



Section B

Acreage, Production, and Cash Sales



United States Department of Agriculture
National Agricultural Statistics Service



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



Acresage, Production, and Cash Sales

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

Yes - Continue

3

No - Go to Item 3

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



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Acres, Production, and Cash Sales

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? (<i>Include landlord share and amount used on operation.</i>)		4 How much of this operation's share of the total production was (will be) used on this operation for feed, seed, etc.?		5 How much was received in Cash Sales from any year's production? (<i>Exclude contract sales and landlord's share.</i>)	
	(Acres)		(Total Amount)		(Amount Used on Operation)		(Dollars)	
FIELD CROPS								
Corn for grain	0105		0106	Bu.	0107		Bu.	0108 \$.00
Corn for silage or greenchop	0109		0110	Tons	0111		Tons	0112 \$.00
Cotton, all types	0113		0114	Lbs.				0116 \$.00
Peanuts	0117		0118	Lbs.	0119		Lbs.	0120 \$.00
Potatoes (<i>report sweet potatoes in all other crops</i>)	0121	Acres Tenths	0122		0123			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



Acres, Production, and Cash Sales

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	(Acres)		(Total Amount)		(Amount Used on Operation)		(Dollars)	
FIELD CROPS								
Corn for grain	0105		0106	Bu.	0107	Bu.	0108	\$.00
Corn for silage or greenchop	0109		0110	Tons	0111	Tons	0112	\$.00
Cotton, all types	0113		0114	Lbs.			0116	\$.00
Peanuts	0117		0118	Lbs.	0119	Lbs.	0120	\$.00
Potatoes (<i>report sweet potatoes in all other crops</i>)	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)



Acres, 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?



Acres, Production, and Cash Sales Example

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1 CROP	2 How many acres were HARVESTED?		3 What was the total production? (<i>Include landlord share and amount used on operation.</i>)			4 How much of this operation's share of the total production was (will be) used on this operation for feed, seed, etc.?			5 How much was received in Cash Sales from any year's production? (<i>Exclude contract sales and landlord's share.</i>)		
	(Acres)		(Total Amount)			(Amount Used on Operation)			(Dollars)		
FIELD CROPS											
Corn for grain	0105		0106		Bu.	0107		Bu.	0108	\$.00
Corn for silage or greenchop	0109		0110		Tons	0111		Tons	0112	\$.00
Cotton, all types	0113	25	0114	24,000	Lbs.				0116	\$	21,600 .00
Peanuts	0117		0118		Lbs.	0119		Lbs.	0120	\$.00
Potatoes (<i>report sweet potatoes in all other crops</i>)	0121	Acres Tenths	0122		Cwt.	0123		Cwt.	0124	\$.00
Rice	0125	50	0126	3,402	Cwt.	0127		Cwt.	0128	\$	57,834 .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	15	0138	600	Bu.	0139		Bu.	0140	\$	8,400 .00



Unsold Commodity Inventory

UNSOLD COMMODITY INVENTORY

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

5705

1

Yes - Go to Item 4

3

No - Go to Item 5

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



Unsold Commodity Inventory

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"/> 1 <input type="checkbox"/> 2 <input type="checkbox"/> 3 5791 Durum Other spring Winter	on-farm	5722		5723		5724		5725	
	off-farm	5726		5727		5728		5729	
Other - specify: <input checked="" type="checkbox"/> Units specify 5792 5793	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	Did you use this technology? (1 = Yes, 3 = No)		List all the codes that match the reasons you CHOSE 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
CODES for column 3			CODES for column 4	
1 - increase yields 2 - save labor time 3 - reduce purchased input costs 4 - reduce operator fatigue 5 - broadband internet access 6 - improve soil conditions 7 - came standard on the equipment 8 - reduce environmental impacts 9 - other			10 - costs too high compared to benefits 11 - DO NOT have broadband internet access 12 - benefits uncertain 13 - too complicated to use 14 - not accurate enough 15 - not relevant to my operation 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



Reminders

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



Questions?



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