NASDA Survey Training

December 2026-January 2027

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Training Objectives

To prepare for a possible shutdown in mid December, NASS is adjusting data collection strategies and timelines. Consequently, we'll be covering both December and January trainings in this session.

We'll briefly touch on all the NDC surveys but please note, each survey has a link to the full set of training materials, and you will be given ample time for home study to compliment today's training.

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Coordinated Records

Many December and January surveys will be coordinated this year in READI. Managers recently reviewed their staff's coordinated skills in iSolved and additional training was given to those enumerators that will see coordinated records.

If you were not trained and are seeing coordinated records, please alert your manager.

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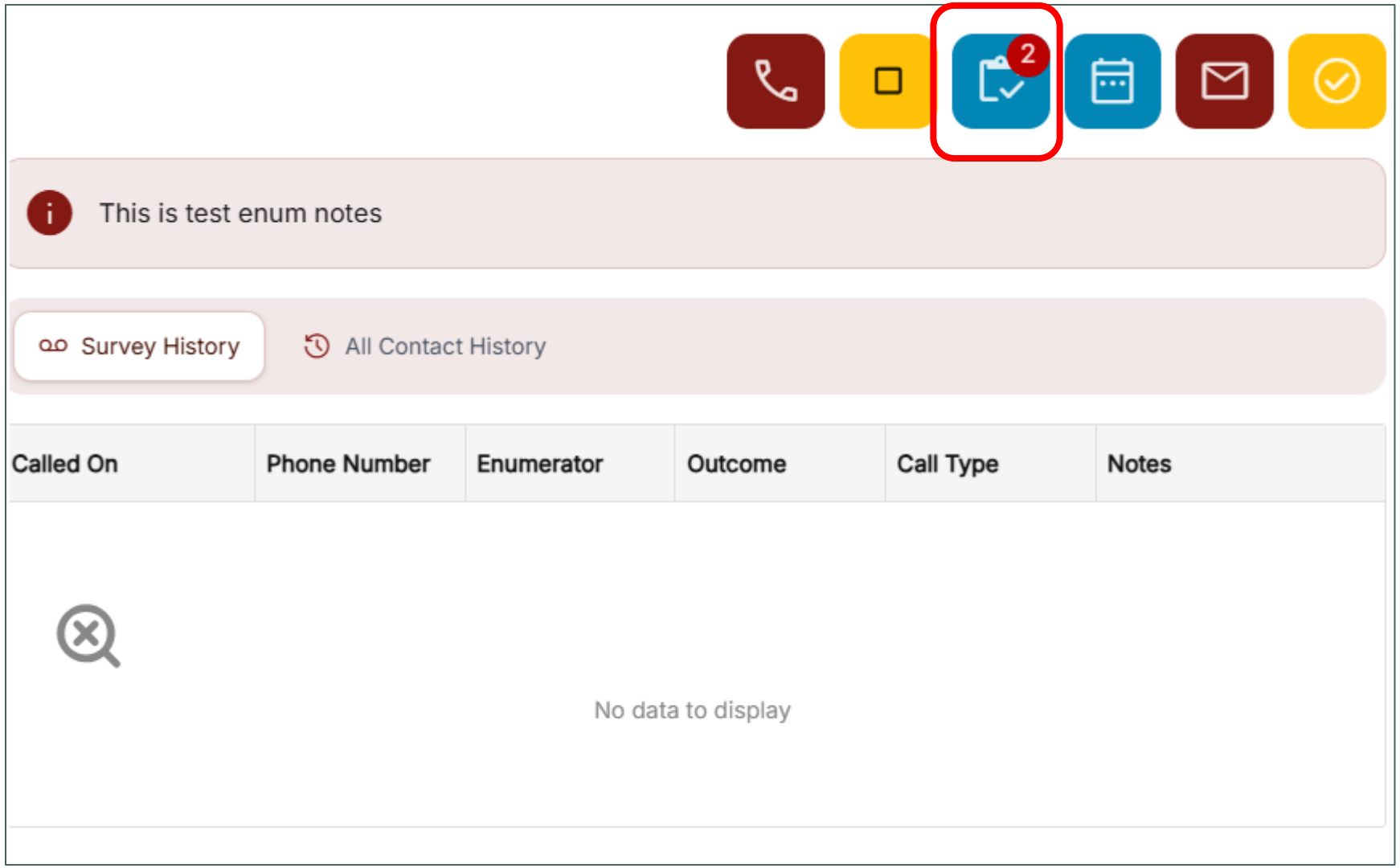
Coordinated Records



(Coordinated records display a number badge at the top right when you first pull a new sample)

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December Ag Survey Incentives

December Crops APS: All incentive monies will be paid in the Payroll processed on January 11, 2027, to provide time for manager review and account for the holidays.

NDC and READI Unplugged Incentive Plan

Date	Qualification	Incentive Amount
November 27	Work at least a 4-hour shift and 75 call attempts	$25
November 28	Work at least a 4-hour shift and 75 call attempts	$25
December 5	Work at least 4-hour shift and 75 call attempts	$25
Entire Survey Period**	500 Total Calls with 35 completes	$50
Entire Survey Period**	750 Total Calls with 70 completes	$75

**For any enumerator in these categories, will receive the higher award amount, not both

ITC Enum Incentive

ITC Incentive Plan (Outbound Calling)

3 hours of outbound calling on either 11/27, 11/28, or 12/5 to qualify

Date	Qualification	Incentive Amount
Entire Survey Period**	200 Total Calls	$50
Entire Survey Period**	400 Total Calls	$75

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December Quick Reference Guide

Survey Name	Dec Crops APS	Dec Hogs	Mint PDI	Oilseed A&P	Potato Stocks	Veg PDI	Row Crop CAPS
Project Code	127	164	193	175	195	137	190
NDC Sample	32,200	1,500	50	1,900	300	5,256	30,000
States	All	All	IN,ID,OR, WA,	Top 19	Top 13	Top 33	All
Survey Dates	11/27-12/18	11/27-12/10	11/30-12/16	11/30-12/17	11/30-12/5	11/20-12/16	10/30-1/17
Mail Date			11/20			10/29	10/6
Release Date	Crop Prod 12/10/26	Hogs & Pigs 12/23/26	Annual Crop Prod Jan 2027	Annual Crop Prod Jan 2027	Potato Stocks 12/18/26	Veg Annual Summary Mid-Feb	State-Jan 2027,County Mid Feb

[Click Here for National Data Center - Survey Calendar]

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December Quick Reference Guide

Survey Name	Dry Bean Inquiry	Coffee Inquiry	Tobacco Inquiry
Project Code	191	134	172
NDC Sample	1,200	200	970
States		HI	
Survey Dates	11/28-12/17	12/2-12/23	12/14-12/24
Mail Date	11/17	11/13	11/20
Release Date	Crop Production – Jan 2027		Crop Values – Late February Ag Prices – Late May

[Click Here for National Data Center - Survey Calendar]

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January Quick Reference Guide

Survey Name	Citrus	Milk Production	Cattle	Sheep & Goats	Annual Bee & Honey	Quarterly Colony Loss
Project Code	133	178	150	155	196	115
NDC Sample	100	??	18,700	15,346	??	1,600
States	AZ, CA, FL, and TX	Top 24	All	All	All	All
Survey Dates	12/28-1/5/27	12/23-1/14/27	12/31-1/13/27	12/31-1/13/2027	12/31-2/11/27	12/31-1/19/27
Mail Date	12/14	11/20	12/30	12/22	12/23	12/23
Release Date	Crop Production	Milk Production	Cattle Report	Sheep & Goats Report	Bee & Honey	Honey Bee Colonies August 2027

[Click Here for National Data Center - Survey Calendar]

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Mint PDI

Mint Production and Disposition Inquiry obtains information on mint acres, pounds of oil made, sold, and the price. Peppermint, Spearmint, Scotch Spearmint, and Native Spearmint can be asked depending on state.

<u>FUN FACTS:</u>

- Mint is a perennial usually replanted every 4 years.
- Mint is a Northern plant that needs a good winter.
- Mint yields average around 100 lbs/acre.
- Mint oil prices average around $22/lb.
- Most mint oil is marketed by contract (very little open market sales) and is used in flavoring for gums, candies, toothpaste etc.

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Mint PDI











You can see the oils naturally rise to the top in this sample

Mint is cut, windrowed and chopped similar to hay. The chopper wagon hooks directly to a steamer and the essential mint oils are extracted in a condenser.

Mint PDI Training Materials can be found HERE

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Misc. Mint Info

- Large scale growers sell ming in bulk – 55 gallon drums to food, beverage, oral care and fragrance buyers
- Yields vary by region, climate and variety of mint grown – Yield range is 50 to 80 pounds of oil per acre

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Oilseed Survey – What are Oilseeds?

Oilseeds are plant seeds and nuts grown and harvested primarily to extract edible or industrial oils. Uses of oilseeds include cooking oils, salad dressings, biodiesel, animal feed, and lubricants.

Like most of the end of year surveys, the Oilseed Survey asks acreage planted, harvested, yield/production and prices. Crops asked vary by state and can include Canola, Sunflowers, Flaxseed, Mustard Seed, Safflower and Rapeseed.

Examples of each plant and seed are shown on the next slide.

There is NO Oilseed Survey Training at this time to reference.

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Oilseed Survey –Seeds & Plants



Rapeseed



Sunflower



Safflower



Canola



Flaxseed



Mustard Seed

Oilseed Yields

Oilseed	Yield Average
Canola	1,900 lbs per acre (35-40 bu per acre)
Rapeseed	1,900-2,000 lbs per acre
Safflower	1,300 lbs per acre
Mustard Seed	577 lbs per acre
Sunflower	1,863 lbs per acre

Which oilseed is commonly used in bird feed?

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December Agricultural Survey

March
Intentions
How many acres do you intend to plant?

On-Farm Grain Stocks

June
Planted Acres
How many acres did you end up planting & how many do you intend to harvest

On-Farm Grain Stocks

September
Final Production Small Grains
What was your final acreage, production and yield for wheat, oats, barley, rye?

On-Farm Grain Stocks

December
Final Production Row Crops
What was your final acreage, production and yield for corn, soybean, cotton, etc.

On-Farm Grain Stocks

Most crops are harvested or close to being complete and farmers now have a clear picture of their yields. Results will provide information on how much American farmers have produced, the quantities currently in storage, and available for export.

Dec Ag Training Materials can be found HERE

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County is Important

- Report the county where the largest value of agriculture was raised or produced.
  - If about the same in different counties, choose the county with the most acres, write notes
  - If about the same value and acres in different counties, does he/she live in one of these counties? If so, choose that county and write notes
  - If yields were vastly different between the counties they farm in, write notes

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December Agricultural Survey

Yields are critical in calculating total production for each crop. During Row Crop CAPS enumeration several enumerators incorrectly reported yield per acre under TOTAL production. Below, are 2025 yields for top crops. Familiarize yourself so you can question when a producer is reporting yield per acre vs total production.

Crop	Yield Per Acre	Crop	Yield Per Acre
Canola	2017 lbs	Safflower	1300 lbs
Corn (grain)	186 bu	Sorghum (grain)	73 bu
Cotton	856 lbs	Soybeans	53 bu
Dry Beans	2012 lbs	Sunflowers	1863 lbs
Potatoes	460 cwt	Tobacco	2093 lbs
Rapeseed	2126 lbs	Alfalfa Hay	3.42 tons
Rice	7544 lbs	Other Hay	2.09 tons

Example of Proper Reporting

Soybeans:		Soybeans	
a. Acres planted for all purposes?	Acres	600	100
i. How many acres of soybeans were planted following another harvested crop (double cropped)?	Acres	602	
b. Acres harvested and to be harvested for beans or seed?	Acres	763	80
c. Total soybean production for beans and seed? OR	Bushels	227	
d. Yield per acre of soybeans harvested for beans or seed?	Bu/Ac	764	58
e. Acres of soybeans for all other purposes?	Acres	236	20

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December Ag Survey – Abnormal Yields?

Abnormal Yields are not necessarily wrong! Probe for explanations and record good notes.

- Are they reporting total yield or yield per acre? (most common mistake)
- Are they reporting for the correct crop? (i.e. high moisture grain corn instead of grain corn or haylage instead of dry hay)
- Are they reporting the wrong unit? (i.e. tons instead of pounds)
- Did they only harvest a few acres to prove low yields for insurance purposes? If so the balance of acres should be moved to "harvested for all other purposes"
- Is there a valid reason for a low yields? (i.e. a natural disaster, disease, pest damage etc.)
- If yields are significantly different in two counties the operator farms in, leave notes explaining.

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December Hog Report

Information from the Hog Report is used to make estimates of hog and pig inventory, pig crop, death loss, and farrowing intentions allowing USDA to determine the domestic and export supply of pork.

- The December Hog Report has both quarterly and annual versions of the questionnaire.
- Farrowings, Pig Crop, and Death Loss are broken out differently (monthly vs quarterly).
- Pay close attention to the dates for each question and ask all questions exactly as they are worded to ensure you're getting accurate numbers.

Dec Hog Training Materials can be found HERE

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December Hog Report

Version A: Quarterly Hog Report
(16 States)

States: CO, IL, IN, IA, KS, KY,MI, MN, MO, NE, NC, OH, OK, PA,SD, TX

These 16 states account for over 95% of the total inventory!

First Screener Question: Has this operation owned or raised hogs or pigs at any time since September 1, 2026?

Version D: Annual Hog Report
(34 States)

States: AL, AK, AZ, AR, CA, CT, DE, FL, GA, HI, ID, LA, ME, MD, MA, MS, MT, NV, NH, NJ, NM, NY, ND, OR, RI, SC, TN, UT, VT, VA, WA, WV, WI, WY

First Screener Question: Has this operation owned or raised hogs or pigs at any time since December 1, 2025?

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Potato Stocks Inquiry –Why Do It?

In November we conducted the Potato PDI Survey. This provided a full summary of the production, disposition, and value of the entire 2026 Potato crop.

Starting in December (and again in Feb, Apr and June) we'll track the volume of potatoes left in storage.

Knowing how many potatoes we have in storage allows farmers to decide when to sell their crop and shippers, processors, and brokers to decide when to buy and ship potatoes.

Potato Stocks Training Materials can be found HERE

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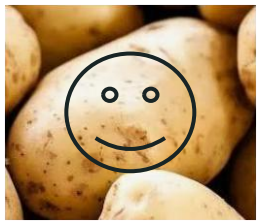
Potato Stocks Inquiry

Short and Simple – 3 questions and your out!!



INSTRUCTIONS: Report for all 2026 crop potatoes in storage facilities and temporarily stored in bins, trucks, buildings, and other facilities on this operation.

1. What is the Total Storage Capacity of all facilities, buildings, and structures used on this operation to store potatoes?.....

	CWT
0181	Only Asked in Dec

2. What was the Total Quantity of potatoes stored on this operation on December 1, 2026? (INCLUDE potatoes in storage facilities and temporarily stored in bins, trucks, and other facilities on this operation.).....

	CWT
0101	Exclude Sweet Potatoes!

3. From the beginning of the season to December 1, 2026, how much was lost due to shrinkage, cull, or dumping?.....

	CWT
0131	Avg 2% per Month

Shrinkage, Culling, Dumping - Potatoes

- Shrinkage – Weight and volume loss caused by moisture leaving the tuber (evaporation)
- Culling – Potatoes sorted out because they fail market size, grade or quality standards
- Dumping – Potatoes can be dumped because of market oversupply

Fun Fact:
Raw whole potato decomposition before spoiling
* Last 1-2 weeks on a warm counter
* Lasts 3 to 5 weeks in a cool dark pantry
* Last 2 to 5 months in cold storage (cellar)

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Dry Bean Inquiry

- Dry Edible Beans
  - What talked about this during Row Crop CAPS training.
  - 12 different varieties
    - Black Turtle, Cranberry, Great Northern, Dark Red Kidney,
    - Light Red Kidney, Navy, Pink, Pinto, Small Red, White Kidney, Lima, Garbanzo
  - Exclude: Soybeans and Lentils

Bonus Question: What is the #1 state in Dry Bean production?

Dry Bean Training Materials can be found HERE

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Tobacco Inquiry

- There are 4 types of tobacco collected
  - Flue Cured
  - Fire Cured
  - Burley
  - Dark Air Cured
- Tobacco is normally sold by the pound
- It will ask quantity sold under contract or at auction
  - Auctions – Growers arrange tobacco in piles, sheets or bales inside a warehouse. Growers tag them with the weight, grade and origin details. Then there is a fast-paced bidding process done by an engineer.

Tobacco Inquiry Training Materials can be found HERE

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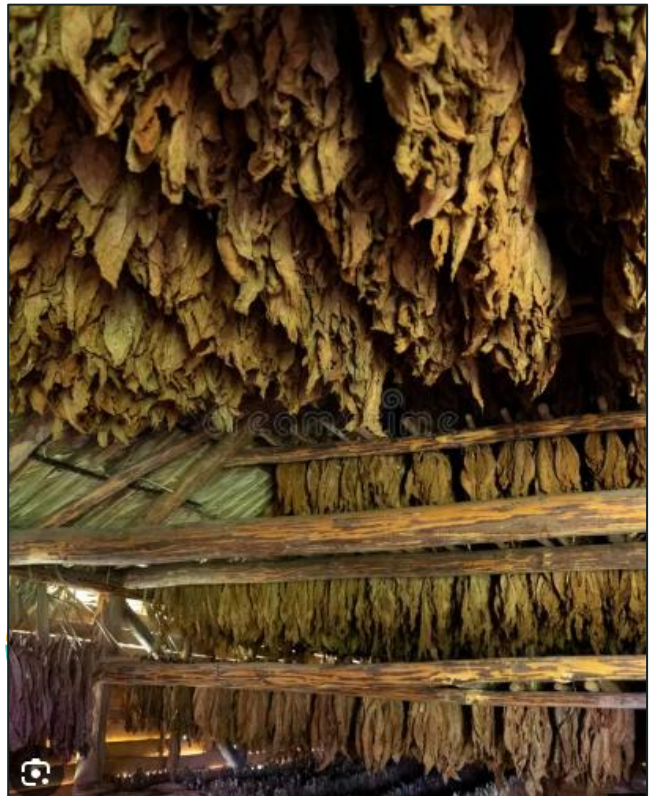
Tobacco Inquiry

- Curing
  - The process by which green tobacco leaves are dried







January Milk Production

Questions on the Milk Production Survey will vary based on month and state. The Cattle and Milk Production Surveys will be coordinated and data from producers in both surveys will be collected at the same time.

Questions	January	April	July	October
Milk Cow Inventory and Production on the 1st of the month	√	√	√	√
Milk Disposition		√		√
Heifer Replacement Prices	√			
Corn Silage Values				√
Hay Prices	√	√	√	√

Milk Production Training Materials can be found HERE

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January Milk Production – Heifer Replacement Prices

Price of **milk cows** for dairy herd replacement

- These would be cows that could be placed in the milking herd
- Asked all four quarters.

Price of **heifers** for dairy herd replacement.

- Heifers are females that have not yet calved.
- Many dairy operations now contract with another farm to grow replacement heifers for them.
- Verify they are reporting the price for heifers over 500 pounds.
- Heifer prices will typically be less than cow prices.
- Prices for registered herds are usually higher than commercial herds.

3. Milk cows for dairy herd replacement - Average price per head in your locality? EXCLUDE heifers that have not calved. .....
4. Heifers for dairy herd replacement, weighing 500 pounds and over - Average price per head in your locality?.....

January Cattle

The Cattle Inquiry is conducted twice a year in January and July. This biannual survey determines the inventory numbers and values of all cattle and calves, number of operations and size group estimates by class and state, as well as for the entire United States. Also included are statistics on cattle on feed and grazing on small grain pasture, as well as calf crop data.

Like other NASS surveys, producers, processors, and feed dealers all watch these reports closely to see cattle market supplies and make future decisions for their farms and businesses.

January Cattle Training Materials can be found HERE

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Cattle at a Glance

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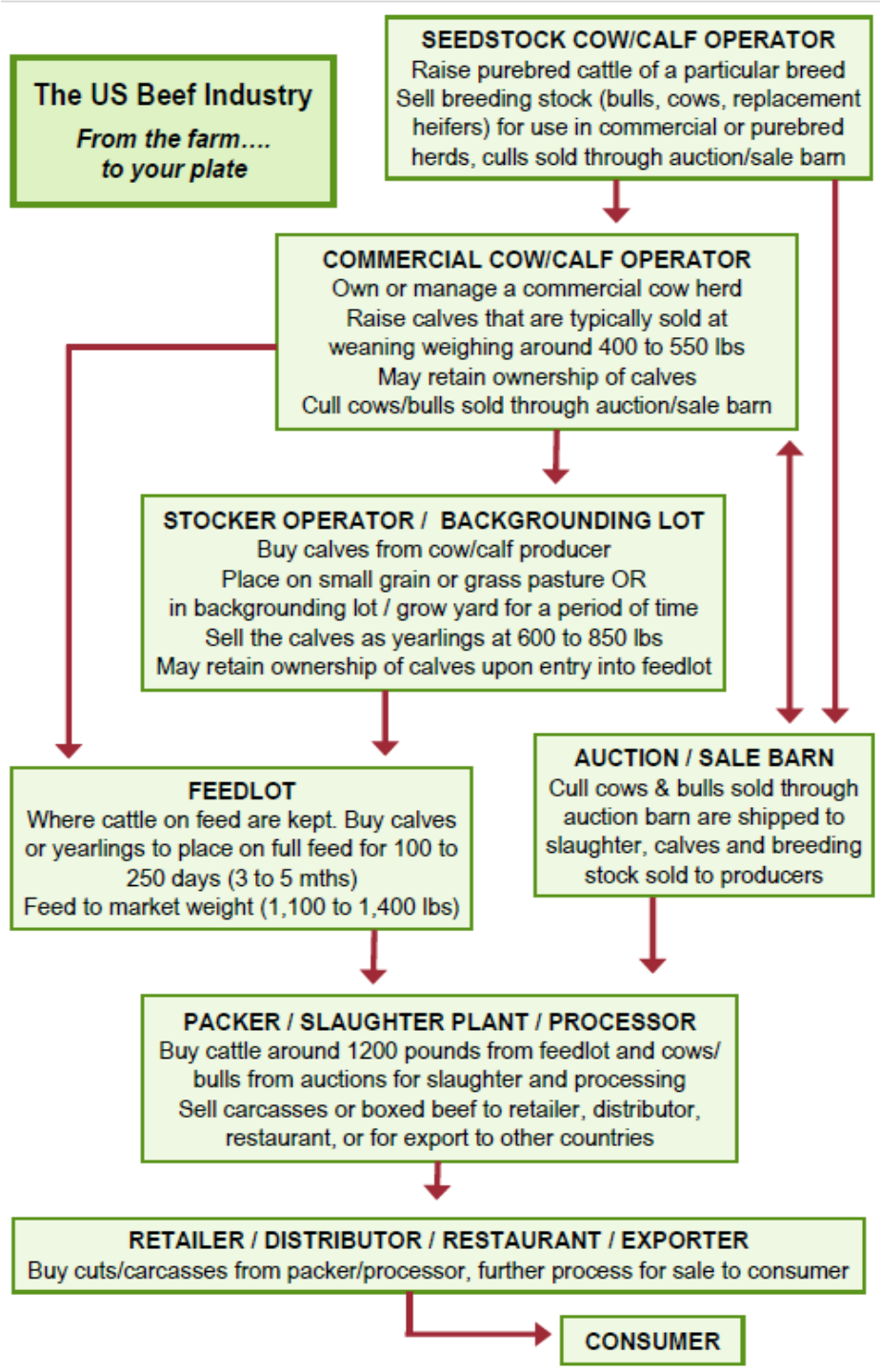
THE BASICS...

- **COW** - adult female that has calved at least once.
- **BULL** - adult male used for breeding.
- **STEER** - castrated male usually sold/fed out for slaughter.
- **HEIFER** - female that has not yet calved.
  - **REPLACEMENT HEIFER** - female selected at or after weaning to be bred and added to the cow herd.
  - **OTHER HEIFER** - female that will not be kept as a replacement, generally sold/fed out for slaughter.
- **CALF** - bull/steer/heifer that weighs less than 500 lbs and is less than 1 year old.
- **BACKGROUNDER** - cattle being prepared to be cattle on feed
- **CATTLE ON FEED** - cattle being fed a high grain ration to be sold directly to the slaughter market
- **CULL(ING)** - selling/butchering undesired cattle to improve breeding stock
- **WEANING** - removing a calf from it's mother and her milk, calf is typically 7-8 months old


The US Beef Industry
From the farm….
to your plate
SEEDSTOCK COW/CALF OPERATOR
Raise purebred cattle of a particular breed
Sell breeding stock (bulls, cows, replacement heifers) for use in commercial or purebred herds, culls sold through auction/sale barn
COMMERCIAL COW/CALF OPERATOR
Own or manage a commercial cow herd
Raise calves that are typically sold at weaning weighing around 400 to 550 lbs
May retain ownership of calves
Cull cows/bulls sold through auction/sale barn
STOCKER OPERATOR / BACKGROUNDING LOT
Buy calves from cow/calf producer
Place on small grain or grass pasture OR in backgrounding lot / grow yard for a period of time
Sell the calves as yearlings at 600 to 850 lbs
May retain ownership of calves upon entry into feedlot
FEEDLOT
Where cattle on feed are kept. Buy calves or yearlings to place on full feed for 100 to 250 days (3 to 5 mths)
Feed to market weight (1,100 to 1,400 lbs)
AUCTION / SALE BARN
Cull cows & bulls sold through auction barn are shipped to slaughter, calves and breeding stock sold to producers
PACKER / SLAUGHTER PLANT / PROCESSOR
Buy cattle around 1200 pounds from feedlot and cows/ bulls from auctions for slaughter and processing
Sell carcasses or boxed beef to retailer, distributor, restaurant, or for export to other countries
RETAILER / DISTRIBUTOR / RESTAURANT / EXPORTER
Buy cuts/carcasses from packer/processor, further process for sale to consumer
CONSUMER

January Cattle

January 1, 2027 is the reference date. Even if the producer has no cattle on January 1, probe to see if they had inventory anytime during 2026 or if they intend to have anytime in 2027!

2. Were any cattle or calves, regardless of ownership, on this operation on January 1, 2027 or at any time during 2026? (Cattle and calves on grazing land leased on a fee per head or animal unit month (AUM) basis should be included by the cattle owner, excluded by the land owner.)

1 ☐ Yes - Go to item 3, page 2

3 ☐ No - a. Will there be any cattle or calves, regardless of ownership, on this operation during 2027?

1 ☐ Yes - Enter code 1
3 ☐ No - Enter code 3
2 ☐ Don't Know - Enter code 2

CODE 493

b. Were you (the individual named on the label) operating a farm or ranch on January 1, 2027?

1 ☐ Yes - Go to Section 3, back page

3 ☐ No - Go to Section 2, page 7

January Sheep and Goats

The Sheep & Goat questionnaire has two versions. Version A has the core questions for non-Western States. Version B is for the Western States (AK, AZ, CA, ID, MT, NV,OR, UT, WA) includes questions on custom feeding and marking, docking and branding.

Sheep and Lambs Custom Fed By Others

3. On January 1, were any sheep and lambs for market being custom fed for you by someone else?

1 ☐ Yes -

a. How many were being fed for you by someone else?...

b. Who was the custom feeder? Name:_____

Deaths and Losses During 2026

INCLUDE sheep and lambs that died or were lost on grazing land leased on a fee per head or animal unit month (AUM) basis.

8. How many lambs died or were lost from all causes before being marked, docked, or branded during 2026? EXCLUDE lambs born dead.....

9. How many lambs died or were lost from all causes after being marked, docked, or branded during 2026? 270

Different ID techniques

January Sheep and Goats-Tips and Tricks

	Sheep	Goats
Wool/Mohair weight	6.8lbs./fleece	5.1 lbs./clip
Wool/Mohair Price	$1.40/lb.*	$6.40/lb.
Birth Rates	1.06 Lambs per Sheep	1.75 Kids per Doe
Avg. Death Loss	1-15%	1-15%
Female Male Castrated male Young < 1 yr old.	Ewe Ram Wether Lamb	Doe Buck/Billy Mutton/Wether Kid
Categories	Breeding, Market	Meat, Milk, Angora

*Wool is often disposed of or given away.

Sheep and Goats Training Materials can be found HERE

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January Citrus Survey

- Conducted quarterly (Oct, Jan, Apr and Jul) in four states: AZ, CA, FL, and TX.
- Target crops include: Lemons, Oranges, Grapefruit, Mandarins, and Pummelos.
- All 4 states ask total and bearing acres. Expected total production for the 2026-2027 crop year will be asked for different crops depending on the state.
- We do not ask about crop disposition at this time (whether the fruit was used for fresh market or processing etc.) or for prices

January Citrus Training Materials can be found HERE

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January Citrus Survey – Tips and Tricks

- Bearing age acres cannot be greater than total acres
- If a unit (i.e. boxes etc.) other than tons or pounds are reported, obtain the weight of the unit reported so we can calculate total production.
- All acres of bearing age should be recorded even if they did not produce a crop during the current growing season due to freeze damage, disease, drought, etc.



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Annual Bee and Honey- Survey Outline

INVENTORY AND HONEY PRODUCTION

- By State

INCOME

- Honey Sales by color class (produced in 2025 or 2026)
- Contracting as a pollinator
- Other Income (sales of queens, nucs, etc.)

EXPENSES

- For different types of bees purchased
- For Disease prevention, feed, supplies
- Fees to store bees in winter

NUMBER OF WORKERS

Bee & Honey Training Materials can be found HERE

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Quarterly Colony Loss



- Familiarize yourself with the terminology in the link.
- Different than typical surveys. Same questions in
- The purpose of the survey is to monitor the impact diseases are having on the bee population. (Disease questions are not asked on the Annual Bee & Honey Survey.)
- Commercial beekeepers operate migratory businesses moving their bees across the country to follow different growing seasons. Collecting accurate data can be challenging with this constant movement of bees.

Follow the instructions closely!!!

Make good notes!!!

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Quarterly Colony Loss Training Materials can be found HERE

Callers Corner – Farm Economics

Last month we touched on farm economics and the narrow profit margins challenging farmers. This month we'll continue that topic and discuss different accounting and marketing methods operations use along with their benefits and risks.

When a farmer gets paid matters as much as the price they receive and how they handle when to deliver their crop.



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Callers Corner – Cash Accounting

- Used most often by family farms
- Follows the checkbook
- Records income when payments armade and expenses when bills are paid (when the cash actually changes hands)
- Income is taxed when $ received (not when the grain is sold)

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Callers Corner – Benefits and Risks

Cash Accounting

- Using deferred payments can smooth income streams and tax implications.
- Simplifies bookkeeping and tax planning.
- Risk of bunching income in later years.
- Risk of buyer credit (if they can actually pay)
- Can distort true earnings because of seasonal timing. For example, you might pay for bulk fertilizer, seed, or chemicals in the fall, but not sell your harvested grain until spring.



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Callers Corner – Marketing Strategies

Operators also use different pricing, delivery and payment methods to manage their farm finances. Here are a few examples to be familiar with:

- **Spot Cash Sale** – Price and delivery on that day – They get paid at delivery
- **Forward Contract** – Lock Price that day and deliver in future – Paid at delivery
- **Deferred Payment** – Deliver and Price that day, paid later – Paid at agreed future date
- **Basis/HTA (hedge to arrive) Contract** – Fix part of price, set other later – Paid when fully priced
- **Storage + CCC Loan** – Hold Grain and borrow against it – Loan for cash now and sell later later
- **Minimum Price Contract** – Price Floor with upside potential – Paid at delivery

Current Events Impacting our Farmers

- Thanksgiving Dinner
  - Farm Bureau put the average cost of a 10 person Thanksgiving meal at $58.63 up 6% from last year.
- Recent trade agreement with Thailand includes $2.6 billion in US Ag purchases and pork market access.
- Trade efforts with Mexico aim to boost US ethanol exports.

Current Events Impacting our Farmers

- Cyber Incident
  - Hackers accessed USDA system that facilitates payments to farmers November 19
    - This is NOT NASS



Questions



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