



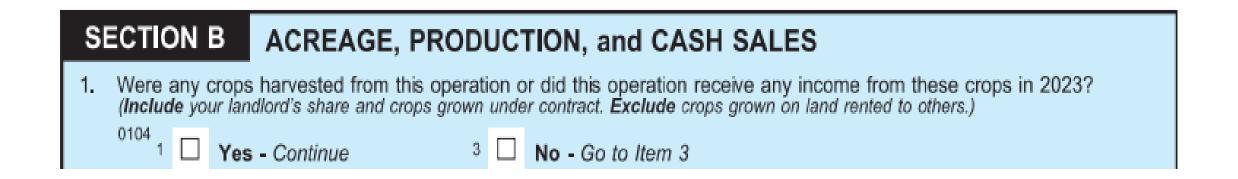


Importance of Acreage, Production, and Cash Sales Section

- Describes farm economy production and cash sales
- Identifies farm diversity in crop production
- Helps determine profitability of farm activities



Acreage, Production, and Cash Sales



Be sure to exclude crops on any land that is rented to others





Acreage, Production, and Cash Sales

 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 ow many acres were ARVESTED? (Acres)	(In	3 What was the total production? clude landlord sh nd amount used o operation.) (Total Amount)	are	total used	How much of this peration's share of the production was (will to don this operation feed, seed, etc.?	be) for	5 How much was received in Cash Sales from any year's production? (Exclude contract sales and landlord's share.) (Dollars)			
Corn for grain	0105		0106		Bu.	0107		Bu.	0108	\$.00
Corn for silage or greenchop	0109		0110		Tons	0111	1	Tons	0112	\$.00
Cotton, all types	0113		0114		Lbs,				0116	\$.00
Peanuts	0117		0118		Lbs.	0119		Lbs.	0120	\$.00
Potatoes (report sweet potatoes in all other crops)	0121	Acres Tenths	0122		Cwt.	0123	(Cwt.	0124	\$.00
Rice	0125		0126		Cwt,	0127	(Cwt,	0128	\$.00
Sorghum for grain or seed	0129		0130		Bu.	0131		Bu.	0132	\$.00
Sorghum for silage	0133		0134		Tons	0135		Tons	0136	\$.00
Soybeans	0137		0138		Bu,	0139		Bu.	0140	\$.00

- Column 2: Acres Harvested
 - If harvest was delayed, it should be included & production should be estimated.
 - If harvest was lost completely, leave a comment
- Column 3: Total Production
 - Be aware of units
 - Conversions may be necessary





Acreage, Production, and Cash Sales

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CROP FIELD CROPS		2 w many ac were ARVESTEI (Acres)			3 What was the total production? clude landlord shound used operation.) (Total Amount)	are	total used	How much of this peration's share of the production was (will don this operation feed, seed, etc.?	be) for	5 How much was received in Cash Sales from any year's production? (Exclude contract sales and landlord's share.) (Dollars)			
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Corn for silage or greenchop	0109			0110		Tons	0111		Tons	0112	\$.00
Cotton, all types	0113			0114		Lbs,				0116	\$.00
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Potatoes (report sweet potatoes in all other crops)	0121	Acres	Tenths	0122		Cwt.	0123		Cwt.	0124	\$.00
Rice	0125			0126		Cwt,	0127		Cwt.	0128	\$.00
Sorghum for grain or seed	0129			0130		Bu.	0131		Bu.	0132	\$.00
Sorghum for silage	0133			0134		Tons	0135		Tons	0136	\$.00
Soybeans	0137			0138		Bu,	0139		Bu.	0140	\$.00

- Column 4: Used on Operation
 - If anything other than hay is reported here, leave a comment
- Column 5: Cash Sales
 - Do not duplicate with marketing and production contracts section





Rice Crop Conversions

- Barrels to Hundredweight (cwt)
 - Barrels * 1.62 = Hundredweight
 - i.e. an operator reports 40 barrels of rice (40 *1.62 = 64.8 cwt/acre)

- Bushels to Hundredweight (cwt)
 - Bushels/2.22 = Hundredweight
 - i.e. an operator reports 160 bushels of rice (160 / 2.22 = 72.07 cwt/acre)





Cotton Crop Conversions

- Bales to Pounds
 - 1 bale = 480 lbs.
 - i.e. operator reported 3 bales of cotton
 - (3 * 480 = 1,440 lbs./acre)



Acreage, Production, and Cash Sales Example

 An operator owns a row crop operation in Louisiana and produces rice, cotton, and soybeans. All crops harvested were sold. The operator reported production for each of the crops as follows:

Crop	Acres Harvested	Production/Acre	Total Production	Cash Sales
Cotton	25 acres	2 bales/acre	50 bales	\$21,000
Rice	50 acres	42 barrels/acre	2,100 barrels	\$57,834
Soybeans	15 acres	40 bushels/acre	600 bushels	\$8,400

 Based on the information above, how would you fill out Question 2 in Section B?





Acreage, Production, and Cash Sales Example

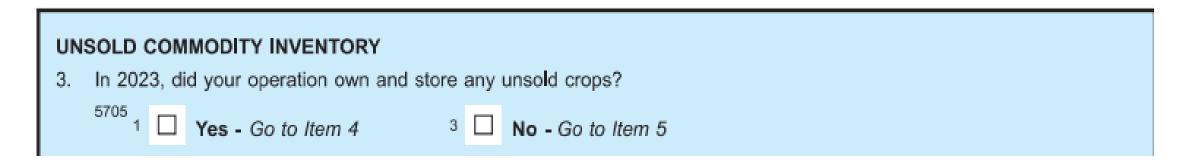
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CROP FIELD CROPS		2 w many acres were ARVESTED? (Acres)	(In	3 What was the total production? clude landlord shad amount used of operation.) (Total Amount)	are	How much of this operation's share of the total production was (will be) used on this operation 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)				
Corn for grain	0105		0106		Bu.	0107		Bu.	0108	\$.00		
Corn for silage or greenchop	0109		0110		Tons	0111	т	ons	0112	\$.00		
Cotton, all types	0113	25	0114 24,000						0116	\$	21,600	.00		
Peanuts	0117		0118		Lbs.	0119	L	bs.	0120	\$.00		
Potatoes (report sweet potatoes in all other crops)	0121	Acres Tenths	0122		Cwt.	0123		Owt.	0124	\$.00		
Rice	0125	50	0126	3,402	Cwt.	0127	c	Owt.	0128	\$	57,834	.00		
Sorghum for grain or seed	0129		0130		Bu.	0131		Bu.	0132	\$.00		
Sorghum for silage	0133		0134		Tons	0135	т	ons	0136	\$.00		
Soybeans	0137	15	0138	600	Bu.	0139		Bu.	0140	\$	8,400	.00		





Unsold Commodity Inventory



• Does not include crops sold, contracted, or held under CCC loan



Unsold Commodity Inventory

 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
Oran (harabata)	on-farm	5706		5707		5708		5709	
Com (bushels)	off-farm	5710		5711		5712		5713	
Control (humbols)	on-farm	5714		5715		5716		5717	
Soybeans (bushels)	off-farm	5718		5719		5720		5721	
Wheat (bushels) - type: \$\overline{x}\$	on-farm	5722		5723		5724		5725	
1 2 3 Durum Other spring Winter	off-farm	5726		5727		5728		5729	
Other - specify: Specify: Fig. 1. Units specify: Fig. 2. Specif	y on-farm	5730		5731		5732		5733	
	off-farm	5734		5735		5736		5737	

- March: 2022 crop | September and December: 2023 crop
- Data here should be counted as farm assets in Section J





Precision Agriculture

- New question in 2024
- Importance:
 - Funding is being provided through USDA for precision agriculture projects
 - ARMS provides objective, representative, and comprehensive data sources
 - Growing interest





Precision Agriculture

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	Die			e this t Yes, 3			jy?	ma	st all the codes that atch the reasons you CHOSE to use this technology.	ma D	List all the codes that match the reasons you DID NOT CHOOSE to use this technology.				
Yield monitor	5738	1		Yes	3		No	5739		5740					
Yield map	5741	1		Yes	3		No	5742		5743					
Soil map	5744	1		Yes	3		No	5745		5746					
Guidance auto-steering	5747	1		Yes	3		No	5748		5749					
Variable rate applicator/technology	5750	1		Yes	3		No	5751		5752					
Imagery from aircraft or satellite	5753	1		Yes	3		No	5754		5755					
Unmanned aerial vehicles (i.e., drones)	5756	1		Yes	3		No	5757		5758					
Robotic milking	5759	1		Yes	3		No	5760		5761					
Sensors/accelerometers on individual livestock	5762	1		Yes	3		No	5763		5764					

Sensors/accelerometers on inclivestock	lividual	5762	1 [Yes	3		No	5763			5764		
CODES for		CODES for column 4											
1 - increase yields 2 - save labor time 3 - reduce purchased input costs	6 - improve 7 - came st equipme	tandar					to be	nefits	gh compare	14 -	not a	omplicated to ccurate enoug	h

internet access

12 - benefits uncertain

16 - other

- Things to Remember:
 - Applicability of technology to operation
 - Yes in column 2 → reasons in column 3
 - No in column 2 → reasons as to column 4
 - List codes individually
 - More than 1 code can be chosen



4 - reduce operator fatigue

5 - broadband internet access

8 - reduce environmental impacts

9 - other

Reminders

- Production and cash sales plays an important role in determining health of farming sector.
- Check for duplication among cash sales and contracts





Questions?



