

# 2022 ARMS Phase 3 - Presentations

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# Agricultural Resource Management Survey Phase 3



**Eric Gerlach**  
South Dakota State Statistician



**United States Department of Agriculture**  
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# HUNTING

..you're doing it wrong!



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Visibility-wise,  
dawn is a good  
option for  
allowing you  
to clearly see  
your target.



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## **Have You Heard the One About Brown Cows and Chocolate Milk?**

A survey from the Innovation Center for U.S. Dairy found that 7% of American adults think chocolate milk comes from brown cows.



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MCGA invites all gubernatorial candidates to visit a family  
corn farm

A recent statewide survey of Minnesota residents by MCGA found that 73 percent of respondents have a positive view of Minnesota farmers. However, **only 38 percent of Minnesota residents actually know a farmer, yet 95 percent of respondents desire more information on modern farming practices.**



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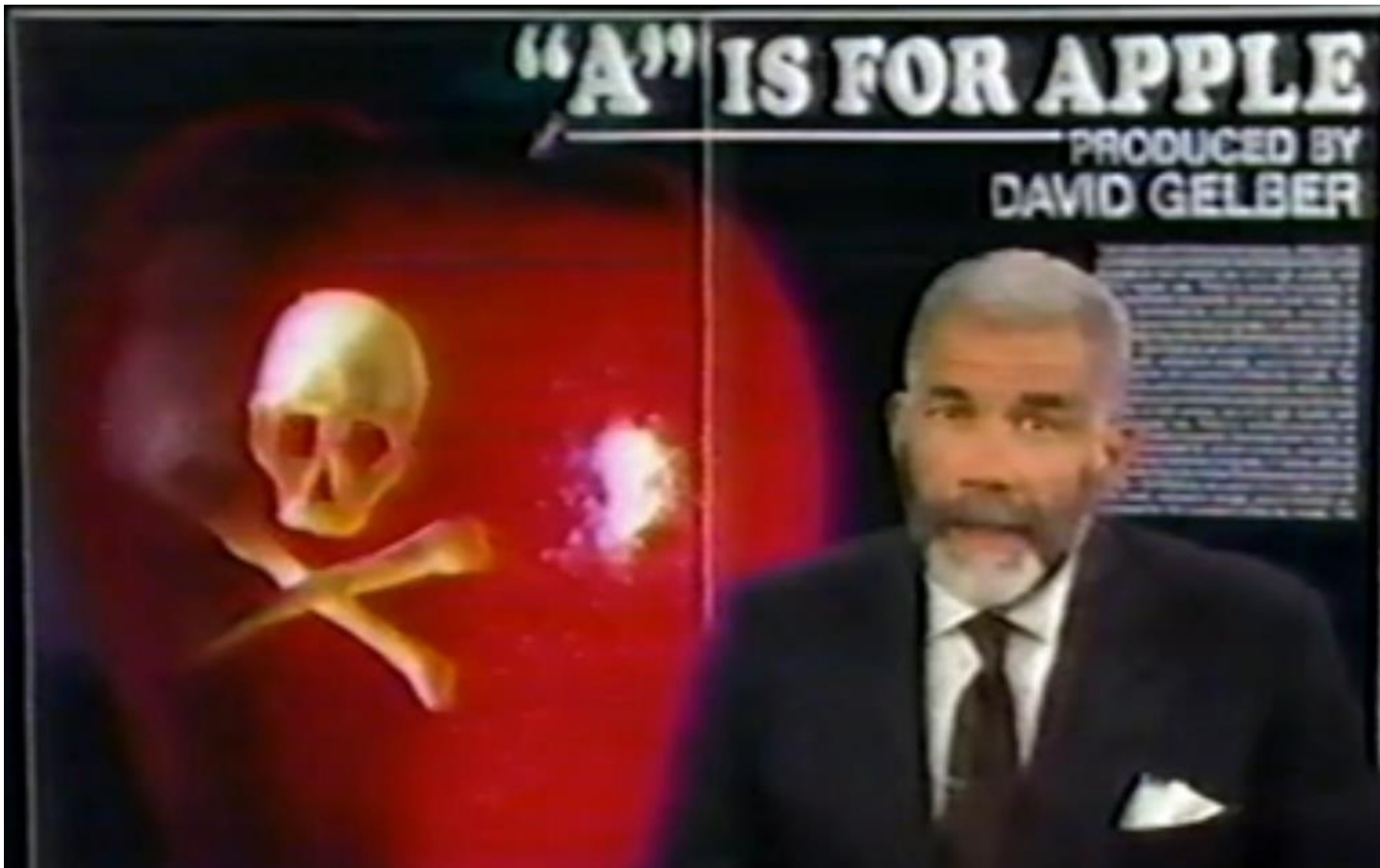




“We have hundreds of new congressmen coming to town, and as soon as they get in town, we're gonna start talking to them about the Farm Bill. They ain't going to have a clue. And then we got 88 (Congress officials) who weren't there the last time we passed a Farm Bill. Now you're talking about 238 congress people who don't even know what Farm Bill, farm problems are.”







Feb 26,  
1989



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# FACTS VERSUS FEARS:

## A REVIEW OF THE GREATEST UNFOUNDED HEALTH SCARES OF RECENT TIMES

Public reaction verged on the hysterical. One consumer called the International Apple Institute to ask if it was safe to discard apple juice in the kitchen sink, or whether it was necessary to take it to a toxic waste dump. A parent sent state troopers chasing after her child's school bus to confiscate the forbidden fruit her child was carrying.<sup>7</sup> Fenton and NRDC

There is also little data on where pesticides are used and by whom. As a result, there were widely varying reports during the Alar crisis about how much of the apple crop had been treated with the chemical.

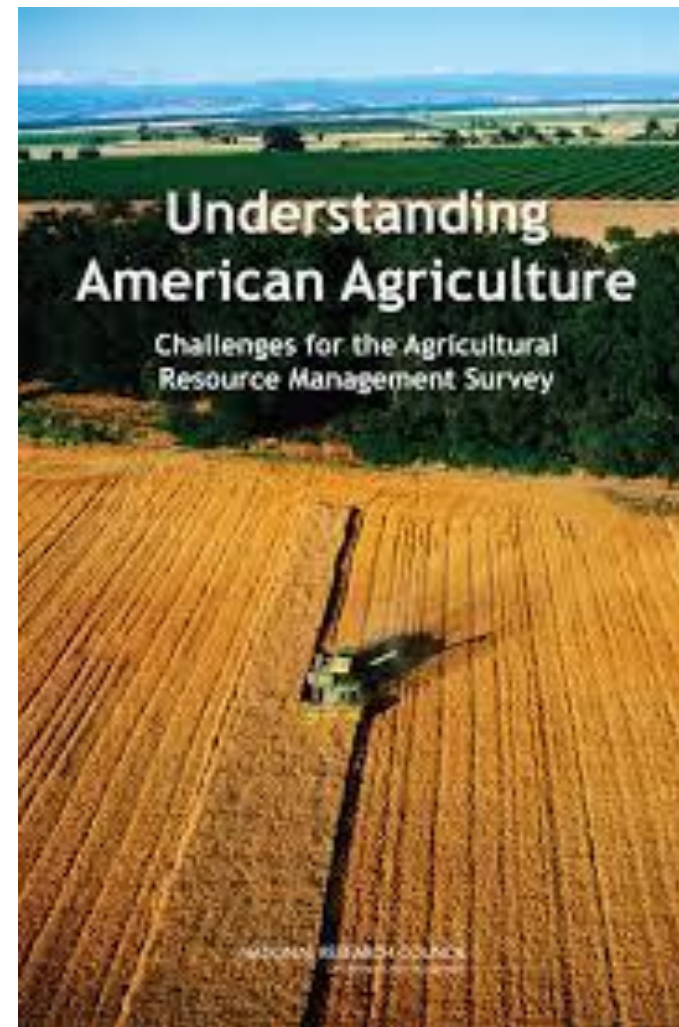
*(Washington Post Feb 27,1990)*



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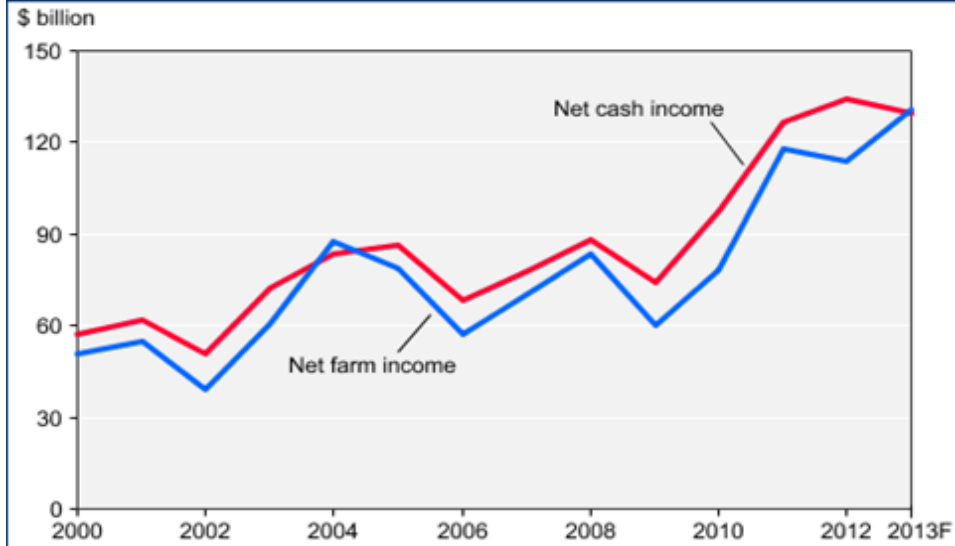
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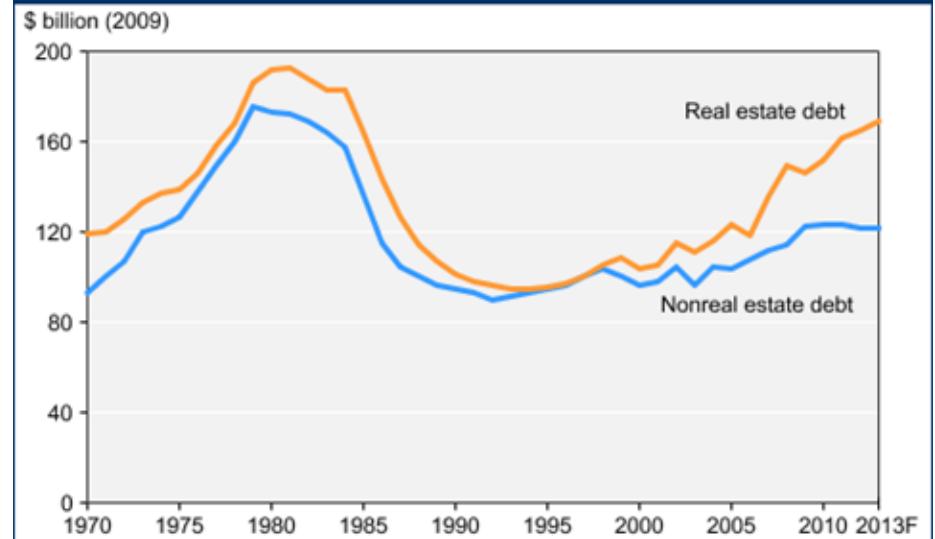


Net farm income and net cash income, 2000-2013F



F = Forecast.  
Source: USDA, Economic Research Service, Farm Income and Wealth Statistics.  
Data as of November 26, 2013.

Farm sector business debt, inflation adjusted, 1970-2013F



F = Forecast. The GDP chain-type price index is used to convert the nominal (current-dollar) statistics to real (inflation adjusted) amounts (2009=100).  
Source: USDA, Economic Research Service, Farm Income and Wealth Statistics.  
Data as of November 26, 2013.



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- CHS Inc
- Prudential
- Farm Credit Administration
- New Holland
- Ag Heritage Farm Credit Services
- Zions Bank
- Farm Credit-Mid America
- Citigroup



The food and agriculture industry supports more than 21 million U.S. jobs (that's 11 percent of U.S. jobs) and contributed \$1.05 trillion to U.S. gross domestic product in 2016.



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FEDERAL RESERVE BANK  
OF MINNEAPOLIS

# The Census of Agriculture and agricultural industry risks

How banks can use census data to quantify the impacts of policy and  
regulatory change

April 30, 2021

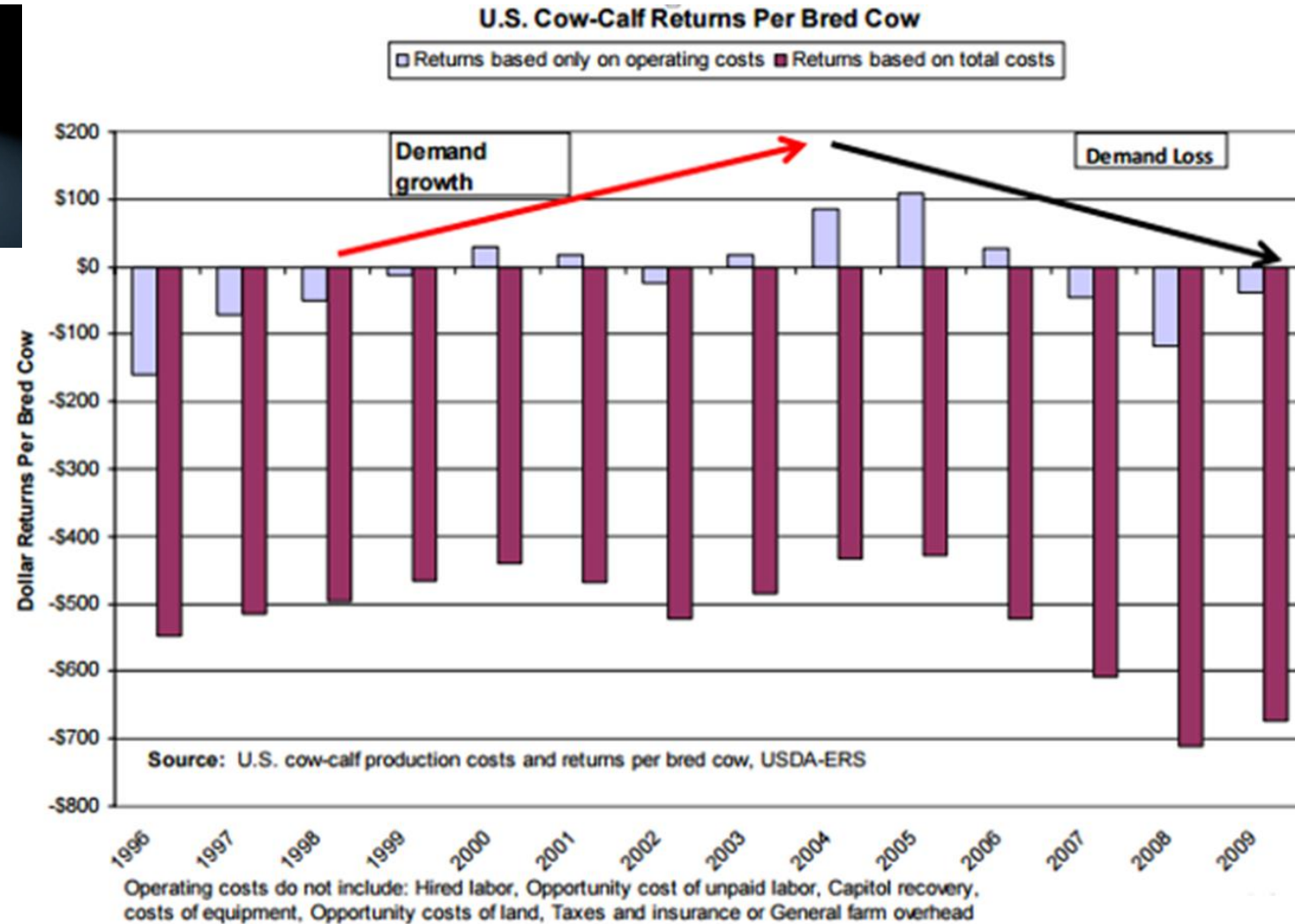
“Banks can use the census data to develop their business strategy or as a risk management tool to assess and analyze policy or regulatory changes.”



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Access to broadband is essential for farmers and ranchers to follow commodity markets, communicate with their customers, gain access to new markets around the world



However, 29 percent of U.S. farms have no access to the Internet according the USDA report, “Farm Computer Usage and Ownership, 2017.”



# Broadband Internet's Value for Rural America

Peter Stenberg, Mitchell Morehart, Stephen Vogel, John Cromartie, Vince Breneman, and Dennis Brown

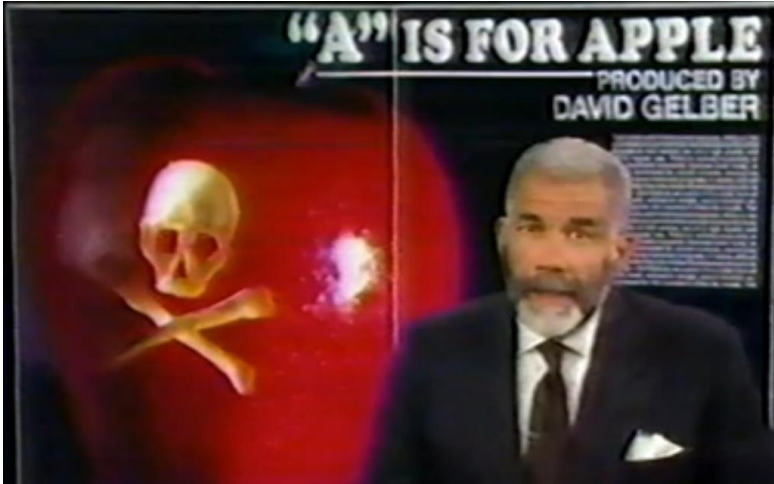
**Keywords:** Internet, broadband, high-speed Internet, rural economies, rural economic growth, digital economy, telemedicine, rural, urban, Census data, June Agricultural Survey, Agricultural Resource Management Survey (ARMS), ERS, USDA



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- In 1990, NASS began to survey farmers to determine types and quantities of pesticides and fertilizers.
- Lacking information on farmers' actual application of Alar or the level of exposure risk, consumers panicked by avoiding apples and apple products, severely harming the U.S. apple industry. (GAO 11-37, November 2010)







**ND Stockmen**

@NDStockmen

Follow



Scientific-credible research shows that cattle contribute only 3.6% of the methane produced in the U.S. [#BeefFacts](#)  
[#beefproduction](#)

RESEARCH ARTICLE

**Nutritional and greenhouse gas impacts of removing animals from US agriculture**

Robin R. White and Mary Beth Hall

PNAS November 28, 2017 114 (48) E10301-E10308; first published November 13, 2017  
<https://doi.org/10.1073/pnas.1707322114>



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53. US Department of Agriculture/Economic Research Service (2013) ARMS farm financial and crop production practices. Available at [www.ers.usda.gov/data-products/arms-farm-financial-and-crop-production-practices/tailored-reports-crop-production-practices.aspx](http://www.ers.usda.gov/data-products/arms-farm-financial-and-crop-production-practices/tailored-reports-crop-production-practices.aspx). Accessed October 21, 2014. . [Google Scholar](#)

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We all depend on the success of American agriculture want to protect our nation ability to produce a safe, sustainable food supply.



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# Face Page and Screening Supplement



Let's go!!!!!!



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# Face Page and Screening Supplement



**Lisa Prickett**  
**Southern Plains Region**



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# Questionnaire Versions

CRR Version

OMB No. 0535-0218; Approval Expires 11/30/2025

**2022 AGRICULTURAL RESOURCE MANAGEMENT SURVEY**

**SURVEY CODE:**

Costs and Returns Report – Version 1  
Project Code: 904  
(11/21/2022)

www.agcounts.usda.gov

**USDA**

**AGRICULTURE COUNTS**

**National Agricultural Statistics Service**

ECONOMIC RESEARCH SERVICE

U.S. Department of Agriculture  
National Agricultural Statistics Service  
National Processing Center  
1201 East 10th Street  
Jeffersonville, IN 47132  
Phone: 1-888-424-7928  
Fax: 1-812-219-2232  
E-mail: [nass@nass.usda.gov](mailto:nass@nass.usda.gov)

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

**Completion of this form fulfills your mandatory 2022 Census of Agriculture reporting obligations.**

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

The information you provide will be used for statistical purposes only. Your responses will be kept confidential and any person who willfully discloses ANY identifiable information about you or your operation is subject to a jail term, a fine, or both. This survey is conducted in accordance with the Confidential Information Protection and Statistical Efficiency Act of 2018, Title III of Pub. L. No. 115-435, codified in 44 U.S.C. Ch. 36 and other applicable Federal laws. For more information on how we protect your information please visit: <https://www.nass.usda.gov/confidentiality>. Response is voluntary.

According to the Paperwork Reduction Act of 1995, an agency may not conduct or sponsor, and a person is not required to respond to, a collection of information unless it displays a valid OMB control number. The valid OMB control number for this information collection is 0535-0218. The time required to complete this information collection is estimated to average 100 minutes per response, including the time for reviewing instructions, searching existing data sources, gathering and maintaining the data needed, and completing and reviewing the collection of information.

☐ [If this operation is a partnership, please identify the other person(s) involved.]

Partner 1		Partner 2	
Partner Name		Partner Name	
Address		Address	
City	State Zip Phone Number	City	State Zip Phone Number

Partner 3		Partner 4	
Partner Name		Partner Name	
Address		Address	
City	State Zip Phone Number	City	State Zip Phone Number

Office or Enumerator Use Only										
Screening Box	Beginning Time (Military) Hours Minutes	Total Points	R. Unit	Duplication Adjustor	Partner Stratum				Office Use Only	Number of Supplements
0006	0004	0929	9921	9922	9922	9923	9927	9928	0009	0002

21812011



OMB No. 0535-0218; Approval Expires 11/30/2025

**2022 AGRICULTURAL RESOURCE MANAGEMENT SURVEY**

**SURVEY CODE:**

Wheat Costs and Returns Report – Version 2  
Project Code: 904  
(11/22/2022)

www.agcounts.usda.gov

**USDA**

**AGRICULTURE COUNTS**

**National Agricultural Statistics Service**

ECONOMIC RESEARCH SERVICE

U.S. Department of Agriculture  
National Agricultural Statistics Service  
National Processing Center  
1201 East 10th Street  
Jeffersonville, IN 47132  
Phone: 1-888-424-7928  
Fax: 1-812-219-2232  
E-mail: [nass@nass.usda.gov](mailto:nass@nass.usda.gov)

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Partner 1		Partner 2	
Partner Name		Partner Name	
Address		Address	
City	State Zip Phone Number	City	State Zip Phone Number

Partner 3		Partner 4	
Partner Name		Partner Name	
Address		Address	
City	State Zip Phone Number	City	State Zip Phone Number

Office or Enumerator Use Only										
Screening Box	Beginning Time (Military) Hours Minutes	Total Points	R. Unit	Duplication Adjustor	Partner Stratum				Office Use Only	Number of Supplements
0006	0004	0929	9921	9922	9922	9923	9927	9928	0009	0002

21862016



Wheat Version



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# Screening Process

- ARMS 3 Operators
  - Screened and determined to be in business in 2022
  - Operators were contacted between May and July 2022 by mail and/or phone to complete the ISS / ARMS 1 survey.
  - Previously Reported Data (PRD) was used to reduce respondent burden.





# Label

Online Survey Code

State 9-digit POID

Operation County ID

Operation District ID

Phone

Supervisor ID

Enumerator ID

County ID

Sequence Number

OpDom Status

Operation Name

Person Name

SURVEY CODE-2704-61DF-SRNL

ID 12301200100 01 01 1 182 0 00

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

260 0281

SEQ001-04501

MASH FARMS

Hawkeye Pierce

650 COUNTY ROAD A

WHEREVER, XX 99999





# Survey Code

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

OMB No. 0535-0218: Approval Expires 11/30/2025

## 2022 AGRICULTURAL RESOURCE MANAGEMENT SURVEY

**SURVEY CODE:**

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

**USDA**

**AGRICULTURE COUNTS**

**National Agricultural Statistics Service**

**ECONOMIC RESEARCH SERVICE**

U.S. Department of Agriculture  
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1201 East 10th Street  
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Phone: 1-888-424-7828  
Fax: 1-812-218-2232  
E-mail: [nass@nass.usda.gov](mailto:nass@nass.usda.gov)

Costs and Returns Report – Version 1  
Project Code: 904  
(11/21/2022)

123456789012345678901234567890123456789  
**Survey Code = AA BBBB BBBB CCCCCC**

123456789012345678901234567890123456789  
**ID 12345678901 AA BB C DDD F EE QQ PPP**  
**GG HHH II JJ KKK-KKK-KKKK L MMM NNN RRR**  
**SSS-SSS-SSSS TTT OOOO**

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

**Completion of this form fulfills your mandatory 2022 Census of Agriculture reporting obligations.**

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

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# OpDom Status Intro

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

SURVEY CODE-2704-61DF-SRNL



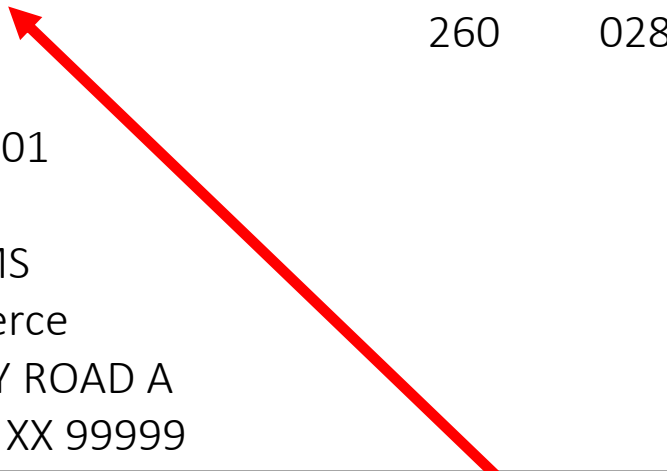
ID 27301200100 01 01 1 182 0 00

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

260 0281

SEQ001-04501


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






# OpDom Status: 00

- Person Name is the Target.

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

SEQ001-04501

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


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







# OpDom Status: 85/45

- Multiple operations
  - Person Name is still the Target

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

SEQ001-04501

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

- Only collect data for the operation listed





# OpDom Status: 99

- Operation is Managed.

SURVEY CODE-2704-61DF-SRNL



ID 27301200100 01 01 1 182 0 00

80 025 99 00 123-111-9701 0 124 068 023  
260 0281

SEQ001-04501

MASH FARMS



Hawkeye Pierce

650 COUNTY ROAD A

WHEREVER, XX 99999

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



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# Partners

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

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





# Adding/Deleting Partners

## Adding Partner(s)

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

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

## Deleting Partner(s)

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

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





# Target Partner Switch

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

SURVEY CODE-2704-61DF-SRNL



ID 27301200100 01 01 1 182 0 00

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

SEQ001-04501

**SWITCH**

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

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

## Partner 1

Partner Name

Radar O'Reilly

Address

1484 STATE HWY 99

City

WHEREVER

State

XX

Zip

99999

Phone Number

123-111-6540



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# Partner Take-Over

- Complete Screening Supplement
- DO NOT COMPLETE ARMS 3 survey

SURVEY CODE-2704-61DF-SRNL



ID 27301200100 01 01 1 182 0 00

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

SEQ001-04501

**OOB**

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

## Partner 1

Partner Name

Radar O'Reilly

Address

1484 STATE HWY 99

City

WHEREVER

State

XX

Zip

99999

Phone Number

123-111-6540



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

## Screening Supplement

- Questions 1-4, at least one of the questions was answered YES
  - Complete ARMS 3 survey
- Questions 1-4, all are answered NO
  - Complete Screening Form

**2022 ARMS 3  
SCREENING SUPPLEMENT**

VERSION	ID	TRACT	SUBTRACT
_____	_____	<b>01</b>	_____

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

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

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

☐ NO      ☐ YES

2. During 2022, were any crops grown, hay cut or livestock or poultry raised on the total acres operated?

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

3. During 2022, did this operation sell any agricultural products or receive government agricultural payments?  
*(Exclude any income received as a landlord.)*

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

4. During 2022, will this operation have more than 19 acres of idle cropland or more than 99 acres of pastureland?

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

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

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

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

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

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

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

☐ one individual? [Enter code 1]

☐ a hired manager? [Enter code 8]

☐ partners? [Enter number of partners + operator]

REPORTING UNIT  
\_\_\_\_\_



# Part of Year Operations

- Examples
  - Floriculture Operation – In business until April 2022
  - Commercial Dairy – Went of business the first half of 2022





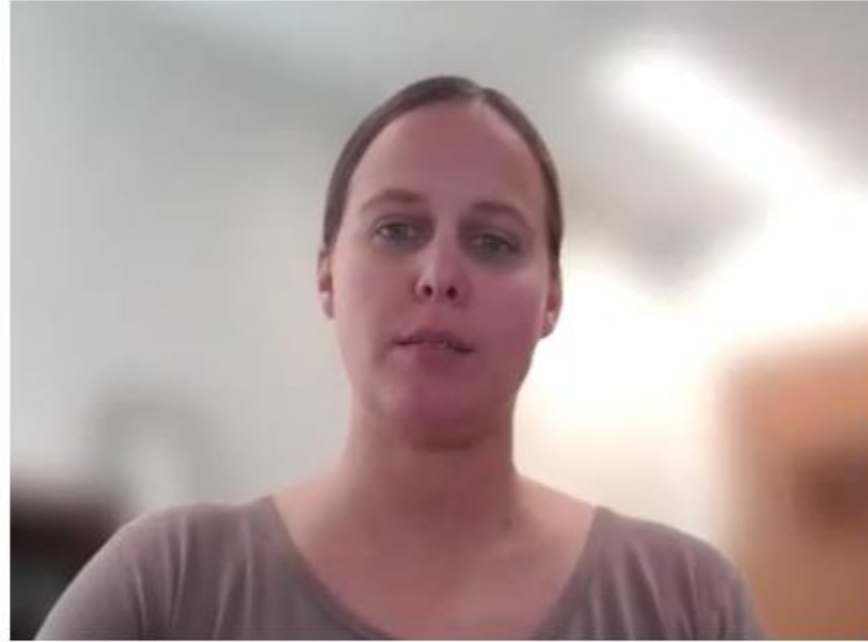


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# Sections 1-3



**Debbie Martin**

Upper Midwest Region



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





SECTION 1    ACREAGE IN 2022

Report land owned, rented, or used by you, your spouse, or by the partnership, corporation, or organization named on the front of this form. Include ALL LAND, REGARDLESS OF LOCATION OR USE - cropland, Conservation Reserve Program (CRP) and Wetlands Reserve Program (WRP) land, pastureland, rangeland, woodland, idle land, farmsteads, etc.

1. Number of acres OWNED . . . . . 0020

Mark "X" if None

☐

2. Total number of acres RENTED or LEASED FROM OTHERS

INCLUDE

• all land rented from others, including individuals

• Federal, State, and railroad land leased on a per acre basis

EXCLUDE

• land used on a fee per-head or animal unit month (AUM) basis. . . . . 0101

For the acres RENTED or LEASED FROM OTHERS, how many were rented:

a. for a fixed or flexible cash rent payment? . . . . . 0021

☐

b. for a share of the crop or livestock production? (Include hybrid rental arrangements where rent paid is based on a fixed cash payment plus some shared production.) . . . . . 0023

☐

c. for free? . . . . . 0024

☐

3. Number of acres RENTED or LEASED TO OTHERS

INCLUDE LAND

• worked on shares by others

• subleased

• rented or leased to others for cash

• used rent free in exchange for services, payment of taxes, etc.

EXCLUDE acres enrolled in:

• Conservation Reserve Program (CRP)

• Wetlands Reserve Program (WRP)

• Farmable Wetlands Program (FWP)

• Conservation Reserve Enhancement Program (CREP)

• acres rented or leased to others part of the year . 0025

a. How many acres rented or leased to others (Box C above) did this operation own? . . . . . 4000

Mark "X" if None

☐

4. Enter the figures from the boxes above to determine your total acres operated:

BOX A

+

BOX B

-

BOX C

=

0026

BOX D

BOX A

BOX B

Number of Acres

Acres Owned

+ Acres Rented FROM Others

- Acres Rented TO Others

Total Acres Operated



## SECTION 1

## ACREAGE IN 2022

Report land owned, rented, or used by you, your spouse, or by the partnership, corporation, or organization named on the front of this form. Include ALL LAND, REGARDLESS OF LOCATION OR USE - cropland, Conservation Reserve Program (CRP) and Wetlands Reserve Program (WRP) land, pastureland, rangeland, woodland, idle land, farmsteads, etc.

		Mark "X" if None	<b>BOX A</b>
1. Number of acres OWNED . . . . .	0020	<input type="checkbox"/>	
2. Total number of acres RENTED or LEASED <b>FROM</b> OTHERS			
<u>INCLUDE</u>	<u>EXCLUDE</u>		<b>BOX B</b>
• all land rented from others, including individuals	• land used on a fee per-head or animal unit month (AUM) basis. . . . .	0101	
• Federal, State, and railroad land leased on a per acre basis			
For the acres RENTED or LEASED <b>FROM</b> OTHERS, how many were rented:			<b>Number of Acres</b>
a. for a fixed or flexible <u>cash rent</u> payment? . . . . .	0021	<input type="checkbox"/>	
b. for a <u>share</u> of the crop or livestock production? ( <i>Include hybrid rental arrangements where rent paid is based on a fixed cash payment plus some shared production.</i> ) . . . . .	0023	<input type="checkbox"/>	
c. for <u>free</u> ? . . . . .	0024	<input type="checkbox"/>	
3. Number of acres RENTED or LEASED <b>TO</b> OTHERS			
<u>INCLUDE LAND</u>	<u>EXCLUDE acres enrolled in:</u>		
• worked on shares by others	• Conservation Reserve Program (CRP)		
• subleased	• Wetlands Reserve Program (WRP)		
• rented or leased to others for cash	• Farmable Wetlands Program (FWP)		
• used rent free in exchange for services, payment of taxes, etc.	• Conservation Reserve Enhancement Program (CREP)		
	• acres rented or leased to others part of the year . . . . .	0025	<input type="checkbox"/>
a. How many acres rented or leased to others (Box C above) did this operation own? . . . . .	4000	Mark "X" if None <input type="checkbox"/>	<b>Number of Acres</b>
4. Enter the figures from the boxes above to determine your total acres operated:			
<b>BOX A</b>	<b>BOX B</b>	<b>BOX C</b>	<b>BOX D</b>
	+	-	=
			0026

Be sure to read all  
'include' and 'exclude'  
statements throughout  
the questionnaire



## SECTION 1

## ACREAGE IN 2022

Report land owned, rented, or used by you, your spouse, or by the partnership, corporation, or organization named on the front of this form. Include ALL LAND, REGARDLESS OF LOCATION OR USE - cropland, Conservation Reserve Program (CRP) and Wetlands Reserve Program (WRP) land, pastureland, rangeland, woodland, idle land, farmsteads, etc.

		Mark "X" if None	<b>BOX A</b>
1. Number of acres OWNED . . . . .	0020	<input type="checkbox"/>	
2. Total number of acres RENTED or LEASED <b>FROM</b> OTHERS			
<u>INCLUDE</u>	<u>EXCLUDE</u>		<b>BOX B</b>
• all land rented from others, including individuals	• land used on a fee per-head or animal unit month (AUM) basis. . . . .	0101	
• Federal, State, and railroad land leased on a per acre basis			
For the acres RENTED or LEASED <b>FROM</b> OTHERS, how many were rented:			<b>Number of Acres</b>
a. for a fixed or flexible <u>cash rent</u> payment? . . . . .	0021	<input type="checkbox"/>	
b. for a <u>share</u> of the crop or livestock production? ( <i>Include hybrid rental arrangements where rent paid is based on a fixed cash payment plus some shared production.</i> ) . . . . .	0023	<input type="checkbox"/>	
c. for <u>free</u> ? . . . . .	0024	<input type="checkbox"/>	
3. Number of acres RENTED or LEASED <b>TO</b> OTHERS			
<u>INCLUDE LAND</u>	<u>EXCLUDE acres enrolled in:</u>		
• worked on shares by others	• Conservation Reserve Program (CRP)		
• subleased	• Wetlands Reserve Program (WRP)		
• rented or leased to others for cash	• Farmable Wetlands Program (FWP)		
• used rent free in exchange for services, payment of taxes, etc.	• Conservation Reserve Enhancement Program (CREP)		
	• acres rented or leased to others part of the year . . . . .	0025	
a. How many acres rented or leased to others (Box C above) did this operation own? . . . . .	4000	Mark "X" if None <input type="checkbox"/>	<b>Number of Acres</b>
4. Enter the figures from the boxes above to determine your total acres operated:			
<b>BOX A</b>	<b>BOX B</b>	<b>BOX C</b>	<b>BOX D</b>
	+	-	=
			0026

Cash Rent Acres

+ Share Rent Acres

+ Free Acres

---

Total Rented Acres

(Box B)



# Animal Unit Month (AUM)

5. Did this operation pay on a fee per-head or animal unit month (AUM) basis to use any land?

0040

1

☐

**Yes** - Continue

3

☐

**No** - Go to item 6

Don't  
Know

☐

0041

Number of Acres

a. If yes, how many acres? ..... 1160

b. DO NOT include these acres in the boxes above. If you did, **GO BACK** and **EXCLUDE** them from the boxes above and recalculate BOX D.

- Grazing land rented on fee/head basis
- AUM Acres are NOT included in Acres Operated



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# County Level Acres

- VALUE ≠ Most Acres
- If 5 or more counties, only report the top 4 producing counties

6. Considering the total acres in Box D above, in what county was the largest value of this operation's agricultural products raised or produced?

4001	Principal County Name	4002	State	4003	Number of Acres

a. If this operation had agricultural activity in any other county, enter the county name(s), etc.

4004	Other County Name(s)	4005	State	4006	Number of Acres
4007		4008		4009	
4010		4011		4012	





## Section 2: Land Use in 2022

- Cropland
- Pasture
- Woodland Not Pastured
- All Other Land





# Cropland Acres

Harvested:	Acres were harvested in 2022. Include: field crops, hay and forage, Christmas trees, short rotation woody crops, fruits and nuts, vegetables or any acreage which a crop was harvested.
Failed/Abandoned:	Crops planted but failed in 2022. Include: acres not harvested due to low prices or labor shortages. Exclude: Fruit or nuts not harvested due for production maintenance.
Summer Fallow:	Acres could have been sprayed or tilled but no harvest in 2022. Include: acres planted to a crop in 2022 for harvest in 2023.
Idle:	Acres which could have been used for crops without any additional improvement. Include: CRP, WRP, FWP, CREP, and other state or federal conservation programs. Exclude: Acres planted with intentions to be used for harvest or pastureland.





# Pastureland

- Permanent Pasture
- Woodland Pasture
- Other
  - Rotational Pasture
  - Acres could be used for crops with no additional improvements

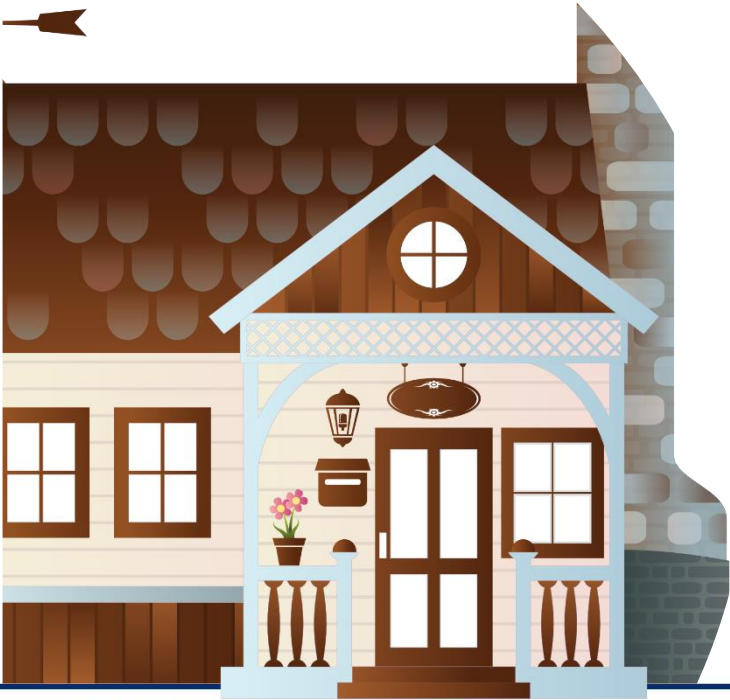
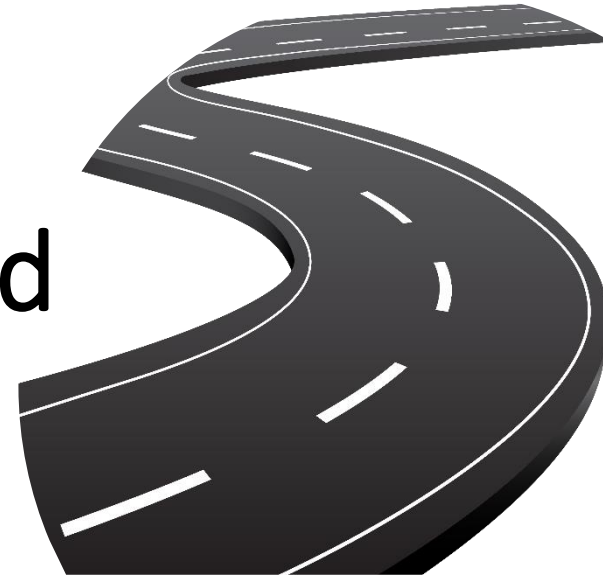
# Woodland Not Pastured

- Include:
  - Cut over and deforested land that has a future as wood products
  - Tapped maple trees (sugar bush)
  - Abandoned fruit orchards not being maintained
- Exclude:
  - Christmas Trees
  - Fruit Trees
  - Short Rotation Woody Crops





# All Other Land



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SECTION 1,  
BOX D  
=  
SECTION 2,  
BOX E





# Section 3: Land Rented or Leased From Others For Cash



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# Cash Rent

- Number of Acres:
  - Include cropland and pastureland
  - Exclude buildings and livestock facilities
- Cash Rent Paid:
  - Include all Cash Rent Paid regardless of the land use.
  - Include cash rent paid in 2022 regardless of the year acres are rented.

		Mark "X" if None	Number of Acres				
2.	How many acres of <b>non-irrigated cropland</b> were rented or leased for cash? Include fruit, nut, berry, vineyard, nursery, and hay land. . . . .	4027 <input type="checkbox"/>					
3.	How many acres of <b>irrigated cropland</b> were rented or leased for cash? Include fruit, nut, berry, vineyard, nursery, and hay land. . . . .	4028 <input type="checkbox"/>					
4.	How many acres of <b>permanent pasture, grazing, or grassland</b> were rented or leased for cash? Exclude Federal, State, and other types of land rented or leased on an animal unit month (AUM) basis . . . . .	4029 <input type="checkbox"/>					
5.	Including rent for land and/or buildings, what was the total <b>CASH RENT PAID</b> in 2022 by this operation? ( <i>Include rent paid in 2022 for previous years and rent paid in advance. Exclude storage bins, to be reported in SECTION 32, Item 21. Exclude grazing of livestock, to be reported in Item 6 below.</i> ) . . . . .	0044 <input type="checkbox"/>	<table border="1"> <tr> <td colspan="2">Dollars</td> </tr> <tr> <td>\$</td> <td>.00</td> </tr> </table>	Dollars		\$	.00
Dollars							
\$	.00						





# Animal Unit Month (AUM) Payments

6. Report any land this operation used (on a **per head or AUM basis**) that is administered either by: public or private agencies, industrial corporations, grazing associations, or rented from individuals on a short term grazing arrangement in 2022.

- a. In 2022, what were the total fees this operation paid for the use of **publicly owned land** on an AUM basis? (*Include fees paid for privately owned land administered by a public agency through exchange-of-use.*) . . . . . 0045 ☐ \$  .00
- b. In 2022, how much did this operation spend on pasturing or grazing of livestock on **privately owned land** (railroads, another farm/ranch, etc.) used on a fee per head (AUM) or gain basis? . . . . . 0046 ☐ \$  .00







Thank you for your time!



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# Sec. 4-8

**SECTION 4:  
FERTILIZERS,  
CHEMICALS, AND  
SOIL  
CONDITIONERS  
APPLIED**

**SECTION 5: LAND  
USE PRACTICES**



**SECTION 6:  
IRRIGATION**

**SECTION 7:  
PRACTICES**

**SECTION 8: ORGANIC  
AGRICULTURE**



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# Fertilizer, Chemicals and soil conditioners include:

- Fertilizers
- Manure
- Herbicides
- Insecticides
- Fungicides
- Nematicides
- other pesticides
- growth regulators
- other chemicals used on this operation during 2022
  - *rock phosphate*
  - *Lime*
  - *gypsum*





	Mark "X" if None	Number of Acres
2. Acres to which commercial fertilizer and soil conditioners were applied –		
a. Cropland in 2022 – Exclude cropland used only for pasture . . . . . 4555	<input type="checkbox"/>	
b. Pastureland and rangeland acres in 2022 – Include cropland used only for pasture or grazing . . . . . 4556	<input type="checkbox"/>	
3. Acres of cropland and pastureland on which animal manure was applied . . . 4557	<input type="checkbox"/>	
4. Acres of cropland and/or pastureland treated with organic fertilizer according to USDA's National Organic Program (NOP) standards. . . . . 1570	<input type="checkbox"/>	





- Record acres treated for each category once, even if multiple applications were applied
- If a farm of 100 acres were treated in 2022 for:
- Insects twice, 100 acres
- Nematodes once, 100 acres
- Herbicide twice, 50 acres

5. Acres on which chemicals were applied to control the items listed below. The same acres can be reported in more than one item below. However, report acres only once for each item, regardless of the number of applications.		
a. Insects..... 4558	<input type="checkbox"/>	100
b. Weeds, grass, or brush - Include both pre-emergence and post emergence..... 4559	<input type="checkbox"/>	50
c. Nematodes..... 4560	<input type="checkbox"/>	100
d. Diseases in crops and orchards such as blight, smut, rust, etc..... 4561	<input type="checkbox"/>	





# Table 40. Fertilizers and Chemicals Applied: 2017 and 2012

[For meaning of abbreviations and symbols, see introductory text.]

Item	United States	
Commercial fertilizer, lime, and soil conditioners .....		
farms, 2017	881,431	
2012	877,907	
acres treated, 2017	253,766,165	
2012	247,802,465	
Cropland fertilized, except cropland pasture .....		
farms, 2017	703,670	
2012	718,785	
acres treated, 2017	233,302,312	
2012	228,657,493	
Pastureland and rangeland fertilized .....		
farms, 2017	281,367	
2012	262,454	
acres treated, 2017	20,463,853	
2012	19,144,972	
Manure .....		
farms, 2017	297,297	
2012	275,420	
acres treated, 2017	23,888,525	
2012	22,072,968	
Organic fertilizer (see text) .....		
farms, 2017	50,105	
2012	(NA)	
acres treated, 2017	3,454,441	
2012	(NA)	

<https://www.nass.usda.gov/AgCensus/index.php>



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## SECTION 5 LAND USE PRACTICES

		Mark "X" if None	Number of Acres
1. During 2022, considering the <b>total acres</b> on this operation, how many acres –			
a. Were drained by tile? . . . . .	4583	<input type="checkbox"/>	
b. Were artificially drained by ditches? . . . . .	4584	<input type="checkbox"/>	
c. Were under a conservation easement? . . . . .	4585	<input type="checkbox"/>	
2. During 2022, considering the <b>cropland acres</b> on this operation, [on] how many acres –			
a. Were no-till practices used? . . . . .	4586	<input type="checkbox"/>	
b. Were conservation or reduced tillage, excluding no-till, practices used? . . . . .	4587	<input type="checkbox"/>	
c. Were intensive or conventional tillage practices used? . . . . .	4588	<input type="checkbox"/>	
d. Were planted to a cover crop? (Cover crops are planted primarily for managing soil fertility, soil quality, and controlling weeds, pests, and diseases.) Exclude CRP acres . . . . .	4589	<input type="checkbox"/>	
3. At any time during 2022, did this operation use precision agriculture practices to manage crops or livestock? This would include the use of global positioning (GPS) guidance systems, GPS yield monitoring and soil mapping, variable rate input applications, use of drones for scouting fields or monitoring livestock, electronic tagging, precision feeding, robotic milking, etc. . . . .			
		1169	1 <input type="checkbox"/> Yes      3 <input type="checkbox"/> No





## SECTION 6 IRRIGATION

1. Were any acres irrigated on this operation or were there any irrigation systems or irrigation equipment available on this operation in 2022?

INCLUDE

- Sprinklers, drip or trickle irrigation, etc.
- Ditches or furrows, controlled and uncontrolled flooding, etc.

EXCLUDE

- Water used exclusively for home use
- Water used exclusively for aquaculture

1177

1

☐

Yes - Continue

3

☐

No - Go to SECTION 7

Mark "X"  
if None

2. How many acres of harvested cropland were irrigated? . . . . . 4031

☐

3. How many acres of all other land were irrigated? Include pasture and rangeland, CRP and failed cropland, and all other non-harvested cropland . . . . . 4032

☐

4. How many acres on this operation have irrigation systems or equipment? Include all acres irrigated in 2022 and acres that could have been irrigated in 2022 using the existing irrigation systems available on the operation, regardless of water rights. . . . . 1167

☐

Number of Acres



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## SECTION 7 PRACTICES

1. At any time during 2022, did this operation have internet access, either on the operation or at an operator's residence?

4645 1 ☐ **Yes** - Report the type of service that was used to access the internet. Mark all that apply:

4651 ☐ Cellular data plan for a smartphone or other mobile device

4652 ☐ Satellite Internet service installed

1775 ☐ Don't know

1277 ☐ Broadband (high speed) Internet service such as cable, fiber optic, or DSL service installed

4647 ☐ Dial-up Internet service installed

4654 ☐ Other, specify below

4655

3 ☐ **No**

2. At any time during 2022, did this operation –

- |   |      |   |                              |   |                             |
|---|------|---|------------------------------|---|-----------------------------|
| a. Receive irrigation water supplied by a U.S. Bureau of Reclamation project or facility? Include reclamation water delivered by a local district. . . . .          | 4590 | 1 | <input type="checkbox"/> Yes | 3 | <input type="checkbox"/> No |
| b. Practice rotational or management-intensive grazing? . . . . .   | 4591 | 1 | <input type="checkbox"/> Yes | 3 | <input type="checkbox"/> No |
| c. Practice alley cropping, silvopasture, or forest farming, or have riparian forest buffers or windbreaks? . . . . .   | 4595 | 1 | <input type="checkbox"/> Yes | 3 | <input type="checkbox"/> No |
| d. Harvest any biomass (crop residue, grasses, woody biomass, etc.) for use in the production of renewable energy? Exclude grains, oilseeds, and firewood . . . . . | 4596 | 1 | <input type="checkbox"/> Yes | 3 | <input type="checkbox"/> No |
| e. Have an on-farm packing facility for distributing vegetables, potatoes, fruit, nuts, berries, or other crops? . . . . .  | 4598 | 1 | <input type="checkbox"/> Yes | 3 | <input type="checkbox"/> No |
| f. Raise or sell veal calves? . . . . .   | 4594 | 1 | <input type="checkbox"/> Yes | 3 | <input type="checkbox"/> No |
| g. Have a barn that was built prior to 1960? . . . . .  | 1730 | 1 | <input type="checkbox"/> Yes | 3 | <input type="checkbox"/> No |



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# Table 43. Selected Practices: 2017 and 2012

[For meaning of abbreviations and symbols, see introductory text.]

Item	United States
Received irrigation water from the U.S. Bureau of Reclamation .....farms, 2017	36,407
2012	42,545
Practiced alley cropping, silvopasture, forest farming, or had riparian forest buffers or windbreaks (see text) .....farms, 2017	30,853
2012 <sup>1</sup>	2,725
Harvested biomass for use in renewable energy .....farms, 2017	9,530
2012	11,759
Practiced rotational or management-intensive grazing .....farms, 2017	265,162
2012	288,719
Raised or sold veal calves .....farms, 2017	7,609
2012	16,230
On-farm packing facility .....farms, 2017	16,035
2012	23,274
Had a barn that was built prior to 1960 (see text) .....farms, 2017	481,195
2012	(NA)
Aware of right to appeal an adverse program decision to USDA's National Appeals Division (see text) .....farms, 2017	670,827
2012	(NA)





## SECTION 8 ORGANIC AGRICULTURE

1. During 2022, did this operation produce organic products according to USDA's National Organic Program (NOP) standards or have acres transitioning into USDA NOP production? Exclude processing and handling.

4563 1 ☐ **Yes** - Complete this section      3 ☐ **No** - Go to SECTION 9

2. Report type of production. Mark all that apply.

4564 ☐ USDA NOP certified organic production . . . . . 4565

4566 ☐ USDA NOP organic production exempt from certification (exempt is production normally less than \$5,000 in sales).

4567 ☐ Acres transitioning into USDA NOP organic production.

4568 ☐ Production according to USDA NOP standards but NOT certified or exempt.

3. What was the value of USDA NOP certified or exempt organically produced commodities sold from this operation in 2022? . . . . . 4569

Mark "X"  
if None

☐

Specify Certifying Agency

Gross Value of Sales  
(Dollars)

\$ .00





**Table 42. Organic Agriculture: 2017 and 2012**

[For meaning of abbreviations and symbols, see introductory text.]

Item	United States	Alabama	Alaska	Arizona
<b>VALUE OF SALES OF CERTIFIED OR EXEMPT ORGANICALLY PRODUCED COMMODITIES</b>				
Total organic product sales .....farms, 2017	18,168	37	17	74
2012	14,326	27	20	75
\$1,000, 2017	7,277,350	979	(D)	97,958
2012	3,120,717	(D)	(D)	54,503
By value of sales:				
\$1 to \$4,999 .....farms, 2017	3,867	25	11	25
2012	4,289	22	14	46
\$1,000, 2017	7,585	26	17	49
2012	8,044	(D)	(D)	(D)
\$5,000 or more .....farms, 2017	14,299	12	6	49
2012	10,037	5	6	29
\$1,000, 2017	7,289,765	953	(D)	97,908
2012	3,112,674	(D)	(D)	(D)
<b>TYPE OF PRODUCTION</b>				
USDA National Organic Program certified organic production .....farms, 2017	17,741	15	9	67
2012	12,771	10	6	42
USDA National Organic Program organic production exempt from certification .....farms, 2017	3,065	42	9	17
2012	3,754	34	17	37
Acres transitioning into USDA National Organic Program organic production .....farms, 2017	3,723	20	4	22
2012	3,240	17	3	9







Thank You!!



# Sec. 9 – 14: Crops



**Gretchen Divincen**  
**Heartland Region**



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# Why do we need Crop info?

- Harvested crop acreage and production are used to develop estimates on the value of crops produced.
- Identify diversity of crop production.
- Yes, it's valuable for ARMS 3 but also for the Census of Agriculture!





# Sec. 9 – 14: Overview

- Each section begins with a Yes/No screening question.
- Sec. 11-14 each have a list of crops and crop codes for the last item in each section.

CROP NAME	CODE	CROP NAME	CODE	CROP NAME	CODE
Artichokes - exclude Jerusalem . . . .	0377	Garlic . . . . .	0421	Peppers, bell - exclude pimientos. . . .	0443
Asparagus, bearing age. . . . .	0418	Ginger root. . . . .	0611	Peppers, other than bell -	
Beans, lima . . . . .	0429	Ginseng, cultivated only. . . . .	0446	include chile . . . . .	0445
Beans, snap (bush and pole). . . . .	0381	Gourds. . . . .	0422	Potatoes . . . . .	0097
Beets. . . . .	0383	Herbs, fresh cut . . . . .	0455	Pumpkins . . . . .	0449
Broccoli . . . . .	0385	Honeydew melons. . . . .	0423	Radishes . . . . .	0451
Brussels sprouts. . . . .	0387	Horseradish . . . . .	0424	Rhubarb. . . . .	0453
Cabbage, Chinese		Kale. . . . .	0425	Spinach . . . . .	0457
(nappa, bok choy, etc.) . . . . .	0389	Lettuce, head . . . . .	0428	Squash (including zucchini) . . . . .	0459
Cabbage, head. . . . .	0391	Lettuce, leaf . . . . .	0430	Sweet corn. . . . .	0461
Cabbage, mustard . . . . .	0393	Lettuce, Romaine . . . . .	0432	Sweet potatoes. . . . .	0100
Cantaloupes and muskmelons . . . . .	0395	Mustard greens. . . . .	0431	Taro. . . . .	0743





# Sec. 9: Hay and Forage Crops

- Includes any pasture or CRP land that was cut for hay
- Report acreage once, **NOT** per cutting
- If all production will be kept and used on the operation, columns 3 and 4 would be equal

Total Tons  
Harvested

Operation's share of the total quantity  
harvested that was (will be)  
used on this operation



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# Sec. 10: Woodland Crops

- Acres in Production (for Cultivated Christmas Trees and Short rotation Woody crops) includes what was harvested in 2022 and for future harvest.
- Short rotation woody crop – a tree that grows from seed to mature in 10 years or less
- Maple Syrup – collecting ***number of taps*** and amount of ***syrup produced***



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# Sec. 11: Field Crops

- Be familiar with the field crop options!
- If there isn't a good fit, *Other seeds* and *Other field crop* are available but please include a note specifying what it is.
- Column 4: Total Production Harvested: Units of Production (e.g. pounds, bushels, hundredweight, tons, etc.) are listed with the commodity. Some conversion may be required!
- Column 7: Cash Sales – includes any year's production sold in 2022 excluding all contract sales and removals





# Sec. 11: Field Crops example

- The operator harvested 160 acres of non-irrigated Winter Wheat for grain. It yielded 40 bushels/acre. All was sold for cash in 2022 at \$7.25/bu.

3. Fill in the columns below for all field crops harvested, or for which income was received in 2022. For income received in 2022, report the dollar amount this operation received after subtracting marketing expenses. Enter the crop name and code from the table below.

- Report the production in units specified next to the crop.
- Exclude contract sales or removals and landlord's share of sales.

1 Enter Field Crop Name	2 Enter Code	3 Acres Harvested	4 Total Production Harvested	5 Acres Irrigated	6 Operation's share of the total quantity harvested that was (will be) used on this operation for feed, seed, etc.	7 Cash Sales from any year's production (Exclude contract sales and removals) (Dollars)
Winter Wheat	4053 572	4054 160	4055 6 400	4056	4057	4058 \$ 46 400 .00

Wheat, winter for grain or seed (bushels) 572





# Sec. 12: Nursery, Greenhouse, etc.

- Be familiar with the crop types!
- Items 2-3: Report total acreage once even if multiple crops were grown from the same area
- Items 2-4: Area is split up by *Square Feet Under Glass or Other Protection* and *Acres in the Open*

Square Feet Under Glass or Other Protection

Acres in the Open

- Item 4: If more than one type of crop was grown for sale in the same area, report each separately.



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# Sec. 13: Vegetables, Potatoes, and Melons

- Vegetables grown under glass or other protection should be reported in the previous section (Sec. 12).
- Item 4
  - Other vegetables is an available option. Please specify!
  - Utilization is split out by *Acres Harvested for Fresh Market* and *Acres Harvested for Processing*
  - Vegetable seeds grown in the open should be entered as *fresh market* using the crop name and code for which the seed will be grown.



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# Sec. 14: Fruits, Nuts, and Berries

- Items 2 and 3 split out Total Acres, Irrigated Acres, and Cash Sales for *Fruit and Nuts* from *Berries*.
- *Other non-citrus fruits, Other nuts, and Other berries* are available. Please specify!
- Item 4 splits out acreage by Bearing Age Acres and Nonbearing Age Acres

FRUIT AND NUTS						BERRIES					
Total Acres			Irrigated Acres			Total Acres			Irrigated Acres		
Acres		Tenths	Acres		Tenths	Acres		Tenths	Acres		Tenths
4227			4228			4281			4282		

Mark "X" if None	FRUIT AND NUTS		Mark "X" if None	BERRIES	
	Cash Sales from any year's production (Exclude contract sales and removals) (Dollars)			Cash Sales from any year's production (Exclude contract sales and removals) (Dollars)	
. 4691	<input type="checkbox"/>	\$ .00	4692	<input type="checkbox"/>	\$ .00

<sup>4</sup> Bearing Age Acres		<sup>5</sup> Nonbearing Age Acres	
Acres	Tenths	Acres	Tenths





# Sec. 9-14: Highlights

- Sec. 2 Item 1a Cropland harvested (as shown below) with what is reported in Sec. 9-14.

1. <b>Cropland</b>	
a. Cropland harvested	
<u>INCLUDE</u>	
• land from which field crops were harvested or hay was cut	
• land used for vegetables	
• land used for nursery and greenhouses (rounded to the nearest acre)	
• land used for orchards, vineyards, citrus groves, Christmas trees, short rotation woody crops, fruits, nuts, and berries (bearing and nonbearing) . . . . . 4016	Mark "X" if None <input type="checkbox"/>
	Number of Acres

- Be familiar with listed crops.
- Watch production units in Sec. 11 and area size!







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# Sections 15 – 24: Livestock



Gretchen Divincen  
Heartland Region



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# Sections 15- 24: Purpose

- Record inventory, ownership, removal, and cash sales for the operation
- Information allows for better understanding of various compositions of operations with different livestock
- Helps to assess trends in the livestock industry





# Section 15: Cattle & Calves

- Inventory:

- Record total number on operation regardless of ownership – Column 1
- Record total number owned by the operation – Column 2
- Record total number of head sold/moved during 2022

- Calves less than 500 lbs
- Calves 500 lbs or more
- Total milk (report in cwt)

Mark "X" if None	Number on this operation December 31, 2022	Mark "X" if None	On December 31, 2022 how many were owned by this operation?
<input type="checkbox"/>		0256 <input type="checkbox"/>	

Total number sold or moved in 2022	
	Cwt.





# Section 15: Cattle & Calves

- Cash/Market Sales
  - Cattle & calves
    - Include fed cattle, cull beef and dairy animals, stocker & feeders and veal calves
    - Exclude breeding stock
  - Breeding Stock
    - Recognized gain/loss on sales
  - Milk from cows
    - Before hauling fees

Cash Sales (Exclude contract sales and removals) (Dollars)	
\$	.00
\$	.00
\$	.00
\$	.00





# Section 15: Cattle & Calves

- Cattle in Feedlots
  - Steers & heifers on feed December 31<sup>st</sup> that were or will be shipped directly from your feedlot to slaughter market
  - Steers & heifers sold that were shipped directly from your feedlot to slaughter

Number on this operation December 31, 2022
Number sold or moved in 2022







## Section 16: Hogs & Pigs

### Record

- Number on operation
- Number owned by operation
- Total number sold/moved

**Exclude** - Hogs grown/fed by someone else

Note: Number owned by operation must be  $\leq$  Total Number on operation



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# Section 16: Hogs & Pigs

Cash/market sales

- Non-Breeding Stock vs Breeding Stock

**Exclude** – Contract sales and removals





# Section 16: Hogs & Pigs

## Hog Operation Types

- Operation Type
  - Farrow to Wean Sells pigs shortly after being weaned
  - Farrow to Feeder Sells pigs after being brought up to feed weight (35-55 lbs)
  - Farrow to Finish Sells pigs after reaching market weight and sold directly to slaughter
  - Nursery Buys pigs after weaned, feeds for a short time, then moves pigs to finishing operation
  - Finishing Buys pigs at wean/feeder weight, feeds pigs until market weight, sold directly to slaughter
  - Other Raising or selling Breeding Stock

## Hog Producer Types

- Producer Type
  - Independent Grower ~ Contract Grower (Contractee) ~ Contract and/or Intergrator





# Section 17: Horses, Ponies, Mules, Burros & Donkeys

- For all types record number of head, total number sold, and cash sales
- Record number of head of horses owned and not owned by the operation but were on the operation

		Number on this operation Dec. 31, 2022		On Dec. 31, 2022 how many were owned by this operation?		Total Number Sold or Moved from this operation in 2022		Cash Sales ( <i>Exclude</i> contract sales and removals) (Dollars)		
2.	Horses and ponies OWNED by this operation . . . . .	<input type="checkbox"/>	4348			4349		4350	\$	.00
3.	Horses and ponies NOT OWNED by this operation . .	<input type="checkbox"/>	4351			4352		4353	\$	.00
4.	Mules, burros, and donkeys.	<input type="checkbox"/>	4354		4355		4356		4357	\$ .00

- Cash sales

**Exclude** – contract sales or removals of animal as well as breeding, stud or products

**Exclude** – boarding, training or riding facility income





# Section 18: Sheep & Goats

- Record number owned/custom fed, number moved/sold, and cash sales
- Broken out by animal types (report number of head)

	Mark "X" if None	Number owned or custom fed on <b>December 31, 2022</b>		Total number sold or moved in 2022		Cash Sales ( <i>Exclude</i> contract sales and removals) (Dollars)	
2. Sheep and lambs . . . . .	<input type="checkbox"/>	4361		4362		4363 \$	.00
a. Hair sheep or wool-hair crosses . . . . .	<input type="checkbox"/>	4364					
3. Goats and kids							
a. Angora goats and kids . . . . .	<input type="checkbox"/>	4366		4367		4368 \$	.00
b. Milk goats and kids. . . . .	<input type="checkbox"/>	4369		4370		4371 \$	.00
c. Meat goats and kids, other goats and kids. . . . .	<input type="checkbox"/>	4372		4373		4374 \$	.00



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# Section 18: Sheep & Goats

- Broken out by product types (report number of lbs)



4. Sheep and goat products		Total amount produced in 2022		Total amount sold or moved in 2022		Cash Sales (Exclude contract sales and removals) (Dollars)	
a. Wool shorn . . . . .	<input type="checkbox"/>	4375	lbs.	4376	lbs.	4377	\$ .00
b. Mohair clipped . . . . .	<input type="checkbox"/>	4378	lbs.	4379	lbs.	4380	\$ .00
c. Milk from sheep and goats . . . . .	<input type="checkbox"/>	. . . . .				4381	\$ .00



# Section 19: Aquaculture

- Record aquaculture type, pounds sold/moved OR total number sold/moved, and cash sales
- For all aquaculture raised on this operation include
- Aquatic plants are not to be reported here as we have already gathered that information in Section 12

AQUACULTURE	CODE	AQUACULTURE	CODE	AQUACULTURE	CODE
Catfish . . . . .	0860	Crustaceans (crawfish for food, shrimp, softshell crabs, etc.) . . . . .	0902	Sport or game fish . . . . .	0984
Trout . . . . .	0863	Mollusks (clams, oysters, etc.) . . . . .	0978	Other aquaculture products - include algae, alligators, caviar, turtles, etc., specify above . . . . .	0869
Other food fish - include salmon, specify in table . . . . .	0896	Ornamental fish . . . . .	0980		
Baitfish - include crawfish for bait. . . . .	0900				





# Section 20: Poultry

- Broken out by animal type and then class
- Record number on operation, owned by operation, moved/sold, and cash sales

## 2. CHICKENS

- a. Broilers, fryers, and other chickens raised for meat production, including capons and roasters . . . . . ☐ Mark "X" if None
- b. Table egg layers – (Include those for home use) ☐
- c. Hatching layers for meat-types – (Include layers for broilers, roasters, and other meat-types) . . . . . ☐
- d. Hatching layers for table eggs . . . . . ☐
- e. Pullets for laying flock replacement . . . . . ☐
- f. All eggs, including hatching eggs (report in dozens) . . ☐

Number on this operation Dec. 31, 2022		On Dec. 31, 2022 how many were owned by this operation?		Total number sold or moved from this operation in 2022		Cash Sales (Exclude contract sales and removals) (Dollars)			
0265		0297		0264		0513	\$		.00
0249		0250		0248		4404	\$		.00
4406		4407		4408		4409	\$		.00
4410		4411		4412		4413	\$		.00
4414		4415		4416		4417	\$		.00
.....				0266		0514	\$		.00



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# Section 20: Poultry

- Record number on operation, owned by operation, moved/sold, and cash sales

- Turkeys
- All Other Poultry

- Poultry hatched

- Number hatched & type



3. TURKEYS									
a. Turkeys raised for meat production (Exclude breeders) . . . . . <input type="checkbox"/>									
4418		4419		4420		4421	\$		.00
b. Turkey hens and toms kept for breeding . . . . . <input type="checkbox"/>									
4422		4423		4424		4425	\$		.00
c. Turkey brooders, immature birds for further growout on another farm. . . . . <input type="checkbox"/>									
4426		4427		4428		4429	\$		
4. ALL OTHER POULTRY – for poultry not reported above, enter the type and code from the list below									
1 Enter Poultry Type	2 Enter Code	3 Number on this operation Dec. 31, 2022	4 On Dec. 31, 2022 how many were owned by this operation?	5 Total number sold or moved from this operation in 2022	6 Cash Sales (Exclude contract sales and r (Dollars)				
	4431	4432	4433	4434	4435	\$			.00





# Section 20: Poultry

5. POULTRY HATCHED

Mark "X"  
if None

Number hatched on this operation in 2022

a. All poultry hatched in this operation's hatcheries in 2022. Include chicks, poults, ducklings, etc. Include poultry custom hatched for others . . . . . 4455

☐

b. What type(s) of poultry was hatched in this operation's hatcheries in 2022? Mark all that apply:

4456

☐

Egg-type chickens

4457

☐

Broiler-type chickens

4458

☐

Turkeys

4459

☐

All other poultry





# Sections 21 : Colonies of Honey Bees

SECTION 21

COLONIES OF HONEY BEES

1.

Did this operation own honey bees in 2022, regardless of location, or did this operation receive any income from honey in 2022?

4460

1

☐

Yes - Complete this section

3

☐

No - Go to SECTION 22

2.

Colonies of honey bees owned . . . . .

Number of colonies owned on December 31, 2022		Largest number of colonies owned for all purposes in 2022		Largest number of honey producing colonies owned in 2022		Honey collected in 2022, regardless of location (Pounds)		Cash Sales of Honey (Exclude contract sales and removals) (Dollars)		
4461		4462		4463		4464		4465	\$	.00





# Sections 22: Other Livestock

## SECTION 22 OTHER LIVESTOCK

1. Did you or anyone else have other livestock on this operation in 2022, or did this operation receive any income from other livestock in 2022? Include your landlord's share and production for others on a contract basis.

4467

1 ☐

Yes - Complete this section

3 ☐

No - Go to SECTION 23

2. Fill in the columns below for all other livestock on this operation in 2022. For income received in 2022, report the dollar amount this operation received after subtracting marketing expenses. Enter the livestock type and code from the table below.

- Exclude contract sales and removals and your landlord's share of sales.

1 Enter Livestock Type	2 Enter Code	3 Number on this operation Dec. 31, 2022	4 On Dec. 31, 2022 how many were owned by this operation?	5 Total number sold or moved in 2022	6 Cash Sales (Exclude contract sales and removals) (Dollars)
	4495	4496	4497	4498	4499 \$ .00

OTHER LIVESTOCK	CODE	OTHER LIVESTOCK	CODE	OTHER LIVESTOCK	CODE
Alpacas .....	0876	Deer in captivity .....	0888	Live mink (report pelts in SECTION 23) 1106	
Package bees .....	4790	Elk in captivity .....	0890	Live rabbits	
Bees, other than honey or package bees .....	4840	Laboratory animals .....	4892	(report pelts in SECTION 23) .....	1108
Bison .....	0886	Llamas .....	0874	Worms .....	4895
				Other livestock, specify above .....	4898



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# Section 23: Livestock Products

- Any livestock products that are produced or sold on the operation but not specifically asked for in any proceeding sections is recorded here
- List the type of livestock product, quantity that was produced in 2022 and the corresponding unit, and any cash sales

1 Enter Livestock Product Type	2 Enter Code	3 Quantity Produced in 2022	4 Unit	5 Cash Sales (Exclude contract sales and removals) (Dollars)
	4500	4501	4502	4503 \$ .00
	4948	4949	4950	4951 \$ .00
	4953	4954	4955	4956 \$ .00
If more space is needed, use a separate sheet of paper.				
OTHER LIVESTOCK PRODUCTS		CODE	OTHER LIVESTOCK PRODUCTS	
Beeswax . . . . .		4961	Horns . . . . . 4949	
Breeding fees . . . . .		4940	Manure sold . . . . . 4952	
Embryos . . . . .		4943	Semen . . . . . 4955	
Fur or pelts (include mink) . . . . .		4946	Other animal products not listed, specify above . . . . . 4958	





# Section 24: Other Operations, Growing, Feed or Raising Livestock for this Operation

- In this section we will gather any livestock that was owned by this operation but being raised by another operation

1 What livestock or poultry were being raised or fed for this operation?  [List type below.]	2 Commodity Code  <b>Office Use Only</b> (Code)	3 What was the market value of [type] on hand on contractee operations on Jan. 1, 2022?  (Dollars)	4 What was the estimated market value (at placement) of [type] placed under contract DURING 2022?  (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, 2022 what was the market value of unsold [type] remaining under contract?  (Dollars)
	0277	0278	0279	0280	0281	0282





# Section 24: Contract Examples

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





# Section 24: Livestock Type & Value

- Livestock contracted out
  - Be specific
- Commodity code
  - Use the respondent booklet for the 3-digit livestock code
- Market Value

1 What livestock or poultry were being raised or fed for this operation?  [List type below.]	2 Commodity Code  <b>Office Use Only</b> (Code)	3 What was the market value of [type] on hand on contractee operations on Jan. 1, 2022? (Dollars)	4 What was the estimated market value (at placement) of [type] placed under contract DURING 2022? (Dollars)
---	---	---	---





# Section 24: Fees, Receipts, & Unsold Value

- Total amount paid to contractees
- Gross receipts
- Market value of unsold commodities

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, 2022 what was the market value of unsold [type] remaining under contract? (Dollars)
---	---	---

- Reminder! – Data reported in Section 24 is **NOT** reported anywhere else in the questionnaire





# Wrap – Up

- We want to make sure we are gathering accurate inventories and sales for all livestock types
- Be aware of reporting units, especially for livestock products
  - Wool, mohair, milk, eggs







Sections: 15 -24

**Thank you for watching!!**





# Sections 25 & 26



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# Why use contracts?

## Farmers

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

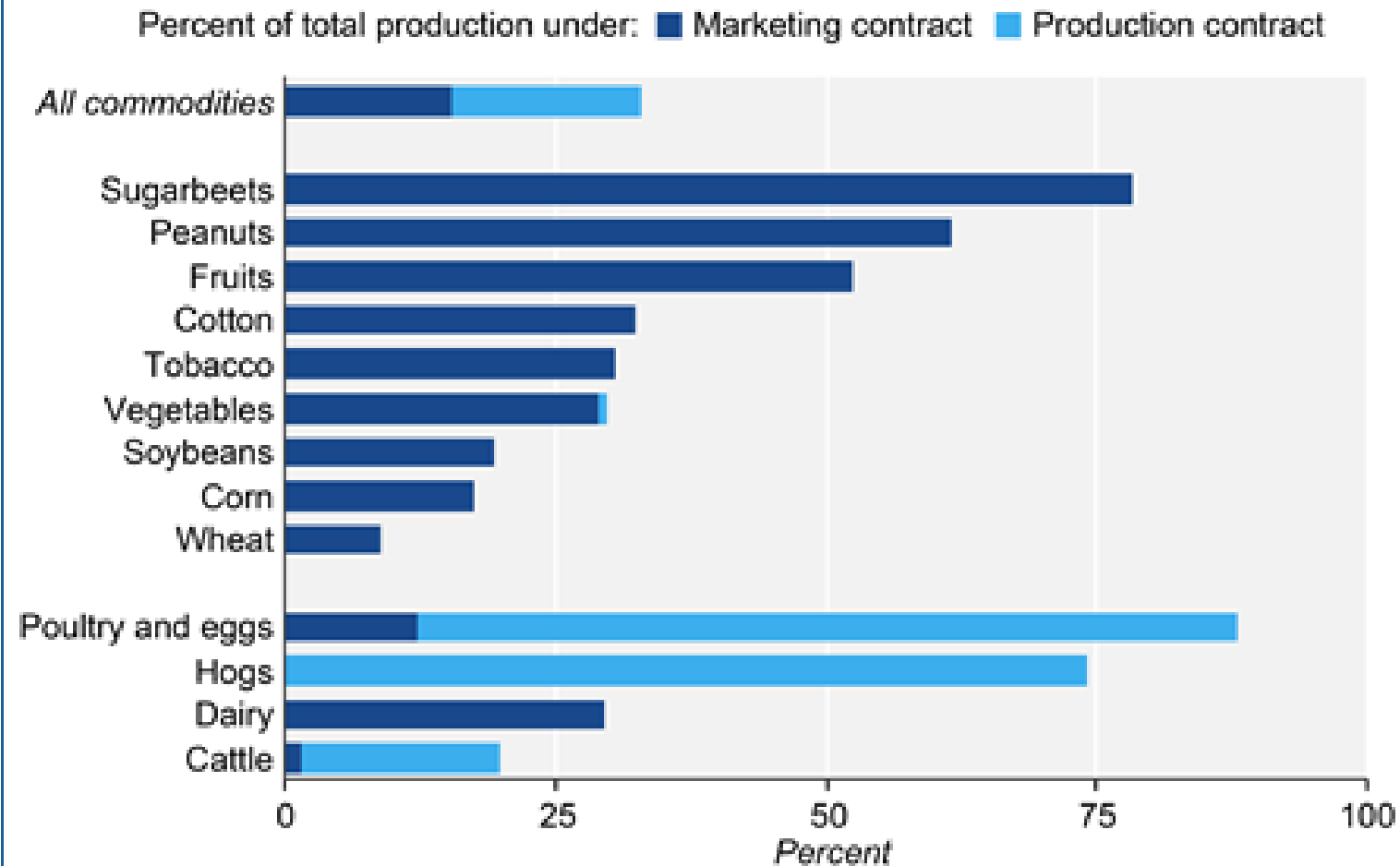
## Processors

- Timely flow
- Control over attributes
- Consistency





## Percent of production under contract, by contract type, for selected commodities, 2020



Source: USDA, Economic Research Service and USDA, National Agricultural Statistics Service, 2020 Agricultural Resource Management Survey (data as of December 2021).



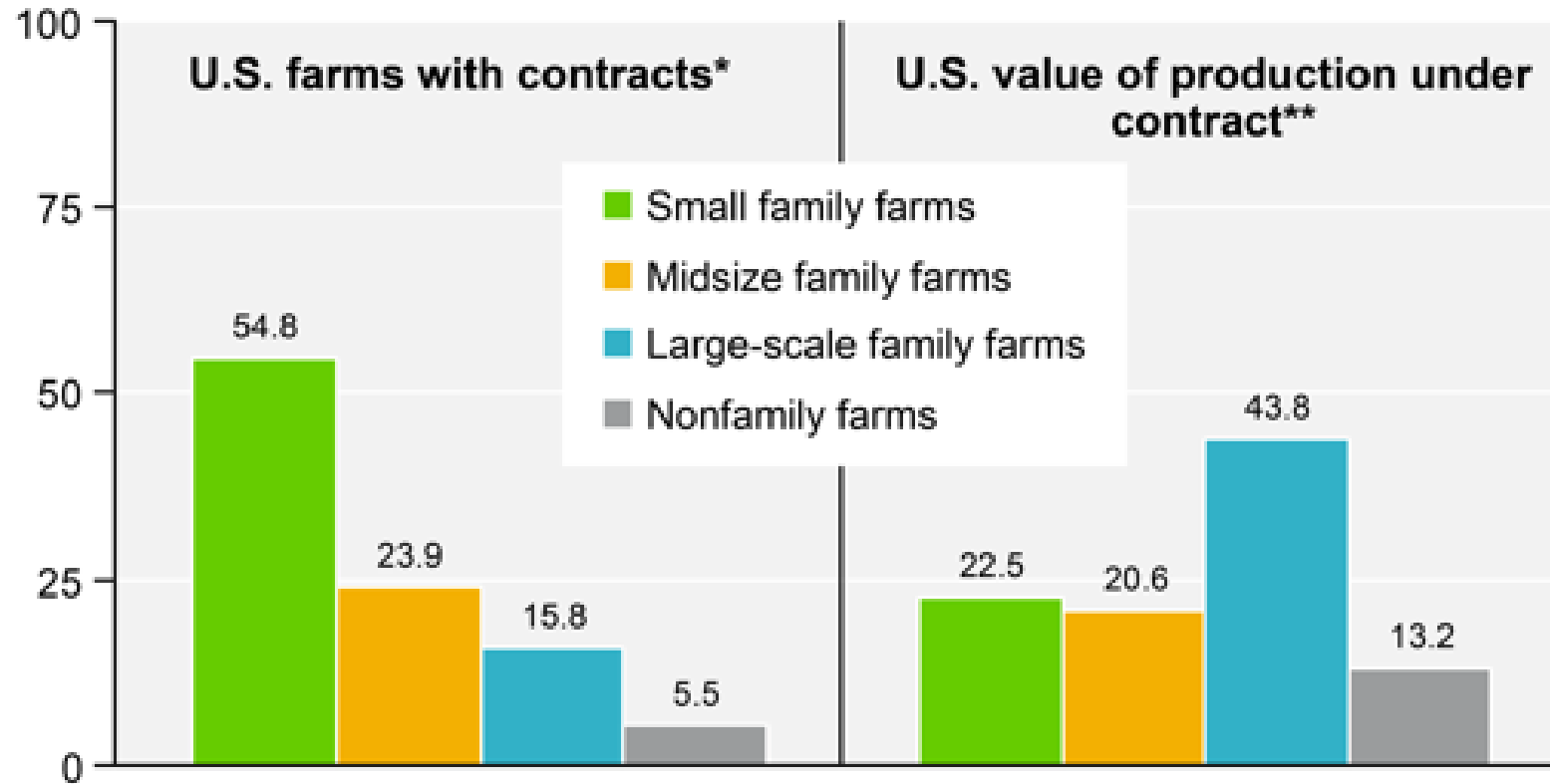
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## Distribution of farms with contracts and value of production under contract, by farm type, 2020

Percent of U.S. farms with contracts and percent of U.S. value of production under contract



\*Farms reporting production under production contracts, marketing contracts, or both.

\*\*Includes commodities under production or marketing contracts.

Note: Small family farms have annual gross cash farm income (GCFI) less than \$350,000, measured before deducting expenses. Midsize family farms have GCFI of \$350,000–\$999,999. Large-scale family farms have GCFI of \$1,000,000 or more.

Who Uses Contracts?



Source: USDA, Economic Research Service and USDA, National Agricultural Statistics Service, 2020 Agricultural Resource Management Survey (data as of December 2021).





# Marketing vs. Production Contracts

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





## SECTION 25 MARKETING and PRODUCTION CONTRACTS

1. Did this operation have **marketing** or **production** contracts for any commodities delivered<sup>1</sup> in 2022? (A marketing contract is a verbal or written agreement reached before harvest of a crop or before completion of a livestock production stage, setting a price or pricing formula and market for the commodity. A production contract is an agreement setting terms, conditions, and fees to be paid by the contractor to the operation for the production of crops, livestock, or poultry.)

3991

1 ☐

**Yes** - Complete this section

3 ☐

**No** - Go to SECTION 26

“Delivered in 2022”

2. Report the commodities delivered in 2022 through **marketing** or **production** contract(s). List the quantities delivered and the final price/fee received. (Include the quantity delivered or removed under contract. Exclude money received from contractors as reimbursement for expenses. Exclude landlord shares (report in SECTION 27) and marketing charges (report in SECTION 32, Item 34).)

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

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

Mark “X” if 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, 2022? (Dollars)	End of Year DEC. 31, 2022? (Dollars)
---	--

0888	0889
\$ .00	\$ .00

- b. breeding livestock **owned** by and **located** on or off this operation? (Include aquaculture, bees, cattle, equine, hogs, mink, poultry, sheep, etc., kept for breeding purposes. Exclude livestock being produced under contract on another operation (reported in Section 24).) ☐

0863	0864
\$ .00	\$ .00

- c. non-breeding livestock **owned** by and **located** on or off this operation? (Include aquaculture, bees, cattle, equine, hogs, mink, poultry, sheep, etc., kept for non-breeding purposes. Include livestock products such as honey, mohair, and wool. Exclude livestock being produced under contract on another operation (reported in Section 24).) ☐

0876	0877
\$ .00	\$ .00

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

0880	0881
\$ .00	\$ .00

Marketing Contract undelivered, still on-hand

Production Contract still not delivered, but inputs used

Section 33 – Farm Assets



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## SECTION 25 MARKETING and PRODUCTION CONTRACTS

1. Did this operation have **marketing** or **production** contracts for any commodities delivered<sup>1</sup> in 2022? (A marketing contract is a verbal or written agreement reached before harvest of a crop or before completion of a livestock production stage, setting a price or pricing formula and market for the commodity. A production contract is an agreement setting terms, conditions, and fees to be paid by the contractor to the operation for the production of crops, livestock, or poultry.)

3991

☐

**Yes** - Complete this section

☐

**No** - Go to SECTION 26

“Delivered in 2022”

2. Report the commodities delivered in 2022 through **marketing** or **production** contract(s). List the quantities delivered and the final price/fee received. (Include the quantity delivered or removed under contract. Exclude money received from contractors as reimbursement for expenses. Exclude landlord shares (report in SECTION 27) and marketing charges (report in SECTION 32, Item 34).)

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

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

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

Mark “X” if None

☐

Beginning of Year JAN. 1, 2022? (Dollars)	End of Year DEC. 31, 2022? (Dollars)
0888 \$ .00	0889 \$ .00
0863 \$ .00	0864 \$ .00
0876 \$ .00	0877 \$ .00

b. breeding livestock **owned** by and **located** on or off this operation? (Include aquaculture, bees, cattle, equine, hogs, mink, poultry, sheep, etc., kept for breeding purposes. Exclude livestock being produced under contract on another operation (reported in Section 24).)

☐

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 24).)

☐

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

☐

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

Marketing Contract from prior year crop, delivered in 2022

Inputs for Production Contract started in prior year

Section 33 – Farm Assets



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## SECTION 25 MARKETING and PRODUCTION CONTRACTS

1. Did this operation have **marketing** or **production** contracts for any commodities delivered<sup>1</sup> in 2022? (A *marketing contract* is a verbal or written agreement reached before harvest of a crop or before completion of a livestock production stage, setting a price or pricing formula and market for the commodity. A *production contract* is an agreement setting terms, conditions, and fees to be paid by the contractor to the operation for the production of crops, livestock, or poultry.)

3991

1 ☐ **Yes** - Complete this section      3 ☐ **No** - Go to SECTION 26

2. Report the commodities delivered in 2022 through **marketing** or **production** contract(s). List the quantities delivered and the final price/fee received. (*Include* the quantity delivered or removed under contract. *Exclude* money received from contractors as reimbursement for expenses. *Exclude* landlord shares (report in SECTION 27) and marketing charges (report in SECTION 32, Item 34).)

1 What commodities did this operation have MARKETING or PRODUCTION contracts for in 2022?  [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 2022 from this contract?  (Total Dollars)				
Commodity example	0000		0000	1	0000	10000	0000	04	0000	\$	3	.	75	0000	\$	37500	.00
	3927		3550		3928		3929		3930	\$		.		3931	\$		.00
	3932		3551		3933		3934		3935	\$		.		3936	\$		.00

If more space is needed, please use a separate sheet of paper.

<sup>1</sup>/ "Delivered" includes commodities for which partial payment was made even if not physically delivered by December 31, 2022.

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



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## SECTION 25 MARKETING and PRODUCTION CONTRACTS

1. Did this operation have **marketing** or **production** contracts for any commodities delivered<sup>1</sup> in 2022? (A *marketing contract* is a verbal or written agreement reached before harvest of a crop or before completion of a livestock production stage, setting a price or pricing formula and market for the commodity. A *production contract* is an agreement setting terms, conditions, and fees to be paid by the contractor to the operation for the production of crops, livestock, or poultry.)

3991

1 ☐

**Yes** - Complete this section

3 ☐

**No** - Go to SECTION 26

2. Report the commodities delivered in 2022 through **marketing** or **production** contract(s). List the quantities delivered and the final price/fee received. (*Include* the quantity delivered or removed under contract. *Exclude* money received from contractors as reimbursement for expenses. *Exclude* landlord shares (report in SECTION 27) and marketing charges (report in SECTION 32, Item 34).)

1 What commodities did this operation have MARKETING or PRODUCTION contracts for in 2022? [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? ( <i>Exclude</i> 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 2022 from this contract? (Total Dollars)
<i>Commodity example</i>	0000	0000	10000	04	\$ 3 . 75	\$ 37500 .00
	3927	3550			\$ .	\$ .00
	3932	3551			\$ .	\$ .00

If more space is needed, please use a separate sheet of paper.

<sup>1</sup>/ "Delivered" includes commodities for which partial payment was made even if not physically delivered by December 31, 2022.

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



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## SECTION 25 MARKETING and PRODUCTION CONTRACTS

1. Did this operation have **marketing** or **production** contracts for any commodities delivered<sup>1</sup> in 2022? (A *marketing contract* is a verbal or written agreement reached before harvest of a crop or before completion of a livestock production stage, setting a price or pricing formula and market for the commodity. A *production contract* is an agreement setting terms, conditions, and fees to be paid by the contractor to the operation for the production of crops, livestock, or poultry.)

3991

1 ☐

**Yes** - Complete this section

3 ☐

**No** - Go to SECTION 26

2. Report the commodities delivered in 2022 through **marketing** or **production** contract(s). List the quantities delivered and the final price/fee received. (*Include* the quantity delivered or removed under contract. *Exclude* money received from contractors as reimbursement for expenses. *Exclude* landlord shares (report in SECTION 27) and marketing charges (report in SECTION 32, Item 34).)

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Commodity example	0000		0000	1	0000	10.00	0000	4	0000	\$	3	.	75	0000	\$	37500	.00
	3927		3550		3928		3929		3930	\$		.		3931	\$		.00
	3932		3551		3933		3934		3935	\$		.		3936	\$		.00

If more space is needed, please use a separate sheet of paper.

<sup>1</sup>/ "Delivered" includes commodities for which partial payment was made even if not physically delivered by December 31, 2022.

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



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## SECTION 25 MARKETING and PRODUCTION CONTRACTS

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1 What commodities did this operation have MARKETING or PRODUCTION contracts for in 2022? [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 2022 from this contract? (Total Dollars)				
Commodity example	0000		0000	1	0000	10000	0000	04	0000	\$	3	.	75	0000	\$	37500	.00
	3927		3550		3928		3929		3930	\$		.		3931	\$		.00
	3932		3551		3933		3934		3935	\$		.		3936	\$		.00

If more space is needed, please use a separate sheet of paper.

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



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## SECTION 25 MARKETING and PRODUCTION CONTRACTS

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Commodity example	0000		0000	1	0000	10000	0000	04	0000	\$	3	.	75	0000	\$	37500	.00
	3927		3550		3928		3929		3930	\$		.		3931	\$		.00
	3932		3551		3933		3934		3935	\$		.		3936	\$		.00

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Unit	Code	Unit	Code	Unit	Code	Unit	Code
Pound	01	Bin	05	Dozen	09	Barrel	20
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Ton	03	Bale	07	Head / Bird	11	Animal Space	39
Bushels	04	Carton	08	Plant / Pot	13	Kilogram	40



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## SECTION 25 MARKETING and PRODUCTION CONTRACTS

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3991

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**Yes** - Complete this section

3 ☐

**No** - Go to SECTION 26

2. Report the commodities delivered in 2022 through **marketing** or **production** contract(s). List the quantities delivered and the final price/fee received. (*Include* the quantity delivered or removed under contract. *Exclude* money received from contractors as reimbursement for expenses. *Exclude* landlord shares (report in SECTION 27) and marketing charges (report in SECTION 32, Item 34).)

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<b>X</b> Calves	3981 933	3560 1	3982 80	3983 11	3984 \$ 160 . 00	3985 \$ 64 000 .00
	3986	3561	3987	3988	3989 \$ .	3990 \$ .00

If more space is needed, please use a separate sheet of paper.

<sup>1</sup>/"Delivered" includes commodities for which partial payment was made even if not physically delivered by December 31, 2022.

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

**EXAMPLE:** The producer sold 80 calves under a marketing contract for \$160 per hundredweight, and was paid-in-full (\$64,000 total). The calves weighed 500 pounds each on average (40,000 pounds total).

1<sup>st</sup> Attempt



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## SECTION 25 MARKETING and PRODUCTION CONTRACTS

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3991

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**Yes** - Complete this section

3 ☐

**No** - Go to SECTION 26

2. Report the commodities delivered in 2022 through **marketing** or **production** contract(s). List the quantities delivered and the final price/fee received. (*Include* the quantity delivered or removed under contract. *Exclude* money received from contractors as reimbursement for expenses. *Exclude* landlord shares (report in SECTION 27) and marketing charges (report in SECTION 32, Item 34).)

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<b>X</b> Calves	3981 933	3560 1	3982 40 000	3983 1	3984 \$ 160 . 00	3985 \$ 64 000 .00
	3986	3561	3987	3988	3989 \$ .	3990 \$ .00

If more space is needed, please use a separate sheet of paper.

<sup>1</sup>/"Delivered" includes commodities for which partial payment was made even if not physically delivered by December 31, 2022.

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

**EXAMPLE:** The producer sold 80 calves under a marketing contract for \$160 per hundredweight, and was paid-in-full (\$64,000 total). The calves weighed 500 pounds each on average (40,000 pounds total).

2<sup>nd</sup> Attempt



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## SECTION 25 MARKETING and PRODUCTION CONTRACTS

1. Did this operation have **marketing** or **production** contracts for any commodities delivered<sup>1</sup> in 2022? (A *marketing contract* is a verbal or written agreement reached before harvest of a crop or before completion of a livestock production stage, setting a price or pricing formula and market for the commodity. A *production contract* is an agreement setting terms, conditions, and fees to be paid by the contractor to the operation for the production of crops, livestock, or poultry.)

3991

1 ☐

**Yes** - Complete this section

3 ☐

**No** - Go to SECTION 26

2. Report the commodities delivered in 2022 through **marketing** or **production** contract(s). List the quantities delivered and the final price/fee received. (*Include* the quantity delivered or removed under contract. *Exclude* money received from contractors as reimbursement for expenses. *Exclude* landlord shares (report in SECTION 27) and marketing charges (report in SECTION 32, Item 34).)

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✓ Calves	3981 933	3560 1	3982 400	3983 2	3984 \$ 160 . 00	3985 \$ 64 000 .00
	3986	3561	3987	3988	3989 \$ .	3990 \$ .00

If more space is needed, please use a separate sheet of paper.

<sup>1</sup>/"Delivered" includes commodities for which partial payment was made even if not physically delivered by December 31, 2022.

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

**EXAMPLE:** The producer sold 80 calves under a marketing contract for \$160 per hundredweight, and was paid-in-full (\$64,000 total). The calves weighed 500 pounds each on average (40,000 pounds total).

3<sup>rd</sup> Attempt



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## SECTION 25 MARKETING and PRODUCTION CONTRACTS

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3991

☐

**Yes** - Complete this section

☐

**No** - Go to SECTION 26

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✓ Calves	3981 933	3560 1	3982 80	3983 11	3984 \$ 800 . 00	3985 \$ 64 000 .00
	3986	3561	3987	3988	3989 \$ .	3990 \$ .00

If more space is needed, please use a separate sheet of paper.

<sup>1</sup>/"Delivered" includes commodities for which partial payment was made even if not physically delivered by December 31, 2022.

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

**EXAMPLE:** The producer sold 80 calves under a marketing contract for \$160 per hundredweight, and was paid-in-full (\$64,000 total). The calves weighed 500 pounds each on average (40,000 pounds total).

4<sup>th</sup> Attempt



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# Accounts Receivable

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





## EXAMPLE:

The producer delivered 1,000 cwt of milk @ \$17/cwt in December last year, and was paid in the first week of January.

At the end of this year, he delivered 1,000 cwt of milk @ \$20/cwt, and was paid the first week of next year.

SECTION 26		ACCOUNTS RECEIVABLE & DEFERRED PAYMENTS	
1. For each item below, report income received or the amount owed to the operation on the dates specified. (Include cash sales, marketing contract sales, and production contract removals. Exclude crops in storage and not yet sold.)			
[NOTE: Crops in storage and not sold as of the reference date should be reported in Section 33, Item 5a.]			
		Mark "X" if None	Dollars
a.	On January 1, 2022, what was the total dollar amount <b>owed</b> to this operation for all commodities produced and sold (cash or contract) <b>before</b> January 1, 2022? 0885	<input type="checkbox"/>	\$ 17 000 .00
(i)	How much did this operation receive from Item 1a during 2022? . . . . . 0875	<input type="checkbox"/>	\$ 17 000 .00
b.	What was the total dollar amount owed to this operation on December 31, 2022, for all commodities produced, sold (cash or contract), delivered, or removed under contract in 2022 and earlier years? . . . . . 0886	<input type="checkbox"/>	\$ 20 000 .00





## SECTION 25

1 What commodities did this operation have MARKETING or PRODUCTION contracts for in 2022? [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 2022 from this contract? (Total Dollars)
Milk	3927 909	3550 1	3928 52 000	3929 2	3930 \$ 20 . 00	3931 \$ 1 020 000 .00

$$(52,000 \text{ cwt}) \times (\$20/\text{cwt}) = \$1,040,000$$

$$(\$1,040,000 - \$20,000) = \$1,020,000 \text{ received}$$

## SECTION 26

### ACCOUNTS RECEIVABLE & DEFERRED PAYMENTS

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

[NOTE: Crops in storage and not sold as of the reference date should be reported in Section 33, Item 5a.]

	Mark "X" if None	Dollars
a. On January 1, 2022, what was the total dollar amount <b>owed</b> to this operation for all commodities produced and sold (cash or contract) <b>before</b> January 1, 2022? 0885 <input type="checkbox"/>		\$ 17 000 .00
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b. What was the total dollar amount owed to this operation on December 31, 2022, for all commodities produced, sold (cash or contract), delivered, or removed under contract in 2022 and earlier years? . . . . . 0886 <input type="checkbox"/>		\$ 20 000 .00



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## SECTION 25

1 What commodities did this operation have MARKETING or PRODUCTION contracts for in 2022? [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 2022 from this contract? (Total Dollars)
Processed Cherries	3927 6156	3550 1	3928 100 000	3929 1	3930 \$ 0 . 42	3931 \$ 21 000 .00

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

## SECTION 26

### ACCOUNTS RECEIVABLE & DEFERRED PAYMENTS

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

[NOTE: Crops in storage and not sold as of the reference date should be reported in Section 33, Item 5a.]

	Mark "X" if None	Dollars
a. On January 1, 2022, what was the total dollar amount <b>owed</b> to this operation for all commodities produced and sold (cash or contract) <b>before</b> January 1, 2022? 0885	<input type="checkbox"/>	\$ .00
(i) How much did this operation receive from Item 1a during 2022? . . . . . 0875	<input type="checkbox"/>	\$ .00
b. What was the total dollar amount owed to this operation on December 31, 2022, for all commodities produced, sold (cash or contract), delivered, or removed under contract in 2022 and earlier years? . . . . . 0886	<input type="checkbox"/>	\$ 21 000 .00



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# Conclusion



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# Sections 27-31



**Gretchen Divincen**  
**Heartland Region**



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# Section 27. Landlord's Share of Crops & Livestock

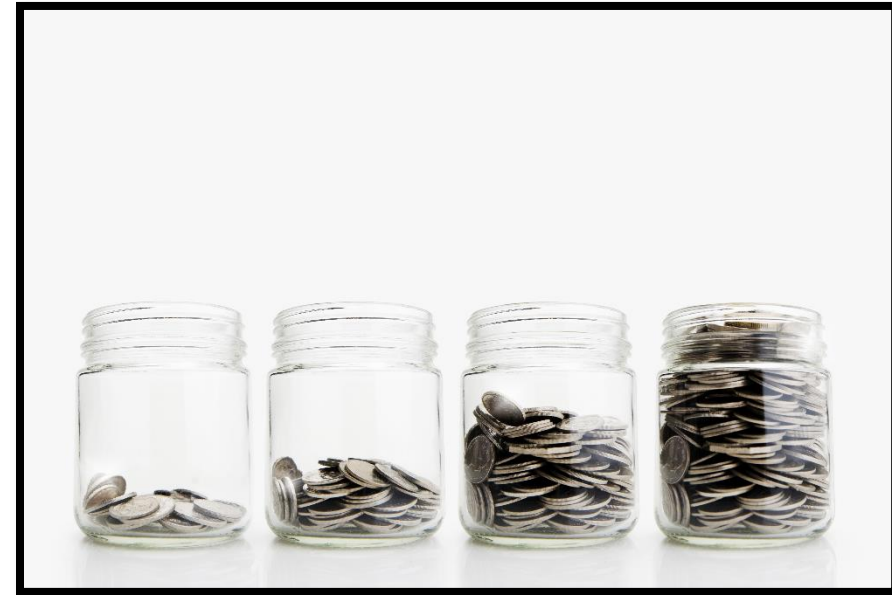
The purpose of this section is to identify the market value of any crops or livestock given to the landlord in exchange for the use of the land.





# Section 27. Landlord's Share

- Market value of the share is defined as the value at the time the landlord takes possession of the commodity
- Probe to make sure values reported in this section are not reported elsewhere in the questionnaire
- Exclude livestock production not associated with the rent of the land, such as cattle on shares





# Section 28. Marketing Practices

The purpose of this section is to identify value-added and food products produced and sold by the operation.





# Section 28. Value-Added

- Value-added products are produced from commodities originating from the operation and include activities that increases the economic value of the agricultural commodity.
- Activities include processing, bottling, packaging in consumer size containers, etc.
- Examples of value-added products include jam, wine, cheese, meat, floral arrangements, cider, etc.





# Section 28. Food Products

- Operation sold directly to:
  - Consumers (farmers markets, farm stores, CSAs)
  - Retail Markets (food co-ops, grocery stores, restaurants)
  - Institutions (K-12 schools, universities, hospitals)
  - Intermediate Markets (distributors, food hubs, food processors)
- Include edible products
- Exclude nonfood items (craft items, hay, cut flowers, etc.)





# Section 29. Government Payments & Other Farm Related Income

The purpose is to collect all other farm-related income sources that contribute to the farm operation's gross income.





# Section 29. CCC Loans

- 1099-G
- Commodity Credit Corporation (CCC) Loans
  - Provide interim financing at harvest
  - Farmers use crop as collateral
  - Option to pay back the loan or deliver the crop





# Section 29. Conservation

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





# Section 29. Disaster Relief

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





# Section 29. Other Programs

- **COVID-19 Program Payments**
- **All Other Federal, State, or Local Program Payments**
  - Income support program tied to the historical base acres, not current production of that crop.





# Section 29. Other Farm Income

- Do NOT include income previously reported
- All income reported must be part of this operation
- **Custom Work**
- **Grazing of Livestock**
- **Insurance Indemnity Payments**
- **All Other Farm Income**





# Section 30. Renewable Energy

The purpose of this section is to check renewable energy producing systems that were on the operation during 2022, regardless of ownership.





# Section 30. Renewable Energy

- Include all systems that generate energy including heat.
- Report the value of energy sold by the operation in Section 29.
- Multiple energy systems can be reported.





# Section 31. Ag. Activity on Reservations, Pueblos, & Service Areas

The purpose of this section is to identify agricultural activity on reservations.

\*One does not need to be a Native American in order to have Ag Activity on a Reservation, Pueblo or Service Area.





# Section 31.

- Acres in Section 31 should be less than or equal to totals reported in Sections 1 and 2
- Report total acres used for crop and livestock production in Item 3
- Include AUM in Item 4.





# Thank You!



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National Agricultural Statistics Service





# Operating & Capital Expenses



**John Miyares**  
**Great Lakes Region**



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







# Uses of Expenditure Data

United States  
Department of  
Agriculture

National  
Agricultural  
Statistics  
Service



ISSN: 1949-0895

## Farm Production Expenditures 2021 Summary

July 2022



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

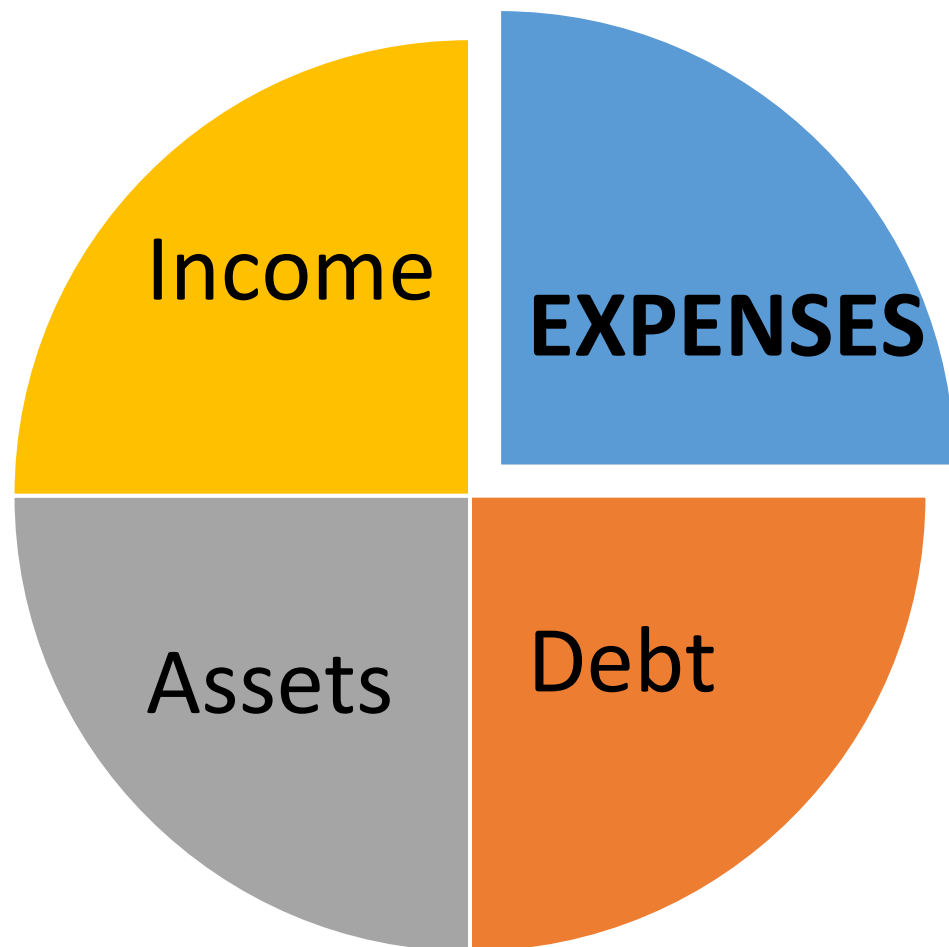


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# How it all Fits





# Expenditures - General

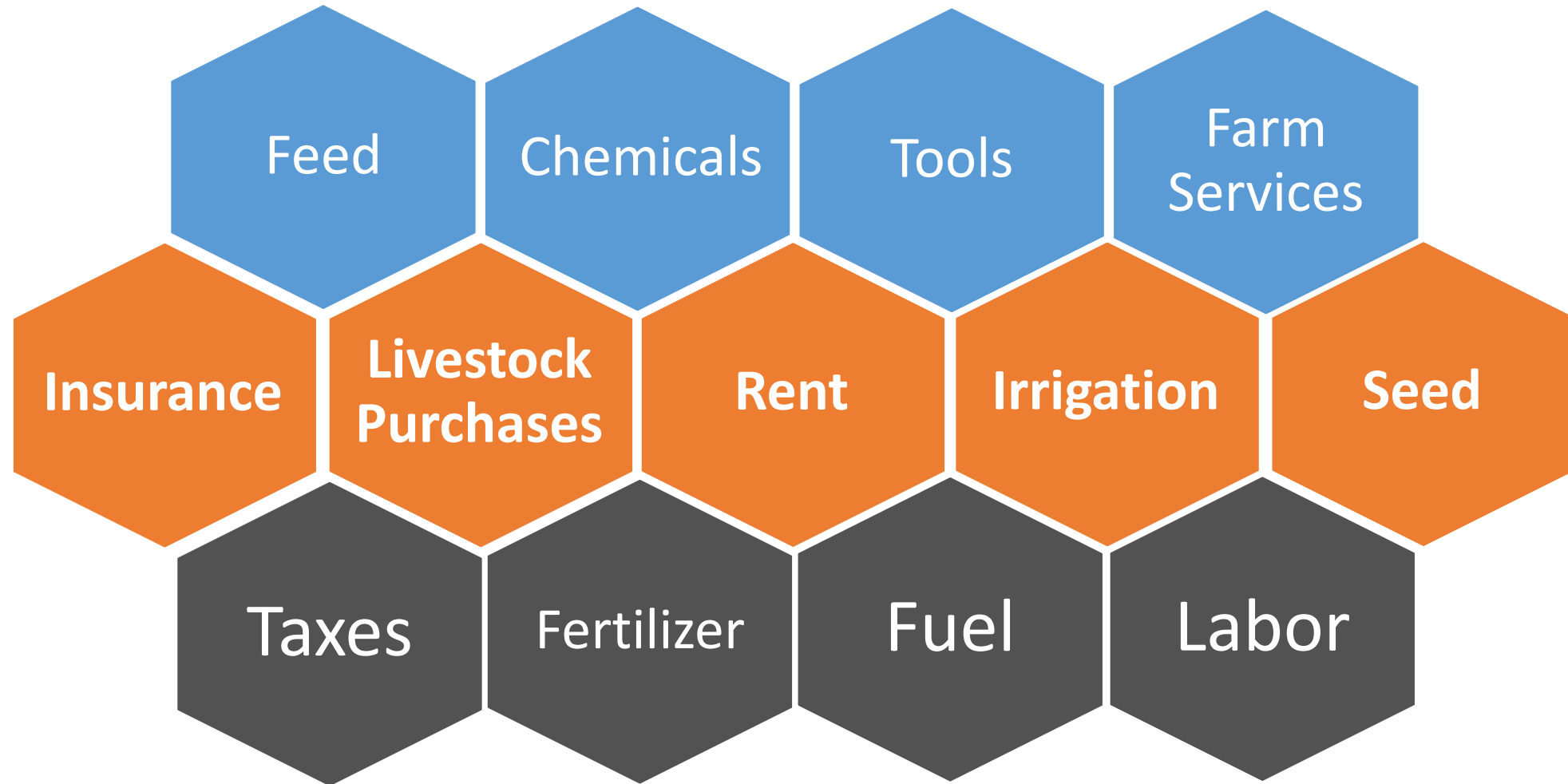
- Landlord expenses asked at the end of the section
- Contractor expenses are not asked on this form any longer, but are still calculated behind the scenes
- Include expenses related to this operation
- Watch Include/Exclude Instructions
- Best Estimates are Acceptable

SECTION 32		OPERATING & CAPITAL EXPENDITURES					
<b>In 2022, how much was spent for each item by the PRODUCER(S) and PARTNER(S):</b> <i>(Include only expenses related to this operation. Exclude expenses NOT related to this farm/ranch; expenses of performing custom work FOR others, if this is a separate business; and expenses on land rented to others.)</i>							
<b>OPERATING EXPENSES in 2022</b>							
1. seeds, sets, plants, seed cleaning and treatments, transplants, trees and nursery stock? <i>(Include technology or other fees, seed treatments, and seed cleaning cost. Exclude items purchased for resale without additional growth.)</i> . . . . .	0600	Mark "X" if None <input type="checkbox"/>	<table border="1"><thead><tr><th colspan="2">Dollars</th></tr></thead><tbody><tr><td>\$</td><td>.00</td></tr></tbody></table>	Dollars		\$	.00
Dollars							
\$	.00						
2. nutrients, fertilizer, lime, and soil conditioners? <i>(Include cost of custom application and organic materials. Exclude potting mixes, vermiculite, and sterilized soil.)</i> . . . . .	0606	<input type="checkbox"/>	<table border="1"><thead><tr><th colspan="2">Dollars</th></tr></thead><tbody><tr><td>\$</td><td>.00</td></tr></tbody></table>	Dollars		\$	.00
Dollars							
\$	.00						
3. agricultural chemicals and biocontrols for crops, livestock, poultry, and general farm use? <i>(Include biological pest controls and custom application costs.)</i> . . . . .	0612	<input type="checkbox"/>	<table border="1"><thead><tr><th colspan="2">Dollars</th></tr></thead><tbody><tr><td>\$</td><td>.00</td></tr></tbody></table>	Dollars		\$	.00
Dollars							
\$	.00						





# Operating Expenses





# Seed/Fertilizer/Chemicals: Items 1 – 3

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



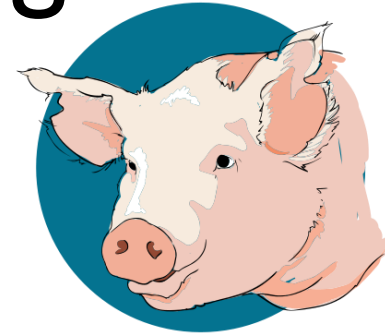
SECTION 32		OPERATING & CAPITAL EXPENDITURES					
<b>In 2022, how much was spent for each item by the PRODUCER(S) and PARTNER(S):</b> <i>(Include only expenses related to this operation. Exclude expenses NOT related to this farm/ranch; expenses of performing custom work FOR others, if this is a separate business; and expenses on land rented to others.)</i>							
<b>OPERATING EXPENSES in 2022</b>							
1. seeds, sets, plants, seed cleaning and treatments, transplants, trees and nursery stock? <i>(Include technology or other fees, seed treatments, and seed cleaning cost. Exclude items purchased for resale without additional growth.)</i> . . . . . 0600	Mark "X" if None <input type="checkbox"/>	<table border="1"><thead><tr><th colspan="2">Dollars</th></tr></thead><tbody><tr><td>\$</td><td>.00</td></tr></tbody></table>		Dollars		\$	.00
Dollars							
\$	.00						
2. nutrients, fertilizer, lime, and soil conditioners? <i>(Include cost of custom application and organic materials. Exclude potting mixes, vermiculite, and sterilized soil.)</i> . . . . . 0606	<input type="checkbox"/>	<table border="1"><tbody><tr><td>\$</td><td>.00</td></tr></tbody></table>		\$	.00		
\$	.00						
3. agricultural chemicals and biocontrols for crops, livestock, poultry, and general farm use? <i>(Include biological pest controls and custom application costs.)</i> . . . . . 0612	<input type="checkbox"/>	<table border="1"><tbody><tr><td>\$</td><td>.00</td></tr></tbody></table>		\$	.00		
\$	.00						





# Livestock: Items 4-8

- Check Sections 15-22 for Inventory
- Include Commission, Yardage, Insurance, and Fees



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



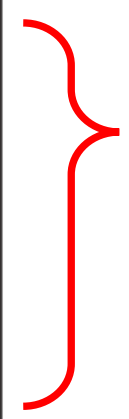


# Fuel Breakout – Item 9

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



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





# Supplies, Repairs & Maintenance

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



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





# Wages and Labor Expenses

The following table applies to items 24 and 25			
Include	Exclude		
<ul style="list-style-type: none"> <li>• Cash wages</li> <li>• Incentives and bonuses</li> <li>• Payments to corporate officers and family members, including yourself and other producers if they received a wage</li> </ul>	<ul style="list-style-type: none"> <li>• Draws by individual producers and partners</li> <li>• Wages paid for custom labor or contract work</li> <li>• Payments to pensions or retirement plans</li> <li>• Social Security on owner/producer</li> </ul>	Employer's share of: <ul style="list-style-type: none"> <li>• Social Security and unemployment taxes</li> <li>• Health and life insurance</li> <li>• Worker's compensation</li> </ul>	

	None	Dollars
24. CASH WAGES paid to hired farm and ranch labor? . . . . . 0758	<input type="checkbox"/>	\$ <b>TOTAL</b> .00
25. Of the (Item 24) dollars, how much salary or wage was paid to — (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





# Marketing Charges

- Section 32, Item 34
  - Almost all operations that sell commodities have marketing expenses.
  - If operator reports no marketing charges, probe to find out if anything was subtracted out of the total price before the farmer received the check.
  - Get total quantity and unit sold if operator doesn't know the total marketing charges.

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



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# Operating Expenses not located in Section 32

- Gross rent components:
  - Cash Rent → Section 3, Question 5
  - Share rent → Section 27, Questions 2 & 3
  - Grazing fees → Section 3, Question 6
- Livestock contract production fees: Sections 24 & 25
  - “TOTAL FEES RECEIVED/PAID TO CONTRACTEES in Reference Year”
  - Section 24, Item 1, Column 5
  - Section 25, Item 2, last two columns





# Operating vs Capital Expenses



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# Capital Improvements

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

## CAPITAL EXPENSES in 2022

35. improvements on land such as land preparation, irrigation improvements, well drilling, ponds, feedlots, trench silos, lagoons, new fences, etc.? . . . . . 0807
36. new construction and remodeling of dwellings, barns, buildings, hog houses, poultry houses, milk barns, storage facilities, sheds, silos, etc.? . . . . . 0810
37. new construction or remodeling of the producer's dwelling, if owned by the operation? . . . . . 0813

☐☐☐

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





# Vehicles, Machinery, and Equipment

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

For Items 38 through 45, report the **TOTAL NET COST** (after deducting the value of trade-ins, rebates & discounts) of the following items purchased in 2022 for the farm/ranch:

	Mark "X" if None	Percent for farm/ranch use		Dollars				
38. Cars – (Include new and used.) . . . . .	<input type="checkbox"/>	<table border="1"><tr><td></td><td>%</td></tr><tr><td></td><td>%</td></tr></table>		%		%	0816	\$ .00
	%							
	%							
39. Trucks – (Include new and used trucks, pickups, sport utility vehicles, vans, campers and buses.) . . . . .	<input type="checkbox"/>	<table border="1"><tr><td></td><td>%</td></tr><tr><td></td><td>%</td></tr></table>		%		%	0818	\$ .00
	%							
	%							
40. ATVs, Side by Sides, UTVs, etc. . . . .	<input type="checkbox"/>	<table border="1"><tr><td></td><td>%</td></tr><tr><td></td><td>%</td></tr></table>		%		%	3100	\$ .00
	%							
	%							
41. Tractors – (Include new and used.) . . . . .	<input type="checkbox"/>		0820	\$ .00				
42. Self-propelled equipment – (Include implements and self-propelled equipment for livestock, dairy, or poultry production. Exclude tractors.) . . . . .	<input type="checkbox"/>		0821	\$ .00				
43. Other farm machinery, non-self-propelled farm equipment, pumps, and capital equipment for crop or livestock production. (Include farm share only.) . . . . .	<input type="checkbox"/>		0822	\$ .00				
44. Office equipment, furniture, and computers that were placed on a depreciation schedule. . . . .	<input type="checkbox"/>		0823	\$ .00				
45. Farmland and other farm real estate for expanding this operation . . . . .	<input type="checkbox"/>	Acres	0803	\$ .00				





# Operating or Capital Expense?

- Overhaul of tractor transmission, Cost: \$25,000:
  - If listed on depreciation schedule, then it is a capital expense (Item 46: All other capital expenditures). Please leave a note in the box.
  - If not listed on depreciation schedule (expensed), then it is recorded in repair and maintenance (Item 14). Do not list this expense in both places.


***It really depends on how the operation records the information for tax purposes.***





# Catch-All Questions

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


46. All other capital expenditures. *(Include all other capital expenditures that were placed on a depreciation schedule.)* Specify Other Capital Expenditures & Amounts: 

. . 0824

☐

\$

.00

47. What other expenses did this operation have in 2022 that have not been recorded? *(Include potting soil.)* Specify Other Expenses & Amounts: 

. . 0825

☐

\$

.00



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# Landlord Expenses

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

**In 2022, how much was spent for each item by the operation's LANDLORD(S):**

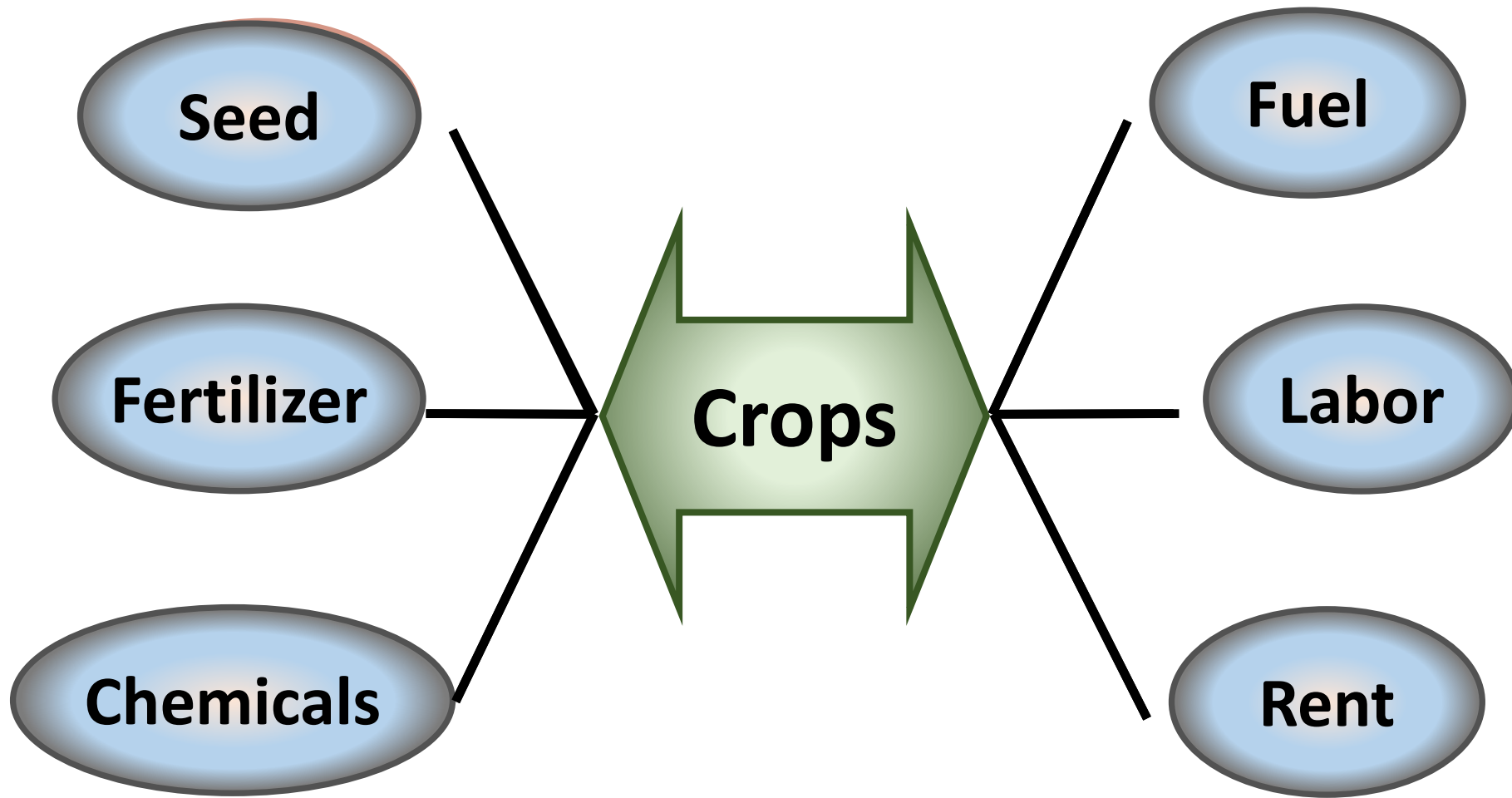
**OPERATING EXPENSES in 2022**

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



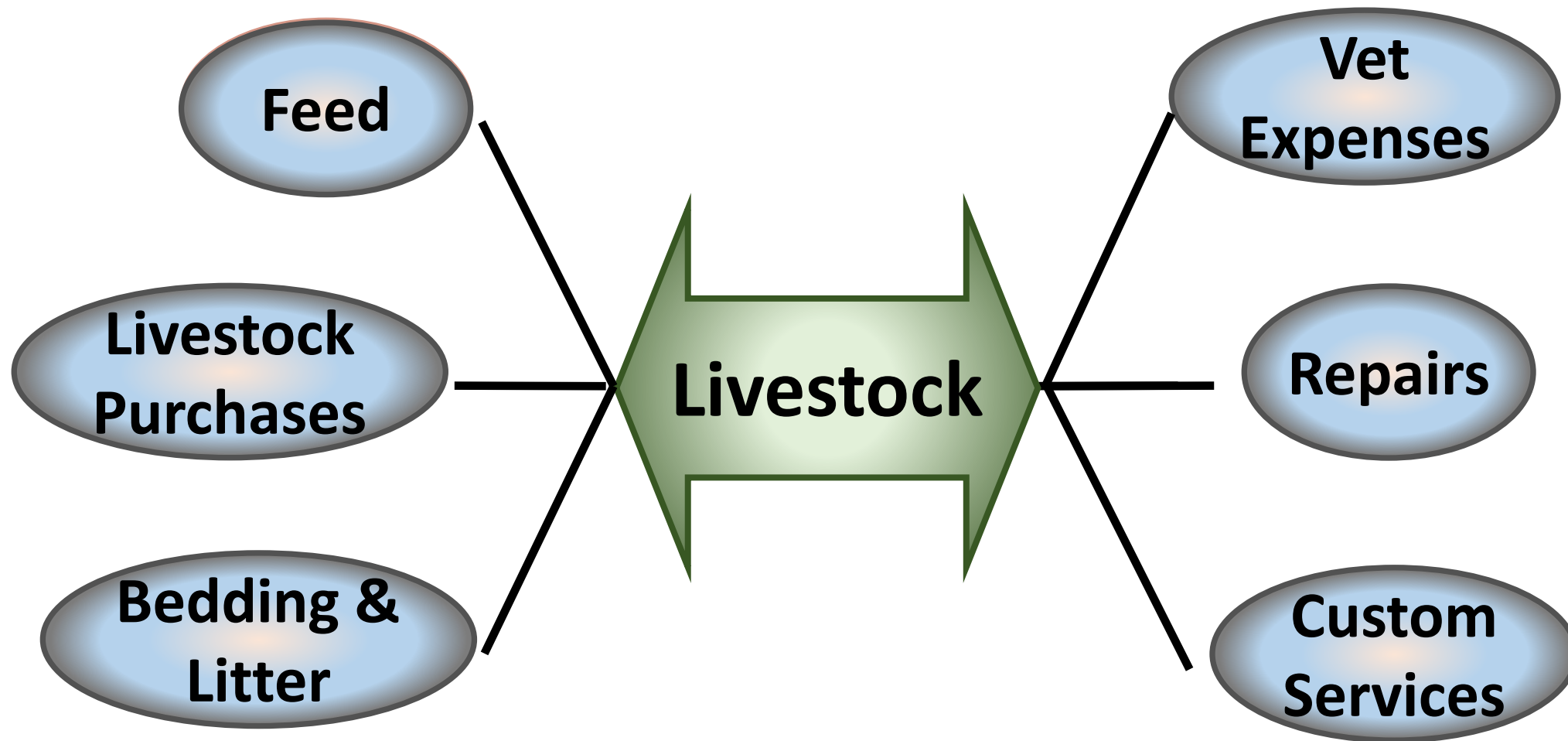


# Data Relationships – Crop Operations



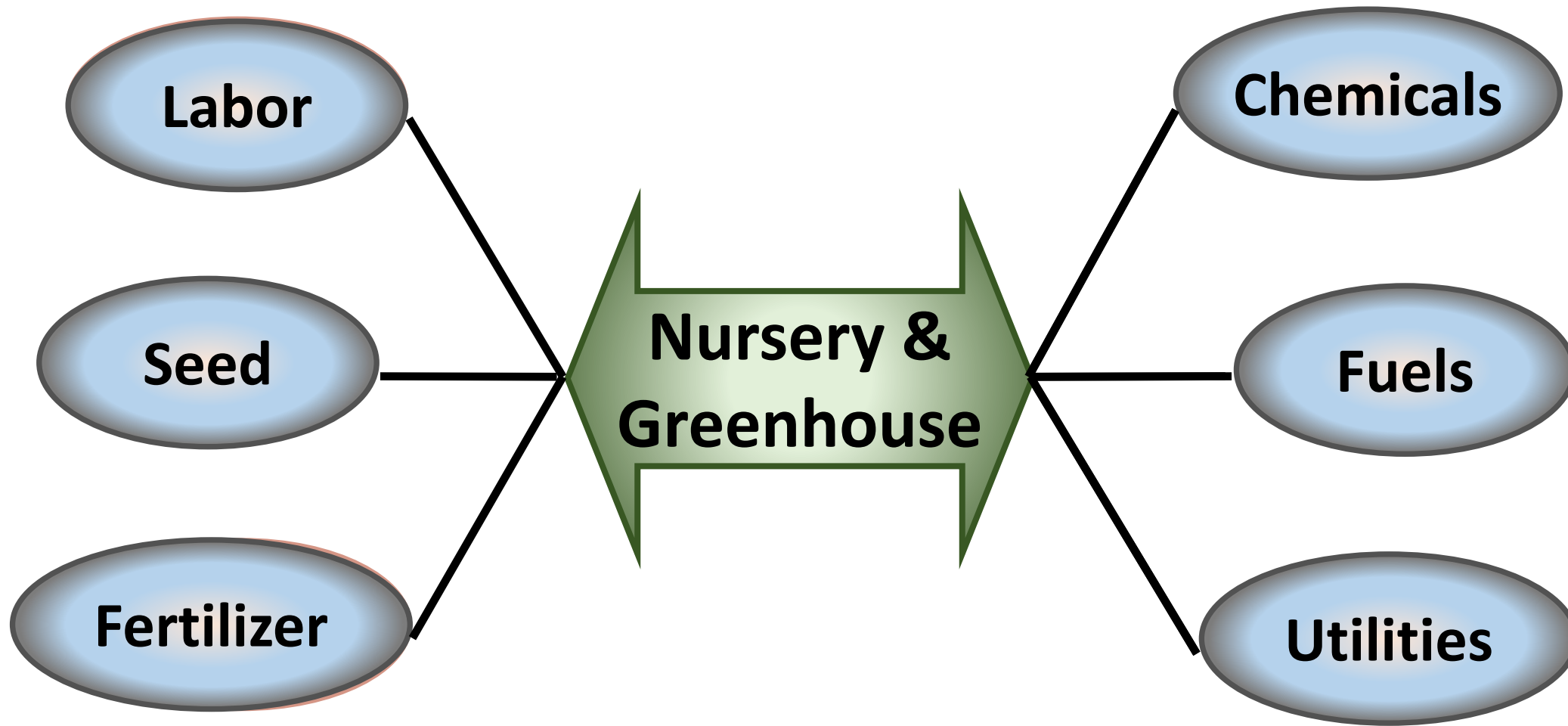


# Data Relationships – Livestock Operations





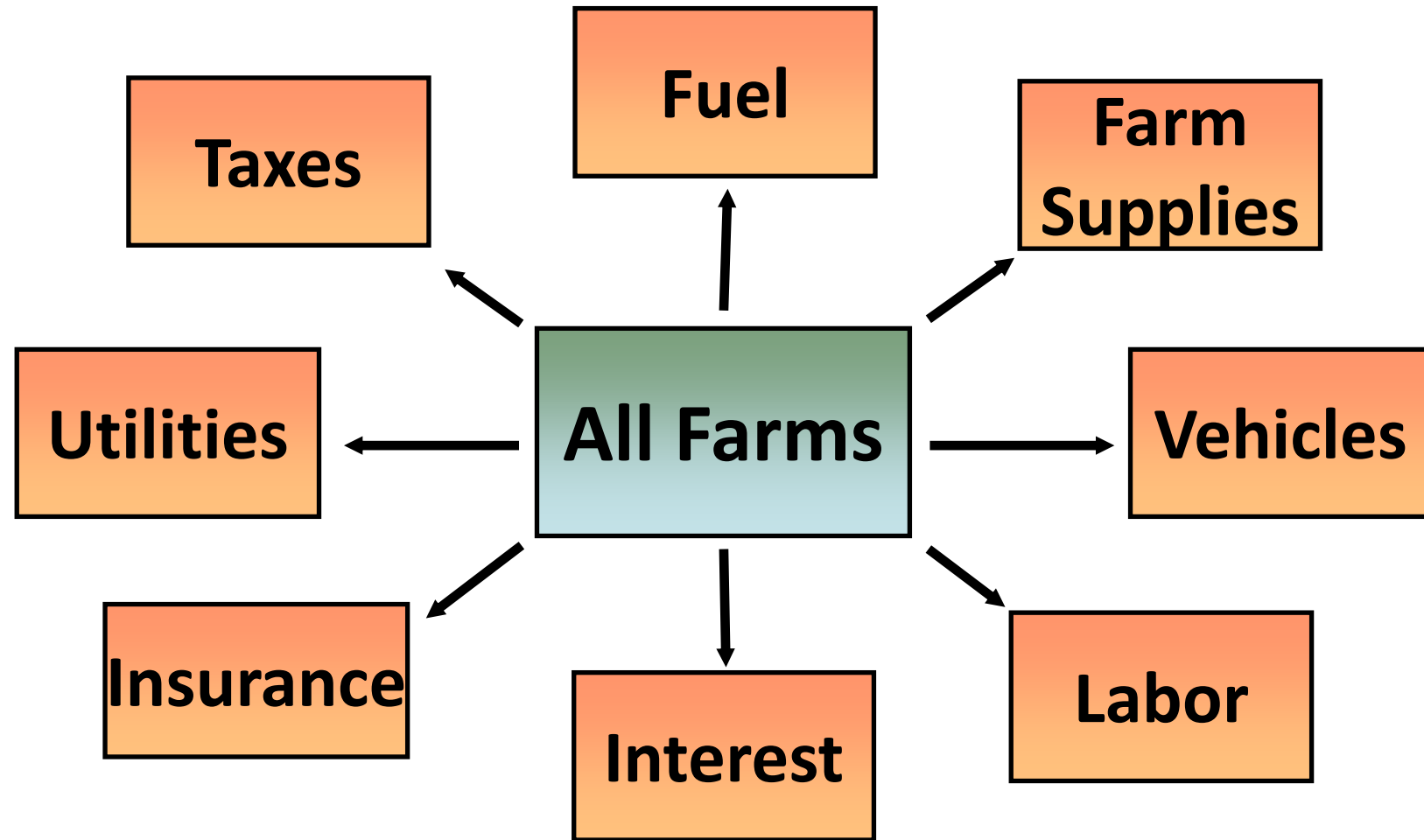
# Data Relationships – Other Operations





# Data Relationships – All Farms

Expect  
Particular  
Expenses  
By  
Farm  
Type





# Data Relationships – EXAMPLES

- ***Debt Reported in Section 34?*** Should have Interest expenses in item 19.
- ***Paid Labor Hours Reported in Section 36?*** Cash Wages in items 24 & 25.
  - ***Be mindful of “Draws”*** – Not a cash wage; code as unpaid labor hours.
- ***Land Owned in Section 1?*** Real estate taxes in Item 20.
- ***Land Rented in Section 1?*** Landlord real estate taxes in Item 51.
- ***Dairy Operation?*** Milk Hauling Expenses in Item 29a.
- ***Vehicles Owned/Leased?*** Registration/Licensing Fees in Item 22.





# Encourage Use of Farm Records

## SCHEDULE F (Form 1040)

Department of the Treasury  
Internal Revenue Service

## Profit or Loss From Farming

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

OMB No. 1545-0074

**2022**

Attachment  
Sequence No. **14**

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

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



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# Repairs & Maintenance

23	Pension and profit-sharing plans . . . . .	23	27
24	Rent or lease (see instructions):		
a	Vehicles, machinery, equipment . . . . .	24a	21
b	Other (land, animals, etc.) . . . . .	24b	Sec 32 #5 & Sec 3 #5
25	Repairs and maintenance . . . . .	25	14 – 16
26	Seeds and plants . . . . .	26	1
27	Storage and warehousing . . . . .	27	34

14. repairs, parts and accessories for motor vehicles, machinery and farm equipment? . . . . .	0708	<input type="checkbox"/>	\$	.00
15. maintenance and repair for the upkeep of all farm buildings, houses other than the producer's, land improvements, and all other farm/ranch improvements? . . . . .	0714	<input type="checkbox"/>	\$	.00
16. maintenance and repair of the producer's house <b>if it was owned by the operation?</b> . . . . .	0726	<input type="checkbox"/>	\$	.00





# Summary and Highlights

- All farms and ranches have expenses.
- Difference between Operating and Capital Expenses.
- Try not to get bogged down in details:
  - Do your best to find a 'home' for the item and record it there.
- Ask yourself if the questionnaire make sense?
- Leave comments when in doubt and for unusual situations.
- Do not double count, record only once.
- Encourage the use of farm records.





# ARMS 3 vs Census of Ag

- Estimates published in the *Farm Production Expenditures* report from data reported in Section 32.
- Expense information is necessary to make the ARMS a “usable” report, BUT...
- An incomplete ARMS report may have enough information to turn into a complete Census of Agriculture report.
- Collect as much information as the respondent will provide.
- Voluntary completion of ARMS fulfills mandatory Census reporting obligations.
- Check with your supervisor or regional office regarding the handling of incomplete ARMS reports.





# Operating & Capital Expenses



## Thanks for Watching!



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# Sections 33 & 34

## Farm Assets & Debt



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# Sections 33 & 34

## Farm Assets & Debt



Spencer Langford  
Delta Region



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





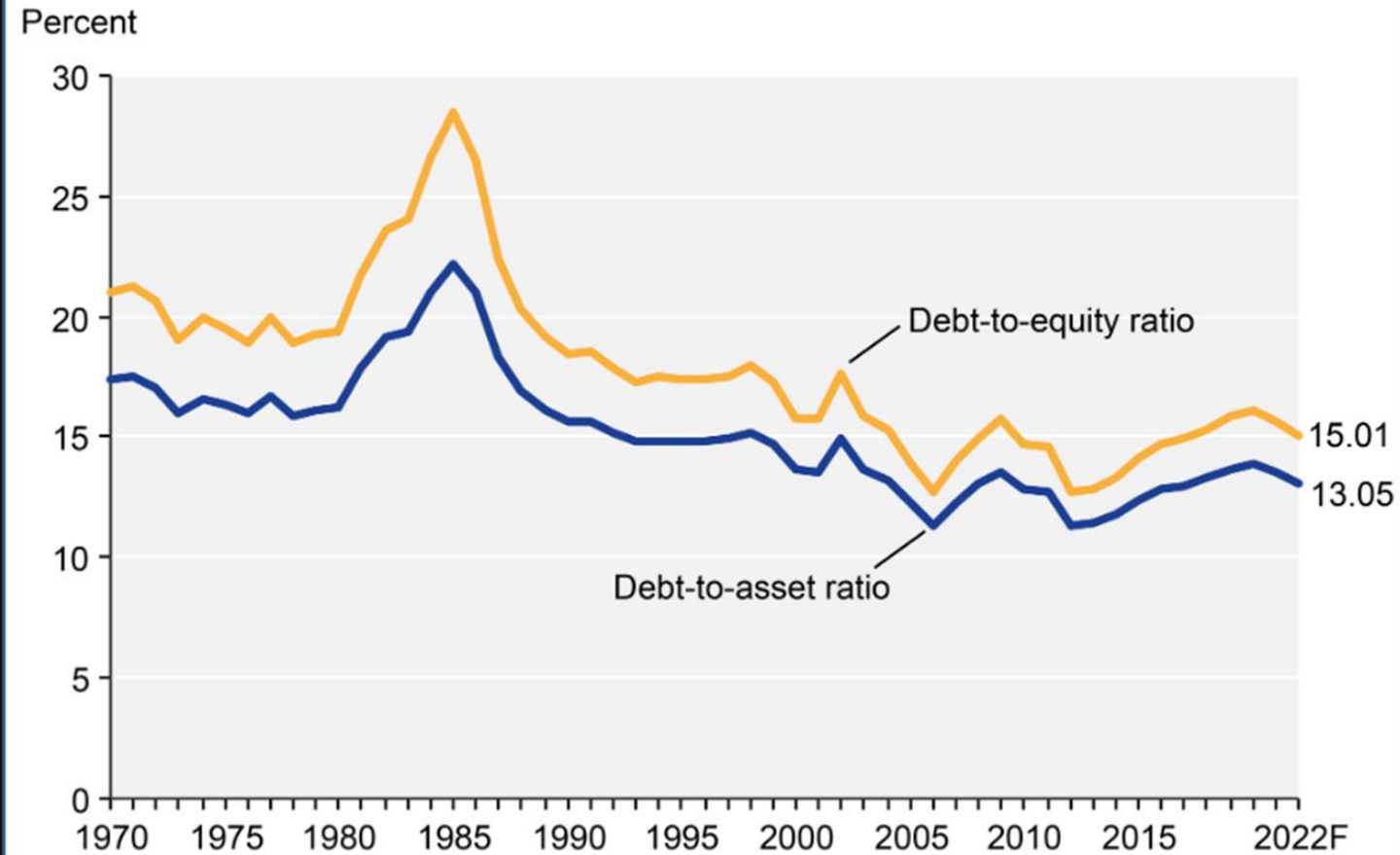
# Importance of Assets and Debt Sections

- Shows farms solvency and liquidity
- Provides insight to where a farm's wealth resides
- One indicator of the farm economy's overall health





## U.S. farm sector solvency ratios, 1970–2022F



Note: F = Forecast.

Source: USDA, Economic Research Service, Farm Income and Wealth Statistics.

Data as of December 1, 2022.

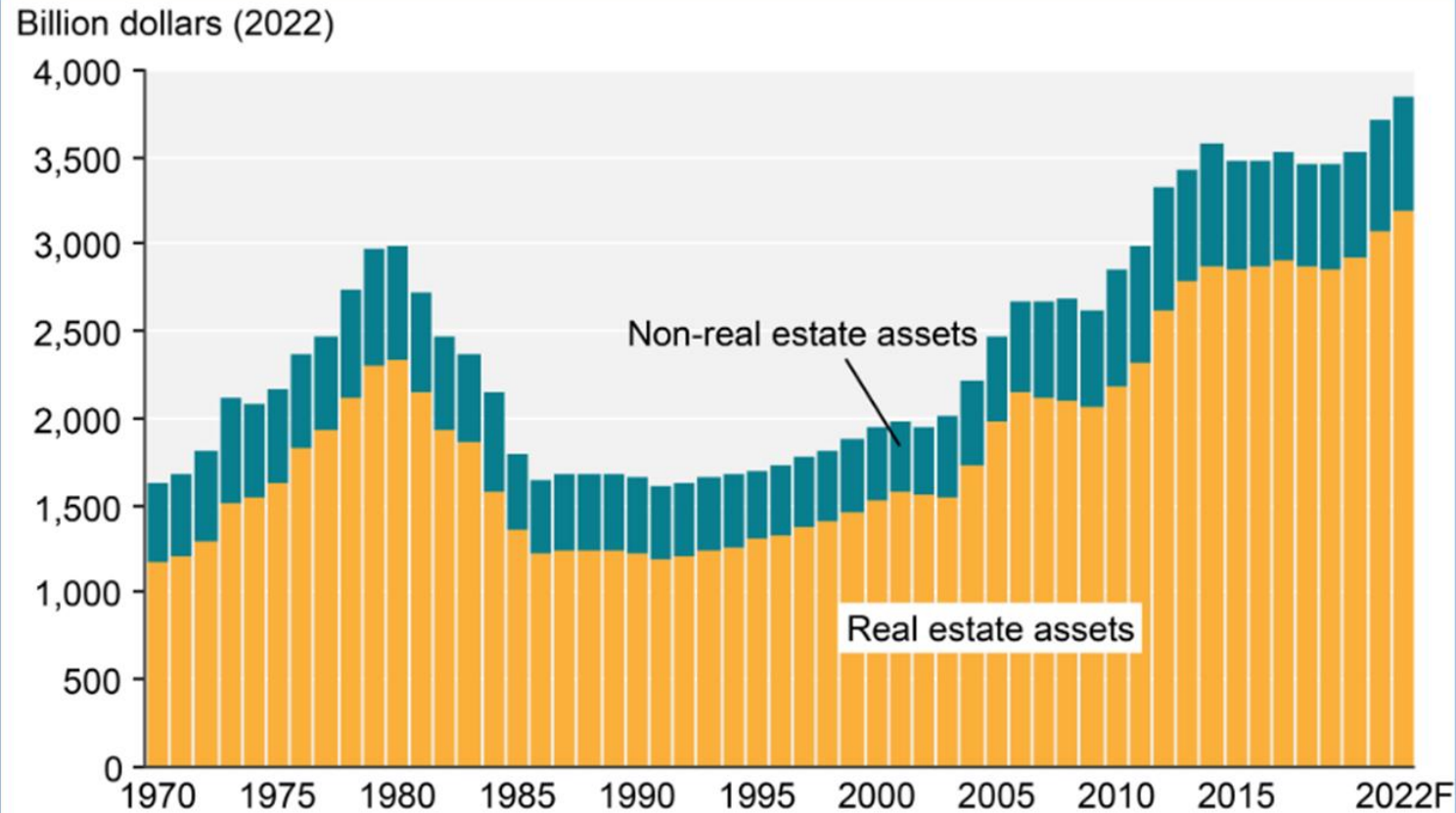


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## U.S. farm sector assets, inflation adjusted, 1970–2022F



Note: F = forecast. Real values are adjusted for inflation using the U.S. Bureau of Economic Analysis Gross Domestic Product Price Index (BEA API series code: A191RG) rebased to 2022 by USDA, Economic Research Service.

Source: USDA, Economic Research Service, Farm Income and Wealth Statistics.

Data as of December 1, 2022.



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# Farm Assets

## SECTION 33

## FARM ASSETS

1. What was the MARKET VALUE of the following assets OWNED by this operation on December 31, 2022:  
(Include owned assets on rented land.)

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

Mark "X"  
if None

☐

Dollars		
\$		.00

- Duplication is a common issue on this question
- House is either reported here (on-farm asset) or Sec. 38 (Off-Farm)



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# Farm Assets

b. all other dwellings? . . . . .	0851	<input type="checkbox"/>	\$		.00
c. all other farm buildings and structures? ( <i>Include barns and other livestock facilities, cribs, grain bins, greenhouses, silos, storage sheds, fences, corrals, etc.</i> ) . . . . .	0852	<input type="checkbox"/>	\$		.00
d. orchard trees and vines, nursery trees, and trees grown for woody crops? . . . . .	0853	<input type="checkbox"/>	\$		.00
e. oil, gas, and mineral rights. . . . .	7101	<input type="checkbox"/>	\$		.00
f. land? ( <i>Include land rented to others. Exclude houses, buildings, orchard trees and vines, and trees grown for woody crops.</i> ) . . . . .	0854	<input type="checkbox"/>	\$		.00

- Other dwellings may belong to other operators or farmhands
- Remind operators to separate orchard crops from the land they are on
- Item F includes land **rented to others, even if not operated by respondent**





# Farm Assets

4. What was the ESTIMATED MARKET VALUE of the following on December 31, 2022:

a. trucks and cars **owned** by the operation? *(Include farm share only)* . . . . . 0882

☐

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

b. tractors, machinery, tools, equipment and implements **owned** by the operation? 0883

☐

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

c. stock in farm cooperatives and the Farm Credit System? . . . . . 0884

☐

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

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





# Farm Assets

c. stock in farm cooperatives and the Farm Credit System? . . . . . 0884	<input type="checkbox"/>	\$		.00
--	--------------------------	----	--	-----

- Less common than some other assets
- If reported, check for Farm Credit System loans





# Farm Assets

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

		Beginning of Year JAN. 1, 2022? (Dollars)	End of Year DEC. 31, 2022? (Dollars)
5. What was the ESTIMATED MARKET VALUE for the farm share of [item] on —	Mark "X" if 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.)	<input type="checkbox"/>	0888 \$ .00	0889 \$ .00
b. breeding livestock owned by and located on or off this operation? (Include aquaculture, bees, cattle, equine, hogs, mink, poultry, sheep, etc., kept for breeding purposes. Exclude livestock being produced under contract on another operation (reported in Section 24).)	<input type="checkbox"/>	0863 \$ .00	0864 \$ .00
c. non-breeding livestock owned by and located on or off this operation? (Include aquaculture, bees, cattle, equine, hogs, mink, poultry, sheep, etc., kept for non-breeding purposes. Include livestock products such as honey, mohair, and wool. Exclude livestock being produced under contract on another operation (reported in Section 24).)	<input type="checkbox"/>	0876 \$ .00	0877 \$ .00

- Check section 25/26 for crop duplication
- It is unlikely for BOY value to equal EOY value



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# Farm Assets

d. production inputs <b>owned</b> by this operation, such as processed feed, fertilizer, chemicals, fuels, parts, purchased seed and other supplies? . . . . .	<input type="checkbox"/>	0880 \$ <input type="text"/> .00	0881 \$ <input type="text"/> .00
e. production inputs <b>already used</b> by this operation for cover crops or crops planted but not yet mature for harvest (also known as <i>sunk costs</i> ), or the value of inputs used for production contracts that have yet to be delivered? . . . . .	<input type="checkbox"/>	\$ <input type="text"/> .00	\$ <input type="text"/> .00

- Nearly every farm should have some kind of production inputs
- These will relate with the expenses section





# Farm Assets

## LIQUID ASSETS

6. What was the ESTIMATED MARKET VALUE of all other farm assets **not previously listed** on December 31, 2022? (*Include money owed to this operation (except money owed from commodity sales), cash certificates of deposit, savings and checking accounts, hedging account balances, government payments due, insurance indemnity payments due, balance of land contract sales, and any other farm assets not reported earlier. Exclude any personal debt owed to the producer(s).*) . . . . . 0887

Mark "X"  
if None

☐

DEC. 31, 2022 (Dollars)	
\$	.00

- Bank accounts used solely for the farm
- Any other liquid assets not reported



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# Farm Debt

SECTION 34		FARM DEBT					
1. Was debt used in funding the operation of this farm/ranch in 2022, including any loans obtained in earlier years? (Include seasonal production and other loans taken and repaid during 2022.)							
1080	1 <input type="checkbox"/> Yes - Complete this section	3 <input type="checkbox"/> No - Go to SECTION 35					
2. What was the total amount repaid on farm business loans taken out in 2022? (Record any outstanding balances of loans taken out in 2022 in Item 3.) (Include only seasonal production and other short term farm loans.) . . . . . 0890			Mark "X" if None <input type="checkbox"/>				
			<table border="1"><thead><tr><th colspan="2">Dollars</th></tr></thead><tbody><tr><td>\$</td><td>.00</td></tr></tbody></table>	Dollars		\$	.00
Dollars							
\$	.00						

- Item 2 is for loans repaid during the reference year, commonly referred to as “operating loans”.
- Loans repaid but not in their entirety during 2022 belong in Item 3





Lender Codes (Column 1)		Lender Codes (Column 1) (continued)		Loan Type Codes (Column 5)	
Lender	Code	Lender	Code	Type	Code
FARM CREDIT SYSTEM.....	1	Contractor.....	9	One year or less production or other loans.....	1
USDA Farm Service Agency (FSA).....	2	Individuals.....	10	Non-real estate loan more than one year.....	2
Small Business Administration (SBA).....	3	Credit Union.....	11	Real estate loans more than one year excluding producer's house.....	3
State & county government lending agencies.....	4	Any other lenders.....	12	Real estate loan more than one year only for the producer's house.....	4
Savings and loan associations, residential mortgage lenders.....	5	Credit cards.....	13		
Commercial banks.....	6	Other debts (such as unpaid bills, etc.).....	14		
Life insurance companies.....	7				
Trade credit, including input suppliers, implement dealer, co-ops and other merchants.....	8				

1 Who is the lender?  [From Lender Codes Above.] (Code)	2 What was the balance owed on January 1, 2022 including outstanding principal plus unpaid interest? (Dollars)	3 What was the balance owed on Dec. 31, 2022 including outstanding principal plus unpaid interest? (Dollars)	4 What was the interest rate on Dec. 31, 2022? [Report in hundredths of a percent. Example: 9% = 09.00] (Percent)	5 What is the type of loan?  [From Loan Type Codes Above.] (Code)	6 What year was it obtained?  [For refinanced loans, report year refinanced] (Year) (YYYY)	7 What is the original term of the loan? (Number of Years)	8 What percentage is for expenses of running this farm operation? (Percent)
1001	1050	1002	1003	1004	1005	1008	1006
	\$ .00	\$ .00	.				%
1010	1051	1011	1012	1013	1014	1017	1015
	\$ .00	\$ .00	.				%
1019	1052	1020	1021	1022	1023	1026	1024
	\$ .00	\$ .00	.				%
1028	1053	1029	1030	1031	1032	1035	1033
	\$ .00	\$ .00	.				%
1037	1054	1038	1039	1040	1041	1044	1042
	\$ .00	\$ .00	.				%



Record their 5 largest loans first.





Lender Codes (Column 1)		Lender Codes (Column 1) (continued)		Loan Type Codes (Column 5)	
Lender	Code	Lender	Code	Type	Code
FARM CREDIT SYSTEM.....	1	Contractor.....	9	One year or less production or other loans.....	1
USDA Farm Service Agency (FSA).....	2	Individuals.....	10	Non-real estate loan more than one year.....	2
Small Business Administration (SBA).....	3	Credit Union.....	11	Real estate loans more than one year excluding producer's house.....	3
State & county government lending agencies.....	4	Any other lenders.....	12	Real estate loan more than one year only for the producer's house.....	4
Savings and loan associations, residential mortgage lenders.....	5	Credit cards.....	13		
Commercial banks.....	6	Other debts (such as unpaid bills, etc.).....	14		
Life insurance companies.....	7				
Trade credit, including input suppliers, implement dealer, co-ops and other merchants.....	8				

1 Who is the lender?  [From Lender Codes Above.] (Code)	2 What was the balance owed on January 1, 2022 including outstanding principal plus unpaid interest? (Dollars)	3 What was the balance owed on Dec. 31, 2022 including outstanding principal plus unpaid interest? (Dollars)	4 What was the interest rate on Dec. 31, 2022? [Report in hundredths of a percent. Example: 9% = 09.00] (Percent)	5 What is the type of loan?  [From Loan Type Codes Above.] (Code)	6 What year was it obtained?  [For refinanced loans, report year refinanced] (Year) (YYYY)	7 What is the original term of the loan? (Number of Years)	8 What percentage is for expenses of running this farm operation? (Percent)
1001	1050	1002	1003	1004	1005	1008	1006
	\$ .00	\$ .00	.				%
1010	1051	1011	1012	1013	1014	1017	1015
	\$ .00	\$ .00	.				%
1019	1052	1020	1021	1022	1023	1026	1024
	\$ .00	\$ .00	.				%
1028	1053	1029	1030	1031	1032	1035	1033
	\$ .00	\$ .00	.				%
1037	1054	1038	1039	1040	1041	1044	1042
	\$ .00	\$ .00	.				%

- Leave notes on unusual circumstances
- E.g. 0% interest loans
- Double check that the decimal on the interest rate is correctly placed

If more space is needed, please use a separate sheet of paper.



# Farm Debt

4. If you had farm loans in addition to the five recorded above, what is the total amount of debt from these loans owed on December 31, 2022? (*Include farm/ranch loans and debt on the producer's house if it is owned by the operation. Exclude any loans exclusively for non-farm purposes that are secured by assets of the farm/ranch.*) . . . . . 1047

Mark "X"  
if None

☐

Dollars	
\$	.00



0999	
Office Use Only	





# Reminders

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





# Thank you and Good Luck



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# Section 35-36: Personal Characteristics and Farm Management



Lisa Prickett  
Southern Plains Region



**United States Department of Agriculture**  
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# Section 35-36: Personal Characteristics and Farm Management



The home stretch.....



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# Personal characteristics.....

Goals of this section:

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



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# Personal Characteristics

- Collect information for up to four people who are involved in decisions for this operation.

SECTION 35 PERSONAL CHARACTERISTICS																					
1. In 2022, how many men and women were involved in decisions for this operation (include family members and hired managers)? Exclude hired workers unless they were a hired manager or family member. .... 1571	<table border="1"><thead><tr><th>Men</th><th>Women</th></tr></thead><tbody><tr><td></td><td></td></tr></tbody></table> 1574	Men	Women																		
Men	Women																				
2. Answer the following questions for up to four individuals who were involved in the decisions for this operation as of December 31, 2022.																					
	<table border="1"><thead><tr><th>Person 1</th><th>Person 2</th><th>Person 3</th><th>Person 4</th></tr></thead><tbody><tr><td>1836</td><td>4608</td><td>4609</td><td>1873</td></tr><tr><td>a. Full name .....</td><td></td><td></td><td></td></tr><tr><td>b. Is this person completing this form? 1 <input type="checkbox"/> Yes 3 <input type="checkbox"/> No</td><td>1611 1 <input type="checkbox"/> Yes 3 <input type="checkbox"/> No</td><td>1612 1 <input type="checkbox"/> Yes 3 <input type="checkbox"/> No</td><td>1613 1 <input type="checkbox"/> Yes 3 <input type="checkbox"/> No</td></tr><tr><td>c. Sex .....</td><td>1926 1 <input type="checkbox"/> Male 2 <input type="checkbox"/> Female</td><td>1263 1 <input type="checkbox"/> Male 2 <input type="checkbox"/> Female</td><td>1283 1 <input type="checkbox"/> Male 2 <input type="checkbox"/> Female</td></tr></tbody></table>	Person 1	Person 2	Person 3	Person 4	1836	4608	4609	1873	a. Full name .....				b. Is this person completing this form? 1 <input type="checkbox"/> Yes 3 <input type="checkbox"/> No	1611 1 <input type="checkbox"/> Yes 3 <input type="checkbox"/> No	1612 1 <input type="checkbox"/> Yes 3 <input type="checkbox"/> No	1613 1 <input type="checkbox"/> Yes 3 <input type="checkbox"/> No	c. Sex .....	1926 1 <input type="checkbox"/> Male 2 <input type="checkbox"/> Female	1263 1 <input type="checkbox"/> Male 2 <input type="checkbox"/> Female	1283 1 <input type="checkbox"/> Male 2 <input type="checkbox"/> Female
Person 1	Person 2	Person 3	Person 4																		
1836	4608	4609	1873																		
a. Full name .....																					
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c. Sex .....	1926 1 <input type="checkbox"/> Male 2 <input type="checkbox"/> Female	1263 1 <input type="checkbox"/> Male 2 <input type="checkbox"/> Female	1283 1 <input type="checkbox"/> Male 2 <input type="checkbox"/> Female																		

- For operations with more than four operators, identify the four most senior operators.





# Personal Characteristics

Question 4 asks which person is the “Principal Producer”.

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

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

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

Person Number



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# Personal Characteristics

5. Did the principal producer have a spouse at any point in 2022?

1205 1 ☐ **Yes** - Continue

3 ☐ **No** - Go to SECTION 36

6. Was this spouse listed in the columns above (Question 2)?

1856 1 ☐ **Yes**

3 ☐ **No** - Go to item 7

➡ 6a. Enter the number of the column (1, 2, 3, or 4) that contains the principal producer's spouse and **then proceed to question 11.** . . . . . 1857

Person Number

- If you enter the spouse into a column, you do not need to do Questions 7 -10



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# Section 36

## Farm Labor and Management

### Why?

- Value of labor is an important element in the cost of agricultural production.
- How does on-farm labor compare to off-farm labor financially?
- What kind of labor do different farms depend on?
- Why do farm operators work off the farm and *where* do they work?





# Section 36

## Farm Labor and Management

SECTION 36 FARM LABOR AND MANAGEMENT		Mark "X" if None	Number of Workers
1.	What was the number of UNPAID farm or ranch workers, including family members and office workers, who worked on this farm or ranch? . . . . . 4536	<input type="checkbox"/>	
2.	What was the number of HIRED farm or ranch workers, including paid family members and office workers, who		
a.	Worked less than 150 days on this operation in 2022? Exclude contract labor . . . . . 4534	<input type="checkbox"/>	
b.	Worked 150 days or more on this operation in 2022? Exclude contract labor . . . . . 4535	<input type="checkbox"/>	
3.	What was the number of foreign and domestic MIGRANT workers on this operation in 2022? A migrant worker is a farm worker whose employment required travel that prevented the migrant worker from returning to his/her permanent place of residence the same day. Include hired and contract workers . . . . . 4537	<input type="checkbox"/>	





# Time spent working on the farm

- The respondent should be able to approximate the average number of **hours per week** in each quarter because the quarters roughly correspond to the four seasons.

4. On average, for each of the three-month periods during 2022, about how many hours per week (work and management time) did —

	Mark "X" if None	Jan - Mar Hours / Week	April - June Hours / Week	July - Sept Hours / Week	Oct - Dec Hours / Week
a. the principal producer work for this farm/ranch? ( <b>Include both paid and unpaid hours.</b> )	<input type="checkbox"/>	0828	0829	0830	0831
b. the principal producer's spouse work for this farm/ranch? ( <i>Even if the principal operator's spouse is an operator, include his/her hours here. Include both paid and unpaid hours.</i> )	<input type="checkbox"/>	0832	0833	0834	0835
c. all other producers and household members work for this farm/ranch? Enter TOTAL hours worked by all other operators and household members. ( <b>Exclude the principal operator and spouse. Include both paid and unpaid hours.</b> )	<input type="checkbox"/>	0836	0837	0838	0839
d. all other <b>unpaid</b> workers not previously reported work for this farm/ranch? Enter TOTAL hours worked by all unpaid workers. ( <b>Include volunteers and interns. Exclude custom hire and contract labor.</b> )	<input type="checkbox"/>	0840	0841	0842	0843
e. all other <b>paid</b> workers not previously reported work for this farm/ranch? Enter TOTAL hours worked by all paid workers. ( <b>Exclude custom hire and contract labor.</b> )	<input type="checkbox"/>	0859	0860	0861	0862





# Time spent working outside the farm

- The next few questions ask about off-farm work for the principal producer, spouse, or any other member of the household

5. Did the principal producer, principal producer's spouse, or any other member of the household work off the farm in 2022?  
2670 1 ☐ **Yes** - Continue 3 ☐ **No** - Go to SECTION 37

6. Over the past year, how many hours per week did each of the following people spend working outside of this farm or ranch? (*Include time spent working for a wage or salary, or for a non-farm business. Exclude time spent working at another farm/ranch and time spent commuting.*) —

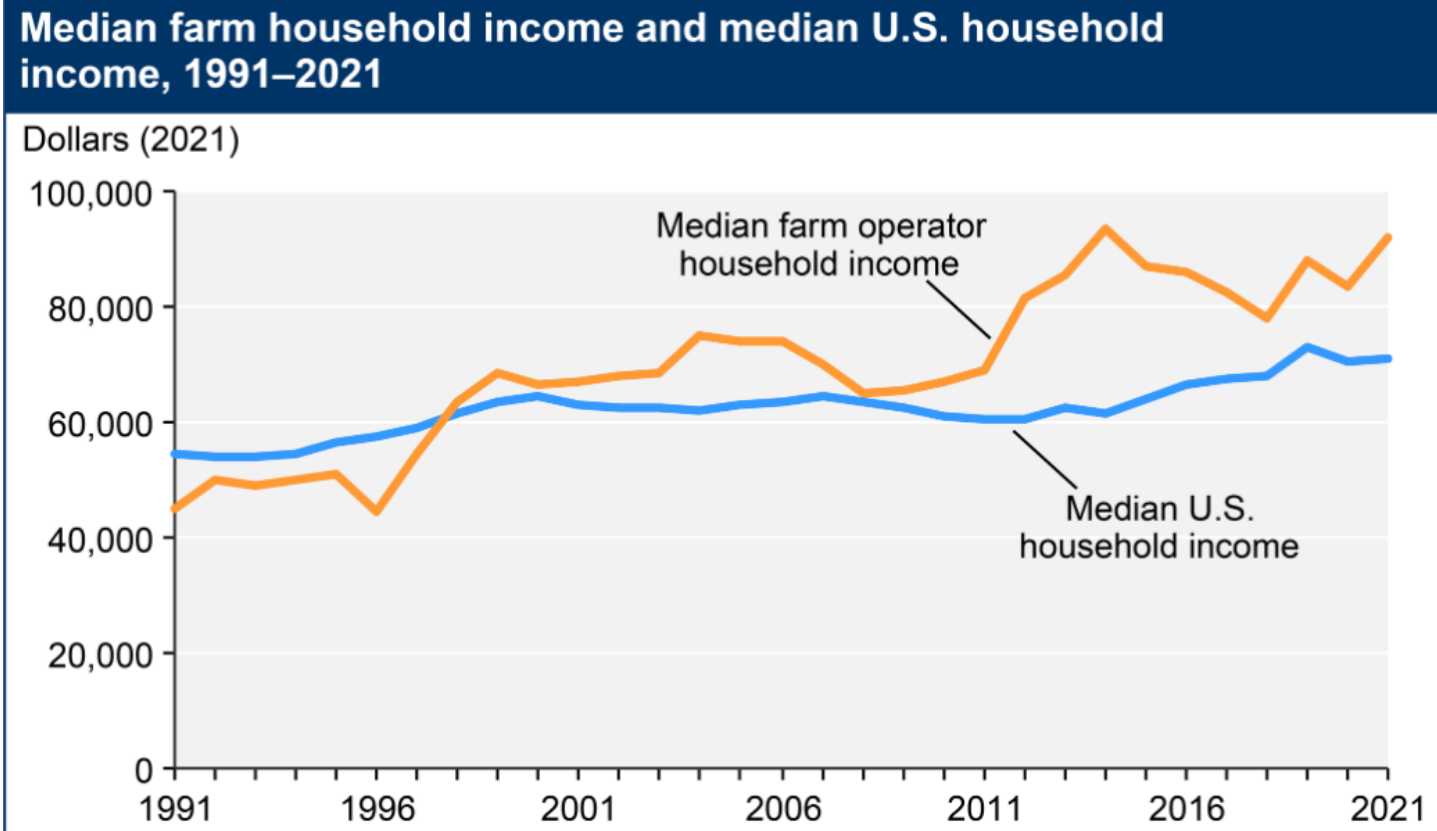
	Jan - Mar Hours / Week	April - June Hours / Week	July - Sept Hours / Week	Oct - Dec Hours / Week
a. You (the principal producer) . . . . . <input type="checkbox"/>	0488	0489	0490	0491
b. Your spouse (the principal producer's spouse) <input type="checkbox"/>	0588	0589	0590	0591
c. All other members of the household . . . . . <input type="checkbox"/>	1069	1070	1071	1072

(Example: If two adult children live in the household and work off-farm, one for 40 hours/week and one for 20 hours/week, report 60 hours/week total.)





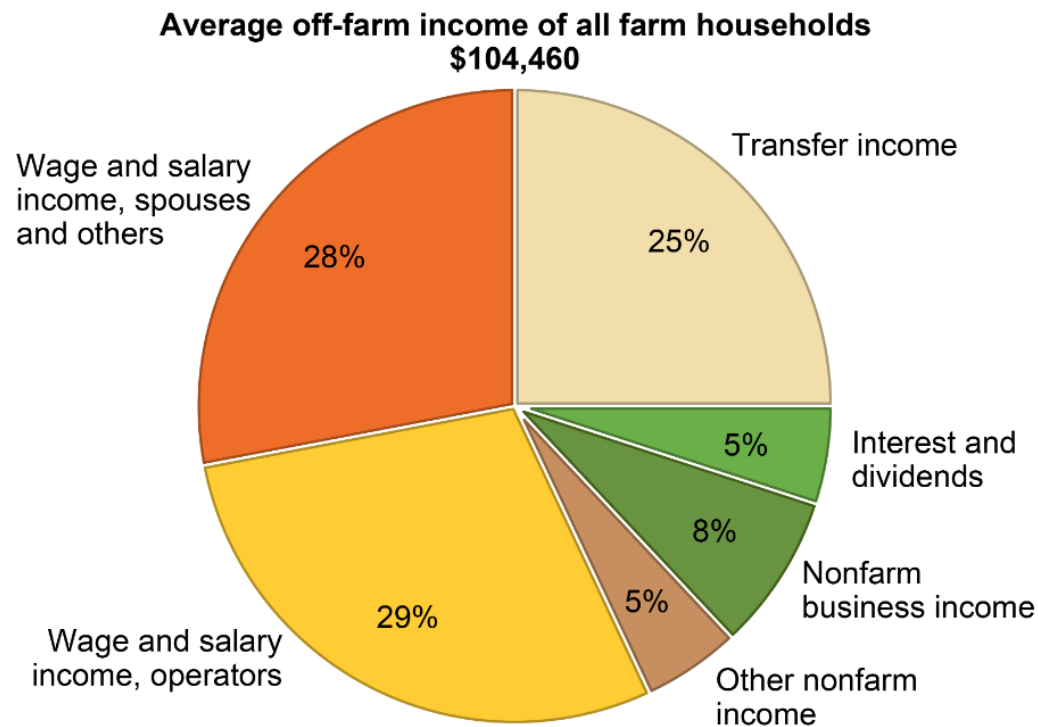
# Section 35: Personal Characteristics and Farm Management





# Section 35: Personal Characteristics and Farm Management

Farm household sources of off-farm income, 2021





# Section 35-36: Personal Characteristics and Farm Management



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# Section 37: Type of Organization



**William Keptner**  
**Pacific Region**



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# Why Section 37?

- The downfall of missing data in the late 70s and 80s also gave an early look at how farms were changing.
- The traditional “one farm, one farmer, and one household” concept was inadequate for describing the modern farm sector.





# Section 37

- Changing farm structure affects the distribution of benefits from farm programs, and the specific elements of farm program design can affect farm structure.
- The legal organization of a farm determines how its income is taxed. ERS is called on to examine changes to the tax code and potential impact on farm businesses.
- Defense/Context: agriculture opponents and “corporate farms”





# The Family Farm Question

- *This question determines whether a farm is classified as a family farm*

## SECTION 37 TYPE OF ORGANIZATION

1. In 2022, was more than 50 percent of this operation owned by one of the producers of this operation, their household, or extended family?

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

1249

1

☐

Yes

3

☐

No



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# Family Farm Question – Considerations

- Family farm: the majority of the business is owned by a producer (aka operator) and individuals related to the producer by blood, marriage, or adoption, including relatives who do not live in the producer household.
- Family farms account for 98% of farms.
- Example of Non-Family owned: Some very large dairy farms are owned by a single family that owns multiple farms and relies on hired managers to operate the farms. These would not be classified as family farms unless the hired managers were also part of the family that owns the farms.





# Quick Test

- If Bill owns 49 percent of the farm and his cousin owns 51 percent is it a family operation?
- What if Bill owns 50 percent and his partner-an old friend from high school-owns the other 50 percent?





# Ownership

- **Question 2: The number of owners**
  - Based on ASSETS owned by the farm business
  - These cannot be landlords, contractors or lenders
- **Question 2a: percent of ownership held by principal producer's household**
  - Used to convert farm assets and debt measures to household values
    - Household assets, debt, and net worth





# Legal Organizational Structure

3. Was this operation organized as a Limited Liability Company (LLC) under State law?

1202 1 ☐ Yes 3 ☐ No

4. In 2022, what was this operation's legal status for tax purposes (*select only one*)?

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

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

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

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

Number

3 ☐ C-Corporation

4 ☐ S-Corporation

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

6. Is this operation a C-Corporation or an LLC that chose to file as a C-Corporation in 2022?

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

a. How much did the principal producer and his/her household receive in corporate dividends from this farming operation in 2022? (*If your operation is an LLC that elected to file for tax purposes as a C-Corporation, consider this as income here.*) [Skip Item 7 and proceed to Section 38.] . . . . . 0975

Dollars
\$ .00





# Common Errors

## SECTION 37 TYPE OF ORGANIZATION

1. In 2022, was more than 50 percent of this operation owned by one of the producers of this operation, their household, or extended family?

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

1249

1

☐

Yes

3

☒

No

2. In 2022, how many people owned this operation? (**Exclude** landlords, contractors, and lending institutions holding farm debt. **Include** the principal producer if he/she has an ownership interest.) . . . . . 1246

Number

2

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

Percent

100

%





# Common Errors

5. In 2022, did any households, other than the principal producer's household, share in the net farm income of this business? *(Sharing can occur by receiving a share of profits/losses or, if incorporated, receiving corporate dividends.)*

1225 1 ☐ **Yes** - Continue 3 ☒ **No** - Go to item 6

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

6. Is this operation a C-Corporation or an LLC that chose to file as a C-Corporation in 2022?

1226 1 ☐ **Yes** - Continue 3 ☒ **No** - Go to item 7

a. How much did the principal producer and his/her household receive in corporate dividends from this farming operation in 2022? *(If your operation is an LLC that elected to file for tax purposes as a C-Corporation, consider this as income here.) [Skip Item 7 and proceed to Section 38.]* . . . . . 0975

7. What percent of net income (whether profit or loss) were the principal producer and his/her household entitled to receive from this farming operation in 2022? *(If the operation is an LLC that elected to report income for tax purposes as a pass-through, consider this as income here.)* . . . . . 0974

Number	

Dollars	
\$	.00

Percent	
50	%





# Thank You!



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# Section 38- Farm Producer Household Income, Assets, & Debt



**Amber Elliot-Whisnant**  
**Eastern Mountain Region**



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





# Why does USDA collect household information?

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





# Why does USDA collect household information?

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





# Off-Farm Income

Off-farm income is common.

51.6% of farming households reported off-farm work in 2020.

The mean off-farm income of All Family Farms was \$96,688 in 2020, with a mean earned income of \$63,530 from off-farm sources.

Farm operator household income by source and farm type, 2020

Farm type	Mean total income	Income from farming		Mean income from off-farm sources		
		Mean amount	Is negative	Total	Earned	Unearned
	Dollars per household		Percent of households	Dollars per household		
Small family farms						
Retirement	78,028	5,430	49	72,599	29,964	42,634
Off-farm occupation	139,571	-2,427	68	141,998	112,239	29,759
Low sales	61,245	-1,637	59	62,883	27,331	35,552
Moderate sales	122,814	53,695	19	69,120	40,042	29,077
Midsize family farms	212,109	140,136	14	71,973	41,384	30,589
Large-scale family farms						
Large	438,076	361,727	11	76,350	49,580	26,770
Very large	2,000,335	1,913,814	8	86,522	52,106	34,416
All family farms	122,291	25,603	54	96,688	63,530	33,158

Notes: Operator household income is not estimated for nonfamily farms. Earned income comes from off-farm self-employment or wage/salary jobs. Unearned income includes interest and dividends, benefits from Social Security and other public pensions, alimony, annuities, net income of estates or trusts, private pensions, etc. Components may not sum to total due to rounding.

Source: USDA, National Agricultural Statistics Service and USDA, Economic Research Service, 2020 Agricultural Resource Management Survey.



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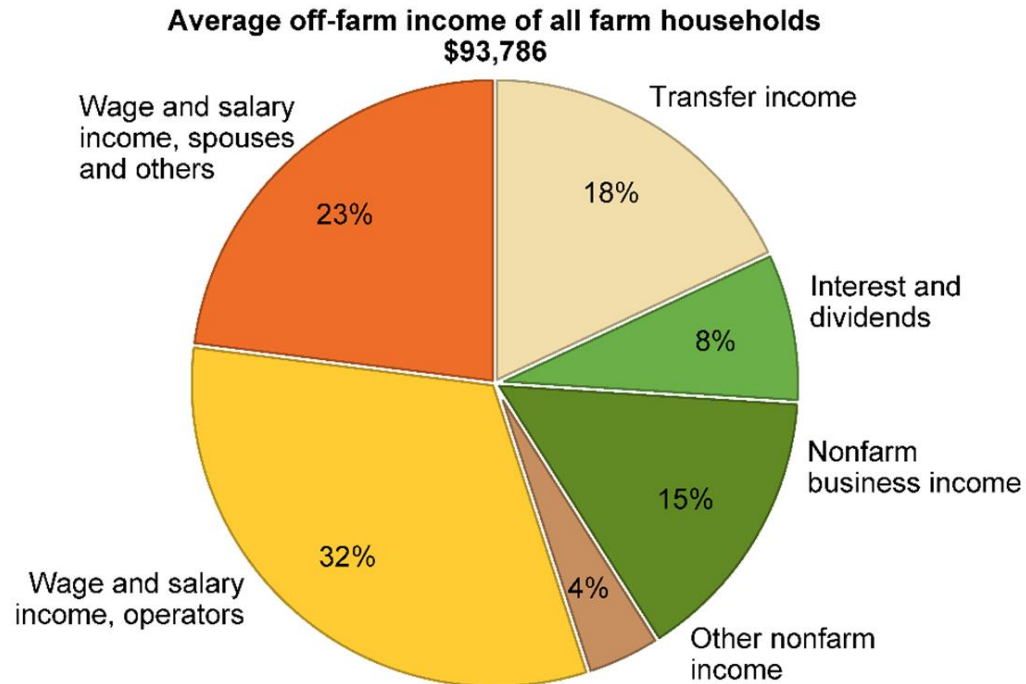




# Sources of Off-Farm Income

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

Sources of off-farm income for farm operator households, 2018



Note: Other nonfarm income includes gifts, payment for nonbusiness services, or miscellaneous income such as gambling winnings, financial payments, rebates, etc.  
Source: USDA, Economic Research Service and National Agricultural Statistics Service, Agricultural Resource Management Survey. Data as of November 27, 2019.

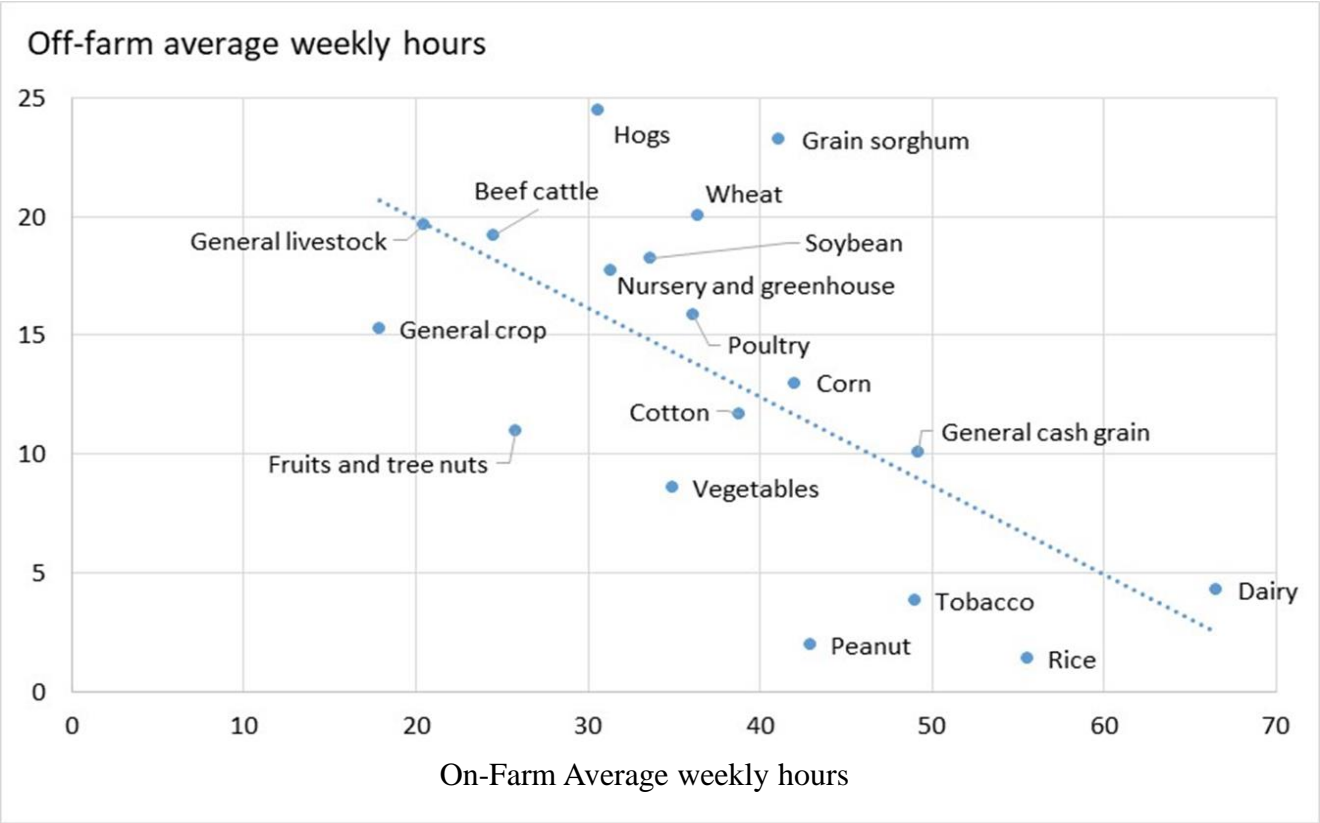




# How is the ARMS 3 data used?

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

Beef cattle: Households work more off-farm



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

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



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# Household Income, Assets & Debt

- Whose household?
  - The “Principal Producer”
  - Identified on page 17, Q3
- Do not duplicate with on-farm books

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

1. Use the **value codes** from the box above to answer the questions in Section 38. (**Exclude** farm income reported earlier.) Which **value code** represents the total income received by the principal producer, spouse, and household in 2022 from –

SOURCE	PRINCIPAL PRODUCER INCOME (Value Code)		SPOUSE INCOME (Value Code)		TOTAL HOUSEHOLD INCOME (Value Code)	
	Mark "X" if None	0950	Mark "X" if None	0951	Mark "X" if None	0952
a. all off-farm wages, salaries, and tips before taxes and withholdings? .....	<input type="checkbox"/>	01	<input type="checkbox"/>	14	<input type="checkbox"/>	14

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





# Section 38 Topics Covered

- Income
- Spending
- Assets
- Debt

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

1. Use the **value codes** from the box above to answer the questions in Section 38. (**Exclude** farm income reported earlier.) Which **value code** represents the total income received by the principal producer, spouse, and household in 2022 from –

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

2. Which value code from the list above represents how much this household spent in 2022 on –  
a. food, including food away from home?

Mark "X"  
if None

Value  
Code

## OFF-FARM ASSETS – (Please see **VALUE CODES** on page 33.)

3. Which value code on page 33 represents the total value of each of the following categories of off-farm assets owned by the producer and members of the producer's household on December 31, 2022, for –  
(**Exclude** assets of this operation, reported in Section 33.)

## OFF-FARM DEBT – (Please see **VALUE CODES** on page 33.)

4. Which value code on page 33 represents the total value of each of the following categories of off-farm debt (**debt not associated with this operation**) owed by the producer and members of the producer's household on December 31, 2022. (**Include** off-farm debt secured with farm assets. **Exclude** any household debt, credit cards, etc. reported in Section 34, Farm Debt.)

Mark "X"  
if None

Value  
Code



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# Previous Year (2021) Income and Expenses

- Question 6-8:
  - Value of sales
  - Net operating income
  - Off farm income
- Does not need to be exact—Use Value Codes
- Gives a metric for year-over-year comparisons

2021 INCOME AND EXPENSES		Mark "X" if None	Value Code	
6.	Which value code on page 33 represents the total farm sales last year (2021)? (Total farm sales includes livestock and crop income from cash and marketing contract sales, fees received from livestock and crop production contracts, the net change in CCC loans, and government payments.) . . . . .	1113	<input type="checkbox"/>	
7.	Which value code on page 33 represents the net operating income for this operation last year (2021)? (cash income from all farm sources minus production costs and depreciation; if negative net operating income, please indicate with a <b>negative sign</b> before the value code). . . . .	1114	<input type="checkbox"/>	
8.	Which value code on page 33 represents the total off-farm income last year (2021)? (wages, salaries, tips, interest, dividends, other public sources, etc. before taxes, income from operating another farm, income from operating any other business; if negative off-farm income, please indicate with a <b>negative sign</b> before the value code) . . . . .	1115	<input type="checkbox"/>	
			2002	
			Office Use Only	





## Some Things to Watch out For

- Spending, in item 2
  - a. food
  - c. utilities and household supplies
  - e. health and medical expenses
  - j. all other family living expenses
- Do not double count and report expenses already reported in Section 32- Operating Expenses

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





# Some Things to Watch out For

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

b. retirement accounts? (401k, 403b, IRA, Keogh, other retirement accounts) . . . . .	0954
c. producer's dwelling, if not owned by the operation? (not reported in Section 33, Item 1a) . . . . .	0984
d. real estate and other personal (second) homes? (other farms, residential rental, commercial, and other real estate) . . . . .	0985
e. business not part of this farm? . . . . .	0986
f. all household vehicles? (Including household share of vehicles partly owned by the operation) . . . . .	0982
g. other assets not reported elsewhere? . . . . .	0987
<b>OFF-FARM DEBT – (Please see VALUE CODES on page 33.)</b>	
4. Which value code on page 33 represents the total value of each of the following categories of off-farm debt (debt not associated with this operation) owed by the producer and members of the producer's household on December 31, 2022. (Include off-farm debt secured with farm assets. Exclude any household debt, credit cards, etc. reported in Section 34, Farm Debt.)	
a. mortgages on producer's dwelling, if not owned by the operation? (Include home mortgages, home equity loans, and lines of credit secured by the producer's dwelling.) . . . . .	0988
b. mortgages on other real estate and other personal homes such as second homes? (Include mortgages, equity loans, and lines of credit secured by other real estate, including other farms, residential rental, commercial, and other real estate.) . . . . .	0989





# Wrapping up Section 38



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# Sec. 39 - Conclusion



**Kyle Nelson**



**United States Department of Agriculture**  
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# Conclusion – Item 1

## SECTION 39

## CONCLUSION

1. Is it possible that the agricultural activity information reported for this operation could also be reported by another operation?

4667

1 ☐

**Yes** - Provide the other name and address below

3 ☐

**No** - Go to item 2

Possible Duplicate Name

Address

1081

1082

City

State

Zip

1083

1084

1085



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# Conclusion – Item 2

2. Do you (the individual named on the label) make any day-to-day decisions for **another** farm or ranch?  
It is important that the Census of Agriculture accurately accounts for all of your farm or ranch operations.

4673 1 ☐ **Yes** - Enter the information of the additional farm or ranch below 3 ☐ **No** - Go to item 3

Additional Farm or Ranch 1088  Area Code and Phone Number 1089  -  -  Check if cell phone ☐

- a. Did you receive a 2022 Census of Agriculture report form for this additional farm or ranch?

4674 1 ☐ **Yes** 3 ☐ **No**

- b. Did you include all data from this additional farm or ranch on THIS REPORT? Do not make changes to the data in this report, regardless of your answer.

4677 1 ☐ **Yes** 3 ☐ **No**





# Conclusion – Items 3 & 4

- The Farm Production Expenditures release – July 28, 2023 at 3pm EDT

3. **Survey Results:** To receive the complete results of this survey on the release date, go to:  
[https://www.nass.usda.gov/Surveys/Guide\\_to\\_NASS\\_Surveys/](https://www.nass.usda.gov/Surveys/Guide_to_NASS_Surveys/)

To have a brief summary emailed to you at a later date, please enter your email address:

1095

**Thank You for Your Participation!**

4. In case we have questions, please provide your contact information.

9912

Reported By:

9911

Telephone:

9910

Date Completed (MM-DD-YY):



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# Conclusion – Administrative Items

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





# ARMS 3 – “The Farm Story”

When the interview is concluded, ask yourself:

“Does the questionnaire make sense?”

“Does it ‘tell the whole story’?”



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# ARMS 3: Wheat Version



**John Miyares**  
**Great Lakes Region**





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# Wheat Version: (Version 2)

OMB No. 0535-0218: Approval Expires 11/30/2025

2022 AGRICULTURAL RESOURCE MANAGEMENT SURVEY	
<b>SURVEY CODE:</b>  <a href="http://www.agcounts.usda.gov">www.agcounts.usda.gov</a>	Wheat Costs and Returns Report – Version 2 Project Code: 904 (11/22/2022)
  <b>National Agricultural Statistics Service</b>  ECONOMIC RESEARCH SERVICE  U.S. Department of Agriculture National Agricultural Statistics Service National Processing Center 1201 East 10th Street Jeffersonville, IN 47132 Phone: 1-888-424-7628 Fax: 1-812-218-2232 E-mail: <a href="mailto:nass@nass.usda.gov">nass@nass.usda.gov</a>	Please make corrections to label name, address, and ZIP code, if needed.
<b>Completion of this form fulfills your mandatory 2022 Census of Agriculture reporting obligations.</b> <small>NASS is collecting information on the costs and returns for operating a farm or ranch in the United States and it is essential that we collect this information directly from the operators to make the information as accurate as possible. The information you provide will be used for statistical purposes only. Your response will be kept confidential and any person who willfully discloses ANY identifiable information about you or your operation is subject to a jail term, a fine, or both. This survey is conducted in accordance with the Confidential Information Protection and Statistical Efficiency Act of 2018, Title III of Pub. L. No. 115-435, codified in 44 U.S.C. Ch. 35 and other applicable Federal laws. For more information on how we protect your information please visit: <a href="https://www.nass.usda.gov/confidentiality">https://www.nass.usda.gov/confidentiality</a>. Response is voluntary. According to the Paperwork Reduction Act of 1995, an agency may not conduct or sponsor, and a person is not required to respond to, a collection of information unless it displays a valid OMB control number. The valid OMB control number for this information collection is 0535-0218. The time required to complete this information collection is estimated to average 100 minutes per response, including the time for reviewing instructions, searching existing data sources, gathering and maintaining the data needed, and completing and reviewing the collection of information.</small>	

- Cost of production surveys are conducted for selected commodities on a rotating basis, generally every 4-8 years.
- The last Wheat Cost of Production survey was conducted for 2017.
- Wheat version is Orange



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	Base survey of 2017				
	2021	2020	2019	2018	2017
Gross value of production					
Primary product, grain	282.33	238.41	247.11	253.43	219.36
Secondary product, silage/straw/grazing	6.49	4.99	5.53	4.84	5.25
Total, gross value of production	288.82	243.39	252.63	258.28	224.61
Operating costs					
Seed	14.86	14.47	14.51	14.79	14.11
Fertilizer <sup>1</sup>	50.39	42.95	48.17	44.61	42.52
Chemicals	15.79	15.56	16.60	16.88	16.74
Custom services	14.33	13.70	13.72	13.61	13.53
Fuel, lube, and electricity	13.00	9.79	11.44	12.03	10.73
Repairs	27.51	25.73	25.37	24.69	23.83
Other variable expenses <sup>2</sup>	0.80	0.79	0.75	0.78	0.79
Interest on operating inputs	0.04	0.24	1.35	1.32	0.64
Total, operating costs	136.72	123.23	131.91	128.71	122.89
Allocated overhead					
Hired labor	4.43	4.23	4.03	3.85	3.66
Opportunity cost of unpaid labor	18.90	17.77	17.14	16.27	15.44
Capital recovery of machinery and equipment	114.15	98.40	97.41	98.55	92.30
Opportunity cost of land	62.10	60.04	59.73	59.46	57.55
Taxes and insurance	7.00	6.93	6.66	6.48	6.25
General farm overhead	9.99	9.45	9.37	9.12	8.67
Total, allocated overhead	216.57	196.82	194.34	193.73	183.87
Costs listed					
Total, costs listed	353.29	320.05	326.25	322.44	306.76
Net value					
Value of production less total costs listed	-64.47	-76.66	-73.62	-64.16	-82.15
Value of production less operating costs	152.10	120.16	120.72	129.57	101.72

# Data Uses

- This year's wheat production data collected will provide the basis for wheat cost of production for 2022 and over the next several years.
- Users: Government agencies and officials, Academics, Extension staff, Farmers, Agricultural consultants, Agricultural press

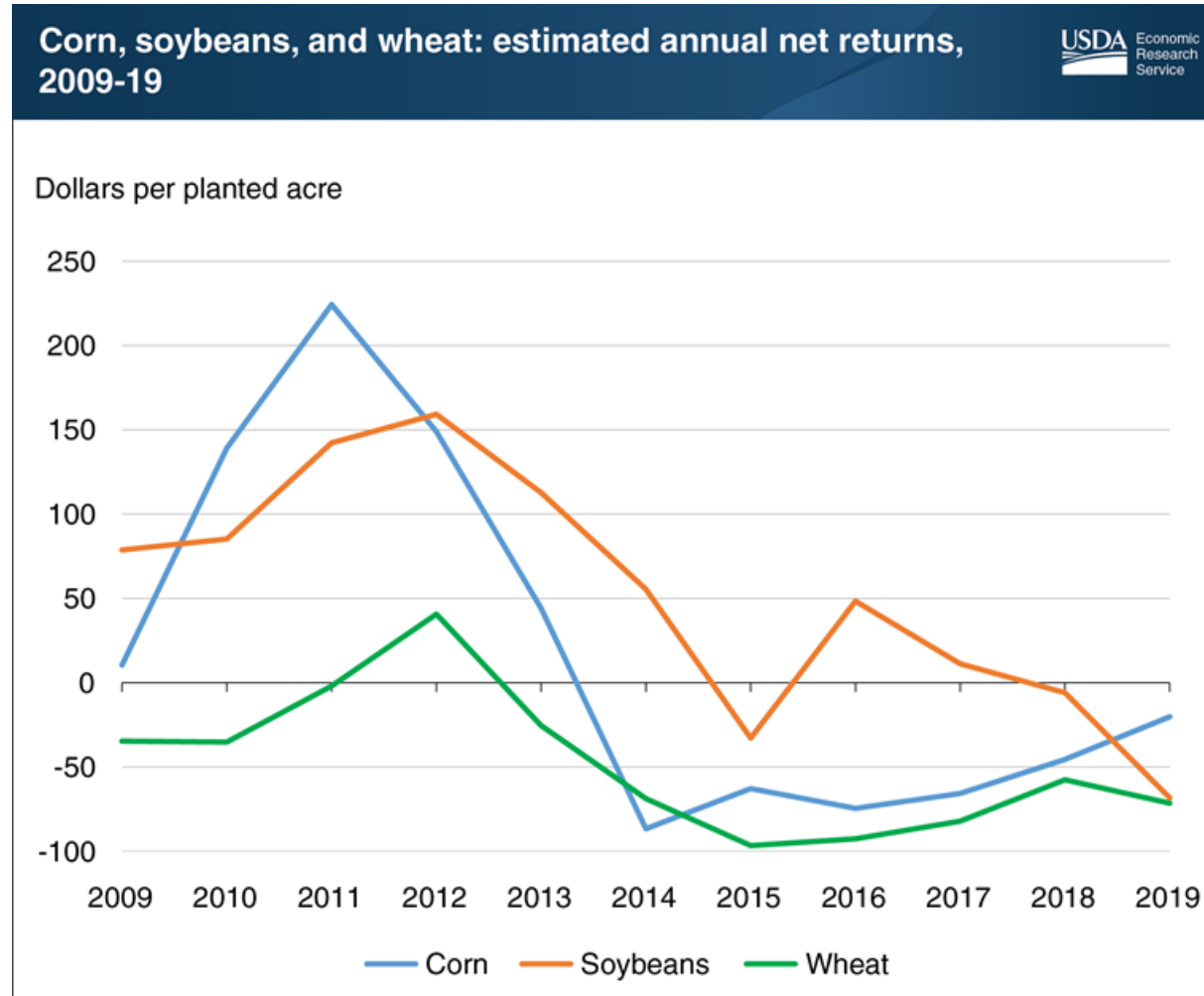


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# ARMS Phases

- Phase 1: May – July 2022
  - Operators screened for target commodity
  - Previously Reported Data (PRD) used to reduce respondent burden.
- Phase 2: September 2022 – January 2023
  - Operators from Phase 1 with wheat were contacted for field level information.
- Phase 3: January – April 2023
  - ARMS 2 operators contacted to collect whole farm information.





# Questionnaire Differences

- Vast majority of questions asked on wheat version are same as the CRR version.
- Several items in Section 32 (Operating and Capital Expenses) ask for a breakout of expenses specific to the Wheat Enterprise.
- The wheat version has one additional section not on the CRR version (section 39).
- The conclusion section in the wheat version is Section 40.





# Section 32 Expenses

- **Section 32** (Operating and Capital Expenses)
  - Sixteen additional questions breakout expenses to the Wheat Enterprise.
  - seed, fertilizer, chemicals, fuels, electricity, drying, irrigation, repairs and maintenance, insurance, labor, contract labor, payroll taxes and benefits, custom work, and landlord expenses

OPERATING EXPENSES in 2022						
1. seeds, sets, plants, seed cleaning and treatments, transplants, trees and nursery stock? <i>(Include technology or other fees, seed treatments, and seed cleaning cost. Exclude items purchased for resale without additional growth.)</i> . . . . .	0600	<div>Mark "X" if None <input type="checkbox"/></div>				
		<table><thead><tr><th colspan="2">Dollars</th></tr></thead><tbody><tr><td>\$</td><td>.00</td></tr></tbody></table>	Dollars		\$	.00
Dollars						
\$	.00					
a. Of the (Item 1) dollars, how much was for the WHEAT enterprise? . . . . .	0603	<div><input type="checkbox"/></div> <table><tbody><tr><td>\$</td><td>.00</td></tr></tbody></table>	\$	.00		
\$	.00					





# A word about expenses...

- Winter Wheat is planted in the Fall and harvested in the Spring
- Some input costs for the 2022 winter wheat crop were incurred in 2021
- Some inputs purchased in 2022 will actually be for the 2023 crop.
- Could cause some confusion if wheat is not grown every year.
- This can also affect how beginning and end of year assets are interpreted.





# Section 39: Wheat Drying

- Goal: Reduce grain moisture content to meet recommendations for safe, long-term storage.
- Most wheat should be dried to a certain moisture level, which can range between 12 and 13.5 percent, before it is stored.
- Costs of wheat drying can be significant in some years and certain locations due to annual weather conditions.
- Information collected about wheat drying systems are used in engineering relationships to estimate the operating and ownership costs of wheat drying facilities.





# Screening & Harvest Month

## SECTION 39 WHEAT DRYING

1. Did the operation harvest wheat for grain for the 2022 crop year?

1895

1

☐

**Yes** - Complete this section

3

☐

**No** - Go to SECTION 40

- Report number month 05=May, 06=June, etc.

2. In what month was the majority of the 2022 wheat crop harvested? ..... 1826

Month (MM)



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# How much was dried?

- Drying Systems
  - Fuel used for heat source
  - Electricity

3. How much of the 2022 wheat crop was		OR	Percent	
a. custom dried? . . . . .	1864	1865		%
b. dried by this operation? . . . . .	1870	1871		%
c. not dried? . . . . .	1876	1877		%
		a + b + c = 100%		





# Custom Drying Expenses

3. How much of the 2022 wheat crop was

Bushels

OR

Percent

a. custom dried? ..... 1864

1865

%

[NOTE: If any of the 2022 wheat crop was custom dried (Item 3a), go to Item 4; else go to Note above Item 5.]

4. How much was spent for custom drying the 2022 wheat crop? ..... 1829

Dollars & Cents  
per Bushel

OR

Total  
Dollars

1830

\$

.00



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# Dried by the Operation

3. How much of the 2022 wheat crop was	Bushels	OR	Percent	
a. custom dried? . . . . . 1864		1865		%
b. dried by this operation? . . . . . 1870		1871		%

[NOTE If any of the 2022 wheat crop was dried by this operation (Item 3b), go to Item 5; else go to SECTION 40.]

5. What fuel type was used to dry the majority of the 2022 wheat crop? . . . . .	1 diesel 2 gasoline 3 LP gas 4 natural gas 5 electricity 6 other	. . . . . 1859	Code
			Percentage Points
6. On average, what was the moisture percentage of the 2022 wheat crop at harvest? . . . 2213		.	%





# Drying Labor

- Report labor used to dry 2022 wheat crop
  - Include: time spent loading and unloading crop, filling and emptying dryers, and overseeing the drying
  - Exclude: custom drying labor and contract labor

7. How many hours of each type of labor were used to dry the 2022 wheat crop?  
(*Include hours to unload, fill and empty dryers, and to oversee drying.*)
- a. Paid and unpaid operators, partners, and family members, and other unpaid workers? . . . . . 1896
- b. Full-time hired workers? (*Exclude custom and contract labor.*) . . . . . 1897
- c. Part-time or seasonal hired workers? (*Exclude custom and contract labor.*) . . . . . 1898

Hours





# Facilities and Capacity

8. What type of facility was used to dry the majority of the 2022 wheat crop? . . . . .	<div> 1 bins  2 continuous flow dryer (<i>outside of bins</i>)  3 batch dryer (<i>outside of bins</i>) </div>	. . . . . 1837	<div>Code</div> <div></div>
a. Of the (Item 8) type of facility, how many were used to dry the 2022 wheat crop? . . . . .	1838	<div>Number</div> <div></div>	
b. What was the TOTAL holding capacity of the type of facilities reported in 8a? ( <i>For continuous flow or batch dryers, report the bushels per hour</i> ) . . . . .	1839	<div>Bushels</div> <div></div>	





# ARMS 3: Wheat Version



## Thanks for Watching!



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