

# NASS Survey Training

## 2025 Agricultural Resource Management Survey (ARMS 1)



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

Workforce Performance and Staff Development Section  
May 2025



# General Survey Information

- Project Code: **905 - ARMS Phase 1 Screener**
- Questionnaires:
  - Mailed out around May 14, 2025
  - Web reporting option available
- No publication/release for this survey
  - Screener only
  - ARMS II and ARMS III have their own publications

# ARMS 1 Overview

- **Screening Survey for:**
  - ARMS II
  - ARMS III
- Asks general agricultural activity questions
  - Acres operated
  - Target commodities
  - Gross value of sales
  - Category of gross sales (type of operation)

# ARMS 1 Overview

- Also identifies operations producing target commodities of interest:
  - Cotton
  - Potato
  - Broilers
  - Hogs
- Accurate screening is critically important:
  - Directly impacts quality of results in ARMS II and ARMS III
  - Year long repercussions based on what's collected during ARMS 1

# ARMS Program Purpose

- ARMS data are the USDA's primary source of information on:
  - Agricultural resource use and costs
  - Farm sector financial conditions
  - Farm Household finances
- Three Phases
  - ARMS I
    - Used to screen operations for the other two phases
    - Operations in business with commodities of interest will be eligible for ARMS II and ARMS III
  - ARMS II (Oct – Dec '25)
    - Production practices
    - Resource use
    - Production costs
  - ARMS III (Jan – Apr '26)
    - Whole farm finance information
    - Operator characteristics



# Use of ARMS Data

- Benefits farmers *indirectly* through a variety of reports generated from ARMS II and ARMS III
- Which *directly* affect policy decisions:
  - Provides only national perspective on the financial conditions of production agriculture
  - Provides farm sector portion of the GDP
  - Identifies agricultural management strategies

# Target Commodities

Cotton	Potatoes (exclude sweet potatoes)	Broilers	Hogs
Acres planted and to be planted for all purposes	Acres planted and to be planted for all purposes		
Acres harvested and to be harvested for lint	Acres harvested and to be harvested	Peak number raised for meat in 2025	Peak number of hogs on operation in 2025

# Target Commodities, Continued

- There are 2 versions of the questionnaire.
  - Version 1 = No target commodities
    - Only asks acres operated, value of sales, type of operation.
  - Version 2 = Cotton, Potatoes, Broilers, Hogs
    - Version 1 questions plus target commodity questions



# 2025 Program Changes

- Last year used only administrative data. For 2025, ARMS 1 is using a traditional data collection strategy (Mail, with phone follow-up)

# Survey Information

- NASS's typical screening questions
  - If “Yes” to any - survey continues
  - If “No” to all:
    - Change in operator? (Leave explanatory note)
- Acres operated
  - Owned + rent from – rent to = Total Operated
- How many acres of cropland?

# Value of Sales

- Is the 2024 gross value of sales and government agricultural payments for this operation \$1,000 or more?
  - If Yes: Operator no longer has to provide value range
- If no:
  - Record all 2025 crops, land uses, and livestock or poultry on the total acres operated.
- Which category represents the largest portion of the gross income from the operation in 2024?
  - 16 categories, can only pick 1

# Watch For:

- This is a short survey, so most issues are common sense and should be easy to spot:
  - Total acres operated less than or equal to 0
    - Are they only a landlord? Code “Out Of Business”
  - Cropland acres can’t exceed total acres in the operation
  - Sum of planted acres can’t be more than total cropland acres
- As always, leave notes for any unusual data!

# The Reluctant Respondent

- “I just gave the USDA this information”
  - I do realize that you may have just completed another production survey– and we thank you for your participation. This particular survey is conducted annually, and the results actually provide the only national perspective on the financial conditions of U.S. agriculture – data that are used to help legislators and state agricultural departments make policy decisions and develop programs that can benefit you and other operators.
- “I’m not a farm” – “I don’t sell anything”
  - I can see why you might wonder about that. Whether operations are large or small, or whether they’re operated as a business or just a hobby, information from a large variety of sources helps provide an accurate, factual picture of U.S. agriculture. Your information is just as important to that picture as the information we gather from large commercial operations



# Things to remember

- High level of completions is extremely important
  - Since this is a screening survey, response rate has significant implications for the next 2 phases
- **Notes**
  - This is a screening survey: accurate info is vital
  - Leave explanatory comments for warnings, refusals to any question, “don’t know” responses, and any unusual situations
  - Add explanatory notes for any additional information the operator may provide
- Complete some practice records before calling
  - Become familiar with different survey routing possibilities, points section, etc.

Please contact your supervisor or the Regional Field Office with any questions you may have.

Thank you for all of your efforts on this and all of NASS's surveys!

