

November 18, 2024

Why am I getting this letter?

Enclosed is your 2024 Popcorn Processor Survey. Please complete the questionnaire at your earliest convenience. Your information is important. Popcorn processors that receive Indiana popcorn are being asked to provide total quantities received or purchased, and prices paid to growers.

Similar questions for 2023 are also asked for comparison purposes and updating preliminary prices. A summary of the findings for both years will be available in January 2025.

If we do not hear from you by Friday, November 29, 2024, we may attempt to contact you to arrange an interview.

The results of this survey will be available in aggregate form only, ensuring that no individual operation or producer can be identified, as required by Federal law. We will publish the survey findings in the annual Indiana Popcorn report, to be released Friday, January 10, 2025.

Thank you for participating and for your support of our programs and U.S. agriculture. If you have any questions, please feel free to contact us at 1-800-453-7501.

Sincerely,



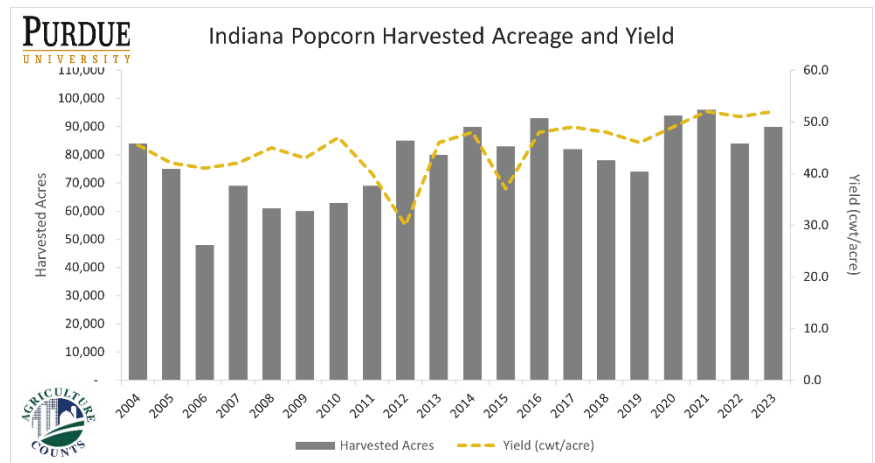
Marlo D. Johnson
Director, Great Lakes Regional Field Office

What should I do next?

Complete your survey in one of the following ways:



By **mail or fax**. Complete the survey questionnaire and mail it back in the return envelope provided or fax it to 855-270-2709.



Enclosure

Popcorn Price General Reporting Instructions

3001 Coolidge Ave., Suite 400, East Lansing, MI 48823
www.nass.usda.gov

REPORTING TOTAL QUANTITIES PURCHASED:

Report quantities of popcorn purchased directly from U.S. farmers.

Do not report commodities purchased:

- from other elevators, warehouses, firms, brokers or truck buyers.
- from producers or firms in other countries.
- for resale as seed.

Report quantities on a dry or shrink basis at STANDARD MOISTURE CONTENT. For popcorn purchased on a “wet” bushel basis (no quantity reduction taken for shrinkage), convert to standard moisture by estimating the proportion of grain purchased that was above standard moisture and applying a shrink factor based on your best estimate of its average excessive moisture.

For example:

- If popcorn purchased = 10,000 bu.
- Average moisture on 3,000 bu = 17.5%
- Shrinkage = 2.4% (3,000 bu. X 0.024 = 72 bu.)
- “Dry” quantity = 7,000 + (3,000 - 72) = 9,928 bu.

Total quantity equals the sum of all quantities purchased from farmers during the report period.

REPORTING TOTAL VALUE:

For each transaction, “VALUE TO FARMER” equals the agreed-upon price.

Plus:

- premiums associated with quality factors (test weight, kernel condition, etc.) or moisture content.
- premiums for direct delivery by farmers to processor, or river or rail terminal.

Less:

- price discounts associated with quality factors (test weight, protein content, foreign matter, damage, etc.) or moisture content.

Do Not Deduct:

- check-off fees or other marketing or service fees.
- transportation or handling charges from the farm to point of first sale.
- charges for drying, cleaning, storage, or grading.

REPORTING CONTRACT PURCHASES:

- Report cash sales, forward contracts and deferred payment contracts in the year when the purchaser takes ownership and payment is made.
- Basis, minimum price, option or hedge-to-arrive contracts should be reported in the year grain is delivered. Estimate the gross value of these purchases using the spot price on date of delivery. (Alternatively, you may report both quantity and value for these contracts in the settlement year.
- Delayed pricing or no price established contracts should be reported in the year when price is determined.
- Pooled grain should be reported when the major portion of the payment is made. Value should include an estimate of any anticipated end-of-year payments.