



### Ten Examples of Responses to Reluctant Respondents

**1. My farm is too small to make a difference.**

Your farm represents other small farms. Small farms have different characteristics than large farms. Some farm programs target keeping small farms in business. Together, small farms contribute a lot.

**2. Prices went down the last time I did a survey.**

Prices are affected by these reports, but prices go up as often as they go down. Without public information middlemen and retailers are more likely to benefit than the producers.

**3. I am too busy.**

I know you are, but this will not take very long. Why don't we get started, and then if you need to leave, we can finish another time? **(OR)** I can go through the questionnaire quickly if you can do it now. If not, when would be a better time for me to contact you?

**4. It is not mandatory.**

It is important to you and the agricultural industry. Farm organizations, the Extension Service, university staff, congressmen, and agriculture reporters support these surveys. **(OR)** It is important that farmers are heard. Surveys are a means of letting others know the current farm situation.

**5. I am contacted for surveys too often.**

We understand you get a lot of requests for information. I collect the official unbiased data on agriculture. Small operations rotate in and out of the surveys while large operations are asked to participate more frequently.

**6. It is none of the government's business what I farm.**

Your farm data is kept strictly confidential. It is used only in combination with other reports and is not given to anyone outside of NASS.

**7. I do not use the reports.**

You probably do indirectly. For example, agriculture farm reporters use our reports to keep you updated on agriculture news by radio, newspapers, and farm publications.

**8. I do not do surveys.**

This is not just a survey. We collect the official data used by Congress for decisions on the Farm Bill, enhancing exports, and providing the effects that weather has on crops.

**9. Why do you need so much information about my finances?**

The [National Agricultural Statistics Service \(NASS\)](#) collects financial information to evaluate the financial health, production costs, and economic well-being of U.S. farms and ranches. This data informs agricultural policy, determines farm program benefits (like loans and insurance), and helps producers compare their operations with industry averages.

**10. This information will be used against me.**

This data is frequently used to promote agriculture and explain its contribution to the State's economy.