

# September Agricultural Survey Training Materials



Below you will find links to videos, PowerPoint presentations, survey extra information sheets, and practice interviews for NASS's September 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

## NASS Survey Training

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# September Agricultural Production Survey (APS) Overview



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



Workforce Performance and Staff Development Section



# Survey Overview

- Final crop production information on small grains:
  - Levels the playing field for farmers and ranchers, giving them access to the same information that is available to elevators, input suppliers, bankers and others with whom they do business
  - Provides global markets with information on the United States as a supplier of major commodities and enables the industry to evaluate export potential
- Additionally:
  - Universities, Extension agents, private and government economists, the farm media and others depend on the data to help them analyze what's on the horizon
  - Farm organizations use the information to form their policy positions

# Survey Information

- Project Code: **126** – Sept Crops/Stocks Survey
- Questionnaires:
  - Mails around August 20
  - Web reporting option available
- Releases:
  - *Acreage*
  - *Grain Stocks*
    - *Typically released the last few days of September*
    - *On the NASS website: <https://www.nass.usda.gov/>*



# Survey Items

(Vary by state)

- **Small grain crops**

- Wheat (broken out by type)
- Barley
- Oats
- Rye



- **Grain storage capacity and grain in storage**

# Introduction

- Questions used to determine:
  - Name and address verification
  - If the operation has any of the items of interest (crops, cropland, stocks, storage capacity, etc)
  - Operation structure

4. 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

# Acres Operated



- Asks about:
  - Acres **owned**
  - Acres **rented from** others or used rent free (+)
    - Include land rented from others on a cash per acre, share crop, or free basis
  - Acres **rented to** others (-)
    - Acres rented out to others on a cash per acre, share crop, or free basis
- Total Acres (=)
  - Be sure all land is accounted for – not just cropland

# Acres Operated

- How much is **cropland**?
  - Don't forget hay acres, CRP, summer fallow and cropland pasture
- **County** where the largest value of agriculture was raised or produced?
  - If about the same in different counties, choose the county with the most acres, write notes
  - If they farm in multiple counties and feel it is important that we know this, write notes
  - If yields were vastly different between the counties they farm in, write notes





# Section 2 - Crops

## Small Grain Crops Asked

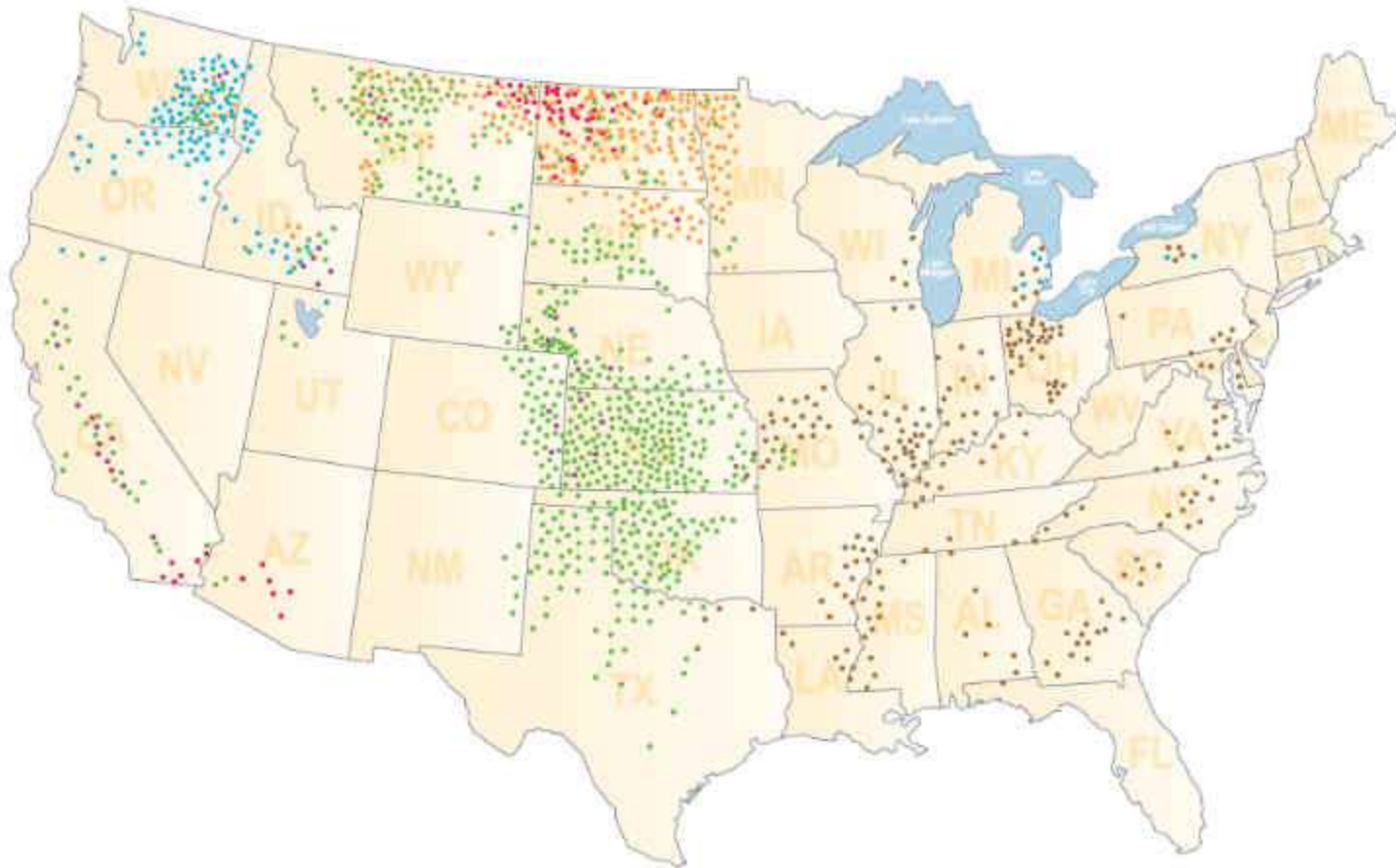
- Winter Wheat
  - Hard Red, Soft Red, Hard White, Soft White
- Durum Wheat
- (Other) Spring Wheat
  - Hard Red, Hard White, Soft White
- Barley
- Oats
- Rye



## Section 2 - Crops

- Winter and spring wheat is broken out by class Of the total, how much was:
  - Hard Red harvested acreage & production/yield
  - Soft Red harvested acreage & production/yield
  - Hard White harvested acreage & production/yield
  - Soft White harvested acreage & production/yield
- **BE CAREFUL:** Parts *must* add back to the total

# Where are the Different Classes of Wheat Primarily Grown?



● HARD RED WINTER    ● HARD RED SPRING    ● SOFT RED WINTER    ● SOFT WHITE    ● HARD WHITE    ● DURUM

# Crops

- Acres **planted for all purposes** regardless of end use
  - includes grain or seed, cover crop, nurse crop, grazed off, cut for hay/haylage/silage, or abandoned
    - Exclude any mixed small grains OR small grains mixed with other crops
      - These acres would never have the chance to be harvested for grain.

# Crops



- Acres to be **harvested** for either grain or seed
  - Be sure they are not reporting hay, wheatlage/silage/baleage, etc.
- Total grain and seed **production** OR **yield** per acre
  - Should typically be reported in bushels
    - If reported in “tons” or “bales”, they may be reporting hay or silage/wheatlage/baleage
    - Any time production or yield is reported in “tons” be sure to verify that the crop was actually harvested for grain or seed

# Crops

- Extremely low yields:
  - Be sure to verify harvested acres
    - Could be a case where only a few acres were actually harvested to prove yields for insurance purposes.
      - In this situation you would only have a few “harvested acres” reported and then the rest would fall under “acres for all other purposes”
      - Please leave ample notes



# Crops

- Acres for **all other purposes**
  - (includes hay, haylage, silage, pasture, cover crop, abandoned or any other purpose)
  - Please leave notes any time acres for “all other purposes” are reported
- **Remember: all *planted* acres must be accounted for!!**

Winter wheat field that will be destroyed and planted to a different crop. Should report planted acres and acres for all other purposes.



# Section 3 - Storage Capacity/Crops Stored

- **Storage capacity** on the total acres operated
  - “On farm” only
    - Storage capacity “in town” or “at the elevator” must be excluded
- **Old crop** whole grains and oilseeds (any crops other than small grains) from the **previous** crop year **and earlier** crop years *on the operation*
  - Follow-up question asks respondent to verify that none of the reported stocks were from the current crop year harvest
- **Small grains** stored from **any** crop year *on the operation*
  - Including the **current** crop year and **earlier**
- Be careful, regardless of:
  - Ownership, intended final use, or government program
    - ANY stocks *on the operation* must be collected
- Be sure to *exclude* any grain stored off the operation



# Section 3-Storage Capacity/Crops Stored

Items vary by state

- Old Crop (Previous crop year and Earlier crop years):
  - Whole Grain Corn
  - Soybeans
  - Sorghum Grain (Milo)
  - Sunflower
    - Oil varieties
    - Non-Oil varieties
  - Safflower
  - Mustard Seed
- Small Grains (from any crop year, including current crop year):
  - Wheat (all types)
  - Winter Wheat
  - Durum Wheat
  - (Other) Spring Wheat
  - Barley
  - Oats



# Unharvested Small Grains

- Some states will also ask acres and **expected** yield for small grains *remaining to be harvested*
  - These are acres remaining in the field still to be harvested
  - Should estimate yields
  - Farmers rarely ever include this when they answer stocks
    - The answer will most likely be “No” when asked if the unharvested production was included in stocks on hand
  - Used to calculate stocks of all “on-farm” small grains



# Watch For:

- Large Acreages
  - Rented, Total, Cropland, or a specific crop, or usage
- High/Low Yields
- Low Harvested vs Planted acreage
- Large amount of grain stored
- Sum of wheat varieties does not = total
  - Hard Red + Soft Red + Hard White + Soft White
  - Does not equal the winter/spring wheat total
    - For either Production or Acreage

# Reluctant Respondents

- “Can’t you just get this from the FSA office?”
  - We are actually asking different information than what FSA collects. This survey does ask about planted acres, but we will also be asking about your acres harvested, yields and grain in storage
- “I lost my entire crop, so I have nothing to report.”
  - Given how weather conditions have affected crops this year, reporting your operation’s information is more important than ever.

# Reluctant Respondents

- “Why should I report my farm’s information?”
  - That’s a great question. By reporting information about your farm, you allow us to accurately estimate your county’s planted, harvested, and production levels, which are then used by a variety of people.
    - For example, USDA uses the data for various programs including those administered by USDA’s Farm Service Agency (FSA) and Risk Management Agency (RMA); local extension agents use it for crop recommendations; local agribusinesses use it for planning; and farmers like yourself can use the data to make marketing and future planting decisions.



# In Conclusion:

- Comments are very important.
  - The more you can tell us, the better the data will be in the end.

**Leave notes explaining any unusual situations. If the data seems odd, but is correct, leave a note explaining why.**

- Contact your supervisor with any questions or concerns about the survey



# September 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 in the regional field office

Principal county information ensures that the data is allocated to wherever the bulk of the value of production occurs

- If acreage is about the same in different counties, chose the county with the most acres, write notes
- If they farm in multiple counties and feel it is important that we know this, write notes
- If yields were vastly different between the counties they farm in, write notes

Collecting crop data on:

- Acres planted
- Acres Harvested for grain or seed
- Grain and seed production OR yield per acre
- Acres for all other purposes

For Winter Wheat, Durum Wheat, Other Spring Wheat, Oats, Barley, Rye (commodities vary by state)



You may encounter growers with none of the items of interest on this survey—that's OK. A “zero” is still a valid report and useful information

If production/yield is unknown, probe to get as much information as possible and record in a note: how big of a bin did it fill; was it better/worse/the same as last year; etc

**Remember – all acres planted must be accounted for.**

Don't record small grain hay, haylage or silage production in the grain and seed production question, this should go in as “Acres for all other purposes”.

Some operations may have very large areas of small grains for a cover crop. These operations may not consider this a “crop”. The planted acres and acres for all other purposes need to be recorded.

Make sure to record information for nurse crops and cover crops. For example:

1. Oats are planted as a nurse crop with alfalfa: record the acres planted and the acres harvested for grain or seed OR acres for all other purposes if harvested for silage
2. Barley is planted as a cover crop: record the acres planted and then the acres for all other purposes



If a crop is planted and then grazed off, record the acres planted and then acres for all other purposes. For example:

A grower plants winter wheat and grazes cattle on it. The wheat is grazed off and not harvested. Record the acres planted and then the acres for all other purposes

Capture any other acres planted but not harvested (flooded, droughted out, planted but then replanted to another crop, etc). Record the acres planted and then the acres for all other purposes. Please leave a note describing the situation.

Be sure to verify harvested acres in cases of extremely low yields where crop insurance is involved. Sometimes the farmer will not be required to harvest the entire crop and will only harvest a small portion (or test strips) to determine the yield. In this situation, only the acres that were actually harvested should be reported as acres harvested for grain or seed, and the rest of the acreage, not harvested, should be reported under acres for other purposes.

Typically, production and/or yields for acres harvested for grain or seed should be reported in “bushels”. If tons are reported, please be sure to verify that the crop was harvested for grain or seed because the respondent could be reporting hay or silage.



Make sure to leave notes for any high or low yields; large portion of acres planted not harvested for grain or seed/used for other purposes; etc.

Exclude any storage capacity/grain stored in rented or leased space in commercial elevators

Any any corn, soybeans, sorghum, etc. already harvested from the current crop year and put in storage (stocks) should not be recorded. Only crops from the previous year and earlier years should be reported for these crops

However, any small grains stored on the operation (regardless of crop year and when harvested) should be reported on the September 1 Agricultural Survey.

If the producer tells 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.

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## September Agricultural Survey Practice Interviews

*Italics* = possible skipped questions (based on previous response)

These practice interviews are based on a Missouri questionnaire. You may need to improvise if additional crops or stocks questions are asked.

### Practice Interview 1

Reluctant Response --“Why can’t you get this information from FSA?

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 involved in the day-to-day decisions for this operation changed since June 1, 20XX? **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, partners, or a hired manager? **Individual***



*Now I would like to ask about the total acres operated under this arrangement. On September 1, how many acres did this operation own? **1,700***

*On September 1, how many acres did this operation rent or lease from others or use rent free? **1,100***

*On September 1, how many acres did this operation rent to others? **0***

*Then the total acres operated on September 1, was 2,800. Is that correct? **Yes***

The remaining questions in this survey refer to the total acres operated. 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? **2,550**

In what state is the county where the largest value of your agricultural products were raised or produced? **Whatever state is on your screen or whatever state you are working in**

In what county was the largest value of your agricultural products raised or produced? **Whatever county is on your screen or whatever county you are working in**

How many acres do you have in (XXX County)? **2,275**



Did you grow any winter wheat or oats during the 20XX crop year? **Yes**

How many acres of winter wheat were planted for all purposes last fall or this spring for the 20XX crop year? **320**

How many acres of winter wheat were harvested or will be harvested for either grain or seed? **320**

What was the amount of winter wheat produced? **70 bushels an acre**

Of the 320 acres of winter wheat harvested, how much was hard red winter wheat? **300 acres**

What was the amount of hard red wheat produced? **20,900 bushels**

Of the 320 acres of winter wheat harvested, how much was soft red winter wheat? **20 acres**

What was the amount of soft red wheat produced? **1,500 bushels**

Of the 320 acres of winter wheat harvested, how much was hard white winter wheat? **0**

Of the 320 acres of winter wheat harvested, how much was soft white winter wheat? **0**

How many acres of oats were planted for all purposes? **200**

How many acres of oats were harvested or will be harvested for either grain or seed?  
**25**

In Blaise - WARNING-Large number of acres not for grain or seed: **Harvested as small grain hay**

What was the amount of oats produced? **1,375 bushels**

How many acres of oats were for all other purposes, including abandonment? **175**

In Blaise - WARNING-Other acres large compared to planted acres:  
**Harvested as small grain hay**

On September 1, what was the total storage capacity of all structures normally used to store whole grains, or oilseeds on the total acres operated? **75,000 bushels**

If in Blaise and a WARNING appears-Change in storage capacity from previous survey:  
**“Tornado knocked it down”** (if decreased) OR **“We built additional bins”** (if increased)

On September 1, were any whole grain corn, soybeans, sorghum grain (milo), wheat, or oats on hand or stored on the total acres operated (Include grain on hand from any year for small grains. For other crops include grain on hand from 20XX and earlier years)? **Yes**



On September 1, how much old crop whole grain corn, from 20XX and earlier years, was on hand or stored on the total acres operated? **10,000 bushels**

Did you include any new crop corn from the 20XX harvest in the 10,000 bushels on hand? **Yes**

In Blaise a HARD ERROR will appear- New Crop Grain Included. Please exclude new crop grain. "In that case I didn't have any corn in storage as of September 1."

On September 1, how many soybeans, from 20XX and earlier years, were on hand or stored on the total acres operated? **2,000 bushels**

Did you include any new crop soybeans from the 20XX harvest in the 2,000 bushels on hand? **No**

On September 1, how much sorghum grain (milo), from 20XX and earlier years, was on hand or stored on the total acres operated? **0**

On September 1, how much wheat, including all types (winter, durum, and spring) from any crop year, including 20XX, was on hand or stored on the total acres operated? **20,000 bushels**

On September 1, how many oats, from any crop year, including 20XX, were on hand or stored on the total acres operated? **1400 bushels**

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, Jane Farmer**

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 involved in the day-to-day decisions for this operation changed since June 1, 20XX? **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, partners, or a hired manager? **Individual***

*Now I would like to ask about the total acres operated under this arrangement. On September 1, how many acres did this operation own? **150***

*On September 1, how many acres did this operation rent or lease from others or use rent free? **20***

*On September 1, how many acres did this operation rent to others? **0***

*Then the total acres operated on September 1, was 170. Is that correct? **Yes***

The remaining questions in this survey refer to the total acres operated. 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? **146**





In what state is the county where the largest value of your agricultural products were raised or produced? **Whatever state is on your screen or whatever state you are working in**

In what county was the largest value of your agricultural products raised or produced? **Whatever county is on your screen or whatever county you are working in**

How many acres do you have in (XXX County)? **165**

Did you grow any winter wheat or oats during the 20XX crop year? **Yes**

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

How many acres of oats were planted for all purposes? **40**

How many acres of oats were harvested or will be harvested for either grain or seed?  
**34**

What was the amount of oats produced? **64 bushels an acre**

How many acres of oats were for all other purposes, including abandonment? **6**

On September 1, what was the total storage capacity of all structures normally used to store whole grains, or oilseeds on the total acres operated? **2,000 bushels**



On September 1, were any whole grain corn, soybeans, sorghum grain (milo), wheat, or oats on hand or stored on the total acres operated (Include grain on hand from any year for small grains. For other crops include grain on hand from 20XX and earlier years)? **Yes**

On September 1, how much old crop whole grain corn, from 20XX and earlier years, was on hand or stored on the total acres operated? **0**

On September 1, how many soybeans, from 20XX and earlier years, were on hand or stored on the total acres operated? **0**

On September 1, how much sorghum grain (milo), from 20XX and earlier years, was on hand or stored on the total acres operated? **0**

On September 1, how much wheat, including all types (winter, durum, and spring) from any crop year, including 20XX, was on hand or stored on the total acres operated? **0**

On September 1, how many oats, from any crop year, including 20XX, were on hand or stored on the total acres operated? **2,000 bushels**

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

Reluctant Response – “Didn’t I just report this information to you in June?”

Who is responding? **Other – son-in-law, Happy Gilmore**

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 involved in the day-to-day decisions for this operation changed since June 1, 20XX? **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, partners, or a hired manager? **Individual***

*Now I would like to ask about the total acres operated under this arrangement. On September 1, how many acres did this operation own? **4,400***

*On September 1, how many acres did this operation rent or lease from others or use rent free? **2,250***

*On September 1, how many acres did this operation rent to others? **0***

*Then the total acres operated on September 1, was 6,650. Is that correct? **Yes***



The remaining questions in this survey refer to the total acres operated. 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? **6,550**

In what state is the county where the largest value of your agricultural products were raised or produced? **Whatever state is on your screen or whatever state you are working in**

In what county was the largest value of your agricultural products raised or produced?

**Whatever county is on your screen or whatever county you are working in**

How many acres do you have in (XXX County)? **4,852**

Did you grow any winter wheat or oats during the 20XX crop year? **Yes**

How many acres of winter wheat were planted for all purposes last fall or this spring for the 20XX crop year? **360**

How many acres of winter wheat were harvested or will be harvested for either grain or seed? **360**

What was the amount of winter wheat produced? **15,120 bushels**

Of the 360 acres of winter wheat harvested, how much was hard red winter wheat? **0 acres**

Of the 360 acres of winter wheat harvested, how much was soft red winter wheat? **300 acres**

What was the amount of soft red wheat produced? **12,600 bushels**

Of the 360 acres of winter wheat harvested, how much was hard white winter wheat? **0**

Of the 360 acres of winter wheat harvested, how much was soft white winter wheat? **60**

What was the amount of soft white wheat produced? **42 bushels per acre**



How many acres of oats were planted for all purposes? **0**

On September 1, what was the total storage capacity of all structures normally used to store whole grains, or oilseeds on the total acres operated? **0 bushels**

If in Blaise and a WARNING appears - Change in storage capacity from previous survey: **“All storage capacity was on land that I no longer rent”**

On September 1, were any whole grain corn, soybeans, sorghum grain (milo), wheat, or oats on hand or stored on the total acres operated (Include grain on hand from any year for small grains. For other crops include grain on hand from 20XX and earlier years)? **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**

