

# ARMS Phase 3 - Presentations

Introduction - 2

Purpose – 6

Face Page & Screening Supp. – 22

Sec. A: Land in Farms – 38

Sec. B: Crops... – 45

Sec. C-D: Livestock... – 52

Sec. E-F: Contracts & Accts. Rec. – 67

Sec. G: Gov't Payments... – 90

Sec. H: Expenses – 103

Sec. I-J: Farm Assets and Debt – 126

Sec. K: Personal Characteristics - 157

Sec. L: Type of Organization – 169

Sec. M: Farm Producer Household – 182

Sec. N: Conclusion – 200

Hogs version - 204

Broilers version - 232

Cotton version - 257

Enumerator Testimonials - (no slides)



# Introduction



**Laci Banks-Walker**  
Eastern Mountain Region



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



# What is ARMS?

- Agricultural Resource Management Survey
- Project conducted in cooperation with ERS
- Primary source of information for agricultural resource use, costs, and farm finance
- Supports key uses of enterprise, farm, and household data



# ARMS: Data Collection Phases

- Phase I/ISS (May – July): Screens list frame operations for in-business status, operating arrangement, and presence of targeted commodities.
- Phase II: (Oct – Dec): Collects data on chemical use, production practices, and variable input costs for targeted commodities.
- Phase III: (January – April): Focuses on farm economics and risk management practices; typically includes the entire ARMS II sample and a general sample.





# Expectations

- Read & review mailed packages from RFO
- Study manual
- Work with supervisors
- Participate in trainings
- Practice exercises





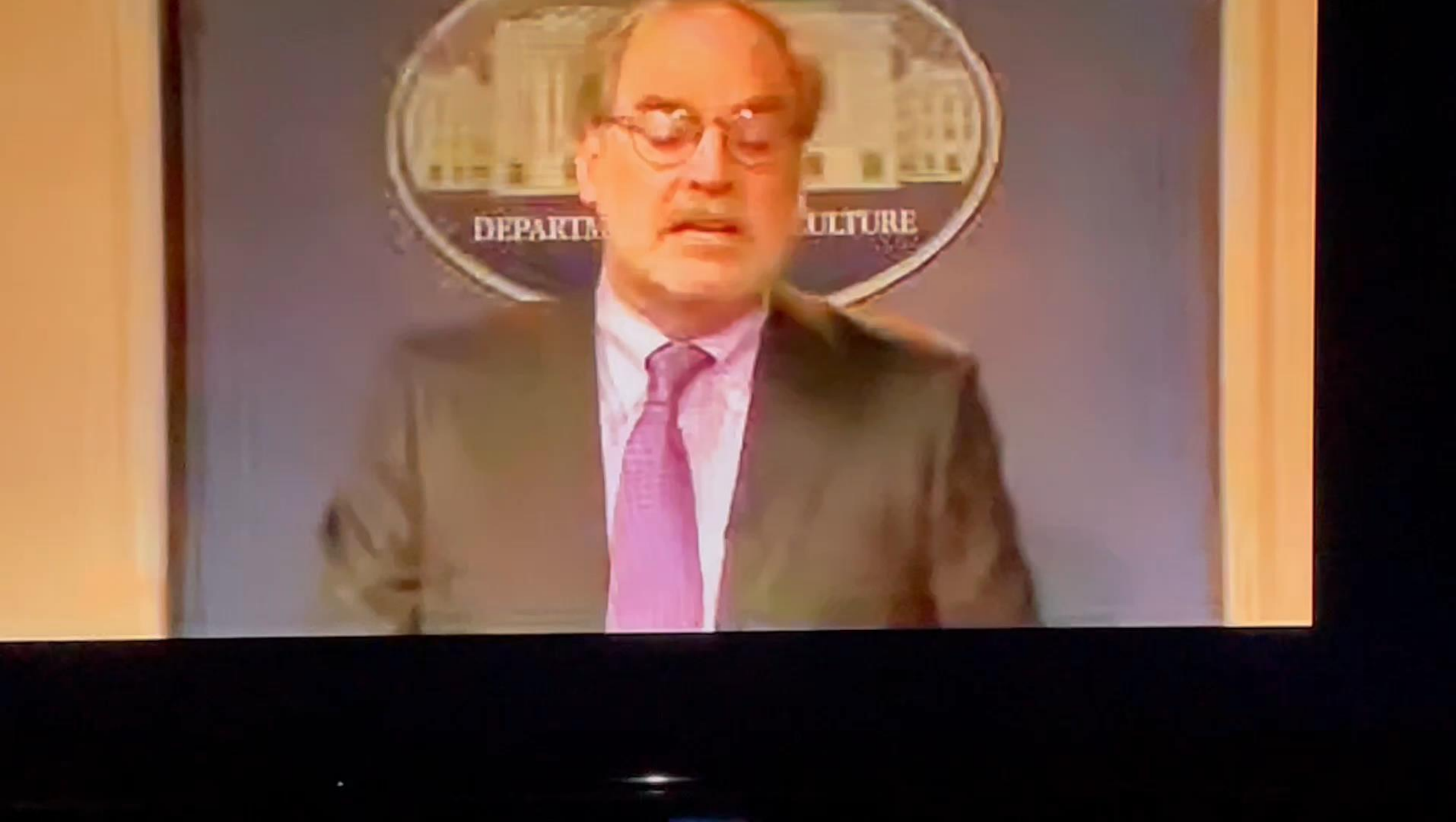
**United States Department of Agriculture**  
**National Agricultural Statistics Service**



# Purpose



**Eric Gerlach**  
South Dakota State Stat





Federal law prohibits tampering with, disabling, or destroying a lavatory smoke detector.







**BREAKING**  
**NEWS**

**POWELL: POLITICAL CONSIDERATIONS  
HAVE PLAYED NO ROLE IN OUR POLICY**



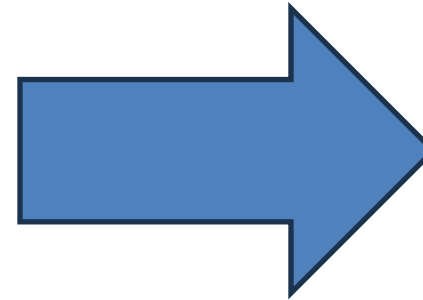
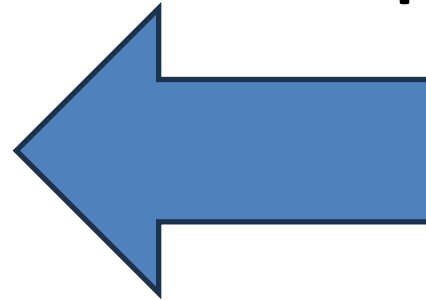




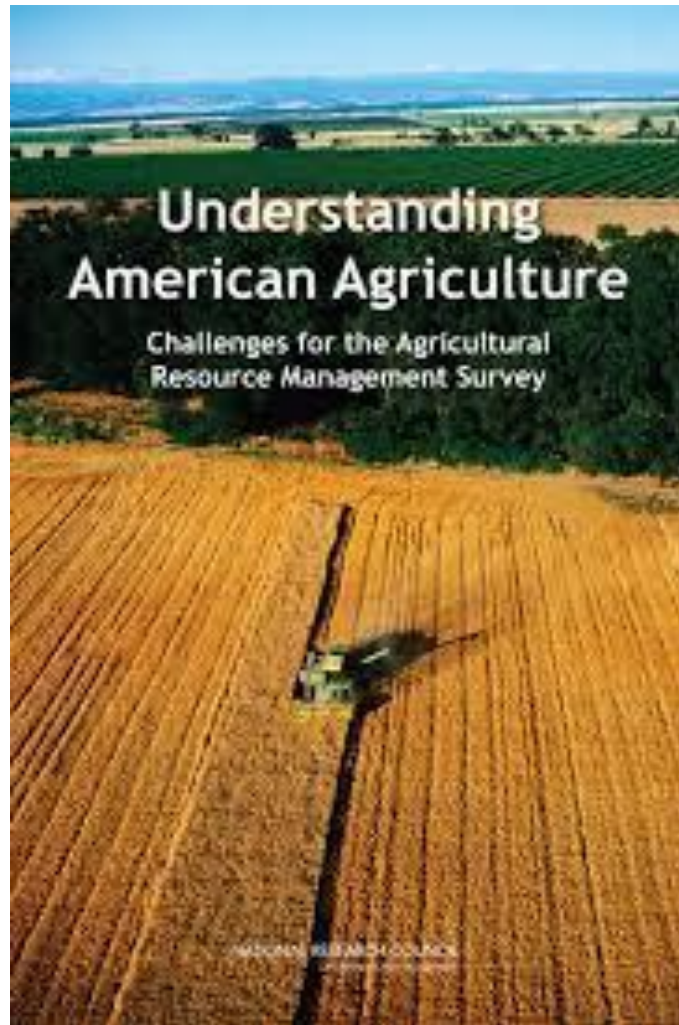
**POWELL: FED IS DATA DEPENDENT**



# Data Drives the Conversation & Decision Making







## Chapter 2

### PRIORITY USES OF ARMS DATA

The ARMS program represents a significant investment of time, talent, respondent burden, and resources. To justify this investment, the survey must be responsive to a set of core requirements that address legislative, programmatic, and analytical needs. These core requirements build on those of the predecessor surveys, which conveyed into ARMS when it was established in 1996, and have been supplemented by more contemporary and changing requirements.<sup>1</sup>

The task of meeting these core requirements translates into a series of priorities for the ARMS program. The data items needed to meet the core requirements have largely been maintained and protected by making sure these items are included before any other items are added. For the National Agricultural Statistics Service (NASS) and the Economic Research Service (ERS), these priorities affect the content of the questionnaires, which in turn are instrumental to the survey's ability to meet the core requirements.

### Mandated Uses

USDA is required by Congress, through both authorizing and appropriation legislation, to produce a sizeable portion of the data items that are included in ARMS. Cost-of-production data are required by several pieces of legislation, and one piece of legislation is very specific. The U.S. Code states that the "Secretary of Agriculture, in cooperation with the land grant colleges, commodity organizations, general farm organizations, and individual farmers, shall conduct a cost of production study of the wheat, feed grain, cotton, and dairy commodities under the various production practices and establish a current national weighted average cost of production. This study shall be updated annually and shall include all typical variable costs, including interest costs, a return on fixed costs, and a return for management" (U.S. Code, Title 7).

Environmental and food safety legislation call for data on chemical use on field crops. The Food, Agriculture, Conservation, and Trade Act of 1990 and the Food Quality Protection Act of 1996 require NASS to collect data on field crop chemical use and publish those data annually (in the Agricul-



- **Staff analysis:** ARMS data are used to respond to informational requests from non-profit groups and government stakeholders such as other USDA agencies, Congress, and the White House.

#### Topic Area Highlights and Economic Implications

The core research and data program of the Economic Research Service covers the breadth of USDA programs touched by farm legislation: farming, nutrition, conservation, rural development, research, and energy. These webpages provide highlights and summaries of important new programs and provisions, as well as some economic implications of the new farm legislation based on ERS expertise, in the following policy areas.

[Crop Commodity Programs](#) (includes provisions from Titles I and XI)

[Dairy & Livestock](#) (includes provisions from Titles I and XII)

[Conservation](#) (includes provisions from Titles II and XI)

[Nutrition](#) (Title IV only)

[Rural Development](#) (Title VI only)

[Research, Extension, and Related Matters](#) (Title VII only)

[Energy](#) (Title IX only)

[Crop Insurance](#) (includes provisions from Titles XI and XII)

[Specialty Crops](#) (includes provisions from Titles III, IV, VII, and X)

[Organic Agriculture](#) (includes provisions from Titles II, VII, X, and XI)

[Local and Regional Foods](#) (includes provisions from Titles IV, V, VI, and X)

[Beginning Farmers and Ranchers](#) (includes provisions from Titles II, V, VI, VII, XI)

[Socially Disadvantaged and Veteran Farmers and Ranchers](#) (includes provisions from Titles II, V, VI, VII, and XII)



SEPTEMBER 7TH, 2023

# USDA Forecasts Sharpest Decline in U.S. Farm Income in History

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## Key Takeaways

- Highlighting the volatility inherent in farming and farm income, the U.S. Department of Agriculture's (USDA) most recent farm income forecast projects U.S. net farm income, a broad measure of farm profitability to plummet by \$42 billion in 2023 to \$141 billion, resulting in a 23% income drop compared to the year prior. If realized, the \$42B decline in U.S. net farm income will be the largest on record in nominal terms and the third largest of all time when adjusted for inflation.
- Given expectations for elevated production expenses alongside weakening crop and livestock prices, farm incomes are likely to be pressured even lower in 2024. The opportunity for Congress to invest in a meaningful and enhanced farm safety net and suite of risk management tools while reauthorizing the farm bill should be a top priority given the headwinds facing the farm economy.



# High expenses bite farmers as prices weaken heading into farm bill

02/08/23 6:40 AM By Philip Brasher

KEYWORDS

CORN

COTTON

DAIRY

ECONOMIC RESEARCH SERVICE

FARM BILL

FARM INCOME FORECAST

SOYBEANS

USDA

WHEAT

USDA's latest farm income forecast could provide some ammunition to farm groups and their allies in Congress who argue that soaring production costs are eating into farm earnings while producers have little chance of seeing payments from commodity programs.





U.S. | THE NUMBERS

# Falling Survey-Response Rates Undermine Economic Data

The declines skew government measures of inflation and the job market

In recent months, markets have been laser-focused on every scrap of economic data for evidence on [whether inflation is coming down](#) or [a recession is approaching](#). Unfortunately, that data suffers from a growing problem: reduced responses from the people whose activity it seeks to measure.



United States Department of Agriculture  
National Agricultural Statistics Service



In most consumers' eyes, transparency is no longer optional. In fact, **if consumers do not deem an organization to be transparent, they believe the organization does not have a good story to tell or that they must be hiding something.**



# After years of resisting, Netflix releases viewing statistics for nearly all titles

PUBLISHED TUE, DEC 12 2023•2:54 PM EST | UPDATED TUE, DEC 12 2023•4:17 PM EST



Alex Sherman  
@SHERMAN4949

SHARE

## KEY POINTS

- Netflix is increasing transparency for almost all the movies and shows on its service.
- Netflix will release "What We Watched" reports every six months.
- Co-CEO Ted Sarandos said Netflix's protectiveness of its data has led to distrust in the creative community.



## Lost Connections

Bridging the Gap Between Consumers and Food Producers

1/17/2020 | 5:58 AM CST



By [Victoria G. Myers](#), Progressive Farmer Senior Editor

- Roxi Beck, who grew up on her family's dairy farm in Minnesota and today works with The Center for Food Integrity (CFI), a not-for-profit group whose mission is to help today's food system earn consumer trust said **where farmers and ranchers fear there is too much danger in being transparent, that space will be filled with other voices happy to tell their version of ag's story. "They will tell your story in a way that you are not going to be pleased with," she added.**





# Face Page and Screening Supplement



**Statistician - Mike Laird**  
Great Lakes Region



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



# Questionnaire Versions

## CRR Version

## Peanuts Version

## Oats Version

## Soybeans Version

OMB No. 0535-0275 Approval Expires 06/30/2026

**2023 AGRICULTURAL RESOURCE MANAGEMENT SURVEY**

**SURVEY CODE:** Costs and Returns Report - Version 1 Project Code: 954 (09/27/2023)

www.agcounts.usda.gov

**USDA** United States Department of Agriculture

**AGRICULTURE COUNTS** National Agricultural Statistics Service

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Please make corrections to label name, address, and ZIP code, if needed.

NASS is collecting information on the costs and returns for operating a farm or ranch in the United States and it is essential that we collect this information directly from the producers to make the information as accurate as possible.

The information you provide will be used for statistical purposes only. Your responses will be kept confidential and any person who willfully discloses ANY identifiable information about you or your operation is subject to a civil penalty, a fine, or both. This survey is conducted in accordance with the Confidential Information Protection and Statistical Efficiency Act of 2016, Title 18 U.S.C. 2610, 2611, 2612, 2613, 2614, 2615, 2616, 2617, 2618, 2619, 2620, 2621, 2622, 2623, 2624, 2625, 2626, 2627, 2628, 2629, 2630, 2631, 2632, 2633, 2634, 2635, 2636, 2637, 2638, 2639, 2640, 2641, 2642, 2643, 2644, 2645, 2646, 2647, 2648, 2649, 2650, 2651, 2652, 2653, 2654, 2655, 2656, 2657, 2658, 2659, 2660, 2661, 2662, 2663, 2664, 2665, 2666, 2667, 2668, 2669, 2670, 2671, 2672, 2673, 2674, 2675, 2676, 2677, 2678, 2679, 2680, 2681, 2682, 2683, 2684, 2685, 2686, 2687, 2688, 2689, 2690, 2691, 2692, 2693, 2694, 2695, 2696, 2697, 2698, 2699, 2700, 2701, 2702, 2703, 2704, 2705, 2706, 2707, 2708, 2709, 2710, 2711, 2712, 2713, 2714, 2715, 2716, 2717, 2718, 2719, 2720, 2721, 2722, 2723, 2724, 2725, 2726, 2727, 2728, 2729, 2730, 2731, 2732, 2733, 2734, 2735, 2736, 2737, 2738, 2739, 2740, 2741, 2742, 2743, 2744, 2745, 2746, 2747, 2748, 2749, 2750, 2751, 2752, 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4413, 4414, 4415, 4416, 4417, 4418, 4419, 4420, 4421, 4422, 4423, 4424, 4425, 4426, 4427, 4428, 4429, 4430, 4431, 4432, 4433, 4434, 4435, 4436, 4437, 4438, 4439, 4440, 4441, 4442, 4443, 4444, 4445, 4446, 4447, 4448, 4449, 4450, 4451, 4452, 4453, 4454, 4455, 4456, 4457, 4458, 4459, 4460, 4461, 4462, 4463, 4464, 4465, 4466, 4467, 4468, 4469, 4470, 4471, 4472, 4473, 4474, 4475, 4476, 4477, 4478, 4479, 4480, 4481, 4482, 4483, 4484, 4485, 4486, 4487, 4488, 4489, 4490, 4491, 4492, 4493, 4494, 4495, 4496, 4497, 4498, 4499, 4500, 4501, 4502, 4503, 4504, 4505, 4506, 4507, 4508, 4509, 4510, 4511, 4512, 4513, 4514, 4515, 4516, 4517, 4518, 4519, 4520, 4521, 4522, 4523, 4524, 4525, 4526, 4527, 4528, 4529, 4530, 4531, 4532, 4533, 4534, 4535, 4536, 4537, 4538, 4539, 4540, 4541, 4542, 4543, 4544, 4545, 4546, 4547, 4548, 4549, 4550, 4551, 4552, 4553, 4554, 4555, 4556, 4557, 4558, 4559, 4560, 4561, 4562, 4563, 4564, 4565, 4566, 4567, 4568, 4569, 457

# Screening Process

- ARMS 3 Operators
  - Screened and determined to be in business in referenced survey year (2023 in this case)
  - Operators were contacted between May and July of the referenced survey year by mail and/or phone to complete the ISS / ARMS 1 survey
  - Previously Reported Data (PRD) was used to reduce respondent burden



# Label

Online Survey Code

State 9-digit POID

Operation County ID

Operation District ID

Phone

Supervisor ID

Enumerator ID

County ID

Sequence Number

OpDom Status

Operation Name

Person Name

SURVEY CODE-2704-61DF-SRNL

ID 12301200100 01 01 1 182 0 00

80 025 00 00 123-111-9701 0 124 068 023

260 0281

SEQ001-04501

MASH FARMS

Hawkeye Pierce

650 COUNTY ROAD A

WHEREVER, XX 99999






# Survey Code


OMB No. 0535-0275 Approval Expires 06/30/2026

**2023 AGRICULTURAL RESOURCE MANAGEMENT SURVEY**

**SURVEY CODE:**

[www.agcounts.usda.gov](http://www.agcounts.usda.gov)

 United States Department of Agriculture

 National Agricultural Statistics Service

U.S. Department of Agriculture  
National Agricultural Statistics Service  
National Processing Center  
1201 East 10th Street  
Jeffersonville, IN 47132  
Phone: 1-888-424-7828  
Fax: 1-812-218-2232  
E-mail: [nass@nass.usda.gov](mailto:nass@nass.usda.gov)

Costs and Returns Report -- Version 1  
Project Code: 904  
(10/10/2023)

123456789012345678901234567890123456789  
**Survey Code = AA BBBB BBBB CCCCC**

|||||  
|||||  
|||||  
|||||  
|||||

**ID 12345678901 AA BB C DDD F EE QQ PPP**  
GG HHH II JJ KKK-KKK-KKKK L MMM NNN RRR  
SSS-SSS-SSSS TTT OOOO

Please make corrections to label name, address, and ZIP code, if needed.

NASS is collecting information on the costs and returns for operating a farm or ranch in the United States and it is essential that we collect this information directly from the producers to make the information as accurate as possible.

The information you provide will be used for statistical purposes only. Your responses will be kept confidential and any person who willfully discloses ANY identifiable 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 Information Protection and Statistical Efficiency Act of 2018, Title III of Pub. L. No. 115-435, codified in 44 U.S.C. Ch. 35 and other applicable Federal laws. For more information on how we protect your information please visit: <https://www.nass.usda.gov/confidentiality>. Response is **voluntary**.

According to the Paperwork Reduction Act of 1995, an agency may not conduct or sponsor, and a person is not required to respond to, a collection of information unless it displays a valid OMB control number. The valid OMB control number for this information collection is 0535-0218. The time required to complete this information collection is estimated to average 100 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.



- Survey code for operator to complete survey over the internet
- Website: [agcounts.usda.gov](http://agcounts.usda.gov)




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National Agricultural Statistics Service



# OpDom Status Intro

- 00
  - Target is the person listed on front of questionnaire
- 85/45
  - Operator has 2 or more separate operations
    - Example: One is the crops operation and the other is the livestock
- 99
  - Special Operation

SURVEY CODE-2704-61DF-SRNL



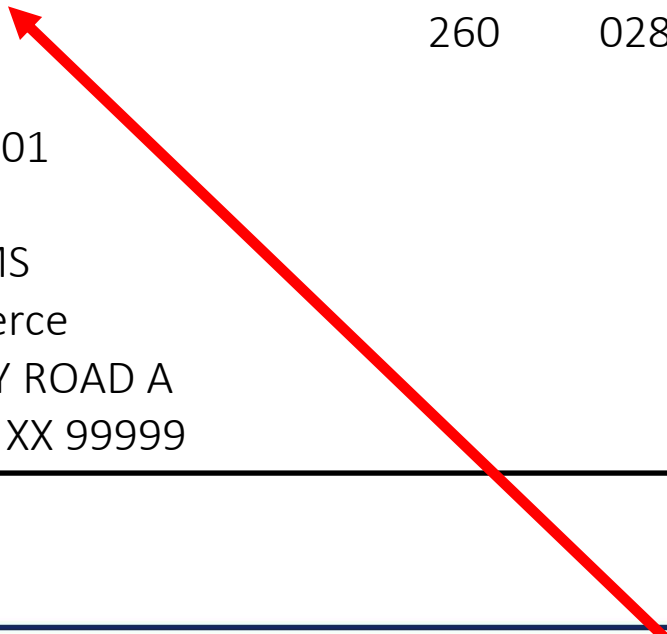
ID 27301200100 01 01 1 182 0 00

80 025 00 00 123-111-9701 0 124 068 023

260 0281


SEQ001-04501

MASH FARMS  
Hawkeye Pierce  
650 COUNTY ROAD A  
WHEREVER, XX 99999




# OpDom Status: 00

- Person name is the target

SURVEY CODE-2704-61DF-SRNL  
  
ID 27301200100 01 01 1 182 0 00  
80 025 00 00 123-111-9701 0 124 068 023  
260 0281

SEQ001-04501

MASH FARMS  
Hawkeye Pierce   
650 COUNTY ROAD A  
WHEREVER, XX 99999


- Op Dom Status=00 indicates Hawkeye Pierce is the target







# OpDom Status: 85/45

- Multiple operations
  - Person Name is still the Target

SURVEY CODE-2704-61DF-SRNL  
  
ID 27301200100 01 01 1 182 0 00  
80 025 45 00 123-111-9701 0 124 068 023  
260 0281

SEQ001-04501



MASH FARMS   
Hawkeye Pierce   
650 COUNTY ROAD A  
WHEREVER, XX 99999

- Only collect data for the operation listed



# OpDom Status: 99

- Operation is Managed – Operation name is the target

SURVEY CODE-2704-61DF-SRNL  
  
ID 27301200100 01 01 1 182 0 00  
80 025 99 00 123-111-9701 0 124 068 023  
260 0281  
  
SEQ001-04501  
  
MASH FARMS   
Hawkeye Pierce  
650 COUNTY ROAD A  
WHEREVER, XX 99999

- Op Dom Status=99 indicates MASH Farms is the target



# Partners

- All known partners pre-printed
- Verify Partner Information
  - Your Regional Office will direct you how they'd like you to make updates, on paper form or in CAPI

|                                |             |              |                              |                  |       |     |              |
|--------------------------------|-------------|--------------|------------------------------|------------------|-------|-----|--------------|
| <b>Partner 1</b>               |             |              |                              | <b>Partner 2</b> |       |     |              |
| Partner Name<br>Radar O'Reilly |             |              |                              | Partner Name     |       |     |              |
| Address<br>1484 STATE HWY 99   |             |              |                              | Address          |       |     |              |
| City<br>WHEREVER               | State<br>XX | Zip<br>99999 | Phone Number<br>123-111-6540 | City             | State | Zip | Phone Number |
| <b>Partner 3</b>               |             |              |                              | <b>Partner 4</b> |       |     |              |
| Partner Name                   |             |              |                              | Partner Name     |       |     |              |
| Address                        |             |              |                              | Address          |       |     |              |
| City                           | State       | Zip          | Phone Number                 | City             | State | Zip | Phone Number |



# Adding/Deleting Partners

## Adding Partner(s)

- Write in contact info for new Partner(s)
- Complete ARMS 3 survey

|                                |             |              |                              |
|--------------------------------|-------------|--------------|------------------------------|
| <b>Partner 1</b>               |             |              |                              |
| Partner Name<br>Radar O'Reilly |             |              |                              |
| Address<br>1484 STATE HWY 99   |             |              |                              |
| City<br>WHEREVER               | State<br>XX | Zip<br>99999 | Phone Number<br>123-111-6540 |

## Deleting Partner(s)

- Cross Off Partner(s) info on Face page
- Complete ARMS 3 survey

|  |                         |                          |  |
|--|-------------------------|--------------------------|--|
| <del><b>Partner 1</b></del>                |                         |                          |  |
| <del>Partner Name<br/>Radar O'Reilly</del> |                         |                          |  |
| <del>Address<br/>1484 STATE HWY 99</del>   |                         |                          |  |
| <del>City<br/>WHEREVER</del>               | <del>State<br/>XX</del> | <del>Zip<br/>99999</del> | <del>Phone Number<br/>123-111-6540</del> |



# Target Partner Switch

- Write SWITCH on Face page with notes
- Complete ARMS 3 survey

SURVEY CODE-2704-61DF-SRNL



ID 27301200100 01 01 1 182 0 00

80 025 00 00 123-111-9701 0 124 068 023  
260 0281

SEQ001-04501

MASH FARMS  
Hawkeye Pierce  
650 COUNTY ROAD A  
WHEREVER, XX 99999

**SWITCH**

Hawkeye has stepped down but is still  
involved. Radar should be the main  
contact/target

## Partner 1

Partner Name

Radar O'Reilly

Address

1484 STATE HWY 99

City

WHEREVER

State

XX

Zip

99999

Phone Number

123-111-6540



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National Agricultural Statistics Service



# Partner Take-Over

- Complete Screening Supplement
- DO NOT COMPLETE ARMS 3 survey

SURVEY CODE-2704-61DF-SRNL



ID 27301200100 01 01 1 182 0 00

80 025 00 00 123-111-9701 0 124 068 023  
260 0281

SEQ001-04501

**OOB**

MASH FARMS **Hawkeye has stepped down completely and is  
no longer involved.**  
Hawkeye Pierce  
650 COUNTY ROAD A  
WHEREVER, XX 99999

**Partner 1**

Partner Name

Radar O'Reilly

Address

1484 STATE HWY 99

City

WHEREVER

State

XX

Zip

99999

Phone Number

123-111-6540



United States Department of Agriculture  
National Agricultural Statistics Service



# Out of Business....Are you sure???

## Screening Supplement

- Questions 1-4, at least one of the questions was answered YES
  - Complete ARMS 3 survey
- Questions 1-4, all are answered NO
  - Complete Screening Form
  - Do Not complete ARMS 3 Survey

| 2023 ARMS 3<br>SCREENING SUPPLEMENT |     |       |          |
|-------------------------------------|-----|-------|----------|
| VERSION                             | ID  | TRACT | SUBTRACT |
| ___                                 | ___ | 01    | ___      |

1. Does this operation do business under any other name?  
(such as a farm or ranch name)

☐ NO – [Go to item 2]      ☐ YES – [Record other name below and ask---]

a. Is \_\_\_\_\_ the name that should appear on the label?

☐ NO      ☐ YES

2. During 2023, were any crops grown, hay cut or livestock or poultry raised on the total acres operated?

☐ NO – [Continue]      ☐ YES – [Go to item 7]

3. During 2023, did this operation sell any agricultural products or receive government agricultural payments?  
(Exclude any income received as a landlord.)

☐ NO – [Go to item 4]      ☐ YES – [Go to item 7]

4. During 2023, will this operation have more than 19 acres of idle cropland or more than 99 acres of pastureland?

☐ NO – [Go to item 5]      ☐ YES – [Go to item 7]

5. [Complete only if items 2,3,and 4 are all 'NO']

Is anyone now operating the land you [operation on the questionnaire face page] formerly operated?

|   |  |
|---|--|
| <input type="checkbox"/> YES – Complete name and address information below for new operator | <input type="checkbox"/> NO – Make notes |
| Name _____  | NOTES: _____                             |
| Address _____   | _____                                    |
| _____   | _____                                    |
| Phone (____) _____  | _____                                    |

6. The selected operation is out-of-business, therefore the questionnaire does not need to be completed.

Go to the questionnaire and enter code 9 in cell 9921 (front page), code 1 in cell 0009 (front page), and code 1 in cell 9901 (back page), then complete all other administrative boxes on the back page of the questionnaire.

7. Are the day-to-day decisions for this farming/ranching operation made by---

☐ one individual? [Enter code 1]  
☐ a hired manager? [Enter code 8]  
☐ partners? [Enter number of partners + operator]

REPORTING UNIT

|  |
|--|
|  |
|--|

# Part of Year Operations

- Examples
  - Floriculture Operation – In business until April of the referenced survey year
  - Commercial Dairy – Went of business the first half of the referenced survey year



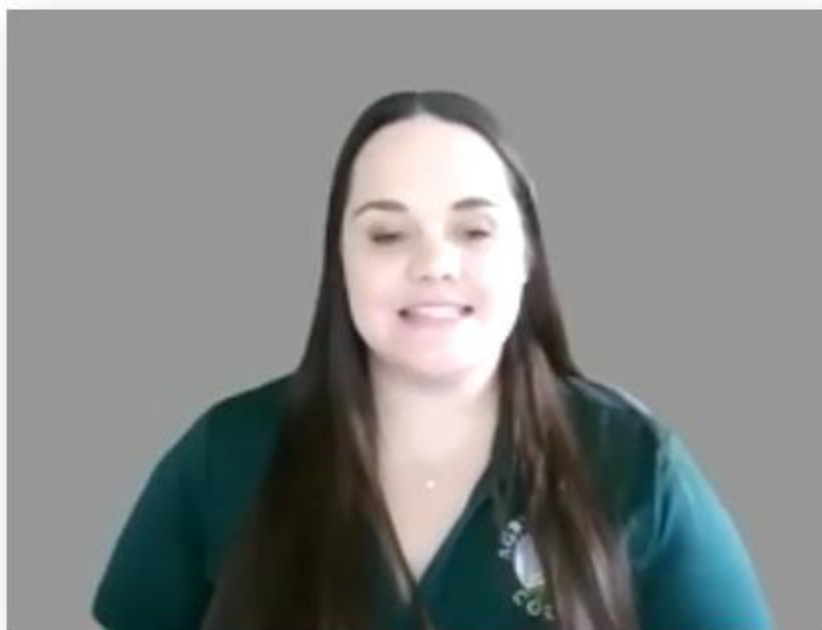




**United States Department of Agriculture**  
National Agricultural Statistics Service



# Section A: Land in Farm/Ranch



Gretchen Divincen  
Heartland Region



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



# Section A – Acres Operated

| SECTION A   |   | LAND IN FARM / RANCH |                            |                    |
|---|---|----------------------|----------------------------|--------------------|
| For 2023, please report farm/ranch land owned, rented, or used by you, your spouse, or by the partnership, corporation or organization for which you are reporting. <i>(Include all cropland, idle land, Conservation Reserve Program (CRP), pastureland, woodland, wasteland, farmstead, acres used for crop/livestock production facilities, and all other building sites associated with this operation, etc.)</i> |   |                      |                            |                    |
| ACRES OPERATED  |   |                      | None                       | Number of Acres    |
| 1.  | How many acres of farm/ranch land were <u>owned</u> ?   | 0020                 | <input type="checkbox"/> + |                    |
| 2.  | How many acres of farm/ranch land were <u>rented</u> or <u>leased from others</u> — <i>(Exclude land used on an animal unit month (AUM) or fee per head basis under a grazing permit.)</i>  |                      |                            |                    |
| a.  | for a fixed <u>cash rent</u> payment?   | 0021                 | <input type="checkbox"/> + |                    |
| b.  | for a <u>flexible rent</u> payment? <i>(Include hybrid rental arrangements where rent paid is based on a fixed cash payment plus some shared production.)</i>   | 0022                 | <input type="checkbox"/> + |                    |
| c.  | for a <u>share</u> of the crop or livestock production? <i>(Exclude hybrid rental arrangements.)</i>  | 0023                 | <input type="checkbox"/> + |                    |
| d.  | for <u>free</u> ?   | 0024                 | <input type="checkbox"/> + |                    |
| 3.  | How many acres of farm/ranch land were rented or leased <u>to others</u> ? <i>(Include land rented for cash, for a flexible rent, for a share of crop or livestock production, or rent free.)</i>                                     | 0025                 | <input type="checkbox"/> - |                    |
|   |   |                      |                            | <b>Total Acres</b> |
| 4.  | Then the TOTAL ACRES in this operation in 2023 were:<br><i>(Total Items 1 + 2a + 2b + 2c + 2d - 3.)</i>   | 0026                 | =                          |                    |
| 5.  | How many of the (Item 4) acres were considered <b>cropland</b> in 2023? <i>(Include land in government programs, fruit/nut/berry/nursery acres, and land planted to hay, including wild hay. Exclude CRP acres planted to trees.)</i> | 0063                 | <input type="checkbox"/>   |                    |



# Section A – Land Rented From Others

| LAND RENTED <u>FROM</u> OTHERS |  |      |  |
|--------------------------------|--|------|--|
| 6.                             | Including rent for land and/or buildings, what was the total <b>CASH RENT PAID</b> in 2023 by this operation? ( <i>Include</i> rent paid in 2023 for previous years and rent paid in advance. <i>Exclude</i> storage bins, to be reported in SECTION I, Item 21. <i>Exclude</i> grazing of livestock, to be reported in Item 7 below.) . . . . . | 0044 | <div>None <input type="checkbox"/></div> <div>Dollars</div> <div>\$ <input type="text"/> .00</div> |
| 7.                             | Report any land this operation used (on a <b>per head or AUM basis</b> ) that is administered either by: public or private agencies, industrial corporations, grazing associations, or rented from individuals on a short term grazing arrangement in 2023.  |      |  |
| a.                             | In 2023, what were the total fees this operation paid for the use of <b>publicly owned land</b> on an AUM basis? ( <i>Include</i> fees paid for privately owned land administered by a public agency through exchange-of-use.) . . . . .   | 0045 | <div><input type="checkbox"/></div> <div>\$ <input type="text"/> .00</div>                         |
| b.                             | In 2023, how much did this operation spend on pasturing or grazing of livestock on <b>privately owned land</b> (railroads, another farm/ranch, etc.) used on a fee per head (AUM) or gain basis? . . . . .   | 0046 | <div><input type="checkbox"/></div> <div>\$ <input type="text"/> .00</div>                         |
| 8.                             | Report any crop or livestock <b>SHARE RENT</b> payments for land rented from others in 2023.   |      |  |
| a.                             | What was the estimated total MARKET VALUE of your landlord's share of <b>crop</b> production from this operation in 2023? . . . . .  | 0184 | <div><input type="checkbox"/></div> <div>\$ <input type="text"/> .00</div>                         |
| b.                             | What was the estimated total MARKET VALUE of your landlord's share of <b>livestock</b> production sold or removed from this operation in 2023? ( <i>Exclude</i> shared livestock production not part of a land rental arrangement.) . . . . .  | 0276 | <div><input type="checkbox"/></div> <div>\$ <input type="text"/> .00</div>                         |
| 9.                             | What was the estimated market value of the land and buildings on the acres rented or leased FROM OTHERS on December 31, 2023? . . . . .  | 0855 | <div><input type="checkbox"/></div> <div>\$ <input type="text"/> .00</div>                         |





# Section A – Land Rented To Other

## LAND RENTED TO OTHERS

| 10. Including rent for land and/or buildings, what was the total <b>CASH RENT RECEIVED</b> in 2023 for acres rented TO OTHERS by this operation? ( <i>Include rent received in 2023 for previous years, rent received in advance, and government payments received from those acres. Exclude grazing of livestock, to be reported in SECTION H, Item 3b.</i> ) . . . . . 0042 | None<br><input type="checkbox"/> | <table><tr><th colspan="2">Dollars</th></tr><tr><td>\$</td><td>.00</td></tr></table> | Dollars |     | \$ | .00 |
|---|----------------------------------|--|---------|-----|----|-----|
| Dollars   |                                  |  |         |     |    |     |
| \$  | .00                              |  |         |     |    |     |
| 11. For acres <b>SHARE-RENTED</b> to others, what was the total value of crop or livestock shares received in 2023 by this operation? ( <i>Include rent received in 2023 from previous years and government commodity payments received from those acres.</i> ) . . . . . 0043  | <input type="checkbox"/>         | <table><tr><td>\$</td><td>.00</td></tr></table>                                      | \$      | .00 |    |     |
| \$  | .00                              |  |         |     |    |     |
| 12. What was the estimated market value of the land and buildings on the acres rented or leased TO OTHERS on December 31, 2023? . . . . . 0857  | <input type="checkbox"/>         | <table><tr><td>\$</td><td>.00</td></tr></table>                                      | \$      | .00 |    |     |
| \$  | .00                              |  |         |     |    |     |



# Section A – Historic Conservation Payments

## HISTORIC CONSERVATION PAYMENTS

13. Has this operation ever received financial assistance from the Environmental Quality Incentives Program (EQIP) or the Conservation Stewardship Program (CSP)? .....0070 1 ☐ Yes 3 ☐ No
14. Has this operation ever received technical assistance from the Natural Resources Conservation Service (NRCS)? .....0071 1 ☐ Yes 3 ☐ No





# Section A – Conservation Practices

**Column 1-** provide the **total # of acres** where the appropriate **conservation management practice** was implemented



**Column 2-** provide the **number of acres where a conservation (FINANCIAL PAYMENT) was received** for implementing the management practice. Indicate a zero if no payment received (no blanks or dashes)



# Section A – Reminders

Section A asks about ***all*** land that an operator is associated with – owned, rented from others, and rented to others

We also want to record all conservation practices across all land operated by the target.



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# Section B

## Acreage, Production, and Cash Sales



Gretchen Divincen  
Statistician - Heartland Region

# Section B- Acreage, Production, and Cash Sales

## What do we collect?

- Harvested Acres
- Total Production
- Production Used on the Operation
- Cash Sales



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National Agricultural Statistics Service

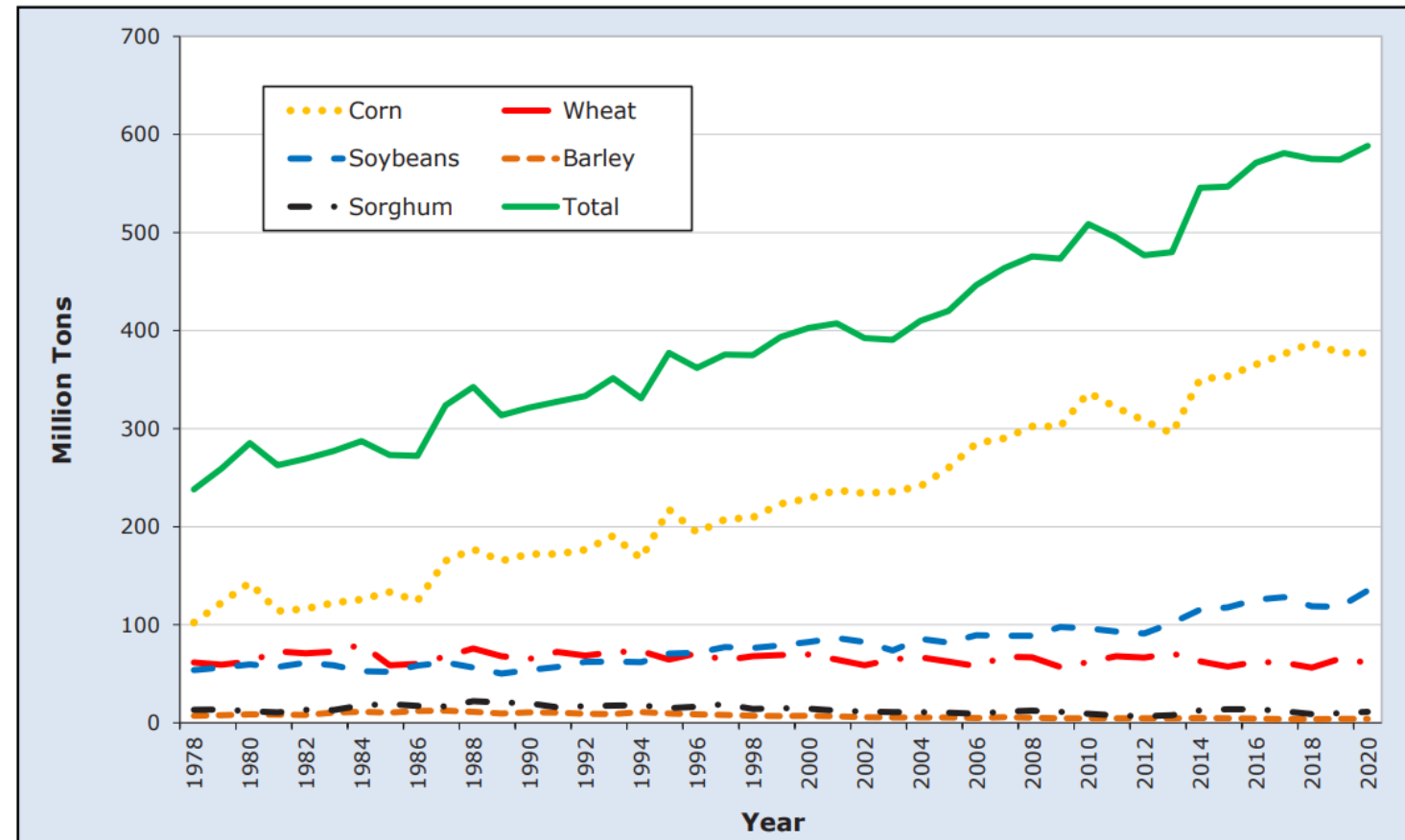


# Section B- Acreage, Production, and Cash Sales

## Why do we collect this information?

- Describes vital parts of the farm economy – crop production and cash sales
- Helps identify farm diversity in crop production
- Used by other researchers and agencies
  - Example: Agricultural Marketing Service (AMS) use Section B data to determine how much grain is trucked

Figure 3: U.S. grain shipments by commodity, 1978-2020



Henderson, Richard, Jesse Gastelle, and Peter Caffarelli. *Transportation of U.S. Grains: A Modal Share Analysis*, August 2023. U.S. Dept. of Agriculture, Agricultural Marketing Service. Web. <http://dx.doi.org/10.9752/TS049.08-2023>



# Section B- Acreage, Production, and Cash Sales

## Harvested Acres

- Harvested not planted acres
- Including acres still intended to be harvested
- Exclude acreage for a second or later harvest (for the same use) ex. second pickings of cotton

## Total Production

- Including the landlord's share
- Units are important
- If harvest is not complete- ask respondent for an estimated final production





# Section B- Acreage, Production, and Cash Sales

## Production Used on this Operation

- Example- the production the operation will use or has used for feed or seed
- Exclude production for human consumption (record market value in the Expense Section, *item 31*)

## Cash Sales

- From any year's production sold during the reference year
  - Exclude contract sales or removals and landlord's share of sales (landlord sales=Sec A)
- **If the crop** was grown in reference year: all columns should be completed
- **If not**, only dollars recorded in column 5 should be completed



# Section B- Acreage, Production, and Cash Sales

## Friendly Reminders

- Field Crops Acres:
  - Potatoes & Tobacco: **can record to a tenth of an acre**
  - All other field crops= **record to a whole acre**
- Nursery and Greenhouse:
  - Under protection= square feet
  - Acres in the open= **can record to a tenth of an acre**
- All other crops:
  - Examples: *sweet corn, sweet potatoes, hemp, brown and wild rice, haylage, and maple syrup*

| 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 20XX?<br>(Include your landlord's share and crops grown under contract. Exclude crops grown on land rented to others.)   |                                     |              |   |  |   |        |      |    |     |
| 0104 1 <input type="checkbox"/> Yes - Continue 3 <input type="checkbox"/> No - Go to Item 3   |                                     |              |   |  |   |        |      |    |     |
| 2. Report the acreage and production of crops harvested from this operation in 20XX. Report quantity harvested in the unit specified, by crop. For income received from cash sales in 20XX, 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<br>CROP   | 2<br>How many acres were HARVESTED? |              | 3<br>What was the total production?<br>(Include landlord share and amount used on operation.)<br>(Total Amount) | 4<br>How much of this operation's share of the total production was (will be) used on this operation for feed, seed, etc.?<br>(Amount Used on Operation) | 5<br>How much was received in Cash Sales from any year's production?<br>(Exclude contract sales and landlord's share.)<br>(Dollars) |        |      |    |     |
| FIELD CROPS   | → (Acres)                           |              |   |  |   |        |      |    |     |
| Corn for grain . . . . .  | 0105                                |              | 0106 Bu. 0107   |  | 0108  | \$     |      |    | .00 |
| Corn for silage or greenchop . . . . .  | 0109                                |              | 0110 Tons 0111  |  | 0112  | \$     |      |    | .00 |
| Cotton, all types . . . . .   | 0113                                |              | 0114 Lbs.   |  | 0116  | \$     |      |    | .00 |
| Peanuts . . . . .   | 0115                                |              | 0118 Lbs. 0119  |  | 0120  | \$     |      |    | .00 |
| Potatoes (report sweet potatoes in all other crops) . . . . .   | 0121                                | Acres Tenths | 0122 Cwt. 0123  |  | 0124  | \$     |      |    | .00 |
| Fruits, nuts, and berries (Include citrus.) . . . . .   | 0180                                | →            | SQUARE FEET UNDER glass or other protection   |  | ACRES in the OPEN   | Tenths | 0188 | \$ | .00 |
| Nursery and greenhouse crops (Include hemp starts, Christmas trees.) . . . . .  |                                     |              | 0191  |  | 0192  |        | 0189 | \$ | .00 |
| All other crops not listed above (Include hemp, sweet potatoes.) . . . . .  | 0182                                |              | 2890 Specify crop(s)  |  | 0190  | \$     |      |    | .00 |



Thank you!



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# Section C: Livestock Inventory, Number Sold/Removed, and Cash Sales



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# Section C - Livestock Inventory, Number Sold/Removed, and Cash Sales

## Purpose

- Record inventory, ownership, removal, and cash sales for the operation
- Collected information allows us to better understand various compositions of operations with different types of livestock. This data helps us assess trends in the livestock industry

| SECTION C LIVESTOCK INVENTORY, NUMBER SOLD/REMOVED, and CASH SALES   |   |  |   |   |        |
|--|---|--|---|---|--------|
| 1. Were there any livestock or poultry on this operation for which you made day to day decisions in 2023 (regardless of ownership) or did this operation receive any income from livestock, poultry, or livestock products in 2023? (Include your landlord's share & livestock/poultry grown for others on a contract basis. Exclude livestock/poultry grown or fed by someone else on a custom or contractual basis.) |   |  |   |   |        |
| 0247 <input type="checkbox"/> Yes - Continue <input type="checkbox"/> No - Go to Section D   |   |  |   |   |        |
| 2. Report the total number of livestock, poultry, and livestock products, by type. For income received in 2023, report the total dollars this operation received from cash sales after subtracting marketing expenses. (Exclude contract sales or removals and landlord's share of sales in column 5.)   |   |  |   |   |        |
| 1<br>LIVESTOCK   | 2 INVENTORY   |  | 3 SALES   |   |        |
|  | On Dec. 31, 2023, how many (column 1) owned by and located on or off this operation? (Number) | On Dec. 31, 2023, how many (column 1) were owned by and located on or off this operation? (Number) | What was the total number of (column 1) sold or removed in 2023? (Number) | How much was received in Cash Sales of (column 1) from any year's production in 2023? (Exclude marketing contract sales.) (Dollars) |        |
| a. Beef cows (Include beef heifers that have calved. Exclude heifers that have not calved, steers, calves, and bulls) .....  | 0255  | 0256   | 0254  | 0254  | \$ .00 |
| b. Milk cows, including any dry cows (Exclude any heifers not yet freshened) .....   | 0258  | 0259   | 0257  | 0258  | \$ .00 |
| c. Other cattle and calves (Include fed cattle, beef and dairy cull animals, stockers and feeders, veal calves, etc.) .....  | 0262  | 0263   | 0261  | 0261  | \$ .00 |
| d. Total cattle and calves (Items a + b + c) .....   | 0261  | 0260   | 0260  | 0260  | \$ .00 |
| (i) Of the total (row d, col. 5) dollars, how much was for breeding stock? <sup>1/</sup> .....   |   |  |   | 0512  | \$ .00 |
| (ii) Recognized gain/loss on sale of breeding stock, (if a loss was incurred, indicate with a negative sign) .....   |   |  |   | 0535  | \$ .00 |
| e. Total milk sold in 2023 (report in cwt) .....   |   |  | 0270  | Cwt 0510  | \$ .00 |
| (i) Of the total (row e, col. 4) cwt, how much was certified organic milk? .....   |   |  | 0528  | Cwt 0528  | \$ .00 |
| f. All hogs and pigs .....   | 0265  | 0266   | 0262  | 0266  | \$ .00 |
| (i) Of the total (row f, col. 5) dollars, how much was for breeding stock? <sup>1/</sup> .....   |   |  |   | 0509  | \$ .00 |
| (ii) Recognized gain/loss on sale of breeding stock, (if a loss was incurred, indicate with a negative sign) .....   |   |  |   | 0533  | \$ .00 |
| g. All layers and pullets, including table and hatching .....  | 0240  | 0240   | 0240  | 0240  | \$ .00 |
| (i) All eggs, including hatching eggs (report in dozens) .....   |   |  | 0268  | Doz 0514  | \$ .00 |
| h. Turkeys .....   | 0269  | 0268   | 0268  | 0515  | \$ .00 |
| i. Broilers .....  | 0265  | 0267   | 0264  | 0513  | \$ .00 |
| j. Other Poultry (Include other chickens, ducks, emus, geese, hatchlings, ostriches, pigeons, pheasants, quail, poultry products, etc.) .....  | 0275  | 0269   | 0274  | 0516  | \$ .00 |
| k. Other animals and other animal products (Include sheep, goats, & their products (wool, mohair, & goat milk), horses, ponies, mules, burros, & donkeys; aquaculture, bees & honey; semen & embryo sales) .....   | 0273  | 0273   | 0272  | 0517  | \$ .00 |
| (i) Of the total (row k, col. 5) dollars, how much was for breeding stock? <sup>1/</sup> .....   |   |  |   | 0528  | \$ .00 |
| (ii) Recognized gain/loss on sale of breeding stock, (if a loss was incurred, indicate with a negative sign) .....   |   |  |   | 0534  | \$ .00 |

<sup>1/</sup> Report breeding and non-breeding stock as defined on Tax form 1040F and form 4797.



# Section C - Inventory

- Record total number of livestock on hand **regardless of ownership**
  - Include:**
    - All livestock under contract or on a custom basis if on total acres operated
    - 4-H and FFA livestock
    - Livestock on short-term pasture or crop residue grazing to be returned to operation
  - Exclude:**
    - Livestock owned but being custom fed on another operation (will be recorded in Section D)

| 1<br><br>LIVESTOCK | INVENTORY   |   |
|--------------------|---|---|
|                    | 2<br>On Dec. 31, 2023, how many [column 1] regardless of ownership were on hand? (Number) | 3<br>C<br>I<br>[column 1]<br>ow<br>local<br>thi |





## Section C - Inventory Owned

- Record the number of livestock owned and operated
- Number owned (Column 3) is less than or equal to number on hand (Column 2)

| 1         | INVENTORY   |   |
|-----------|---|---|
|           | 2   | 3   |
| LIVESTOCK | On Dec. 31, 2023, how many [column 1] regardless of ownership were on hand?<br>(Number) | On Dec. 31, 2023, how many [column 1] were owned by and located on or off this operation?<br>(Number) |



# Section C - Number Sold/Removed

## What's included?

- Sold on the open market
- Delivered under a marketing contract
- Removed under a production contract

| SALES   |                                |
|---|--------------------------------|
| 4<br>What was the total number of [column 1] sold or removed in 2023?<br><br>(Number) | How much cash from a<br><br>(E |

## What's excluded?

- Do not record animal deaths
- Exclude any livestock moved short term to pasture or grazing and returned to the operation



## Section C - Cash Sales

- **Subtract marketing expenses to get final cash sales**
  - Check-off fees, drying, commission, inspection, storage, transportation, yardage, etc.
  - Marketing expenses reported in Section I

| SALES |   |
|-------|---|
|       | 5   |
|       | How much was received in<br>Cash Sales of [column 1]<br><b>from any year's production</b><br>in 2023?<br>( <i>Exclude marketing<br/>contract sales.</i> ) |
|       | (Dollars)   |



# Section C - Reminders

## General:

- Livestock expenses are reported in *Section I – Operating Expenses*
- If livestock is owned, market value of livestock is reported in *Section J – Assets*

## Cattle:

- Cull cows are considered removed from the breeding herd are recorded in *Question 2c – Other Cattle*
- Beef or dairy heifers that have not calved are recorded in *Question 2c – Other Cattle*, not with cows
- *Question 2c* also includes bulls, cattle on feed, and calves
- *Question 2d* is the sum of questions 2a + 2b + 2c

| 1<br><br>LIVESTOCK  | INVENTORY  |  | 4<br><br>What was the total number of [column 1] sold or removed in 2023?<br><br>(Number) |
|---|--|--|---|
|   | 2<br>On Dec. 31, 2023, how many [column 1] regardless of ownership were on hand?<br>(Number) | 3<br>On Dec. 31, 2023, how many [column 1] were owned by and located on or off this operation?<br>(Number) |   |
| a. Beef cows ( <i>Include</i> beef heifers that have calved. <i>Exclude</i> heifers that have not calved, steers, calves, and bulls.) . . . . . | 0255   | 0256   | 0254  |
| b. Milk cows, including any dry cows ( <i>Exclude</i> any heifers not yet freshened.) . . . . .   | 0258   | 0259   | 0257  |
| c. Other cattle and calves ( <i>Include</i> fed cattle, beef and dairy cull animals, stockers and feeders, veal calves, etc.) . . . . .         | 0252   | 0253   | 0251  |
| d. Total cattle and calves (Items a + b + c) . . . . .  | 0261   | 0295   | 0260  |



# Section D

## Other Operations Growing/Feeding/Raising Livestock for this Operation



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# Section D - Purpose

- Record information related to livestock owned by the operation and **raised under contract by another producer**
- Shows a complete picture of farm income and loss
- Receipts (sales), expenses, and assets are **only** reported in this section and should not be reported elsewhere in the questionnaire
  - “In the Fence”

| SECTION D OTHER OPERATIONS GROWING, FEEDING, or RAISING LIVESTOCK FOR THIS OPERATION  |  |   |  |  |  |  |  |  |  |  |  |  |  |
|---|--|---|--|--|--|--|--|--|--|--|--|--|--|
| 1. In 2023, did any OTHER operations grow, feed, or raise livestock or poultry owned by this operation under a contract agreement where you are the contractor? |  |   |  |  |  |  |  |  |  |  |  |  |  |
| 0271 1 <input type="checkbox"/> Yes - Continue 3 <input type="checkbox"/> No - Go to Section E  |  |   |  |  |  |  |  |  |  |  |  |  |  |
| 1 What livestock or poultry were being raised or fed for this operation?<br>[List type below.]  |  | 2 Commodity Code<br>Office Use Only<br>(Code) |  | 3 What was the market value of [type] on hand on contractee operations on Jan. 1, 2023?<br>(Dollars) |  | 4 What was the estimated market value (at placement) of [type] placed under contract DURING 2023?<br>(Dollars) |  | 5 How much was paid to contractees for labor, management, and reimbursement for expenses?<br>(Dollars) |  | 6 How much were the GROSS receipts from [type] sold or removed under this contract?<br>(Dollars) |  | 7 On Dec. 31, 2023 what was the market value of unsold [type] remaining under contract?<br>(Dollars) |  |
|   |  | 0277  |  | 0278   |  | 0279   |  | 0280   |  | 0281   |  | 0282   |  |
|   |  | 0283  |  | 0284   |  | 0285   |  | 0286   |  | 0287   |  | 0288   |  |
|   |  | 0289  |  | 0290   |  | 0291   |  | 0292   |  | 0293   |  | 0294   |  |





## Section D - Contract Examples

- Cow/calf producer weans calves and has another producer raise the cattle to a certain weight for them
- Dairy operator pays another producer to raise dairy replacement heifers until they return to the dairy
- Hog farrowing operation contracts with another hog operation to raise weaned pigs up to slaughter weight



# Section D - Livestock Type

- **Column 1** – Record the livestock contracted out

- Be Specific!!
- Do not write just “hogs” or “chickens”
- Write finishing hogs, laying chicken pullets, dairy heifers, etc.

- **Column 2** – Record the commodity code

- Use the respondent booklet
- Record the 3-digit livestock code

| 1<br>What livestock or<br>poultry were being<br>raised or fed for this<br>operation?<br><br>[List type below.] | 2<br>Commodity<br>Code<br><br><b>Office Use<br/>Only</b><br><br>(Code) |
|--|--|
|  | 0277   |
|  | 0283   |
|  | 0289   |



# Section D - Value

- **Column 3** – Record the estimated value of contracted commodities on other operations on January 1
- **Column 4** – Record the estimated value of commodities placed under contract during the year
  - If there are multiple arrangements or if arrangements exist for more than one commodity, record each one on a separate line
  - If needed, please use an extra sheet of paper
    - Be sure to label the extra sheet with the operator information

| 3<br>What was the market value of [type] on hand on contractee operations on Jan. 1, 2023?<br>(Dollars) |  | 4<br>What was the estimated market value (at placement) of [type] placed under contract DURING 2023?<br>(Dollars) |  |
|---|--|---|--|
| 0278  |  | 0279  |  |
| 0284  |  | 0285  |  |
| 0290  |  | 0291  |  |



# Section D - Fees and Receipts

- **Column 5** – Record the total amount paid to contractees
  - Include labor, management fees, expenses reimbursed
- **Column 6** – Record the gross receipts for the commodity sold or removed under contract
  - This value **can be ZERO** if the commodity was not sold but returned to the target operation
    - Example: Dairy heifers

| 5<br>How much was paid<br>to contractees for<br>labor, management,<br>and reimbursement<br>for expenses?<br>(Dollars) |  | 6<br>How much were<br>the GROSS receipts<br>from [type] sold or<br>removed under<br>this contract?<br>(Dollars) |  |
|---|--|---|--|
| 0280  |  | 0281  |  |
| 0286  |  | 0287  |  |
| 0292  |  | 0293  |  |





## Section D - Unsold Value

- **Column 7** – Record the market value of the unsold commodity under contract on December 31
- **Reminder!** – Data reported in Section D is **NOT** reported anywhere else in the questionnaire

|      | 7<br>On Dec. 31, 2023<br>what was the market<br>value of unsold [type]<br>remaining under<br>contract?<br>(Dollars) |
|------|---|
| 0282 |   |
| 0288 |   |
| 0294 |   |



# Thank You!



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# **Sec. E: Marketing and Production Contracts**

## **Sec. F: Accts. Receivable and Deferred Payments**



**Debbie Martin**  
Upper Midwest Region



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



# Why use contracts?

## Farmers

- Manage risks
- Compensation for quality
- Outlet for products
- Assurance for financing

## Processors

- Timely flow
- Control over attributes
- Consistency



# Marketing vs. Production Contracts

- **Marketing Contracts** identify an outlet for a commodity and set pricing and delivery specifications
  - Producer owns the commodity
  - Payment is like a “Price”, because commodity changes hands
- **Production Contracts** specify responsibilities for the provision of inputs, payment of expenses, production practices, compensation, and removal
  - Producer does NOT own the commodity. They provide a service.
  - Payment is a “Fee for service”



# Examples of Each

## • Marketing

- Row Crops (corn, soybeans, wheat)
- Cotton, Peanuts
- Fruits & Nuts
- Vegetables
- Milk

## Production

- Hogs (nurse, farrow-to-ween, finishers, etc.)
- Chickens (broilers, layers, pullets, etc.)
- Turkeys
- Fed cattle



## SECTION E

## MARKETING and PRODUCTION CONTRACTS

1. Did this operation have **marketing** or **production** contracts for any commodities delivered<sup>1</sup> in 20XX? (A marketing contract is a verbal or written agreement reached before harvest of a crop or before completion of a livestock production stage, setting a price or pricing formula and market for the commodity. A production contract is an agreement setting terms, conditions, and fees to be paid by the contractor to the operation for the production of crops, livestock, or poultry.)

3991 1 ☐ Yes - Continue

3 ☐ No - Go to Item 3

"Delivered in  
[reference year]"

2. Report the commodities delivered in 20XX through **marketing** or **production** contracts. (Include the quantity delivered or removed under contract, the price/fee received, and the final price/fee received. Exclude landlord shares (report in SECTION A) and marketing charges (report in SECTION H, Item 34).)

### Farm Assets section

For each item below, report the MARKET VALUE(S) of the assets owned by the operation on the dates specified.

3. What was the ESTIMATED MARKET VALUE for the farm share of [item] on —

a. crops owned and stored on or off this operation? (Include crops stored at co-op or gin warehouse, specialty crops, fruit storage, hay, silage, and nursery and greenhouse products not in the ground. Exclude trees and vines and crops under CCC loans.) ☐

None

| Beginning of Year<br>JAN. 1, 20XX?<br>(Dollars) | End of Year<br>DEC. 31, 20XX?<br>(Dollars) |
|---|--|
| 0888 \$ .00                                     | 0889 \$ .00                                |

b. breeding livestock owned by and located on or off this operation? (Include aquaculture, bees, cattle, equine, hogs, mink, poultry, sheep, etc., kept for breeding purposes. Exclude livestock being produced under contract on another operation (reported in Section D).) ☐

|             |             |
|-------------|-------------|
| 0863 \$ .00 | 0864 \$ .00 |
|-------------|-------------|

c. non-breeding livestock owned by and located on or off this operation? (Include aquaculture, bees, cattle, equine, hogs, mink, poultry, sheep, etc., kept for non-breeding purposes. Include livestock products such as honey, mohair, and wool. Exclude livestock being produced under contract on another operation (reported in Section D).) ☐

|             |             |
|-------------|-------------|
| 0876 \$ .00 | 0877 \$ .00 |
|-------------|-------------|

e. production inputs already used by this operation for cover crops or crops planted but not yet mature for harvest (also known as sunk costs), or the value of inputs used for production contracts that have yet to be delivered? ☐

|             |             |
|-------------|-------------|
| 0880 \$ .00 | 0881 \$ .00 |
|-------------|-------------|

Marketing Contract  
undelivered, still on-hand

Production Contract still  
not delivered, but inputs  
used



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## SECTION E

## MARKETING and PRODUCTION CONTRACTS

1. Did this operation have **marketing** or **production** contracts for any commodities delivered<sup>1</sup> in 20XX? (A marketing contract is a verbal or written agreement reached before harvest of a crop or before completion of a livestock production stage, setting a price or pricing formula and market for the commodity. A production contract is an agreement setting terms, conditions, and fees to be paid by the contractor to the operation for the production of crops, livestock, or poultry.)

3991 1 ☐ Yes - Continue

3 ☐ No - Go to Item 3

"Delivered in  
[reference year]"

2. Report the commodities delivered in 20XX through **marketing** or **production** contracts. (Include the quantity delivered or removed under contract, the price/fee received, and the final price/fee received. Exclude landlord shares (report in SECTION A) and marketing charges (report in SECTION H, Item 34).)

### Farm Assets section

For each item below, report the MARKET VALUE(S) of the assets owned by the operation on the dates specified.

3. What was the ESTIMATED MARKET VALUE for the farm share of [item] on —

a. crops owned and stored on or off this operation? (Include crops stored at co-op or gin warehouse, specialty crops, fruit storage, hay, silage, and nursery and greenhouse products not in the ground. Exclude trees and vines and crops under CCC loans.)

None

| Beginning of Year<br>JAN. 1, 20XX?<br>(Dollars) | End of Year<br>DEC. 31, 20XX?<br>(Dollars) |
|---|--|
| 0889  | 0889                                       |
| \$ .00  | \$ .00                                     |

b. breeding livestock owned by and located on or off this operation? (Include aquaculture, bees, cattle, equine, hogs, mink, poultry, sheep, etc., kept for breeding purposes. Exclude livestock being produced under contract on another operation (reported in Section D).)

None

|        |        |
|--------|--------|
| 0863   | 0864   |
| \$ .00 | \$ .00 |

c. non-breeding livestock owned by and located on or off this operation? (Include aquaculture, bees, cattle, equine, hogs, mink, poultry, sheep, etc., kept for non-breeding purposes. Include livestock products such as honey, mohair, and wool. Exclude livestock being produced under contract on another operation (reported in Section D).)

None

|        |        |
|--------|--------|
| 0876   | 0877   |
| \$ .00 | \$ .00 |

e. production inputs already used by this operation for cover crops or crops planted but not yet mature for harvest (also known as sunk costs), or the value of inputs used for production contracts that have yet to be delivered?

None

|        |        |
|--------|--------|
| 0880   | 0881   |
| \$ .00 | \$ .00 |

Marketing Contract from  
prior year crop, delivered in  
[reference year]

Inputs for Production  
Contract started in prior year



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## SECTION E

## MARKETING and PRODUCTION CONTRACTS

1. Did this operation have marketing or production contracts for any commodities delivered<sup>1</sup> in 20XX? (A marketing contract is a verbal or written agreement reached before harvest of a crop or before completion of a livestock production stage, setting a price or pricing formula and market for the commodity. A production contract is an agreement setting terms, conditions, and fees to be paid by the contractor to the operation for the production of crops, livestock, or poultry.)

3991



1 ☐

Yes - Continue

3 ☐

No - Go to Item 3

2. Report the commodities delivered in 20XX through marketing or production contract(s). List the quantities delivered and the final price/fee received. (Include the quantity delivered or removed under contract. Exclude money received from contractors as reimbursement for expenses. Exclude landlord shares (report in SECTION A) and marketing charges (report in SECTION H, Item 34).)

| 1<br>What commodities did this operation have MARKETING or PRODUCTION contracts for in 20XX?<br>[Write in commodities] | 2<br>Commodity Code<br>Office Use Only<br>(Code)                                       | 3<br>Marketing or Production Contract?<br>Marketing=1<br>Production=2 | 4<br>Quantity of this commodity delivered through this contract? (Exclude landlord's share.) | 5<br>Unit Code<br>(from list below)<br>(Code) | 6<br>What was (will be) the FINAL PRICE/FEE RECEIVED per unit by this operation for this commodity delivered under this contract?<br>(Dollars & Cents) | 7<br>What was the total dollar amount received in 20XX from this contract?<br>(Total Dollars) |
|--|--|---|--|---|--|---|
| Commodity example  | 0000   | 0000 1  | 0000 10000   | 0000 04                                       | 0000 \$ 3 . 75   | 0000 \$ 37500 .00   |
|                                       | 3927  | 3550  | 3928   | 3929  | 3930 \$ .  | 3931 \$ .00   |
|  | 3932   | 3551  | 3933   | 3934  | 3935 \$ .  | 3936 \$ .00   |
|  | 3937   | 3552  | 3938   | 3939  | 3940 \$ .  | 3941 \$ .00   |
|  | 3942   | 3553  | 3943   | 3944  | 3945 \$ .  | 3946 \$ .00   |



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## SECTION E

## MARKETING and PRODUCTION CONTRACTS

1. Did this operation have marketing or production contracts for any commodities delivered<sup>1</sup> in 20XX? (A marketing contract is a verbal or written agreement reached before harvest of a crop or before completion of a livestock production stage, setting a price or pricing formula and market for the commodity. A production contract is an agreement setting terms, conditions, and fees to be paid by the contractor to the operation for the production of crops, livestock, or poultry.)

3991


1 ☐

Yes - Continue

3 ☐

No - Go to Item 3

2. Report the commodities delivered in 20XX through marketing or production contract(s). List the quantities delivered and the final price/fee received. (Include the quantity delivered or removed under contract. Exclude money received from contractors as reimbursement for expenses. Exclude landlord shares (report in SECTION A) and marketing charges (report in SECTION H, Item 34).)

| 1<br>What commodities did this operation have MARKETING or PRODUCTION contracts for in 20XX?<br>[Write in commodities] | 2<br>Commodity Code<br>Office Use Only<br>(Code) |  | 3<br>Marketing or Production Contract?<br>Marketing=1<br>Production=2 |   | 4<br>Quantity of this commodity delivered through this contract? (Exclude landlord's share.) |       | 5<br>Unit Code<br>(from list below)<br>(Code) |    | 6<br>What was (will be) the FINAL PRICE/FEE RECEIVED per unit by this operation for this commodity delivered under this contract?<br>(Dollars & Cents) |    |   |   | 7<br>What was the total dollar amount received in 20XX from this contract?<br>(Total Dollars) |      |    |       |     |
|--|--|--|---|---|--|-------|---|----|--|----|---|---|---|------|----|-------|-----|
| Commodity example  | 0000   |  | 0000  | 1   | 0000   | 10000 | 0000  | 04 | 0000   | \$ | 3 | . | 75  | 0000 | \$ | 37500 | .00 |
|  | 3927   |  | 3550  |  | 3928   |       | 3929  |    | 3930   | \$ |   | . |   | 3931 | \$ |       | .00 |
|  | 3932   |  | 3551  |   | 3933   |       | 3934  |    | 3935   | \$ |   | . |   | 3936 | \$ |       | .00 |
|  | 3937   |  | 3552  |   | 3938   |       | 3939  |    | 3940   | \$ |   | . |   | 3941 | \$ |       | .00 |
|  | 3942   |  | 3553  |   | 3943   |       | 3944  |    | 3945   | \$ |   | . |   | 3946 | \$ |       | .00 |



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## SECTION E

## MARKETING and PRODUCTION CONTRACTS

1. Did this operation have marketing or production contracts for any commodities delivered<sup>1</sup> in 20XX? (A marketing contract is a verbal or written agreement reached before harvest of a crop or before completion of a livestock production stage, setting a price or pricing formula and market for the commodity. A production contract is an agreement setting terms, conditions, and fees to be paid by the contractor to the operation for the production of crops, livestock, or poultry.)

3991

1 ☐

Yes - Continue

3 ☐

No - Go to Item 3

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|--|--|---|--|---|--|---|
| Commodity example  | 0000   | 0000 1  | 0000 10000   | 0000 04                                       | 0000 \$ 3 . 75   | 0000 \$ 37500 .00   |
|  | 3927   | 3550  | 3928   | 3929  | 3930 \$ .  | 3931 \$ .00   |
|  | 3932   | 3551  | 3933   | 3934  | 3935 \$ .  | 3936 \$ .00   |
|  | 3937   | 3552  | 3938   | 3939  | 3940 \$ .  | 3941 \$ .00   |
|  | 3942   | 3553  | 3943   | 3944  | 3945 \$ .  | 3946 \$ .00   |



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## SECTION E

## MARKETING and PRODUCTION CONTRACTS

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Yes - Continue

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|--|--|---|--|---|--|---|
| Commodity example  | 0000   | 0000 1  | 0000 10000   | 0000 04                                       | 0000 \$ 3 . 75   | 0000 \$ 37500 .00   |
|  | 3927   | 3550  | 3928   | 3929  | 3930 \$ .  | 3931 \$ .00   |
|  | 3932   | 3551  | 3933   | 3934  | 3935 \$  .  | 3936 \$ .00   |
|  | 3937   | 3552  | 3938   | 3939  | 3940 \$ .  | 3941 \$ .00   |
|  | 3942   | 3553  | 3943   | 3944  | 3945 \$ .  | 3946 \$ .00   |



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## SECTION E

## MARKETING and PRODUCTION CONTRACTS

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1 ☐

Yes - Continue

3 ☐

No - Go to Item 3

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|--|--|--|---|---|--|-------|---|----|--|----|---|---|---|------|----|-------|-----|
| Commodity example  | 0000   |  | 0000  | 1 | 0000   | 10000 | 0000  | 04 | 0000   | \$ | 3 | . | 75  | 0000 | \$ | 37500 | .00 |
|  | 3927   |  | 3550  |   | 3928   |       | 3929  |    | 3930   | \$ |   | . |   | 3931 | \$ |       | .00 |
|  | 3932   |  | 3551  |   | 3933   |       | 3934  |    | 3935   | \$ |   | . |   | 3936 | \$ |       | .00 |
|  | 3937   |  | 3552  |   | 3938   |       | 3939  |    | 3940   | \$ |   | . |   | 3941 | \$ |       | .00 |
|  | 3942   |  | 3553  |   | 3943   |       | 3944  |    | 3945   | \$ |   | . |   | 3946 | \$ |       | .00 |



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## SECTION E MARKETING and PRODUCTION CONTRACTS

1. Did this operation have marketing or production contracts for any commodities delivered<sup>1</sup> in 20XX? (A marketing contract is a verbal or written agreement reached before harvest of a crop or before completion of a livestock production stage, setting a price or pricing formula and market for the commodity. A production contract is an agreement setting terms, conditions, and fees to be paid by the contractor to the operation for the production of crops, livestock, or poultry.)

3991

1 ☐ Yes - Continue

3 ☐ No - Go to Item 3

2. Report the commodities delivered in 20XX through marketing or production contract(s). List the quantities delivered and the final price/fee received. (Include the quantity delivered or removed under contract. Exclude money received from contractors as reimbursement for expenses. Exclude landlord shares (report in SECTION A) and marketing charges (report in SECTION H, Item 34).)

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|--|--|-----|---|---|--|---------|---|----|--|----|---|---|---|------|----|--------|-----|
| Commodity example  | 0000   |     | 0000  | 1 | 0000   | 10000   | 0000  | 04 | 0000   | \$ | 3 | . | 75  | 0000 | \$ | 37500  | .00 |
| ✔ Broilers   | 3927   | 916 | 3550  | 2 | 3928   | 160,000 | 3929  | 11 | 3930   | \$ | 0 | . | 28  | 3931 | \$ | 44,800 | .00 |

<sup>1/</sup> "Delivered" includes commodities for which partial payment was made even if not physically delivered by December 31, 2023.

| Unit          | Code | Unit         | Code | Unit              | Code | Unit               | Code |
|---------------|------|--------------|------|-------------------|------|--------------------|------|
| Pound .....   | 01   | Bin .....    | 05   | Dozen .....       | 09   | Barrel .....       | 20   |
| CWT .....     | 02   | Box .....    | 06   | Flat .....        | 10   | Acre .....         | 22   |
| Ton .....     | 03   | Bale .....   | 07   | Head / Bird ..... | 11   | Animal Space ..... | 39   |
| Bushels ..... | 04   | Carton ..... | 08   | Plant / Pot ..... | 13   | Kilogram .....     | 40   |

- EXAMPLE: The producer raised 160,000 broilers under a marketing contract for \$0.28 per bird and was paid-in-full (\$44,800 total).
- Be careful of the units 1= lbs but is not the same as per bird which is an 11.

## SECTION E MARKETING and PRODUCTION CONTRACTS

1. Did this operation have marketing or production contracts for any commodities delivered<sup>1</sup> in 20XX? (A marketing contract is a verbal or written agreement reached before harvest of a crop or before completion of a livestock production stage, setting a price or pricing formula and market for the commodity. A production contract is an agreement setting terms, conditions, and fees to be paid by the contractor to the operation for the production of crops, livestock, or poultry.)

3991

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|--|--|-----|---|---|--|---------|---|----|--|----|---|---|---|------|----|--------|-----|
| Commodity example  | 0000   |     | 0000  | 1 | 0000   | 10000   | 0000  | 04 | 0000   | \$ | 3 | . | 75  | 0000 | \$ | 37500  | .00 |
| ✖ Broilers   | 3927   | 916 | 3550  | 2 | 3928   | 640,000 | 3929  | 1  | 3930   | \$ | 0 | . | 28  | 3931 | \$ | 44,800 | .00 |

<sup>1/</sup> "Delivered" includes commodities for which partial payment was made even if not physically delivered by December 31, 2023.

| Unit          | Code | Unit         | Code | Unit              | Code | Unit               | Code |
|---------------|------|--------------|------|-------------------|------|--------------------|------|
| Pound .....   | 01   | Bin .....    | 05   | Dozen .....       | 09   | Barrel .....       | 20   |
| CWT .....     | 02   | Box .....    | 06   | Flat .....        | 10   | Acre .....         | 22   |
| Ton .....     | 03   | Bale .....   | 07   | Head / Bird ..... | 11   | Animal Space ..... | 39   |
| Bushels ..... | 04   | Carton ..... | 08   | Plant / Pot ..... | 13   | Kilogram .....     | 40   |

- EXAMPLE: The producer raised 640000 pounds of chickens for a total of \$44,800.
- In Section C, the farmer reported 160,000 broilers "sold or removed".



### INCENTIVES FROM COMMODITY BUYERS

3. Did your buyers (including cooperatives) require or encourage you to use sustainable livestock or crop production practices such as cover crops or reduced fertilizer application rates, or changes to livestock diets or feed additives through any of the following methods? Exclude certified-organic production.

- |   |      |   |                          |     |   |                          |    |
|---|------|---|--------------------------|-----|---|--------------------------|----|
| a. Contracts or agreements that specify the use of particular practices . . . . . | 2663 | 1 | <input type="checkbox"/> | Yes | 3 | <input type="checkbox"/> | No |
| b. Additional payments or price premiums . . . . .                                | 2664 | 1 | <input type="checkbox"/> | Yes | 3 | <input type="checkbox"/> | No |
| c. Technical information or production decision tools . . . . .                   | 2665 | 1 | <input type="checkbox"/> | Yes | 3 | <input type="checkbox"/> | No |
| d. Other methods. . . . .   | 2666 | 1 | <input type="checkbox"/> | Yes | 3 | <input type="checkbox"/> | No |

4. If any of 3a - 3d are marked YES, is the arrangement related to carbon sequestration or GHG emission reductions?

- 5765
- |   |                          |     |   |                          |    |
|---|--------------------------|-----|---|--------------------------|----|
| 1 | <input type="checkbox"/> | Yes | 3 | <input type="checkbox"/> | No |
|---|--------------------------|-----|---|--------------------------|----|



# Section F:

## Accounts Receivable

- Deferred payments across calendar years
  - NOT the same as unsold crops
- Unsold vs. Money owed (do not duplicate)
  - Unsold commodities belong in E.O.Y. inventory (Assets Section), because they have not been sold yet
  - Accounts Receivable is what is owed for commodities that have already been sold (delivered), but not paid yet (think contracts)



EXAMPLE:

The producer delivered 1,000 cwt of milk @ \$15/cwt in December last year, and was paid in the first week of January.

At the end of this year, he delivered 1,000 cwt of milk @ \$17/cwt, and was paid the first week of next year.

SECTION F

ACCOUNTS RECEIVABLE & DEFERRED PAYMENTS

1. For each item below, report income received or the amount owed to the operation on the dates specified.  
(Include cash sales, marketing contract sales, and production contract removals. Exclude crops in storage and not yet sold.)

[NOTE: Crops in storage and not sold as of the reference date should be reported in Section I, Item 3a.]

|  | None                     | Dollars       |
|--|--------------------------|---------------|
| a. On January 1, 20XX, what was the total dollar amount owed to this operation for all commodities produced and sold (cash or contract) before January 1, 20XX? . . . 0885   | <input type="checkbox"/> | \$ 15 000 .00 |
| (i) How much did this operation receive from Item 1a during 20XX? . . . . . 0875   | <input type="checkbox"/> | \$ 15 000 .00 |
| b. What was the total dollar amount owed to this operation on December 31, 20XX, for all commodities produced, sold (cash or contract), delivered, or removed under contract in 20XX and earlier years? . . . . . 0886 | <input type="checkbox"/> | \$ 17 000 .00 |

## SECTION E

| 1<br>What commodities did this operation have MARKETING or PRODUCTION contracts for in 20XX?<br>[Write in commodities] | 2<br>Commodity Code<br>Office Use Only<br>(Code) | 3<br>Marketing or Production Contract?<br>Marketing=1<br>Production=2 | 4<br>Quantity of this commodity delivered through this contract? (Exclude landlord's share.) | 5<br>Unit Code<br>(from list below)<br>(Code) | 6<br>What was (will be) the FINAL PRICE/FEE RECEIVED per unit by this operation for this commodity delivered under this contract?<br>(Dollars & Cents) | 7<br>What was the total dollar amount received in 20XX from this contract?<br>(Total Dollars) |
|--|--|---|--|---|--|---|
| Milk   | 3927 909   | 3550 1  | 3928 52 000  | 3929 2  | 3930 \$ 17 . 00  | 3931 \$ 867 000 .00   |

$$(52,000 \text{ cwt}) \times (\$17/\text{cwt}) = \$884,000$$

$$(\$884,000 - \$17,000) = \$867,000 \text{ received}$$

## SECTION F

### ACCOUNTS RECEIVABLE & DEFERRED PAYMENTS

1. For each item below, report income received or the amount owed to the operation on the dates specified.  
(Include cash sales, marketing contract sales, and production contract removals. Exclude crops in storage and not yet sold.)

[NOTE: Crops in storage and not sold as of the reference date should be reported in Section I, Item 3a.]

|   | None                          | Dollars       |
|---|-------------------------------|---------------|
| a. On January 1, 20XX, what was the total dollar amount owed to this operation for all commodities produced and sold (cash or contract) before January 1, 20XX? . . . . .   | 0885 <input type="checkbox"/> | \$ 15 000 .00 |
| (i) How much did this operation receive from Item 1a during 20XX? . . . . .   | 0875 <input type="checkbox"/> | \$ 15 000 .00 |
| b. What was the total dollar amount owed to this operation on December 31, 20XX, for all commodities produced, sold (cash or contract), delivered, or removed under contract in 20XX and earlier years? . . . . . | 0886 <input type="checkbox"/> | \$ 17 000 .00 |



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## SECTION E

| 1<br>What commodities did this operation have MARKETING or PRODUCTION contracts for in 20XX?<br>[Write in commodities] | 2<br>Commodity Code<br>Office Use Only<br>(Code) | 3<br>Marketing or Production Contract?<br>Marketing=1<br>Production=2 | 4<br>Quantity of this commodity delivered through this contract? (Exclude landlord's share.) | 5<br>Unit Code<br>(from list below)<br>(Code) | 6<br>What was (will be) the FINAL PRICE/FEE RECEIVED per unit by this operation for this commodity delivered under this contract?<br>(Dollars & Cents) | 7<br>What was the total dollar amount received in 20XX from this contract?<br>(Total Dollars) |
|--|--|---|--|---|--|---|
| Processed Cherries   | 3927 6156  | 3550 1  | 3928 100 000   | 3929 1  | 3930 \$ 0 . 42   | 3931 \$ 21 000 .00  |

$$(100,000 \text{ lbs}) \times (42 \text{ cents/lb}) = \$42,000$$

## SECTION F

### ACCOUNTS RECEIVABLE & DEFERRED PAYMENTS

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[NOTE: Crops in storage and not sold as of the reference date should be reported in Section I, Item 3a.]

|  | None                     | Dollars       |
|--|--------------------------|---------------|
| a. On January 1, 20XX what was the total dollar amount owed to this operation for all commodities produced and sold (cash or contract) before January 1, 20XX? . . . 0885  | <input type="checkbox"/> | \$ .00        |
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# Item 2 – Why Ask Direct Sales?

- Understand farm operations utilizing direct sales



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## Item 2 – Direct Sales *Rows*

- ***Consumers*** - farmers markets, on-farm stores, farm or roadside stands, online marketplaces, Community Supported Agriculture (CSAs), etc.
- ***Retail Markets*** – supermarkets, supercenters, restaurants, caterers, independently owned grocery stores, food cooperatives, etc.
- ***Institutions*** - k-12 schools, colleges or universities, hospitals, workplace cafeterias, prisons, foodbanks, etc.
- ***Intermediate Markets*** - businesses or organizations in the middle of the supply chain: distributors, food hubs, brokers, auction houses, wholesale and terminal markets, food processors, etc.

# Item 2 - Direct Sales *Columns*

- Item 2 - Sales are split out Edible and Non-edible Products by category (Consumers, Retail markets, Institutions, and Intermediate markets)

Gross Value of Sales  
of Edible Products



Gross Value of Sales  
of Non-edible Products



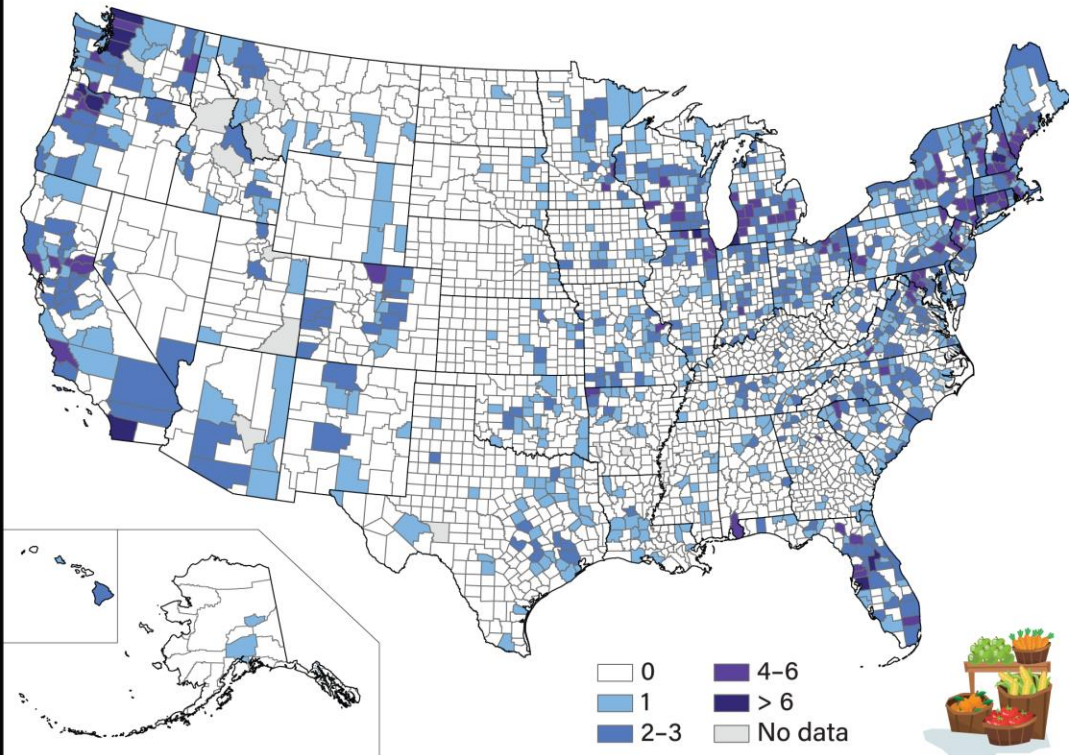
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National Agricultural Statistics Service



# Direct Sales and local impact

Number of on-farm markets by county, 2023

USDA Economic Research Service  
U.S. DEPARTMENT OF AGRICULTURE



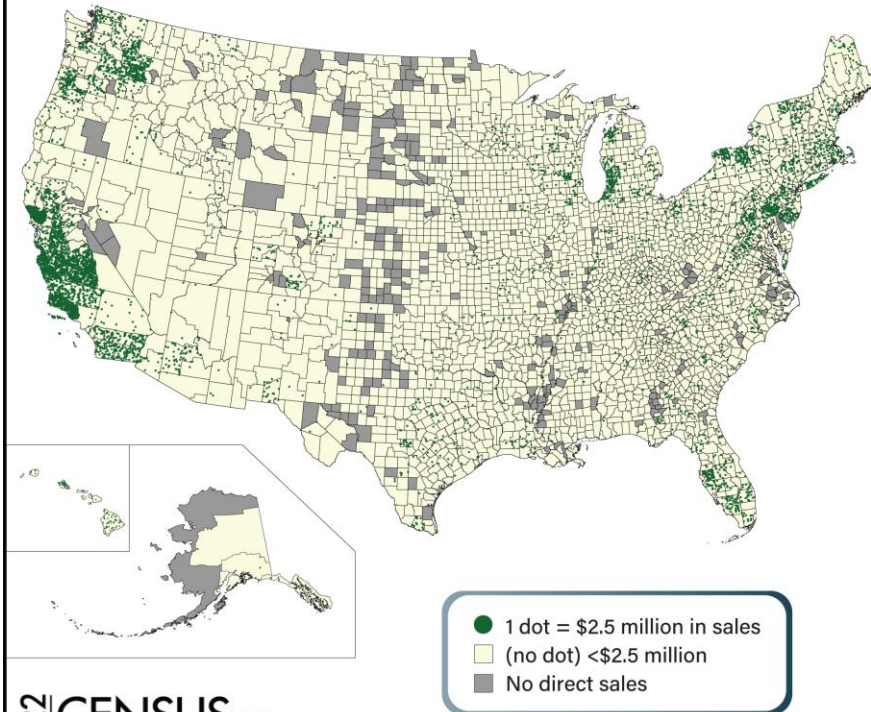
Note: On-farm markets are managed by a single farm operator that sells agricultural and/or horticultural products directly to consumers from a location on their farm property or on property adjacent to that farm.

Source: USDA, Economic Research Service, Food Environment Atlas.

CHARTS of NOTE

Direct sales by county, 2022

USDA Economic Research Service  
U.S. DEPARTMENT OF AGRICULTURE



2022 CENSUS OF AGRICULTURE

Note: Dots are randomly placed within county boundaries. Farmers may sell local or regionally branded food directly to consumers via outlets such as farmers markets or community supported agriculture (CSA), to retail markets such as grocery stores or restaurants, to institutions such as schools or hospitals, and to intermediate markets such as brokers, auctions houses, wholesalers, or food processors.

Source: USDA, Economic Research Service using data from National Agricultural Statistics Service's 2022 Census of Agriculture.

CHARTS of NOTE

# Conclusion

- Marketing/Production Contracts, Accounts Receivable, and Direct Sales tell an important part of the farm financial story



# Section G: Government Payments & Other Farm Related Income



**David Garcia**  
Statistician - Pacific Region



# Objectives & Purpose

- This section will help measure income other than crop and livestock sales.
- Government payments and other farm income contribute to a farm's bottom line.
- Only account for income that belongs to the operation identified on the label.





# Item 1: CCC Loans

- What is Commodity Credit Corporation (CCC) Loan?
  - Provides producers an interim financing option at harvest time for cash flow.
  - Crop is posted as collateral.
  - Farmers have the option to pay back the loan or deliver the crop.
  - Maximizes the return to the farmer.



# Item 2: Farm Payments & Programs

- **Farm Program Payments**
- **Conservation Reserve Program (CRP)**
  - 10-15 year program to mitigate erosion, improve water quality, and wildlife habitat.
- **Environmental Quality Incentives Program (EQIP)**
  - Provides assistance to plan/implement conservation practice to improve soil, water, plant, animal, air, and other natural resources.
- **Conservation Stewardship Program (CSP)**
  - Promotes sustainable production on working lands
- **Other Conservation Programs**
  - Wetlands Reserve, Grassland Reserve, among other types



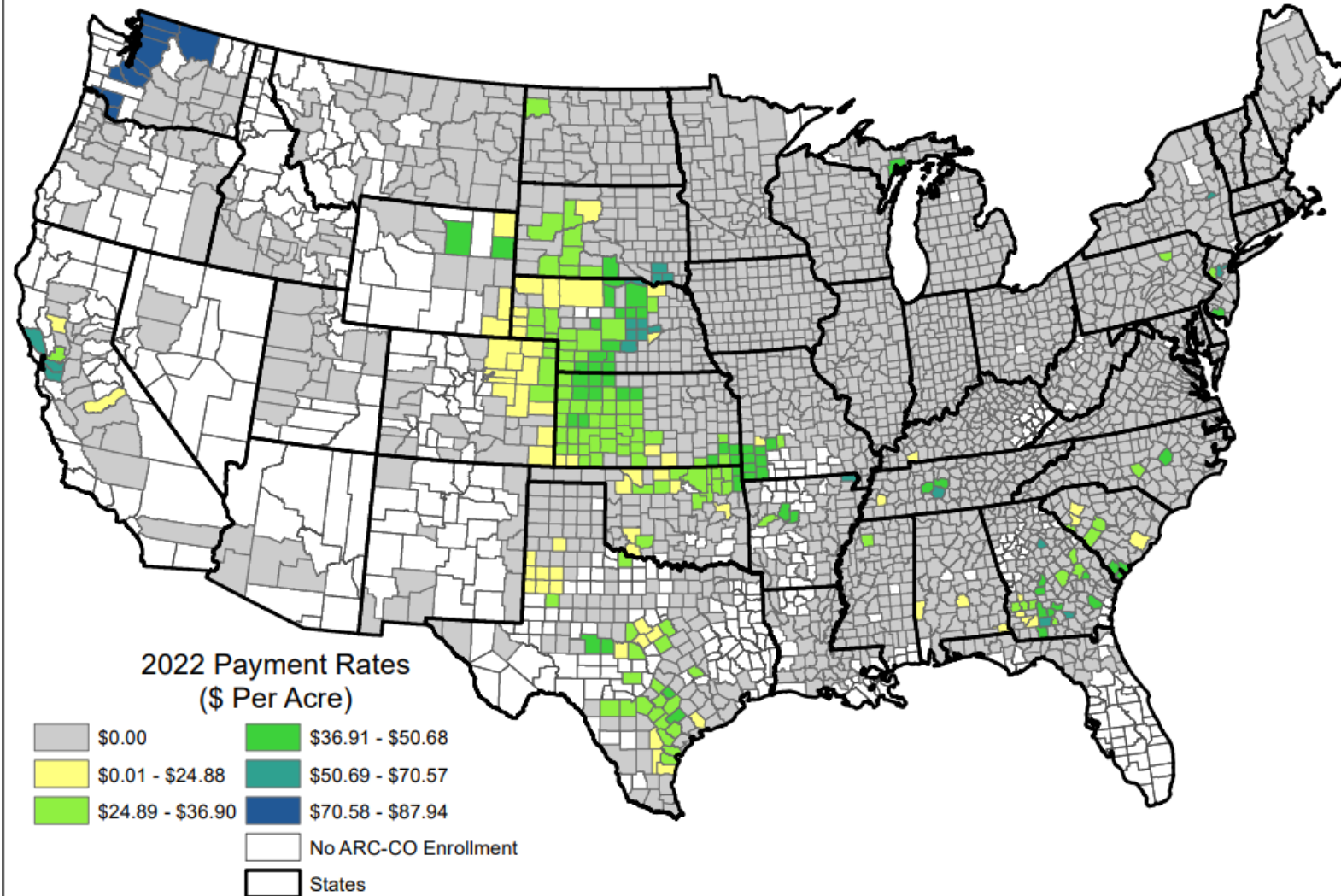
# Item 2: Government Programs

- **Price Loss Coverage (PLC)**
  - Program payments issued when effective crop price is less than the program reference price.
- **Agricultural Risk Coverage (ARC)**
  - Income support program tied to the historical base acres, not current production of that crop.
- **Dairy Margin Coverage (DMC)**
  - Risk management program for dairy producers.
- **Disaster Payments**
  - Emergency funding made available after severe weather events, drought or fire.



# 2022 ARC-CO Payment Rates for Corn

Counties with an All or Non-Irrigated Rate Designation



Map is intended for Farm Service Agency (FSA) purposes only. Map depicted only serves as a general reference map.

Date: 10/16/2023

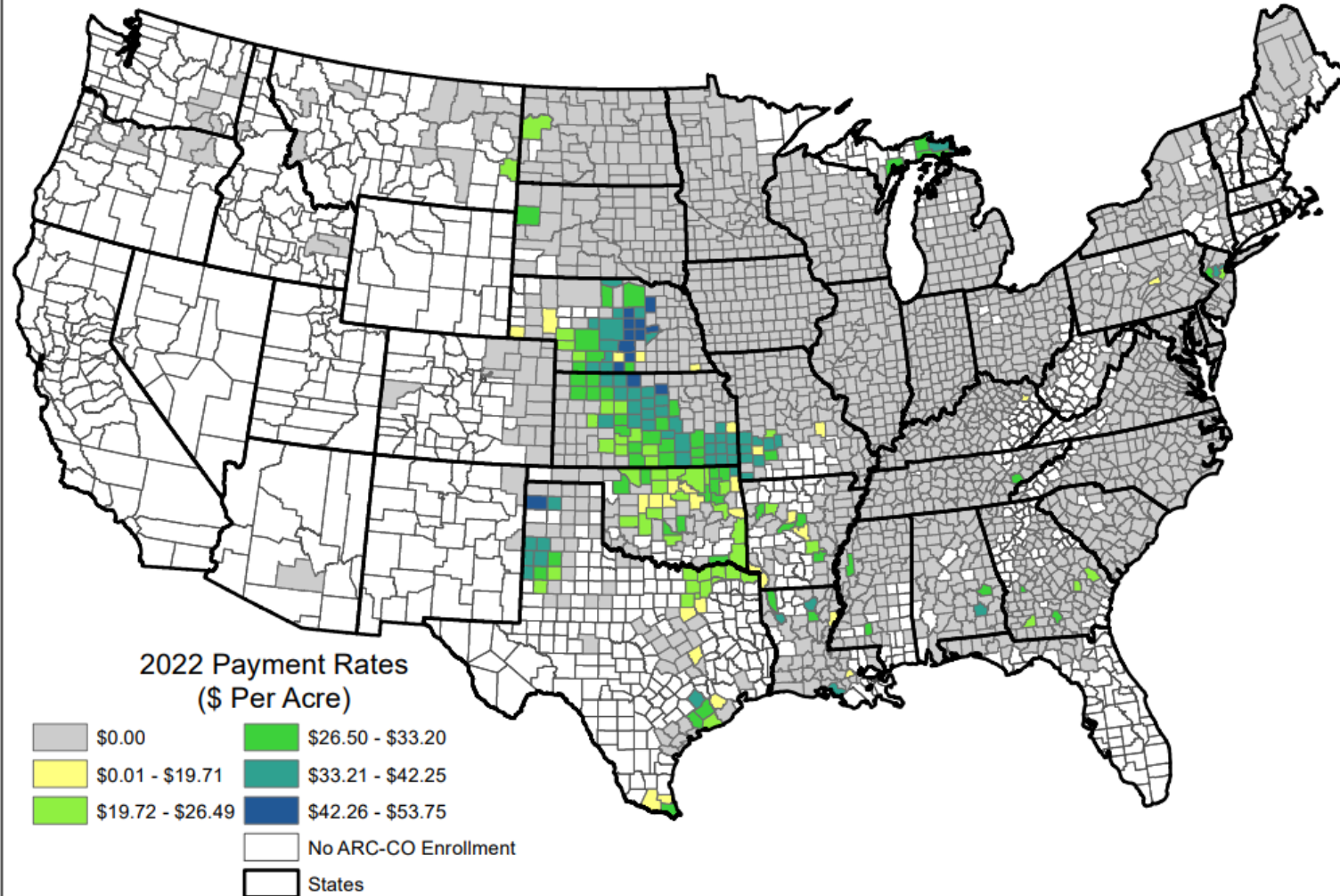


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# 2022 ARC-CO Payment Rates for Soybeans

Counties with an All or Non-Irrigated Rate Designation



Map is intended for Farm Service Agency (FSA) purposes only. Map depicted only serves as a general reference map.

Date: 10/16/2023



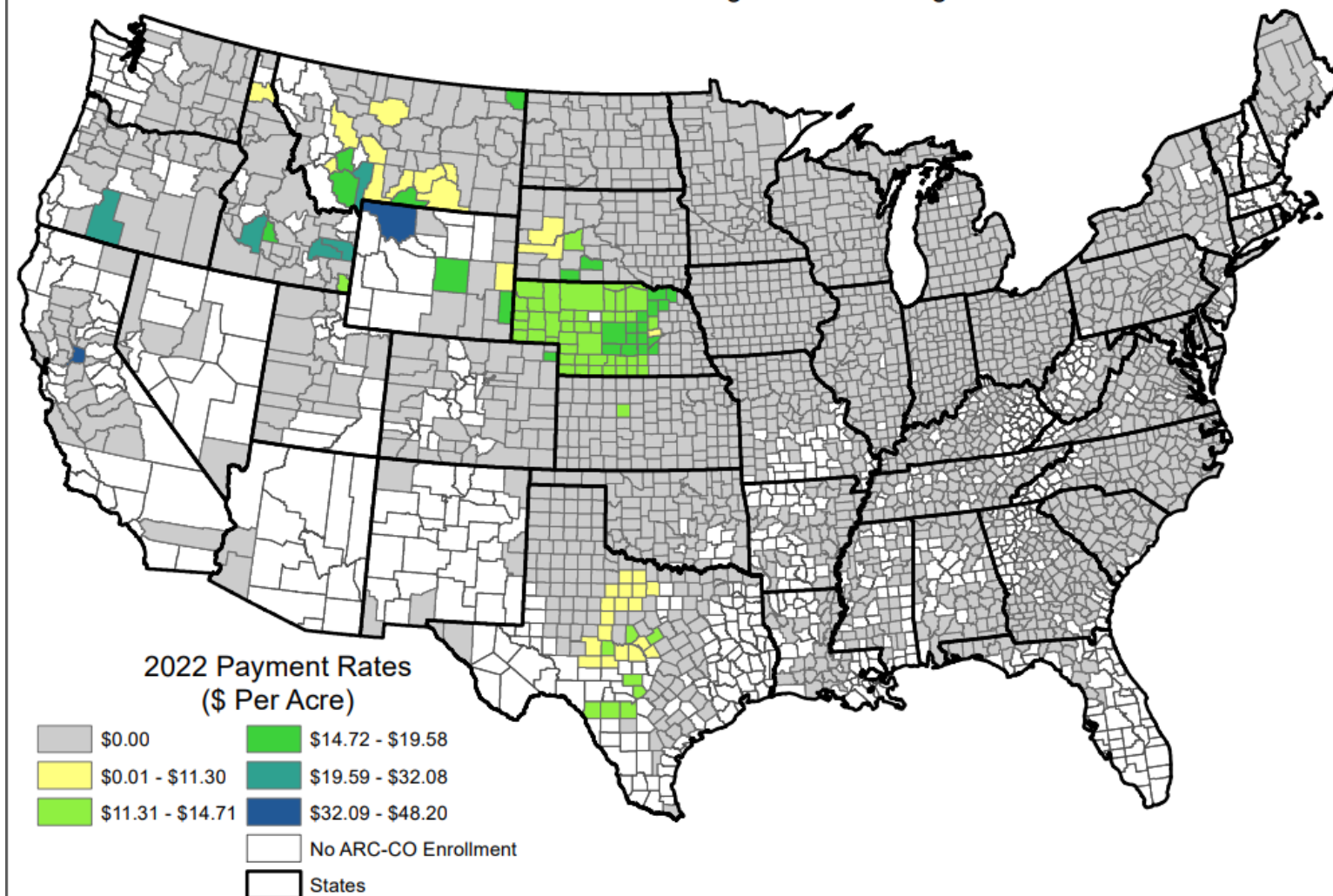
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# 2022 ARC-CO Payment Rates for Oats

Counties with an All or Non-Irrigated Rate Designation



Map is intended for Farm Service Agency (FSA) purposes only. Map depicted only serves as a general reference map.

Date: 10/16/2023



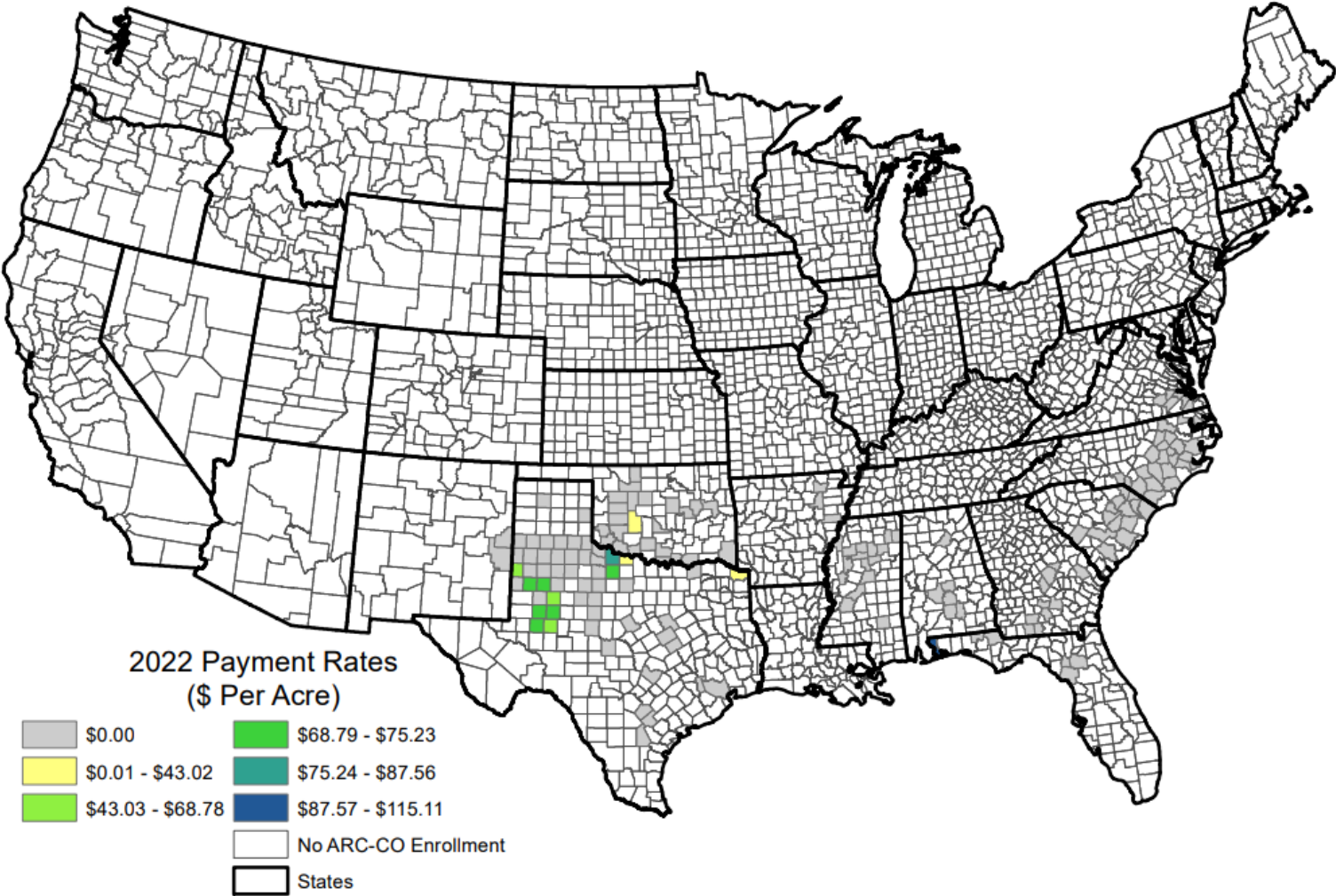
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# 2022 ARC-CO Payment Rates for Peanuts

Counties with an All or Non-Irrigated Rate Designation



Map is intended for Farm Service Agency (FSA) purposes only. Map depicted only serves as a general reference map.

Date: 10/16/2023



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# Item 3: Other Farm Related Income

- Do NOT include income previously reported.
- All income reported must be part of this operation.
- **Custom Work**
  - This operation provides both labor and the machine for a fee.
- **Grazing of Livestock**
  - Include short term grazing contracts (2-4 months).



# Item 3: Other Farm Related Income (continued)

- **Insurance Indemnity Payments**

- Includes insurance payments from crop insurance, hail insurance, vehicle and equipment insurance policies, and the owner's home (if owned by the operation).

- **All Other Farm Income**

- Hedging (futures contract) profits or losses
- Refunds claimed for marketing charges
- Sale of value-added goods
- Payments received for cell phone towers, access roads, etc.



# Item 4: Crops vs Livestock

4. In 20XX, did the largest portion of this operation's total gross value of sales come from crops or livestock?  
*(If the operation had no sales in 20XX, choose crops if the value of cropland on the operation exceeds the value of any livestock on the operation in 20XX. Otherwise, choose livestock).*

0562 <sup>1</sup> ☐ CROP

<sup>2</sup> ☐ LIVESTOCK



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ANY  
QUESTIONS



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# Operating & Capital Expenditures



Brad Medlock  
Upper Midwest Region



**United States Department of Agriculture**  
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# Uses of Expenditure Data

## Farm Production Expenditures 2022 Summary

July 2023

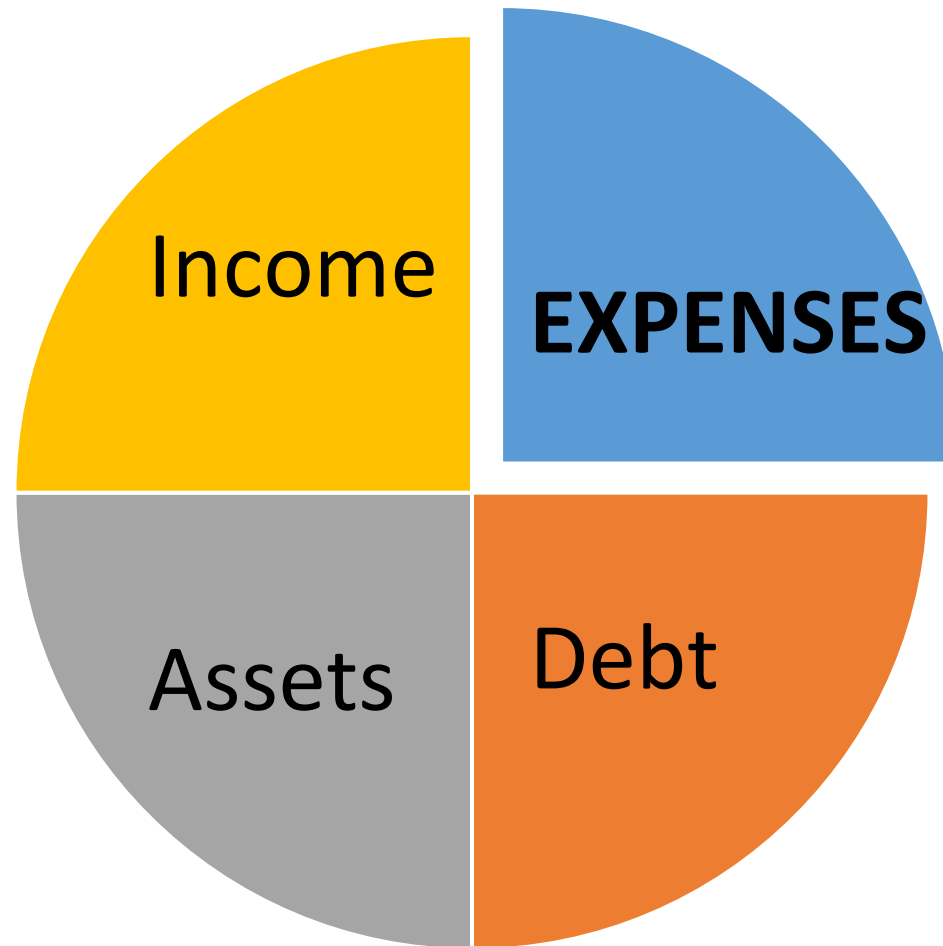
- Provides annual weights for NASS's computation of the Prices Paid Indexes
- Bureau of Economic Analysis (BEA)
- USDA Office of the Chief Economist



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# How it all Fits



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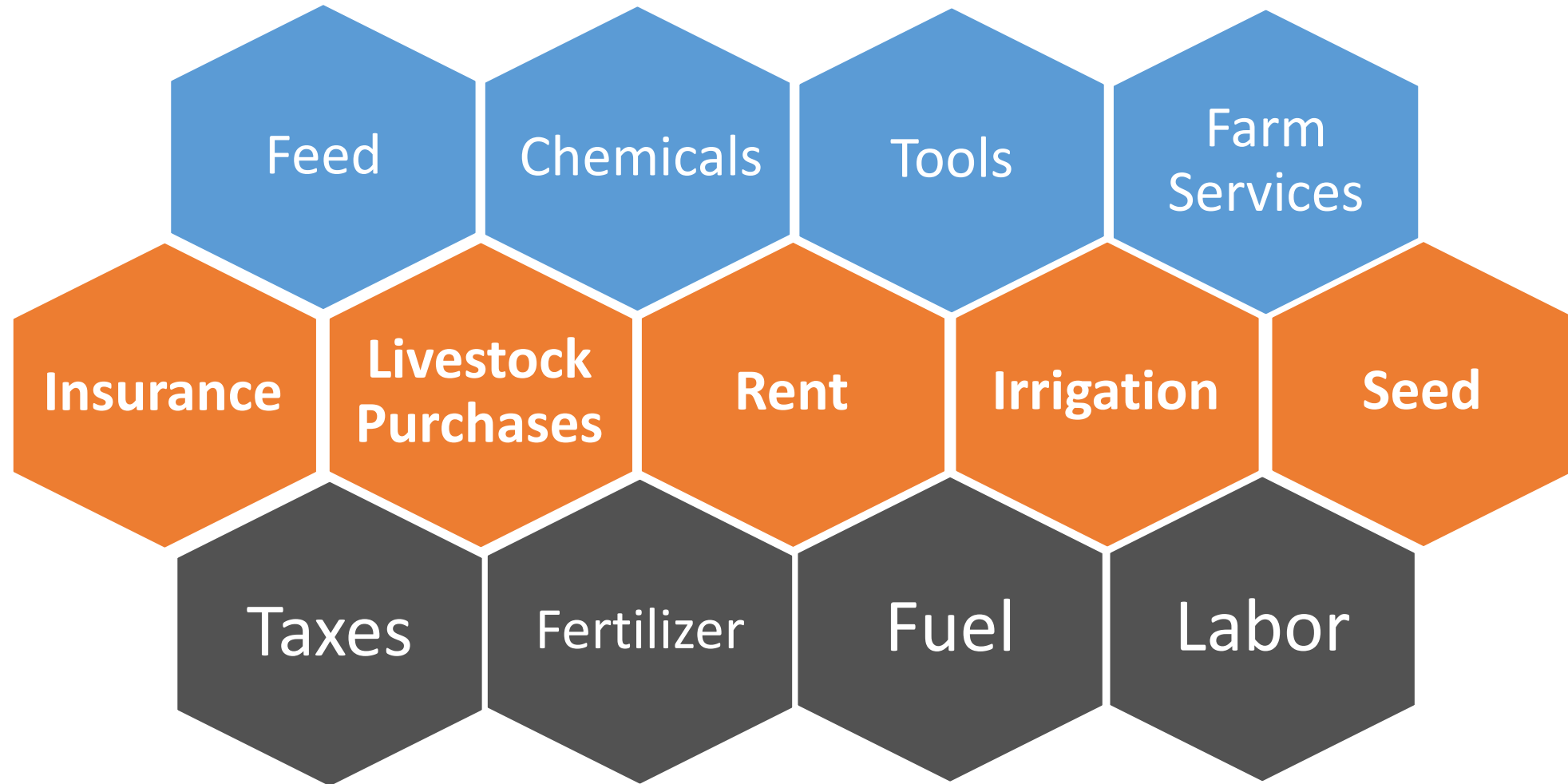
# Expenditures - General

- Include expenses related to this operation
- Watch Include/Exclude Instructions
- Landlord expenses asked at the end of the section
- Best Estimates are Acceptable

| OPERATING & CAPITAL EXPENDITURES   |      |                          |         |
|--|------|--------------------------|---------|
| In 20XX, how much was spent for each item by the PRODUCER(S) and PARTNER(S): (Include only expenses related to this operation. Exclude expenses NOT related to this farm/ranch; expenses of performing custom work FOR others, if this is a separate business; and expenses on land rented to others.) |      |                          |         |
| OPERATING EXPENSES in 20XX   |      |                          |         |
|  |      | None                     | Dollars |
| 1. seeds, sets, plants, seed cleaning and treatments, transplants, trees and nursery stock? (Include technology or other fees, seed treatments, and seed cleaning cost. Exclude items purchased for resale without additional growth.) . . . . .   | 0600 | <input type="checkbox"/> | \$ .00  |
| 2. nutrients, fertilizer, lime, and soil conditioners? (Include cost of custom application and organic materials. Exclude potting mixes, vermiculite, and sterilized soil.) . . . . .  | 0606 | <input type="checkbox"/> | \$ .00  |
| 3. agricultural chemicals and biocontrols for crops, livestock, poultry, and general farm use? (Include biological pest controls and custom application costs.) . . . . .  | 0612 | <input type="checkbox"/> | \$ .00  |



# Operating Expenses



# Seed/Fertilizer/Chemicals: Items 1 – 3

- Want amount paid by operation in this year regardless of when the input was used
- May not be entirely used



## OPERATING & CAPITAL EXPENDITURES

In 20XX, how much was spent for each item by the PRODUCER(S) and PARTNER(S): (Include only expenses related to this operation. Exclude expenses NOT related to this farm/ranch; expenses of performing custom work FOR others, if this is a separate business; and expenses on land rented to others.)

### OPERATING EXPENSES in 20XX

|  |      | None                     | Dollars |     |
|--|------|--------------------------|---------|-----|
|  |      |                          |         |     |
| 1. seeds, sets, plants, seed cleaning and treatments, transplants, trees and nursery stock? (Include technology or other fees, seed treatments, and seed cleaning cost. Exclude items purchased for resale without additional growth.) . . . . . | 0600 | <input type="checkbox"/> | \$      | .00 |
| 2. nutrients, fertilizer, lime, and soil conditioners? (Include cost of custom application and organic materials. Exclude potting mixes, vermiculite, and sterilized soil.) . . . . .  | 0606 | <input type="checkbox"/> | \$      | .00 |
| 3. agricultural chemicals and biocontrols for crops, livestock, poultry, and general farm use? (Include biological pest controls and custom application costs.) . . . . .  | 0612 | <input type="checkbox"/> | \$      | .00 |

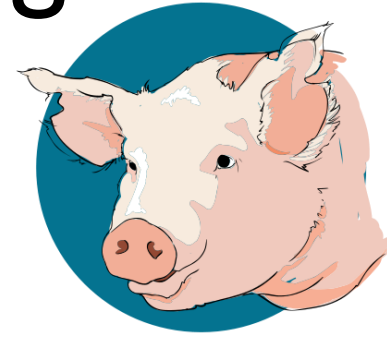


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# Livestock: Items 4-8

- Check Section C for Inventory
- Include Commission, Yardage, Insurance, and Fees



|  |                          |        |
|--|--------------------------|--------|
| 4. livestock purchases of –  |                          |        |
| a. breeding stock for beef cattle, dairy cattle, hogs and sheep? . . . . . 0621  | <input type="checkbox"/> | \$ .00 |
| b. other cattle, calves, hogs and pigs? [Report other sheep in Item 4d.] . . . . . 0624  | <input type="checkbox"/> | \$ .00 |
| c. chickens and turkeys? [Report ducks and game birds in Item 4d.] . . . . . 0627  | <input type="checkbox"/> | \$ .00 |
| d. other livestock and poultry? ( <b>Include</b> other sheep, lambs, bees, brood fish, fingerlings, eggs for hatching, goats, etc.) . . . . . 0630 | <input type="checkbox"/> | \$ .00 |
| 5. leasing of livestock? ( <b>Include</b> bees, bulls, dairy cattle, etc.) . . . . . 0633  | <input type="checkbox"/> | \$ .00 |
| 6. purchased feed for livestock and poultry? ( <b>Include</b> grain, hay, silage, mixed feeds, concentrates, etc.) . . . . . 0636                  | <input type="checkbox"/> | \$ .00 |
| 7. bedding and litter for livestock? . . . . . 0639  | <input type="checkbox"/> | \$ .00 |
| 8. medical supplies, veterinary and custom services for livestock? . . . . . 0642  | <input type="checkbox"/> | \$ .00 |





# Fuel Breakout – Item 9

- IRS Schedule F will help a bit
- Only Include Farm Share
- Item 9a (code 663) should be the sum of the fuels below



|   |                          |                          |              |     |
|---|--------------------------|--------------------------|--------------|-----|
| 9. purchases for the farm business of –   | <input type="checkbox"/> | \$                       | <b>TOTAL</b> | .00 |
| a. all fuels, oils and lubricants? <i>(total of 9a(i) through 9a(vi) must equal Item 9a)</i> . . . . .              | 0663                     | <input type="checkbox"/> | \$           | .00 |
| (i) diesel fuel? <i>(Include biodiesel.)</i> . . . . .  | 0645                     | <input type="checkbox"/> | \$           | .00 |
| (ii) gasoline and gasohol? <i>(Include ethanol blends.)</i> . . . . .   | 0648                     | <input type="checkbox"/> | \$           | .00 |
| (iii) natural gas? . . . . .  | 0651                     | <input type="checkbox"/> | \$           | .00 |
| (iv) LP gas <i>(propane, butane)?</i> . . . . .   | 0654                     | <input type="checkbox"/> | \$           | .00 |
| (v) oils and lubricants? <i>(Include grease, hydraulic fluids, motor oils, transmission fluids, etc.)</i> . . . . . | 0657                     | <input type="checkbox"/> | \$           | .00 |
| (vi) all other fuel? <i>(Include coal, fuel oil, kerosene, wood, etc.)</i> . . . . .                                | 0660                     | <input type="checkbox"/> | \$           | .00 |



# Supplies, Repairs & Maintenance

- Items 13 – 15: Supplies, Repairs, Maintenance of Farm Buildings
- Item 16: Repairs to Operator's Dwelling  
***(ONLY IF IT IS OWNED BY THE OPERATION)***



|   |                          |    |  |     |
|---|--------------------------|----|--|-----|
| 13. farm supplies, marketing containers, hand tools and farm shop power equipment? . . 0702   | <input type="checkbox"/> | \$ |  | .00 |
| 14. repairs, parts and accessories for motor vehicles, machinery and farm equipment? . . . . . 0708   | <input type="checkbox"/> | \$ |  | .00 |
| 15. maintenance and repair for the upkeep of all farm buildings, houses other than the producer's, land improvements, and all other farm/ranch improvements? . . . . . 0714 | <input type="checkbox"/> | \$ |  | .00 |
| 16. maintenance and repair of the producer's house If it was owned by the operation? . . . . . 0726   | <input type="checkbox"/> | \$ |  | .00 |



# Wages and Labor Expenses

| The following table applies to items 24 and 25  |   |   |         |                  |
|---|---|---|---------|------------------|
| Include   |   | Exclude   |         |                  |
| <ul style="list-style-type: none"> <li>• Cash wages</li> <li>• Incentives and bonuses</li> <li>• Payments to corporate officers and family members, including yourself and other producers if they received a wage</li> </ul> | <ul style="list-style-type: none"> <li>• Draws by individual producers and partners</li> <li>• Wages paid for custom labor or contract work</li> <li>• Payments to pensions or retirement plans</li> <li>• Social Security on owner/producer</li> </ul> | Employer's share of: <ul style="list-style-type: none"> <li>• Social Security and unemployment taxes</li> <li>• Health and life insurance</li> <li>• Worker's compensation</li> </ul> |         |                  |
|   |   | None  | Dollars |                  |
| 24. CASH WAGES paid to hired farm and ranch labor? . . . . .  | 0758  | <input type="checkbox"/>  | \$      | <b>TOTAL</b> .00 |
| 25. Of the (Item 24) dollars, how much salary or wage was paid to —<br>(total 25a + 25b + 25c + 25d + 25e must equal Item 24)   |   |   |         |                  |
| a. you (the principal producer)? . . . . .  | 0764  | <input type="checkbox"/>  | \$      | .00              |
| b. your (the principal producer's) spouse? (Even if your spouse is a producer,<br>include his/her wages here.) . . . . .  | 0767  | <input type="checkbox"/>  | \$      | .00              |
| c. other members of your (the producer's) household? (Even if your other household<br>members are producers, include their wages here.) . . . . .   | 0574  | <input type="checkbox"/>  | \$      | .00              |
| d. other producers (outside the producer's household)? (Those persons responsible for<br>the day-to-day management decisions for this operation.) . . . . .   | 0770  | <input type="checkbox"/>  | \$      | .00              |
| e. all other paid farm and ranch labor? . . . . .   | 0773  | <input type="checkbox"/>  | \$      | .00              |
| 26. payroll taxes for hired labor? (Include any amounts the farm paid for farm workers<br>that are part of your (the producer's) household.) . . . . .  | 0705  | <input type="checkbox"/>  | \$      | .00              |
| 27. benefits for hired labor? (Include employer's share of health insurance, pension or<br>retirement plans, Worker's Compensation, etc.) . . . . .   | 0915  | <input type="checkbox"/>  | \$      | .00              |



# Marketing Charges

- Item 34
  - Almost all operations that sell commodities have marketing expenses.
  - If operator reports no marketing charges, probe to find out if anything was subtracted out of the total price before the farmer received the check.
  - Get total quantity and unit sold if operator doesn't know the total marketing charges.

34. Marketing and storage expenses incurred by this operation? (INCLUDE check-off, commissions, storage, inspection, ginning, etc. INCLUDE marketing expenses for contract sales.). 0868 ☐ \$ .00



# Operating Expenses not located in this Section

- Gross rent components: Section A
  - Cash Rent
  - Share rent
  - Grazing fees
- Contractor Expenses: Section D, Item 1, Column 5
- Livestock contract production fees: Section E
  - Section E, Item 2, last two columns





# Operating vs Capital Expenses



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# Capital Improvements

- Focus on expenses which add value to the farm assets and businesses

| CAPITAL EXPENSES In 20xx   |      |                          |        |
|--|------|--------------------------|--------|
| 35. improvements on land such as land preparation, irrigation improvements, well drilling, ponds, feedlots, trench silos, lagoons, new fences, etc.? . . . . . | 0807 | <input type="checkbox"/> | \$ .00 |
| 36. new construction and remodeling of dwellings, barns, buildings, hog houses, poultry houses, milk barns, storage facilities, sheds, silos, etc.? . . . . .  | 0810 | <input type="checkbox"/> | \$ .00 |
| 37. new construction or remodeling of the producer's dwelling, if owned by the operation? . . . . .  | 0813 | <input type="checkbox"/> | \$ .00 |



# Vehicles, Machinery, and Equipment

- Important to distinguish assets used by the farm or ranch versus other businesses or the household

| For Items 38 through 45, report the <b>TOTAL NET COST</b> (after deducting the value of trade-ins, rebates & discounts) of the following items purchased in 20XX for the farm/ranch: |      |                          |  | None  | Percent for farm/ranch use |   |    | Dollars |     |
|--|------|--------------------------|--|-------|----------------------------|---|----|---------|-----|
|  |      |                          |  |       |                            | % |    | \$      |     |
| 38. Cars – (Include new and used.)   | 0817 | <input type="checkbox"/> |  | %     | 0816                       |   | \$ |         | .00 |
| 39. Trucks – (Include new and used trucks, pickups, sport utility vehicles, vans, campers and buses.)  | 0819 | <input type="checkbox"/> |  | %     | 0818                       |   | \$ |         | .00 |
| 40. ATVs, Side by Sides, UTVs, etc.  | 0814 | <input type="checkbox"/> |  | %     | 3100                       |   | \$ |         | .00 |
| 41. Tractors – (Include new and used.)   | 0820 | <input type="checkbox"/> |  |       |                            |   | \$ |         | .00 |
| 42. Self-propelled equipment – (Include implements and self-propelled equipment for livestock, dairy, or poultry production. Exclude tractors.)                                      | 0821 | <input type="checkbox"/> |  |       |                            |   | \$ |         | .00 |
| 43. Other farm machinery, non-self-propelled farm equipment, pumps, and capital equipment for crop or livestock production. (Include farm share only.)                               | 0822 | <input type="checkbox"/> |  |       |                            |   | \$ |         | .00 |
| 44. Office equipment, furniture, and computers that were placed on a depreciation schedule.  | 0823 | <input type="checkbox"/> |  |       |                            |   | \$ |         | .00 |
| 45. Farmland and other farm real estate for expanding this operation   | 0802 | <input type="checkbox"/> |  | Acres | 0803                       |   | \$ |         | .00 |



# Catch-All Questions

- All Other Capital Expenses – Question 46
- All Other Production Expenses – Question 47

|   |                      |                                     |                             |
|---|----------------------|-------------------------------------|-----------------------------|
| 46. All other capital expenditures. (INCLUDE all other capital expenditures that were placed on a depreciation schedule.) Specify Other Capital Expenditures & Amounts: ↗ |                      |                                     |                             |
| 4532  | <input type="text"/> | . . . 0824 <input type="checkbox"/> | \$ <input type="text"/> .00 |
| 47. What other expenses did this operation have in 20XX that have not been recorded? (INCLUDE potting soil.) Specify Other Expenses & Amounts: ↗                          |                      |                                     |                             |
| 4533  | <input type="text"/> | . . . 0825 <input type="checkbox"/> | \$ <input type="text"/> .00 |



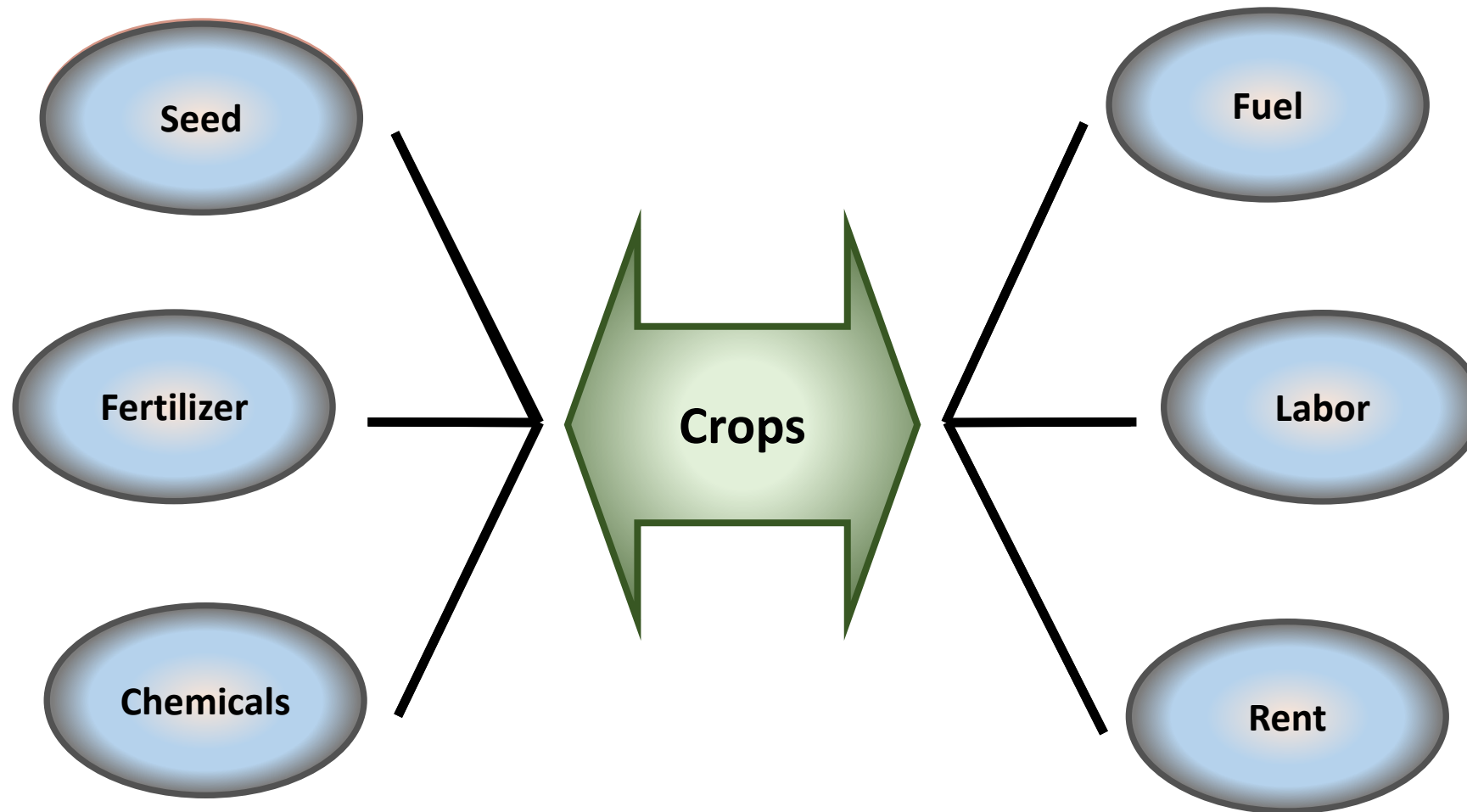
# Landlord Expenses

- Skip if there is no rental agreement.
- If exact amounts unknown, write notes if landlord paid expenses.
- All landlords should have property tax expenses.

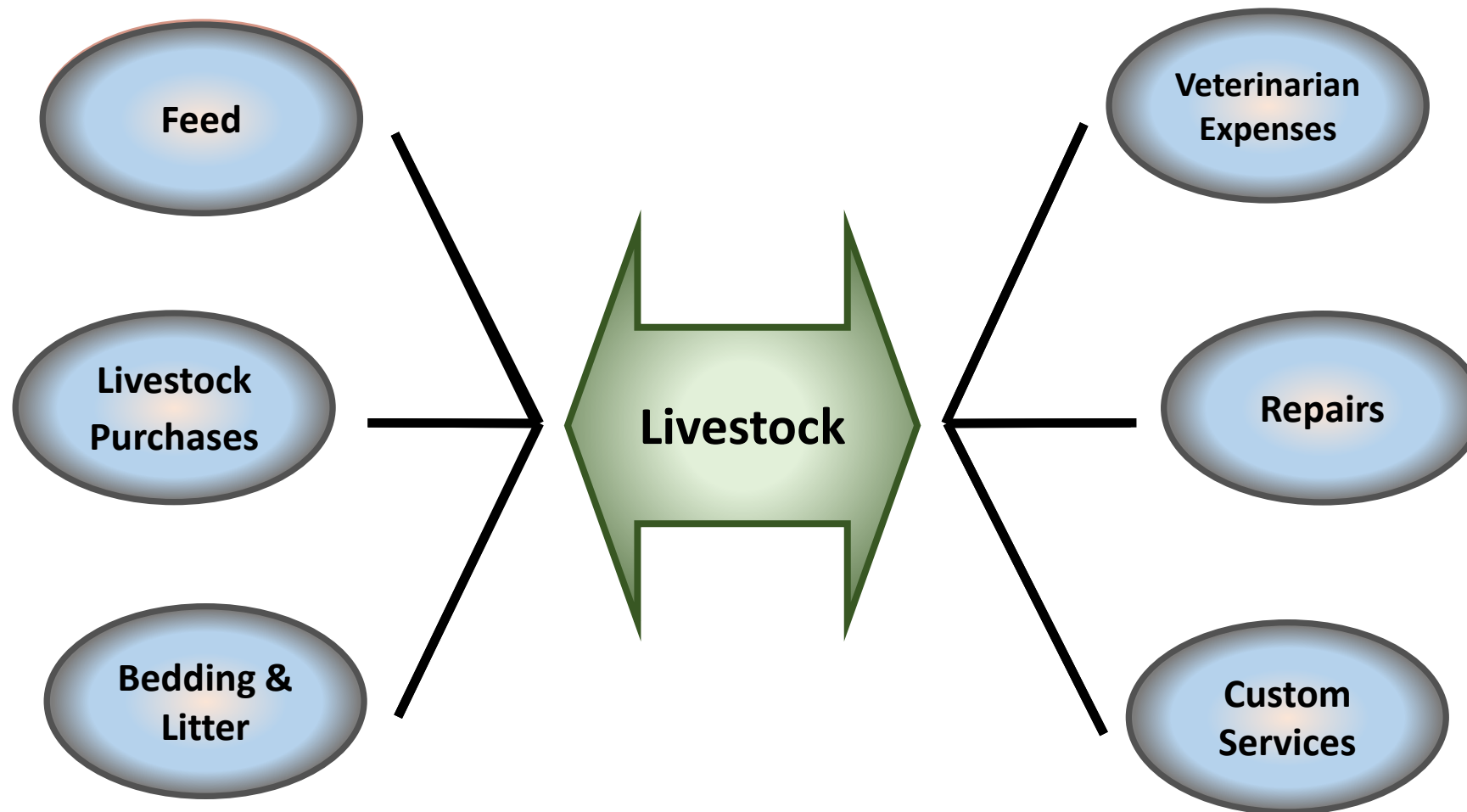
| In 20xx, how much was spent for each item by the operation's LANDLORD(S):  |                          |         |     |
|--|--------------------------|---------|-----|
| OPERATING EXPENSES in 20xx   |                          |         |     |
|  | None                     | Dollars |     |
| 48. seeds, sets, plants, seed cleaning and treatments, transplants, trees and nursery stock? (INCLUDE technology or other fees, seed treatments, and seed cleaning cost. EXCLUDE items purchased for resale without additional growth.) . . . . . 0601 | <input type="checkbox"/> | \$      | .00 |
| 49. nutrients, fertilizer, lime, and soil conditioners? (INCLUDE cost of custom application and organic materials. EXCLUDE potting mixes, vermiculite, and sterilized soil.) . . . . . 0607  | <input type="checkbox"/> | \$      | .00 |
| 50. agricultural chemicals and biocontrols for crops, livestock, poultry, and general farm use? (INCLUDE biological pest controls and custom application costs.) . . . . . 0613  | <input type="checkbox"/> | \$      | .00 |
| 51. property taxes on real estate (land and buildings)? (INCLUDE real estate taxes on the producer's dwelling, if owned by the operation) . . . . . 0745   | <input type="checkbox"/> | \$      | .00 |
| 52. Marketing and storage expenses incurred by this operation? (INCLUDE check-off, commissions, storage, inspection, ginning, etc. Include marketing expenses for contract sales.) . . 0869  | <input type="checkbox"/> | \$      | .00 |
| 2668   |                          |         |     |
| 53. All other landlord expenses → Please specify. <input type="text"/> . . 2669  | <input type="checkbox"/> | \$      | .00 |



# Data Relationships – Crop Operations

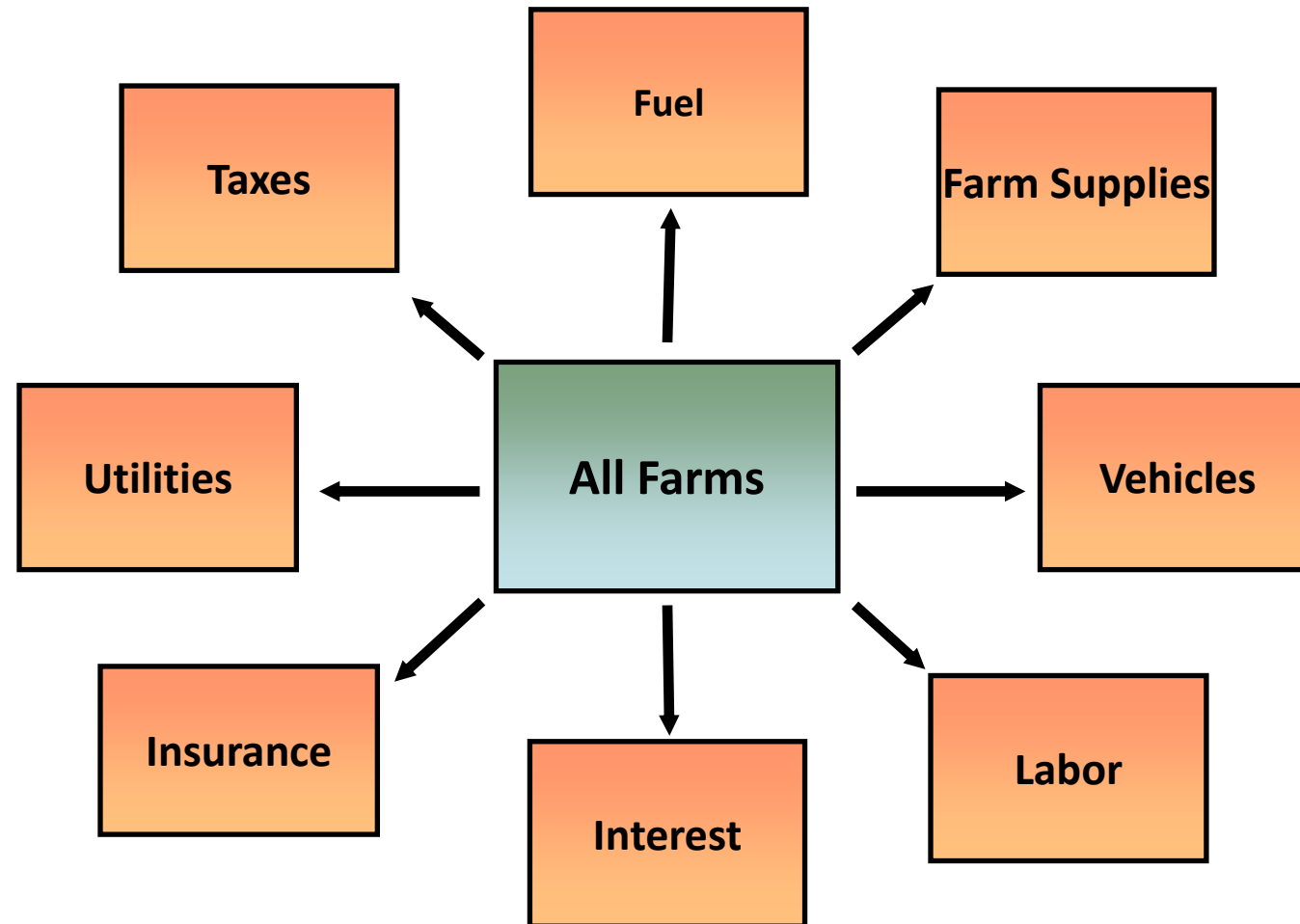


# Data Relationships – Livestock Operations





# Data Relationships – All Farms



# Data Relationships – EXAMPLES

- ***Debt Reported by the Operation?*** Should have Interest expenses in item 19
- ***Paid Labor Hours Reported in Sec. K?*** Cash Wages in items 24 & 25
- ***Land Owned in Sec. A?*** Real estate taxes in Item 20
- ***Land Rented in Sec. A?*** Landlord real estate taxes in Item 51
- ***Dairy Operation?*** Milk Hauling Expenses in Item 29a
- ***Vehicles Owned/Leased?*** Registration/Licensing Fees in Item 22



# Encourage Use of Farm Records

## SCHEDULE F (Form 1040)

Department of the Treasury  
Internal Revenue Service

## Profit or Loss From Farming

Attach to Form 1040, 1040-SR, 1040-SS, 1040-NR, 1041, or 1065.  
Go to [www.irs.gov/ScheduleF](http://www.irs.gov/ScheduleF) for instructions and the latest information.

OMB No. 1545-0074

20XX

Attachment  
Sequence No. 14

### Part II Farm Expenses—Cash and Accrual Method. Do not include personal or living expenses. See instructions.

|    |   |     |                   |    |   |     |                    |
|----|---|-----|-------------------|----|---|-----|--------------------|
| 10 | Car and truck expenses (see instructions). Also attach <b>Form 4562</b> | 10  |                   | 23 | Pension and profit-sharing plans . . .    | 23  | <b>27</b>          |
| 11 | Chemicals . . . . .   | 11  | <b>3</b>          | 24 | Rent or lease (see instructions):         |     |                    |
| 12 | Conservation expenses (see instructions)                                | 12  |                   | a  | Vehicles, machinery, equipment . . .      | 24a | <b>21</b>          |
| 13 | Custom hire (machine work) . . .  | 13  | <b>29b</b>        | b  | Other (land, animals, etc.) . . . . .     | 24b | <b>5, Sec A: 6</b> |
| 14 | Depreciation and section 179 expense (see instructions) . . . . .       | 14  | <b>23</b>         | 25 | Repairs and maintenance . . . . .         | 25  | <b>14 – 16</b>     |
| 15 | Employee benefit programs other than on line 23 . . . . .               | 15  | <b>27</b>         | 26 | Seeds and plants . . . . .                | 26  | <b>1</b>           |
| 16 | Feed . . . . .  | 16  | <b>6</b>          | 27 | Storage and warehousing . . . . .         | 27  | <b>34</b>          |
| 17 | Fertilizers and lime . . . . .  | 17  | <b>2</b>          | 28 | Supplies . . . . .                        | 28  | <b>13</b>          |
| 18 | Freight and trucking . . . . .  | 18  | <b>29a</b>        | 29 | Taxes . . . . .                           | 29  | <b>20, 26</b>      |
| 19 | Gasoline, fuel, and oil . . . . .                                       | 19  | <b>9</b>          | 30 | Utilities . . . . .                       | 30  | <b>10 – 12</b>     |
| 20 | Insurance (other than health) . . .                                     | 20  | <b>18</b>         | 31 | Veterinary, breeding, and medicine .      | 31  | <b>8</b>           |
| 21 | Interest (see instructions):  |     | <b>19a</b>        | 32 | Other expenses (specify):                 |     |                    |
| a  | Mortgage (paid to banks, etc.) . . .                                    | 21a |                   | a  | <b>Bedding and Litter for Livestock</b>   | 32a | <b>7</b>           |
| b  | Other . . . . .   | 21b | <b>19b</b>        | b  | <b>Vehicle Registration and Licensing</b> | 32b | <b>22</b>          |
| 22 | Labor hired (less employment credits)                                   | 22  | <b>24, 28, 30</b> | c  | <b>Farm Management Services</b>           | 32c | <b>32</b>          |
|    |   |     |                   | d  | <b>Other General Expenses</b>             | 32d | <b>33</b>          |
|    |   |     |                   | e  | <b>All Other Operating Expenses</b>       | 32e | <b>47</b>          |
|    |   |     |                   | f  |   | 32f |                    |



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# Summary and Highlights

- All farms and ranches have expenses.
- Difference between Operating and Capital Expenses.
- Ask yourself if the questionnaire make sense?
- Leave comments when in doubt and for unusual situations.
- Do not double count, record only once.
- Encourage the use of farm records.



# Farm Assets & Debt



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# Farm Equity Purpose

Why so much detail on a **\$ensitive \$ubject**?

- A ***complete*** and ***accurate*** financial picture of the **agricultural sector** requires wealth measurement via the balance sheet
- Equity = assets - debt
- Provides more detailed picture of the sector balance sheet's strengths and weaknesses





# Farm Equity Purpose (continued)

- To evaluate credit and lending conditions in the farm sector
- Many of the current financial concerns about agriculture involve asset (land values) and debt repayment
- Without good data, lenders may be too cautious and leave farmers with fewer borrowing opportunities
- Needed by:
  - Lenders
  - Input providers
  - Policymakers



# Fair Market Value

Fair Market Value – price for which the assets could be sold under the market conditions existing at the specified date

- Assumes that buyers and sellers exist
- Assumes no unusual circumstances

Value may be available by respondent from:

- Net worth statements from loans
- Business financial statement



# Asset Ownership

We collect the Fair Market Value of specific assets owned by

- the operation (or corporation)

What if the assets are owned by the farmer?

- Report it under the household section

What if assets are used in multiple operations?

- Asset belongs to operation that uses it the most



# Farm Assets – Land and Buildings

## FARM ASSETS

1. What was the MARKET VALUE of the following assets OWNED by this operation on December 31  
(**Include** owned assets on rented land.)

If living “off-farm” pay attention to the ownership, asset may belong to the household

a. farm producer’s dwelling, if **owned by the operation**? (*Owned by the operation means the house is recorded as an asset in farm record books or deeded as part of the farm.*) . . . . . 0850 ☐ None

All the homes owned by the farm – empty or occupied

b. all other dwellings? . . . . . 0851 ☐

c. all other farm buildings and structures? (**Include** barns and other livestock facilities, cribs, grain bins, greenhouses, silos, storage sheds, fences, corrals, etc.) . . . . . 0852 ☐

d. orchard trees and vines, nursery trees, and trees grown for woody crops? . . . . . 7101 ☐

Separate orchard crops from the land they are on.

e. oil, gas, and mineral rights . . . . . 7101 ☐

f. land? (**Include** land rented to others. **Exclude** houses, buildings, orchard trees and vines, and trees grown for woody crops.) . . . . .

Include all the acres recorded in Section A, item 1 even if rented out

# Vehicles and Machinery

|  |      |  |    |     |
|--|------|--|----|-----|
| 2. What was the ESTIMATED MARKET VALUE of the following on December 31,  |      | Use Reference Date –<br>Assets may depreciate<br>over time |    |     |
| a. trucks and cars <b>owned</b> by the operation? ( <i>Include farm share only</i> ) . . . . .                                       |      |  |    | .00 |
| b. tractors, machinery, tools, equipment and implements <b>owned</b> by the<br>operation? ( <i>Include ATVs and UTVs</i> ) . . . . . | 0883 | <input type="checkbox"/>                                   | \$ | .00 |
| c. stock in farm cooperatives and the Farm Credit System?  |      | Check Loan Section   |    | .00 |

Include shares received  
in lieu of dividends

- Values dependent on farm type and size
- If equipment is expected but not reported, check for expenses on leased equipment



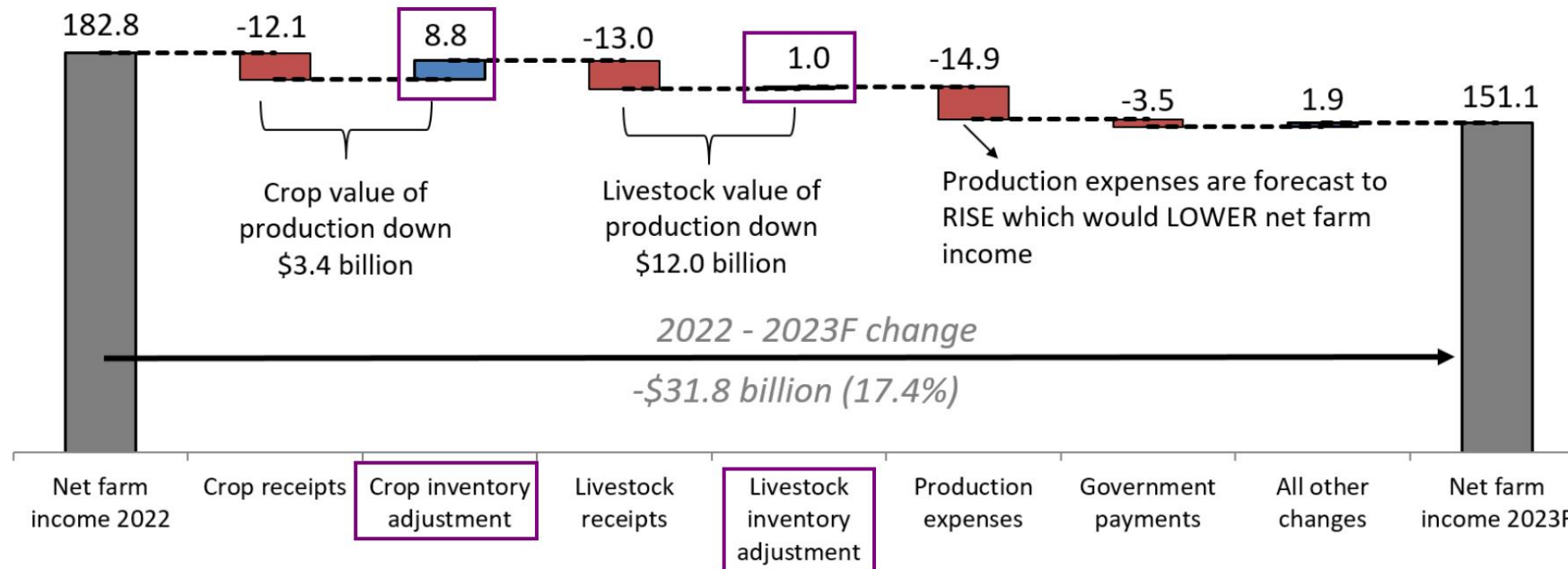
# Assets – Jan 1 and Dec 31

For each item below, report the MARKET VALUE(S) of the assets owned by the operation on the dates specified.

3. What was the ESTIMATED MARKET VALUE for the farm share of [item] on —
- a. crops owned and stored on or off this operation? None

| Beginning of Year | End of Year    |
|-------------------|----------------|
| JAN. 1, 20XX?     | DEC. 31, 20XX? |
| (Dollars)         | (Dollars)      |

Dollars (billions)



Net Farm Income looks at changes in inventory

F= Forecast. Values are adjusted for inflation using the U.S. Bureau of Economic Analysis Gross Domestic Product Price Index (BEA API series code: A191RG) rebased to 2023 by USDA, Economic Research Service.

Source: USDA, Economic Research Service, Farm Income and Wealth Statistics. Data as of November 30, 2023.



# Assets - Crop and Livestock

For each item below, report the MARKET VALUE(S) of the assets owned by the operation on the dates specified.

3. What was the ESTIMATED MARKET VALUE for the farm share of [item] on —

a. crops owned and stored on or off this operation?

(**Include** crops stored at co-op or grain warehouse, specialty crops, fruit storage, hay, silage, and nursery and greenhouse products not in the ground. **Exclude** trees and vines and crops under CCC loans.)

Stored crops must be in whole form, can be purchased or harvested

b. breeding livestock owned by and located on this operation? (**Include** hogs, mink, poultry, sheep, etc., kept for breeding purposes. **Exclude** livestock being produced under contract on another operation (reported in Section D).)

c. non-breeding livestock owned by and located on this operation? (**Include** aquaculture, bees, cattle, equine, hogs, mink, poultry, sheep, etc., kept for non-breeding purposes. **Include** livestock products such as honey, mohair, and wool. **Exclude** livestock being produced under contract on another operation (reported in Section D).)

None

Beginning of Year

JAN 1, 2022

End of Year

DEC 31, 2022

(Dollar amount in thousands)

Regardless of location

0888

\$

If BOY = EOY, probe. We expect these values to be different. If you are told they are the same, educate us with a note.

0863

\$

0864

It is possible that BOY or EOY = 0 when farm is starting or stopping a practice.

0876

\$

0877

Exclude production under contract

# Assets - Livestock

Make sure data across sections make sense

- Asset Section – December 31 owned
- Livestock Section – December 31 owned

| INVENTORY  |  |
|--|--|
| 2  | 3  |
| On Dec. 31, 20XX, how many [column 1] regardless of ownership were on hand? (Number) | Or Dec. 31, 20XX, how many [column 1] were owned by and located on or off this operation? (Number) |
|  |  |



- b. breeding livestock owned by and located on or off this operation? (Include aquaculture, bees, cattle, equine, hogs, mink, poultry, sheep, etc., kept for breeding purposes. Exclude livestock being produced under contract on another operation (reported in Section D).) . . . . . ☐
- c. non-breeding livestock owned by and located on or off this operation? (Include aquaculture, bees, cattle, equine, hogs, mink, poultry, sheep, etc., kept for non-breeding purposes. Include livestock products such as honey, mohair, and wool. Exclude livestock being produced under contract on another operation (reported in Section D).) . . . . . ☐

|      | Beginning of Year | End of Year |
|------|-------------------|-------------|
| 0863 | \$ .00            | 0864 \$ .00 |
| 0876 | \$ .00            | 0877 \$ .00 |

- Livestock operations may have animals at separate locations based on age



# Assets – Livestock Exclusions

## Livestock Assets – Jan 1 and Dec 31

- **Exclude** livestock not owned, including raised under contract
- **Exclude** livestock raised by another farm under a contract
- **Exclude** livestock owned for pleasure (except equine)

### SECTION D OTHER OPERATIONS GROWING, FEEDING, or RAISING LIVESTOCK FOR THIS OPERATION

3  
What was the market value of [type] on hand on contractee operations on Jan. 1, 20XX?  
(Dollars)

7  
On Dec. 31, 20XX what was the market value of unsold [type] remaining under contract?  
(Dollars)



- b. breeding livestock **owned** by and **located** on or off this operation? (**Include** aquaculture, bees, cattle, equine, hogs, mink, poultry, sheep, etc., kept for breeding purposes. **Exclude** livestock being produced under contract on another operation (reported in Section D).) . . . . . ☐
- c. non-breeding livestock **owned** by and **located** on or off this operation? (**Include** aquaculture, bees, cattle, equine, hogs, mink, poultry, sheep, etc., kept for non-breeding purposes. **Include** livestock products such as honey, mohair, and wool. **Exclude** livestock being produced under contract on another operation (reported in Section D).) . . . . . ☐

|      | Beginning of Year | End of Year |
|------|-------------------|-------------|
| 0863 |                   | 0864        |
| \$   | .00               | \$ .00      |
| 0876 |                   | 0877        |
| \$   | .00               | \$ .00      |



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# Assets - Production Inputs

Production inputs are divided based on

- 3d - “Paid and waiting to be used”
- 3e - “Paid and already used”
  - These are ‘sunk costs’ and lead to a potential asset or income
  - May be reflected on expenses section this year or previous year
  - If unaccounted for: expenses with no corresponding income or assets
  - Can apply to contractees not yet reimbursed

- d. production inputs **owned** by this operation, such as processed feed, fertilizer, chemicals, fuels, parts, purchased seed and other supplies? . . . . .
- e. production inputs **already used** by this operation for cover crops or crops planted but not yet mature for harvest (also known as *sunk costs*), or the value of inputs used for production contracts that have yet to be delivered? . . . . .



# Liquid Assets

- Can farmers convert assets to cash?
- Includes liquid and semi-liquid assets
- Almost every producer should have some other farm assets.
  - Cash, bonds, CDs, savings, checking accounts
  - Hedging account balances
  - Government payments due
  - Balance of land contract sales
  - Money owed to the operation outside Accts. Rec. & Deferred Payments section
  - Quotas and allotments (if excluded from item 1)
  - Livestock products stored but not sold (milk before hauling)



# Debt Section

## FARM DEBT

1. Was debt used in funding the operation of this farm/ranch in 20XX, including any loans obtained in earlier years?  
(*Include seasonal production and other loans taken and repaid during 20XX.*)

1080 1 ☐ Yes - Continue

3 ☐ No - Go to Item 5

Do not skip entire section

- Debt is recorded only once in the questionnaire
  - Farm debt in the *Farm Debt* section
  - Household debt in the *Farm Producer Household* section
- Include previous year debt not paid off by January 1
- Include all loans taken out in current year, regardless if repaid
- Include amounts used from established lines of credit





# Operating Loans

|    |   |      |                                  |         |     |
|----|---|------|----------------------------------|---------|-----|
| 2. | What was the total amount repaid on farm business loans taken out in 20XX?<br>(Record any outstanding balances of loans taken out in 20XX in Item 3.)<br>( <i>Include only seasonal production and other short term farm loans.</i> ) . . . . . | 0890 | None<br><input type="checkbox"/> | Dollars |     |
|    |   |      |                                  | \$      | .00 |

- Item 2 is for loans repaid during the reference year, commonly referred to as “operating loans”
- Loans repaid but not in their entirety during current year belong in Item 3



# Debt Table

3. To estimate the financial position of farms correctly and their ability to service debt and to categorize debt by types, we need to list loans this operation had on December 31, 20XX including any line of credit. **(Include farm/ranch loans, debt on the producer's house if owned by the operation, Economic Injury Disaster Loans (EIDL), and multi-purpose loans used for both farm and non-farm purposes. Exclude CCC commodity loans and any loans used exclusively for non-farm purposes.**

What loans belong in the debt table?

- Loans not fully repaid from Question 2
- Loans with a positive Dec 31 balance

Having a 0 balance on Dec 31 - disqualifier

Having a 0 balance on Jan 1 is OK

|   |   |
|---|---|
| <div>2</div> <div>What was the balance owed on January 1, 20XX including outstanding principal plus unpaid interest?</div> <div>(Dollars)</div> <div>1050</div> <div>\$ .00</div> | <div>3</div> <div>What was the balance owed on Dec. 31, 20XX including outstanding principal plus unpaid interest?</div> <div>Must be Positive</div> <div>(Dollars)</div> <div>1002</div> <div>\$ .00</div> |
|---|---|

# Debt Table

| 1<br>Who is the lender?<br><br>[From Lender Codes Above.]<br>(Code) | 2<br>What was the balance owed on January 1, 20XX including outstanding principal plus unpaid interest?<br><br>(Dollars) | 3<br>What was the balance owed on Dec. 31, 20XX including outstanding principal plus unpaid interest?<br><br>(Dollars) | 4<br>What was the interest rate on Dec. 31, 20XX?<br>[Report in hundredths of a percent.<br>Example: 9% = 09.00]<br>(Percent) | 5<br>What is the type of loan?<br><br>[From Loan Type Codes Above.]<br>(Code) | 6<br>What year was it obtained?<br><br>[For refinanced loans, report year refinanced]<br>(Year) (YYYY) | 7<br>What is the original term of the loan?<br><br>(Number of Years) | 8<br>What percentage is for expenses of running this farm operation?<br><br>(Percent) |
|---|--|--|---|---|--|--|---|
| 1001  | 1050   | 1002   | 1003  | 1004  | 1005   | 1008   | 1006  |
|   | \$ .00   | \$ .00   | .   |   |  |  | %   |
| 1010  | 1051   | 1011   | 1012  | 1013  | 1014   | 1017   | 1015  |
|   | \$ .00   | \$ .00   | .   |   |  |  | %   |
| 1019  | 1052   | 1020   | 1021  | 1022  | 1023   | 1026   | 1024  |
|   | \$ .00   | \$ .00   | .   |   |  |  | %   |
| 1028  | 1053   | 1029   | 1030  | 1031  | 1032   | 1035   | 1033  |
|   | \$ .00   | \$ .00   | .   |   |  |  | %   |
| 1037  | 1054   | 1038   | 1039  | 1040  | 1041   | 1044   | 1042  |
|   | \$ .00   | \$ .00   | .   |   |  |  | %   |

Record their 5 largest loans first.

4. If you had farm loans in addition to the five recorded above, what is the total amount of debt from these loans owed on December 31, 20XX? (*Include farm/ranch loans and debt on the producer's house if it is owned by the operation. Exclude any loans exclusively for non-farm purposes that are secured by assets of the farm/ranch.*) . . . . . 1047

None

☐

| Dollars |     |
|---------|-----|
| \$      | .00 |

Rest goes here



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# Debt Table – Lender Type

| Lender Codes (Column 1)  |      | Lender Codes (Column 1) (continued)           |      |
|--|------|---|------|
| Lender   | Code | Lender  | Code |
| FARM CREDIT SYSTEM.....  | 1    | Contractor .....                              | 9    |
| USDA Farm Service Agency (FSA).....  | 2    | Individuals .....                             | 10   |
| Small Business Administration (SBA) .....  | 3    | Credit Union .....                            | 11   |
| State & county government lending agencies ...   | 4    | Any other lenders.....                        | 12   |
| Savings and loan associations, residential<br>mortgage lenders .....                           | 5    | Credit cards .....                            | 13   |
| Commercial banks.....  | 6    | Other debts (such as unpaid bills, etc.)..... | 14   |
| Life insurance companies.....  | 7    |   |      |
| Trade credit, including input suppliers, implement<br>dealer, co-ops and other merchants ..... | 8    |   |      |

- You can have same lender code for multiple loans
- Loans through private lenders but guaranteed by FSA – **not** FSA code
- Loans borrowed from life insurance company – Code 7
- Loans borrowed against life insurance policies – Code 14 ‘other debts’
- Unpaid bills – Code 14 ‘other debts’



# Debt Table – Balance

| 2  | 3  |
|--|--|
| What was the balance owed on January 1, 20XX including outstanding principal plus unpaid interest? | What was the balance owed on Dec. 31, 20XX including outstanding principal plus unpaid interest? |
| Delinquent interest  | Must be Positive   |
| (Dollars)  | (Dollars)  |
| 1050   | 1002   |
| \$ .00   | \$ .00   |

- We report the balance owed at the beginning and end of year
- Remember that December 31 balance must be positive
- No need to determine interest owed for remainder of the loan



# Debt Table – Interest Rate

- Interest rate reported to the hundredth of a percent
- Interest rate as of December 31
- You can have debt recorded with zero percent
  - Common with short term financing
  - Common with debt owed to family members

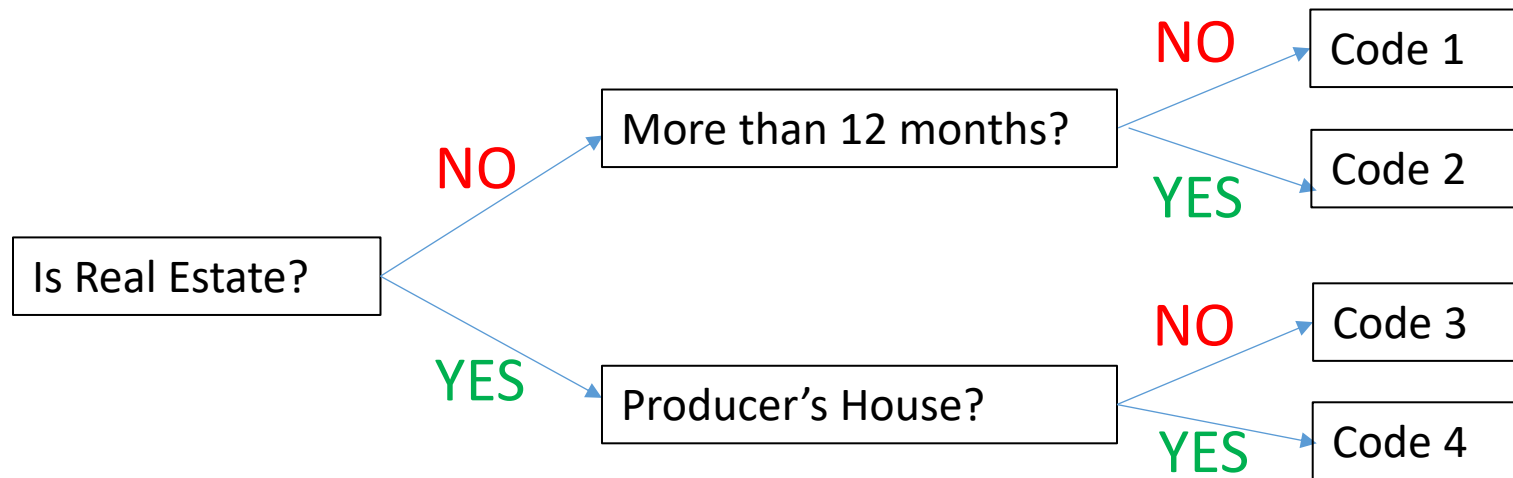
|  |   |  |
|--|---|--|
| 4  |   |  |
| What was the interest rate on Dec. 31, 20XX?                   |   |  |
| [Report in hundredths of a percent.<br>Example:<br>9% = 09.00] |   |  |
| (Percent)  |   |  |
| 1003   |   |  |
|  | . |  |





# Debt Table – Loan Types

- Line of credit balances often designated as ‘production loans’, seasonal to finance production then repaid after sales
- To determine the code, asking 1 characteristic at a time may help:



| Loan Type Codes (Column 5)  |      |
|---|------|
| Type  | Code |
| One year or less production or other loans . . . . .                          | 1    |
| Non-real estate loan more than one year . . . . .                             | 2    |
| Real estate loans more than one year<br>excluding producer's house . . . . .  | 3    |
| Real estate loan more than one year only<br>for the producer's house. . . . . | 4    |

# Debt Table – Year and Term

**Column 6** - Enter the 4-digit year the loan was obtained

- If refinanced, enter year loan was refinanced instead

**Column 7** - Enter # of years of the original term of loan

- Minimum = 1 (round up as needed)
- If refinanced, enter # of years for which it was refinanced

| 6   | 7                                      |
|---|--|
| What year was it obtained?                            | What is the original term of the loan? |
| <i>[For refinanced loans, report year refinanced]</i> |  |
| (Year)<br>(YYYY)                                      | (Number of Years)                      |



# Debt Table – Column 8

We determine % of loan used for the farm operation

- Commonly 100%
- If operation owns a residence, debt on residence is valid

**Duplication Warning** - The purpose is to exclude non-farm purposes relating to debt

|   |
|---|
| 8   |
| What percentage is for expenses of running this farm operation? |
| (Percent)   |



# Where does this debt belong?



New 30-year loan used to finance farmland

- Item 2 – does not belong
- Item 3 table
- New debt will have no column 2, BOY value

2. What was the total amount repaid on farm business loans taken out in 20XX?  
(Record any outstanding balances of loans taken out in 20XX in Item 3.)

**(Include only seasonal production and other short term farm loans.)** . . . . .

| 1<br>Who is the lender?<br><br>[From Lender Codes Above.]<br>(Code) | 2<br>What was the balance owed on January 1, 20XX including outstanding principal plus unpaid interest?<br><br>(Dollars) | 3<br>What was the balance owed on Dec. 31, 20XX including outstanding principal plus unpaid interest?<br><br>(Dollars) | 4<br>What was the interest rate on Dec. 31, 20XX?<br><br>[Report in hundredths of a percent.<br>Example:<br>9% = 09.00]<br>(Percent) | 5<br>What is the type of loan?<br><br>[From Loan Type Codes Above.]<br>(Code) | 6<br>What year was it obtained?<br><br>[For refinanced loans, report year refinanced]<br>(Year) (YYYY) | 7<br>What is the original term of the loan?<br><br>(Number of Years) | 8<br>What percentage is for expenses of running this farm operation?<br><br>(Percent) |
|---|--|--|--|---|--|--|---|
| 1001  | 1050   | 1002   | 1003   | 1004  | 1005   | 1008   | 1006  |
| 6   | \$ 0 .00   | \$ 395500 .00  | 3 25   | 3   | 2023   | 30   | 100 %   |
| 1010  | 1051   | 1011   | 1012   | 1013  | 1014   | 1017   | 1015  |

# Where does this debt belong?



Loans used to finance farm equipment

Variable interest rate averaging 5%, was 4.25% on Dec 31

- Item 3 table

| 1<br>Who is the lender?<br><br>[From Lender Codes Above.]<br>(Code) | 2<br>What was the balance owed on January 1, 20XX including outstanding principal plus unpaid interest?<br>(Dollars) | 3<br>What was the balance owed on Dec. 31, 20XX including outstanding principal plus unpaid interest?<br>(Dollars) | 4<br>What was the interest rate on Dec. 31, 20XX?<br>[Report in hundredths of a percent.<br>Example:<br>9% = 09.00]<br>(Percent) | 5<br>What is the type of loan?<br><br>[From Loan Type Codes Above.]<br>(Code) | 6<br>What year was it obtained?<br><br>[For refinanced loans, report year refinanced]<br>(Year) (YYYY) | 7<br>What is the original term of the loan?<br><br>(Number of Years) | 8<br>What percentage is for expenses of running this farm operation?<br><br>(Percent) |
|---|--|--|--|---|--|--|---|
| 1001  | 1050   | 1002   | 1003   | 1004  | 1005   | 1008   | 1006  |
| 8   | \$ 17500 .00   | \$ 11860 .00   | 4 25   | 2   | 2020   | 5  | 100 %   |



# Where does this debt belong?



Seasonal production loan of less than 1 year was taken out current year

- Item 2 – what was already repaid on loan
- Item 3 table – includes end of year balance

|  |                                  |                                |
|--|----------------------------------|--------------------------------|
| 2. What was the total amount repaid on farm business loans taken out in 20XX?<br>(Record any outstanding balances of loans taken out in 20XX in Item 3.)<br>( <b>Include only</b> seasonal production and other short term farm loans.) . . . . . 0890 | None<br><input type="checkbox"/> | Dollars<br><b>\$ 25000</b> .00 |
|--|----------------------------------|--------------------------------|

| Who is the lender?<br><br>[From Lender Codes Above.]<br>(Code) | What was the balance owed on January 1, 20XX including outstanding principal plus unpaid interest?<br><br>(Dollars) | What was the balance owed on Dec. 31, 20XX including outstanding principal plus unpaid interest?<br><br>(Dollars) | What was the interest rate on Dec. 31, 20XX?<br><br>[Report in hundredths of a percent.<br>Example:<br>9% = 09.00]<br><br>(Percent) | What is the type of loan?<br><br>[From Loan Type Codes Above.]<br><br>(Code) | What year was it obtained?<br><br>[For refinanced loans, report year refinanced]<br><br>(Year) (YYYY) | What is the original term of the loan?<br><br>(Number of Years) | What percentage is for expenses of running this farm operation?<br><br>(Percent) |
|--|---|---|---|--|---|---|--|
| 1001   | 1050  | 1002  | 1003  | 1004   | 1005  | 1008  | 1006   |
| 8  | \$ 0 .00  | \$ 150000 .00   | 1 . 75  | 1  | 2023  | 1   | 100 %  |



# Where does this debt belong?



Seasonal production loan of less than 1 year was taken out current year **and fully repaid**

- Item 2 – repayment amount on loan

**Not item 3**

|    |   |      |                               |         |          |
|----|---|------|-------------------------------|---------|----------|
| 2. | What was the total amount repaid on farm business loans taken out in 20XX?<br>(Record any outstanding balances of loans taken out in 20XX in Item 3.)<br>( <i>Include only seasonal production and other short term farm loans.</i> ) . . . . . | 0890 | None <input type="checkbox"/> | Dollars |          |
|    |   |      |                               | \$      | 25000.00 |



# Where does this debt belong?

100% non-farm debt – **Does not belong**

The amount of the non-farm debt secured by a farm asset is recorded in the *Farm Producer Household* section.

## OFF-FARM DEBT – (Please see VALUE CODES on page 22.)

4. Which value code on page 22 represents the total value of each of the following categories of off-farm debt (debt not associated with this operation) owed by the producer and members of the producer's household on December 31, 20XX, for (Include off-farm debt secured with farm assets. Exclude any debt household debt, credit cards, etc. reported in Section K, Farm Debt.)

- |  | None                     | Value Code |
|--|--------------------------|------------|
| a. mortgages on producer's dwelling, if not owned by the operation?<br>(Include home mortgages, home equity loans, and lines of credit secured by the producer's dwelling.) . . . . .  | <input type="checkbox"/> | 0988       |
| b. mortgages on other real estate and other personal homes such as second homes?<br>(Include mortgages, equity loans, and lines of credit secured by other real estate, including other farms, residential rental, commercial, and other real estate.) . . . . . | <input type="checkbox"/> | 0989       |
| c. loans on businesses that are not a part of this farm operation? . . . . .   | <input type="checkbox"/> | 1101       |
| d. personal loans? (Include credit cards, auto loans, unpaid taxes, and medical bills.) . . . . .  | <input type="checkbox"/> | 1102       |
| e. all other off-farm debt owed by the producer or household? . . . . .  | <input type="checkbox"/> | 0983       |

What percentage is for expenses of running this farm operation?

(Percent)

1006

☐ %

# Digital Banking

5. In 20XX, what type of digital banking services did you use? Choose one. Digital banking refers to the use of either mobile or online banking. Mobile banking means banking with a smartphone, tablet, or other mobile device using an app; online banking means banking through a bank's website using a desktop or laptop computer.

5775

1 ☐

Only mobile banking

3 ☐

Both mobile and online banking

2 ☐

Only online banking

4 ☐

Neither mobile nor online banking – Go to Item 8



Question applies to business and personal banking

- Online banking - logging in to bank's website using computer
- Mobile banking – accessing bank via an app from mobile device

6. In 20XX, for which finances did you use your online or mobile banking? Choose one.

5776

1 ☐

Only business finances

3 ☐

Both business and household finances

2 ☐

Only household finances

# Digital Banking

7. The table below is about your use of specific digital banking services.  
In column 2, check 'Yes' if you used the digital banking service listed in column 1 in 20XX, Check 'No' if you did not use that digital banking service in 20XX. If you marked 'Yes' to the service in column 2, answer column 3.

| (1)             | (2)   | (3)   |
|-----------------|---|---|
| Service         | Did you use the digital banking service?  | If <b>YES</b> , how has your use of these services changed since 2019?<br>Check only one.   |
| Online bill pay | 5777    1 <input type="checkbox"/> <b>Yes →</b><br>3 <input type="checkbox"/> <b>No</b> | 5778    1 <input type="checkbox"/> Use about the <b>same</b> amount<br>2 <input type="checkbox"/> Use <b>more</b> frequently<br>3 <input type="checkbox"/> Use <b>less</b> frequently |

The questionnaire then asks usage of digital banking for types of services and how often in-person banking took place



# Reminders

- A farm's assets and debt play an important role in understanding their financial well-being
- Check for duplication among assets
- Be able to explain liquid assets to respondents





# ARMS III: Personal Characteristics and Farm Management



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# Who are the farmers?

Goals of this section:

- To gather information on age, gender, education, major occupation, and other characteristics of **the individuals involved in agriculture.**



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# Demographics

- Collect information for up to four people who are involved in decisions for this operation.
- For operations with more than four operators, identify the four most senior operators.



# Principal Producer

- ERS produces estimates of farm household income from the principal operator's household.

3. From the persons listed above, please select the individual who is most responsible for decisions on this operation. This person will now be referred to as the "principal producer" in this and the remaining sections.

Enter the number of the column (either 1, 2, 3, or 4) that contains the "principal producer" you selected. .... 1855

Person Number

- Principal producer does not need to be the target from the label.
- If you enter the spouse into a column, you do not need to do Questions 6 -10



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# Farm Management

- Value of labor is an important element in the cost of agricultural production.
- How does on-farm labor compare to off-farm labor financially?
- What kind of labor do different farms depend on?
- Question 10: Hours worked per week is captured in weekly hours worked for the operator and spouse. Multiple workers can be summed into one number (10 workers, 40 hours = 400 weekly).



# Training & Skills

- ERS research has touched upon how the adoption of new technologies and management practices in agriculture increases skill requirements for workers and operators.
- Studies have noted that small farm producers may face constraints in accessing professionals with specialized technical knowledge, highlighting a skills gap that can impede the adoption of new practices.
- **Farm Management Information Systems (FMIS)** are advanced, software-based digital platforms designed to centralize and integrate data from various sources to help farmers and agribusinesses plan, monitor, and analyze all farm activities more efficiently.



# Risk Management

- A 2020 ERS report, based on 2016 ARMS data, found that nearly 50,000 U.S. farms used futures or options contracts. The majority of this use (over 90%) was for corn and soybeans.
- The research indicated that larger corn and soybean farms were more likely to use futures and options. Farmers with a college education were also slightly more likely to use these financial tools.
- Younger farmers (35 and under) were found to be considerably more likely to use futures or options than older farmers (60 and over).
- This research will continue to inform the use and availability of these valued marketing and risk management tools.





# Risk Management – Item 20

- Item 20: list the total bought and sold futures market bushels for each of the commodities listed. For the Options Markets columns, list the total Bought and Sold “Puts” and “Calls” in bushels for each of the commodities listed.

| Commodity      | Futures Markets   |      |        |      | Options Markets  |      |        |      |        |      |        |      |
|----------------|---|------|--------|------|--|------|--------|------|--------|------|--------|------|
|                | What were the total long and short positions taken in the futures market in 20XX? |      |        |      | What were the total bought (long) and sold (short) positions taken in the puts and calls options market in 20XX? |      |        |      |        |      |        |      |
|                | Long  |      | Short  |      | Puts   |      |        |      | Calls  |      |        |      |
|                | Bought  | Sold | Bought | Sold | Bought   | Sold | Bought | Sold | Bought | Sold | Bought | Sold |
| Corn (bu.)     | 6007  |      | 6008   |      | 6009   |      | 6010   |      | 6011   |      | 6012   |      |
| Soybeans (bu.) | 6013  |      | 6014   |      | 6015   |      | 6016   |      | 6017   |      | 6018   |      |
| Wheat (bu.)    | 6019  |      | 6020   |      | 6021   |      | 6022   |      | 6023   |      | 6024   |      |



# Risk Management – Item 21

21. In 20XX, did you use accumulator contracts to market any part of the following commodities?

6043

1

☐

Corn

2

☐

Soybeans

3

☐

Wheat

- An accumulator contract is a grain marketing tool that allows a farmer to price a certain amount of bushels at a premium over the current market price.
- Key terms: knock out level and double-up level.



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# Risk Management – Item 22

22. In 20XX, did you use an average seasonal price contract to market any part of the following commodities?

6044

1

☐

Corn

2

☐

Soybeans

3

☐

Wheat

- An **average seasonal price contract** is a grain marketing contract that allows a farmer to sell a specified amount of grain at the average futures price over a defined seasonal pricing period.



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# Risk Management – Item 23

23. In 20XX, did you purchase Livestock Risk Protection (LRP) insurance for hogs, fed cattle, or feeder cattle?

6045 1 ☐ Yes - Continue 3 ☐ No - Go to Section L

a. What commodity did you purchase LRP for?

6066 1 ☐ Swine (Hogs) 2 ☐ Fed Cattle 3 ☐ Feeder Cattle

b. What was the total number of head covered under LRP?  
(Do not double count head if the same head were covered by multiple LRP policies.). . . . . 5978

| Number |
|--------|
|        |

- LRP: is a federally subsidized insurance program offered by the USDA's Risk Management Agency (RMA) designed to protect livestock producers against an unexpected decline in market prices. It functions similarly to a put option by setting a guaranteed minimum "floor" price for livestock while allowing the producer to benefit if market

# Questions???



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# Type of Organization Section



Hunter Peoples  
Mountain Region



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# Why Do We Ask This?

- Over the nation's history, farms have gotten larger and more sophisticated
- The traditional “one farm, one farmer, one household” concept became inadequate
- ERS examines changes to the tax code and the potential impacts on agribusinesses
- A farm's legal structure determines how benefits are distributed



# Is This a Family Farm?

- **Family Farm** = At least 50% of the operation's assets are owned by the principal producer or those related by blood, marriage, or adoption
- **Not a Family Farm** = More than 50% of the operation's assets are owned by people unrelated to the principal producer, household members or relatives

## SECTION M TYPE OF ORGANIZATION

1. In 20XX, was more than 50 percent of this operation owned by one of the producers of this operation, their household, or extended family?

Select "yes" if more than 50% of the assets of this operation are owned by any of the producers, members of his/her household, and/or other persons related to him/her by blood, marriage, or adoption, including relatives not residing in your household. Consider only farm or ranch assets owned – not rented or leased – by this operation, and exclude the assets held by non-family landlords and contractors.

1249

1

☐

Yes - Go to Item 1a

3

☐

No - Go to Item 2



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# How Many Owners?

- Question 2 asks how many people own the operation, including those outside the operator's household
  - Based on the operation's assets
  - Exclude landlords, contractors, and lenders
- Question 2a is asking the percentage that the principal producer and their household own

|  |      |  |  |   |
|--|------|--|--|---|
| 2. In 20XX, how many people owned this operation? ( <b>Exclude</b> landlords, contractors, and lending institutions holding farm debt. <b>Include</b> the principal producer if he/she has an ownership interest.) . . . . . | 1246 |  |  |   |
|  |      | Percent  |  |   |
| a. What percent of the ownership interest did the principal producer and his/her household hold? ( <b>Exclude</b> relatives not living in his/her household.) . . . . .  | 1248 | <table border="1"><tr><td></td><td>%</td></tr></table> |  | % |
|  | %    |  |  |   |



# An Operation's Legal Status

4. In 20XX, what was this operation's legal status for tax purposes (*select only one*)?

1240 1 ☐ Family or individual operation (*Exclude partnerships and corporations.*)

2 ☐ Legal partnership operation (*Include family partnerships.*)

    ➔ a. Is this partnership registered under State law? . . . . . 1204 1 ☐ Yes 3 ☐ No

    ➔ b. How many partners are there in this operation? . . . . . 1232

3 ☐ C-Corporation

4 ☐ S-Corporation

5 ☐ Other (*Include estates, trusts, cooperatives, grazing associations, etc.*)

| Number |  |
|--------|--|
|        |  |

6. Is this operation a C-Corporation or an LLC that chose to file as a C-Corporation in 20XX?

1226 1 ☐ Yes - Continue 3 ☐ No - Go to Item 7

a. How much did the principal producer and his/her household receive in corporate dividends from this farming operation in 20XX? (*If your operation is an LLC that elected to file for tax purposes as a C-Corporation, consider this as income here.*)

[Skip Item 7 and proceed to Section N.] . . . . . 0975

| Dollars |     |
|---------|-----|
| \$      |     |
|         | .00 |



# Legal Status Definitions

- **Family Operation:** No partners or shareholders; regarded as self-employed and taxed as such
- **C-Corporation:** Owners and shareholders are taxed separately from the entity at the corporate level
- **S-Corporation:** Small business entity taxed like a partnership or sole proprietor



# Legal Status Definitions

- **Limited Liability Company (LLC):** Provides limited liability for owners at the state level.
  - An LLC with a single member may be considered an individual operation for tax purposes, unless said member is a corporation
    - In this case, the operation should be classified as a C-Corp or S-Corp
  - Example: If a married couple owns an operation, they should be considered a sole-proprietorship, unless it is legally organized as a partnership or corporation





# Share of the Net Farm Income

- Question 7 asks what percent of the net farm income the principal producer and their household entitled to
  - If they own more than 50% of the assets, then they should receive more than 50% of the net income
- Expect an answer when it's family operation, legal partnership or an LLC

7. What percent of net income (whether profit or loss) were the principal producer and his/her household entitled to receive from this farming operation in 20XX?  
(If the operation is an LLC that elected to report income for tax purposes as a pass-through, consider this as income here.) . . . . .0974

| Percent |   |
|---------|---|
|         | % |



# Example #1

- A married couple are owner operators, with no other partners
- Their operation is classified as a non-LLC family operation
- They own 100% of the farm and are entitled to receive 100% of the NFI
- How would this be filled out?

4. In 20XX, what was this operation's legal status for tax purposes (*select only one*)?

1240 1 ☒ Family or individual operation (**Exclude** partnerships and corporations.)

2 ☐ Legal partnership operation (**Include** family partnerships.)

➔ a. Is this partnership registered under State law? . . . . .



2. In 20XX, how many people owned this operation? (**Exclude** landlords, contractors, and lending institutions holding farm debt. **Include** the principal producer if he/she has an ownership interest.) . . . . . 1246

2

a. What percent of the ownership interest did the principal producer and his/her household hold? (**Exclude** relatives not living in his/her household.) . . . . . 1248

Percent

100

%

5. In 20XX, did any households, other than the principal producer's household, share in the net farm income of this business? (*Sharing can occur by receiving a share of profits/losses or, if incorporated, receiving corporate dividends.*)

1225 1 ☐ Yes - Continue

3 ☒ No - Go to Item 6

Number

a. How many other households shared in the net income of the farm business? . . . . . 0976

6. Is this operation a C-Corporation or an LLC that chose to file as a C-Corporation in 20XX?

1226 1 ☐ Yes - Continue

3 ☒ No - Go to Item 7

a. How much did the principal producer and his/her household receive in corporate dividends from this farming operation in 20XX? (*If your operation is an LLC that elected to file for tax purposes as a C-Corporation, consider this as income here.*)  
[Skip Item 7 and proceed to Section N.] . . . . . 0975

Dollars

\$ .00

7. What percent of net income (whether profit or loss) were the principal producer and his/her household entitled to receive from this farming operation in 20XX? (*If the operation is an LLC that elected to report income for tax purposes as a pass-through, consider this as income here.*) . . . . . 0974

Percent

100

%



# Example #2

- Two operators are unrelated by blood, marriage, or adoption
- Their operation is classified as a legal partnership
- One of them is sharing in the Net Farm Income
- How would this be filled out?

4. In 20XX, what was this operation's legal status for tax purposes (*select only one*)?

1240 1 ☐ Family or individual operation (*Exclude partnerships and corporations.*)

2 ☒ Legal partnership operation (*Include family partnerships.*)

➔ a. Is this partnership registered under State law? . . . . .



2. In 20XX, how many people owned this operation? (**Exclude** landlords, contractors, and lending institutions holding farm debt. **Include** the principal producer if he/she has an ownership interest.) . . . . . 1246

2

a. What percent of the ownership interest did the principal producer and his/her household hold? (**Exclude** relatives not living in his/her household.) . . . . . 1248

Percent

50

%

5. In 20XX, did any households, other than the principal producer's household, share in the net farm income of this business? (*Sharing can occur by receiving a share of profits/losses or, if incorporated, receiving corporate dividends.*)

1225 1 ☒ **Yes - Continue**

3 ☐ **No - Go to Item 6**

Number

1

a. How many other households shared in the net income of the farm business? . . . . . 0976

6. Is this operation a C-Corporation or an LLC that chose to file as a C-Corporation in 20XX?

1226 1 ☐ **Yes - Continue**

3 ☒ **No - Go to Item 7**

a. How much did the principal producer and his/her household receive in corporate dividends from this farming operation in 20XX? (*If your operation is an LLC that elected to file for tax purposes as a C-Corporation, consider this as income here.*)

[Skip Item 7 and proceed to Section N.] . . . . . 0975

Dollars

\$ .00

7. What percent of net income (whether profit or loss) were the principal producer and his/her household entitled to receive from this farming operation in 20XX?

(*If the operation is an LLC that elected to report income for tax purposes as a pass-through, consider this as income here.*) . . . . . 0974

Percent

50

%



# Conclusion

- A farm's legal structure determines how benefits are distributed
- If more than 50% of an operation's assets are owned by the principal producer or those related to them by blood, marriage, or adoption, then it's a family farm.
- Ask about dividends (Question 6) if the operation is a C-Corp
  - If Yes, then record dividends and **skip** Question 7
- Question 2a asks for the percent of ownership interest the principal producer's household has, Question 7 asks for the percent of NFI that household shares





# Farm Producer Household-Income, Assets, & Debt



Amber Elliott



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# Why does USDA collect household information?

- To support robust research agenda that informs policy and programs relating to farmers and farm households
  - Are farm households well-off relative to the general population?
  - How volatile is the household income of farmers?
  - Do government programs make a difference?



# Why does USDA collect household information?

- To get the complete picture
  - Cannot understand the decisions and economic well-being without knowing what other assets, debt, or income they have
- To meet Congressional and executive mandates:
  - Secretary requires household income be reported concurrent with farm income (USDA Release No. 0383.93, May 1993).
  - Family Farm Report (USC, Title 7, Chap 55, Sec 2266)



# Off-Farm Income

- Off-farm income is common.
- The average off-farm income of All Farms was \$112,975 in 2023, with average earned income of \$77,035 from off-farm sources. The average farm income of All farms was \$34,666.

| U.S. principal farm operator household finances, by farm type*, 2023 |                 |                    |                  |           |
|--|-----------------|--------------------|------------------|-----------|
| Item   | Residence farms | Intermediate farms | Commercial farms | All farms |
| Number of family farms   | 951,734         | 674,874            | 196,215          | 1,822,822 |
| Farm income (median dollars per household)                           | -1,980          | -1,974             | 167,550          | -900      |
| Off-farm income (median dollars per household)                       | 117,200         | 61,494             | 59,562           | 79,900    |
| Off-farm income: Earned Income (median dollars per household)        | 90,000          | 19,049             | 27,500           | 45,000    |
| Off-farm income: Unearned Income (median dollars per household)      | 31,288          | 32,112             | 27,500           | 32,112    |
| Total household income (median dollars per household)                | 116,493         | 62,014             | 253,496          | 97,984    |
| Farm income (average dollars per household)                          | -1,106          | 1,864              | 321,003          | 34,666    |
| Off-farm income (average dollars per household)                      | 139,344         | 76,371             | 110,974          | 112,975   |
| Off-farm income: Earned Income (average dollars per household)       | 103,701         | 38,291             | 80,949           | 77,035    |
| Off-farm income: Unearned Income (average dollars per household)     | 35,642          | 38,080             | 30,025           | 35,940    |
| Total household income (average dollars per household)               | 138,237         | 78,235             | 431,977          | 147,641   |
| Total household assets (median dollars per household)                | 1,340,175       | 1,625,420          | 4,361,820        | 1,612,650 |
| Household assets: Farm assets (median dollars per household)         | 534,000         | 865,000            | 3,573,500        | 714,729   |
| Household assets: Nonfarm assets (median dollars per household)      | 749,500         | 774,970            | 655,000          | 774,970   |
| Total household debt (median dollars per household)                  | 104,865         | 112,174            | 408,213          | 112,402   |
| Household debt: Farm debt (median dollars per household)             | 650             | 1,154              | 286,000          | 1,025     |
| Household debt: Nonfarm debt (median dollars per household)          | 90,000          | 51,380             | 102,879          | 86,778    |
| Household net worth (median dollars per household)                   | 1,244,229       | 1,445,708          | 3,637,392        | 1,439,138 |
| Total household assets (average dollars per household)               | 1,981,557       | 2,604,160          | 7,135,835        | 2,766,891 |
| Household assets: Farm assets (average dollars per household)        | 1,030,622       | 1,864,856          | 6,116,905        | 1,886,990 |
| Household assets: Nonfarm assets (average dollars per household)     | 950,935         | 739,304            | 1,018,930        | 879,901   |
| Total household debt (average dollars per household)                 | 149,892         | 143,985            | 874,432          | 225,697   |
| Household debt: Farm debt (average dollars per household)            | 34,624          | 66,409             | 699,143          | 117,923   |
| Household debt: Nonfarm debt (average dollars per household)         | 115,269         | 77,577             | 175,289          | 107,775   |
| Household net worth (average dollars per household)                  | 1,831,664       | 2,460,174          | 6,261,403        | 2,541,193 |

\*For details on the farm types, see the ERS report, *Updating the ERS Farm Typology* (EIB-110), April 2013.

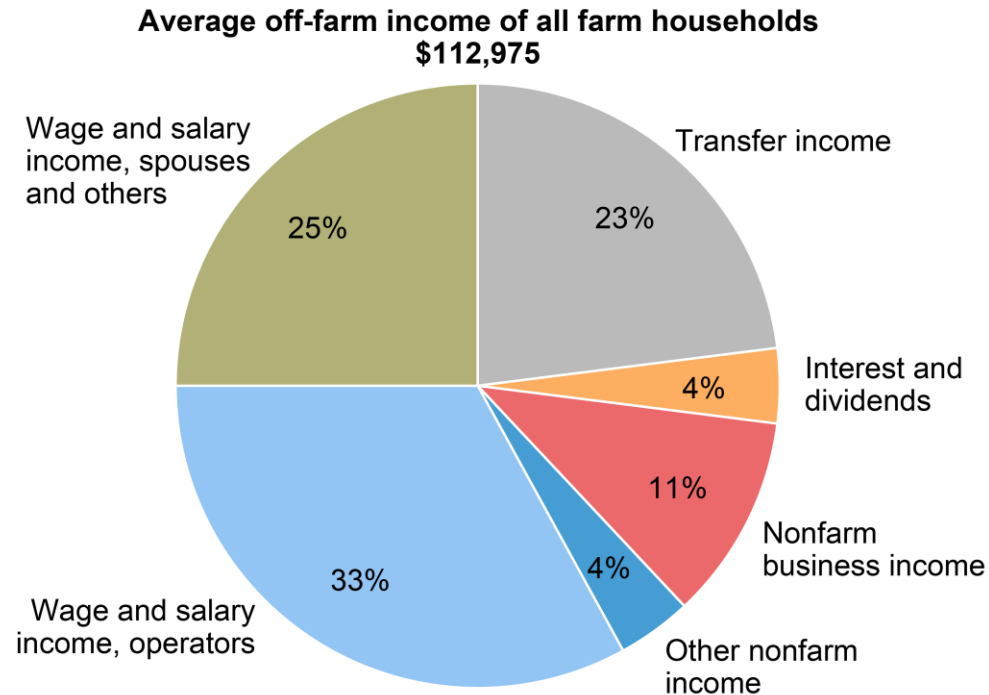
Source: USDA, Economic Research Service and National Agricultural Statistics Service, 2023 Agricultural Resource Management Survey. Data as of December 3, 2024.



# Sources of Off-Farm Income

- Wages
  - Operator
  - Household Members
- Nonfarm Businesses
- Transfers
- Other Income

U.S. farm household sources of off-farm income, 2023



Note: Other nonfarm income includes gifts, payment for nonbusiness services, or miscellaneous income such as gambling winnings, financial payments, rebates, etc.  
Source: USDA, Economic Research Service and USDA, National Agricultural Statistics Service, Agricultural Resource Management Survey. Data as of December 3, 2024.



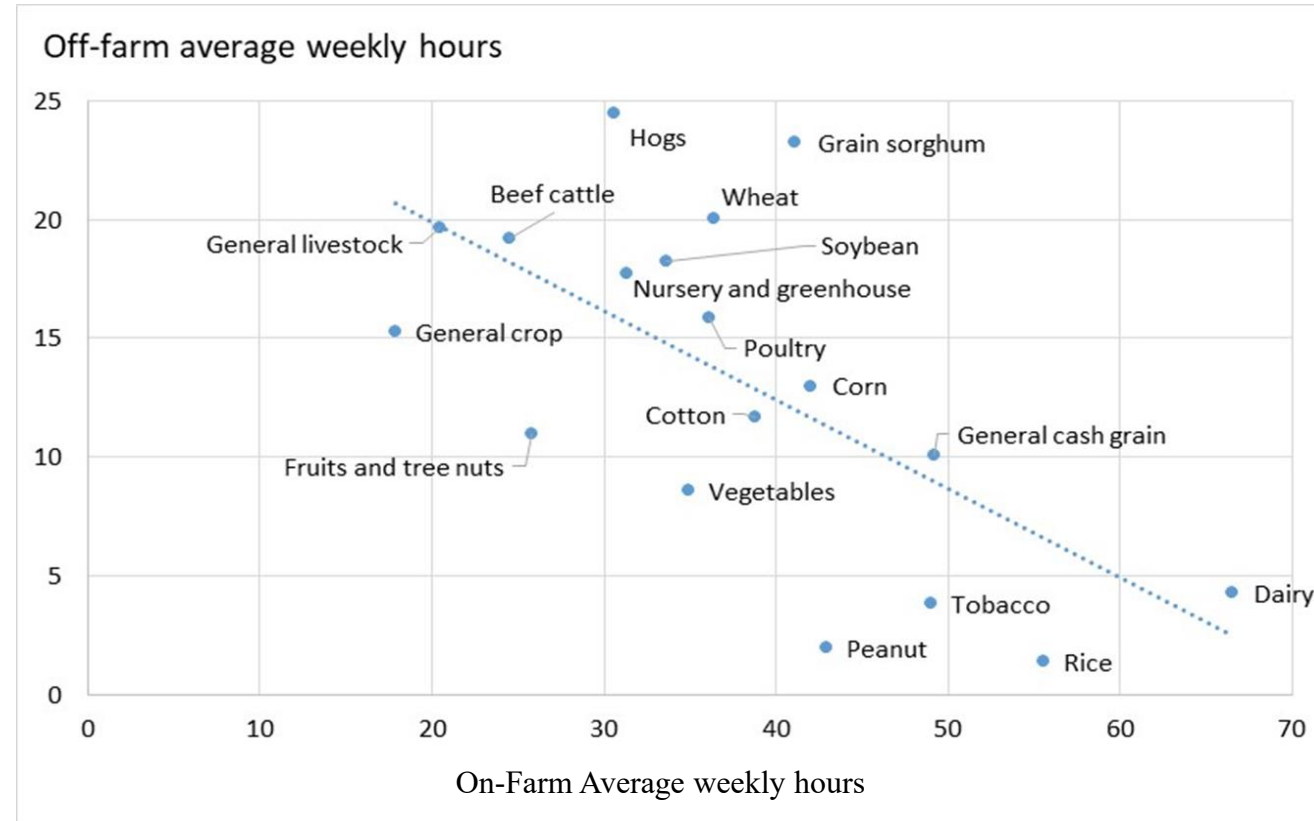
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# How is the ARMS 3 data used?

**Dairies:** Households with dairy farms work the most on-farm, and not very much off-farm

**Beef cattle:** Households work more off-farm



Dotted line shows the linear relationship between on-farm and off-farm average weekly hours worked by specialization.

Source: USDA, Economic Research Service and National Agricultural Statistics Service, 2018 Agricultural Resource Management Survey. Data as of November 27, 2019.



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# Completing Household Income, Assets & Debt

- Whose household?
  - The “Principal Producer”
- Do not duplicate with farm books

| Dollar Range          | Value Code | Dollar Range            | Value Code | Dollar Range              | Value Code | Dollar Range                  | Value Code |
|-----------------------|------------|-------------------------|------------|---------------------------|------------|-------------------------------|------------|
| \$0 .....             | 01         | \$10,000 – 14,999 ..... | 10         | \$80,000 – 99,999 .....   | 19         | \$1,000,000 – 1,499,999 ..... | 28         |
| \$1 – 499 .....       | 02         | \$15,000 – 19,999 ..... | 11         | \$100,000 – 124,999 ..... | 20         | \$1,500,000 – 1,999,999 ..... | 29         |
| \$500 – 999 .....     | 03         | \$20,000 – 24,999 ..... | 12         | \$125,000 – 149,999 ..... | 21         | \$2,000,000 – 2,999,999 ..... | 30         |
| \$1,000 – 1,999 ..... | 04         | \$25,000 – 29,999 ..... | 13         | \$150,000 – 199,999 ..... | 22         | \$3,000,000 – 4,999,999 ..... | 31         |
| \$2,000 – 2,999 ..... | 05         | \$30,000 – 34,999 ..... | 14         | \$200,000 – 274,999 ..... | 23         | \$5,000,000 – 7,499,999 ..... | 32         |
| \$3,000 – 3,999 ..... | 06         | \$35,000 – 39,999 ..... | 15         | \$275,000 – 349,999 ..... | 24         | \$7,500,000 – 9,999,999 ..... | 33         |
| \$4,000 – 4,999 ..... | 07         | \$40,000 – 49,999 ..... | 16         | \$350,000 – 499,999 ..... | 25         | \$10,000,000 and over .....   | 34         |
| \$5,000 – 7,499 ..... | 08         | \$50,000 – 59,999 ..... | 17         | \$500,000 – 749,999 ..... | 26         |                               |            |
| \$7,500 – 9,999 ..... | 09         | \$60,000 – 79,999 ..... | 18         | \$750,000 – 999,999 ..... | 27         |                               |            |

1. Use the **value codes** from the box above to answer the questions in Section M. EXCLUDE farm income reported earlier. Which **value code** represents the total income received by the principal producer, spouse, and household in 20 xx from –

| SOURCE   | PRINCIPAL PRODUCER INCOME<br>(Value Code) |      | SPOUSE INCOME<br>(Value Code) |      | TOTAL HOUSEHOLD INCOME<br>(Value Code) |      |
|--|---|------|-------------------------------|------|--|------|
|  | None                                      | 0950 | None                          | 0951 | None                                   | 0952 |
| a. all off-farm wages, salaries, and tips before taxes and withholdings? ..... | <input type="checkbox"/>                  | 1    | <input type="checkbox"/>      | 12   | <input type="checkbox"/>               | 12   |

Use the code in the boxes. Notice, \$0 is coded 1, 01, or by checking the none box



# Topics Covered in this Section

- Income
- Spending
- Assets
- Debt

## HOUSEHOLD SPENDING – (Please see VALUE CODES above.)

2. Which value code from the list above represents how much this household spent in 20 xx on –

None

a. food, including food away from home? . . . . . 1105

☐

Value  
Code

## OFF-FARM ASSETS – (Please see VALUE CODES on page 22.)

3. Which value code on page 22 represents the total value of each of the following categories of off-farm assets owned by the producer and members of the producer's household on December 31, 20 xx for –  
EXCLUDE assets of this operation, reported in Section I.

## OFF-FARM DEBT – (Please see VALUE CODES on page 22.)

4. Which value code on page 22 represents the total value of each of the following categories of off-farm debt (debt not associated with this operation) owed by the producer and members of the producer's household on December 31, 20 xx INCLUDE off-farm debt secured with farm assets. EXCLUDE any household debt, credit cards, etc. reported in Section J, Farm Debt.

None

Value  
Code



# Previous Year Income and Expenses

- Does not need to be exact—Use Value Codes
- Gives a metric for year-over-year comparisons

| 20 xx INCOME AND EXPENSES |  | Value Code   |
|---------------------------|--|--|
| 6.                        | Which value code on page 22 represents the total farm sales last year (20 xx ? <i>(Total farm sales includes livestock and crop income from cash and marketing contract sales, fees received from livestock and crop production contracts, the net change in CCC loans, and government payments.)</i> . . . . . 1113   | <div>None <input type="checkbox"/></div> <div></div> |
| 7.                        | Which value code on page 22 represents the net operating income for this operation last year (20 xx ? <i>(cash income from all farm sources minus production costs and depreciation; if negative net operating income, please indicate with a <b>negative sign</b> before the value code.)</i> . . . . . 1114  | <div><input type="checkbox"/></div> <div></div>      |
| 8.                        | Which value code on page 22 represents the total off-farm income last year (20 xx ? <i>(wages, salaries, tips, interest, dividends, other public sources, etc. before taxes, income from operating another farm, income from operating any other business; if negative off-farm income, please indicate with a <b>negative sign</b> before the value code.)</i> . . . . . 1115 | <div><input type="checkbox"/></div> <div></div>      |



# Childcare Expense for Farm Household



These questions are meant to address childcare difficulties and cost.



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# Childcare: Questions 9-15

## CHILDCARE

9. As of December 31, 20 XX were there any children in your household age 6 or younger who were not yet in kindergarten?

6047

☐ Yes - Continue

☐ No - Go to Section N

Number

10. How many children were age 6 or younger and not yet in kindergarten? . . . . . 6048

Questions 11 - 15 **only** concern the care arrangements for children age 6 or younger on December 31, 20 XX who were not yet in kindergarten. Please do not include information about older children.

These questions are meant to address  
childcare difficulties and cost.

Exclude Kids who were in Kindergarten  
or older grade any part of 2025



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# Question 11

11. Did you have a care arrangement on a regular basis (at least once a week) for any of these children at any time during calendar year 20 XX Do not include care by parents or guardians.

6049

1

☐

Yes - Continue

3

☐

No - Go to Section X

Do Not Gather:

- Less than once a week
- Cared for by parents or guardians
- Over 6 or in Kindergarten and higher
- Outside year 20XX



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# Question 12

- Answer for up to 2 children
- Include information on the youngest two children under the age of 6
- Care received at least once a week
- If no cost, enter zero for 12d

12. Please provide the following information for the youngest two children age 6 or younger

|   | Child 1  | Child 2  |
|---|--|--|
| a. Age in years on 12/31/20 XX .....  | 6050 <input type="text"/> years  | 6051 <input type="text"/> years  |
| b. For how many months in 20 XX did you have care arrangements for this child on a regular basis (at least once per week)? .....          | 6052 <input type="text"/> months   | 6053 <input type="text"/> months   |
| c. What type(s) of regular care arrangements did this child have during calendar year 20 XX .....   | <p><b>Select all that apply.</b></p> <p>6054 <input type="checkbox"/> Relative</p> <p>6056 <input type="checkbox"/> Non-relative, home-based setting</p> <p>6058 <input type="checkbox"/> Center-based daycare or school setting</p> | <p><b>Select all that apply.</b></p> <p>6055 <input type="checkbox"/> Relative</p> <p>6057 <input type="checkbox"/> Non-relative, home-based setting</p> <p>6059 <input type="checkbox"/> Center-based daycare or school setting</p> |
| d. What was the average monthly cost of care for your household? Do not include any money received from others to help pay for care ..... | <p>6060</p> <p>Dollars</p> <p>\$ <input type="text"/> .00</p>  | <p>6061</p> <p>Dollars</p> <p>\$ <input type="text"/> .00</p>  |



# Questions 13-15

- For 13, if No Difficulty skip to Item 15
- Please write in why they chose other for question 14
- Mark ONLY one box for 14 and 15

13. How much difficulty did you have finding the childcare you wanted for your child(ren)?

6062

1 ☐ No difficulty - Go to Item 15

2 ☐ A little difficulty

3 ☐ Some difficulty

4 ☐ A lot of difficulty

5 ☐ Did not find the type of childcare I wanted

14. What was the **main** reason for the difficulty finding care for your child(ren)? **Mark only one.**

6063

1 ☐ Cost

2 ☐ Location

3 ☐ Quality

4 ☐ Lack of open spots for new children

5 ☐ Child has a special need and could not find appropriate care

6 ☐ Looking for specific hours or schedule

7 ☐ Other – specify *✓*

6064

15. Thinking about these children, how much time did all members of your household miss combined in 20 XX from work or school either because of failures in childcare arrangements or because you could not find a childcare provider? **Mark only one.**

6065

1 ☐ None

2 ☐ Less than 1 week

3 ☐ 1 – 3 weeks

4 ☐ 4 – 6 weeks

5 ☐ 7 – 9 weeks

6 ☐ 10 or more weeks



## Some Things to Watch out For

- Spending, in item 2
  - a. food
  - c. utilities and household supplies
  - e. health and medical expenses
  - j. all other family living expenses
- Do not double count and report expenses already reported in Section H - Operating Expenses

You can't report your personal expenses on your taxes for your business. People have personal expenses too.



## Some Things to Watch out for (cont.)

- BE CAREFUL- is the house part of the farm or not?
- Don't want to duplicate the information if it was reported in the Farm Asset Section

|  |      |                          |            |
|--|------|--------------------------|------------|
| c. producer's dwelling, if not owned by the operation? <i>(not reported in Section I, Item 1a).</i> . . . . .  | 0984 | <input type="checkbox"/> |            |
| d. real estate and other personal <i>(second)</i> homes?<br><i>(other farms, residential rental, commercial, and other real estate)</i> . . . . .  | 0985 | <input type="checkbox"/> |            |
| e. business not part of this farm? . . . . .   | 0986 | <input type="checkbox"/> |            |
| f. all household vehicles? <i>(INCLUDE household share of vehicles partly owned by the operation).</i> . . . . .   | 0982 | <input type="checkbox"/> |            |
| g. other assets not reported elsewhere? . . . . .  | 0987 | <input type="checkbox"/> |            |
| <b>OFF-FARM DEBT</b> – <i>(Please see VALUE CODES on page 22.)</i>   |      |                          |            |
| 4. Which value code on page 22 represents the total value of each of the following categories of <u>off-farm debt</u> <i>(debt not associated with this operation)</i> owed by the producer and members of the producer's household on December 31, 20 XX <b>INCLUDE</b> off-farm debt secured with farm assets. <b>EXCLUDE</b> any household debt, credit cards, etc. reported in Section J, Farm Debt. |      |                          |            |
|  |      | None                     | Value Code |
| a. mortgages on producer's dwelling, if not owned by the operation?<br><i>(INCLUDE home mortgages, home equity loans, and lines of credit secured by the producer's dwelling.).</i> . . . .  | 0988 | <input type="checkbox"/> |            |
| b. mortgages on other real estate and other personal homes such as second homes?<br><i>(INCLUDE mortgages, equity loans, and lines of credit secured by other real estate, including other farms, residential rental, commercial, and other real estate.).</i> . . . .   | 0989 | <input type="checkbox"/> |            |



## Conclusion

- Farm and household sustainability are interlinked
- This section's focus is on principal producer's household NOT the farm
- This section is value code based as opposed to exact \$
- Beware of duplication of assets, debt, and expenses between farm (earlier sections) and household



# Thank you for listening!



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





# Conclusion



**Laci Banks-Walker**  
Eastern Mountain Region



United States Department of Agriculture  
National Agricultural Statistics Service



# Conclusion

| SECTION N   |                      | CONCLUSION                                 |   |                               |
|---|----------------------|--|---|-------------------------------|
| <p>1. <b>Survey Results:</b> To receive the complete results of this survey on the release date, go to:<br/><a href="https://www.nass.usda.gov/Surveys/Guide_to_NASS_Surveys/">https://www.nass.usda.gov/Surveys/Guide_to_NASS_Surveys/</a></p> <p>2. In case we have questions, please provide your contact information.</p> |                      |  |   |                               |
| Operator Email  |                      | Check to receive results by email          | Operator Phone  | Check if cell phone           |
| 9929  | <input type="text"/> | 9917 <input type="checkbox"/>              | 9918 <input type="text"/> - <input type="text"/> - <input type="text"/> | 9919 <input type="checkbox"/> |
| Operation Email (if different from above)   |                      | Check to receive results by email          | Operation Phone (if different from above)                               | Check if cell phone           |
| 9937  | <input type="text"/> | 9920 <input type="checkbox"/>              | 9936 <input type="text"/> - <input type="text"/> - <input type="text"/> | 9957 <input type="checkbox"/> |
| Respondent Name   |                      | Respondent Phone (if different from above) |   | Check if cell phone           |
| 9912  | <input type="text"/> | 9911                                       | <input type="text"/> - <input type="text"/> - <input type="text"/>      | 9958 <input type="checkbox"/> |
| Date Completed (MM-DD-YYYY)   |                      |  |   |                               |
| 9910  | <input type="text"/> |  |   |                               |



# Conclusion

|                         |                     |   |      |                                   |      |                        |         |                  |            |         |
|-------------------------|---------------------|---|------|-----------------------------------|------|------------------------|---------|------------------|------------|---------|
|                         |                     |   |      |                                   |      | Office Use Only        |         |                  |            |         |
|                         |                     |   |      |                                   |      | Ending Time (Military) |         | OR               | Total Time |         |
|                         |                     |   |      |                                   |      | Hours                  | Minutes |                  | Hours      | Minutes |
|                         |                     |   |      |                                   |      | 0005                   |         |                  |            | 0008    |
| Office Use Only         |                     |   |      |                                   |      |                        |         |                  |            |         |
| Response                |                     | Respondent  |      | Mode                              |      | Enum                   | Eval    | Field Office Use | Optional   |         |
| 1-Comp<br>2-R<br>3-Inac | 9901                | 1-Op / Mgr<br>2-Sp<br>3-Acct / Bkpr<br>4-Partner<br>9-Other | 9902 | 1-Mail<br>2-Tel<br>3-Face-to-Face | 9903 | 9998                   | 9900    | 0093             | 0003       |         |
|                         |                     |   |      |                                   |      |                        |         |                  |            |         |
|                         | Office Use for POID |   |      |                                   |      |                        |         |                  |            |         |
|                         | 9989                |   |      |                                   |      |                        |         |                  |            |         |
| Name                    |                     |   |      |                                   |      |                        |         |                  |            |         |



# ARMS III – “The Farm Story”

When the interview is concluded, ask yourself:

- “Does the questionnaire make sense?”
- “Does it ‘tell the whole story’?”



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National Agricultural Statistics Service





# ARMS III – Hog Version 4

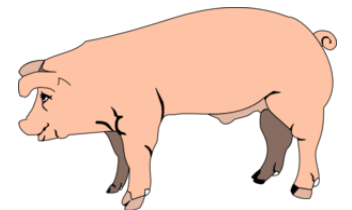


**United States Department of Agriculture**  
National Agricultural Statistics Service



# Hog Costs and Returns Report

- How is this information used?
  - Every 4-8 years to obtain data on production practices and cost of inputs used
  - Changes in technology, economic conditions, legislation
  - Used to describe important financial, structural, and environmental aspects of hog production
  - Provide the basis for hog cost of production for next several years





# Section H: Operating Expenses & Section K: Farm Labor

- There are a number of breakouts for expense questions in Section H relating specifically to the HOG enterprise.

|      |   |      |                          |    |  |     |
|------|---|------|--------------------------|----|--|-----|
| 5.   | purchased feed for livestock and poultry? (INCLUDE grain, hay, silage, mixed feeds, concentrates, etc.) . . . . . | 0636 | <input type="checkbox"/> | \$ |  | .00 |
| → a. | Of the (Item 6) dollars, how much was for the HOG enterprise? . . . . .   | 0891 | <input type="checkbox"/> | \$ |  | .00 |

- Section K – Principal operator and all other unpaid workers work hours for the HOG enterprise



# Section N: Hog Screening and Inventory

- Item 1 – 25 or more hogs/pigs ON operation

|   |  |
|---|--|
| <b>SECTION N</b>  | <b>HOG SCREENING and INVENTORY</b>                     |
| 1. Were 25 or more hogs or pigs located on this operation at any time during 2025, regardless of ownership? |  |
| 1500<br>1 <input type="checkbox"/>  | 3 <input type="checkbox"/> <i>No - Go to Section X</i> |
| <i>Yes - Continue</i>   |  |

- Item 3 – Type of production arrangement
  - 1) Production contract - Operator is contractee and contractor owns hogs and usually provides production inputs
  - 2) Independent – Operator owns the hogs and supplies production inputs
  - 3) Cooperative – Group of producers who form a network or alliance to produce or market hogs
  - 4) More than one type

# Section N: Hog Screening and Inventory cont.

- Item 4 – Inventory on hand
  - Column 1 – Separated between breeding and market then by class
  - Column 2 – Inventory on hand Jan 1
  - Column 3 – Inventory on hand Dec 31
    - ✓ Check sum of Inventory with Inventory reported in Section C, Item Code 263.

|   |
|---|
| 1   |
| How many head of [item] were                                      |
| Breeding  |
| a. sows, gilts and young gilts bred and to be bred . . . . .      |
| b. boars and young males for breeding . . . . .                   |
| c. cull breeding stock including sows, gilts, and boars . . . . . |
| Market  |
| d. other hogs under 50 pounds . . . . .                           |
| e. other hogs 50 – 119 pounds . . . . .                           |
| f. other hogs 120 – 179 pounds. . . . .                           |
| g. other hogs 180 pounds and over. . . . .                        |



# Section O: Land Use for Hog Production

- Item 1 – Acres of land used for hog production
  - If acres are given in tenths (e.g 0.8) round up to the nearest whole acre.

| SECTION O LAND USE for HOG PRODUCTION  |      |
|--|------|
| 1. How many total acres of farm/ranch land were used for hog production?<br>(INCLUDE pastures, hog lots, building sites, manure storage, etc. EXCLUDE acres<br>used to produce crops to feed to hogs and acres to which hog manure was applied.) . . . . . | 1596 |
| 2. How many of these acres (item 1) were pasture that provided a source of hog feed? . . . . .   | 1597 |

- Item 2 – Acres of land used for hog production that were pasture used for feed



# Section P: Hog Purchases, Placements, and Farrowings

- Hogs purchased → complete Columns 2, 3, & 5
- Hogs placed under contract → complete Columns 4 & 5
- ✓ Section N Item 3 = 1 production contract

| SECTION P HOG and PIG PURCHASES, CONTRACT PLACEMENTS and FARROWINGS   |  |  |   |    |     |  |  |  |  |
|---|--|--|---|----|-----|--|--|--|--|
| 1. Report the purchases and placements of hogs and pigs during 2025. If hogs were produced under a production contract (SECTION E), complete columns 4 and 5. For all other hogs and pigs, complete columns 2, 3 and 5. |  |  |   |    |     |  |  |  |  |
| 1<br>Hogs and pigs  | 2<br>How many head of [column 1] were purchased during 2025?<br>[If none, go to column 4.]<br>Head |  | 3<br>What was the total amount paid to purchase these [column 2] hogs or pigs?<br>[INCLUDE commissions. EXCLUDE transportation costs.]<br>Total Dollars |    |     | 4<br>How many head of [column 1] were placed under contract on this operation in 2025?<br>[If column 2 and 4 are both none, go to next row.]<br>Head |  | 5<br>What was the average weight per head of [column 1] purchased or placed under contract on this operation in 2025?<br>Average Pounds Per Head |  |
| a. bred and open gilts for breeding . .   | 1524   |  | 1525  | \$ | .00 | 1526   |  | 1527   |  |
| b. sows for breeding. . . . .   | 2940   |  | 1529  | \$ | .00 | 1530   |  | 1531   |  |
| c. boars for breeding . . . . .   | 1532   |  | 1533  | \$ | .00 | 1534   |  | 1535   |  |
| d. nursery pigs. . . . .  | 1536   |  | 1537  | \$ | .00 | 1538   |  | 1539   |  |
| e. feeder pigs . . . . .  | 1540   |  | 1541  | \$ | .00 | 1542   |  | 1543   |  |

## Section P: Hog Purchases, Placements, and Farrowings (cont.)

- Item 3 – Were litters farrowed on operation in the reference year?
  - Average litters per sow = 2
  - Average pigs born per litter = 10-12
  - Average pre-weaned death loss rate = 10% (3c < 3b)
- Item 4 – Of total weaned pigs, how many died before reaching market weight?
  - Average weaned death loss rate = 2-4%





# Section Q: Hog Sales and Contract Removals

- Hogs sold on open market or under marketing contract  
→ complete Columns 2, 3, & 5
- Hogs produced under contract → complete Columns 4 & 5

| SECTION Q HOG SALES and CONTRACT REMOVALS  |  |  |   |    |  |      |   |      |  |
|--|--|--|---|----|--|------|---|------|--|
| 1. Report the sales and contract removals of hogs and pigs from this operation in 2025. If hogs were produced under a production contract (SECTION E), complete columns 4 and 5. For all other hogs and pigs, complete columns 2, 3 and 5. |  |  |   |    |  |      |   |      |  |
| 1<br>Hogs and pigs   | 2<br>How many [column 1] did this operation sell (on open market or under a marketing contract) in 2025?<br>[If none, go to column 4.]<br>Head |  | 3<br>What was the total amount received for sales of the [column 2] hogs or pigs (net of marketing charges, etc.)?<br>Dollars |    | 4<br>How many [column 1] were removed from this operation under a production contract in 2025?<br>Head |      | 5<br>What was the average weight of [column 1] sold/removed in 2025?<br>Pounds Per Head |      |  |
| a. bred and open gilts for breeding. . . . .   | 1556   |  | 1557  | \$ | .00  | 1558 |   | 1559 |  |
| b. sows for breeding. . . . .  | 1560   |  | 1561  | \$ | .00  | 1562 |   | 1563 |  |
| c. boars for breeding. . . . .   | 1564   |  | 1565  | \$ | .00  | 1566 |   | 1567 |  |
| d. cull sows. . . . .  | 1568   |  | 1569  | \$ | .00  | 1570 |   | 2941 |  |
| e. cull gilts originally intended for breeding. . . . .  | 1572   |  | 1573  | \$ | .00  | 2942 |   | 1575 |  |
| f. cull boars. . . . .   | 1576   |  | 1577  | \$ | .00  | 1578 |   | 1579 |  |
| g. nursery pigs. . . . .   | 1580   |  | 1581  | \$ | .00  | 1582 |   | 1583 |  |
| h. feeder pigs. . . . .  | 1584   |  | 1585  | \$ | .00  | 1586 |   | 1587 |  |
| i. market hogs (EXCLUDING cull breeding stock previously reported) . . .   | 1588   |  | 1589  | \$ | .00  | 1590 |   | 1591 |  |

# Section R: Hog Feed

- Item 1 – Screening for Purchased or Placed Feed
  - Unless the operation grew all the feed fed to the hogs, this answer will always be “Yes”.

| SECTION R  | HOG FEED  |
|--|---|
| 1. Did you PURCHASE or did the contractor PLACE any feed for hogs on this operation in 2025? |   |
| 3286 1 <input type="checkbox"/> Yes - Continue   | 3 <input type="checkbox"/> No - Go to Item 4 on the next page |



# Section R: Hog Feed

- Item 2 –Purchased or Placed Feed

- Contractors generally deliver feed to their contractee operations. Record this delivered feed as either a complete commercial and/or custom feed mix (code 1).

- Item 4—Homegrown Feed

- Contractees will rarely have homegrown feed...otherwise similar to Item 2.

2. Please use the following codes to answer the questions in the table about feed that was purchased by this farm or placed by a contractor and fed to hogs or pigs on this operation in 2025.

| FEED TYPE CODES (Column 1)                                |  | FACILITY TYPE CODES (Column 5)      |  |
|---|--|-------------------------------------|--|
| 1 COMPLETE COMMERCIAL FEED and COMPLETE CUSTOM FEED MIXES | 15 PROTEIN BY-PRODUCTS   | 21 AIRTIGHT UPRIGHT SILO            |  |
| 2 HIGH MOISTURE CORN (> 20%)                              | 16 VITAMIN or MINERAL SUPPLEMENTS (include kelp)               | 22 OTHER UPRIGHT SILO               |  |
| 3 LOW MOISTURE CORN                                       | 26 MILK or MILK BY-PRODUCT                                     | 23 BIN/TANK FOR HIGH MOISTURE GRAIN |  |
| 4 BARLEY  | 28 OTHER FEED ADDITIVES  | 24 BIN FOR GRAIN                    |  |
| 5 HIGH MOISTURE SORGHUM/MILO (> 20%)                      | 29 ANTIBIOTICS or OTHER MEDICATED ADDITIVES                    | 25 METAL FEED TANK                  |  |
| 6 LOW MOISTURE SORGHUM/MILO                               | 30 SALT AND MINERALS   | 26 OTHER BIN/TANK                   |  |
| 7 WHEAT   | 32 SOYBEAN MEAL  | 27 CORN CRIB                        |  |
| 9 OATS  | 33 SOYBEAN MEAL WITH COMMERCIAL PREMIX, MINTRATE               | 28 OPEN BUILDING/SHED               |  |
| 10 OTHER FEED GRAINS                                      | 34 MILK REPLACER or CALF STARTER                               | 29 CLOSED BUILDING/SHED             |  |
| 11 DISTILLERS/BREWERS GRAIN                               | 35 OTHER COMPLETE PROTEIN MIXES, LYSINE, MEALS, or SUPPLEMENTS | 34 NO FACILITY USED                 |  |
| 12 OTHER NON PROTEIN BY-PRODUCTS                          |  | 5976 <input type="text"/>           |  |
| 14 PROTEIN SUPPLEMENTS                                    |  | 40 OTHER <input type="text"/>       |  |

| 1<br>What types of feed were purchased by this farm or placed by a contractor and fed to hogs on this operation in 2025?<br><br>[Enter Feed Type Code from above.] | 2<br>What was the total amount of [column 1] fed to hogs in 2025? Report the unit code for this amount in column 3. | 3<br>Unit codes<br>1 POUNDS<br>2 CWT<br>3 TONS<br>4 BUSHELS<br>12 GALLONS | 4<br>What percent of this feed [column 2] was purchased/placed by – (must add to 100%)<br>– this operation PERCENT<br>– the contractor PERCENT | 5<br>What type of facility was most of this [column 1] feed stored in? |
|--|---|---|--|--|
| (Name) (Code)  | (Amount)  | (Code)  |  | (Code)   |
|  | 2006  | 3287  |  |  |
|  |   | 3288  |  |  |
|  |   | 3230  |  |  |
|  |   | %   | 3231   | %  |
|  |   |   |  | 3232   |

# Section S: Production Feeding & Biosecurity

- Feeding
  - ✓ For Items 1-2 make sure answers make sense with type of hog inventory from Section N.
- Item 1 – Phase feeding of finishing hogs
  - Most finishing operations will feed different rations to promote growth

| SECTION S  |                            | HOG PRODUCTION FEEDING & BIOSECURITY |  |
|--|----------------------------|--------------------------------------|--|
| FEEDING  |                            |                                      |  |
| 1. Was phase feeding of finishing hogs practiced on this operation in 2025?                |                            |                                      |  |
| 1644   | 1 <input type="checkbox"/> | Yes - Continue                       | 3 <input type="checkbox"/> No - Go to Item 2 |
|  |                            |                                      | Number                                       |
| a. How many different rations were finishing hogs fed on this operation in 2025? . . . . . |                            |                                      | 1645   |
| b. Was split-sex feeding of finishing hogs practiced on this operation in 2025? . . . . .  |                            |                                      | 1643   |
| 1  | <input type="checkbox"/>   | Yes                                  | 3 <input type="checkbox"/> No                |

## Section S:

# Production Feeding & Biosecurity

- Item 2 – All-In/All-Out (AIAO) system
  - AIAO – pigs are placed only with those of similar age and weight and moved together through each production phase. Can be done by room, building, or site. Marketing is done a room at a time and rooms are washed and disinfected between groups.
  - Most growing/finishing operations use an AIAO system

|   |      |   |                          |     |                               |
|---|------|---|--------------------------|-----|-------------------------------|
| 2. Was an all-in/all-out (AIAO) system used in 2025 for the — |      |   |                          |     |                               |
| a. Farrowing facilities? .....                                | 1646 | 1 | <input type="checkbox"/> | Yes | 3 <input type="checkbox"/> No |
| b. Nursery facilities? .....                                  | 1647 | 1 | <input type="checkbox"/> | Yes | 3 <input type="checkbox"/> No |
| c. Growing/finishing facilities? .....                        | 1648 | 1 | <input type="checkbox"/> | Yes | 3 <input type="checkbox"/> No |

# Section S: Production Feeding & Biosecurity (cont.)

- Item 3 – Pork Quality Assurance (PQA) Plus certification
  - PQA – Good Production Practices are provided to producers for the promotion of food safety and animal well-being



- Item 4 – Buyer required a PQA Plus certification
  - Many buyers require the PQA Plus certification for consumer peace of mind

## OTHER BIOSECURITY PRACTICES

- |    |   |   |                          |     |   |                          |    |
|----|---|---|--------------------------|-----|---|--------------------------|----|
| 3. | Did you have Pork Quality Assurance (PQA) Plus certification status during 2025? . . . 2944 | 1 | <input type="checkbox"/> | Yes | 3 | <input type="checkbox"/> | No |
| 4. | Did the buyer of your hogs in 2025 require PQA Plus certification? . . . . . 2945           | 1 | <input type="checkbox"/> | Yes | 3 | <input type="checkbox"/> | No |





# Section T: Items 1

- Item 1 – Type of Manure Handling System Most Used
  - Each system is described more in detail in the appendix
  - Most large producers will use a deep-pit system
  - ✓ Verify the manure handling system makes sense with the manure handling and storage codes from Section U.

| SECTION T  |   | HOG MANURE   |
|--|---|--|
| 1. Identify the type of manure handling system that was used for the majority of the hog manure on this operation in 2025. |   |  |
| 1672   | 1 | <input type="checkbox"/> Dry system ( <i>open lot, animals not confined to barn</i> )                            |
|  | 2 | <input type="checkbox"/> House flush system ( <i>usually flushed every 2-24 hours</i> )                          |
|  | 3 | <input type="checkbox"/> Pit recharge system ( <i>water added, shallow pits usually flushed every 2-7 days</i> ) |
|  | 4 | <input type="checkbox"/> Pull-plug pit system ( <i>NO water added, usually drained every 2-4 weeks</i> )         |
|  | 5 | <input type="checkbox"/> Deep-pit system ( <i>NO water added, usually drained every 2-6 months</i> )             |



# Section T: Items 2

- Item 2 – Frequency of Manure Removal
  - For operations that removed manure every other week, code as 2 – Weekly
  - If coded as 6 – Other, leave a comment

2. How often was manure removed from the hog housing and holding facilities in 2025?

1673

|   |                          |                        |
|---|--------------------------|------------------------|
| 1 | <input type="checkbox"/> | Daily                  |
| 2 | <input type="checkbox"/> | Weekly                 |
| 3 | <input type="checkbox"/> | Monthly                |
| 4 | <input type="checkbox"/> | Less than once a month |
| 5 | <input type="checkbox"/> | Annually               |
| 6 | <input type="checkbox"/> | Other                  |
| 7 | <input type="checkbox"/> | Never                  |



# Section T: Items 3-4

- Item 3 – Methane collection
  - Do not expect many operations to collect methane



- Item 4 – Manure field application on this operation
  - An 85/45 operation split between crops and livestock should not have manure applied on this operation.

# Section U: Housing Facilities

- Item 1 – Hog housing facilities
  - Report each building only once – if building was used for multiple functions report under only one function
  - Report all structures used regardless of age or condition
  - All columns use codes except Column 3 (number of facilities) and Column 7 (capacity)
- Column 1 – Hog facilities used for
  - a) Gestating Gilts and Sows* (including breeding facilities)
  - b) Farrowing*
  - c) Nursery Pigs* (Exclude pigs kept in farrowing crates or pigs moved directly to growing/finishing facilities.)
  - d) Growing/Finishing*

# Section U: Enclosed Confinement

- Column 2 – Type of housing facility
  - Most large hog producers use Enclosed Confinement or Open-Sided Confinement (no outside access)
    1. Enclosed Confinement (no outside access)
      - permanent building with 4 walls



# Section U: Facility Type 2

- Open-Sided Confinement (no outside access) – 1 or more walls are removable (curtains) or not present but hogs are not allowed outside



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National Agricultural Statistics Service





# Section U: Facility Types 3-4

3. Open-Sided Confinement  
(with outside access)

4. Quonset or Hoop



## Section U: Facility types 5-6

5. Lean-to



6. Sun-shade



# Section U: Facility Type 7

## 7. Portable



# Section U: Col. 4-5

- Column 4 – Type of frame
  - Most frames will be wood for confinement buildings
  - 10 - Wood
- Column 5 – Type of floor
  - Slotted



| 4                               | 5                               |
|---------------------------------|---------------------------------|
| What type of frame did it have? | What type of floor did it have? |
| [Enter Frame Type codes.]       | [Enter Floor Type codes.]       |
| (Code)                          | (Code)                          |



# Section U: Col. 6-8

- Column 6 – Type of manure handling
  - Most large producers and newer buildings will have a pit
- Column 7 – Total capacity of facilities
  - For farrowing facilities, use the total number of sows only (not sows and pigs)
- Column 8 – Type of manure storage facility (primary)
  - Most large producers and newer buildings will have a manure pit under the building

| 6  | 7  | 8  |
|--|--|--|
| What type of manure handling method was used in the facility/ building reported in column 2?<br>[Enter Manure Handling codes.]<br>(Code) | How many total head can ALL of these [column 3] facilities/ buildings house at one time?<br><br>(Head) | What primary manure storage facility was used with the facilities/ buildings?<br>[Enter Manure Storage codes.]<br>(Code) |



# Section V: Vehicles, Trucks, and Tractors

- Only include vehicles, trucks, and tractors used for:
  - Feed hauling, manure handling and spreading, and hauling hogs
- Question 2, only include trucks used for:
  - Hauling hogs on and off the operation, hauling feed to this operation, and any other use associated with hog production
- Question 3, only include tractors used for:
  - Feed processing, manure hauling, hauling hogs, and any other use associated with hog production





# Section W: Machinery and Equipment

- Only report machinery and equipment used on the Hog Enterprise
- List machinery and equipment used most often or most expensive first
- List the same machine or piece of equipment on the same





# Questions???



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National  
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Service  
  
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Statistics  
Board  
  
Washington,  
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November  
2025

**2025**  
**ARMS 3**  
**Agricultural**  
**Resource**  
**Management**  
**Survey**  
**Phase 3**  
**Interviewer's Manual**

# ARMS 3 – 2025 Broiler Version



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



# What is a Broiler?

- Typically, 4-6 weeks old
- Meat purposes
- Do not lay eggs
- 4-7 pounds at slaughter



# Why are we collecting data about Broilers?

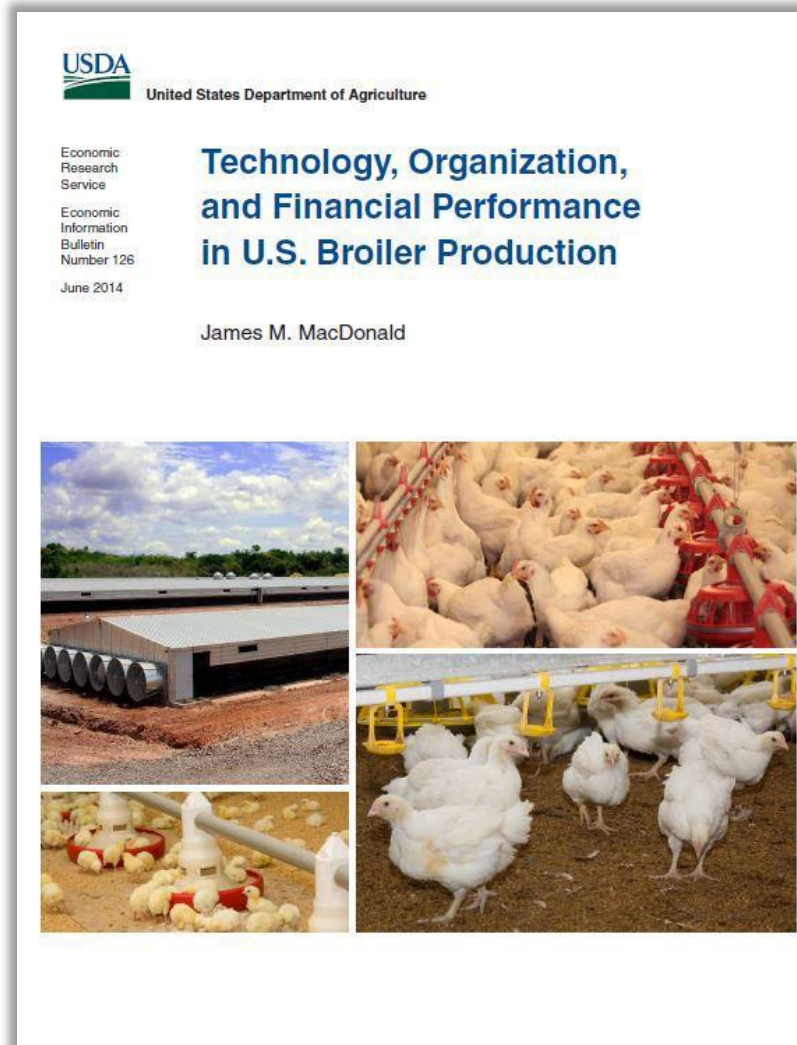
- Contract Growers are the bulk of broiler production
- Data needed to show key features of the industry
- Show the results of policy and the changing industry
- Financial health of the contract grower market





# What sort of data will you be gathering?

- Production Information
- Contract Features
- Production Practices
- Costs of Broiler Enterprise



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# Differences between the CRR and Broiler Versions

- |   |                          |    |     |
|---|--------------------------|----|-----|
| 34. Marketing and storage expenses incurred by this operation? (INCLUDE check-off, commissions, storage, inspection, ginning, etc. INCLUDE marketing expenses for contract sales.) 0868 | <input type="checkbox"/> | \$ | .00 |
| a. Of the (Item 34) dollars, how much was for the BROILER enterprise? . . . . . 0943  | <input type="checkbox"/> | \$ | .00 |

In 2025, how much was spent for each item by the operation's LANDLORD(S):

## OPERATING EXPENSES In 2025

- |  | None                     | Dollars |
|--|--------------------------|---------|
| 48. seeds, sets, plants, seed cleaning and treatments, transplants, trees and nursery stock? (INCLUDE technology or other fees, seed treatments, and seed cleaning cost. EXCLUDE items purchased for resale without additional growth.) . . . . . 0601 | <input type="checkbox"/> | \$ .00  |
| 49. nutrients, fertilizer, lime, and soil conditioners? (INCLUDE cost of custom application and organic materials. EXCLUDE potting mixes, vermiculite, and sterilized soil.) . . . . . 0607  | <input type="checkbox"/> | \$ .00  |
| 50. agricultural chemicals and biocontrols for crops, livestock, poultry, and general farm use? (INCLUDE biological pest controls and custom application costs.) . . . . . 0613  | <input type="checkbox"/> | \$ .00  |
| 51. property taxes on real estate (land and buildings)? (INCLUDE real estate taxes on the producer's dwelling, if owned by the operation) . . . . . 0745   | <input type="checkbox"/> | \$ .00  |
| 52. Marketing and storage expenses incurred by this operation? (INCLUDE check-off, commissions, storage, inspection, ginning, etc. Include marketing expenses for contract sales.) . . 0869  | <input type="checkbox"/> | \$ .00  |
| 2668 <input type="text"/> . . 2669   | <input type="checkbox"/> | \$ .00  |
| 53. All other landlord expenses → Please specify.  |                          |         |
| 54. How much of the total landlord expenses (items 48-53) were for the BROILER enterprise? . . . . . 3992  | <input type="checkbox"/> | \$ .00  |

# Sec. K Personal Characteristics and Farm Management

|   | Dollars & Cents                              |      | Code                 | Rate of Pay Codes                                    |
|---|--|------|----------------------|--|
| 12. For full-time paid workers reported in item 11a, what was the average wage paid and rate of pay?.. 6074           | \$ <input type="text"/> <input type="text"/> | 3091 | <input type="text"/> | 1 Per Hour<br>2 Per Day<br>3 Per Week<br>4 Per Month |
| 13. For part-time or seasonal workers included in item 11b, what was the average wage paid and rate of pay?..... 6075 | \$ <input type="text"/> <input type="text"/> | 3093 | <input type="text"/> |  |

- Only for the Broiler enterprise
- One question is for full-time, and one is for part-time and seasonal
- Make sure to enter Rate of Pay in code box



## Sec. K – Differences (cont.)

(i) What percent of the total number of hours worked by all UNPAID workers (*Item 14b - excluding the producer*) in the broiler operation was performed by workers under 16 years of age? (*Estimates of labor costs for unpaid workers are based on off-farm wages, which are different for workers under 16 relative to those 16 and older.*) . . . . . 1138

| Percent |
|---------|
|         |

- Unpaid
- Under 16
- Not the Principal Operator/Producer



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# Sec. N-Broiler Screening and Inventory Section

- Regardless of Ownership
- Produced over 1000 broilers for meat
- Year began production of broilers
- Shut down, not between flocks

|   |   |   |                                  |
|---|---|---|----------------------------------|
| 1. Were 1,000 or more broilers produced for meat on this operation at any time during 2025, regardless of ownership?    |   |   |                                  |
| 6084  | 1 <input type="checkbox"/> Yes - Continue | 3 <input type="checkbox"/> No - Go to Section U | Head                             |
| 2. Regardless of ownership, what was the largest (peak) number of broilers on this operation at any time in 2025? ..... |   |   | 1302                             |
|   |   |   | Year                             |
| 3. In what year did this operation first begin producing broilers? .....  |   |   | 1303                             |
| 4. Was this operation shut down at any time during 2025?  |   |   |                                  |
| 1304  | 1 <input type="checkbox"/> Yes - Continue | 3 <input type="checkbox"/> No - Go to Item 5    |                                  |
| a. Select the reason for the shut down.   |   |   |                                  |
| 6085  | 1 <input type="checkbox"/> Rebuilding     | 2 <input type="checkbox"/> Quarantine           | 3 <input type="checkbox"/> Other |
| b. How many weeks was this operation shut down? .....   |   |   | 6086                             |
|   |   |   | Weeks                            |
| c. How many houses were shut down? .....  |   |   | 6087                             |
|   |   |   | Houses                           |



# Production Arrangement Questions

- Type of Arrangement
- Antibiotic Use Details
- Animal Welfare Requirements
- Organic Certifications



5. Under what type of production arrangement were broilers produced on this operation in 2025? Mark only one.

6088 1 ☐ Production contract 2 ☐ Independent 3 ☐ Processor-owned operation 4 ☐ Other

6. Chicken companies sometimes place growers in programs that specify standards for antibiotic use and other production practices. The following questions are about those programs.

a. Was this operation in a "No Antibiotics Ever" (NAE) Program in 2025? (Broilers are hatched, raised, and harvested without the use of antibiotics ever)

6089 1 ☐ Yes - Continue 3 ☐ No - Go to Item 6b

(i) Did any of your birds require treatment with antibiotics for disease or illness in 2025?

6090 1 ☐ Yes 3 ☐ No

b. Was this operation in a "Raised without any Antibiotics Important to Human Medicine" (RAIHM) program in 2025? (In a RAIHM program, no antibiotics "important to human medicine", as defined by the Food and Drug Administration, are used).

6091 1 ☐ Yes 3 ☐ No

c. Was this operation in a "Responsible Use of Antibiotics" (RUA) program in 2025? (RUA programs include RAIHM (item 6b, above) and additional specifications for antibiotics used)

6092 1 ☐ Yes 3 ☐ No

7. Is this operation enrolled in the National Poultry Improvement Plan (NPIP)?

0085 1 ☐ Yes - Continue 3 ☐ No - Go to Item 8

a. Is this facility enrolled in:

(i) NPIP Avian Influenza Program?

6093 1 ☐ Yes 3 ☐ No

(ii) NPIP Salmonella Program?

6094 1 ☐ Yes 3 ☐ No

8. Do you follow any specified animal welfare requirements, such as space per bird, or the Humane Farm Animal Care certification?

1846 1 ☐ Yes 3 ☐ No

9. Was this a certified organic operation in 2025?

1854 1 ☐ Yes 3 ☐ No

1982  
Office Use Only



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# Sec. O - Chick Purchases, Placements and Death Loss



|   |   |         |  |                      |   |
|---|---|---------|--|----------------------|---|
| 1. Were any broiler chicks placed on or purchased for this operation in 2025?   |   |         |  |                      |   |
| 1311 1 <input type="checkbox"/> Yes - Continue  | 3 <input type="checkbox"/> No - Go to Section U   |         |  |                      |   |
|   |   |         |  |                      |   |
| a. How many live chicks were placed on or purchased for this operation in 20xx? . . . . . 1312                                | <table><tr><td colspan="2">Number</td></tr><tr><td colspan="2"><input type="text"/></td></tr></table> | Number  |  | <input type="text"/> |   |
| Number  |   |         |  |                      |   |
| <input type="text"/>  |   |         |  |                      |   |
|   |   |         |  |                      |   |
| b. What percent of item 1a died before removal? . . . . . 1313  | <table><tr><td colspan="2">Percent</td></tr><tr><td><input type="text"/></td><td>%</td></tr></table>  | Percent |  | <input type="text"/> | % |
| Percent   |   |         |  |                      |   |
| <input type="text"/>  | %   |         |  |                      |   |
|   |   |         |  |                      |   |
| 2. On average, how many days were chicks on this operation before removal? . . . . . 6205                                     | <table><tr><td colspan="2">Days</td></tr><tr><td colspan="2"><input type="text"/></td></tr></table>   | Days    |  | <input type="text"/> |   |
| Days  |   |         |  |                      |   |
| <input type="text"/>  |   |         |  |                      |   |
|   |   |         |  |                      |   |
| 3. On average, how many days passed between removal of a flock and placement of a new flock on this operation? . . . . . 6206 | <table><tr><td colspan="2">Days</td></tr><tr><td colspan="2"><input type="text"/></td></tr></table>   | Days    |  | <input type="text"/> |   |
| Days  |   |         |  |                      |   |
| <input type="text"/>  |   |         |  |                      |   |



# Sec. P-Broiler Sales and Contract Removals

If this operation produced broilers under a production contract, complete columns 4 and 5. For all other broilers, complete columns 2, 3, and 5.

1. The next few questions are about sales and contract removals of broilers from this operation in 2025.

| 1                                  | 2   | 3   | 4   | 5  |
|------------------------------------|---|---|---|--|
| Grow-out weight class for broilers | How many [column 1] did this operation sell (on open market or under a marketing contract) in 2025?<br>(If none, go to column 4.)<br>HEAD | What was the total amount received for sales of [column 2] (net of marketing charges, etc.)?<br>DOLLARS | How many [column 1] were removed from this operation under a production contract in 2025?<br>HEAD | What was the average weight of [column 1] sold/removed in 2025?<br>POUNDS PER HEAD |
| a. broilers, 4.25 lbs. or less?    | 6207  | 6208  | 6209  | 6210   |
|                                    |   | \$ .00  |   | .  |
| b. broilers, 4.26 – 6.25 lbs.?     | 6211  | 6212  | 6213  | 1671   |
|                                    |   | \$ .00  |   | .  |
| c. broilers, 6.26 – 7.75 lbs.?     | 6214  | 6215  | 1674  | 6216   |
|                                    |   | \$ .00  |   | .  |
| d. broilers, 7.76 lbs. or more?    | 1676  | 1677  | 1678  | 1679   |
|                                    |   | \$ .00  |   | .  |

[If broilers were removed under a production contract in item 1, column 4, continue to item 2; otherwise, go to item 8.]



# Production Contract Questions

2. Who is your current contractor?

Name

Office use POID

Office use FIPS

8120

0766

6095

Is your contract short term (flock to flock) or long term (multiple flocks)?

1950

1

☐

Short-term - Go to Item 4a

2

☐

Don't know - Go to Item 5

3

☐

Long-term - Go to Item 4b

b. How long is the duration of your current contract?

1952

Number

AND

1953

1

☐

Months

2

☐

Years

3

☐

Flocks



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## Sec. Q-Broiler Feed

- For the entire year
- Only for the broilers
- Only choose one unit

|   |                                   |                                |                                 |                                    | Number                             |
|---|-----------------------------------|--------------------------------|---------------------------------|------------------------------------|------------------------------------|
| 1. What was the total amount of feed provided to broilers in 2025? . . . . . 6109 |                                   |                                |                                 |                                    |                                    |
| Measurement unit. Mark one.   |                                   |                                |                                 |                                    |                                    |
| 6110  | 1 <input type="checkbox"/> Pounds | 2 <input type="checkbox"/> CWT | 3 <input type="checkbox"/> Tons | 4 <input type="checkbox"/> Bushels | 5 <input type="checkbox"/> Gallons |



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# Sect. R - Broiler Housing

| SECTION R BROILER HOUSING   |      |  |      |  |      |  |      |  |      |                                |                               |  |
|---|------|--|------|--|------|--|------|--|------|--------------------------------|-------------------------------|--|
| 1. Please enter the following information for each broiler house used on this operation.  |      |  |      |  |      |  |      |  |      |                                |                               |  |
| House Characteristics   | #1   |  | #2   |  | #3   |  | #4   |  | #5   |                                | #6                            |  |
| a. How long is this house? . . . . . ft.  | 6164 |  | 1505 |  | 6218 |  | 6221 |  | 6223 |                                | 6226                          |  |
| 2. During 2023, 2024, or 2025, did you incur any capital expenses for construction or remodeling of broiler housing, or purchase of equipment for the houses? |      |  |      |  |      |  |      |  |      |                                |                               |  |
| 6251 1 <input type="checkbox"/> Yes - Continue      3 <input type="checkbox"/> No - Go to Item 3  |      |  |      |  |      |  |      |  |      |                                |                               |  |
|   |      |  |      |  |      |  |      |  |      | Dollars                        |                               |  |
| a. How much was spent on these purchases in 2023? . . . . . 6252  |      |  |      |  |      |  |      |  |      | \$                             | .00                           |  |
| b. How much was spent on these purchases in 2024? . . . . . 6253  |      |  |      |  |      |  |      |  |      | \$                             | .00                           |  |
| c. How much was spent on these purchases in 2025? . . . . . 6254  |      |  |      |  |      |  |      |  |      | \$                             | .00                           |  |
| d. Were some or all of these capital investments required by your contractor? . . . . . 6255  |      |  |      |  |      |  |      |  |      | 1 <input type="checkbox"/> Yes | 3 <input type="checkbox"/> No |  |
| 3. Have you had an energy audit or ventilation assessment of this operation? . . . . . 6130   |      |  |      |  |      |  |      |  |      | 1 <input type="checkbox"/> Yes | 3 <input type="checkbox"/> No |  |



# Sec. S - Broiler Litter

1. Did this operation store used litter in storage facilities other than broiler houses in 2025?

1700

1

☐ Yes - Continue

3

☐ No - Go to Item 2

## STORAGE TYPE CODES

Column 1

|   |  |                    |
|---|--|--------------------|
| Covered stockpile with ground liner . . . . . 1 | Open stockpile with ground liner . . . . . 4 | Lagoon . . . . . 7 |
| In-field covered stockpile . . . . . 2          | Bunker Type Storage . . . . . 5              | Other . . . . . 8  |
| In-field open stockpile . . . . . 3             | Roofed Storage Structure . . . . . 6         |                    |

| 1<br>What type of litter storage facilities did this operation use<br>in 2025?<br>[Enter Storage Type code]<br>NAME |      |   | 2<br>How many of<br>this type were<br>used?<br>NUMBER |   | 3<br>What<br>percentage of<br>litter is stored in<br>this structure<br>type? |    | 4<br>On average,<br>how many<br>days is litter<br>stored in this<br>structure type? |    |
|---|------|---|---|---|--|----|---|----|
| Roofed Storage Structure  | 1684 | 6 | 1685  | 1 | 6132   | 50 | 6133  | 90 |
| Roofed Storage Structure  | 1688 | 6 | 1689  | 2 | 6134   | 25 | 6135  | 60 |
|   | 1692 |   | 1693  |   | 6136   |    | 6137  |    |
|   | 1696 |   | 1697  |   | 6138   |    | 6139  |    |





# Litter Clean Out and Production

4. Who cleans out your broiler houses? (Choose the option that best fits your operation.)

1705

- 1 ☐ This operation, using equipment owned by this operation
- 2 ☐ This operation, using leased or borrowed equipment
- 3 ☐ A custom provider hired by this operation
- 4 ☐ The integrator, or a custom provider hired by the integrator
- 5 ☐ A third party who retains the litter

5. What percent of the poultry litter produced on this operation in 2025 was or will be —

- a. composted on farm? . . . . . 6142
- b. applied directly to fields on this operation? . . . . . 1716
- c. removed from this operation? . . . . . 1717
- d. other? . . . . . 6143

| Percent |   |
|---------|---|
|         | % |
|         | % |
|         | % |
|         | % |



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# Litter Applications



|   |  |           |
|---|--|-----------|
| 6. On how many total acres was poultry litter applied on this operation in 2025?<br>[If zero acres of application, go to item 12.] . . . . . 1701 |  | Acres     |
| [Refer to crop codes in Respondent Booklet.]  |  |           |
| a. What crop received the largest share of the poultry litter applied on this operation? . . . . . 1702   |  | Crop Code |
| Specify crop: 6145 <input type="text"/> [Use code 999 for bermuda grass.]   |  |           |
| b. How many acres of this crop received litter? . . . . . 1703  |  | Acres     |
| (i) What percentage was surface applied? . . . . . 6146   |  | Percent   |
| (ii) What percentage was incorporated within 3 days? . . . . . 6147   |  | %         |
| (iii) What percentage was incorporated within a week? . . . . . 6148  |  | %         |
| (iv) What percentage was incorporated after more than a week? . . . . . 6149  |  | %         |

# Commercial Fertilizer Application and Litter Removal

9. Was any commercial fertilizer applied to the same (item 6) acres on this operation on which broiler litter was applied?

6257

1 ☐ Yes - Continue

3 ☐ No - Go to Item 12

12. Was any poultry litter removed from this operation in 2025?

1719

1 ☐ Yes - Continue

3 ☐ No - Go to Item 15

13. Of the poultry litter removed from this operation, what percent was —

a. sold by this operation? . . . . . 1720

| Percent |   |
|---------|---|
|         | % |

(i) What is the total dollar amount received for these poultry litter sales in 2025? . . . . . 1721

| Dollars |     |
|---------|-----|
| \$      | .00 |

b. What percent was hauled off this operation for a fee? . . . . . 1722

| Percent |   |
|---------|---|
|         | % |

(i) What was the total dollar amount paid to have this poultry litter hauled off in 2025? . . . . . 1723

| Dollars |     |
|---------|-----|
| \$      | .00 |

c. What percent was given away in exchange for clean-out and hauling? . . . . . 1724

| Percent |   |
|---------|---|
|         | % |

d. What percent was given away in exchange for other services? . . . . . 1725

| Percent |   |
|---------|---|
|         | % |

e. What percent was given away free of charge? . . . . . 1726

| Percent |   |
|---------|---|
|         | % |

# Nutrient Management Plan

15. Did this operation follow a certified nutrient management plan that conforms to agronomic standards?

1731

1 ☐ Yes - Continue

3 ☐ No - Go to Item 17

16. The nutrient management plan was based upon which nutrient(s)?

**First Nutrient. Mark only one.**

1730

1 ☐ Nitrogen

2 ☐ Phosphorus

3 ☐ Potassium

4 ☐ Other – specify: ↗

6151

**Second Nutrient. Mark only one.**

6260

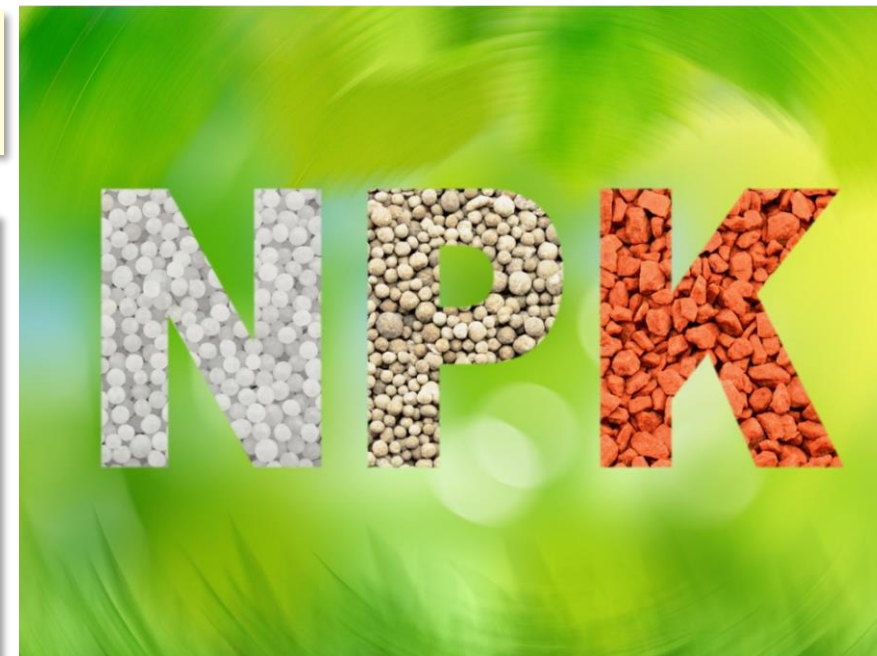
1 ☐ Nitrogen

2 ☐ Phosphorus

3 ☐ Potassium

4 ☐ Other – specify: ↗

6152



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# Dead Bird Disposal

18. What is the primary method for disposing of dead birds on this operation?

1736

1 ☐

Airtight container in disposal pit

2 ☐

Burial pit, no airtight container

3 ☐

Incineration

4 ☐

Composting

5 ☐

Rendering

6 ☐

Burial in landfill

7 ☐

Freezing

8 ☐

Other



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## Sect. T-Biosecurity

8. In 2025, did this operation **use** any equipment, other than vehicles, that was **also used** on other poultry operations (such as lawn mowers, live haul loaders, transport crates, litter/manure handling, tillers/decaking equipment, processing equipment) including equipment that you lent, borrowed, or co-owned with another poultry operation?

0350

1 ☐

**Yes - Continue**

3 ☐

**No - Go to Item 9**

- a. How often was equipment cleaned when it came onto the operation? Mark only one.

0351

1 ☐

**Always**

2 ☐

**Sometimes**

3 ☐

**Never**

- (i) Which of the following best describes this operation's cleaning procedures? Mark only one.

8134

1 ☐

**Wash equipment with water or steam only**

2 ☐

**Chemically disinfect only**

3 ☐

**Wash and chemically disinfect equipment**

4 ☐

**Other**





# Insect Control

10. Were the following insect-control methods ever used on this broiler operation? Mark all that apply.

6159

- 1 ☐ Diatomaceous earth (environmentally, topically, and/or orally)
- 2 ☐ Other environmental fly control (such as sprays, foggers, strips, zappers)
- 3 ☐ Insecticides
- 4 ☐ Oral products (such as feed-through larvicides)
- 5 ☐ Biological control (such as predator wasps)
- 6 ☐ Drying out moisture, keeping things clean, removing fresh manure, screen doors/windows/curtain openings on houses
- 7 ☐ Other



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# Feed Management Practices

12. Prior to use, is feed kept in a bin that prevents access from wild or domestic birds or animals? Mark one.

6161

1 ☐ Always or most of the time

2 ☐ Sometimes

3 ☐ Never

13. When are feed spills cleaned up on your operation? Mark one.

6162

1 ☐ Immediately

2 ☐ Same day as spill

3 ☐ Same week as spill

4 ☐ Feed spills not cleaned up within a week



# Animal Sightings

| 16. In 2025, how often did you see the following animals or evidence of the following animals:  |  |  |
|---|--|--|
| Animal Type   | Seen in the bird production area?<br>(Include indoor and outdoor bird areas)   | Seen in feed storage area?   |
|   | Check one box per animal type  | Check one box per animal type  |
| Wild waterfowl (e.g., ducks and geese) . . . . .  | 0359<br>3 <input type="checkbox"/> Never<br>2 <input type="checkbox"/> Sometimes<br>1 <input type="checkbox"/> Often | 0360<br>3 <input type="checkbox"/> Never<br>2 <input type="checkbox"/> Sometimes<br>1 <input type="checkbox"/> Often |
| Wild birds other than waterfowl . . . . .   | 0361<br>3 <input type="checkbox"/> Never<br>2 <input type="checkbox"/> Sometimes<br>1 <input type="checkbox"/> Often | 0362<br>3 <input type="checkbox"/> Never<br>2 <input type="checkbox"/> Sometimes<br>1 <input type="checkbox"/> Often |
| Rodents . . . . .   | 0363<br>3 <input type="checkbox"/> Never<br>2 <input type="checkbox"/> Sometimes<br>1 <input type="checkbox"/> Often | 0364<br>3 <input type="checkbox"/> Never<br>2 <input type="checkbox"/> Sometimes<br>1 <input type="checkbox"/> Often |
| Wild animals other than rodents (e.g., raccoons, skunks, opossums, coyotes, or foxes) . . . . . | 0365<br>3 <input type="checkbox"/> Never<br>2 <input type="checkbox"/> Sometimes<br>1 <input type="checkbox"/> Often | 0366<br>3 <input type="checkbox"/> Never<br>2 <input type="checkbox"/> Sometimes<br>1 <input type="checkbox"/> Often |
| Poultry from a neighbor. . . . .  | 0367<br>3 <input type="checkbox"/> Never<br>2 <input type="checkbox"/> Sometimes<br>1 <input type="checkbox"/> Often | 0368<br>3 <input type="checkbox"/> Never<br>2 <input type="checkbox"/> Sometimes<br>1 <input type="checkbox"/> Often |



# Recap and Tips

- Review the Interviewers Manual ahead of time for more information and definitions
- Watch skip patterns
- Keep an eye out for the only Mark One questions
- Make sure you are only talking about BROILER operations
- Where applicable make sure the columns add up to 100%
- Take notes
- Review your answers after the interview to check for any typos or missing answers
- Ask your leaders for help







# Cotton Cost and Returns



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# What makes Cotton PPCR different?

- Color is green
- All the Cotton Cost and Returns will be in a separate listing in CAPI
- Follow-on from ARMS Phase 2



# Cotton specific details

- Watch for:
  - Cotton acreage, production, cash sales
  - Marketing contracts
  - Deferred Payments
  - Cooperative Payments
  - Stocks in Cooperatives





# Operating and Capital Expenditures

- How much was for COTTON enterprise?
- Seed, Fertilizer, Chemicals, Fuel, Electricity for Irrigation, Water for Irrigation, Repairs, Maintenance of Irrigation Equipment, Insurance, Labor (wages, taxes, benefits), Contract Labor, Custom Work

| OPERATING EXPENSES In 2025   |      | None                     | Dollars |     |
|--|------|--------------------------|---------|-----|
| 1. seeds, sets, plants, seed cleaning and treatments, transplants, trees and nursery stock? (INCLUDE technology or other fees, seed treatments, and seed cleaning cost. EXCLUDE items purchased for resale without additional growth.) . . . . . | 0600 | <input type="checkbox"/> | \$      | .00 |
| a. Of the (Item 1) dollars, how much was for the COTTON enterprise? . . . . .  | 0603 | <input type="checkbox"/> | \$      | .00 |
| 2. nutrients, fertilizer, lime, and soil conditioners? (INCLUDE cost of custom application and organic materials. EXCLUDE potting mixes, vermiculite, and sterilized soil.) . . . . .  | 0606 | <input type="checkbox"/> | \$      | .00 |
| a. Of the (Item 2) dollars, how much was for the COTTON enterprise? . . . . .  | 0609 | <input type="checkbox"/> | \$      | .00 |
| 3. agricultural chemicals and biocontrols for crops, livestock, poultry, and general farm use? (INCLUDE biological pest controls and custom application costs.) . . . . .  | 0612 | <input type="checkbox"/> | \$      | .00 |
| a. Of the (Item 3) dollars, how much was for the COTTON enterprise? . . . . .  | 0615 | <input type="checkbox"/> | \$      | .00 |



# Operating and Capital Expenditures (cont.)

|   |                          |    |     |
|---|--------------------------|----|-----|
| 10. electricity for the farm business? . . . . . 0675   | <input type="checkbox"/> | \$ | .00 |
| a. Of the (Item 10) dollars, how much was for irrigation? . . . . . 0678  | <input type="checkbox"/> | \$ | .00 |
| (i) Of the (Item 10a) dollars, how much was for the COTTON enterprise?. . . . . 0681  | <input type="checkbox"/> | \$ | .00 |
| 15. maintenance and repair for the upkeep of all farm buildings, houses other than the producer's, land improvements, and all other farm/ranch improvements? . . . . . 0714 | <input type="checkbox"/> | \$ | .00 |
| a. Of the (Item 15) dollars, how much was for specialized livestock production facilities such as dairies, feedlots, poultry houses, and swine buildings? . . . . . 0717    | <input type="checkbox"/> | \$ | .00 |
| b. Of the (Item 15) dollars, how much was for maintenance and repair of irrigation equipment and pumps? . . . . . 0720  | <input type="checkbox"/> | \$ | .00 |
| (i) Of the (Item 15b) dollars, how much was for the COTTON enterprise?. . . . . 0723  | <input type="checkbox"/> | \$ | .00 |



# Ginning

- Cotton Ginning Section
  - All cotton will be ginned to be sold
  - Cotton is transported from the field to the gin
  - Once separated, each bale of raw cotton will be about 1/3 cotton and 2/3 cotton seed
  - Cotton seed as a by-product is generally fed to livestock
  - Cotton lint sold in 480-pound bales



# Section N, Questions 1-4

- Question 1 and 2
  - Both are screening questions
- Question 3
  - Module Building
- Question 4
  - How were ginning fees paid
- Enumerator Note!!!

| SECTION N  |   | COTTON GINNING                                  |  |
|--|---|---|--|
| 1. Did this operation harvest any cotton for the 2025 crop year?   |   |   |  |
| 5055   | 1 <input type="checkbox"/> Yes - Continue | 3 <input type="checkbox"/> No - Go to Section O |  |
| 2. Did this operation have any of its 2025 cotton crop ginned?   |   |   |  |
| 1823   | 1 <input type="checkbox"/> Yes - Continue | 3 <input type="checkbox"/> No - Go to Section O |  |
| 3. Did the gin charge this operation for any module building or hauling of its 2025 cotton crop?                                     |   |   |  |
| 1824   | 1 <input type="checkbox"/> Yes            | 3 <input type="checkbox"/> No                   |  |
| 4. How did this operation pay for the ginning of its 2025 cotton crop? (INCLUDE module building and hauling if provided by the gin.) |   |   |  |
| 1827   | 1 <input type="checkbox"/> Cash           | 2 <input type="checkbox"/> Cottonseed           | 3 <input type="checkbox"/> Cash and cottonseed |



# Section N, Questions 5-7

- Question 5
  - Total CASH payment for ginning
- Enumerator Note!!!
- Question 6
  - Credit received from the sale of cotton seed in exchange for ginning
- Question 7
  - Was a rebate paid?
  - 7a – how much?



# Section N, Questions 8 and 9

- Question 8
  - Total fees for compressing, bagging, and tying
- Question 9
  - Average bale weight

|  |                             |
|--|-----------------------------|
| 8. If not already included in the cost of ginning, report the total amount this operation paid for compress, bag, and tie charges for the 2025 cotton crop. . . . . 1833 | Total Dollars               |
|  | \$ <input type="text"/> .00 |
| 9. What was the average weight per bale of the 2025 crop cotton bales sold from or stored on this operation? . . . . . 1834  | Pounds Per Bale             |
|  | <input type="text"/>        |





# Summary

- Key Points
  - Cotton has unique growing and contracting arrangements
    - Cotton production is typically sold under marketing contract
  - All cotton is ginned prior to selling
  - The ginning process produces 2 commodities for sale, the cotton lint and the cotton seed
  - Pay attention to cotton enterprise questions in the expense section



# Thank you!



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

