



ARMS 3

Project Code: 904





Reminder to attendees:

- Please keep microphone muted to prevent background noise.
- Be aware of your surroundings if you have your camera turned on.
- If you have an issue, contact your trainer for help, or make a note in the chat box.



Agenda

- Questionnaire Changes
- Commodity Versions
- Connections
- Data Collection Procedures



Questionnaire Updates

- ARMS 3 vs TOTAL

Section K: Training and Skills

CFAES
College of Food, Agricultural, and Environmental Sciences

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Home > Your Business > How To Start a Farm: Beginning Farmers and Ranchers

How to Start a Farm: Beginning Farmers and Ranchers

New to farming? Want to learn how to start a farm? USDA offers dedicated help to beginning farmers and ranchers. USDA considers anyone who has operated a farm or ranch for less than ten years to be a beginning farmer or rancher.

USDA can help you get started or grow your operation through a variety of programs and services, from farm loans to crop insurance, and conservation programs to disaster assistance.


Farm Management
Division of Extension

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Articles > Beginning Farm & Enterprise Development


Training and Education Opportunities for Beginning Farmers

Written by Rachel Schindler



Why employees need training

Knowledge always needs to be coupled with application, so experience in the right s



Darren Frye, CEO, Water Street Solutions
February 12, 2018

2 Min Read





Section K: Training and Skills

- Researchers to understand:
 - technology adoption
 - practice adoption
 - economics of the farm household

Section K: Current Practices

TRAINING and SKILLS

Thinking about **current** production practices...

13. What skills are missing, or need to be improved, to meet **current** production practices? Mark all that apply for both principal producers and paid workers.

a. Using Farm Management Information Systems (FMIS) 5980

b. Mechanical, such as maintaining or repairing equipment. . . 5981

c. Operating equipment 5982

d. Using precision agriculture technology. 5983

e. Communication or language to be able to communicate . . . 5984

f. Specific task/crop skills, such as pruning fruit trees 5985

g. Animal husbandry 5986

h. Leadership or supervisory skills. 5987

i. Math or numeration 5988

5990

j. Other – *specify:* . . 5989

None	Principal producers and other decision makers listed on page 15	None	Paid workers who are not decision makers listed on page 15
1 <input type="checkbox"/>	2 <input type="checkbox"/>		
1 <input type="checkbox"/>	2 <input type="checkbox"/>	3 <input type="checkbox"/>	4 <input type="checkbox"/>
1 <input type="checkbox"/>	2 <input type="checkbox"/>	3 <input type="checkbox"/>	4 <input type="checkbox"/>
1 <input type="checkbox"/>	2 <input type="checkbox"/>	3 <input type="checkbox"/>	4 <input type="checkbox"/>
		3 <input type="checkbox"/>	4 <input type="checkbox"/>
		3 <input type="checkbox"/>	4 <input type="checkbox"/>
		3 <input type="checkbox"/>	4 <input type="checkbox"/>
		3 <input type="checkbox"/>	4 <input type="checkbox"/>
1 <input type="checkbox"/>	2 <input type="checkbox"/>	3 <input type="checkbox"/>	4 <input type="checkbox"/>

Section K: Current Practices

14. How many of your **paid workers** need additional skills to meet current production practices?

5991

- 1 ☐ None
- 2 ☐ Less than 50%
- 3 ☐ 50% or more

Section K: Potential Changes

Thinking about **potential changes** to production practices...

15. Do you anticipate making changes to production practices within the next 5 years?

5992

1

☐

Yes - Continue

3

☐

No - Go to Item 18

16. What changes to production practices do you anticipate making? **Select all that apply.**

5993

1

☐

Adopting precision agriculture technology (e.g., automated guidance, variable rate technologies)

2

☐

Adopting worker replacing technology (e.g., fully robotic planting, harvesting, or pruning)

3

☐

Adopting technology that increases worker productivity (e.g., remote grain bin monitors, conveyors to transport harvested product, hydraulic lifts to replace ladders)

4

☐

Changing the mix of crop and/or livestock commodity production

5

☐

Changes to fertilization or irrigation practices

6

☐

Other – Specify:

5994

Section K: Potential Changes

17. Will the potential changes to production practices require any of the producers or paid workers to acquire new skills or improve existing skills?

5995

1

☐

Yes - Continue

3

☐

No - Go to Item 18

PRINCIPAL PRODUCERS and OTHER DECISION MAKERS

List up to three skills any of the producers will need to learn or improve upon for anticipated changes to production practices:

☐

None

5996

5997

6067

OTHER PAID WORKERS

List up to three skills paid workers will need to learn or improve upon for anticipated changes to production practices:

☐

None

6068

6069

6070

Section K: Training

19. How will you obtain the training needed for your **paid workers** to meet current or potential changes to production practices? *Select all that apply.*

6000

1 ☐

No training needed - Go to Item 20

2 ☐

Provide training at the operation/farm

3 ☐

Send paid workers off site

4 ☐

Hire a private training provider

5 ☐

Use a Federal, State, or local government training provider

6 ☐

Other – specify:

6001

a. How many of your **paid workers** would you select for training?

6002

1 ☐

None

2 ☐

Less than 50%

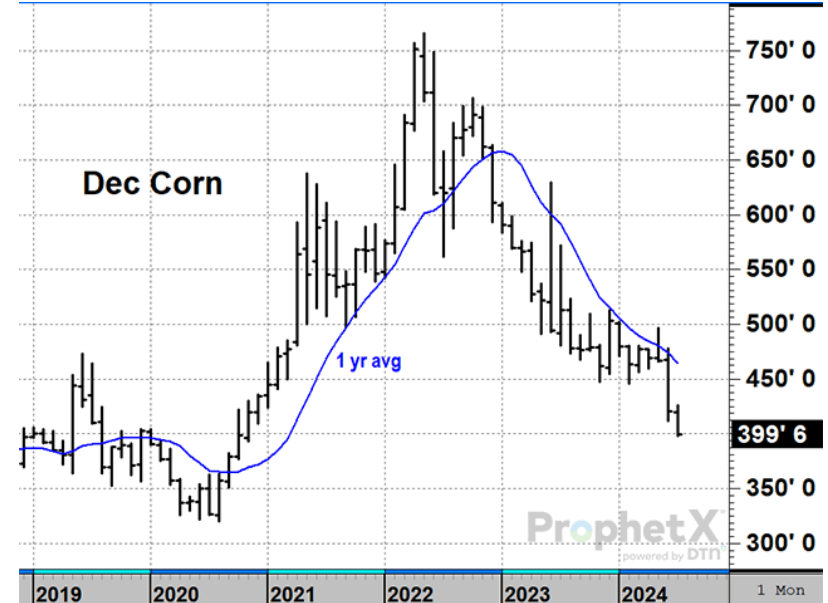
3 ☐

50% or more

Questions



Section K: Risk Management





Section K: Risk Management

- Futures (example: sell corn futures in spring, buy corn futures in fall)
- Options (take out an option to buy/sell futures at a certain price)
- Marketing contracts lock in prices on the date of the contract



Section K: Risk Management

- Who uses futures/options and marketing contracts?
 - Previous research 20 percent of farms
 - Corn and soybean farms, some livestock
 - No data on specialized operations.

Section K: Risk Management

20. In 2025, did you or anyone acting on your behalf use futures or options markets?

5369

1

☐

Yes - Complete the table

3

☐

No - Go to Item 21

Commodity	Futures Markets		Options Markets							
	What were the total long and short positions taken in the futures market in 2025?		What were the total bought (long) and sold (short) positions taken in the puts and calls options market in 2025?							
			Puts				Calls			
	Long	Short	Bought		Sold		Bought		Sold	
Corn (bu.)	6007 Bought	6008 Sold	6009		6010		6011		6012	
Soybeans (bu.)	6013	6014	6015		6016		6017		6018	
Wheat (bu.)	6019	6020	6021		6022		6023		6024	
Hogs (lbs.)	6025	6026	6027		6028		6029		6030	
Live Cattle (lbs.)	6031	6032	6033		6034		6035		6036	
Feeder Cattle (lbs.)	6037	6038	6039		6040		6041		6042	

Section K: Risk Management

20. In 2025, did you or anyone acting on your behalf use futures or options markets?

5369

1

☐

Yes - Complete the table

3

☐

No - Go to Item 21

Commodity	Futures Markets				Options Markets							
	What were the total long and short positions taken in the futures market in 2025?				What were the total bought (long) and sold (short) positions taken in the puts and calls options market in 2025?							
	Long		Short		Puts				Calls			
					Bought		Sold		Bought		Sold	
Corn (bu.)	6007		6008		6009				6011			
Soybeans (bu.)	6013		6014		6015		6016		6017		6018	
Wheat (bu.)	6019		6020		6021		6022		6023		6024	
Hogs (lbs.)	6025		6026		6027		6028		6029		6030	
Live Cattle (lbs.)	6031		6032		6033		6034		6035		6036	
Feeder Cattle (lbs.)	6037		6038		6039		6040		6041		6042	

Right to Sell

Right to Buy

Section K: Accumulator Contacts

- High price (accumulation); mid-price (guaranteed); low price (knock-out)
- These prices are determined at date of contract, but final quantity accumulates over time, based on futures in pricing period
- 2 outcomes:
 - Futures Price > Knock-Out Price but Futures Price < Accumulation Price: Normal amount of quantity is priced at the accumulation level
 - Futures Price < Lower, Knock-out Price: All pricing ceases, and remainder of quantity priced at the guaranteed price

Section K: Seasonal Price

- Average (seasonal) price contract: instead of a price settled at the time of contract, the price of the contract is determined by the average of the futures, after the contract is made
 - Example : Corn contract made on April 1st 2025, the price is an average of corn futures between April 28th – June 20th 2025



Section K: LRP

- Livestock Risk Protection (LRP) used to insure livestock against price losses.
- Producer chooses
 - Marketing period
 - How many head to cover
 - What coverage level to select

Questions



Section M: Childcare



NASDA



Section M: Childcare

- Completed ONLY by households with a child aged 6 or younger not yet in kindergarten
- Collects information on children (Q9, Q10), childcare usage (Q11), type, cost (Q12), difficulty finding care (Q13, Q14), and effects of care lapses on work (Q15)



Section M: Childcare

- Farm households face unique challenges
 - Non-standard work hours
 - Varied childcare needs throughout seasons
 - Rural location
 - Potential danger to children at worksite
- Population is too small to study in existing datasets

Section M: Childcare

CHILD CARE

9. As of December 31, 2025, were there any children in your household age 6 or younger who were not yet in kindergarten?

6047

1

☐

Yes - Continue

3

☐

No - Go to Section N

Number

☐

Yes - Continue

☐

No - Go to Section N

Number

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

Section M: Childcare

- Fill out for up to two youngest children (≤ 6 years)
- 12a. Age in years at end of 2025 (integer 0 to 6)

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

	Child 1	Child 2				
a. Age in years on 12/31/2025.	6050 <input type="text"/> years	6051 <input type="text"/> years				
b. For how many months in 2025 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 2025?	Select all that apply. 6054 <input type="checkbox"/> Relative 6056 <input type="checkbox"/> Non-relative, home-based setting 6058 <input type="checkbox"/> Center-based daycare or school setting	Select all that apply. 6055 <input type="checkbox"/> Relative 6057 <input type="checkbox"/> Non-relative, home-based setting 6059 <input type="checkbox"/> Center-based daycare or school setting				
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	6060 <table border="1"><thead><tr><th>Dollars</th></tr></thead><tbody><tr><td>\$ <input type="text"/> .00</td></tr></tbody></table>	Dollars	\$ <input type="text"/> .00	6061 <table border="1"><thead><tr><th>Dollars</th></tr></thead><tbody><tr><td>\$ <input type="text"/> .00</td></tr></tbody></table>	Dollars	\$ <input type="text"/> .00
Dollars						
\$ <input type="text"/> .00						
Dollars						
\$ <input type="text"/> .00						

Questions





Commodity Versions

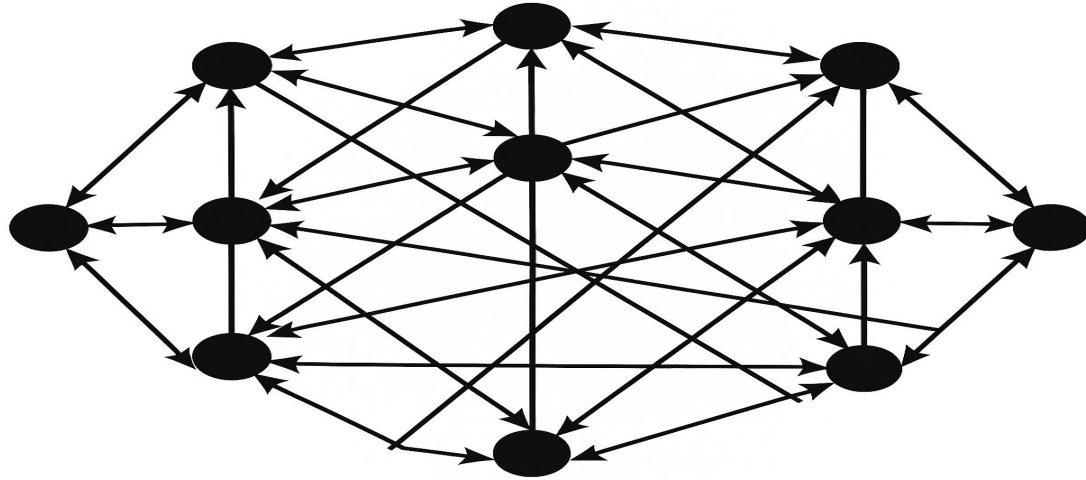
- Broilers
- Hogs
- Cotton



Commodity Versions

- “I don’t have .. (broilers/cotton/hogs)”
- Complete the questionnaire
 - Add a comment
 - Follow skips

Survey Connections



Goals

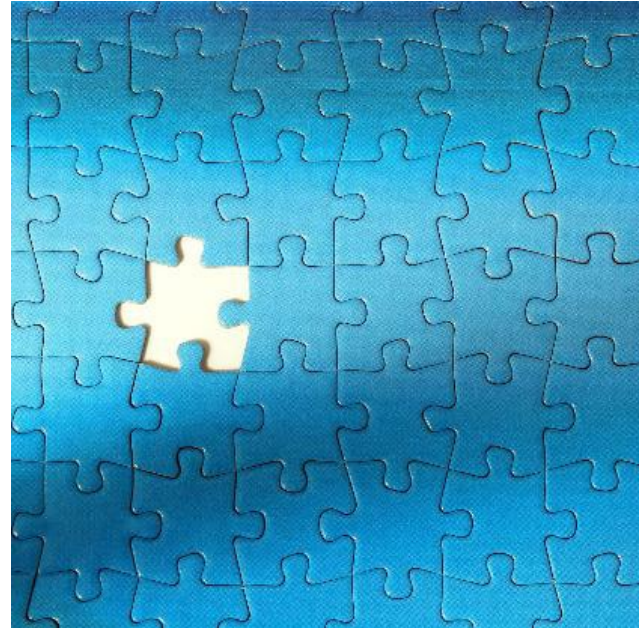
- Recap ARMS 3 concepts you are likely to encounter
- Point areas where problems occur



Purpose

What will we focus on?

- Identify data relationships, complete missing information
- Prevent duplication of values
- Avoid contradictions
- Keep things consistent





Overview

Things to watch out for

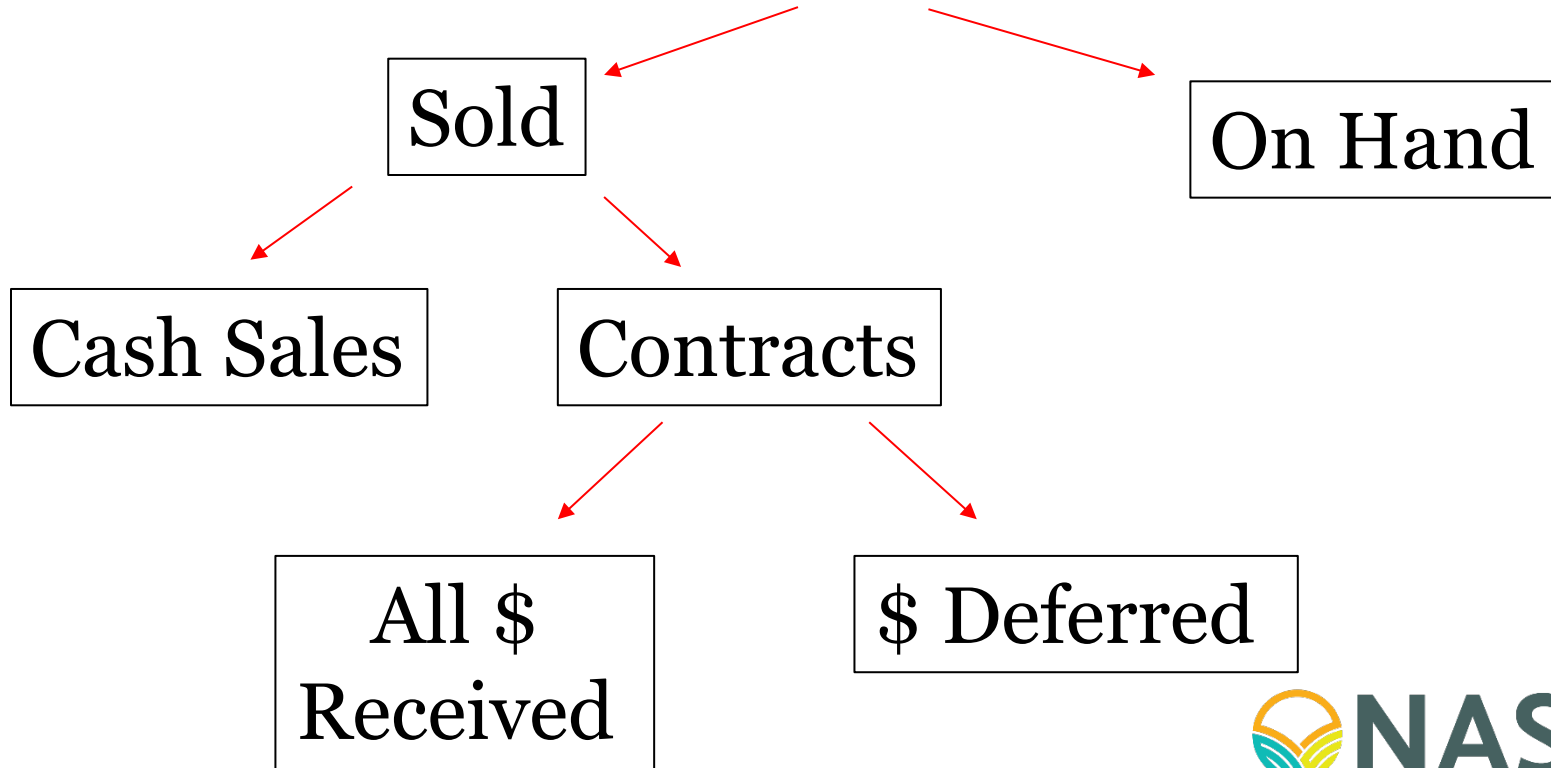
- Data relationships where one area may suggest items in other sections need to be filled out for consistency
 - Missing pieces can lead to problems downstream
- Situations where double counting can occur
 - Can make the operation appear more or less profitable than it really is
- Contradictions in reported data
 - Values reported conflict with values elsewhere



General Areas of Concern

- Income duplicated, assets missing or not consistent
- Expenses reported under multiple items in expense section
- Contradicting info with ag operation vs household
- Hours vs wages based on operation type

Crops Grown





Income

From Contracts vs Cash Sales

- Income from cash sales/from contracts.
- Problem area is if you see same \$\$ from cash sales in \$\$ received from marketing contracts.
 - Note cash sales and marketing contracts may both have been used on a specific commodity

Sales

- Section B
Crops

in column 5.									
1 CROP	2 How many acres were HARVESTED?		3 What was the total production? (INCLUDE landlord share and amount used on operation.) (Total Amount)		4 How much of this operation's share of the total production was (will be) used on this operation for feed, seed, etc.?		5 How much was received in Cash Sales from any year's production? (EXCLUDE contract sales and landlord's share.) (Dollars)		
FIELD CROPS	(Acres)		(Total Amount)		(Amount Used on Operation)		(Dollars)		
Corn for grain.....	0105		0106		Bu. 0107		0108	\$	.00

- Section E
Contracts

Reimbursement for expenses. EXCLUDE landlord's share (report in SECTION A) and marketing charges (report in SECTION F, item 4).														
1 What commodities did this operation have MARKETING or PRODUCTION contracts for in 2025? [Write in commodities]	2 Commodity Code Office Use Only (Code)		3 Marketing or Production Contract? Marketing=1 Production=2		4 Quantity of this commodity delivered through this contract? (EXCLUDE landlord's share.)		5 Unit Code (from list below) (Code)		6 What was (will be) the FINE PRICE/FEE RECEIVED per unit by this operation for this commodity delivered under this contract? (Dollars & Cents)			7 What was the total dollar amount received in 2025 from this contract? (Total Dollars)		
Commodity example	0000		0000	1	0000	10000	0000	04	0000	\$	3	. 15	0000	\$ 37500 .00
	3927		3550		3928		3929		3930	\$		.	3931	\$.00



Income

Deferred Payments and Unsold Commodities

- If there was a marketing contract, but some payment was deferred, \$\$ MUST BE recorded in Accounts Receivable/deferred payments
- Value of unsold commodities on hand should be included in assets section



Deferred Payments

Section E: Contracts

6 000 x 8.48 = 50 880

1 What commodities did this operation have MARKETING or PRODUCTION contracts for in 2025? [Write in commodities]		2 Commodity Code Office Use Only (Code)		3 Marketing or Production Contract? Marketing=1 Production=2		4 Quantity of this commodity delivered through this contract? (EXCLUDE landlord's share.)		5 Unit Code (from list below) (Code)		6 What was (will be) the FINAL PRICE/FEE RECEIVED per unit by this operation for this commodity delivered under this contract? (Dollars & Cents)				7 What was the total dollar amount received in 2025 from this contract? (Total Dollars)				
Commodity example		0000		0000	1	0000	10000	0000	04	0000	\$	3	.	75	0000	\$	37500	.00
Soybeans		3927	26	3550	1	3928	6 000	3929	04	3930	\$	8	.	48	3931	\$	40 880	.00

Section F: Accounts Receivable

None		Dollars
<input type="checkbox"/>	a. On January 1, 2025, what was the total dollar amount owed to this operation for all commodities produced and sold (cash or contract) before January 1, 2025? . . . 0885	\$.00
<input type="checkbox"/>	(i) How much did this operation receive from Item 1a during 2025? 0875	\$.00
<input type="checkbox"/>	b. What was the total dollar amount owed to this operation on December 31, 2025, for all commodities produced, sold (cash or contract), delivered, or removed under contract in 2025 and earlier years? 0886	\$ > 10000 .00

Unsold Crops

Section I: Farm Assets

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 —

None

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.)

☐

Beginning of Year

JAN. 1, 2025?

(Dollars)

0888

\$

.00

End of Year

DEC. 31, 2025?

(Dollars)

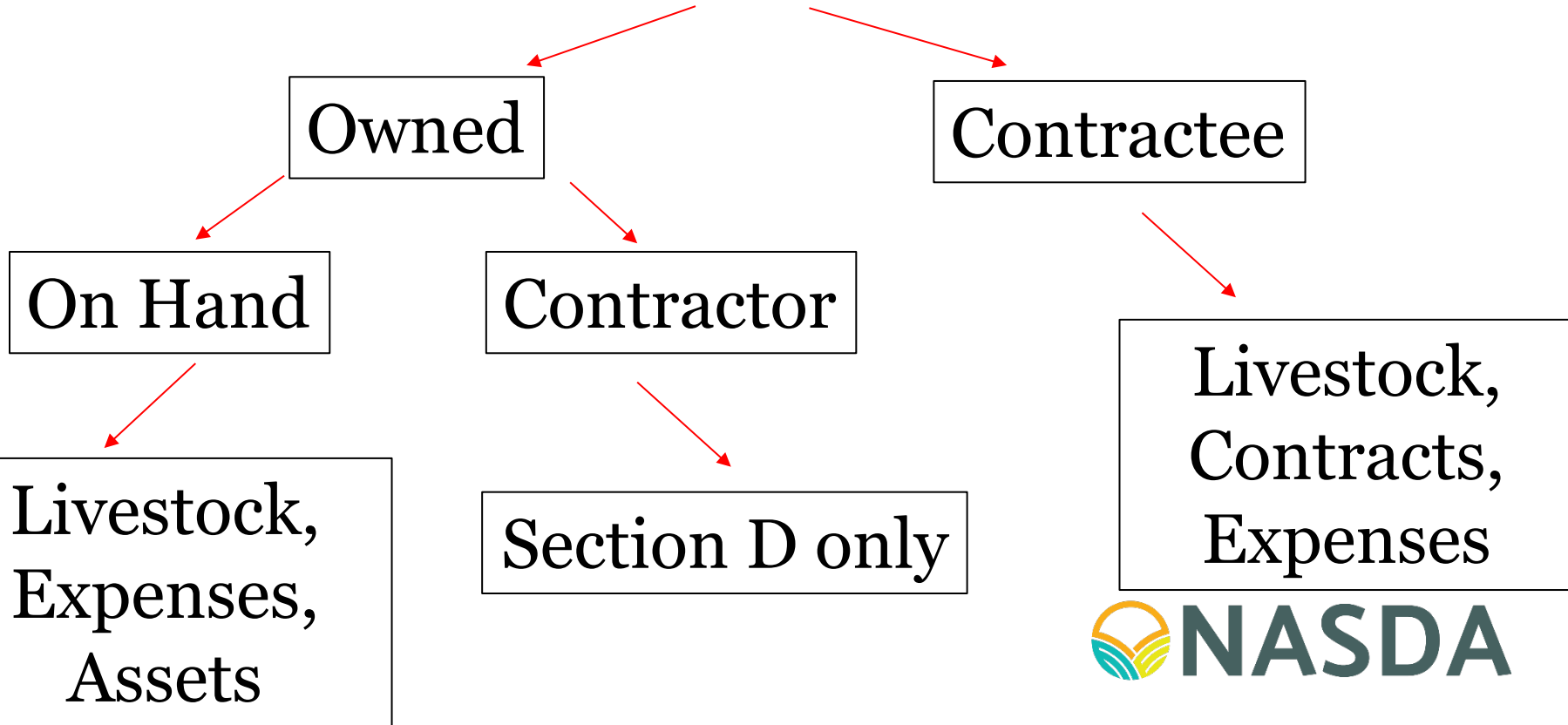
0889

\$

.00

b. breeding livestock owned by and located on or off

Livestock



Livestock

1 LIVESTOCK	INVENTORY		SALES	
	2 On Dec. 31, 2025, how many [column 1] regardless of ownership were on hand? (Number)	3 On Dec. 31, 2025, how many [column 1] were owned by and located on or off this operation? (Number)	4 What was the total number of [column 1] sold or removed in 2025? (Number)	5 How much was received in Cash Sales of [column 1] from any year's production in 2025? (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	1254 \$.00
b. Milk cows, including any dry cows (EXCLUDE any heifers not yet freshened.)	0258	0259	0257	1258 \$.00
c. Other cattle and calves (INCLUDE feed cattle)				

Livestock

1	INVENTORY		SALES	
	2	3	4	5
LIVESTOCK	On Dec. 31, 2025, how many [column 1] regardless of ownership were on hand? (Number)	On Dec. 31, 2025, 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 2025? (Number)	How much was received in Cash Sales of [column 1] from any year's production in 2025? (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	1254 \$.00
b. Milk cows, including any dry cows (EXCLUDE any heifers not yet freshened.)	0258	0259	0257	1258 \$.00
c. Other cattle and calves (INCLUDE feed cattle)				

Section D

SECTION D OTHER OPERATIONS GROWING, FEEDING, or RAISING LIVESTOCK FOR THIS OPERATION												
1. In 2025, did any OTHER operations grow, feed, or raise livestock or poultry owned by this operation under a contract agreement where you were 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? [List type below.]	2 Commodity Code Office Use Only (Code)		3 What was the market value of [type] on hand on contractee operations on Jan. 1, 2025? (Dollars)		4 What was the estimated market value (at placement) of [type] placed under contract DURING 2025? (Dollars)		5 How much was paid to contractees for labor, management, and reimbursement for expenses? (Dollars)		6 How much were the GROSS receipts from [type] sold or removed under this contract? (Dollars)		7 On Dec. 31, 2025 what was the market value of unsold [type] remaining under contract? (Dollars)	
	0277		0278		0279		0280		0281		0282	
	0283		0284		0285		0286		0287		0288	
	0289		0290		0291		0292		0293		0294	

Expenses

Expense duplication

- Questionnaire wording can lead some to think we need expenses to be recorded under multiple items
- Main thing is, if you don't know where to place an expense, pick an item #, record it once and include a comment explaining.
- Duplicated expenses can also lurk in the items where we ask “all other...”

Expense Section: Where does it go?

Example: A malfunctioning pump was discarded and replaced, with the new one costing \$2,200. Pump was placed on depreciation schedule.

Operating Expense

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

Capital Expense

43. Other farm machinery, non-self-propelled farm equipment, pumps, and capital equipment for crop or livestock production. (INCLUDE farm share only.) 0822

Expense Section: How to Record?

A new truck cost \$60,000, which was used only for the agricultural operations. The old truck used for ag operations was also traded in for \$25,000.

For Items 38 through 46, report the **TOTAL NET COST** (after deducting the value of trade-ins, rebates & discounts) of the following items purchased in 2025 for the farm/ranch:

38. Cars – (INCLUDE new and used.) 0817

None

☐

Percent for farm/ranch use	
	%
100	%

0816

Dollars	
\$	.00
\$ 35 000	.00

39. Trucks – (INCLUDE new and used trucks, pickups, sport utility vehicles, vans, campers and buses.) 0819

☐

0818

60 000 (new truck) – 25 000 (trade in) = 35 000 (net cost)



Expenses Accounted for in Assets

Among other things, please ensure you account for these expenses in assets

- Production inputs
- Purchases of farm implements and vehicles
- Livestock purchases

Expenses & Assets

Expense Section

livestock purchases of –

- a. breeding stock for beef cattle, dairy cattle, hogs and sheep? 0621 ☐
- b. other cattle, calves, hogs and pigs? [Report other sheep in Item 4d.] 0624 ☐
- c. chickens and turkeys? [Report ducks and game birds in Item 4d.] 0627 ☐
- d. other livestock and poultry? (INCLUDE other sheep, lambs, bees, brood fish, fingerlings, eggs for hatching, goats, etc.) 0630 ☐

\$		.00
\$		.00
\$		.00
\$		.00

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 —

None

- a. crops owned and stored on or off this operation? ☐
- 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	
JAN. 1, 2025?		DEC. 31, 2025?	
(Dollars)		(Dollars)	
0863		0864	
\$	.00	\$	.00
0876		0877	
\$	.00	\$	.00

Asset Section





Operation vs Household

- Producer's dwelling part of operation or not?
- Operation vs household share of capital asset purchases

Case: Where to Report Household?

Asset Section = Expenses Reported in Section H, Expenses

- 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

Household Section = Expenses Reported in Section M,
Household

- c. producer's dwelling, if not owned by the operation? (*not reported in Section I, Item 1a*). 0984



Case: Dwelling Owned by Operation

SECTION H OPERATING & CAPITAL EXPENDITURES

16. maintenance and repair of the producer's house if it was owned by the operation?.....	0726	<input type="checkbox"/>	\$.00
37. new construction or remodeling of the producer's dwelling, if owned by the operation?	0813	<input type="checkbox"/>	\$.00

- If dwelling owned by operation, may be evidence starting in Expense Section
- Should agree with information in Assets, Debt, and Household Section

Case: Dwelling Owned by Operation

SECTION J		FARM DEBT	
1 Who is the lender? [From Lender Codes Above.] (Code)	2 What was the balance owed on January 1, 2024 INCLUDING outstanding principal plus unpaid interest? (Dollars)	3 What was the balance owed on Dec. 31, 2024 INCLUDING outstanding principal plus unpaid interest? (Dollars)	5 What is the type of loan? [From Loan Type Codes Above.] (Code)
1001	1050	1002	1004

May have + values

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 EXCLUDE producer's house.	3
Real estate loan more than one year only for the producer's house.	4

- If real estate loan positive, should agree with Section H expenses, Section I assets
 - Interest paid on debt included in Section H
 - Value of dwelling positive value in Section I



Case: Dwelling Owned by Household

- All dwelling information recorded in Section M household information
- If dwelling owned by household, do NOT expect
 - Asset value for dwelling in Section I assets
 - Mortgage loan (with loan type 4) in Section J debt
- If dwelling rented, also account for in Section M

Types of Operation: Wages vs Hours





Operation 1

- Individual operator
- No partners
- No family members worked on the farm
- No paid or unpaid employees

Individual Operator - Cash Wages

	None	Dollars
24. CASH WAGES paid to hired farm and ranch labor? 0758	<input type="checkbox"/>	\$.00
25. Of the (Item 24) dollars, how much salary or wage was paid to — (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, INCLUDE his/her wages here.) 0767	<input type="checkbox"/>	\$.00
c. other members of your (the producer's) household? (Even if your other household members are producers, INCLUDE their wages here.) 0574	<input type="checkbox"/>	\$.00
d. other producers (outside the producer's household)? (Those persons responsible for 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 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 retirement plans, Worker's Compensation, etc.) 0915	<input type="checkbox"/>	\$.00

Individual Operator - Type of Organization

4. In 2024, what was this operation's legal status for tax purposes (select only one)?

1240 1 ☐ Family or individual operation (EXCLUDE partners

2 ☐ Legal partnership operation (INCLUDE family part



a. Is this partnership registered under

Operator, partner and family
members
CANNOT receive cash wages



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

3 ☐ C-Corporation

4 ☐ S-Corporation

5 ☐ Other (INCLUDE estates, trust

Operator and family
members
can receive cash wages

Number

Individual Operator - Hours

10. On average, for each of the three-month periods during 2024, about how many hours per week (work and management time) did —

a. you (*the principal producer*) work for this farm/ranch? (INCLUDE both paid and unpaid hours) ☐

(i) of the hours in (a), how many were unpaid? ☐

b. your spouse (*the principal producer's*) work for this farm/ranch? (Even if your spouse is a producer, INCLUDE his/her hours here. INCLUDE both paid and unpaid hours) ☐

(i) of the hours in (b), how many were unpaid? ☐

c. all other producers and household members work for this farm/ranch? Enter TOTAL average hours worked by all other producers and household members. (EXCLUDE the principal producer and spouse. INCLUDE both paid and unpaid hours) ☐

(i) of the hours in (c), how many were unpaid? ☐

d. all other **unpaid** workers not previously reported work for this farm/ranch? Enter TOTAL average hours worked by all unpaid workers. (INCLUDE volunteers and interns. EXCLUDE custom hire and contract labor.) ☐

e. all other **paid** workers not previously reported work for this farm/ranch? Enter TOTAL average hours worked by all paid workers. (EXCLUDE custom hire and contract labor.) ☐

None



Jan - Mar Hours / Week	April - June Hours / Week	July - Sept Hours / Week	Oct - Dec Hours / Week
0828	0829	0830	0831

Need value in at least one quarter

all hours must equal a

0832	0833	0834	0835
0580		0582	
0836			0839
1061	1062		1064
0840			0843
0859		0861	

Individual Operator - Other Labor

28. contract labor? (contract workers are paid by a crew leader, contractor, buyer, processor, cooperative or other person who has an oral or written agreement with a farmer/rancher) 0782	<input type="checkbox"/>	\$.00
29. custom work such as — (Custom work is work performed by machines & labor hired as a unit.)				
a. hauling? (INCLUDE all custom grain, livestock, milk, manure, and other custom hauling.) . 0776	<input type="checkbox"/>	\$.00
b. all other custom work done on this operation? (Report custom livestock services in Item 8.) 0791	<input type="checkbox"/>	\$.00
30. The cash value of all commodities and NON-CASH PAYMENTS for farm work provided to:				
a. workers who were members of your (the producer's) household? (INCLUDE value of a percentage of crops, calves, etc. EXCLUDE producer payments or draws.) 0797	<input type="checkbox"/>	\$.00
b. workers who were NOT members of your (the producer's) household? (INCLUDE value of a percentage of crops, calves, etc. EXCLUDE producer payments or draws.) 0798	<input type="checkbox"/>	\$.00



Operation 2

- Hired manager
- Paid employees

Managed Operation - Cash Wages

	None	Dollars
24. CASH WAGES paid to hired farm and ranch labor? 0758	<input type="checkbox"/>	24 = sum 25 .00
25. Of the (Item 24) dollars, how much salary or wage was paid to — (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, INCLUDE his/her wages here.) 0767	<input type="checkbox"/>	\$ ⚠ .00
c. other members of your (the producer's) household? (Even if your other household members are producers, INCLUDE their wages here.) 0574	<input type="checkbox"/>	\$ ⚠ .00
d. other producers (outside the producer's household)? (Those persons responsible for 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 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 retirement plans, Worker's Compensation, etc.) 0915	<input type="checkbox"/>	\$ ✓ .00

Managed Operation - Hours

10. On average, for each of the three-month periods during 2024, about how many hours per week (work and management time) did —

a. you (*the principal* producer) work for this farm/ranch? (INCLUDE both paid and unpaid hours)

None

☐

(i) of the hours in (a), how many were unpaid?

☐

b. your spouse (*the principal producer's*) work for this farm/ranch? (Even if your spouse is a producer, INCLUDE his/her hours here. INCLUDE both paid and unpaid hours)

☐

(i) of the hours in (b), how many were unpaid?

☐

c. all other producers and household members work for this farm/ranch? Enter TOTAL average hours worked by all other producers and household members. (EXCLUDE the principal producer and spouse. INCLUDE both paid and unpaid hours)

☐

(i) of the hours in (c), how many were unpaid?

☐

d. all other **unpaid** workers not previously reported work for this farm/ranch? Enter TOTAL average hours worked by all unpaid workers. (INCLUDE volunteers and interns. EXCLUDE custom hire and contract labor.)

☐

e. all other **paid** workers not previously reported work for this farm/ranch? Enter TOTAL average hours worked by all paid workers. (EXCLUDE custom hire and contract labor.)

☐

Jan - Mar Hours / Week	April - June Hours / Week	July - Sept Hours / Week	Oct - Dec Hours / Week
0828	0829	0830	0831
0480	0481	0482	0483
0832	0833	0834	0835
0580	0581	0582	0583
0836	0837	0838	0839
1061	1062	1063	1064
0840	0841	0842	0843
0859	0860	0861	0862



Managed Operation - Other Labor

28. contract labor? (contract workers are paid by a crew leader, contractor, buyer, processor, cooperative or other person who has an oral or written agreement with a farmer/rancher) 0782	<input type="checkbox"/>	\$.00
29. custom work such as — (Custom work is work performed by machines & labor hired as a unit.)				
a. hauling? (INCLUDE all custom grain, livestock, milk, manure, and other custom hauling.) . 0776	<input type="checkbox"/>	\$.00
b. all other custom work done on this operation? (Report custom livestock services in Item 8.) 0791	<input type="checkbox"/>	\$.00
30. The cash value of all commodities and NON-CASH PAYMENTS for farm work provided to:				
a. workers who were members of your (the producer's) household? (INCLUDE value of a percentage of crops, calves, etc. EXCLUDE producer payments or draws.) 0797	<input type="checkbox"/>	\$.00
b. workers who were NOT members of your (the producer's) household? (INCLUDE value of a percentage of crops, calves, etc. EXCLUDE producer payments or draws.) 0798	<input type="checkbox"/>	\$.00

Paid Family Members

24. CASH WAGES paid to hired farm and ranch labor?

25. Of the (Item 24) dollars, how much salary or wage was paid to —
(total 25a + 25b + 25c + 25d + 25e must equal Item 24)

a. you (*the principal producer*)?

b. your (*the principal producer's*) spouse? (Even if your spouse is a producer,
INCLUDE his/her wages here.)

c. other members of your (*the producer's*) household? (Even if your other household
members are producers, INCLUDE their wages here.)

d. other producers (*outside the producer's household*): (those persons responsible for
the day-to-day management decisions for this operation.)

e. all other paid farm and ranch labor?

26. payroll taxes for hired labor? (INCLUDE any amounts the farm paid for farm workers
that are part of your (the producer's) household.)

27. benefits for hired labor? (INCLUDE employer's share of health insurance, pension or
retirement plans, Worker's Compensation, etc.)

10. On average, for each of the three-month periods
during 2024, about how many hours per week
(work and management time) did —

None

Jan - Mar
Hours / Week

0828

a. you (*the principal producer*) work for this
farm/ranch? (INCLUDE both paid and
unpaid hours)

☐

0480

(i) of the hours in (a), how many were unpaid?

☐

b. your spouse (*the principal producer's*) work
for this farm/ranch? (Even if your spouse is
a producer, INCLUDE his/her hours here.
INCLUDE both paid and unpaid hours)

☐

0832

0580

(i) of the hours in (b), how many were unpaid?

☐

c. all other producers and household members
work for this farm/ranch? Enter TOTAL
average hours worked by all other producers
and household members. (EXCLUDE the
principal producer and spouse. INCLUDE both paid
and unpaid hours)

☐

0836

(i) of the hours in (c), how many were unpaid?

☐

d. all other **unpaid** workers not previously
reported work for this farm/ranch? Enter
TOTAL average hours worked by all unpaid
workers. (INCLUDE volunteers and interns.
EXCLUDE custom hire and contract labor.)

☐

0840

e. all other **paid** workers not previously
reported work for this farm/ranch? Enter
TOTAL average hours worked by all paid
workers. (EXCLUDE custom hire and contract
labor.)

☐

0859

Unpaid Family Members

24. CASH WAGES paid to hired farm and ranch labor?
25. Of the (Item 24) dollars, how much salary or wage was paid to —
(total 25a + 25b + 25c + 25d must equal Item 24)
- a. you (*the principal producer*)
 - b. your (*the principal producer's*) spouse is a producer, INCLUDE his/her wages
 - c. other members of your household? (Even if your other household members are producers, INCLUDE their wages)
 - d. other producers (outside your household)? (Those persons responsible for the day-to-day management of the farm/ranch)
 - e. all other paid farm and ranch labor?
26. payroll taxes for hired labor (INCLUDE any amounts paid for farm workers that are part of your (the producer's) household.)
27. benefits for hired labor? (INCLUDE employer's share of health insurance, pension or retirement plans, Worker's Compensation, etc.)

10. On average, for each of the three-month periods during 2024, about how many hours per week (work and management time) did —

	None	Jan - Mar Hours / Week
a. you (<i>the principal producer</i>) work for this farm/ranch? (INCLUDE both paid and unpaid hours)	<input type="checkbox"/>	0828
(i) of the hours in (a), how many were unpaid?	<input type="checkbox"/>	0480
b. your spouse (<i>the principal producer's</i>) work for this farm/ranch? (Even if your spouse is a producer, INCLUDE his/her hours here. INCLUDE both paid and unpaid hours)	<input type="checkbox"/>	0832
(i) of the hours in (b), how many were unpaid?	<input type="checkbox"/>	0580
c. all other producers and household members work for this farm/ranch? Enter TOTAL average hours worked by all other producers and household members. (EXCLUDE the principal producer and spouse. INCLUDE both paid and unpaid hours)	<input type="checkbox"/>	0836
(i) of the hours in (c), how many were unpaid?	<input type="checkbox"/>	1061
d. all other unpaid workers not previously reported work for this farm/ranch? Enter TOTAL average hours worked by all unpaid workers. (INCLUDE volunteers and interns. EXCLUDE custom hire and contract labor.)	<input type="checkbox"/>	0840
e. all other paid workers not previously reported work for this farm/ranch? Enter TOTAL average hours worked by all paid workers. (EXCLUDE custom hire and contract labor.)	<input type="checkbox"/>	0859

Hired non-related high school student to help plant/harvest

24. CASH WAGES paid to hired farm and ranch labor?

25. Of the (item 24) dollars, how much salary or wage was paid to —
(total 25a + 25b + 25c + 25d + 25e must equal Item 24)

- a. you (the principal producer)?
- b. your (the principal producer's) spouse? (Even if your spouse is a producer, INCLUDE his/her wages here.)
- c. other members of your (the producer's) household? (Even if your other household members are producers, INCLUDE their wages here.)
- d. other producers (outside the producer's household)? (Those persons responsible for the day-to-day management decisions for this operation.)
- e. all other paid farm and ranch labor?

26. payroll taxes for hired labor? (INCLUDE any amounts the farm paid for farm workers that are part of your (the producer's) household.)

27. benefits for hired labor? (INCLUDE employer's share of health insurance, pension or retirement plans. Worker's Compensation, etc.)

10. On average, for each of the three-month periods during 2024, about how many hours per week (work and management time) did —

a. you (the principal producer) work for this farm/ranch? (INCLUDE both paid and unpaid hours)

None

Jan - Mar
Hours / Week
0828

☐

0480

(i) of the hours in (a), how many were unpaid?

☐

b. your spouse (the principal producer's) work for this farm/ranch? (Even if your spouse is a producer, INCLUDE his/her hours here. INCLUDE both paid and unpaid hours)

0832

☐

0580

(i) of the hours in (b), how many were unpaid?

☐

c. all other producers and household members work for this farm/ranch? Enter TOTAL average hours worked by all other producers and household members. (EXCLUDE the principal producer and spouse. INCLUDE both paid and unpaid hours)

0836

☐

1061

(i) of the hours in (c), how many were unpaid?

☐

d. all other **unpaid** workers not previously reported work for this farm/ranch? Enter TOTAL average hours worked by all unpaid workers. (INCLUDE volunteers and interns. EXCLUDE custom hire and contract labor.)

0840

☐

e. all other **paid** workers not previously reported work for this farm/ranch? Enter TOTAL average hours worked by all paid workers. (EXCLUDE custom hire and contract labor.)

0859

☐


Partner Hours

2 partners

40 hours each

24. CASH WAGES paid to hired farm and ranch labor?
25. Of the (Item 24) dollars, how much salary or wage was paid to —
(total 25a + 25b + 25c + 25d must equal Item 24)
- a. you (the principal producer)
- b. your (the principal producer's) spouse is a producer, INCLUDE his/her wages
- c. other members of your household? (Even if your other household members are producers, INCLUDE)
- d. other producers (outside your household)? (Those persons responsible for the day-to-day management of the farm or ranch)
- e. all other paid farm and ranch labor?
26. payroll taxes for hired farm and ranch labor? INCLUDE any amount paid for farm workers that are part of your (the principal producer's) household.)
27. benefits for hired labor? (INCLUDE employer's share of health insurance, pension or retirement plans, Worker's Compensation, etc.)

10. On average, for each of the three-month periods during 2024, about how many hours per week (work and management time) did —

	None	Jan - Mar Hours / Week
a. you (the principal producer) work for this farm/ranch? (INCLUDE both paid and unpaid hours)	<input type="checkbox"/>	0828
(i) of the hours in (a), how many were unpaid?	<input type="checkbox"/>	0480
b. your spouse (the principal producer's) work for this farm/ranch? (Even if your spouse is a producer, INCLUDE his/her hours here. INCLUDE both paid and unpaid hours)	<input type="checkbox"/>	0832
(i) of the hours in (b), how many were unpaid?	<input type="checkbox"/>	0580
c. all other producers and household members work for this farm/ranch? Enter TOTAL average hours worked by all other producers and household members. (EXCLUDE the principal producer and spouse. INCLUDE both paid and unpaid hours)	<input type="checkbox"/>	0836
(i) of the hours in (c), how many were unpaid?	<input type="checkbox"/>	1061
d. all other unpaid workers not previously reported work for this farm/ranch? Enter TOTAL average hours worked by all unpaid workers. (INCLUDE volunteers and interns. EXCLUDE custom hire and contract labor.)	<input type="checkbox"/>	0840
e. all other paid workers not previously reported work for this farm/ranch? Enter TOTAL average hours worked by all paid workers. (EXCLUDE custom hire and contract labor.)	<input type="checkbox"/>	0859

Paid Neighbor to Cut Hay

24. CASH WAGES paid to hired farm and ranch laborers, farm hands, etc.
25. Of the (Item 24) dollars, how much salary or wage was paid to:
- (total 25a + 25b + 25c + 25d + 25e must equal Item 24)
- a. you (*the principal producer*)?
 - b. your (*the principal producer's*) spouse? (Even if your spouse is not a producer, INCLUDE his/her wages here.)
 - c. other members of your (*the producer's*) household? (Even if they are not producers, INCLUDE their wages here.)
 - d. other producers (*outside the producer's household*) who helped make the day-to-day management decisions for this operation?
 - e. all other paid farm and ranch labor?
26. payroll taxes for hired labor? (INCLUDE any amounts paid for Social Security, Medicare, and unemployment taxes for workers that are part of your (the producer's) household.)
27. benefits for hired labor? (INCLUDE employer's share of health insurance, pension or retirement plans, Worker's Compensation, etc.)

10. On average, for each of the three-month periods during 2024, about how many hours per week (work and management time) did —

a. you (*the principal producer*) work for this farm/ranch? (INCLUDE both paid and unpaid hours)

None

Jan - Mar
Hours / Week

0828

☐

0480

(i) of the above, how many were unpaid?

☐

0832

b. you (*the principal producer's*) work for this farm/ranch? (INCLUDE both paid and unpaid hours here. If your spouse is also a producer, include his/her hours here. If your spouse is not a producer, include only your hours here.)

☐

0580

(i) of the above, how many were unpaid?

☐

0836

c. you (*the principal producer's*) household members and household members who work on the farm/ranch? Enter TOTAL hours worked by all other producers and household members. (EXCLUDE the principal producer and spouse. INCLUDE both paid and unpaid hours.)

☐

1061

(i) of the above, how many were unpaid?

☐

0840

d. you (*the principal producer's*) previously reported workers on this farm/ranch? Enter TOTAL average hours worked by all unpaid workers, including custom hire and contract labor. (EXCLUDE household members and interns.)

☐

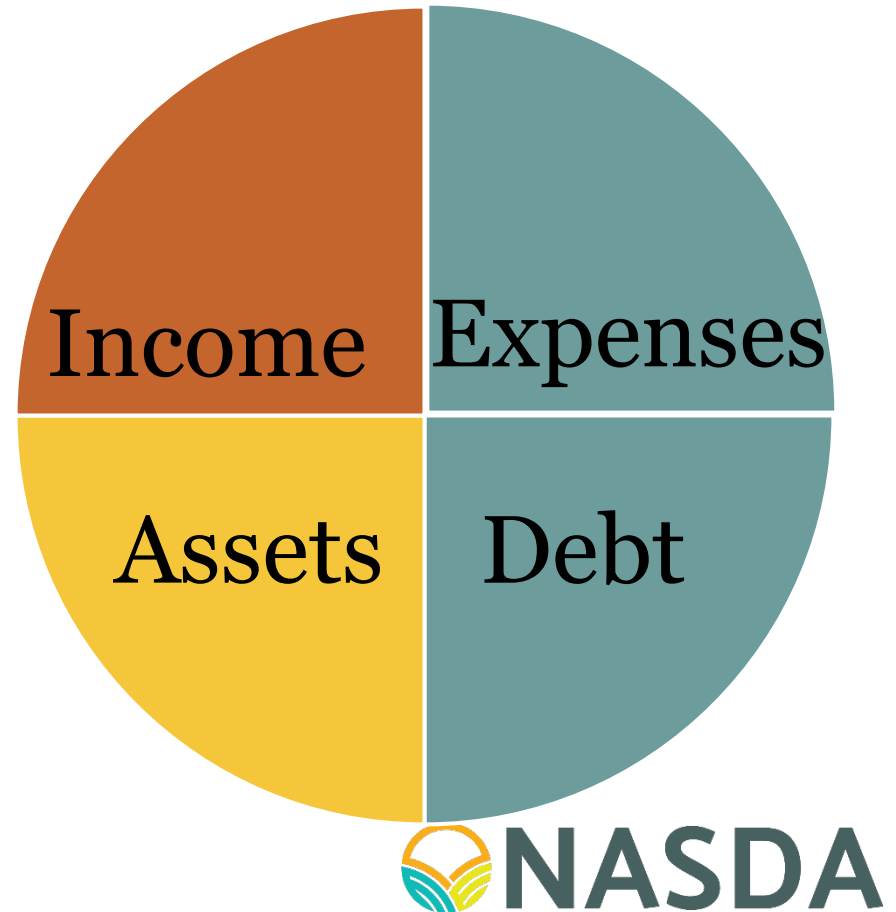
0859

e. all other workers not previously reported working on this farm/ranch? Enter TOTAL average hours worked by all paid workers. (EXCLUDE custom hire and contract labor.)

☐

Conclusion

- Do
 - Be consistent
 - Provide comments
- Watch out for
 - Duplication
 - Contradictions



Questions



Out of Scope/Out of Business Records

- Operations that Screen out of ARMS 3:
 - This includes university research farms, FFA farms, extension, experimental, and institutional (prison or not-for profit) farms whose production is used primarily for noncommercial purposes.
IM Page 31.



Out of Scope/Out of Business Records

- Operations that are Out of Business:
 - The operator is deceased, sold the farm, no longer has crops, livestock, storage, or CRP.
 - If not in business at any time during 2025: (Ex: passed away in November 2024 or sold farm September 2024)



Out of Scope/Out of Business Records

- Complete the screening supplement.
- Enter as out of business in CAPI.
 - Screening supplement is DIFFERENT from CAPI out of business questions.
 - Purpose: to determine if you should complete ARMS 3.



Out of Business Records

- If operation went out of business during 2025:
 - Example: passed away in August 2025 or sold farm in March 2025
 - Make notes and complete the questionnaire for the time the operation was in business if possible.



Incomplete Records

Refusal: You are able to contact an operator but they refuse to complete the survey. Leave comment, in CAPI, on why the survey was refused.

Inaccessible: You are unable to contact an operator or anyone involved with the operation.

Document contact attempts in CAPI.



Operator ‘will mail’

- After 10 – 14 days, re-contact the operator to complete the survey or set up an appointment.
- If the operator has decided not to complete interview:
 - Set “Mailed in” in CAPI with comment.
 - Submit incomplete records in CAPI as refusals by April 17.

Completing it Online

- We want you to be a resource to the respondent!

Step 1: Go to agcounts.usda.gov

Step 2: Enter 12-digit Survey Code (found on the front of questionnaire or operator information icon in CAPI)

ENTER YOUR UNIQUE SURVEY CODE



SURVEY CODE

SURVEY CODE 01 01 2723 12222221 71 10000
LOVELY FARM INC 123
12300 TRACTOR PL 00 307 359
SOMEBODY SD 12345-6788

Submit & Get Survey(s)

Step 3: click
Submit & Get Survey(s)

An official website of the USDA National Agricultural Statistics Service Here's how you know

USDA **AGRICULTURE**
COUNTS

Home My Surveys Resources Reports Sign In | Sign Up

Welcome to the
USDA National Agricultural Statistics Service
Respondent Portal

General Announcement
PLEASE NOTE: With the recent large mailing of the Census of Agriculture, we are experiencing some issues due to the high volume of responses via the website. We are working to add capacity to better handle the volume. In the meantime, if you get an error, please try again or try later. We appreciate your patience.

NEED HELP? CALL 1-888-424-7828
NASS Customer Support is available Monday - Friday, 8am - 5pm CT
Please be prepared with your survey name and survey code.

WASHINGTON, D.C. °F
WEATHER

Weather data source: Open Weather

UPDATING THE LOOK & FEEL OF NASS REPORTS



Mail Operator Another Copy

- Do NOT leave blank form with operator
- Microsoft form to request

Questions





Data Collection

- Operator Mailing:
 - 1st mailing – January
 - 2nd Mailout - February 13-16
- Enumerator Data Collection:
 - January 25 – April 17



Data Collection Methods

- 3 phone attempts: AM, noon, PM
 - Complete over phone or set up interview.
- Attempt personal interview.
 - Plan route of all non-respondents.
 - Visit while completing scheduled interviews.
- 3 phone attempts: AM, noon, PM (to set up appointment)
- Discuss with coach for additional data collection strategies.

CAPI Attempts

INF

Attempted Contacts

Date

1/12/2026

Time

8:26:31 PM

Notes

called 1234 no answer

Edit

Save

Start Survey

Close



Visiting Operators

- Attempt +5 operators per drive when possible
- Plan route
 - Group operators together (CEAP/ARMS 3 and other surveys)
 - If you have additional time, what additional operators can you visit?
- Have all materials with you



Submitting Data - CAPI

- 100% CAPI
 - Bring blank form for operator to follow along.
 - Have notebook for notes and updating information.



Collecting Data

- Attempt to complete interview in CAPI
- Have blank form for operator
- Notebook for notes

CAPI



United States
National Agriculture

Sections



Introduction



Land in Farm / Ranch



Acreage, Production, and Cash
Sales

Livestock Inventory, Number
Sold/Removed, and Cash Sales



Other Operations Growing,
Feeding, or Raising Livestock for this
Operation






- Click arrow or three lines to minimize sections.



Large Charts

- Landlord's share of sales in the last column (cash sales received)

Crop	How many acres were harvested?	What was the total production? INCLUDE landlord share and amount used on operation.	How much of this operation's share of the total production was (will be) used on this operation for feed, seed, etc.?
FIELD CROPS	Acres	Total Amount	Amount Used on Operation
Corn for grain	105 <input type="text"/> acres 	106 <input type="text"/> Bu. 	107 <input type="text"/> Bu. 

Radio Buttons

- Always use radio buttons to direct the survey

1. Were any crops harvested from this operation or did this operation receive any income from these crops in 2025?

INCLUDE

- your landlord's share
- crops grown under contract

EXCLUDE crops grown on land rented to others.

☒ Yes ☐ No

-
2. Report the acreage and production of crops harvested from this operation in 2025. Report quantity harvested in the unit specified, by crop. For income received from cash sales in 2025, report the dollar amount this operation received from any year's production after subtracting marketing expenses.

Respondent Booklet

CATTLE - Veal

HOGS - Farrow to Feeder

HOGS - Farrow to Finish

HOGS - Farrow to Wean

HOGS - Finisher

HOGS - Nursery

HOGS - Nursery/Feeder

HOGS - Nursery/Finish

HOGS - Other Hogs & Pigs

CATTLE - Cattle for Bre

\$



\$



\$



280

283

284

\$



285

\$



286

\$



the
ed
ue (at
t) of
ced
tract
25?

How much was
paid to
contractees for
labor,
management,
and
reimbursement
for expenses?



Editing the Data - At HOME

- Notebook updates goes in CAPI
 - Make all updates to the questionnaire
 - Add all comments from notebook

Comments in CAPI

- Item Level Comments DO NOT work for ARMS 3

1. How many acres of farm/ranch land were owned?

20 ☐ None Acres 


1. How many acres of farm/ranch land were owned?0020 ☐ +

IC 20. Bought more land in 2024.

‘Zeros’

- If none box, select none box.
- Tables – leave blank. Add note if needed

1. How many acres of farm/ranch land were owned?

20 ☐ None Acres 

Corn for grain	<input type="checkbox"/> 105	<input type="text"/>	acres		106	<input type="text"/>	Bu.	
----------------	------------------------------	----------------------	-------	---	-----	----------------------	-----	---



‘Zeros’

- The only time you should enter zero, is if the questionnaire tells you to ‘enter zero’
- If < 1 year old, enter zero in Section M

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

	Child 1	Child 2
a. Age in years on 12/31/2025.	6050 <input type="text"/> years	6051 <input type="text"/> years

Questions



Project Code 904



Thank you

