Uses of ARMS III Data

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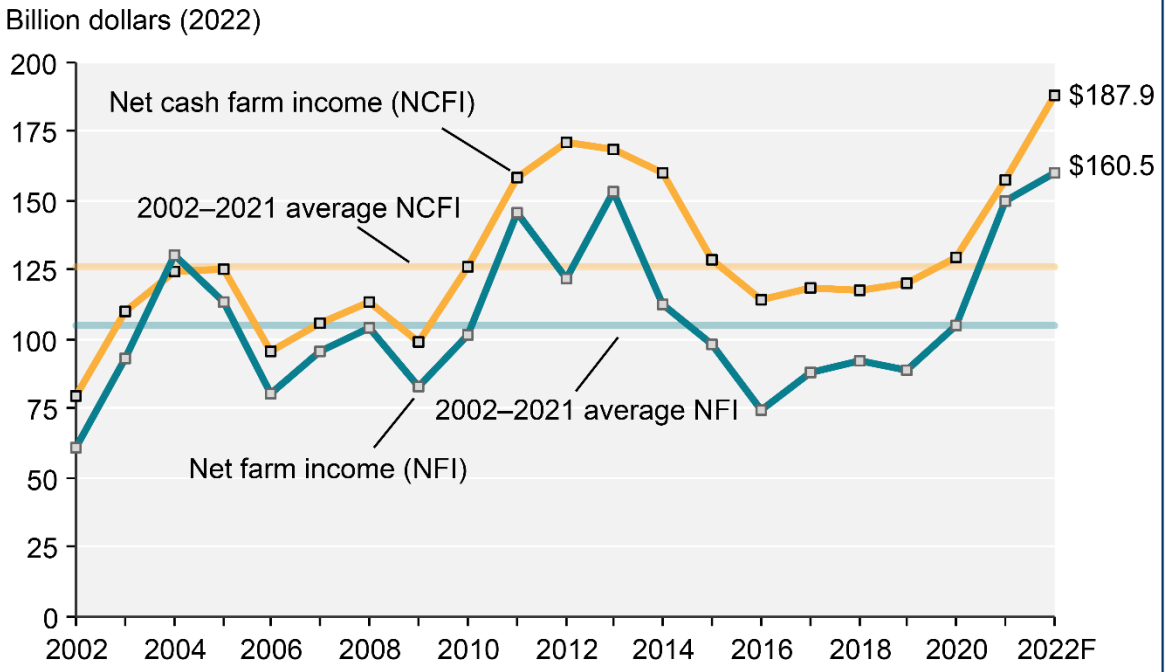
Major ERS Uses of ARMS Data

- Financial reporting & other data releases
  - On farm sector, farm businesses, farm households
  - Via ERS webinars, web data-tool, & NASS & ERS postings
- ERS reports on policy-relevant issues
  - Posted on website and available to all
- ERS custom reports (staff analyses)
  - Unpublished, for policymakers; Quick turnaround

ARMS Uses: Financial reporting

Net Farm Income expected to rise in 2022

U.S. net farm income and net cash farm income, inflation adjusted, 2002–2022F



Note: F = forecast. 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.

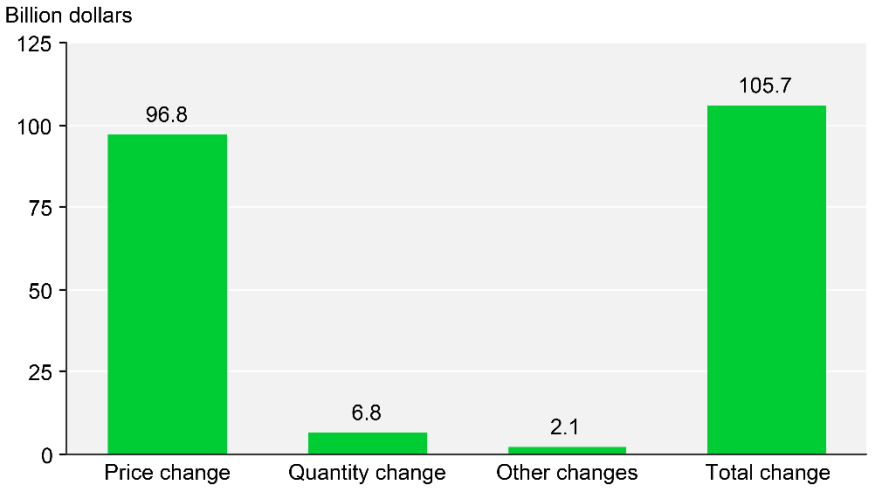
Note net farm income vs. net cash income

Net farm and net cash hit records in 2013, fell to 2016, and rose sharply 2020-22.

Supported by direct government payments of $25.9 billion in 2021

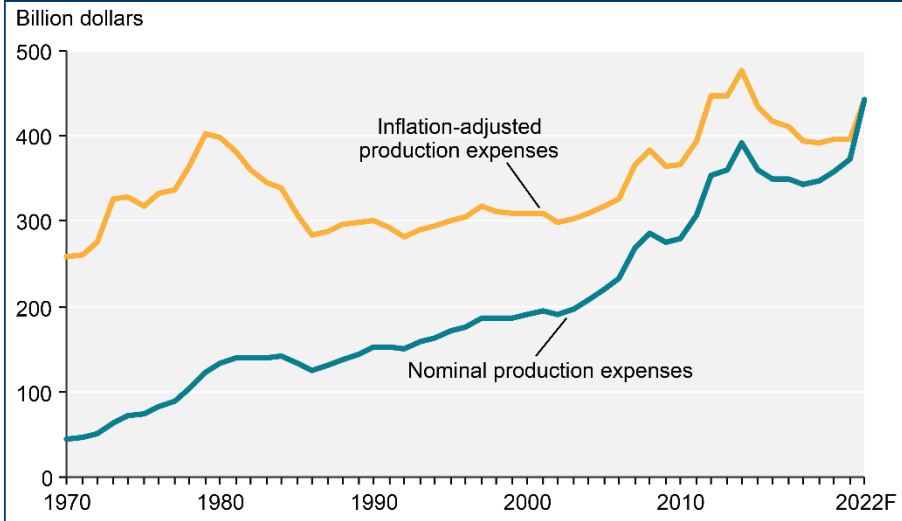
Our Forecast Goes Into Details of Revenues and Expenses

Change in U.S. farm cash receipts, 2021–2022F, by component of change



Note: F = forecast. Other changes include price/quantity changes in "all other crops" (excluding sugarcane and sugarbeets), proso millet, and miscellaneous animals/products for which data are not available. Price, quantity, and other changes may not sum to total because of rounding.
Source: USDA, Economic Research Service, Farm Income and Wealth Statistics.
Data as of December 1, 2022.

Nominal and inflation-adjusted U.S. farm production expenses, 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.

Cash receipts increased by 24.3%, mostly on price increases.
Farm production expenses increased by 18.8%.

Note: Left figure, strictly speaking, doesn't rely on ARMS data, but it's useful for the discussion here about the forecast.

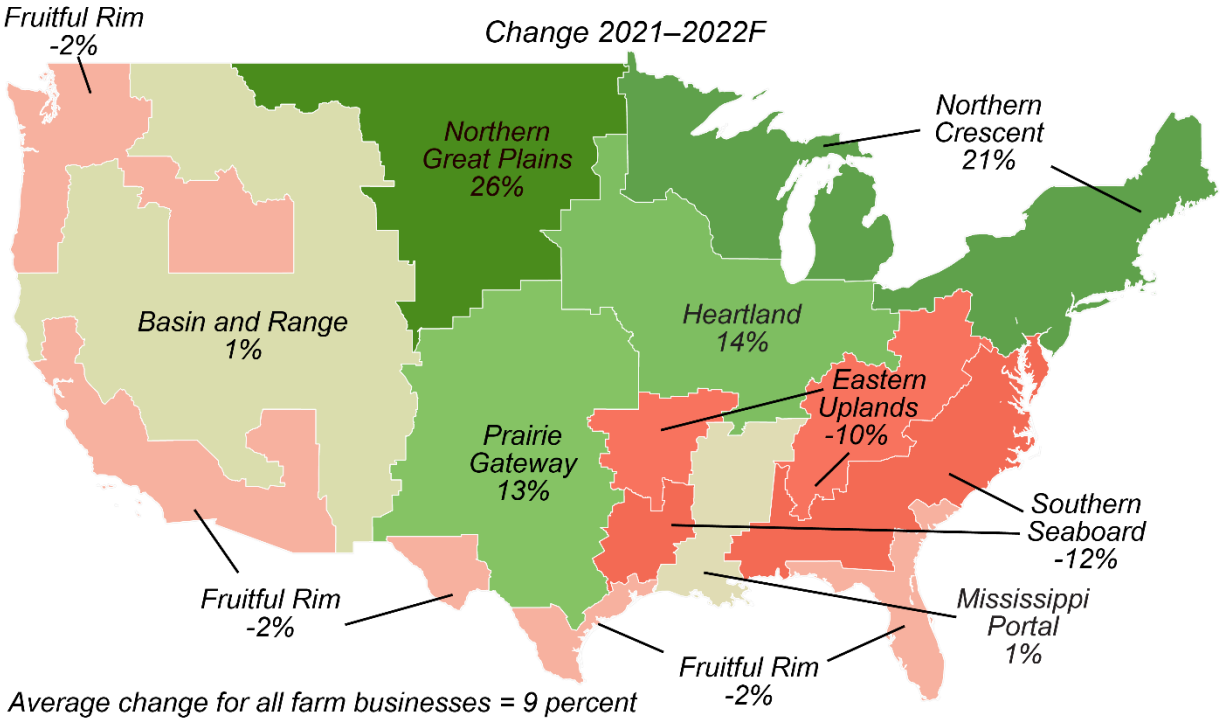
ERS Farm Financial Reporting

- That's the 2022 *forecast.* ERS also provides *estimates of* what *did happen*.
  - For the headline numbers, as well as for component expense and revenue items.
  - For farm sector, and breakouts

- ARMS provides about ¾ of the data used in the farm sector accounts.
  - Expenses, assets, and debt

ARMS Supports Regional Detail

U.S. farm business average net cash farm income by resource region, 2022F compared with 2021



Average change for all farm businesses = 9 percent

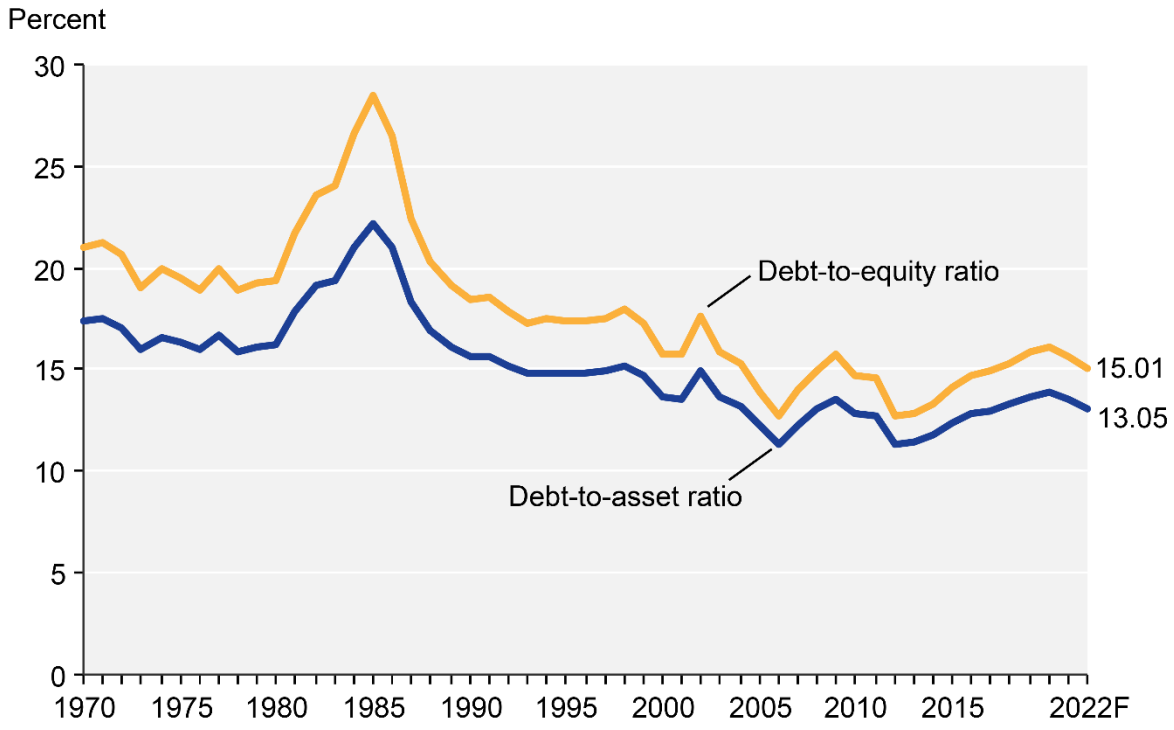
Note: F = forecast. The partial budget forecast model is based on the Agricultural Resource Management Survey (ARMS) using parameters from the sector forecasts. The model is static and does not account for changes in crop rotation, weather, and other location-based production impacts that occurred after the base year. Data as of December 1, 2022.

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

Financial results vary across the country, with differences in the mix of commodities produced in different regions.

ARMS Data Also Underlie ERS Balance Sheet Analyses

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.

Rising debt ratios since 2013 are starting to decline.

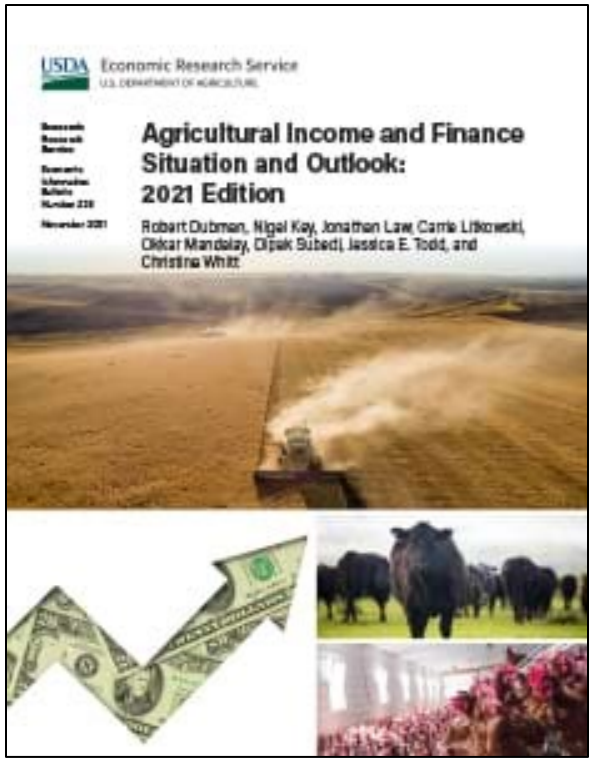
Compare to the 1980s farm crisis, this is far less serious.

But debt stress varies widely across types of farms, and ARMS allows for detailed analyses of where risks may be most pronounced.

Agricultural Resource Management Survey (ARMS)

ARMS has supported ERS financial reporting since 1996.

Analyses of long-term trends in farm incomes, expenses, government support, and balance sheets place current forecasts and estimates in perspective



Use in Policymaking

- We live in volatile times for agriculture
  - Even before the pandemic
  - Accurate information is crucial for policymaking
- Congress, USDA, and others use ARMS-based data
  - Including National Corn Growers, American Soybean Association, National Pork Producers, American Farm Bureau, and other farm groups
  - Easy access to fundamental & detailed finance data
  - ERS reports are widely available; Congress and USDA also ask for custom reports

Who Else Wants This Information? Not Just Policymakers

- Input providers
  - Cash income drives equipment purchases. What will equipment/chemical/seed/feed demand look like?
- Lenders & Investors
  - What are the risks? What guidelines should I use?
  - Poor information is worse than pessimistic info
- Extension and farm advisors
  - They are how information and advice get to farmers

Recent ARMS Uses by Various Groups (Partial List)

Organization	Data Use	Year(s)
Ag Fax Newsletter	Distribution of farms by farm type, value of production, operating margins	2020
Agricultural Economic Insights	Net farm income, total farm debt, government payments, property tax expenses, income from farm sources and off-farm sources	2019-2021F
American Farm Bureau Federation	Returns to operator and production expenses, total farm assets, land/machinery/other share of assets, net farm income, net cash income, cash receipts for livestock and crops, off-farm income	1996-2021F
American Farmland Trust	Participation in federal crop insurance and compliance	2009
American Soybean Association	Net farm income, net cash income, debt-to-asset ratios	2013-2019
FAPRI – University of Missouri	Net farm income, fuel and fertilizer expenses	2012-2020
Farm Doc Daily – University of Illinois	Farm operator debt	2003-2016
Iowa Farm Bureau	Net farm income, net cash receipts	2017
Iowa State University – working paper	Hog production costs	2004
Kansas City Federal Reserve Bank	Net farm income of livestock operations and crop operations	2010-2021F
Kansas State University Extension	Dairy production costs	2010
Louisiana State University – Ag Center	Return on equity, return on assets	1991-2010
National Milk Producers Federation	Farm financial well-being	2016
Oklahoma State University Extension	Royalty payments by operator's age, income, experience, and farm size (GCFI)	2013
Portland Cement Association	Net farm income and farm debt for the central US	2000-2019
Purdue University – Research Issue	Balance sheet information	1986-2020
South Dakota State University Extension	Effective property tax rate (ratio of property taxes paid to reported market value of land and buildings)	2003-2012
Tennessee State University – working paper	Net farm income and assets of small farms	2010
The Ohio State University	Solvency, liquidity, assets, debts, equity, expenses	2004-2019
University of California-Davis – Rural Migration News	Milk costs and returns, labor costs	2016
University of Georgia Extension	Net farm income, separately for Georgia and total US, by production specialty	1996-2015
University of Wisconsin-Madison Extension	Share of farm household income from off-farm sources by farm size and operator age	2016-2020
Washington State University research	Off-farm income	2010

Uses: ARMS in National Economic Accounts

- ERS farm income estimates enter into:
  - National Economic (GDP) accounts
  - State Personal Income & Local Area Income estimates
- GDP estimates used for national economy measurement and policymaking
- Farm income is small share of national GDP
  - But an important source of year-to-year variation

ARMS Uses: State & Local Income Estimates

- Formula allocation of federal funds
  - Medicaid, Supplemental Security Income
  - Agricultural research & extension, USDA ag lending
- Local planning of public investment
  - Public utilities, highways, hospitals
- Private investment
  - Local retail & wholesale facilities

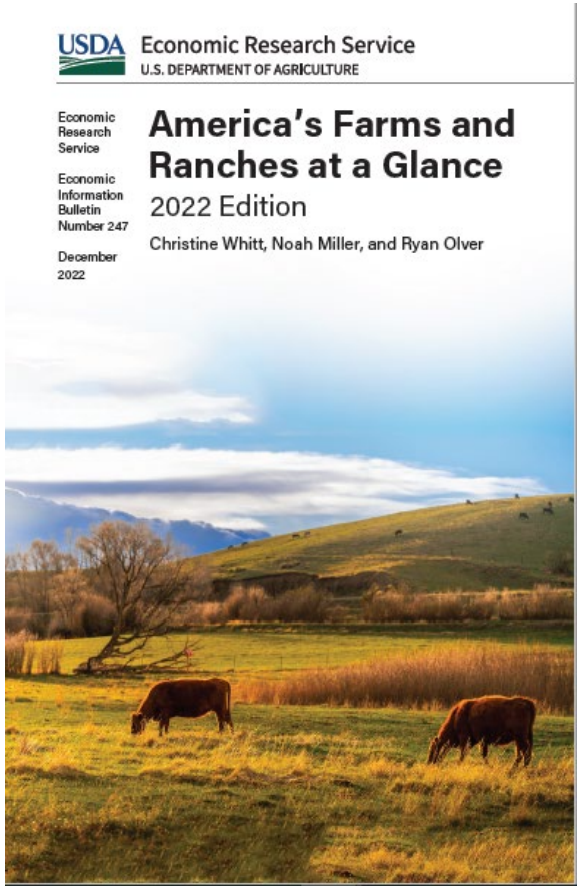
ARMS Uses: NASS Reports

- Farm Production Expenditures report
- Field Crop Chemical Use data
- TOTAL Land Use report

Reporting: ARMS Provides an Accurate and Objective Picture of US Farming to the Broad Public

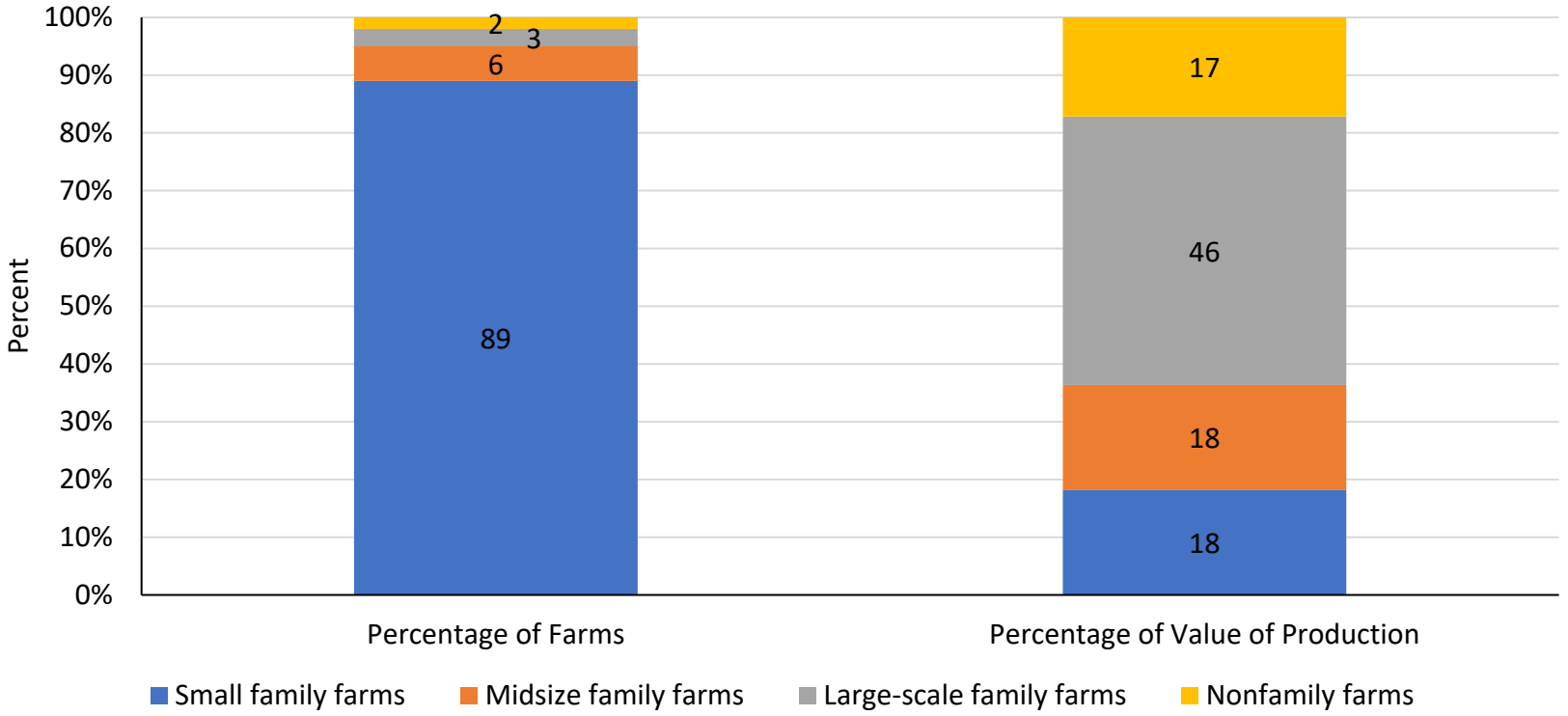
"America's Farms and Ranches at a Glance"

- Previously: "America's Diverse Family Farms"
- Released each December
- Data drawn from the prior (2021) ARMS
- Farm sector organization: farm sizes; who produces what; who gets USDA support; family farms; household income



Here's an Example: Small, Midsize, and Large Family Farms

Here, the share of US farms, and farm production, falling into each of four categories



America's Farms and Ranches at a Glance:
Family farms are 98% of US farms and 83% of farm production.

Who is this news to?

Farms vary a lot; detail, provided by ARMS, matters

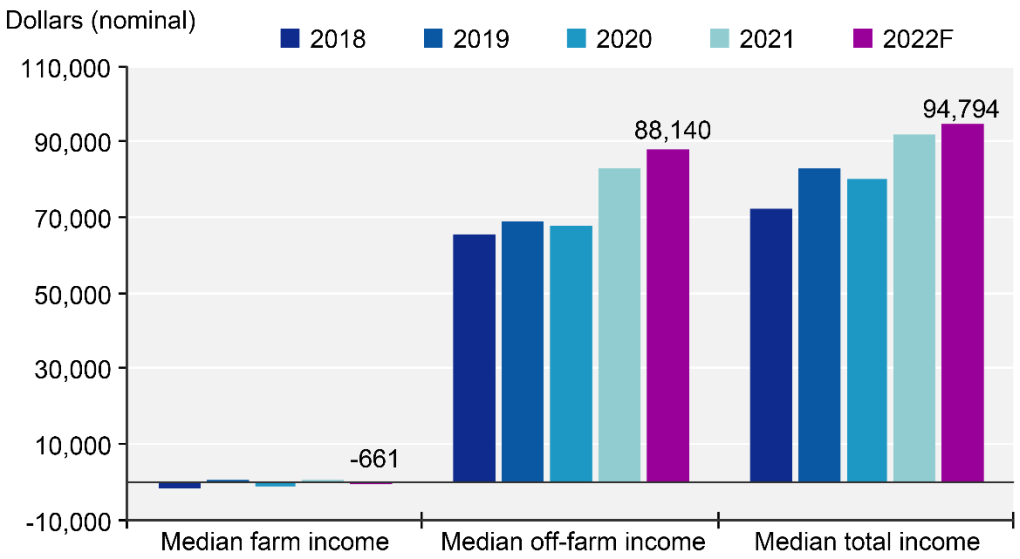
Farm Type	Share of all farms (%)	Median household income – all sources	Mean household income -- all sources	Mean household income from farming
Small farms (sales < $350,000)	89.0			
Operator is retired from farming	11.4	63,900	74,877	5,052
Primary occupation is non-farm	37.4	114,200	141,761	-315
Primary occupation is farming				
Sales < $150,000	34.8	62,600	83,584	-334
Sales of $150,000-$349,999	4.9	125,600	128,255	62,354
Midsize farms (sales of $350,000-$999,999)	5.6	210,700	239,971	152,442
Large scale farms	3.2			
Sales of $1,000,000-$4,999,999	2.9	464,900	556,974	461,413
Sales > $4,999,999	0.3	1,144,200	1,744,401	1,662,892
All family farms	97.9	92,200	135,281	30,821

Source: 2021 ARMS Phase III

Note the role of off-farm income (all sources minus from farming)
Note the huge range in income from farming

ARMS is used to estimate and track farm household income over time

Median farm income, off-farm income, and total income of farm households, 2018–22F



Note: F = forecast. The median is the income level where half of all households have lower incomes and half have higher incomes. Because farm and off-farm income are not distributed identically for every farm, median total income will generally not equal the sum of median off-farm and median farm income.
Source: USDA, Economic Research Service and USDA, National Agricultural Statistics Service, Agricultural Resource Management Survey. Data as of December 1, 2022.

Net of farm expenses, and Includes income from off-farm sources

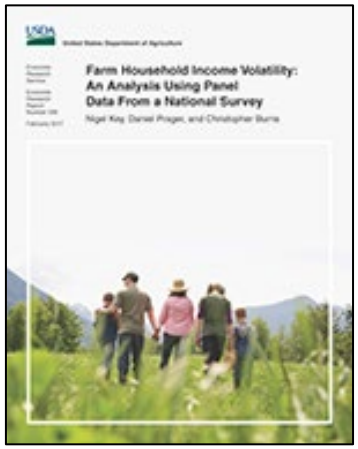
Provides a direct measure of how farmers are doing, not just farm businesses

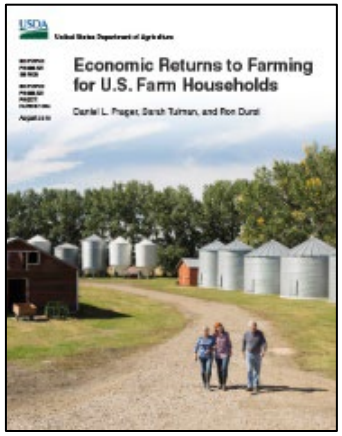
Household income needed to assess:

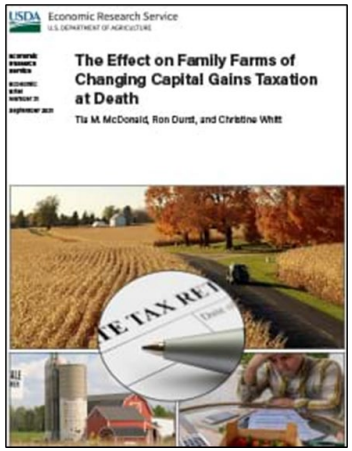
1) *How tax proposals work*
2) *Full impacts of farm policies*
3) *How changes in the farm economy—from crop prices, drought, an export boom—affect farm households*

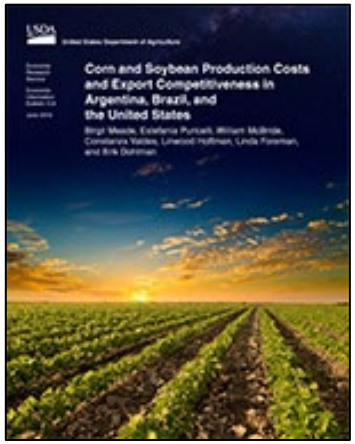
United States Department of Agriculture
Economic Research Service & National Agricultural Statistics Service

Agricultural Resource Management Survey (ARMS)

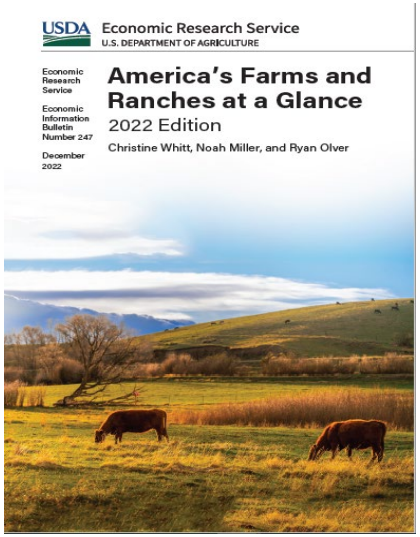


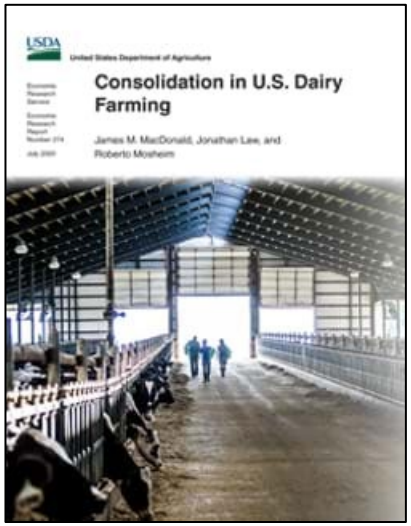


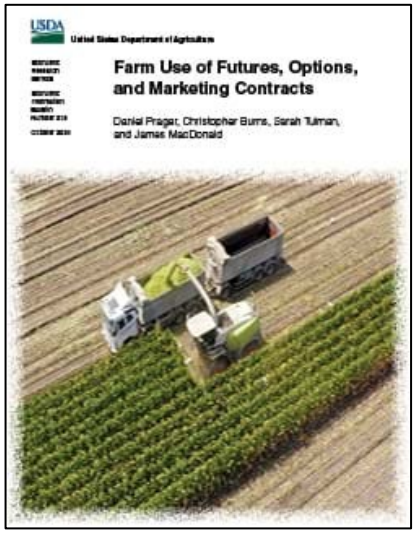


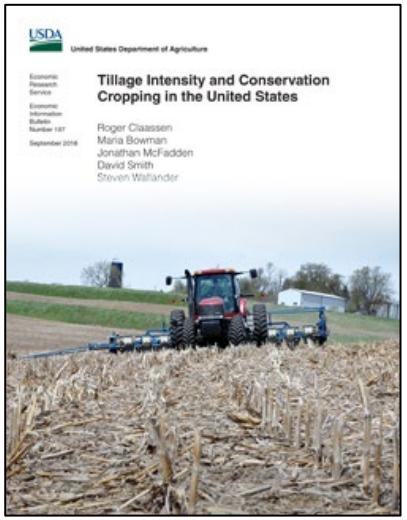


ARMS Supports ERS Analyses of Key Issues





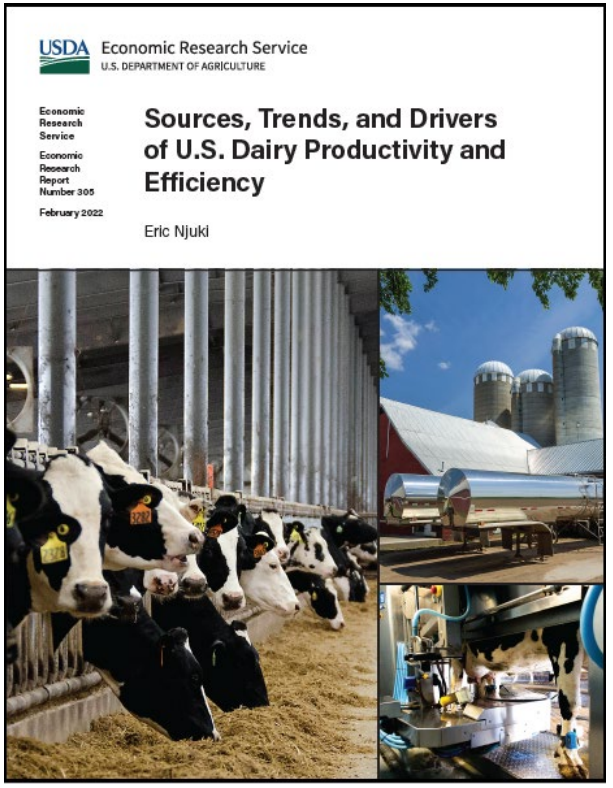




USDA United States Department of Agriculture
Economic Research Service & National Agricultural Statistics Service

Agricultural Resource Management Survey (ARMS)

ARMS supports timely, objective, and reliable analyses of important productivity issues facing the farm sector



Phase III ARMS surveys of dairy producers in 2000, 2005, 2010, and 2016 allowed ERS to calculate "total factor productivity" for the dairy sector over time. From ARMS, we know dairy output, milk-cow inventories, feed, and many other important inputs.

From 2000-20, milk output increased by 1.53% annually, on average. Overall (TFP) growth was 2.51% per year, on average. Much of this was driven by improvements in technology.

What's New This Year?

- A Wheat version
- Adds to prior ARMS wheat surveys in 1996, 1997, 1998, 1999, 2000, 2004, 2009, and 2017.
  - Provides baseline for ERS annual estimates of wheat costs and returns
    - Additional information collected in **Section 32: Operating & Capital Expenditures** and **Section 39: Wheat Drying**
  - Develops information to address pressing industry issues

We ask about operation-level expenses solely for the wheat enterprise in several places

SECTION 32 **OPERATING & CAPITAL EXPENDITURES**

In 2022, how much was spent for each item by the PRODUCER(S) and PARTNER(S): *(**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.)*

OPERATING EXPENSES in 2022

		Mark "X" if None	Dollars
1.	seeds, sets, plants, seed cleaning and treatments, transplants, trees and nursery stock? *(**Include** technology or other fees, seed treatments, and seed cleaning cost. **Exclude** items purchased for resale without additional growth.)* 0600	☐	$ .00
	a. Of the (Item 1) dollars, how much was for the WHEAT enterprise? 0603	☐	$ .00
2.	nutrients, fertilizer, lime, and soil conditioners? *(**Include** cost of custom application and organic materials. **Exclude** potting mixes, vermiculite, and sterilized soil.)* 0606	☐	$ .00
	a. Of the (Item 2) dollars, how much was for the WHEAT enterprise? 0609	☐	$ .00
3.	agricultural chemicals and biocontrols for crops, livestock, poultry, and general farm use? *(**Include** biological pest controls and custom application costs.)* 0612	☐	$ .00
	a. Of the (Item 3) dollars, how much was for the WHEAT enterprise? 0615	☐	$ .00
4.	livestock purchases of –		

Here, in Section 32 on Operating & Capital Expenditures

Continued throughout on Operating & Capital Expenditures

(Continued) In 2022, how much was spent for each item by the PRODUCER(S) and PARTNER(S):

		Mark "X" if None	Dollars
11.	purchased water for irrigation? (***Include*** *irrigation assessments and fees.*)	0696	☐	$ .00
	a. Of the (Item 11) dollars, how much was for The WHEAT enterprise?	0699	☐	$ .00
12.	all other utilities, such as the farm share of telephone service, water purchased other than for irrigation, and Internet access?	0872	☐	$ .00
13.	farm supplies, marketing containers, hand tools and farm shop power equipment?	0702	☐	$ .00
14.	repairs, parts and accessories for motor vehicles, machinery and farm equipment?	0708	☐	$ .00
	a. Of the (Item 14) dollars, how much was for the WHEAT enterprise?	0711	☐	$ .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	☐	$ .00
	a. Of the (Item 15) dollars, how much was for specialized livestock production facilities such as dairies, feedlots, poultry houses, and swine buildings?	0717	☐	$ .00
	b. Of the (Item 15) dollars, how much was for maintenance and repair of irrigation equipment and pumps?	0720	☐	$ .00
	(i) Of the (Item 15b) dollars, how much was for the WHEAT enterprise?	0723	☐	$ .00
16.	maintenance and repair of the producer's house **if it was owned by the operation**?	0726	☐	$ .00
17.	fees and any buy-up coverage for the Dairy Margin Coverage Program, including the $100 administrative fee?	2702	☐	$ .00
18.	insurance for the farm business?	0729	☐	$ .00
	a. Of the (Item 18) dollars, how much was for Federal crop insurance?	0732	☐	$ .00
	(i) Of the Federal crop insurance (Item 18a) dollars, how much was for the WHEAT enterprise?	0735	☐	$ .00

And the section on Wheat Drying (39)

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

		Month (MM)
2. In what month was the majority of the 2022 wheat crop harvested?	1826	

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

a + b + c = 100%

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

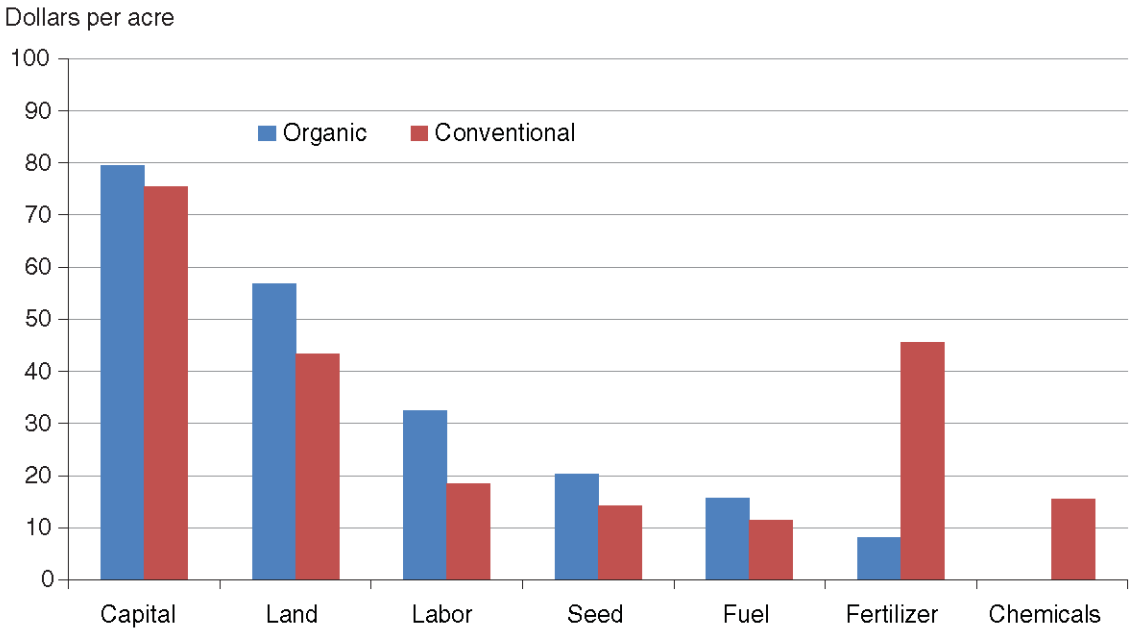
4. How much was spent for custom drying the 2022 wheat crop?		Dollars & Cents per Bushel	OR	Total Dollars	
	1829	.	1830	$	.00

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

This section isn't in Version 1 of the CRR

One Focus: Organic Agriculture

Figure 9
Costs per acre of organic and conventional wheat production by input, 2009



Note: Organic input costs are ordered from highest to lowest. Labor includes hired labor and unpaid labor costs.
Source: USDA, Economic Research Service and USDA, National Agricultural Statistics Service, 2009 Agricultural Resource Management Survey.

Here, organic agriculture:

- We can track across various crops/years
- In 2009, the wheat sample consisted of 3,699 farms; roughly 483 samples targeted organic operations.

Theses estimates can impact policy, as well as extension and consultant Advice.

Profitability of Organic Wheat compared to Conventional Wheat in 2009

Table 6
U.S. corn, wheat, and soybean crops: Organic compared with conventional economic costs and returns, by estimator[1]

Crop/cost item	Estimator		
	Mean difference	Propensity-score matching	Regression w/ endogenous treatment-effects
		$ per acre	
Corn			
Gross value of production	148.18	148.18	148.18
Total economic costs	64.50	82.56	97.61
Net value of production	83.68	65.62	50.57
Wheat			
Gross value of production	53.06	53.06	53.06
Total economic costs	49.42	54.60	62.44
Net value of production	3.64	-1.54	-9.38
Soybeans			
Gross value of production	146.56	146.56	146.56
Total economic costs	98.08	105.92	124.96
Net value of production	48.48	40.64	21.60

[1]Estimates show the difference in costs (including organic transaction and certification cost estimates) and returns of crop production between certified organic producers and conventional producers using each type of estimator. The difference in gross value of production was computed using the difference in mean yield and prices received for each crop. The difference in total economic costs is that estimated with each estimator times the difference in mean yield per acre for each crop.

Source: USDA, Economic Research Service and USDA, National Agricultural Statistics Service, Agricultural Resource Management Survey: 2010 for corn, 2009 for wheat, and 2006 for soybeans.

Here,

Difference in Net Value =
[Organic VoP – Conventional VoP] –
[Organic Costs – Conventional Costs]

Updated Production Cost/Ac Estimates, 2017 ARMS

	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 [1]	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 [2]	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					
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

What Else is New This Year?

- Most of the Phase III CRR questionnaire is aimed at farm finances
  - Building income statements, balance sheets
  - And so changes little each year
- But part is aimed at pressing current issues

We continue to track COVID-related items

d. Did you receive any COVID-19 **related** assistance for this farm business in 2022?

5922 1 ☐ **Yes -** Continue 3 ☐ **No -** Go to item e

		Mark "X" if None	Dollars
(i) Any USDA COVID-19 pandemic assistance	5920	☐	$ .00
(ii) Other federal, state, or local COVID-19 pandemic assistance	5923	☐	$ .00

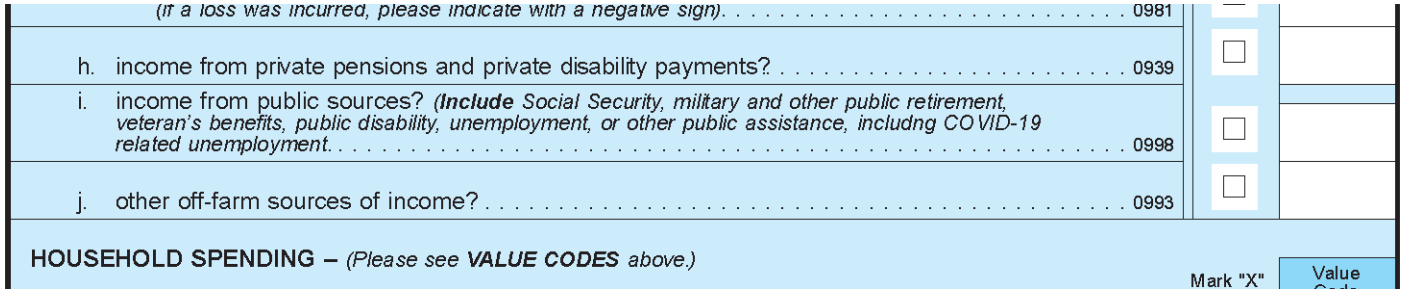
e. All other Federal, State, or local program payments?
*Please **exclude** Economic Injury Disaster Loans (EIDL) and instead report those in Section 34 Farm Debt on page 27.* 0545

Mark "X" if None	Dollars
☐	$ .00

21812201

Here, in Section 29 on Government Payments & Other Farm Related Income

As well as in Section 38 on Principal Producer Household – Income, Assets, & Debt



	(If a loss was incurred, please indicate with a negative sign). 0981		
h.	income from private pensions and private disability payments? 0939	☐	
i.	income from public sources? (***Include*** *Social Security, military and other public retirement, veteran's benefits, public disability, unemployment, or other public assistance, includng COVID-19 related unemployment.* 0998	☐	
j.	other off-farm sources of income? 0993	☐	
HOUSEHOLD SPENDING – *(Please see **VALUE CODES** above.)*		Mark "X"	Value

Here, income from public sources includes COVID-19 related unemployment benefits

We also track conservation and precision agriculture

How widely are cover crops & no-till used? Is that changing?
How widely are precision farming technologies being used?

SECTION 5 LAND USE PRACTICES

		Mark "X" if None	Number of Acres
1.	During 2022, considering the **total acres** on this operation, how many acres –		
	a. Were drained by tile? 4583	☐	
	b. Were artificially drained by ditches? 4584	☐	
	c. Were under a conservation easement? 4585	☐	
2.	During 2022, considering the **cropland acres** on this operation, [on] how many acres –		
	a. Were no-till practices used? 4586	☐	
	b. Were conservation or reduced tillage, excluding no-till, practices used? 4587	☐	
	c. Were intensive or conventional tillage practices used? 4588	☐	
	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	☐	

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 ☐ Yes 3 ☐ No

In this year, we are also tracking agricultural activity within American Indian reservations

SECTION 31 AGRICULTURAL ACTIVITY WITHIN THE BORDERS OF AMERICAN INDIAN RESERVATIONS, PUEBLOS, AND SERVICE AREAS

1. Did this operation use any land for livestock or cropland within the borders of an American Indian Reservation, Pueblo, or Service Area at any time during 2022? Include owned, deeded, tribal, or allotted land.

4599 1 ☐ **Yes** - Complete this section 3 ☐ **No** - Go to SECTION 32

2. Enter the name and state of the American Indian Reservation, Pueblo, or Service Area where the agricultural activity occurred.

	Reservation, Pueblo, or Service Area Name		State
4600		4601	

3. How many total acres did this operation use for livestock or cropland within this Reservation, Pueblo, or Service Area in 2022? Exclude land used on a per head or animal unit month (AUM) basis. 4602

a. How many of these acres were harvested cropland? 4603

Number of Acres

4. In 2022, did this operation have any livestock within the borders of an American Indian Reservation, Pueblo, or Service Area? Include livestock on land used on a per head or animal unit month (AUM) basis.

4604 1 ☐ **Yes** - Continue 3 ☐ **No** - Go to SECTION 32

a. On **December 31, 2022,** what percent of this operation's livestock was on this Reservation, Pueblo, or Service Area?

4605 1 ☐ None 3 ☐ 26 - 50 percent 5 ☐ 76 - 99 percent

2 ☐ 1 - 25 percent 4 ☐ 51 - 75 percent 6 ☐ 100 percent (all livestock)

How ARMS Circles Back to Producers

"My team at The Fertilizer Institute is responsible for our 4R Nutrient Stewardship efforts focused on fertilizer application practices tied to the right source at the right rate, the right time and in the right place. The ARMS supports our discussions with agronomic retailers when we want to point to the additional opportunities for practice adoption, and allows us to better understand trends in practice adoption by state. We are particularly interested in recent data to help us evaluate the impact of our amplified outreach efforts on fertilizer application practices."

Lara Moody
Vice President, Stewardship and Sustainability
The Fertilizer Institute

A Summary: Major Uses/Users of ARMS data are …

- **Farm Financial (Net Farm Income)** reporting and forecasts
- **Custom Reports** for policy makers who affect farmers everyday
- **Special Reports** that answer questions on current hot topics
- Major information source for **Farm Bills and Ag Policy**
- Agricultural Component of **GDP**
- Part of Formulas to **Allocate Tax Dollars**
- Crop **Insurance and Disaster** damage estimates
- **Lenders, Manufacturers, Suppliers, & Retailers** decisions
- Farm **Commodity groups,** for analysis and advocacy
- **Data Summaries Available** to all through the web tool

Why is ARMS Valuable?

- It's Representative, Comprehensive, Objective
- Links Enterprise, Whole Farm, & Household
- Tracks Income Statement & Balance Sheet Items
  - Links to production and marketing decisions

Policy Decisions Will be Made with or Without ARMS

- Policymakers…
  - Some have farm backgrounds, most don't
  - Those that do can't just rely on background, experience
  - They're all busy, so they rely on others for information
- ARMS provides accurate data on U.S. agriculture
  - Farmers: ARMS is your chance to tell the story of American Agriculture
- Better information makes for better decisions

That Value Comes from a Large Team

- ERS
  - Objective analyses & economic expertise
- NASS
  - Survey design, management, & production expertise
- NASDA enumerators
  - Producer cooperation & guidance, ground truthing
- Producers
  - Time, knowledge, thoughtfulness

Additional Information

- The Phase III Interviewers Manual
- ERS website: www.ers.usda.gov
- Charts of Note: read and sign up for free distribution at
  - https://www.ers.usda.gov/data-products/charts-of-note/
- America's Farms and Ranches at a Glance
  - https://www.ers.usda.gov/publications/pub-details/?pubid=105387
- Farm Sector Income Forecast:
  - https://www.ers.usda.gov/topics/farm-economy/farm-sector-income-finances/highlights-from-the-farm-income-forecast/

Thank you!

Questions?

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