



## January Trout Production Survey Training Materials

Below you will find links to a video, PowerPoint presentation, survey information sheet, and practice interviews for NASS's January Trout Production Survey. The practice interviews can be used to enter data in CATI or CAPI to get familiar with those data collection instruments.

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Strategic Planning and Business Services Division  
Strategic Planning Branch  
Workforce Performance and Staff Development Section

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## Survey Training

# Trout Production Survey-January 1 (TROUT PDI)



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



Workforce Performance and Staff Development Section



# Presentation Content

- **Uses of the data**
- **General info about the survey**
- **Terminology**
- **Questionnaire content**
- **Things to watch out for/common pitfalls**



# Who Uses the Data?

- **Government agencies**
- **Growers**
- **Businesses/Suppliers**
- **Extension/University**



# General Survey Information

- Project Code: **170 - Aquaculture Survey**
- Questionnaires mail around December 20
  - Web reporting available
- Release:
  - *Trout Production*, Late February, 3PM



# Interviewer's Manual

- Chapter 1 - General Information
- Chapter 2 - Terms and Definitions
- Chapter 3 - Survey Procedures
- Chapter 4 - Screening
- Chapter 5 - Completing the questionnaire
  - Some good clarifying information for questions
  - BUT it does references paper surveys
    - Use the “Practice Interviews” to familiarize yourself with the Blaise or CAPI instrument
- Appendix 1 - Trout Length/Weight Table





Trout Species



Broodfish with Eggs



Trout Hatchery

# Survey Questions: Identification

1. Any water area used to raise trout/trout eggs in 20XX?
  - YES: Survey
  - NO: next screening/identification question
2. Any hatchery inventory or trout production on the operation during 20XX?
  - YES: Survey
  - NO: next screening/identification question
3. Any trout sold during 20XX?
  - YES: Survey
  - NO: next screening/identification question
4. Distribute trout/trout eggs for restoration, conservation, or recreational purposes during 20XX?
  - YES: Survey
  - NO: next screening/identification question
5. Any trout on the operation in the future?
  - Has operation been sold, rented or turned over to someone else?



# Survey Questions: Sales

- Total number: 12 inches or longer sold
  - Total live weight
  - Total sales (live weight price)
- Total number: 6 inches to less than 12 inches sold
  - Total live weight
  - Total sales (live weight price)
- Total number: 1 inch to less than 6 inches sold
  - Total live weight
  - Total sales (live weight price)
- Total number: trout eggs
  - Total sales



**Feeding Trout**



**Harvesting Trout**



**Trout Eggs**



**12" or Longer Trout**

# Survey Questions: Sales

- Percent of Sales by outlet (Point of 1<sup>st</sup> sale)
  - *Only* for sales of trout **6-12 inches** and **12 inches or longer**.
- Point of first sale to:
  - Processors
  - Retail Outlets
  - Recreational Stocking
  - Government Agencies
  - Other Outlets (Specify)
  - Live Haulers/Brokers
  - Direct to Consumers
  - Wholesale to Other Producers
  - Exports

# Survey Questions: Losses

- Total number and live weight pounds for trout lost during the year due to:
  - Disease
  - Theft/Vandalism
  - Chemical Contamination
  - Drought
  - Flood
  - Predators
  - Other Causes (specify)





# Trout Distributed

The next section of questions ask about Trout Distributed for Restoration, Conservation, Enhancement, or Recreation

What on earth is a Distributed Trout?

These are simply trout that are produced for release in the wild for restoration, conservation, or recreational purposes.

**These are not sold.**





# Survey Questions: Trout Distributed

- **NOTE:** These questions *only* apply to fish/eggs distributed by hatcheries (not sold) for restoration, conservation, or recreational purposes.
- Quantity distributed (total number or total pounds of live weight:
  - 12 inches or longer
    - Total estimated value to nearest \$
  - 6 to less than 12 inches long
    - Total estimated value to nearest \$
  - 1 inch to less than 6 inches long
    - Total estimated value to nearest \$
  - Trout eggs



# Things to Watch Out For:

- Percentages of “Sales By Outlet” should equal 100% of total sales.
- Sales should be the “Live Weight Price” received.
  - Cleaning charges should be excluded.
- Watch out for high or low prices per pound compared to other operations.
- Leave notes explaining any high amounts of fish lost.

# Things to Remember

- In some states trout production consists mostly of State ran hatcheries that raise trout for stocking of local rivers and lakes
  - Limited to no sales would be reported



# Conclusion

- Notes/Comments:
  - Please leave plenty of notes explaining suppressed warnings in Blaise or anything you think the statisticians may need to know.
  - It is better to enter a quick note than to be asked to call the respondent again for clarification.
- Be sure to go through practice exercises
- Comments, Concerns, Questions?



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## **January Trout Production Survey Information Sheet**

### **Overview:**

- Trout is a cold water fish species, and are usually grown in mountainous regions. Preferred water temperatures for trout production range from 55 – 65 degrees F. The water needs to be very clean and well oxygenated. Some producers have oxygen tanks to supplement the oxygen level in the water. Trout producers typically use flow through concrete (some are hard plastic) raceways to raise trout, but a producer may also use ponds. Food size trout are usually harvested around 1 – 1.5 pounds per fish.
- The purpose of the survey is to provide reliable data for the industry to use in making informed production and marketing decisions.



## Summary:

- When talking with trout production operations, if they have any other type of fish production on the operation, make a note of the amount and type of other fish.
- We are asking about water acres for trout and trout egg production, fish production, sales, losses, and fish distributions.
- If an operator cannot give all the items in a sections, please ask them if they can give averages.
- Section 1 Screening Questions:
  - Verify if the operation has the items of interest or if they have the intent to produce trout eggs or trout.
- Section 2 Sales:
  - Report total number sold, total pounds of live weight sold, and total dollars received.
    - Report trout distributed (not sold) in section 4.
    - Broken out as:
      - 12 inches or longer, 6-12 inches long, 1-6 inches long, trout eggs
        - If reporting trout eggs only report total number sold and total dollars received.
  - Report percent of the total value for point of first sale.
    - Broken out into 9 categories.
    - If they report other, specify the “other” outlet
    - Percent totals MUST equal 100%

- Section 3 Trout Losses:
  - Report for all lengths and sizes.
    - Report total number and total pounds lost
    - Broken out into 7 categories
    - If they report other, specify the “other” loss
- Section 4 Trout Distributed:
  - Report total amount of fish and eggs produced for restoration, conservation, or recreational purposes.
    - Exclude trout/trout eggs transferred to another operation for final distribution.
    - Report in total number distributed, total live weight pounds, and estimated value of product.
    - Broken out as:
      - 12 inches or longer, 6-12 inches long, 1-6 inches long, trout eggs
- If reporting trout eggs only report total number distributed.

## Other Information:

- Operations that report low prices per pound and large amounts of fish sold are often large commercial fish operations that usually sell their fish to processing companies or they process their own fish. IF this is the case please make a note explaining the situation.
- Operations that report high prices and smaller amounts of fish sold are usually a “pay lake” operation. If it is a pay lake operation, verify that the “target” operation is growing out the fish prior to selling. IF this is the case please make a note explaining the situation.
- Large fish producers usually have the lowest live weight price per pound. They typically sell their fish in bulk to a processor.
- Smaller operations will normally have the higher live weight prices. The smaller operations with high prices may be selling their raised fish in their own pay lakes or they may be selling fish to pay lake operations or other producers.

## Terms:

- **12" or Longer Fish** – grown commercially for food, usually weighing from  $\frac{3}{4}$  to  $1\frac{1}{2}$  pounds.
- **6" to 12" Fish** – usually stockers and usually weighing less than  $\frac{3}{4}$  of a pound.
- **Fingerlings** – fish usually from 1 inch to less than 6 inches long.
- **Eggs Harvested** – trout eggs that are taken from female trout for production purposes.
- **Direct to Consumers** – fish sold directly to the consumer for human consumption.
- **Export** – fish moved outside of US borders.
- **Government Agencies** – sales to Federal, State, or local government hatcheries or other groups involved in purchasing fish used to stock Federal, publicly owned, or regulated waters and recreational areas.
- **Live Hauler/Broker** – individual or company that generally purchases live fish from a producer and transports them in an oxygenated tank truck to other outlets, including processing plants, pay lakes, recreational lakes, or retail outlets.

- **Point of First Sales Outlet** – the first point at which money changes hands.
- **Processors** – fish that the operator sells/delivers directly to a plant for processing. Usually, the purchasing plant has no ties to the producer.
- **Recreational Stocking** – fish sold to individuals or private enterprises for the sole purpose of stocking recreational waters.
- **Retail Outlets** – individuals, grocers, restaurants, or companies who buy fish to re-sell to consumers.
- **Value of Sales** – gross value of live weight sales. What the producer actually received before marketing and production costs are deducted.
- **Wholesale to Other Producers** – other farmers who buy live fish to raise for future sales.
- **Chemical Contamination** – losses from pesticide or herbicide poisoning.
- **Disease** – losses from both parasitic and bacterial caused sickness.
- **Droughts** – losses from lack of water causing oxygen depletion.
- **Floods** – losses from too much water washing the fish away.
- **Predators** – losses from mink, otters, birds, and other animals.
- **Theft or Vandalism** – the unauthorized removal of fish and/or destruction of property causing a loss of fish by intentional acts of persons known or unknown.



# January Trout Production Survey Practice Interviews

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## **Practice Interview 1:**

Who is responding? **Operator**

Let me verify the name, address, and phone number that I have for this operation. Is this information correct? **Yes**

Was any water area on this operation used to raise trout or trout eggs during 20XX? **Yes**

Considering the trout that were produced or raised (grown-out) on this operation, what was the total number of trout 12 inches or longer that were sold during 20XX? **1,200**

What was the total pounds of live weight of these 1,200 trout 12 inches or longer that were sold? **3,650**

What were the total sales (in dollars) received for these 1,200 trout 12 inches or longer that were sold? **\$19,500**

Considering the trout that were produced or raised (grown-out) on this operation, what was the total number of trout 6 to 12 inches long that were sold during 20XX? **2,500**

What was the total pounds live weight of these 2,500 trout 6 to 12 inches long that were sold? **1,250**

What was the total sales (in dollars) received for these 2,500 trout 6 to 12 inches long that were sold? **\$8,700**



Considering the trout that were produced or raised (grown-out) on this operation, what was the total number of trout 1 to 6 inches long that were sold during 20XX? **12,500**  
What was the total pounds live weight of these 12,500 trout 1 to 6 inches long that were sold? **625**  
What were the total sales (in dollars) received for these 12,500 trout 1 to 6 inches that were sold? **\$575**

Considering the trout that were produced or raised (grown-out) on this operation, what was the total number of trout eggs that were sold during 20XX? **32,580,900**  
What were the total sales (in dollars) received for these 32,580,900 trout eggs that were sold? **\$1,254,365**

What percent of the sales reported for trout 12 inches or longer was sold to:  
Processors? **50%**  
Live Haulers/Brokers? **0**  
Retail Outlets? **10%**  
Direct to Consumers? **5%**  
Recreational Stocking? **35%**  
Wholesale to Other Producers? **0**  
Government Agencies? **0**  
Exports? **0**  
Other Outlets? **0**

What percent of the sales reported for trout 6 to 12 inches were sold to:

Processors? **0**

Live Haulers/Brokers? **20%**

Retail Outlets? **0**

Direct to Consumers? **0**

Recreational Stocking? **10%**

Wholesale to Other Producers? **60%**

Government Agencies? **10%**

Exports? **0**

Other Outlets? **0**

Of the trout intended for sale, what were the total number of trout lost during 20XX due to: Disease? **75**

What was the total live weight pounds of these 75 trout lost due to: Disease? **825**

Of the trout intended for sale, what were the total number of trout lost during 20XX due to: Theft or Vandalism? **0**

Of the trout intended for sale, what were the total number of trout lost during 20XX due to: Chemical Contamination? **115**

What was the total live weight pounds of these 115 trout lost due to: Chemical Contamination? **370**

Of the trout intended for sale, what were the total number of trout lost during 20XX due to: Droughts? **0**

Of the trout intended for sale, what were the total number of trout lost during 20XX due to: Floods? **0**

Of the trout intended for sale, what were the total number of trout lost during 20XX due to: Predators? **0**

Of the trout intended for sale, what were the total number of trout lost during 20XX due to: Other Causes? **0**

Were any trout eggs distributed (not sold) for restoration, conservation, or recreational purposes from this operation during 20XX? **No**

Do you make any day-to-day decisions for another Trout farm or ranch? **No**

Would you rather have a brief summary e-mailed to you at a later date? **No**

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