouses are involved in the operation in some way they should be included
- Item 11 – Hours worked per week
  - Only 168 hours in a week and everyone needs to sleep and eat
  - The NASS cap is 112 hours a week of work
    - 112 hours works out to be 7 16-hour workdays

## Section M: Type of Organization

---

- Most operations will be family owned – IC 1249 will be 'yes'
- Don't need to worry about who owns rented land or how much debt they have if the debt is in their name

## Section N: Household Information

- Income loss in Items 1, 7 & 8 is shown with a negative (-) value

Q. The principal operator is a hired manager. Do we complete Section N for the hired manager or the farm owner?

A. Section N needs to be completed for the principal operator as defined in Section L, Question 3, regardless of whether they are a hired manager or not. We are interested in the financial well-being of all households reliant on a farm or ranch operation for income. ERS intends to investigate how all principal operators' households, including hired managers, benefit from various sources of on and off-farm income.



## Section O: Conclusion

---

- Conclusion – you have made it!
- Make sure to record total time (IC 008) or beginning time (IC 004, cover page) and ending time (IC 005).
- 1 hour and 45 minutes would be recorded as “1 45”; 2 hours and 5 minutes would be recorded as “2 05”

# Soybean and Oat Versions

- No Direct Marketing Section
- Section H has 17 commodity specific sub-questions
- Section N is about drying, **but** need to answer Items 1-3

# Questions?



# Data Collection

- Mailings from NPC (Cover Letters are in Workshop Folder)
  - First Questionnaire Mailing – Dec. 27
  - Second Questionnaire Mailing – Feb. 6
- Mail returns and online responses were pulled from assignments prior to the workshop

# Which were mailed? Everything\*

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

ID 20300000000 01 01 3 182 0 00  
50 091 00 00 913-555-9999 1 012 066 091  
260 0657

SEQ001-00218

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

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





# Need a new address or phone number?

- Please let your NASDA Coordinator know. They will research and get back to you.
- We are currently working on looking up all PO Box addresses. We cannot update address in CAPI at this point in the survey so address updates will appear in the enumerator notes column.

# Referencing the questionnaire...

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

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

2023 AGRICULTURAL RESOURCE MANAGEMENT SURVEY	
<b>SURVEY CODE:</b> <div style="border: 1px solid black; height: 20px; width: 100%;"></div>	<div style="text-align: right; font-size: x-small;">           Costs and Returns            Report – Version 1            Project Code: 904            (10/10/2023)         </div>
<a href="http://www.agcounts.usda.gov">www.agcounts.usda.gov</a>	
<div style="display: flex; justify-content: space-between; align-items: center;"> <div style="text-align: center;">             United States Department of Agriculture         </div> <div style="text-align: center;">             National Agricultural Statistics Service         </div> </div>	

2023 AGRICULTURAL RESOURCE MANAGEMENT SURVEY	
<b>SURVEY CODE:</b> <div style="border: 1px solid black; height: 20px; width: 100%;"></div>	<div style="text-align: right; font-size: x-small;">           Oats Costs and Returns            Report – Version 2            Project Code: 904            (09/27/2023)         </div>
<a href="http://www.agcounts.usda.gov">www.agcounts.usda.gov</a>	
<div style="text-align: right; font-size: x-small;">           Soybeans Costs and Returns            Report – Version 4            Project Code: 904            (09/27/2023)         </div>	

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

# Completing it Online

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

Step 1: Go to [agcounts.usda.gov](https://agcounts.usda.gov)

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

ENTER YOUR UNIQUE SURVEY CODE

**SURVEY CODE**

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

Submit & Get Survey(s)

An official website of the USDA National Agricultural Statistics Service [Here's how you know](#)

USDA AGRICULTURE COUNTS

Home My Surveys Resources Reports Sign In | Sign Up

Welcome to the  
 USDA National Agricultural Statistics Service  
 Respondent Portal

ENTER YOUR UNIQUE SURVEY CODE

**SURVEY CODE**

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

Submit & Get Survey(s)

**General Announcement**  
 PLEASE NOTE: With the recent large mailing of the Census of Agriculture, we are experiencing some issues due to the high volume of responses via the website. We are working to add capacity to better handle the volume. In the meantime, if you get an error, please try again or try later. We appreciate your patience.

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

WASHINGTON, D.C °F  
 WEATHER

Weather data source: Open Weather

64  
 UPDATING THE LOOK &  
 FEEL OF NASS REPORTS

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



# CAPI use only

- We are going to use CAPI for follow-up data collection
  - To see data quicker
  - Ensure timely name and address updates will be handled at our processing center (relieving some logistical challenges)
- Producers can still mail the questionnaire they receive back to the National Processing Center or submit via agcounts

# CAPI – Key Points

- Indicating “None” matters! Reporting None may vary in appearance!

(Sec. 1)

☐ None
 
 Acres
 

- Pace yourself. Can save and come back later
- Comments are really important
- Screening Supplement comments

(Sec. 38)

Principal Operator Income	Spouse Income	Total Household Income
<input type="text"/>	<input type="text"/>	<input type="text"/>
<div> <div></div> <div> <div>\$0</div> <div>\$1 - 499</div> <div>\$500 - 999</div> <div>\$1,000 - 1,999</div> <div>\$2,000 - 2,999</div> </div> </div>	<div> <div></div> <div> <div></div> <div></div> <div></div> <div></div> </div> </div>	<div> <div></div> <div> <div></div> <div></div> <div></div> <div></div> </div> </div>

# Screening Supplement

- If the respondent reports the operation as out of business during all of 2023, complete the Screening Supplement.
- If items 2, 3, 4 are all “No”, complete item 5, then go to item 6.
- Please note the comment below item 6

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

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

# Data Collection

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

**Mailed In**

Mail Completed

Resp Completed

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

# What about partially completed records?

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



# “Will do it” handout

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

*“Will do it” document*

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

Enumerator ID: \_\_\_\_\_ Enumerator Name: \_\_\_\_\_

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



# “Will do it” handout

*“Will do it” document*

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

Enumerator ID: \_\_\_\_\_ Enumerator Name: \_\_\_\_\_

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

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

# Important Dates – All on Mondays

- 1 Submitted on CAPI
  - February 12 - KS, February 19 - NE & SD, March 4 - ND
- March 11 – 25% submitted on CAPI
- March 25 – 50% submitted on CAPI
- April 8 – 75% submitted on CAPI
- April 15 – 100% submitted on CAPI
  - (Excludes “will do it” situations and hard appointments set from April 15-20. Data from appointments must be submitted by Saturday, April 20)
- May 20 and after – Destroy ARMS 3 materials, bring to mid-year workshops, or use provided envelope and label and ship back to Lincoln to be destroyed.



# Quality Control

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



# NASDA Administrative

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

# Thank you!



# Kahoot.it

On the presentation screen



Q2 Who is this?



Next >

0  
Answers



Rachel Stevens



Amy Winehouse



Stephanie Powers



Pat Young

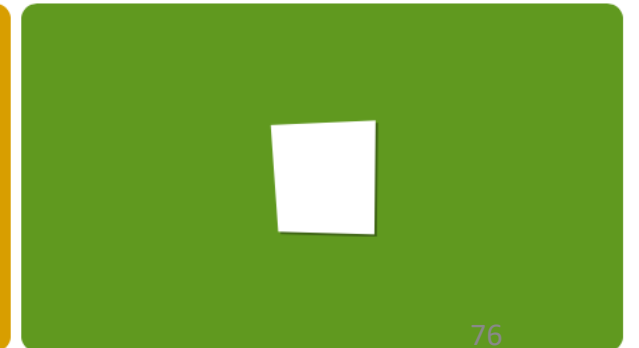
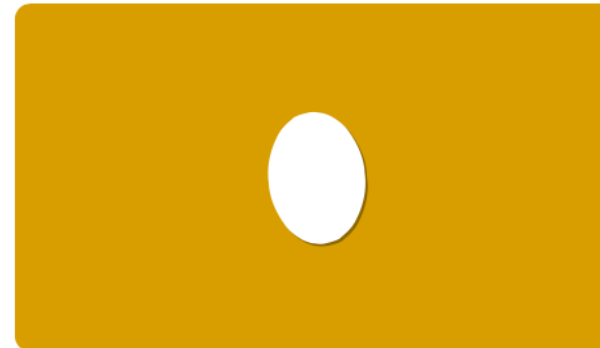
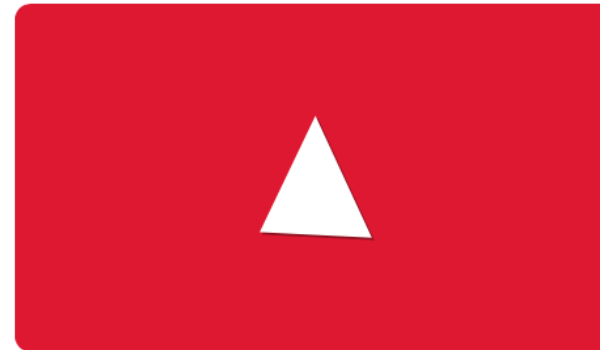
kahoot.it Game-pin: 38944

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

On your phone/tablet

Game-pin: 38944

Q2 Joel 1 900



# Public Affairs Office

Jim Barrett  
Outreach and Materials



Jim Barrett, NASS Public Affairs

[jim.barrett@usda.gov](mailto:jim.barrett@usda.gov)

202-690-8124

# Supervisor Group Study

- Supervisor Breakout Groups until 4:40
  - ☐ Discuss Schedule F
  - ☐ Discuss Checkoff Fees
  - ☐ Discuss reviewing Completed Work (*Save for Review* in CAPI)
  - ☐ Discuss the Data Collection Process
  - ☐ Review covered material
- 15-Minute Break (flexible)
- Back at 4:40 to review questions and preview tomorrow

# Entire Group – Review Questions

- Review Questions
- See you tomorrow!!!



# 2023 ARMS 3 Workshop Day 2!



# Overview

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- Review of Questions
- Enumerator Testimonial Video
- Response Rate and Incentive Plan
- NASDA Admin Items
- Supervisor Breakout
- Review Questions
- Management Send-Off

# Questions

- Questions from previous day
- Follow-up questions



# Kahoot.it

On the presentation screen



Q2 Who is this?



Next >

0  
Answers



Rachel Stevens



Amy Winehouse



Stephanie Powers



Pat Young

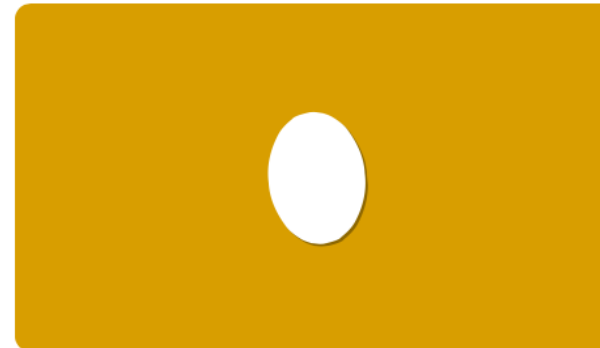
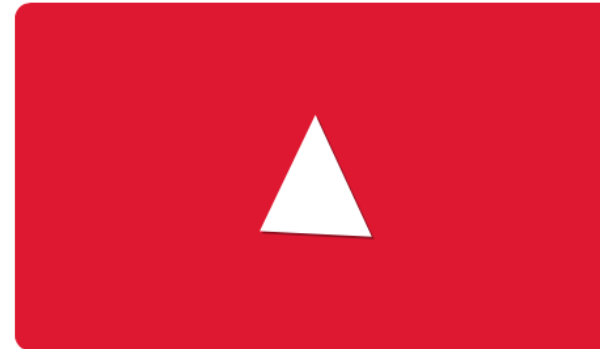
kahoot.it Game-pin: 38944

United States Department of Agriculture  
National Agricultural Statistics Service

On your phone/tablet

Game-pin: 38944

Q2 Joel 1 900



# Enumerator Testimonial

We asked NASDA Enumerators to share their ARMS 3 expertise.





# NASDA Admin

## Contact Information

### NASDA Coordinators:

#### **Kansas:**

Michael Echtenkamp  
785-260-3652

[Michael.Echtenkamp@usda.gov](mailto:Michael.Echtenkamp@usda.gov)

#### **Nebraska:**

Andrew Van Engelenhoven  
402-440-3209

[Andrew.VanEngelenhoven@usda.gov](mailto:Andrew.VanEngelenhoven@usda.gov)

#### **North Dakota:**

Jahgethea Johnson  
701-781-0589

[Jahgethea.Johnson@usda.gov](mailto:Jahgethea.Johnson@usda.gov)

#### **South Dakota:**

Amy Musgrave  
605-280-9863

[Amy.Musgrave@usda.gov](mailto:Amy.Musgrave@usda.gov)

# Supervisor Group Study

- Supervisor Breakout Groups until 11:30
  - ☐ Discuss ways to get cooperation and keep
  - ☐ Discuss Assignments and Supplies
  - ☐ Discuss best practices to improve efficiency
  - ☐ Flexible discussion based on your needs
- 15 Minute Break (flexible)
- Everyone is back at 11:30 for a management send-off

# Workshop Evaluation

- Complete the workshop eval via QR code

Or

- [By clicking this link](#)

Or

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





# Entire Group – Review Questions





# Thank You!!!

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



# Management Comments



Christy Meyer



Nick Streff