



ARMS 3 Overview

The Agricultural Resources Management Survey (ARMS) is an annual USDA survey of farmers and ranchers to gather objective information on the finances and production practices of U.S. farms and the characteristics and economic well-being of farm households.

WHAT IS IT?



Why is ARMS important?



Primary source of financial information on nation's farms and ranches and their households



Policymakers use ARMS financial data to evaluate Farm Bill programs



University extension offices use ARMS data in cost of production analyses and forecasting



US Bureau of Economic Analysis uses ARMS to calculate farm sector portion of US GDP

Why is ARMS important?



It's Representative, Comprehensive, Objective



Links Enterprise, Whole Farm, & Household



Tracks Income Statement
& Balance Sheet Items

Links to production and
marketing decisions

How does USDA Collect ARMS?



Online
(agcounts.usda.gov)



By mail or fax



By interview

Confidentiality Clause



NASS is collecting information on the costs and returns for operating a farm or ranch in the United States and it is essential that we collect this information directly from the producers to make the information as accurate as possible.

The information you provide will be used for statistical purposes only. Your responses will be kept confidential and any person who willfully discloses ANY identifiable information about you or your operation is subject to a jail term, a fine, or both. This survey is conducted in accordance with the Confidential Information Protection and Statistical Efficiency Act of 2018, Title III of Pub. L. No. 115-435, codified in 44 U.S.C. Ch. 35 and other applicable Federal laws. For more information on how we protect your information please visit: <https://www.nass.usda.gov/confidentiality>. Response is **voluntary**.

According to the Paperwork Reduction Act of 1995, an agency may not conduct or sponsor, and a person is not required to respond to, a collection of information unless it displays a valid OMB control number. The valid OMB control number for this information collection is 0535-0218. The time required to complete this information collection is estimated to average 100 minutes per response, including the time for reviewing instructions, searching existing data sources, gathering and maintaining the data needed, and completing and reviewing the collection of information.

Major Uses of ARMS Data

ERS reports on policy-relevant topics

- Amber Waves magazine articles
- Daily ERS Charts of Note

Financial reporting & other data releases

- Farm sector, farm business, & farm household reporting
 - Commodity costs and returns
- Webinars & web-tool

Data releases to universities

- Extension
- Research centers

Staff analyses for policymakers

- Unpublished; quick turn-around



Major Uses/Users of ARMS data



**Farm Financial
(Net Farm Income)**
reporting and
forecasts

Custom Reports
for policy makers
who affect farmers
everyday

Special Reports
that answer
questions on
current hot topics

Major information
source for **Farm
Bills and Ag Policy**

Agricultural
Component of
GDP

Part of Formulas to
**Allocate Tax
Dollars**

**Crop Insurance
and Disaster**
damage estimates

**Lenders,
Manufacturers,
Suppliers, &
Retailers** decisions

**Farm Commodity
groups**, for
analysis and
advocacy

Data Summaries
Available to all
through the web
tool



Who Uses This Information?

Policymakers

- USDA leaders and program managers; Congressional leaders and staff

Policy stakeholders

- Commodity groups and other farm organizations

Farmers and their advisors

- Extension staff; private consultants

Input providers

- Chemicals, equipment, seeds

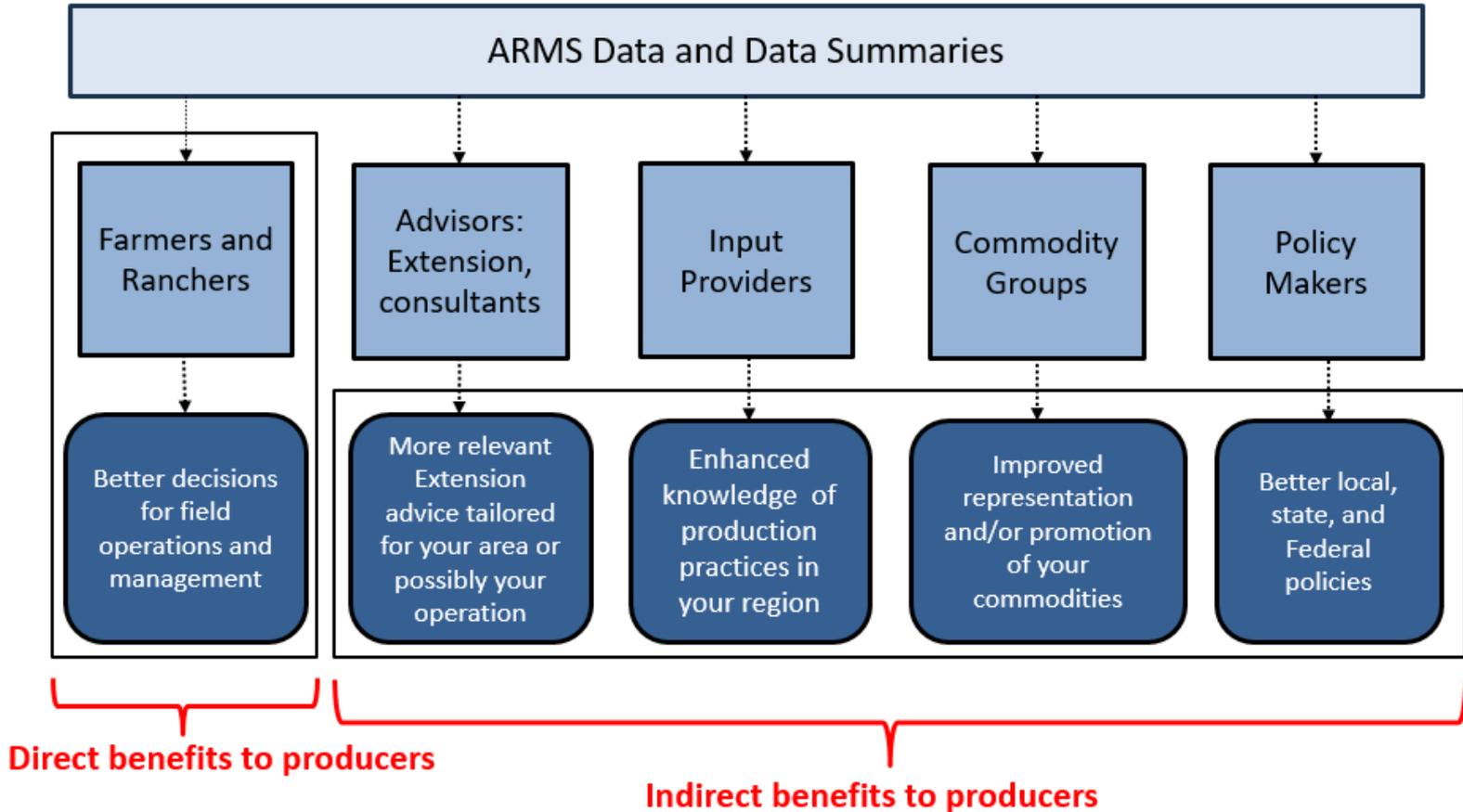
Lenders & investors

- Banks, financial service providers

National and agricultural media

- Newspapers, radio & podcasts, magazines, TV

How ARMS Benefits Producers



Polycymaking

- Policy decisions will be made with or without ARMS data.
- Policymakers...
 - Some have farm backgrounds, most don't
 - Those that do can't just rely solely on their background or experiences
 - They're all busy, so they rely on others for information
- ARMS provides accurate data on U.S. agriculture
 - ARMS is farmers' chance to tell the story of American Agriculture
- Better information makes for better decisions

The Team

- Producers
 - Time, knowledge, thoughtfulness
- NASDA supervisors & enumerators
 - Producer cooperation & guidance, ground-truthing
- NASS
 - Survey design, management, & production expertise
- ERS
 - Objective analyses & economic expertise



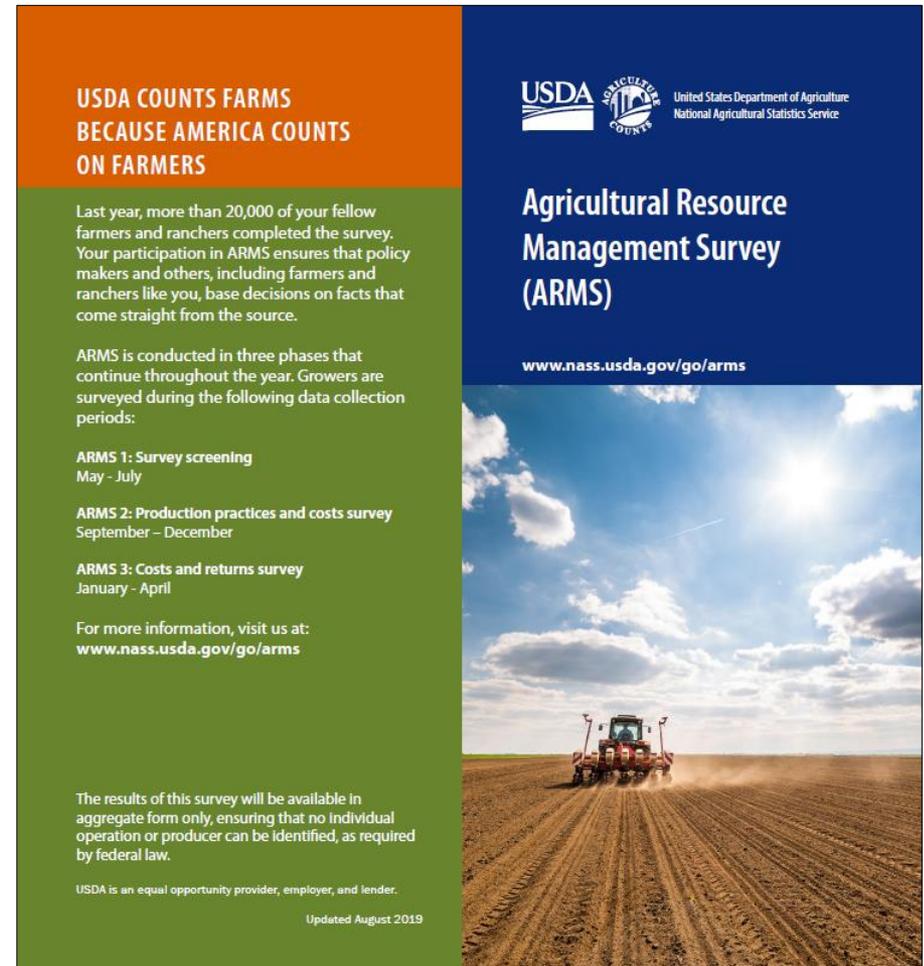


Enumerator Resources

- Interviewer's Manual
- Questionnaires
- Respondent Booklet
- Brochure
- Door Hanger
- Enumerator Guide

Enumerator Resources

- Brochure:
 - Includes everything the public needs to know about the survey
 - Offers some data points derived from ARMS



The image shows a brochure for the Agricultural Resource Management Survey (ARMS). The brochure is divided into three main color sections: orange, green, and blue. The orange section at the top left contains the title 'USDA COUNTS FARMS BECAUSE AMERICA COUNTS ON FARMERS'. The green section below it contains introductory text and details about the survey phases. The blue section at the top right contains the USDA logo, the title 'Agricultural Resource Management Survey (ARMS)', and the website URL. The bottom right of the brochure features a photograph of a red tractor plowing a field under a bright, cloudy sky.

USDA COUNTS FARMS BECAUSE AMERICA COUNTS ON FARMERS

Last year, more than 20,000 of your fellow farmers and ranchers completed the survey. Your participation in ARMS ensures that policy makers and others, including farmers and ranchers like you, base decisions on facts that come straight from the source.

ARMS is conducted in three phases that continue throughout the year. Growers are surveyed during the following data collection periods:

ARMS 1: Survey screening
May - July

ARMS 2: Production practices and costs survey
September - December

ARMS 3: Costs and returns survey
January - April

For more information, visit us at:
www.nass.usda.gov/go/arms

The results of this survey will be available in aggregate form only, ensuring that no individual operation or producer can be identified, as required by federal law.

USDA is an equal opportunity provider, employer, and lender.
Updated August 2019

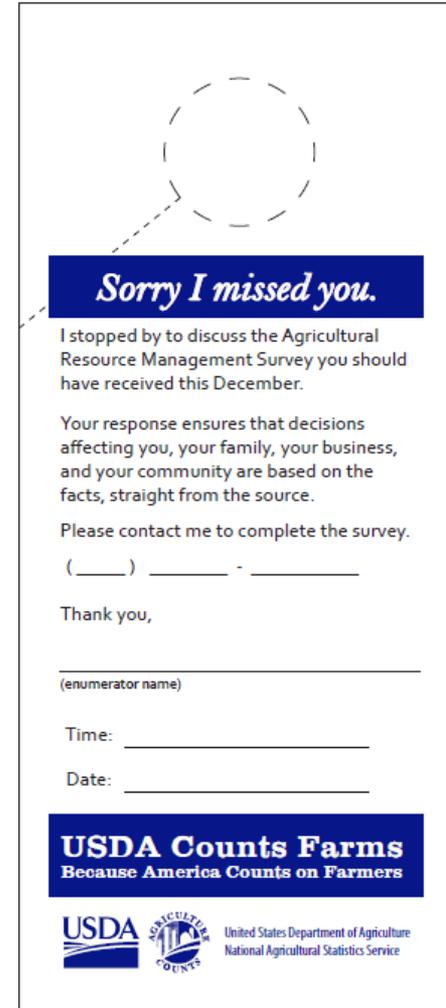
USDA   United States Department of Agriculture
National Agricultural Statistics Service

Agricultural Resource Management Survey (ARMS)

www.nass.usda.gov/go/arms

Enumerator Resources

- Door Hanger
 - Can be left behind with respondents with your contact information



A door hanger template for the Agricultural Resource Management Survey. It features a dashed circle at the top with a dashed line leading to a blue box containing the text "Sorry I missed you." Below this is a paragraph of text explaining the survey and the importance of the respondent's input. There are fields for contact information, including a phone number, a signature line for the enumerator, and fields for time and date. At the bottom, there is a blue box with the text "USDA Counts Farms Because America Counts on Farmers" and logos for USDA and Agriculture Counts.

Sorry I missed you.

I stopped by to discuss the Agricultural Resource Management Survey you should have received this December.

Your response ensures that decisions affecting you, your family, your business, and your community are based on the facts, straight from the source.

Please contact me to complete the survey.

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Thank you,

(enumerator name)

Time: _____

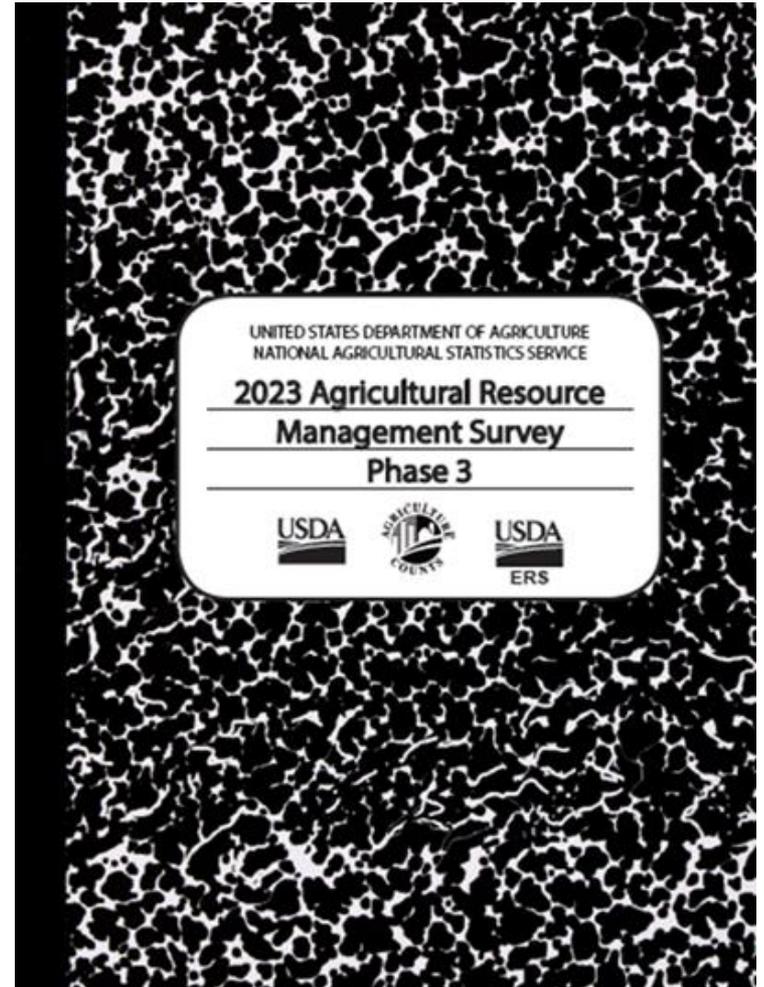
Date: _____

USDA Counts Farms
Because America Counts on Farmers

  United States Department of Agriculture
National Agricultural Statistics Service

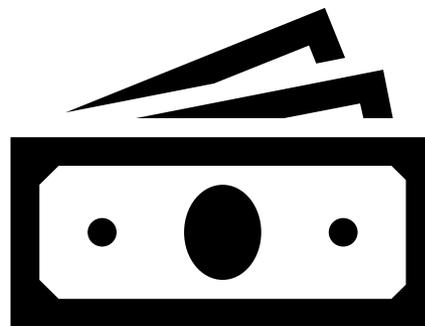
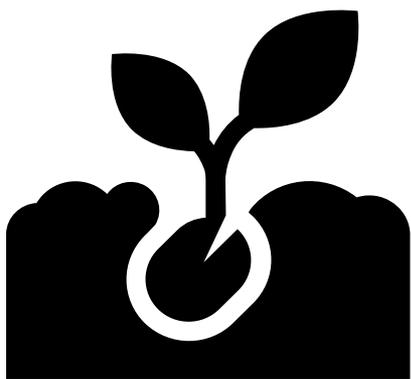
Enumerator Resources

- Enumerator Guide
 - An additional supplement for the enumerator
 - Handed out during ARMS III training
 - Not intended for distribution to respondents, but as a reference guide with talking points, tips and examples of the uses of ARMS



New This Year

- Two versions for this region: CRR and SB
- Soybeans: 1996-2000, 2002, 2006, 2012, 2018
- Commodity versions provides baseline for ERS annual estimates of costs and returns



Enumerator Tips

- Avoid acronyms – like “ARMS” or even “USDA.” Say: “This is a Department of Agriculture survey.”
- Avoid bureaucratic jargon and office slang: respondents and partners don’t know what a “phase” is in relation to this survey.
- Emphasize that this is the only survey that assesses the economic state of the agriculture sector. Policymakers have no other way of knowing the costs incurred by farmers and ranchers.
- If you don’t fill out this survey, how else will you be represented?

Questions?

