



March Agricultural Survey Training Materials



Below you will find links to videos, PowerPoint presentations, survey extra information sheets, and practice interviews for NASS's March Agricultural Survey. The practice interviews can be used to enter data in Blaise or CAPI to get familiar with those data collection instruments.



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Strategic Planning and Business Services Division
Strategic Planning Branch
Workforce Performance and Staff Development Section

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NASS Survey Training

March Agricultural Production Survey (APS) Overview



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

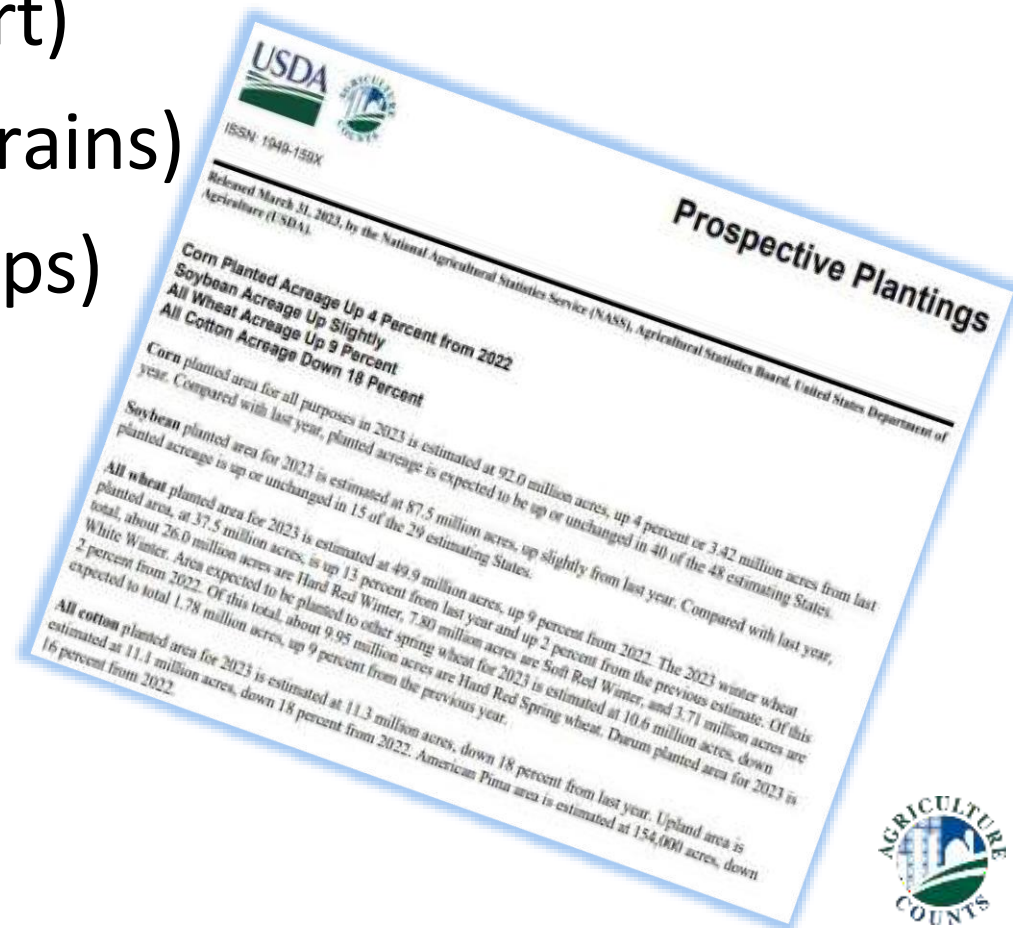


Workforce Performance and Staff Development Section



Four Quarterly Agricultural Surveys

- March (Prospective Plantings Report)
- June (Acreage Report)
- September (Small Grains)
- December (Row Crops)



March Agricultural Survey

- The survey is used to determine what is and what will be planted.
- The March Agricultural Survey release is the ***Prospective Plantings*** report.
 - In some southern states planting may have started
 - Many parts of the country will still be too cold, too wet or possibly even snow covered
 - Operators may be reluctant to respond because they are still unsure of what they will plant. We need to urge them to make their best estimate as to what they will plant (or intend to plant) as of March 1.

March Agricultural Survey

- The survey is also used to determine what types of grain are stored and how much
- Another release that come from The March Agricultural Survey is the ***Grain Stocks*** report
 - Grain storage capacity, types of grain stored, and amount of grain stored on the operation is asked to help determine nationwide grain supplies



Who Uses the Data?

- Producers use the information to make critical decisions for their operations and finalize their cropping and marketing plans.
- Commodity markets rely on the *Prospective Plantings* report for early information on the year's growing season and to establish futures and commodity prices worldwide.
- The agriculture industry uses the information to evaluate export potential and international customers look to the data for assurance that the United States will continue to be a reliable supplier of major commodities.
- Universities, extension agents, private and government economists, the farm media and others use the data to identify and analyze emerging issues and trends

General Survey Information

- Project Code: **122 - March Crops/Stocks Survey**
- Questionnaires:
 - Mails out February 18
 - Web reporting option available
- Releases:
 - *Prospective Plantings*
 - *Grain Stocks*
 - *March 31*
 - *On the NASS website: <https://www.nass.usda.gov/>*



Additional Survey Information: Interviewer's Manual

- Chapter 8
 - Completing the interview: screening questions; operation description; changes in operator
- Chapter 9
 - Acres operated; types of land (include/exclude); recording rules for crops; specific crop details
- Chapter 10
 - Grain and oilseeds in storage
- Chapter 17
 - Previously reported data
 - How to handle changes: screening questions; operation description; changes in operator

Front Page and Screening Questions

- 1. Make any necessary updates to contact info
- 2. Screening Questions
 - Do they qualify for the survey?
 - If “No” to all, what is the status of the operation?

AGRICULTURAL SURVEY - MARCH 1,

|||||

555-444-3210
Green Acres
Ima Farmer
Someplace, KS 98765-4321

OMB No. 0225-0212
Approved Census: 0-00000
Project Code: 102
Survey ID: 1000
Version: 20

USDA United States Department of Agriculture
NATIONAL AGRICULTURAL STATISTICS SERVICE

STILLMAN: Kansas
Northwest Plains Region
1021 Commercial and North Hwy 202
Lincoln, NE 68508
Phone: 402-470-6447
Fax: 402-470-2720
E-mail: 14455AT1CNA@usda.gov

Please make corrections to name, address, and ZIP Code, if necessary.

The information you provide will be used for statistical purposes only. Your response will be kept confidential and any person who willfully discloses NASS confidential 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 Agricultural Production and Statistical Privacy Act of 2012, Title 18 of Pub. L. No. 115-425, codified at 42 U.S.C. Ch. 52 and other applicable Federal laws. For more information on how we protect your information please visit <http://www.nass.usda.gov/confidentiality>. Thank you for your response.

According to the Paperwork Reduction Act of 1995, an agency may not collect information from a person if it has already collected the information in a collection of information unless it displays a valid OMB control number. The valid OMB number is 0225-0212. The time required to complete this information collection is estimated to average 20 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.

OMB Use Only	FIPS	FDD	State	County

- Please verify name and mailing address of this operation.
Make corrections (INCLUDE the correct operation name) on the label and continue.
- Please answer the following questions for the total acres you (name on label) operate:

a. Will you grow any crops or cut hay in 2023?

b. Is any of the land in this operation cropland? (INCLUDE all cropland and cropland in government programs such as CRP, etc.)

c. On March 1, did you have any whole grains, silage, or hay stored on this operation?

d. Do you have facilities for storing whole grains or silage?

e. Do you own or raise any horses, poultry, or bees?

f. On March 1, did this operation have more than 90 acres of pasture?

☐ Yes ☐ No

☐ Yes ☐ No

☐ Yes ☐ No

☐ Yes ☐ No

☐ Yes ☐ No

☐ Yes ☐ No
- Did you answer Yes to any of the questions in Item 2 (2a - 2f)? ☐ Yes - Continue ☐ No - Go to Section 5

Operating Arrangement and Who is Involved

- 3. What is the operating arrangement
- 4. How many people are involved
- 5. List all partners
(helps to eliminate duplication of data)

- 2 -

3. Are the day-to-day decisions for this operation made by one individual, a hired manager, or partners? (Check one)

☒ One Individual – (Go to Section 1 on Page 3.)

☐ A hired manager – (Go to Section 1 on Page 3.)

☐ Partners – (Continue)

4. How many individuals are involved in the day-to-day decisions of this operation?

Enter the number of partners. Include the partner named on the label.
Partners jointly operate land and share in decision making. Do not include landlords and tenants as partners.

5. Please identify the other person(s) in this partnership, then go to Section 1, Page 3.
(Verify partners' names and make necessary corrections if names have already been entered.)

For Office Use Only	
R. UNIT	
9921	
SUB	
9941	
June 1	
9930	

Number
1

Name: _____	Name: _____
Address: _____	Address: _____
City: _____ State: _____ Zip: _____	City: _____ State: _____ Zip: _____
Phone: () - _____	Phone: () - _____
Did this partner also operate land individually on June 1, 2014?	Did this partner also operate land individually on June 1, 2014?
<input type="checkbox"/> Yes <input type="checkbox"/> No	<input type="checkbox"/> Yes <input type="checkbox"/> No

Name: _____	Name: _____
Address: _____	Address: _____
City: _____ State: _____ Zip: _____	City: _____ State: _____ Zip: _____
Phone: () - _____	Phone: () - _____

Section 1 – Acres Operated

- Total acres operated
 - Includes *ALL* acres
 - Includes *ALL* types of rental arrangements
- How much of the total is CROPLAND
 - Watch the includes and excludes

Section 1 - Acres Operated		A
Please report total acres operated under this land arrangement.		
1. On March 1, how many acres did this operation:		Acres
a. Own?		901
b. Rent or Lease from others or use Rent Free? (EXCLUDE land used on an animal unit month (AUM) basis, Bureau of Land Management (BLM) and Forest Service land.)		902
c. Rent to others?		905
2. Calculate Item 1a + 1b - 1c. Then the total acres operated on March 1 was:		900
a. Does this include the farmstead, all cropland, woodland, pastureland, wasteland, and government program land?		
<input type="checkbox"/> Yes - Continue <input type="checkbox"/> No - Make corrections, then continue		
The remaining questions in this survey refer to the total acres operated (Item 2).		
3. Of the total acres operated, how many acres are considered cropland, including land in hay, summer fallow, cropland idle, cropland used for pasture and cropland in government programs?		902



Acres Operated

- Asks about:
 - Acres owned
 - Acres rented from others or used rent free (+)
 - Acres rented to others (-)
- Total Acres – The math must work!!
 - Acres Owned **plus** Acres Rented from Others **minus** Acres Rented to Others must **equal** Total Acres
- Acres considered cropland
 - Look at page 905 of your Interviewer's Manual if you have any questions about what is considered cropland

Acres Operated

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

Specific Item Information

- For most states you will be asking about the following commodities:

Small Grains

– Wheat

- Winter wheat, spring wheat, durum wheat (varies by state)
- Both planted & harvested in some cases

– Barley

– Oats



Specific Item Information (Varies by State)

Row Crops

- Corn for all purposes
- Sorghum
- Sudan
- Soybeans
- Dry Edible Beans
- Dry Edible Peas
- Upland Cotton
- Pima Cotton
- Peanuts
- Canola
- Flaxseed
- Tobacco
- Sunflowers
- Rice
- Lentils
- Chickpeas

All Dry Hay

Crops

- Typically the first commodity asked will be winter wheat:
 - Acres planted for all purposes
 - Includes to be harvested for grain or seed, cover crop, nurse crop, grazed off, cut for hay/haylage, or abandoned
 - Acres to be harvested for grain or seed



Winter wheat



Crops, cont.

- Other **small grain** questions
 - Acres planted for durum wheat, oats, and barley
- Watch out for **mixtures** of wheat, oats, barley, and/or other grains planted on the same acreage.
 - Mixtures should be excluded because they would not have the possibility to be harvested as grain.

Crops, cont.

- **Row crops** questions
 - Acres planted and to be planted for all purposes
 - Acres harvested and to be harvested is typically not asked in March for row crops
- **Dry hay** to be harvested
 - Acres cut and to be cut for dry hay in 2026
 - Exclude acres which will only be cut for haylage
 - Acres should only be counted once, despite number of cuttings.

Hay Varieties

- Alfalfa and Alfalfa Mixtures
- Grains (Grain Hay)
- Brome grass
- Clover
- Clover and Grass Mixtures
- Red Clover and Clover Mixtures
- Ryegrass
- Fescue
- Tall Fescue
- Grass Hays
- Timothy
- Lespedeza
- Sudan
- Sorghum-Sudan Crosses
- Millet
- Orchard Grass
- Bermuda
- Birds-foot Trefoil
- Other Tame and Wild Hays



Storage Capacity/Crops Stored

- Initial screening questions ask whether the operation had:
 - Storage facilities on the farm (Exclude temporary storage)
 - If they had any grain or oilseeds in storage **ON this operation**
 - Include any *temporary* storage
- First question will ask about Storage Capacity
 - On this operation
- Follow-up questions asks respondent the amounts of whole grains or oilseeds in storage **from any crop year.**
 - **On this operation (NOT stored at the “elevator”)**

Storage Capacity/Crops Stored

- Whole Grain Corn
- Soybeans
- Wheat – all types
- Barley
- Oats
- Sorghum Grain (Milo)
- Rice
 - Long, medium, short grain
- Sunflowers
 - Oil, non-oil



ON-FARM GRAIN SYSTEMS

Storage Capacity/Crops Stored

- Sometimes respondents don't like to answer the stocks section
 - Be prepared for reluctant respondents and have answers ready to address any concerns.
 - If a respondent won't give you the amount stored:
 - See if they would be willing to just tell you what commodities are on hand.
 - Record "Don't know" for the commodities on hand and "Zero" for all others
- **ONLY grain stored on this operation**

Cash Rents

- Will this operation rent or lease any cropland or pasture from others for cash?
 - ONLY cropland or pasture rented/leased for cash.
Exclude any:
 - Acres used rent free
 - Land rented on a share basis (sharecropping)
 - Land used per head or on a AUM basis
 - BLM and Forest Service land
 - Acreage rented with buildings/barns
 - ALSO *exclude* any Flex/Hybrid/Conditional leases*
 - A set amount paid initially with additional money paid at the end of the season, conditional on yield and/or crop price.

Cash Rent Paid

- How many acres of:
 - Non-irrigated cropland
 - Irrigated cropland
 - Permanent pasture, grazing land, or grassland
- Dollars per acre **OR** total dollars paid.
- Any acres rented/leased for cash from relatives?
 - If Yes, how many acres?

Examples

Description of Rental Agreement	Correct Way to Report
Op pays \$100 an acre up front and will pay an additional amount based upon the yield.	Exclude
Op pays \$10,000 per year for 200 acre of non-irrigated wheat ground.	Include
Op rents irrigated cropland and pastureland for \$40,000 per year. It is not broken out by land type in the rental agreement.	Exclude
Op rents his parents place including the house, barn and grain bin for \$8,000 per year.	Exclude
Op pays \$80 per acre for 300 acres of irrigated cropland, \$50 per acre for 100 acres of non-irrigated cropland, and \$15 per acre for 20 acres of pastureland.	Include
Op pays \$20 per acre for irrigated cropland leased from his father.	Include (add a note)
Op pays \$2.50 per head on private land in the summer.	Exclude
Op has a 60/40 crop share agreement with the landlord. He pays a guaranteed \$25 per acre plus 40% of the crop to the landlord.	Exclude
Op pays a flat \$5,000 for the use of 1,200 acres for summer pasture.	Include

Things to watch out for

- Large changes in cropland acreage from previous survey
- Large changes in storage capacity
- Winter Wheat acreage different from previously reported.
- Sum of individual acreage more than total cropland

More Things to Watch Out For

- If individual crop acres add up to more than cropland, please probe to see if small grains might be a cover crop.
 - Please leave a comment
- Dry beans or peas reported? Leave notes about what class/type.

Planting Decisions May be Impacted by:

- Current weather situations
- Crop prices
- Potential precipitation before March 1st



Reluctant Respondents

- “It’s too early to tell.” or “Can’t report accurately.”
 - At this time we are just asking for your best estimate of expected acres to be planted. Is it more or less than last year’s crop? How many acres were planted last year?
- “I’m not telling you what or how many bushels I have in storage.”
 - We rely on information from farmers across the country to accurately estimate grain in storage. That in turn can help you make well-informed marketing decisions. But even if you can’t provide an amount, could you tell us what commodities you have in storage?

Things to Remember:

- Be sure to leave ample notes to explain any questionable situations with the farming operation.
- Become familiar with the questions by going through the survey before conducting interviews.
- If concerns are expressed:
 - Listen, assess and address THAT concern
 - Have most common responses down
- Contact your supervisor with any questions or concerns.



March Agricultural Survey Extra Information

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The “day to day decisions” question and partner information is very important. Correct information here is key to accurately summarizing the data

Remember, this is our “planting intentions” survey. Many areas of the country will still be too cold or the soils too wet for any planting to have actually occurred. We are focused on what the respondent intends to do this crop year.

Collecting crop data on:

- Acres planted and to be planted for all purposes
- Acres to be harvested for grain or seed is asked for winter wheat (also asked for other wheat types in a few states)

Commodities asked varies by state

For hay crops we are looking for:

- Acres to be cut for *dry* hay

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

Watch out for “beans” and make sure you know whether they are soybeans or various types of dry edible beans and that the information is recorded correctly



Record hay acres only once regardless of number of cuttings expected. Exclude any acres to be harvested *only* for haylage. Don't confuse small grain hay with straw

Exclude any storage capacity/grain stored in rented or leased space in **commercial elevators**. Make sure to include *only* whole grains or oilseeds (exclude any storage used for ground or cracked corn, corn silage, or roasted soybeans)

All whole grains or oilseeds stored on the operation (regardless of crop year, end use, etc) should be reported

If the producer tells you he has stocks for a commodity but refuses or doesn't know the amount, make sure to leave a note. Knowing the presence of that commodity on the operation is useful information

Farmers may report grain storage structure sizes in dimensions, rather than bushels. Make a note of the dimensions so that volume can be estimated

If stocks are reported in tons (where the typical unit of measure is bushels or pounds) verify that it is not silage or something other than whole grain in storage

Statisticians value any extra information you can provide. Make sure to leave notes for any odd situations; large changes; etc.

For "Out of Business" records, be sure to follow the screening questions carefully. Leave notes as to what has happened to the operation. Try to collect contact information for any new operators if the operation has been sold, rented out, or turned over to someone else.

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March Agricultural Survey Practice Interviews

Questions were based on MO version. Some items may not be asked, some additional questions could also appear. If the record is matched with Cash Rents and rented land is recorded there will be questions for that as well. Make adjustments as necessary.

Practice Interview 1

Who is responding? **Operator**

For the total acres you operate, will you grow any crops or cut hay in 20XX? **Yes**

Now I would like to ask about the total acres operated under this land arrangement. On March 1, how many acres did this operation own? **240**

How many acres did this operation rent or lease from others? **160**

How many acres did this operation rent to others? **0**

Then the total acres operated on March 1, was 400. Is that correct? **Yes**

Do the 400 acres include the farmstead, all cropland, woodland, pastureland, wasteland, and government program land? **Yes**

The remaining questions in this survey refer to the total 400 acres operated. Of the total 400 acres operated, how many acres are considered cropland, including land in hay, summer fallow, cropland idle, cropland used for pasture, and cropland in government programs? **370**

How many acres of winter wheat have been planted or will be planted for all purposes last fall or this spring for the 20XX crop year? **40**

How many acres of winter wheat will be harvested for either grain or seed? **40**

For the following grain crops, please report acres planted and to be planted for all purposes last fall or this spring for the 20XX crop year.

How many acres of oats have been or will be planted for all purposes? **0**

For the following crops, please report acres planted and to be planted for all purposes this spring or summer for the 20XX crop year.

How many acres of corn have been or will be planted for all purposes? **200**

How many acres of soybeans have been or will be planted for all purposes? **120**

How many acres of upland cotton have been planted or will be planted? **0**

Did you plant or will you plant any rice in 20XX on land you operate? **No**

How many acres of all hay will be cut for dry hay in 20XX? **50**



On March 1, what was the total storage capacity of all structures normally used to store whole grains or oilseeds? **50,000 bushels**

On March 1, were any whole grain corn, soybeans, sorghum grain (milo), wheat, or oats on hand or stored on the total acres operated? **Yes**

On March 1, how much whole grain corn was on hand or stored on the total acres operated? **20,000 bushels**

On March 1, how many soybeans were on hand or stored on the total acres operated? **5,000 bu.**

On March 1, how much winter wheat was on hand or stored on the total acres operated? **1,000 bu.**

On March 1, how many oats were on hand or stored on the total acres operated? **0**

Was any rice on hand or stored on the total acres operated? **No**

Do you make any day-to-day decisions for another operation? **No**

Would you rather have a brief summary emailed to you at a later date? **No**

Practice Interview 2

Who is responding? **Spouse, Mary Jones**

Let me verify the name, address, and phone numbers that I have for this operation. Is this information correct? **Yes**

Have the operator, manager or partners changed? **No**

For the total acres you operate, will you grow any crops or cut hay in 20XX? **Yes**

Are the day to day decisions for this operation made by? **An individual operator**

Now I would like to ask about the total acres operated under this land arrangement.

On March 1, how many acres did this operation own? **975**

How many acres did this operation rent or lease from others? **0**

How many acres did this operation rent to others? **175**

Then the total acres operated on March 1, was 800. Is that correct? **Yes**

Do the 800 acres include the farmstead, all cropland, woodland, pastureland, wasteland, and government program land? **Yes**

The remaining questions in this survey refer to the total 800 acres operated. Of the total 800 acres operated, how many acres are considered cropland, including land in hay, summer fallow, cropland idle, cropland used for pasture, and cropland in government programs? **610**

Now I would like to ask you about crops on this operation. Please report for all land you operate, including land you rent from others.

For the following grain crops, please report acres planted and to be planted for all purposes last fall or this spring, and acres to be harvested for either grain or seed in the 20XX crop year.

How many acres of winter wheat have been planted or will be planted for all purposes last fall or this spring for the 20XX crop year? **50**

How many acres of winter wheat will be harvested for either grain or seed? **0 – (did not have good emergence, will till it under and plant oats)**

For the following grain crops, please report acres planted and to be planted for all purposes last fall or this spring for the 20XX crop year.

How many acres of oats have been or will be planted for all purposes? **100**

For the following crops, please report acres planted and to be planted for all purposes this spring or summer for the 20XX crop year.

How many acres of corn have been or will be planted for all purposes? **0**

How many acres of sorghum have been or will be planted for all purposes? **0**

How many acres of soybeans have been or will be planted? **0**



How many acres of upland cotton have been or will be planted? **0**

Did you plant or will you plant any rice in 20XX on land you operate? **No**

Now I would like to ask about acres cut and to be cut for dry hay in 20XX.

How many acres of all hay will be cut for dry hay in 20XX? **320**

On March 1, what was the total storage capacity of all structures normally used to store whole grains or oilseeds? **20,000 bushels**

On March 1, were any whole grain corn, soybeans, sorghum grain (milo), wheat, or oats on hand or stored on the total acres operated? **Yes**

On March 1, how much whole grain corn was on hand or stored on the total acres operated? **0**

On March 1, how many soybeans were on hand or stored on the total acres operated? **0**

On March 1, how much sorghum grain was on hand or stored on the total acres operated? **0**

On March 1, how much winter wheat was on hand or stored on the total acres operated? **0**

On March 1, how many oats were on hand or stored on the total acres operated? **1200 bushels**

Was any rice on hand or stored on the total acres operated on March 1? **No**

Do you make any day-to-day decisions for another operation? **No**

Would you rather have a brief summary emailed to you at a later date? **No**



Practice Interview 3

Who is responding? **Operator**

Let me verify the name, address, and phone numbers that I have for this operation. Is this information correct? **Yes**

Have the operator, manager or partners changed? **No**

For the total acres you operate, will you grow any crops or cut hay in 20XX? **Yes**

Are the day to day decisions for this operation made by? **An individual operator**

Now I would like to ask about the total acres operated under this land arrangement.

On March 1, how many acres did this operation own? **500**

How many acres did this operation rent or lease from others? **500**

How many acres did this operation rent to others? **0**

Then the total acres operated on March 1, was 1000. Is that correct? **Yes**

Do the 1000 acres include the farmstead, all cropland, woodland, pastureland, wasteland, and government program land? **Yes**

The remaining questions in this survey refer to the total 1000 acres operated. Of the total 1000 acres operated, how many acres are considered cropland, including land in hay, summer fallow, cropland idle, cropland used for pasture, and cropland in government programs? **1000**

Now I would like to ask you about crops on this operation. Please report for all land you operate, including land you rent from others.

For the following grain crops, please report acres planted and to be planted for all purposes last fall or this spring, and acres to be harvested for either grain or seed in the 20XX crop year.

How many acres of winter wheat have been planted or will be planted for all purposes last fall or this spring for the 20XX crop year? **0**

For the following grain crops, please report acres planted and to be planted for all purposes last fall or this spring for the 20XX crop year.

How many acres of oats have been or will be planted for all purposes? **0**

For the following crops, please report acres planted and to be planted for all purposes this spring or summer for the 20XX crop year.

How many acres of corn have been or will be planted for all purposes? **600**

How many acres of sorghum have been or will be planted for all purposes? **0**

How many acres of soybeans have been or will be planted for all purposes? **200**

How many acres of upland cotton have been planted or will be planted? **0**

Did you plant or will you plant any rice in 20XX on land you operate? **Yes**
How many acres of long grain rice have been planted or will be planted? **200**
How many acres of medium grain rice have been planted or will be planted? **0**
How many acres of short grain rice have been planted or will be planted? **0**

Now I would like to ask about acres cut and to be cut for dry hay in 20XX.
How many acres of all hay will be cut for dry hay in 20XX? **0**

Has no grain storage facilities and no grain stored.

Do you make any day-to-day decisions for another operation? **No**
Would you rather have a brief summary emailed to you at a later date? **No**