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# **2007 Agricultural Resource Management Survey (ARMS)**

**Phase II – Apple Chemical  
Usage and Production Practices**

**Interviewer's Manual**



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## Chapter 1 - ARMS Purpose

Data collected in the Agricultural Resource Management Survey (ARMS) is the primary source of information to the U.S. Department of Agriculture (USDA) on a broad range of issues about agricultural resource use and costs, and farm sector financial conditions. The ARMS is the only source of information available for objective evaluation of many critical issues related to agriculture and the rural economy.

Specific commodities are rotated every 5-6 years to focus on resource use and production costs for those commodities. Other commodities appear from time to time to address policy relevant resource use or financial issues. National irrigation use, animal waste management, risk management strategies, genetically-modified crops, and organic production and marketing are current topics of interest.

The ARMS is normally conducted in three phases. The initial screening phase, conducted from May through July, collects general farm data such as crops grown and the gross value of sales. Screening survey data are used to identify in-business operations, multiple operating arrangements, and operations having the targeted commodities. With screening data, we can choose respondents for subsequent phases based on whether they have commodities of interest. In 2007, the initial screening phase was not conducted.

The second phase (Phase II) is conducted from October through December. This phase focuses on chemical use and other production practices for target commodities. The target commodities for the 2007 Phase II Production Practices and Costs Report (PPCR) are cotton, apples, and organic apples.

Phase III, conducted from February through April, collects data to examine farm sector financial conditions, including income, assets, and debt.

All Phase II respondents completing Production Practices and Costs Report (PPCR) will be asked to complete a Phase III follow-on report to obtain financial data for the entire operation. It is vital that both the Phase II and Phase III questionnaires be completed for these operations. Data from both phases provide the link between agricultural resource use and farm financial conditions. This is the cornerstone of the ARMS design.

## Uses of ARMS Data

Generally, farmers benefit from ARMS data indirectly. They see the information through contact with extension advisors, in reports issued by State colleges and universities, in farm magazines, newspapers, and on radio or TV spots. Most respondents probably do not realize that the data comes from this survey.

Farm organizations, commodity groups, agribusiness, Congress, and the USDA use information from ARMS to evaluate the financial performance of farm/ranch businesses and to make policy decisions affecting agriculture. Producer associations and the USDA Farm Service Agency (FSA) use for ARMS data is on the costs of production, particularly when developing proposals for commodity programs.

Specifically, the ARMS:

- gathers information about the relationships among agricultural production, resources, and the environment. ARMS data provide the necessary background information to support evaluations of these relationships. The data are used to understand the relevant factors in producing high quality food and fiber products while maintaining the long term viability of the natural resource base.
- determines what it costs to produce various crop and livestock commodities, and the relative importance of various production expense items.
- helps determine net farm income and provides data on the financial situation of farm and ranch businesses, including the amount of debt. ARMS data provide the only national perspective on the annual changes in the financial conditions of production agriculture.
- provides the farm sector portion of the Gross Domestic Product (GDP) for the Nation. If ARMS data were not available, the Bureau of Economic Analysis (BEA) would have to conduct their own survey of farm operators to collect this data.
- helps determine the characteristics and financial situation of agricultural producers and their households, including information on management strategies and off-farm income.

## Pesticide Data Program

The National Agricultural Statistics Service (NASS) has collected agricultural fertilizer and pesticide use data for major field crops and selected fruit, vegetables, melons and strawberries for several years. These data have been used in building a database for the USDA Pesticide Data Program (PDP). The PDP is used by USDA to evaluate the safety of the Nation's food supply.

In 1996, the implementation of the Food Quality Protection Act (FQPA) increased the need for actual, reliable chemical use data. FQPA requires the Environment Protection Agency to conduct an accelerated review of tolerance levels for re-registration of pesticide products.

Part of the EPA review includes using actual chemical usage data. **Only the grower can provide these data.** If these data are not available, EPA could assume maximum label rates are being applied on all crop acreage. This would likely over count the true amount of pesticides being used to produce field crops. The result could be cancellation of the product registrations for chemicals farmers rely on.

Other USDA agencies are closely involved in the PDP and the FQPA with NASS. The other agencies are the Agricultural Marketing Service (AMS), Economic Research Service (ERS), and Human Nutrition Information Service (HNIS). These agencies collect and analyze agricultural chemical use and residue data to estimate potential human exposure to pesticide residues in the U.S. food supply. The results of their analysis will be used to help make decisions concerning product registration issues, risk assessments, benefit assessments, and for marketing commodities at the State, National and international level.

Field crop growers have a vested interest in the risk analysis because many pesticides they rely on are classified as "minor use". Growers often have no alternatives to these chemicals. If re-registration is not allowed on products used on specialty crops, such an action could have serious consequences for both Farmers and consumers.

The important benefits gained from responding to the survey are:

- Growers have a chance to tell how they use chemicals responsibly to maintain a safe and abundant food supply.

- The survey results are official USDA estimates and help to establish the facts about chemical use. Accurate data can be used to lessen concern relating to marketing and exports to other countries.
- Accurate and timely information on actual usage can be used in the decision making process for product registration, re-registration and product alternatives.

## Natural Resource Data and Farm Practices

The 2002 Farm Bill (official title: The Farm Security and Rural Investment Act of 2002) emphasizes conservation on “working land” (i.e., conservation programs that protect and enhance natural resources while keeping farmland in production) by increasing funding for the Environmental Quality Incentives Program (EQIP) and establishing a new Conservation Security Program (CSP). This increased funding reverses a trend which favored land retirement programs over spending on working lands. Costs for working lands conservation programs are estimated to increase from 7 percent of total conservation program costs to over 40 percent of total conservation program costs by 2007.

<http://www.fsa.usda.gov/pas/farbill/readfaqs.asp?catcode=9&faqid=14>

The EQIP was established by the 1996 Farm Act as a new program to consolidate and better target the functions of the ACP, WQIP, GPCP, and Colorado River Basin Salinity Program. The objective of EQIP, like its predecessor programs, is to encourage farmers and ranchers to adopt practices that reduce environmental and resource problems through 5- to 10- year contracts providing education, technical assistance, and financial assistance, targeted to watersheds, regions, or areas of special environmental sensitivity identified as priority areas.

The CSP is a newly created program that will provide payments to producers for maintaining or adopting structural and/or land management practices on private agricultural land that address a wide range of local and/or national resource concerns such as soil, water, or wildlife habitat. As with EQIP, a wide range of practices can be subsidized. But CSP will focus on land-based practices and specifically excludes livestock waste handling facilities.

To guide policy makers in the decision-making process, it is necessary to have reliable information about production practices used and the relationship of the practices to changes in the quality of our soil and water resources. Decisions affecting agricultural policy and producers will be made with or without data. It is much better to have factual information to guide the decision process. Farm production covers a major share of the natural resources of the country and, as



policy about how to manage production is formed, a better understanding of the production process can prevent uninformed choices.

The agricultural community is currently faced with many complex issues concerning the environment, such as fertilizer and pesticide use, soil erosion, and pesticide residue and restriction. ARMS data is useful in addressing some of these concerns. For instance, fertilizer and pesticide data are used to study water quality. Data on production practices such as machinery use and crop rotation help to identify tillage systems and crop residue levels affecting soil erosion. Pesticide data help measure the economic impact on agricultural production from restricting use or cancellation of a pesticide product or to determine the human and environmental risk of continued use. Data measuring the extent and intensity of pesticide use will aid in the development of residue monitoring programs to improve food safety.

## Cost of Production

Congressional or USDA mandates exist for the development of annual estimates of the cost of producing wheat, feed grains, cotton, peanuts, rice, tobacco, sugar, and dairy commodities. Cotton, Apples, and Organic Apples are the cost of production commodities targeted for the 2007 ARMS Phase II.

To assure accurate and reliable estimates, a comprehensive survey is needed to obtain data on production practices and on the amounts of inputs used. Crop and livestock costs and returns estimates provide a basis for understanding changes in the relative efficiency of crop and livestock production and the break even prices needed to cover all costs.

ARMS provides data needed to develop commodity accounts showing costs and input use by size and type of farm in different regions of the country. Commodity accounts show the costs of resources provided by the operation and any landlords involved with producing a specific commodity.

Detailed information is needed for several farm inputs to estimate commodity costs. Most farm operations produce more than one commodity, such as corn and soybeans. This diversity causes special problems in determining commodity costs. For example, seed corn can easily be allocated to commodity costs for corn because it is only used to grow corn. However, machinery such as tractors and implements can be used for many activities on the farm, and costs for a commodity like corn cannot easily be separated from whole farm costs. Therefore, it is necessary to collect detailed data on each field operation in order to estimate machinery costs for the commodity being surveyed.

USDA is required to update commodity costs annually. However, ARMS focuses on a specific commodity only once every five or six years. With ARMS data for physical inputs (such as seed, fertilizer, and chemicals used), analysts can update cost estimates using input prices from other annual surveys. For example, state-level seed prices from the NASS Prices Paid Survey are used with seeding rates from ARMS to update estimates of seed expense. To estimate fuel costs, annual fuel prices are updated yearly, while fuel use estimates from the survey year are kept constant. Minor adjustments can be incorporated each year based on changes in acreage and yields.

### **Income, Financial, and Household Data**

In addition to Phase II resource management and cost of production data, Phase III of the ARMS obtains detailed information about farm finances, debt, assets, and household characteristics. ARMS is the only national data source for determining the effect of price, debt, and other financial variable changes on different types and sizes of operations on an on-going basis. Responses to questions about farm assets and debts are used to develop a balance sheet for the farm as well as to provide a variety of financial ratios for use in measuring financial performance.

The 2002 Farm Bill changes several commodity provisions from the 1996 Farm Bill which may affect the financial well-being of commodity producers. Major changes include: higher loan rates for most crops; direct payments for wheat, feed grains, cotton, and rice (previously called production flexibility contract payments); expanded eligibility for direct payments to producers of oilseeds, such as soybeans; additional payments (called counter-cyclical payments) to farmers when commodity prices fall below their target prices; and an option for producers to update the bases and yields used to calculate counter-cyclical payments. Commodity program data from Phase III will be helpful in assessing the impact of the 2002 Farm Bill on the financial performance of commodity producers.

## Publication of ARMS

Most State offices use information from several NASS and ERS reports in preparing publications for their State.

NASS reports are available on the Internet at: <http://www.usda.gov/nass/>

ERS reports are available on the Internet at: <http://www.ers.usda.gov/> with:

Farm Income at <http://www.ers.usda.gov/Data/FarmIncome/>

Farm Balance Sheets at <http://www.ers.usda.gov/Data/FarmBalanceSheet/>

Cost of Production at: <http://www.ers.usda.gov/Data/CostsAndReturns/>

The NASS publication, Agricultural Chemical Usage - Field Crops, provides estimates of acreage treated with fertilizer and chemicals and total amounts applied, using data from the ARMS Phase II. The results of the 2007 Phase II will be released in May 2008.

NASS publishes Farm Production Expenditures using data from Phase III. This report shows expenditures for 17 expense categories in the U.S., 5 farm production regions, 7 U.S. economic size groups, and U.S. crop and livestock farms. The 2007 survey results will be released in August 2008.

ERS also prepares or updates several state, regional, and national reports using ARMS data. These reports show operating and financial characteristics by type of farm, and by income and debt/asset categories. Some of the ERS publications resulting from ARMS include:

Agricultural Resources and Environmental Indicators. Research report issued February 2003. This ERS basebook contains a wealth of information covering a broad range of subjects in resource and environmental economics. Topics include land use, quality, and ownership; farm real estate values; water use and quality; fertilizer, pesticides, energy, and farm machinery; technology; and the conservation reserve, compliance, wetlands, and non-USDA programs that affect agriculture. (see on the Internet at: <http://www.ers.usda.gov/publications/arei/ah722/>)

Adoption of Bioengineered Crops. Report Issued May 2002. Use of crop biotechnology products, such as genetically engineered (GE) crops with input traits for pest management, has risen dramatically since commercial approval in the mid-1990s. This report addresses several of the economic dimensions regarding farmer adoption of bioengineered crops, including herbicide tolerant and insect-resistant varieties. In particular, the report examines: (1) the extent of adoption of bioengineered crops, their diffusion path, and expected adoption rates over the next few years; (2) factors affecting the adoption of bioengineered crops; and (3) farm-level impacts of the adoption of bioengineered crops. Data used in the analysis are mostly from USDA surveys.

<http://www.ers.usda.gov/publications/aer810/aer810fm.pdf>

Genetically Engineered Crops for Pest Management in U.S. Agriculture. Research report issued May 2000. Adoption of genetically engineered crops with traits for pest management has risen dramatically since their commercial introduction in the mid-1990's. The farm-level impacts of such crops on pesticide use, yields, and net returns vary with the crop and technology examined. Adoption of herbicide-tolerant cotton led to significant increases in yields and net returns, but was not associated with significant changes in herbicide use. On the other hand, increases in adoption of herbicide-tolerant soybeans led to small but significant increases in yields, no changes in net returns, and significant decreases in herbicide use. Adoption of Bt cotton in the Southeast significantly increased yields and net returns and significantly reduced insecticide use. (see at:

<http://www.ers.usda.gov/publications/aer786/>)

Pest Management in U.S. Agriculture. Research report issued October 1999. This report describes the use of pest management practices, including integrated pest management (IPM), for major field crops and selected fruits and vegetables. The data came chiefly from the 1996 Agricultural Resource Management Study (ARMS). Because different pest classes may dominate among different crops and regions, requiring different pest management techniques to control them, the extent of adoption of pest management practices varies widely. For example, insects are a major pest class in cotton production, while minor for soybeans. As insect management has a wider variety of nonchemical techniques than weed control, cotton growers are expected to be further ahead on the IPM continuum than soybean producers. (see at: <http://www.ers.usda.gov/publications/ah717/>)

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Characteristics and Production Costs. These reports examine how production costs vary among producers of different commodities. These reports include details on production practices and input use levels (i.e., the 'technology set'), as well as farm operator and structural characteristics that underlie the cost and return estimates. The reports also illustrate the degree to which costs vary for producers of different commodities and indicate possible reasons for the variation. Characteristics and production costs are examined for low- and high-cost producers of each commodity, and producers of varying size, region, and typology classification. The data in these reports were collected in commodity-specific versions of USDA's annual Agricultural Resource Management Survey (ARMS). USDA conducts commodity-specific surveys as part of the ARMS process every 3-8 years on a rotating basis for each commodity, and uses these data to support annual commodity costs and returns estimates. Commodity costs and returns are estimated using the data from each survey and then updated between surveys to reflect changes in input costs and commodity prices and production. Electronic Statistical Bulletins release the findings of the latest in-depth survey for individual commodities. (See at <http://www.ers.usda.gov/Publications/SB974/>)

Annual Report to Congress on the Status of Family Farms

Financial Performance of U.S. Farm Businesses

Farm Operating and Financial Characteristics

Characteristics of Farms with Sales of \$50,000 or more

The Economic Well-Being of Farm Operator Households

National Financial Summary

Productivity & Efficiency Statistics

ARMS data are also used to develop USDA's Agricultural Income and Finance Situation and Outlook report.



## Chapter 2 - Terms and Definitions

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**Enumerators working on the ARMS should be familiar with the definitions of the terms listed below. Descriptions of irrigation systems have been described in Chapter 5 of this manual.**

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**Abandoned Acres** - Acres that were not (will not be) harvested for any purpose.

**Abnormal Farms** - See institutional farms.

**Actual Nutrients** - The reporting primary plant nutrients expressed in terms of active ingredients or units of nitrogen, phosphorus, potassium, and sulfur applied. A unit equals 1 pound.

**Active Ingredients** - The ingredients in fertilizer or pesticides which chemically react with soil, plant, animal, or pest to give the desired effect.

**Adjuvant** - Chemical added to a pesticide to increase its effectiveness or safety.

**Beneficial Insects** - Insects collected and introduced into locations because of their value in biologic control as prey on harmful insects and parasites. Natural insect enemies used to control important insect pests.

**Biological Pesticide** - A naturally occurring substance that controls pests.

**Block** – An identifiable unit of similar trees that use the same management system.

**Carryover - [Pesticides]** Chemical pesticide residuals remaining in the soil a year or more after being applied. Residual levels are influenced by chemical type, amount or rainfall, and soil type. The carryover from some chemicals may effect the growth of certain crops planted in later years.

**Commodity** - Any agricultural or agricultural by-product available for sale.

**Confidentiality** - The assurance for NASS to survey respondents, backed by federal law, is that individual information collected on authorized USDA surveys will not be released to any person, organization or institution, including court subpoenas. See the “NASDA Employee Handbook” for regulations.

**Conservation Tillage** - Any of several tillage and planting methods that leave a minimum of 30 percent of the soil surface covered by crop residue following planting. The method should provide for seed germination, plant growth, and weed control yet maintain effective ground cover throughout the year and disturb the soil as little as possible. It reduces soil loss and energy use while maintaining crop yields and quality. Weeds are controlled primarily with herbicides.

**Contour Farming** - Field operations such as plowing, planting, cultivating, and harvesting at right angles to the ground's natural slope to reduce soil erosion, protect soil fertility, and use water more efficiently. Furrows, crop rows, and wheel tracks across the slope act as miniature terraces.

**Cooperative State Research, Education, & Extension Service (CSREES)** - A USDA agency providing farmers and rural people leadership, evaluation, and coordination in support of state and county educational programs. It also provides access to agricultural research and information on federal regulations and policy, food safety, agricultural marketing, disaster awareness, sustainable agriculture, waste management, water quality, and youth at risk. The former Extension Service is now a part of this Agency.

**Cost of Production** - The average amount in dollars per unit used in growing or raising a farm product, including all purchased inputs and sometimes including allowances for management and the use of owned land. The cost may be expressed in units of a bushel, pound, ton or per-acre, depending on the product involved.

**Cropland** - Land which can produce a crop for harvest (pasture and timber are not considered crops). Cropland includes land cropped, idle land suitable for cropping, land in orchards, etc. Do not include woodland, marshes, or land suitable only for pasture.

**Crop Insurance** - Any Federal, state, or private insurance (multipurpose or specific).

**Crop Rotation** - The growing of different crops in a repeating sequence on the same land.

**CWT (Hundredweight)** - A marketing term referring to 100 pounds of a commodity.



**Date, Due** - [Enumerators] The date assigned materials must be received in the State office. [State office] The date assigned materials must be received in Headquarters.

**Date, Reference** - The date used as a reference point for asking respondents survey questions. For example, the reference date for the Agricultural Surveys is the first day of the month, for ARMS it's a specific year.

**Date, Release** - The date the survey results are published and released. See the NASDA EMPLOYEE HANDBOOK for a calendar of the various report release dates.

**Defoliant** - A chemical agent that causes the leaves to drop from a plant. Often used with some crops to facilitate harvest.

**Double Crop** - The growing of two crops for harvest in one year from the same field.

**Editing** - Reviewing entries for reasonableness and validity completed questionnaires. Unusual but correct responses should be flagged and explained with notes indicating it was verified with the respondent. With impossible data relationships, probe for the correct response.

**Fallow** - Cropland left uncropped during one growing season to conserve moisture in the soil, control weeds and allow the decomposition of crop residue.

**Farm** - Land under one operating arrangement on which there were or could be sales of a least \$1,000 worth of crops, livestock, poultry, or other agricultural products during the year.

**Fertilizer** - Any material put on or in the soil or on plant leaves to improve the quality or quantity of plant growth. See "Micronutrients," "Nitrogen," "Phosphate," "Potash," "Sulfur," and "Trace Element."

**Fertilizer Analysis** - The percentage of nitrogen, phosphate, potash, and sulfur (N, P<sub>2</sub>O<sub>5</sub>, K<sub>2</sub>O,S), specified in that order, contained in a blend of fertilizer. Fertilizer may also be blended with various micronutrients or trace elements.

**Field** - A continuous area of land devoted to one crop or land use. Farmstead, pastureland, woods, wasteland, etc. are considered fields.

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**Filter Strip** - An area of permanent herbaceous vegetation used to reduce sediment, organics, nutrients, pesticides, and other contaminant loadings in runoff.

**Fungicide** - A chemical used to kill fungi.

**Gallons per Minute** - Measure of water flow-rate. The quantity of water flow (or pumped) during one continuous minute measured in gallon units.

**Grassed Waterways** - A natural drainage way within a field which is kept in grass to prevent soil erosion. Includes channels used as outlets for terraces and for the disposal of runoff from diversion channels, stabilization structures, contoured rows, and natural depressions.

**Green Chop** - An alternative to pasture. The crop is cut in the field and brought to the animal. Suitable crops are corn, grass, whole crop grain, and legumes.

**Harvested Acres** - Acres of a crop actually harvested. May be smaller than planted acres if there is abandonment brought on by weather, pest damage, other disasters, or market prices too low to cover harvesting costs.

**Hay** - A crop which has been cut and cured by drying for storage; principally legumes, grasses, or grain crops.

**Highly Erodible Land (HEL)** - Erodibility is a function of rainfall, soil erodibility, field slope, and length. NRCS uses these characteristics and a measure of soil loss tolerance to construct an erodibility index. If the index is greater than 8, the field is highly erodible.

**Herbicide** - Any chemical used to control, suppress, or kill plants, or to severely interrupt their normal growth processes. Some kill essentially all plants, but others are selective.

**Hundredweight (CWT)** - A marketing term referring to 100 pounds of a commodity. Abbreviated “cwt.”

**Idle Land** - Farm land that is tillable and capable of producing a crop without major clearing of trees and stones or drainage of water but is not being cropped, pastured, or fallowed.

**Implement** - Any farm machine used to perform various field operations when raising crops.

**Improvements** - Houses or other buildings, fences, clearing or rocks, wells or other related capital assets that increase land's productivity or value.

**Inaccessible** - A sample unit which cannot be contacted, interviewed, etc., during the survey period.

**Input** - Items such as seed, fertilizer, chemicals, feed, machinery, fuel, labor, and land used in the production of an agricultural product.

**Input Provider** - The company or individual that sells or contributes products used in the production of agricultural commodities.

**Insecticide** - A chemical killer of insect pests.

**Institutional Farms** - Farm operations such as Indian Reservations, prison farms, private or university research farms, not-for-profit farms operated by religious organizations, and high school FFA farms. These types of farms do not have the same expenses or income patterns as traditional farms.

**Integrated Pest Management (IPM)** - The control of one or more pests by a broad spectrum of techniques ranging from biological means to pesticides. The goal is to keep damage below certain economic levels without eliminating the pest completely.

**Irrigation Set** - The area of the field irrigated by an irrigation system as it moves across a field while not ceasing operation.

**Landlord** - The owner of land or buildings which are rented to another person for cash, a portion of the crop or livestock, other proceeds, or free.

**Landplaster** - A pure, natural gypsum ideal for a wide range of agricultural uses and has proven to be an excellent source of calcium and sulfur to benefit peanut production.

**Lime** - Ground limestone (calcium carbonate) that helps correct an acidic soil condition.

**Military Time** - A system of time as a unit of 24 hour day rather than as a time within AM or PM. See the NASDA Employee Handbook, Appendix A. Clock Hour Conservation, for a Military time table.

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**N-P-K and S** - Chemical symbols for nitrogen, phosphorus, potassium, and sulfur chief ingredients of fertilizer.

**Natural Resources Conservation Service (NRCS)** - A USDA agency charged with national soil and water conservation program in cooperation with landowners, operators, developers, community planning agencies, and other local, state, and federal agencies. Soil Conservation Service is now part of NRCS.

**Nitrogen (N)** - A chemical element essential to life and one of the primary plant nutrients. Animals get nitrogen from protein feeds, plants get it from soil, and some bacteria get it directly from air. Nitrogen is one of the three primary ingredients in complete fertilizers. Nitrogen contents is the XX in a fertilizer's analysis of XX-0-0.

**Nonresponse** - Failure of a respondent to reply to a survey questionnaire; may be item nonresponse (refuse to answer one or more questions), survey nonresponse (refuse to answer any or most of the questions), or inability of enumerator to locate respondent during the survey period.

**No-till** - Method of planting crops without seedbed preparation. Seeds are planted directly into the previous crops stubble. Soil disturbance is limited to small slits in the soil needed for seeding. There is usually no cultivation during crop production with chemicals used for weed control.

**Operator** - The person responsible for all or most of the day-to-day decisions such as planting, harvesting, feeding, or marketing for the tract or total land operated. The operator could be the owner, hired manager, cash tenant, share tenant or a partner. If land is rented or worked on shares, the tenant or renter is the operator.

**Organic** - A production system that is managed in accordance with regulations governing organics to respond to site-specific conditions by integrating cultural, biological, and mechanical practices that foster cycling of resources, promote ecological balance, and conserve biodiversity. Note that no genetically modified seed or synthetic pesticides can be used in an organic production system.

**Out-of-business** - A previous farm or ranch operator who no longer makes the day-to-day decisions on land suitable for agriculture; raises no crops, livestock, or poultry; has no on-farm grain storage facilities. They may own farmland which is being operated by someone else. See "Retired", and "Sold-out."

**Partner** - An individual that shares the day-to-day decision making with someone else.

**Pesticide** - A substance or mixture of substance to control insects, rodents, fungi, weeds, and other forms of plant or animal life considered to be pests. Pesticides include insecticides, fungicides, herbicides, and nematocides.

**Phosphate (P<sub>2</sub>O<sub>5</sub>)** - A term indicating a fertilizer which supplies phosphorus, one of the three primary ingredients in a complete fertilizer. The phosphate content in a fertilizer's analysis is indicated as the XX's in 0-XX-0.

**Plant Tissue Test** - Plant tissue analysis provides information on how the plant is using particular nutrients and gives clues for deciphering nutrient deficiency or excess problems.

**Potash (K<sub>2</sub>O)** - A term used to indicate fertilizers which supply high levels of potassium. The potash content in a fertilizer's analysis is indicated as the XX's in 0-0-XX.

**Questionnaire** - A form or computer program (CATI, CAPI) used to ask specific questions from and to record the response given by selected sample units to the survey questions.

**Refusal** - A person representing a sample unit who will not cooperate in the survey and who refuses to provide sufficient information to satisfactorily complete the questionnaire, or who will not give an enumerator permission to complete field counts or measurements.

**Rent** - Reimbursement to the owner (landlord) from the user (tenant) for land, buildings, equipment, livestock, etc., used in production.

**Rent, Cash – Fixed** - predetermined dollar amount paid for the use of land, buildings, equipment, livestock, etc.

**Rent, Share** - Method of paying rent, where the owner receives a share of the crop, livestock (or product, such as milk or wool) as payment for use of land, buildings, equipment, livestock, etc.

**Respondent** - The person who provides the information necessary to complete a survey interview.

**Retired** - A previous farm or ranch operator who is now out-of-business because he/she has reached an age to retire from farming or ranching. He/she may still own farmland, which is being operated by someone else. See "Out-of-Business."

**Sample, List** - A sample of potential farm operators or agribusinesses selected from a List Sampling Frame (LSF).

**Sample, Probability** - A sample where every sampling unit of the sampling frame (area or list) has a known, nonzero chance of being selected.

**Sampling Frame** - A population or list of all possible units which meet a specified criteria to draw a sample.

**Sampling Unit** - An identifiable unit of a sampling frame that may be selected when drawing a sample. For an area frame sample it may be a segment, tract or field and for a list frame sample it is a name.

**Scouting** - A process of checking a field for the presence of weeds, insects, or disease and gathering information about pest population levels, activity, size, and/or density.

**Seed** - An embryonic plant with sufficient nutrients required during germination and early growth until the plant is able to produce its own food.

**Sold-out** - A previous farm or ranch operator or operation that is now out-of-business due to selling the entire farming or ranching operation; no longer owning any farmland; crop, livestock, or poultry facilities or grain storage facilities. See “Out-of-Business.”

**Strip Cropping** - Growing crops in a systematic arrangement of strips or bands to serve as barriers to wind and water erosion.

**Sub-irrigation** - Water supplied through underground tile or perforated pipe in sufficient amounts to maintain a water table close to the soil surface to supply water for crop needs.

**Sulfur (S)** - Sulfur is a macronutrient which can be found in commercially produced fertilizers.

**Surface Water Sources** - Water stored in natural ponds or lakes, flowing in streams and rivers, and water stored in man-made reservoirs.

**Surfactant** - A chemical added to a pesticide which improves the emulsifying, dispersing, spreading, and/or wetting properties of the pesticide.

**Survey** - The collection of data pertaining to specific sample units. A sample is selected and information collected from individual sampling units. Data reported by the selected sampling units, when summarized, provides an indication of what the total would be if all the sample units within the sampling frame had reported.

**Survey Period** - The time period during which survey data collection can occur. Primarily determined by the survey's reference date and due date. See "Data Collection", "Date, Due", and "Date, Reference."

**Tank Mix** - Two or more pesticide products mixed in the spray tank by the applicator immediately before application and applied to the field as a single treatment.

**Terrace** - Raised level areas of a field supported on one or more sides by a wall or bank of turf. Terraces are usually classified by the method of runoff disposal, the shape of the terrace cross section, or by the alignment between terraces.

**Underground Outlets** - Systems of water runoff control carrying water through and underground pipe to disposal areas. The underground outlet consists of vertical intake risers carrying water to an underground outlet such as tile drainage.

**Wetlands** - Land characterized by an abundance of moisture and is inundated by surface or ground water often enough to support a prevalence of vegetation adapted for saturated conditions.

**Wetting Agent** - Some soils, known as hydrophobic soils, are difficult to wet because they repel water. The infiltration of water into these soils can often be improved by applying a nonionic surfactant, more commonly called a wetting agent. Wetting agents are detergent-like substances that reduce the surface tension of water, allowing it to penetrate and wet the soil more easily.

**Worker** - [Labor] Person doing work.

**Yield Goal** - The yield that the operator uses in planning input application (seeding rate, fertilizer/pesticide use, etc.). This is often the historic average.

**Yield Map** - A map prepared from data collected by a yield monitor attached to harvesting equipment. A yield map shows the variation in yields for small areas within a field and is a key component in the detailed planning inherent in precision farming.

**Yield Monitor** - A monitor mounted on harvesting equipment that measures yields continuously as the harvester moves through a field. These yield measures can be tied to specific locations in the field through GIS and converted into yield maps. Such yield maps can then be compared with the fertilizer or pesticide application map of the next season.



## Chapter 3 - Survey Procedures

This chapter provides an overview of the questionnaire and other materials for ARMS, and general guidelines for collecting data. The NASDA Enumerator Handbook covers administrative matters.

**As a minimum, the NASS Field Office will provide the following:**

- Copies of pre-survey publicity materials mailed to each respondent
- Questionnaires with labels identifying assigned operations
- Extra questionnaires without labels
- Respondent Booklets containing code tables and a burden statement
- Supplements for questionnaires
- Maps for marking field locations
- Envelopes for mailing completed questionnaires
- Several copies of NAS-011 (Time, Mileage, and Expense Sheet) and envelopes for mailing them

**You should already have these items on hand:**

- Interviewer's Manual
- Highway and street maps
- Black lead pencils
- Name tag
- NASDA Identification Card
- NASDA Enumerator Handbook
- Ball point pens for completing NAS-011
- Calculator

## Questionnaire

For 2007, there are three questionnaire versions used to obtain chemical use and other production practices along with associated cost of production data: Version 2, the Cotton Production Practices and Costs Report (PPCR); Version 3, the Apple Production Practices and Costs Report (PPCR); and Version 4, the Organic Apple Production Practices and Costs Report (PPCR).

Sections of the questionnaire are identified by letter and title. For example, Section D is "Pesticide Applications -- Selected Block." Chapter 5 discusses these sections.

## Respondent Booklet

You will use one Respondent Booklet for each interview. The Respondent Booklet provides information respondents need to reference when answering some survey questions, such as Code Lists. Often, this information does not appear in the questionnaire. Using the Respondent Booklet can prevent confusion and save interview time.

Occasionally, the respondent may need help in becoming familiar with how to use the booklet. This is especially important when using the longer Code Lists, such as the Chemicals and Pesticides list. While conducting the interview, take a moment when first turning to a questionnaire section to show respondents how to reference the appropriate code lists in the booklet. This should help the interview go more quickly.

Some lists in the Respondent Booklet are there to let the respondent know what type of response we are looking for to certain questions. For example, in Section C or D, when asking the respondent "How was this (fertilizer or pesticide) product applied?", show the respondent the Fertilizer/Pesticide Application Method Code List printed in the Respondent Booklet. Otherwise, the respondent may take additional time explaining in detail how he applied the material, when all you really wanted to know was that the material was "broadcast by aircraft" (method code 3).

## Respondent Burden

You will reduce the burden on the respondent if you are thoroughly familiar with the questionnaire and instructions. Pay close attention to skip instructions in the questionnaire to avoid asking questions needlessly. When skip instructions are not printed after an item, you will continue with the next item.

Also, be aware of the estimate of average completion time in the Burden Statement. The estimated average completion time is based on experience with previous ARMS Phase II surveys and the judgement of NASS and the Office of Management and Budget (OMB). OMB is an agency that approves all surveys conducted by the federal government. The expected average interview length for the PPCR is 65 minutes. Burden statements are printed on the front cover of the Respondent Booklet.

## Questionnaire Format

The following formatting conventions apply to the ARMS Phase II questionnaire.

### Interviewer Instructions

Interviewer instructions are printed in italics, and enclosed in square brackets. These instructions will provide important directions you will need to pay attention to when completing the questionnaire.

**Figure 1** Example of interviewer instructions

*[Refer to Page 2, Item 6a. Does operator make day-to-day decisions for more than 4 operations?]*

**YES** - *[Continue.]*       **NO** - *[Go to Operation Selection, Item 7, Page 7.]*

### Include Statements and Check Lists

Include statements and check lists are used to ensure that items sometimes forgotten are not missed. These include statements and check lists should **NOT** be considered complete lists of items to be included in the response.

### Data Fill-ins

When the reference to a previous item number is printed in italics and enclosed in brackets, take the data entered in that previous item and use it to FILL IN when you read the question. In the example below, if 110 was the data reported in Item 1, you would read the question saying “Of the total 110 acres, how many were **CERTIFIED ORGANIC?**”.

**Figure 2** Example of a ‘data fill-in’ question.

Of the total (item 1) acres, how many were **CERTIFIED ORGANIC?** . . . . . 

ACRES
_____

### Text Fill-ins

Questions in table headers frequently refer to text in the rows used to FILL IN the wording of the question. In this example, the question to ask is "In 2007, did your land-use practices for this field include--?"

**Figure 3** Example of a ‘text fill-in’ question.

<b>In 2007, did your land-use practices for this field include--</b>		<b>CODE</b>
a. Structures for soil erosion control? . . . . .	YES=1	

### Instructions for Respondents

Prompts, "includes and excludes," and other instructions for respondents are in italics and enclosed in parentheses. These prompts are to help you and the respondent when a question arises as to the intent or meaning of the question. Read these when needed to clarify the meaning of the question.

**Figure 4** Example of instructions to read to respondents

In what year did you start your apple operation?  
*(Include the establishment of the orchard).* . . . . . 

YEAR
_ _ _ _

## Optional Wording

Optional wording is in plain print enclosed in parentheses. Usually, reading optional wording is not necessary. However, if the respondent hesitates or shows uncertainty after hearing the initial question, you may want to reread the question completely, including the optional wording.

**Figure 5** Example of 'optional question wording'.

Was an established scouting process used (systematic sampling, recording counts, etc.) or were insect traps used in this block? . . . . .  CODE  
.. YES =1

## Item Code Boxes for Interviewer Use

Code boxes for interviewer use generally have thin solid lines.

**Figure 6** Example of code boxes for interviewer use.

Did you use water management practices, such as controlled drainage or irrigation scheduling, to control pests in this block? YES =1  CODE

## Item Code Boxes with Decimal Points

Some code boxes have a printed decimal point followed by one or two marked spaces. They show that you should record data to the tenth or hundredth place. When entering data into these cells, place the number correctly in relation to the decimal points, and fill every space printed after them. Fill in zeros when the respondent does not give answers to the number of decimal places needed, or when he gives answers in whole numbers.

For example, if a cell has a decimal point followed by two underlined space, you should record responses in TENTHS. Record an answer of "18" as "18.0."

**Figure 7** Example of code boxes for recording data to one or more decimal places.

How much rent did you pay for these bees? . . . . .              DOLLARS & CENTS PER HIVE/COLONY OR TOTAL

### Office Use Boxes

Boxes with thick solid lines are for Office Use only. You will not make entries in office use boxes.

Figure 8 Example of an 'office use' box.

OFFICE USE

--

### Yes / No Questions

Questions that can be answered YES or NO are of one of the following two formats. If the respondent doesn't know if the answer is YES or NO, then record DK next to the code box. If the respondent refuses to answer, then record "REFUSED" in notes outside the box.

### YES/NO Check Boxes

One format for YES/NO questions is to use check boxes. Check boxes are used when there is a "GO TO" instruction associated with either the YES or NO answer.

Figure 9 Example of a Yes/No check box question.

Were the apples in this block covered by Federal Crop Insurance in 2007?

YES - [Enter code 1 and continue.]     NO - [Go to **Section C**.]

CODE

--

### YES=1 Boxes

Another format for YES/NO questions is the response code YES=1 printed next to the code box. If the answer to a YES/NO question is YES, enter code 1. If the answer is NO, then enter a dash in the box to show the question was asked and the respondent answered NO. Since you are not entering a number for NO, this is the only way to show you asked the question, and the answer was NO.

Figure 10 Example of a 'YES=1' question.

Was protection of beneficial organisms a factor in your pest control decisions for this block? .....

YES = 1

--

### Multiple Choice Questions with Coded Response Categories

Multiple choice questions allow the respondent to choose only ONE answer from several possible answer choices offered. Each response category is given a code number and the group of answer choices are enclosed in a box with a solid outline. You will enter the respondent's answer as a code number.

**Figure 11** Example of a question with coded response categories.

Were your apple trees-- .....

1 Standard?
2 Dwarf?
3 Semi-dwarf?
4 Other?

.....

CODE

### Questions with More than One Sub-part

Questions with more than one sub-part are separate questions. The main question (the “stem”) has an item number. Sub-parts to the question are identified with a lower-case letter. Each sub-part is a separate question and must be asked separately. You should read the question stem followed by the ending sub-part associated with the letter. If there are lots of sub-parts, you will probably only need to read the stem for the first two or three sub-parts. Once the respondent understands that the stem is repeated, though unspoken, then continue reading only the sub-parts.

**Figure 12** Example of a question with multiple subparts.

**Was the amount of nitrogen you decided to apply to this block based on---**  
[Enter code “1” for all that apply.]

		CODE
a. Results of a soil or plant tissue test? .....	YES = 1	
b. Crop consultant recommendation? .....	YES = 1	
c. Fertilizer dealer recommendation? .....	YES = 1	
d. Extension Service recommendation? .....	YES = 1	
e. Cost of nitrogen and/or expected commodity price? .....	YES = 1	
f. Contractor recommendation? .....	YES = 1	
g. Routine practice (operator's own determination based on past experience, yield goal, etc.)? .....	YES = 1	

## Entering Data

Use a black lead pencil to record data and notes; never use ink on a questionnaire. Make all entries clear, and easy to read. Entries in check boxes and item code boxes must be entirely inside the boxes.

Record responses in the unit shown in the questionnaire (such as acres, bushels, or dollars). If a respondent gives an answer in a different unit, write the answer outside the printed box, convert it to the required unit, and record the converted data in the box.

If the respondent answers "none" to a question, enter a dash (-----) in the box, and **not** a zero.

For questions answered with a code number, enter the number that goes with the respondent's answer. If the respondent answers using only the code number, verify that the code is correct by repeating the answer in words.

For YES/NO questions, enter code 1 if the answer to the question is YES. If the answer is NO, most often you must enter a dash in the box to show that you asked the question and the respondent answered NO. Since you are not entering a code number for NO, this is the only way to show that the answer was NO.

The Field Office must be able to tell the difference between questions asked and the answer was NO or ZERO, and questions asked, but the respondent could not answer (DK) or did not answer (REFUSED). For any question, if the respondent doesn't know the answer, then record DK or "DON'T KNOW" next to the question. If the respondent refuses to answer, write "REFUSED" next to the question.

Record data to the nearest whole number, unless a decimal point is in the box. Place numbers correctly in relation to decimal points, and fill in every space printed after them. Use zeros as fill when answers are not given to as many decimal places as required by the data cell.

If answers appear unusual, but really are correct, make notes in the margins to explain. Do not write notes or make unnecessary entries in answer boxes.



## Planning Your Work

The operator or operation name, mailing address, and ID number are on the questionnaire label. The Field Office may provide other information, either on the label or on separate forms, that might be helpful to you in finding the selected operation.

Mark the location of each operation assigned to you on a highway map before you start to interview. Show the location by a small circle with the ID number written beside it. Use this map to plan your daily travel; this will help keep travel expenses down and save time.

You may need to ask Post Office or Farm Service Agency employees for directions to some operations. Try to do this early in the survey so you can put the information on your map when possible. Mapping search engines on the internet such as “MAPQUEST” located at <http://www.MAPQUEST.com>, are also valuable tools which can be used in locating farm operators. Tell your Supervisor about any operator whose home or office you cannot find.

## Interviewing

Interview the farm operator, if possible, because information collected from other people is often less accurate. If the operator says someone else is more knowledgeable, interview that person.

If the operator is not present when you visit, but is expected soon, wait for the operator, or make other contacts nearby and return a little later.

If the operator is too busy to be interviewed at that time, set up an appointment at his or her convenience. Be sure to keep the appointment, and be on time! If an emergency prevents you from keeping the appointment, inform the operator beforehand and reschedule the interview.

If the operator will not be available before the survey is over, try to interview someone who is well informed about the operation. A partner, family member or an employee may know enough about the aspects of the farm operation covered in the questionnaire to give you the information needed.

The NASS rule-of-thumb is to make up to three visits (the first visit plus two call backs), if necessary to get an interview. If you have an appointment or information from a neighbor on when to try to reach the operator, you should

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return then. If not, make each visit at a different time of the day or evening. Respondents often ask how long the interview will take. Never contradict the Burden Statement printed on the Respondent Booklet; however, adding to it is okay. For example, you might say something like this: "The official nationwide average for this survey is 65 minutes, but the interviews I have done in this area averaged about xx minutes." Be honest about the average time, even if your interviews average longer than the time estimate in the Burden Statement.

Encourage respondents to have farm records at hand. Using records encourages accurate information and completing the interview will take less time.

The first time you ask a question, always read the question exactly as worded in the questionnaire. If the respondent did not hear or did not understand the question, repeat it using the same wording. Use any optional wording or explanations printed with the question in the questionnaire. If the respondent still doesn't understand, or asks you to explain, use what you learned in training and information from this manual to explain what we need.

Ask questions in the order they appear in the questionnaire. Do not skip any questions unless skip instructions printed in the questionnaire allow you to do so. Sometimes, a respondent will volunteer information before you ask a question. When you get to a question the respondent already answered, take the opportunity to verify the information. Say something like, "I think you told me this earlier, but let me just be sure I got it right." Then ask the question exactly as worded. This doesn't make you look like you weren't listening. On the contrary, it emphasizes to the respondent the need to get things right.

Sometimes you will need to probe to get an adequate answer to a question. You should probe when the respondent cannot answer the question, when the answer isn't exact enough to record, when you think the answer may be incorrect because it doesn't fit with information you've already obtained, or when you think the respondent didn't understand the question.

The purpose of probing is to verify unusual data or to correct misreported data. You must be careful when you phrase your probing questions that you do not influence the respondent's answers. Probes should be "neutral," that is, they should not suggest one answer over another.

For example, don't say things like, "Use beneficial organisms in this field, you didn't do any of that, did you?" Instead, say, "Did you use any beneficial organisms to control pests in this field?" If the respondent asks for more information, explain that, "Beneficial organisms include insects like green

lacewings or ladybugs that are natural enemies of crop pests.”

As another example, if a respondent tells you that a value is between two amounts, such as, “Oh, I used a seeding rate of between 1 and 2 bushels per acre,” you should ask, “Would you say it was closer to 1 bushel per acre or 2 bushels per acre, or what amount exactly?”

Probes should also be “nonthreatening.” Be careful that you don’t appear to be questioning or challenging the respondent’s answers. Don’t say, “That can’t be right, three bushels of cull apples is way too much!” Instead, say, “Does that three bushels include the selected block only? I only want the cull apples from the selected block.” Then make corrections to data items if necessary or make notes of the respondent’s answer if it is correct.

Be sure to make good notes. This is especially important when you find unusual situations or the respondent explains why information that seems incorrect is correct. Also write down any complicated calculations you have to make to come up with an answer.

The notes you record in the questionnaire will help the survey statistician understand this operation when reviewing the questionnaire. Make sure the notes are clear and can be read. Notes can be the single most valuable editing tool available to the office statistician.

**Never erase a note unless it is wrong!**

After completing each interview, be sure to review the questionnaire while the interview is still fresh in your mind. Make sure you recorded all answers correctly and the questionnaire is complete. Check your calculations. Make sure all notes are clear.

## Framework and Reference Period for Reporting Data

The ARMS questionnaire is designed to collect information about production practices used and expense items associated with the 2007 crop of the randomly selected block. Many of these expense items should be reported in the dollar per acre cost for the selected block.

Fertilizer and pesticide data cover a period of immediately **after** harvest of the most recent crop (before this year's target crop), and continue through all applications made for this target crop. **Post-harvest pesticide applications to the harvested crop are excluded.**

Field operations data are reported **beginning** with the first fertilizer application **after** the harvest of the 2006 crop, and **ending** with the harvest and hauling of the 2007 crop to storage or first point of sale.

## Nonresponse

If you are unable to conduct an interview, note the reason on the questionnaire. Also, make a note about whether the operation is a farm, whether it appears any of the target commodities were grown, and any other information you think might be helpful to the Field Office.

Most farmers are willing to furnish the information asked for in NASS surveys, but in every survey some will refuse to do so.

The key to reducing the chances of getting refusals is to be courteous and friendly, but persistent. Try to get cooperation by explaining the purpose of the survey, the need for accurate agricultural statistics, and the confidentiality of the data. Make use of materials explaining the survey purpose provided by your Field Office.

Above all, do not become discouraged when you get a refusal. Continue to meet farm operators with ease, friendliness and optimism as you contact other assigned operators.

## **Supervision**

Your Supervisor will set up an appointment to meet with you early in the survey. This visit will help you get off to a good start by spending time reviewing a few of your completed interviews. Hold all your completed work until this review takes place, unless your supervisor tells you to do otherwise.

Your Supervisor or someone from the Field Office will contact a few of your respondents to conduct a quality check. The quality check will verify that you spoke with the person named in the questionnaire and that the respondent understood the survey procedures.

## **Completed Questionnaires**

Turn in your completed questionnaires according to the instructions you receive from your supervisor. If you think the last few questionnaires you complete might not reach the Field Office before the final due date, call your supervisor.

Keep a record of when you complete each questionnaire and when you passed it on to your supervisor or mailed it to the Field Office. This will help the Field Office find survey materials if they are delayed.



## Chapter 4 - Screening

### Face Page

#### Introduction

Before beginning data collection, develop an introduction you are comfortable using. In the introduction include who you are, whom you represent, and the purpose of the visit. You should be familiar with the information in Chapter One of this manual.

Some operators may have already heard about the ARMS on radio or television farm show broadcasts or short spots. They may also have read about the survey in a pre-survey letter from your Field Office or in newspaper or farm magazine articles.

When making your introduction, remind the respondent that data they report will be kept strictly confidential. All information they provide will only be used to make state, regional, and national estimates. Mention that some farm records, particularly records of fertilizer or pesticide applications, will be useful along with any notes or records of when field operations took place.

Be prepared to answer questions the respondent may have about the purpose of the survey and uses of the data.

## Identifying the Sampled Operation

### Target Name Rules

**Rule #1:** For non-managed operations, the Target Name is the sampled unit. Information collected will focus on the selected individual name.

Consider the following examples:

Sonny Day  
RR 4 Box 36  
Anytown, YS 12345

*Individual Target Name listed on the label*

Sonny Day is the Target Name; **collect data for all (non-managed) operations Sonny is involved in.** If Sonny is involved in more than one operation (i.e., an individual row crop operation and a partnership cattle operation), then record the information for the second operation in the Screening section of the questionnaire designated for Operation 2.

If Sonny is involved in a partnership operation only, then record the information for the partnership operation in the Screening section of the questionnaire designated for Operation 1.



Tom & Bob Catt  
Tom Catt  
RR 2 Box 19  
Anytown, YS 12345

*Combination of Names with Individual Target name listed on the label*

In this example, Tom Catt is the Target Name; **collect data for all (non-managed) operations Tom is involved in.** The combination of individual names (Tom & Bob Catt) is listed to let you know that Tom is involved in a partnership with Bob. Complete the questionnaire for the partnership in the Screening Section for Operation 1 if it still exists. Record as many as 4 additional operations that Tom makes day-to-day decisions for in the Screening Section of the questionnaire. If the partnership no longer exists, make a note, correct the label to delete “Tom and Bob Catt” **and complete the same questionnaire for Tom's individual operation.**

Windy Acres Farm  
Gayle Force  
RR 3 Box 95  
Anytown, YS 12345

*Operation Name and Target Name listed on the label*

In this example, Gayle Force is the Target Name; collect data for all operations Gayle is involved in. The name Windy Acres Farm is included to let you know that Gayle has used this farm name in the past. Complete the questionnaire with information for Gayle Force’s individual operation in Operation 1. If Gayle is involved in a separate partnership operation, record the information in the appropriate section of the questionnaire. **If Gayle Force is still operating, but not using the farm name, “Windy Acres Farm”, mark through the farm name, write a note on the questionnaire, and complete the questionnaire to include information for Gayle Force's operation.**

**Rule #2:** Information for managed operations will always be collected for the operation named on the label.

Eggs – traordinary Inc  
Shell Seeker, Mgr  
RR 6 Box 714  
Anytown, YS 12345

*Operation Name and Target Name listed on the label*

The “MGR” on this label suggests Eggs-traordinary Inc. is a managed operation. If this is true, complete the questionnaire for Eggs-traordinary Inc., regardless of Shell Seeker's involvement. This data collection rule is true for all managed operations.

Once the questionnaire for the managed operation is completed, Rule #1 applies to the person managing the operation. The additional operation must be recorded as **Operation 2** if Shell Seeker has a separate individual or partnership operation. **In the case where Shell Seeker is no longer the manager of Eggs-traordinary Inc., correct the label to reflect the new manager’s name, write an explanatory note, and complete the questionnaire for Eggs-traordinary Inc.**

**Rule #3:** Information for OpDomStatus 99 operations will only be collected for the operation named on the label.

Alfalfa Acres Farm    opdom 99 Spanky N Darla RR 2 Box 11 Anytown, YS 12345
--------------------------------------------------------------------------------------

*OpdomStatus 99—Operations Require Special Handling*

This example shows an **OpDomStatus 99** operation. OpDomStatus 99 is used to indicate that the Target Name is the **Operation Name** shown on the label, and not the **individual's name**. **Complete one questionnaire for the operation named on the label.** Even though the individual named on the label (Spanky N. Darla) may be involved in other operations, do not complete additional questionnaires for the other operations. The designation of OpDomStatus 99 is reserved for extremely large or complicated operating arrangements. The Field Office will provide special instructions for handling OpDomStatus 99 situations.

Examples of typical OpDomStatus 99 operations include:

- Operators with numerous operating arrangements. Each operation is maintained as a separate OpDomStatus 99 record by the State Office to minimize respondent burden.
- Large, stable firms that may readily change managers or operators.
- Operations that require different individuals be contacted for various types of data.
- Multiple farm or ranch units operated by the same individual.

## Beginning Time

Record the **beginning time** (military) of the interview when the respondent agrees to cooperate on the survey and you actually start the interview. We use interview times to find out how much respondent time we are using (as a measure of respondent burden) in collecting data. We are trying to reduce interview times as much as possible and still collect the high quality data that we need.

## Item 1: Target Name and Address Verification

All questionnaires will have one or more labels. If an individual's name (JOHN SMITH) appears under the ID line and the first line is blank, this is the Target Name (unless the opDomStatus is 99). If the first line contains a combination of individual names (JOHN AND BILL SMITH) or an operation name (SMITH FARMS), then the individual's name on the next line down is the Target Name.

If the opDomStatus is 99, then the name of the operation shown below the ID line is the Target Name.

**Remember: The Target Name for OpDomStatus 99 NEVER CHANGES. The person operating the farm (the farm operator) may change, but the target name is always the Operation identified on the label.**

The first thing you will do is verify the name and address for the Target Name. If there are partner labels, be sure that partner names and addresses are correct, and that all partners are listed. Mark through the names of any partners no longer involved in the operation. Record the names and addresses of any partners who are not listed.

Examples of common corrections are:

<p>CRAIG BRADLEY <del>RR 1</del> 5 Elm Drive RED OAKS YS 46725</p>	<p>Middle name is Alan MARK HAYES RR 1 BOX 50 DEARCREEK YS 54670</p>
<p>Bob isn't a partner TOM &amp; <del>BOB</del> SANDERS TOM SANDERS 9295 OLD HWY 22 AMHERST YS 26477</p>	<p>New manager: Dave Hagel FLYING J RANCH <del>BOB R ELLIOTT MGR</del> RR 2 BOX 99 EDNA YS 43212</p>

## Item 2: Screening for Agricultural Activity

Farm operations in each State are sampled for the phase II of the ARMS based on list frame information about crop acreage and gross value of farm sales. Agribusiness firms and agricultural services that do not produce crops or livestock of their own should have been excluded from the sample, but it is possible some names were mis-classified. Screening questions help determine if the selected name is eligible for this survey.

Abnormal (Institutional) farms such as prison farms, private or university research farms, high school FFA farms, not-for-profit farms operated by religious organizations, and Indian reservations are excluded from the survey. Production practices, costs, and income characteristics of these operations are not representative of the general farm population. If your assignment includes any of these farms, notify your supervisor or the survey statistician.

If an operation was in business during part of 2007 but went out of business during the year, complete a questionnaire for the part of the year during which the operation did business. If the operation was taken over by another operator or operation when it went out of business, make a note of this. This note should include a name, address, phone number, and any other pertinent information about the new operation.

Be sure to check the appropriate box in Item 2. If the answer to a question is YES, skip to Item 3. If **any** of these statements is true for the operation, the operation is considered “in business”.

If **all** statements in Item 2 are NO, then go to the Conclusion, on the back page.

### **Item 2a: Crops or Hay in 2007**

To qualify as growing a crop, the operation must have made the decisions on planting, caring for, and/or harvesting the crop. This means that landlords should not report crops grown by others on land they rent. It may be necessary to point out that the term “crops” includes any field crops, fruits, vegetables, miscellaneous crops, Christmas trees, maple syrup, and short rotation woody crops (softwood varieties grown for pulpwood).

#### **Include:**

- field crops, hay, fruit and nut crops, oilseeds, vegetables, mushrooms, flowers, nursery stock, greenhouse crops, Christmas trees, etc.

#### **Exclude:**

- home gardens, commercial timber, and landlord share of crops received as payment for land rented to someone else.

If this item is checked YES, then skip remaining screening questions and go to Item 3.

### **Item 2b: Sales of Agricultural Products or Receipt of Government Agricultural Payments**

The respondent should include the sales of crops, livestock, fish, and other products from the total land in the operation. **Exclude situations where the respondent is a landlord who only sold agricultural products received as share rent from land which was rented out.**

Include any government payments received under the farm program, conservation programs, etc. **Do not include program payments received by landlords for land rented out to someone else.**

If this item is checked YES, go to Item 3.

### **Item 2c: Livestock or Poultry in 2007**

Livestock owned by this operation as well as any livestock this operation is raising under contract for another person or firm, should be included.

#### **Include:**

- (1) all cattle, hogs, sheep, mules, goats, chickens, turkeys, ducks, geese, bees, rabbits, mink or other fur bearing animals, and fish that are raised commercially or for home consumption. FFA and 4-H livestock projects should also be included.
- (2) livestock and poultry being raised by this operation under contract for another person or firm.

#### **Exclude:**

- (1) operations that ONLY have FOUR OR FEWER pleasure horses, and any number of other animals kept only for pleasure use or as pets.
- (2) horse boarding operations, riding stables, or race horse training operations that do not have other agricultural items.
- (3) Slaughter or packinghouses, auction barns, stockyards, or order buyers. These operations have livestock which are committed for slaughter. The presence of these livestock alone does not qualify an operation for the survey.

### **Out-of-Business Determination**

If Items 2a, 2b, and 2c and all NO, then the selected operation is considered to be out-of-business for the 2007 ARMS. Therefore, the interview should be ended before burdening the respondent to complete the questionnaire.

**Go to the bottom of the Back Page and complete the following administrative items: Response code, Respondent code, Mode code, Ending Time, Date, and Enumerator ID.**

### Item 3: Operating Arrangement

We are interested in how the operation was managed on a day-to-day basis and not the LEGAL definition of the operation is.

Check the appropriate box to indicate how the day-to-day decisions are made for the operation.

- **Individual Operator:** The Target Name makes all day-to-day decisions. This Target Name may be the land owner, or a person who is renting or leasing land. Enter code '1', and go to item 5.
- **Hired Manager:** A hired manager is a person paid by the Target Name to make all day-to-day decisions. Key criteria for checking hired manager are (1) the person is paid by the owner; and (2) the person is responsible for day-to-day decisions. Enter code '8', and go to item 5.
- **Partners:** Each person in the partnership contributes to making day-to-day decisions. Partners may or may not share equally in day-to-day decisions. Landlord-tenant, cash rent, and share crop arrangements are not considered partnerships. Enter the total number of persons (including the operator) sharing the day-to-day decisions.

### Item 4: Number of Partners

Enter the number of partners, including the operator, in the box provided. Continue with Item 4a.

#### Item 4a: Partners Name and Address

If the Field Office has attached pre-printed partner name and address labels, verify with the respondent that the information is correct. If partners are no longer involved in the operation, cross out the pre-labeled name and make appropriate notes. If partners have been added to the operation, enter the names and addresses of additional partners.

#### Include:

Only partners who share in decision making for this operation.



**Exclude:**

Landlords, tenants, and any 'silent partners' who do not share in the day-to-day decision making for this operation.

**Item 5: Acres of Cropland in 2007**

Enter the number of acres considered to be cropland. Cropland is any tillable land currently in crop production or land that has previously been tilled and used for crops and could be tilled again without additional improvements. For clarity, this operation (the target operation) is considered 'Operation 1'.

Acres should be recorded in tenths (1/10) of acres. For example, 200 acres should be entered as 200.0.

**Include:**

- (1) land in crop-pasture rotation and cropland used for pasture or grazing during the current year.
- (2) land in summer fallow.
- (3) idle cropland (no crops planted or harvested in current year).
- (4) cropland diverted for government programs (including CRP), unless the land is planted to trees.
- (5) fruit orchards, vineyards, nut trees, and citrus groves.
- (6) vegetables, melon crops, and other specialty foods.
- (7) nursery crops, turf grass, sod, and Christmas Trees.
- (8) land in hay crops, excluding wild hay.
- (9) pasture land tilled in the past if the land could be tilled again without first clearing brush, trees, undergrowth, etc.

**Exclude:**

- (1) pasture and rangeland that has never been tilled.
- (2) wild hay land. Although wild hay is considered a crop, wild grasses cut for hay should not be included in acres of cropland.
- (3) government program acres planted to trees. These acres are woodland.
- (4) woodland and wasteland.

**Item 5a: Acres of Apples in 2007**

Enter the number of acres (bearing and nonbearing) of apples for the 2007 crop year. Be sure to include acres planted that were (or will be) destroyed, abandoned, etc. **It is important to remember to exclude any acreage that are rented or leased to others.**

Acres should be recorded in tenths (1/10) of acres. For example, 200 acres should be entered as 200.0.

**Item 6: Additional Operations**

This question determines if the Target Name made day-to-day decisions for any other operations in 2007. This item is only completed for non-opDomStatus 99 operations that are in-business during 2007.

If the Field Office already knows about additional operations associated with the target name, there should be labels for up to 5 additional operations (Operation 2, Operation 3, Operation 4, and Operation 5).

**Include:**

- (1) A person who operates a farm or ranch as an individual operator and is also a partner in a partnership operation;
- (2) An individual operator who also manages a separate operations; and
- (3) A partner in one operation who is also involved in another partnership.

**Exclude:**

- (1) Landlord, tenant
- (2) cash-rent arrangements, and
- (3) share crop arrangement.

Rental or share crop arrangements are generally not separate land arrangements, and should be included as part of the operation in the original questionnaire.

**Special Situations**

Do not include operations not already listed for which the target name is a hired manager.

A special situation exists if the operation on the Face Page of the questionnaire is a managed operation. If the Target Name is still the hired manager, there is no problem; handle it as you would normally.

If the label for the operation on the Face Page is a managed operation and was still in business in 2007 under a new hired manager, you will contact the new hired manager and collect data for the operation named on the Face Page.

**If the Operator Does Not Have Other Operations**

If there are no other operations, enter '1' in cell 0923, then go to Section A – Apple Block Selection of the questionnaire and begin the interview.

**Item 6a: Total Number of Operating Arrangements**

Enter the TOTAL number of operating arrangements, including the sampled operation labeled on the face page of the questionnaire in cell 0923.

Entering a “2” for this item indicates the operator makes day-to-day decisions for two operations (the one labeled on the Face Page of the questionnaire and one additional operation).

**Item 6b: Identifying Additional Operating Arrangements**

Complete or verify the names and addresses, including partners, for each additional operation. If the operator had a third operation, complete or verify the information for that operation, etc.

Mark out any operations the target name was not associated with in 2007. If any partner names are not listed, add them.

If the target name is involved (either as individual operator or as a partner) with any other operations which are not pre-labeled, record these. In the partner space record the names of all of the partners other than the target name associated with each additional operation. *Although rare, it is possible for the total number of operations (item 6a, cell box 0923), to be greater than 5. For the purpose of random selection of operations, 5 is sufficient to both minimize respondent burden and to reduce bias.*

## Operation 2

### Item a: Day-to-day Decisions for Operation 2

For each of the additional operations, check the appropriate box to explain how the day-to-day decisions were made in 2007.

We are interested in how day-to-day decisions were made for this additional operation, not the legal definition of the operation.

Check the appropriate box to indicate how the day-to-day decisions are made for the operation.

- **Individual Operator:** The Target Name makes all day-to-day decisions. This Target Name may be the land owner, or a person who is renting or leasing land. Enter code '1', and continue with item b.
- **Hired Manager:** A hired manager is a person paid by the Target Name to make all day-to-day decisions. Key criteria for checking hired manager are (1) the person is paid by the owner; and (2) the person is responsible for day-to-day decisions. Enter code '8', and continue with item b.
- **Partners:** Each person in the partnership contributes to making day-to-day decisions. Partners may or may not share equally in day-to-day decisions. Landlord-tenant, cash rent, and share crop arrangements are not considered partnerships. Enter the total number of persons (including the operator) sharing the day-to-day decisions.

**Item b: Acres of Cropland in 2007 – Operation 2**

Enter the number of acres considered to be cropland. Cropland is any tillable land currently in crop production or land that has previously been tilled and used for crops and could be tilled again without additional improvements. Acres should be recorded in tenths (1/10) of acres. For example, 200 acres should be entered as 200.0.

**Include:**

- (1) land in crop-pasture rotation and cropland used for pasture or grazing during the current year.
- (2) land in summer fallow.
- (3) idle cropland (no crops planted or harvested in current year).
- (4) cropland diverted for government programs (including CRP), unless the land is planted to trees.
- (5) fruit orchards, vineyards, nut trees, and citrus groves.
- (6) vegetables, melon crops, and other specialty foods.
- (7) nursery crops, turf grass, sod, and Christmas Trees.
- (8) land in hay crops, excluding wild hay.
- (9) pasture land tilled in the past if the land could be tilled again without first clearing brush, trees, undergrowth, etc.

**Exclude:**

- (1) pasture and rangeland that has never been tilled.
- (2) wild hay land. Although wild hay is considered a crop, wild grasses cut for hay should not be included in acres of cropland.
- (3) government program acres planted to trees. These acres are woodland.
- (4) woodland and wasteland.

### Item c: Acres of Apples in 2007 – Operation 2

Enter the number of acres (bearing and nonbearing) of apples for the 2007 crop year. Be sure to include acres planted that were (or will be) destroyed, abandoned, etc. **It is important to remember to exclude any acreage that are rented or leased to others.** Acres should be recorded in tenths (1/10) of acres. For example, 200 acres should be entered as 200.0.

#### ENUMERATOR ACTION

Refer to Item 6a. If the operator makes day-to-day decisions for more than 2 operations, then continue gathering information for additional operations. Otherwise, go to the Operation Selection Section, Item 7.

### Operation 3

#### Item a: Day-to-day Decisions for Operation 3

For each of the additional operations, check the appropriate box to explain how the day-to-day decisions were made in 2007.

We are interested in how day-to-day decisions were made for this additional operation, not the legal definition of the operation.

Check the appropriate box to indicate how the day-to-day decisions are made for the operation.

- **Individual Operator:** The Target Name makes all day-to-day decisions. This Target Name may be the land owner, or a person who is renting or leasing land. Enter code '1', and continue with item b.
- **Hired Manager:** A hired manager is a person paid by the Target Name to make all day-to-day decisions. Key criteria for checking hired manager are (1) the person is paid by the owner; and (2) the person is responsible for day-to-day decisions. Enter code '8', and continue with item b.
- **Partners:** Each person in the partnership contributes to making day-to-day decisions. Partners may or may not share equally in day-to-day decisions. Landlord-tenant, cash rent, and share crop arrangements are not considered partnerships. Enter the total number of persons (including the operator) sharing the day-to-day decisions.

**Item b: Acres of Cropland in 2007 – Operation 3**

Enter the number of acres considered to be cropland. Cropland is any tillable land currently in crop production or land that has previously been tilled and used for crops and could be tilled again without additional improvements. Acres should be recorded in tenths (1/10) of acres. For example, 200 acres should be entered as 200.0.

**Include:**

- (1) land in crop-pasture rotation and cropland used for pasture or grazing during the current year.
- (2) land in summer fallow.
- (3) idle cropland (no crops planted or harvested in current year).
- (4) cropland diverted for government programs (including CRP), unless the land is planted to trees.
- (5) fruit orchards, vineyards, nut trees, and citrus groves.
- (6) vegetables, melon crops, and other specialty foods.
- (7) nursery crops, turf grass, sod, and Christmas Trees.
- (8) land in hay crops, excluding wild hay.
- (9) pasture land tilled in the past if the land could be tilled again without first clearing brush, trees, undergrowth, etc.

**Exclude:**

- (1) pasture and rangeland that has never been tilled.
- (2) wild hay land. Although wild hay is considered a crop, wild grasses cut for hay should not be included in acres of cropland.
- (3) government program acres planted to trees. These acres are woodland.
- (4) woodland and wasteland.

### Item c: Acres of Apples in 2007 – Operation 3

Enter the number of acres (bearing and nonbearing) of apples for the 2007 crop year. Be sure to include acres planted that were (or will be) destroyed, abandoned, etc. **It is important to remember to exclude any acreage that are rented or leased to others.** Acres should be recorded in tenths (1/10) of acres. For example, 200 acres should be entered as 200.0.

#### ENUMERATOR ACTION

Refer to Item 6a. If the operator makes day-to-day decisions for more than 3 operations, then continue gathering information for additional operations. Otherwise, go to the Operation Selection Section, Item 7.

### Operation 4

#### Item a: Day-to-day Decisions for Operation 4

For each of the additional operations, check the appropriate box to explain how the day-to-day decisions were made in 2007.

We are interested in how day-to-day decisions were made for this additional operation, not the legal definition of the operation.

Check the appropriate box to indicate how the day-to-day decisions are made for the operation.

- **Individual Operator:** The Target Name makes all day-to-day decisions. This Target Name may be the land owner, or a person who is renting or leasing land. Enter code '1', and continue with item b.
- **Hired Manager:** A hired manager is a person paid by the Target Name to make all day-to-day decisions. Key criteria for checking hired manager are (1) the person is paid by the owner; and (2) the person is responsible for day-to-day decisions. Enter code '8', and continue with item b.
- **Partners:** Each person in the partnership contributes to making day-to-day decisions. Partners may or may not share equally in day-to-day decisions. Landlord-tenant, cash rent, and share crop arrangements are not considered partnerships. Enter the total number of persons (including the operator) sharing the day-to-day decisions.



**Item b: Acres of Cropland in 2007 – Operation 4**

Enter the number of acres considered to be cropland. Cropland is any tillable land currently in crop production or land that has previously been tilled and used for crops and could be tilled again without additional improvements. Acres should be recorded in tenths (1/10) of acres. For example, 200 acres should be entered as 200.0.

**Include:**

- (1) land in crop-pasture rotation and cropland used for pasture or grazing during the current year.
- (2) land in summer fallow.
- (3) idle cropland (no crops planted or harvested in current year).
- (4) cropland diverted for government programs (including CRP), unless the land is planted to trees.
- (5) fruit orchards, vineyards, nut trees, and citrus groves.
- (6) vegetables, melon crops, and other specialty foods.
- (7) nursery crops, turf grass, sod, and Christmas Trees.
- (8) land in hay crops, excluding wild hay.
- (9) pasture land tilled in the past if the land could be tilled again without first clearing brush, trees, undergrowth, etc.

**Exclude:**

- (1) pasture and rangeland that has never been tilled.
- (2) wild hay land. Although wild hay is considered a crop, wild grasses cut for hay should not be included in acres of cropland.
- (3) government program acres planted to trees. These acres are woodland.
- (4) woodland and wasteland.

### Item c: Acres of Apples in 2007 – Operation 4

Enter the number of acres (bearing and nonbearing) of apples for the 2007 crop year. Be sure to include acres planted that were (or will be) destroyed, abandoned, etc. **It is important to remember to exclude any acreage that are rented or leased to others.** Acres should be recorded in tenths (1/10) of acres. For example, 200 acres should be entered as 200.0.

#### ENUMERATOR ACTION

Refer to Item 6a. If the operator makes day-to-day decisions for more than 4 operations, then continue gathering information for additional operations. Otherwise, go to the Operation Selection Section, Item 7.

### Operation 5

#### Item a: Day-to-day Decisions for Operation 5

For each of the additional operations, check the appropriate box to explain how the day-to-day decisions were made in 2007.

We are interested in how day-to-day decisions were made for this additional operation, not the legal definition of the operation.

Check the appropriate box to indicate how the day-to-day decisions are made for the operation.

- **Individual Operator:** The Target Name makes all day-to-day decisions. This Target Name may be the land owner, or a person who is renting or leasing land. Enter code '1', and continue with item b.
- **Hired Manager:** A hired manager is a person paid by the Target Name to make all day-to-day decisions. Key criteria for checking hired manager are (1) the person is paid by the owner; and (2) the person is responsible for day-to-day decisions. Enter code '8', and continue with item b.
- **Partners:** Each person in the partnership contributes to making day-to-day decisions. Partners may or may not share equally in day-to-day decisions. Landlord-tenant, cash rent, and share crop arrangements are not considered partnerships. Enter the total number of persons (including the operator) sharing the day-to-day decisions.

**Item b: Acres of Cropland in 2007 – Operation 5**

Enter the number of acres considered to be cropland. Cropland is any tillable land currently in crop production or land that has previously been tilled and used for crops and could be tilled again without additional improvements. Acres should be recorded in tenths (1/10) of acres. For example, 200 acres should be entered as 200.0.

**Include:**

- (1) land in crop-pasture rotation and cropland used for pasture or grazing during the current year.
- (2) land in summer fallow.
- (3) idle cropland (no crops planted or harvested in current year).
- (4) cropland diverted for government programs (including CRP), unless the land is planted to trees.
- (5) fruit orchards, vineyards, nut trees, and citrus groves.
- (6) vegetables, melon crops, and other specialty foods.
- (7) nursery crops, turf grass, sod, and Christmas Trees.
- (8) land in hay crops, excluding wild hay.
- (9) pasture land tilled in the past if the land could be tilled again without first clearing brush, trees, undergrowth, etc.

**Exclude:**

- (1) pasture and rangeland that has never been tilled.
- (2) wild hay land. Although wild hay is considered a crop, wild grasses cut for hay should not be included in acres of cropland.
- (3) government program acres planted to trees. These acres are woodland.
- (4) woodland and wasteland.

### **Item c: Acres of Apples in 2007 – Operation 5**

Enter the number of acres (bearing and nonbearing) of apples for the 2007 crop year. Be sure to include acres planted that were (or will be) destroyed, abandoned, etc. **It is important to remember to exclude any acreage that are rented or leased to others.** Acres should be recorded in tenths (1/10) of acres. For example, 200 acres should be entered as 200.0.

## **Enumerator Action for Operation Selection**

If the operator makes day-to-day decisions for more than one operation, then this section helps reduce respondent burden by helping the respondent focus on only one of the operations. *Items 7, 8, and 9 are all enumerator action items. Enumerator must practice this prior to conducting interviews.*

### **Item 7: Number of Operations Reporting Apples**

If there is only ONE operation reporting apple acres, enter “1” for Item 7 and go to Section A.

**It is possible that none of the operations for which the target operator makes day-to-day decisions for have the target commodity of interest. If this is the case, make notes and then go to item 4 on the back page to conclude the interview.**

If there is more than one operation reporting apple acres, check YES and enter the total number of operations reporting apple acres. You must use the Random Operation Label to randomly pick one operation to focus on for Section A.

### **Item 8: Random Operation Label**

The Field Office will place a Random Operation Label (see Figure 1 on last page) on the Operation Selection page in each questionnaire. Read across the Operation line to match the number of operations you listed in Item 7. On the Selection line immediately below the Operation line identifies the counting order of operations with apples and not necessarily the operation number.

Circle the pair of numbers on the label associated with the number recorded in Item 7. Write the randomly selected block number in Item 8.

Practice this procedure until you are comfortable with using the Random Operation Label.

### Item 9: Informing Respondent of Operation Selection

Tell the respondent which operation is selected, and be certain that both of you can identify the operation.

**For Section A of the questionnaire, the respondent must be able to focus on the selected operation, and provide you with information for only that operation.**

#### Example 1: Random Operation Selection

The respondent tells you that he makes day-to-day decisions for 4 operations. It turns out the apples are grown only on Operation 1, Operation 3, and Operation 4. Operation 2 is rented land on which he grows Nursery Stock. He also tells you that he operates individually on all four operations. Cropland Acres for Operations 1, 2, 3, and 4 are 150.0, 25.0, 50.0, and 75.0 respectively. On Operation 1, there are 45.0 bearing acres of apples and 30.0 nonbearing acres of apples. On Operation 3, all 50.0 acres are in apples. On Operation 4, 70.0 acres are in apples. Refer to Figure 1.

- 1) **Operation 1:** For Item 5, enter '150.0' for cropland acres. For Item 5a, enter '75.0' for total apple acres.
- 2) For Item 6a, enter '4' for total number of operations.
- 3) **Operation 2:** For Item a, enter '1' for operating arrangement. For Item b, enter '25.0' for cropland acres. Item c, apple acres, should be blank. Since there are 4 operations, check YES at the bottom of the page and continue.
- 4) **Operation 3:** For Item a, enter '1' for operating arrangement. For Item b, enter '50.0' for cropland acres. For Item c, enter '50.0' for total apple acres. Since there are 4 operations, check YES at the bottom of the page and continue.
- 5) **Operation 4:** For Item a, enter '1' for operating arrangement. For Item b, enter '75.0' for cropland acres. For Item c, enter '70.0' for total apple acres. Since there are only 4 operations, check NO at the bottom of the page and go to Item 7 to begin the Operation Selection procedure.

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- 6) For Item 7, check YES and enter '3'.
- 7) Locate the number 3 on the OPR line of the Random Operation Label (Figure 1).

**Figure 1** Example of a Random Operation Label

ST: xx	OPER				
OPERATION:	1	2	3	4	5
SELECTION:	1	1	2	3	2

- 8) Circle the pair of numbers on the label associated with the number 3. For this example, the random number selected is '2'.
- 9) Record the randomly selected operation number, number 2, in Item 8.
- 10) Since the selected number identifies the counting order of operations with apples, then the selected operation is Operation 3 (or the second operation with apples). Be sure that the respondent knows which operation this is.

## Chapter 5 - Completing the Apple Questionnaires

### Overview

This section provides an overview of how Chapter 5 is organized. It also describes notations used in the chapter for guidance.

Chapter 5 contains question-by-question instructions for every item in every section of the questionnaires for Phase II. **This manual covers instructions for 2 questionnaire versions for 2007: Apple PPCR (V3) and Organic Apple PPCR (V4).** The ARMS Phase II questionnaire sections are listed in Exhibit 5.1 at the end of this overview.

Questions have the same numbering and instructions on all versions. Particular questions do not appear in every version or are not asked for every target commodity. For these questions, two notations are used to identify the version number and the crop:

1. The notation ***V#*** (in ***BOLD ITALICS***) appears under the question item number in the question-by-question instructions in this manual. This indicates version(s) in which the question appears. For example, if the notation ***V3*** appears, this indicates that the item applies only to Version 3.
2. The name of the Crop(s) for which the question is asked appears in italics beneath the ***V#*** indication.

For example, the following notation indicates that the question only applies to questionnaire Versions 4 (Organic Apples):

***V4***  
*Organic Apples*

3. **If there is no version notation, the question is asked in all versions.**

As you read the manual, refer to copies of your State's questionnaire(s). If you are working in a State not doing a particular version, ignore instructions that do not apply to your State.

**Exhibit 5.1: Questionnaire Sections**

<b><u>Section</u></b>	<b><u>Section Title</u></b>
	Screening
A	Apple Block Selection
B	Block Characteristics
C	Fertilizer and Nutrient Applications
D	Pesticide Applications
E	Pest Management Practices
F	Field Operations
G	Irrigation
H	Management



## Section A - Target Commodity Block Selection

### What is Section A for anyway?

Block level samples supply the specific details needed for the economic and chemical use analysis for that block of the targeted commodity. Each block must be randomly selected from all of the operation's blocks of the target crop for the block sampled to be representative of all blocks of the commodity of interest. Simple random sampling procedures are used for block selection.

A **block** is defined as an identifiable unit of similar trees that use the same management system. A block in orchard production is similar to a field in field crop production with the exception that a block may contain more than one variety of the same species. For example, an apple block may contain several different varieties of apples but the management system for each variety is the same. *In some places, farmers may refer to the same thing as a field. In this case, use the appropriate term for your area.*

Beginning with Section B, questions in the questionnaire refer only to the block selected in Section A.

### Item 1: Total Acreage of Target Commodity

Enter the total number of apple acres on this operation both bearing and non-bearing for the 2007 crop year.

Acres should be recorded in tenths (1/10) of acres. For example, 50 acres should be entered as 50.0.

#### **INCLUDE:**

- 1) All bearing and non-bearing acreage in apple trees.
- 2) Acreage in trees for the selected operation.

#### **EXCLUDE:**

- 1) Abandoned orchards.
- 2) Acres operated by someone else. For instance, exclude acres operated by someone else who rents cropland from this operator.

### **Item 1a: Year Apple Operation was Started**

Enter the year the operator (name of label) began his apple operation. We are interested in when the operator took over the operation (whether he established it or it already existed).

### **Item 1b: Year Operator Began Producing Apples**

Item 1b asks the respondent to report the first year his trees began to produce apples. This questions involves when the apple trees on the operation started to bear fruit.

### **Item 1c (i) (ii) (iii): Apple Varieties and Acreage**

List the top five varieties grown on the selected operation. Show list of the most common Apple varieties in the Respondent Booklet. For Column 1c(i), record the 3-digit code that corresponds with the apple variety listed. Record the total number of bearing acres for the specified variety in Column 1c(ii). Record the total number of non-bearing acres for the specified variety in Column 1c(iii). The sum of Columns 1c(ii) and 1c(iii) must equal total acres reported in Item 1.

**Acres Established in 2007** - Column 1c(iv) is intended to be a subset of **Non-Bearing Acres** - Column 1c(iii). If there are no non-bearing acres for a particular variety, then the corresponding Column 1c(iv) must be blank.

**If Bearing Acres - Column 1c(ii) is completely blank, make notes, then go to item 4 on the back page to conclude the interview.**

### **Item 1d: Certified Organic Acres**

V3  
*Apples*

Organic refers to the way agricultural products—food and fiber—are grown and processed. Organic food production is based on a system of farming that maintains and replenishes soil fertility without the use of toxic and persistent pesticides and fertilizers. Organic foods are minimally processed without artificial ingredients, preservatives, or irradiation to maintain the integrity of the food. "Certified Organic" means the item has been grown according to strict uniform standards that are verified by independent state or private organizations. Certification includes inspections of farm fields and processing facilities, detailed record keeping, and periodic testing of soil and water to ensure that growers and handlers are meeting the standards which have been set.

Organic farming standards differ fundamentally from conventional ones in their primary focus on management practices that promote and enhance ecological harmony. For a crop to be certified as organic, genetically modified seed cannot be used, nor can any synthetic fertilizer or pesticide. Enter the total number of acres in the selected operation that were Certified Organic in 2007.

## Item 2: Total Number of Blocks

Item 2 asks for the number of blocks with bearing apples on the selected operation for the 2007 crop. Do not skip this question, rush through it, or accept vague estimates of the number of blocks. It is absolutely essential that this question be enumerated correctly. The accuracy with which statisticians can make estimates from the one selected block to represent the whole commodity enterprise is seriously jeopardized if this item is incorrect. This total number of blocks will be used to expand the block level data collected in this questionnaire.

For *V4 – Organic Apple PPCR*, record the total number of bearing **certified** organic apple blocks for the selected operation.

### **Record the total number of blocks with bearing acres.**

If the operator had only 1 block of the target commodity, enter a “1” in Item 2 and a “1” in Item 4. Then go to Item 5 and explain to the respondent that the remainder of the questions will be about this specific block.

If the operator has more than 1 block of the target commodity, enter the number of blocks in Item 2 and continue with Item 3.

In some instances, the respondent may begin listing the target commodity blocks in order to determine a count of blocks. If this happens, you should be prepared to enter the blocks in Item 3 and then return to Item 2 to record the total number of blocks. The important things to remember are: All blocks must be listed to ensure a random selection; and, the total number of blocks must be accurate to ensure the data are correctly expanded.

### Item 3: Identification of Blocks

Item 3 uniquely identifies every target commodity block. It is extremely important that all blocks are listed and that the actual number of blocks are accurately recorded in Item 2.

Ask the respondent to list the apples blocks for the operation. **If there are more than 18 blocks, list only the 18 blocks closest to the operator's permanent residence.** Record each block on the lines provided in the questionnaire. After listing all individual blocks, the operator may report a more accurate number of total blocks. In this situation, update the number of blocks in Item 2 to reflect the correct number.

For *V4 – Organic Apple PPCR*, list and describe the blocks of bearing **certified** organic apples only.

You may list blocks in any order. Do not skip any lines when completing this listing.

Operators can list blocks using any description that is meaningful to them. Some operations have a formal block numbering or naming system, but others may use informal names or descriptions for their blocks. Many operators identify blocks using some combination of their location and acreage. Many refer to their blocks by the name of the current or previous property owner. It does not matter what kind of block identification system is used, as long as the respondent can list the blocks by names, numbers, or other description, and knows which block is which.

If the operator is unable to list the apple blocks by name, number, or other description, use the field/block selection grid to draw off (up to 18 of) the operation's blocks closest to the operator's permanent residence. The block selection grid is printed on a separate Field/Block Selection Supplement.

Prior experience has shown the grid to be very beneficial in the rare cases when the respondent cannot adequately describe the blocks without drawing them.

### Item 4: Random Number Selection

If there is only ONE apple block (Item 2 is 1), enter “1” for Item 4 and go to Item 5. If there is more than one block, you must use the Random Number Label to randomly pick one block to focus on for the rest of the interview. The Field Office will place a Random Number Label (see Figure 2 on page 5010) on the Block Selection page in each questionnaire. Read across the FLD (field) line to match the number of blocks you listed in Item 2. On the SEL (selected) line immediately below the FLD line is the number of the randomly selected block.

Circle the pair of numbers on the label associated with the last numbered block line in Item 3. Write the randomly selected block number in Item 4. Circle the randomly selected block in the Item 3 listing. This helps both you and the respondent identify the randomly selected block.

Practice this procedure until you are comfortable with using the Random Number Label. Randomness of block selection is another essential element in making accurate estimates for the whole target commodity enterprise from just one selected target commodity block.

### Item 5: Informing Respondent of Block Selection

Tell the respondent which target commodity block is selected, and be certain that both of you can identify block.

**For the remainder of the interview, the respondent must be able to focus on the selected block, and provide you with information for only that block.**

### Field/Block Selection Grid Supplement

This procedure is rarely necessary, but be prepared to use it so that the interview begins smoothly. The reason we use the field/block selection grid is to be able to list the respondent's blocks systematically so that a single block may be randomly selected.

You will not need this procedure if the respondent has names or numbers for the blocks, or is able to describe them. The exception may be when the operator has more than 18 blocks, and it is difficult to identify the 18 blocks closest to the operator's permanent residence.

## Mapping Blocks on the Field/Block Selection Grid Supplement

Beginning with the block closest to the operator's residence, draw off the operation's blocks. There is no need to draw off more than 18 blocks, since the Random Number Label accounts for up to 18 fields/blocks. Sketch in any boundaries such as roads and rivers which may help you and the respondent locate the blocks accurately. It may be helpful to use a county map along with the grid.

Do not spend a lot of time trying to make your map a work of art. Drawing to scale is not important, but the relative location of blocks to the operator's permanent residence is important. The block furthest north should be nearest the top of the grid, and the block furthest west should be at the far left of the grid.

Once blocks are drawn on the grid, you are ready to begin numbering them. Number the (up to 18) blocks drawn from 1 to 18, and then continue with the random block selection with the random number label.

## Using Farm/Ranch Maps

If the respondent has a farm or ranch map for you to write on, locate and mark (an X is fine) up to 18 of the operation's blocks. Begin numbering the blocks as you mark them. Remember, we are locating the blocks closest to the operator's permanent residence. Continue marking and numbering up to a maximum of 18 blocks per operation.

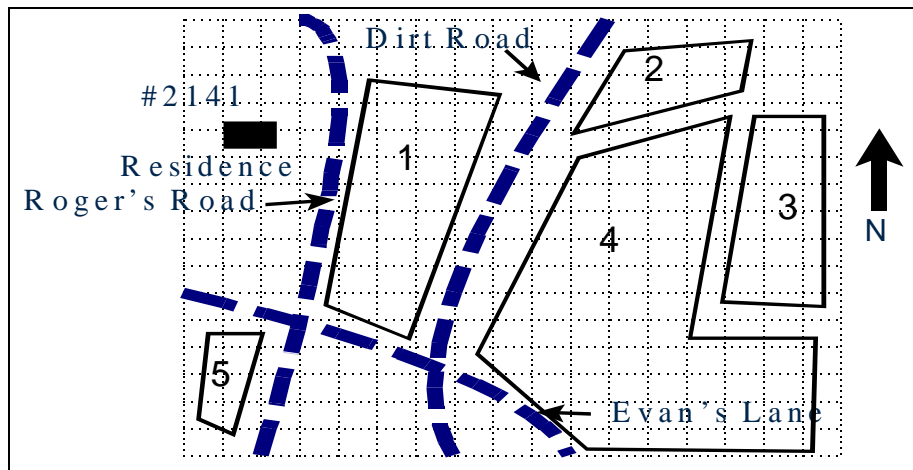
Some operators have copies of maps or aerial photos from their local county office of USDA's Farm Service Agency (FSA). The operator's blocks are drawn off on these maps or aerial photos and identified with letters and numbers. These maps may also be helpful in the block selection process for this survey. On these FSA maps, identify the operation's apple blocks, mark them, and number them, beginning with number 1. Or you may use the FSA letters and numbers when listing the blocks in Item 3.

Whatever method you (and the respondent) use to number the blocks, it is important that you and the operator can identify the selected block when you've completed block selection. Do not proceed with the interview until you are sure he can specifically reference the selected block.

## Numbering the Blocks

Begin numbering the blocks. If there are 18 or less blocks, you can number in any sequence you want. If there are 19 or more blocks, number the 18 blocks closest to the operator's permanent residence. However, the block closest to the residence does not have to be "1", and the next closest "2". You only need to list the closest 18 blocks to the residence.

**Figure 1** Mapping Fields/Blocks on the Field Selection Supplement



### Example 1: Random Block Selection

The respondent tells you that there are 5 blocks of bearing apples on the operation, but does not have identifying names or numbers for them. The respondent does not feel confident about describing them very well, but says drawing them would help. Refer to Figure 1.

- 1) For Item 2, enter "5".
- 2) Get a Field/Block Selection Grid Supplement. Copy the ID, Tract and Subtract from the questionnaire to the supplement and enter the commodity name. OR You may use a map of blocks supplied by the respondent.
- 3) Draw the 5 blocks on the grid (or map) in relation to the operator's residence.
- 4) Number the blocks drawn on the grid (map). Continue with Item 3, and list the 5 blocks as the respondent identifies them.
- 5) Locate the number 5 on the FLD line of the Random Number Label (Figure 2).

Figure 2: Example of a Random Number Label

Target commodity									
FLD:	1	2	3	4	5	6	7	8	9
SEL:	1	2	2	4	1	5	7	6	2
FLD:	10	11	12	13	14	15	16	17	18
SEL:	5	6	10	9	10	14	11	8	16

- 6) Circle the pair of numbers on the label associated with the number 5. For this example, the random number selected is '1'. The target commodity FLD listed on line 1 of Item 3 is selected as the random block. Circle block 1 in the Item 3 listing and on the grid (or map).
- 7) Record the randomly selected block number, number 1, in Item 4.
- 8) Identify this block for the respondent as the selected block for this interview. Be sure that the respondent knows which block this is. Tell the respondent that most of your questions will be about this selected block, and that these questions should be answered with information about this block only.

It may help the respondent to stay focused on the selected block if you refer to it occasionally during the interview using the same description reported to you. For



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example, when you originally listed the operation's 5 blocks of the target commodity, the respondent called Block #1 "45 acres on Smitty's." Several times during the interview, refer to this block using these same words. For example, when you ask Item 1 in Section C, say, "Were commercial fertilizers applied to these 45 acres on Smitty's for the 2007 apple crop?"



## Section B - Block Characteristics

### What's Section B for anyway? How is the information used?

Section B obtains information used to calculate cost of production per acre on the selected block. If a crop is planted, some costs are incurred, regardless of whether the crop is harvested or not.

Data from Section B are also used to study land tenure, conservation practices, and adoption of new technologies.

USDA is required to evaluate conservation tillage systems. Cropping practices is used in conjunction with the machinery data collected in Section F to estimate residue levels and determine tillage systems. The resulting information is used to evaluate soil erosion losses and water quality.

### Item 1: Block Acres

Enter the total number of bearing acres in the selected block. Round to the nearest tenth (1/10) of an acre.

### Item 1a: Certified Organic Acres

*V3*  
*Apples*

Organic refers to the way agricultural products—food and fiber—are grown and processed. Organic food production is based on a system of farming that maintains and replenishes soil fertility without the use of toxic and persistent pesticides and fertilizers. Organic foods are minimally processed without artificial ingredients, preservatives, or irradiation to maintain the integrity of the food. "Certified Organic" means the item has been grown according to strict uniform standards that are verified by independent state or private organizations. Certification includes inspections of farm fields and processing facilities, detailed record keeping, and periodic testing of soil and water to ensure that growers and handlers are meeting the standards which have been set.

Organic farming standards differ fundamentally from conventional ones in their primary focus on management practices that promote and enhance ecological harmony. For a crop to be certified as organic, genetically modified seed cannot be used, nor can any synthetic fertilizer or pesticide. If the selected block is considered as certified organic, enter a "1".

### **Item 1a(i): Year First Certified**

*V3*  
*Apples*

Record the year the selected operator first became certified as an organic producer. Do not list the year that any member of the family began operating this block (i.e., this year should be after the farmer was born). If part of the block is owned, and part is rented, enter the earliest of either the year of the lease arrangement or when the part of the block was purchased. If 2007 was the first year the block was in organic production by the operator, enter '2007'.

### **Item 1b: Block in Transition**

*V3*  
*Apples*

Many organic producers have mixed conventional/organic operations. In particular, many conventional producers will convert to organic production one block at a time. If the selected block is not certified, ask the respondent whether the block is in transition. If the block is in transition, enter '1'.

### **Item 2: Tenure Arrangement**

This item is used to determine the cost of land for crop production, and whether production practices used for owned blocks differ from those on rented blocks. In most cases, the entire block will either be owned, rented or used rent free and you will record the appropriate code for the type of tenure arrangement. If the block contains acreage of different tenure types, record the code that reflects the tenure of the majority of the acres in the block.

#### **INCLUDE:**

- 1) acres in the block for which is owned by the operation (**CODE=1**).
- 2) acres in the block for which the operator paid a predetermined fixed cash rent (**CODE=2**).
- 3) acres in the block for which the operator paid a flexible cash rent (**CODE=3**).  
The cash rent may have depended upon the resulting yield, market price, or some other factor.
- 4) acres in the block for which the operator paid the landlord a share of the crop

(either standing or harvested), (**CODE=4**). Include acres planted on share rented land, even if the crop was plowed under or abandoned and, therefore, the landlord's share was zero, as long as the rental agreement specified the rental fee was to be a share of the crop grown.

5) acres in the block for which the operator paid some combination of cash and a share of the crop (**CODE=5**). The rent may include a fixed or flexible cash payment supplemented with a share of the crop.

6) acres in the block belonging to others (private individuals, federal, state, railroad, etc.) which the operator used rent free (**CODE=6**). If the rental agreement specifies the landlord only receives a share of the government payments, and no share of the crop, then this should be counted as land used rent free.

### **Item 3: Cash Rent Paid**

If the selected block is cash rented (**Item 2 = 2, 3 or 5**), ask how much was paid in cash rent. Record cash rent in dollars and cents per acre or total dollars. Do not record both. If this figure can only be obtained on a per bushel basis, ask for the amount per bushel and multiply by the total bushels. This calculation will give you total cash rent.

### **Item 4: Landlord's Share of the Crop**

If the selected block is share rented (**Item 2 = 4 or 5**), record the percent of total production from the selected block that belonged to the landlord.

If the crop failed or the block was abandoned, record the percent of the crop the landlord would have received (based on the original rental agreement) had the crop not failed in Item 4.

### **Item 5: Cost of Inputs Provided by Landlord and/or Contractor**

If the selected block was rented (**Item 2 = 2, 3, 4, or 5**), the landlord may have paid some of the variable costs associated with producing the crop. Sharing costs is more common with share-rented land, but it can happen in cash or rent-free rental arrangements.

This question obtains variable expenses paid by landlords and/or contractors to produce the target crop. Landlord and/or contractor costs should also be included in the variable expense items asked in other sections. This question identifies how

much of that cost was paid by the landlord or contractor. This information is primarily used to establish the value of land under share rental arrangements. In share rental arrangements, the value of the land for crop production is computed as the value of the landlord's share of the crop less costs paid by the landlord.

Ask the respondent for the total cost of all inputs or the cost per acre of all inputs provided by any landlord(s) or contractor(s) for all or part of for the 2007 selected target commodity block. If the block has more than one landlord or contractor, record the total dollars or dollars and cents per acre paid by all landlords.

If landlords or contractors did NOT pay any of these costs, skip to item 6.

### **Item 6: Year Began Operating Block**

Record the year this operator began operating land inside the block. Do not list the year that any member of the family began operating this block (i.e., this year should be after the farmer was born). If part of the block is owned, and part is rented, enter the earliest of either the year of the lease arrangement or when the part of the block was purchased. If 2007 was the first year the block was farmed by the operator, enter '2007'.

### **Item 6a: Year Began Operating Organic Block**

*V4*

#### *Organic Apples*

Record the year this operator began operating land inside the block as a certified organic producer. Do not list the year that any member of the family began operating this block (i.e., this year should be after the farmer was born). If part of the block is owned, and part is rented, enter the earliest of either the year of the lease arrangement or when the part of the block was purchased provided that was when the operator first operated the block as certified organic. If the block was transitioning when the operator took it over, record the year the block became certified. If 2007 was the first year the block was farmed by the operator, enter '2007'.

### **Item 7 & 7a: Apple Variety in Selected Block**

Show the list of most common Apple Varieties in the Respondent Booklet. Enter the 3-digit code that represents the variety of apple grown in the selected block. If the variety is not listed, ask the respondent to specify. If more than one variety is in the selected block, list the variety with the largest number of acres.

## Item 8: Total Number of Apple Trees

Enter the total number of apple trees in the selected block. If the total number of trees is not known, it can be calculated by multiplying the number of trees per acre by the number of acres.

### Item 8a: Average Age of Trees

Record the average age of trees planted in the selected block. If the respondent does not know the exact age of planting, probe for an approximate age of planting and make notes.

## Item 9: Rootstock

Apple trees in an orchard are generally not grown from apple seeds. Although apple trees can be grown from seeds, their fruit will not be the same as that from the parent tree. In fact, it is unlikely that an apple tree grown from seed will have good quality fruit. That's why most apple trees are made up of two parts: the rootstock which controls the size of the tree and the cultivar which determines the variety or kind of fruit that grows on the tree. The two parts are joined together by grafting or budding.

Enter the code that best describes the type of rootstock in the selected block.

**Code 1 - Standard:** Apple trees planted on standard rootstocks will produce large, full-sized trees that may grow more than 25 feet tall. They are very hardy and can be planted in a wide range of soils and climates. They are sturdy, long-lived (50 years or longer), and productive (producing about 8 bushels of apples per year when fully grown). However, because of their large size, they should be planted at least 30 feet apart. Their rows must also be no closer than 30 feet apart. Full-sized trees take longer to bear fruit. It will probably take 5 or 6 years (sometimes longer) before the trees start to have a good crop.

**Code 2 - Dwarf:** Apple trees planted on dwarf rootstocks will grow 10 to 12 feet tall. They should be planted no closer than 12 feet apart. Dwarf trees need to be tied to a sturdy stake because their roots tend to be rather shallow and not very strong. Dwarf trees will live for about 15 to 20 years and will begin bearing fruit in two or three years. They will produce 1 or 2 bushels of full-size fruit a year. Dwarf trees should be placed at least 15 feet apart and rows no closer than 20 feet apart.

Code 3 - **Semi-Dwarf:** Trees planted using semi-dwarf rootstocks will reach a height of 15 to 20 feet. They should be planted at least 20 feet apart. They may not be as hardy as full-sized trees but can be planted in warmer locations. They will produce about 5 bushels of full-size apples per year. They are not as long-lived as full-sized trees and have a life expectancy of about 20 – 25 years. Semi-dwarf trees should be spaced at least 20 feet apart and rows not closer than 25 feet apart.

Code 4 - **Other:** Any rootstock not described above.

### **Item10: Orchard Floor Management System**

An ideal orchard floor would be easy to maintain, aid the growth of the trees and fruit, maintain the soil structure of the orchard, reduce erosion potential, and not compete with the trees for water or nutrients, nor harbor insects or other pests. There are several different types of orchard floor management systems used in orchards. Enter the code in item 10 that best describes the type of floor management system used in the selected block.

Code 1 – **Grass Alleys** (Between tree rows with vegetation-free strips in the tree row): This is the most popular method of orchard-floor management. It has many advantages of both solid grass cover and clean cultivation. Usually, herbicide or cultivation is used. A cover crop, usually grass, is planted and maintained in the alley between the tree rows. The herbicide strip provides an area where roots can grow without competition from weeds or grass sod. The grass alley provides a solid place for equipment travel, helps prevent soil erosion, and helps increase water infiltration.

Code 2 – **Solid Vegetative Cover:** Solid grass cover has been used by many growers in the past. It is particularly effective on steep slopes where erosion is a severe problem. However, solid grass, or other solid vegetation cover, has major drawbacks. Vegetation competes with fruit trees for nutrients and water, which results in decreased yields and small fruit size.

Code 3 – **Clear Cultivation** (Either by cultivation or herbicides): Herbicides and or shallow cultivation are used to remove all vegetation from the orchard floor. Clear cultivation does not provide satisfactory traffic support: during rainy periods it may be difficult or impossible to continue orchard operations. Maintaining a vegetation-free orchard floor is expensive using either cultivation or herbicides.



Code 4 – **Mulches** (In the tree row): Conserve soil moisture and inhibit weed growth around trees. Effective mulches include straw, sawdust, hay, leaves, chipped prunings, and shredded newsprint.

Code 5 – **Other**: Any other orchard-floor management system not described above.

## Item 11: Reason for Choosing the Organic Production System

*V4*

### *Organic Apples*

Show the operator the list of Reasons for choosing the organic production system in the Respondent Booklet and ask for their primary reason for choosing the system. **If the respondent indicates that more than one reason led to the choice of the system, probe to obtain which reason was the most important in making the decision.**

## Item 12: Marketing Intentions

Enter the code that represents the intention of marketing the apples within the selected block at the time the apple stock was planted. Enter **Code 1** for Fresh Market or **Code 2** for Processing.

## Item 13: Organic Marketing

If the apples in the selected block were sold (or will be sold) through a market specifically for organic apples, enter '1' and continue with item 13a.

### Item 13a: Price Premium for Organic Apples

Enter the price premium received in dollars and cents per bushel for apples specifically marketed for organic apples.

## Bee Pollination

The series of questions about the use, availability, leasing and cost of bee pollination services are designed to help us understand the importance of pollination services in apple production. Most apple orchards require some type of natural or commercial pollinator to enhance yields. Pollination service costs are an important component of variable costs of producing apples. Some apple

producers secure pollination services through formal signed leases while others have only verbal contracts.

Beginning in 2006, there have been reports of significant losses of honey bee colonies by beekeepers. The cause of this decline has not been identified but scientists are using the term Colony Collapse Disorder or CCD to describe this phenomenon. Because of the concern about the availability of bee colonies for pollination in general, and apple production specifically, we are asking producers about their experience with renting bee colonies in 2007. We want to know if growers had any problems renting an adequate number of colonies in 2007 or problems with renting honey bees in a timely manner. Also, we need to know if pollination service rental rates changed between 2006 and 2007.

### **Item 14: Bees Rented for Apple Pollination in 2007**

If bees were rented for apple pollination in the selected block, enter '1' and continue with 14a. If bees were NOT rented for apple pollination in 2007, then skip to Item 14d.

#### **Item 14a: Number of Hives/Colonies Rented in 2007**

Enter the total number of hives/colonies that were rented in 2007 for apple pollination.

#### **Item 14b: Amount Paid for Rental of Bees in 2007**

Record the amount spent for rental of the bees in 2007. Record the cost in dollars and cents per hive/colony or in total dollars for the block.

#### **Item 14c: Hives/Colonies Under Contract for 2007**

If hives/colonies were obtained under contract in 2007, enter '1' and continue with 14c(i).

##### **Item 14c(i): Written or Verbal Contract in 2007**

Enter the code that represents the type of contract the hives/colonies were obtained under for 2007. Enter **Code 1** for Written or **Code 2** for Verbal.

#### **Item 14d: Difficulty Getting Enough Hives/Colonies to Pollinate**

If respondent had difficulty getting enough hives/colonies to pollinate the selected block in 2007, then enter '1'.

**Item 14e: Difficulty Getting Enough Hives/Colonies When Needed**

If respondent had difficulty getting enough hives/colonies when needed for the selected block in 2007, then enter '1'.

**Item 15: Number of Hives/Colonies Rented in 2006**

Enter the total number of hives/colonies that were rented in 2006 for apple pollination. If bees were NOT rented for apple pollination in 2006, then skip to Item 16.

**Item 15a: Amount Paid for Rental of Bees in 2006**

Record the amount spent for rental of the bees in 2006. Record the cost in dollars and cents per hive/colony or in total dollars for the block.

**Item 15b: Hives/Colonies Under Contract for 2006**

If hives/colonies were obtained under contract in 2006, enter '1' and continue with 15b(i).

**Item 15b(i): Written or Verbal Contract in 2006**

Enter the code that represents the type of contract the hives/colonies were obtained under for 2006. Enter **Code 1** for Written or **Code 2** for Verbal.

**Item 16: Harvest Complete at Time of Interview**

Determine if harvest of the selected block has been completed at the time of the interview. If harvest has not been completed, use alternative wording in parentheses in the next few questions about what the operator expects to be the result of harvest. If the selected block was abandoned, leave this item blank.

**Item 17: Acres Harvested and Production**

This item obtains the disposition of apple acres in the selected block and actual or expected production.

**Item 17a: Acres Harvested for Fresh Market**

Determine harvested acres in the selected block. If harvest of the block has not been completed at the time of the interview, use the alternative wording in

parentheses and ask how many acres will be harvested for the target commodity crop. Record acres to the nearest TENTH of an acre.

**Item 17a(1)(2): Total Production and Unit Code**

If the selected block has been harvested, record the total production for the purpose indicated. Record the total production to the nearest tenth of a unit in column 1 and the unit code in column 2.

If harvest of the selected block is not complete, use the alternative wording in parentheses and ask the operator what production is expected at harvest.

**Item 17b: Acres Harvested for Processing**

Determine acres in the selected block harvested for processing. If harvest of the block has not been completed at the time of the interview, use the alternative wording in parentheses and ask how many acres will be harvested for the target commodity crop. Record acres to the nearest TENTH of an acre.

**Item 17b(1)(2): Total Production and Unit Code**

If the selected block has been harvested, record the total production for the purpose indicated. Record the total production to the nearest tenth of a unit in column 1 and the unit code in column 2.

If harvest of the selected block is not complete, use the alternative wording in parentheses and ask the operator what production is expected at harvest.

**Item 17c(1)(2): Cull Total Production and Unit Code**

Apples that are blemished or deformed are called 'cull'. The cull is sold or used in various juice processing and fruit canning operations. Cull production comes from both fresh market and processing acres. Record the production to the nearest tenth of a unit in column 1 and the unit code in column 2.

**Item 17d: Acres Abandoned**

Determine acres in the selected block that were abandoned before harvest. Record abandoned acres to the nearest tenth of an acre. Indicate with a note why the acres were abandoned. Abandoned acres are different than acres for other purposes. Do not count acres for other uses as acres abandoned and vice versa. Acres abandoned are those that were intended to be harvested, but then abandoned prior to harvest for any number of reasons.

### **Item 17e: Acres Used for Some Other Purpose**

Determine acres in the selected block that were used for some purpose other than those covered in Items 17a, 17b, 17c, or 17d. Record these acres to the nearest tenth of an acre.

### **Item 18: Land-Use Practices**

Analysts are interested in the adoption of conservation practices and other long-term capital improvements on cropland. To obtain the required information, you will ask when certain practices were established. Determine whether the land use practices in Items 18a-e were used on the selected block for the target commodity. Include land not devoted to the target commodity if the operator considers it to be part of the selected block.

Each of the individual Items 18a, 18b, 18c, 18d, and 18e must be asked. The operator may use more than one of the land use practices listed. Enter code "1" = YES for each practice the operator used.

#### **Item 18a: Structures for Soil Erosion Control**

**Terraces** are ridges of soil that channel or divert water to tile intakes or grassed waterways. Enter code '1' if the selected block has terraces. If 'Yes', enter a code '1'.

**Grade stabilization structures** used where water flow down a grade would result in erosion in natural or artificial channels, possibly creating or advancing gullies. Enter code '1' if the selected block has grade stabilization structures. If 'Yes', enter a code '1'.

**Critical planting Areas** refers to the establishing permanent vegetation on sites that have or are expected to have high erosion rates, and on sites that have physical, chemical or biological conditions that prevent the establishment of vegetation with normal practices. Enter code '1' if the selected block includes a critical planting area. If 'Yes', enter a code '1'.

#### **Item 18b: Structures for Storm Water Runoff Control/Handling**

**Grassed waterways** are water drainage channels in a block. Often they have been shaped or graded, and a permanent cover of vegetation has been established. Include waterways that are used as outlets for terraces and for disposing of runoff from diversion channels, stabilization structures, contoured rows, and natural depressions. Enter code '1' if grassed waterways are in the selected block.

**Structures for water control** are used to convey water, control the direction or rate of water flow. This practice applies wherever a permanent structure is needed to convey water from one elevation to a lower elevation. Typical structures: drops, chutes, surface water inlets. Enter code '1' if the selected block has a structure for water control. If 'Yes', enter a code '1'.

### **Item 18c: Filter Strips or Other Conservation Buffers**

**Filter strips** are areas of herbaceous vegetation situated between cropland, grazing land, or disturbed land (including forestland) and environmentally sensitive areas. Purposes include: reducing sediment and nutrient runoff; restoring, creating or enhancing herbaceous habitat for wildlife and beneficial insects; maintaining or enhancing watershed functions and values.

Determine if a filter strip is on or adjoining the block. If 'Yes', enter a code '1'.

**Block borders** are strips of permanent vegetation established at the edge or around the perimeter of a block. This practice may be applied to accomplish one or more of the following: Reduce erosion from wind and water; Protect soil and water quality; Manage pest populations; Provide wildlife food and cover; Increase carbon storage; or Improve air quality

Determine if a block border is on or adjoining the block. If 'Yes', enter a code '1'.

A **riparian buffer** is an area of trees and shrubs located adjacent to streams, lakes, ponds, and wetlands. Riparian buffers of sufficient width intercept out-of-bank flood flows. In addition, the vegetation closest to the stream or waterbody provides litter and large woody debris important to aquatic organisms. Also, the woody roots increase the resistance of streambanks and shorelines to erosion caused by high water flows or waves.

Determine if a riparian buffer is on or adjoining the block. If 'Yes', enter a code '1'.

### **Item 18d: Drainage**

**Subsurface block drainage** refers to use of a conduit, such as corrugated plastic tubing, tile, or pipe, installed beneath the ground surface to collect and/or convey drainage water.

Determine if subsurface drainage is used on the block. If 'Yes', enter a code '1'.

**Surface block drainage** refers to the use of an open drainage ditch constructed to a designed size and grade for the purpose of collecting and conveying excess surface or subsurface water.

Determine if surface drainage is used on the block. If 'Yes', enter a code '1'.

### **Item 18e: Other Practices**

An **agricultural mixing facility** is an area for mixing and loading agricultural chemicals where the surface is impervious and designed to capture chemical spills for the purpose of preventing these chemical spills from entering the soil or nearby water.

Determine if an agricultural mixing facility is located on the farm and used to mix chemicals used on the block. If 'Yes,' enter a code '1'.

Contour farming or strip cropping: **Contour farming** is the use of ridges and furrows formed by tillage, planting and other farming operations to change the direction of runoff from directly downslope to around the hillslope. **Strip cropping** is growing row crops, forages, small grains, or fallow in a systematic arrangement of equal width strips across a block. Both practices can be used to reduce sheet and rill erosion and the transport of sediment from the block. Strip cropping is also used to reduce wind erosion.

Determine if either contour farming or strip cropping is used in the block. If 'Yes' for either practice, enter a code '1'.

**Air quality management** is any combination of treatments that maintain or improve atmospheric quality by minimizing emissions of: particulate matter; smoke; odors; greenhouse gases; or ozone, reducing chemical drift or maintaining or increasing visibility.

Determine if any air quality management practice is used in the block. If 'Yes,' enter a code '1'.

**Other practices** include any other conservation practice or practice designed to improve environmental quality.

Determine if any other conservation or environmental practice is used on the block. If 'Yes,' enter a code '1'.

### **Item 19: NRCS Classification of Highly Erodible Land**

The Natural Resource Conservation Service (NRCS) would have evaluated the selected block and notified the operator of its classification if the operator had requested any kind of federal program benefits for the selected block.

Whether a block is classified as Highly Erodible depends on rainfall, the potential for soil erosion, and the length and slope of the field or block. NRCS uses these characteristics and other information to classify fields or blocks as Highly Erodible or not.

Enter code "1" if the NRCS has notified the operator that the selected block has been classified as "Highly Erodible" or HEL land.

### **Item 20: Wetland Designation**

Wetlands are areas where the normal condition of the soil is to be wet enough for long enough to support the continued growth of the kinds of plants that prefer wet soil conditions. Enter code "1" if the NRCS has notified the operator that the selected block has been designated a wetland or contains a wetland.

### **General Information on Assistance and Cost-Sharing**

NRCS, Conservation Districts, Extension, State Agencies, consultants and contractors assistance in planning and installation of a vast array of resource conservation projects, many of which could be overlooked by producers. Specific practices and systems include:

Access Road	Contour Orchard and	Diversion
Animal Trails and	Other Fruit Area	Fence
Walkways	Controlled Drainage	Field Border
Bedding	Cover and Green Manure	Filter Strip
Brush Management	Crop	Firebreak
Channel Vegetation	Critical Area Planting	Fish Raceway or Tank
Chiseling and Subsoiling	Cross Wind Ridges	Fish Stream
Clearing and Snagging	Cross Wind Strip	Improvement
Commercial Fishpond	cropping	Fishpond Management
Composting Facility	Cross Wind Trap Strips	Floodwater Diversion
Contour Buffer Strips	Dam (diversion,	Floodway
Conservation Cover	floodwater, multi-	Forage Harvest
Conservation Crop Rotation	purpose)	Management
Contour Farming	Dike	Forest Harvest Trails and Landings



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Forest Site Preparation	Pest Management	Control
Forest Stand Improvement	Pipeline	Subsurface Drain
Grade Stabilization	Pond	Surface Drainage
Structure	Pond Sealing or Lining	Surface Roughening
Grassed Waterway	Precision Land Forming	Terrace
Grazing Land Mechanical	Prescribed Burning	Toxic Salt Reduction
Treatment	Prescribed Grazing	Tree/Shrub
Heavy Use Area Protection	Pumped Well drain	Establishment
Hedgerow Planting	Pumping Plant for Water	Tree/Shrub Pruning
Herbaceous Wind Barriers	Control	Trough or Tank
Hillside Ditch	Range Planting	Underground Outlet
Irrigation Canal or Lateral	Recreation Area	Use Exclusion
Irrigation Field Ditch	Improvement	Vertical Drain
Irrigation Land Leveling	Recreation Trail and	Waste Management
Irrigation Pit or Regulating	Walkway	System
Reservoir Pit	Regulating Water in	Waste Storage Facility
Regulating Reservoir	Drainage Systems	Waste Treatment
Irrigation Storage Reservoir	Residue Management	Lagoon
Irrigation Systems	Riparian Forest Buffer	Waste Utilization
Irrigation Water	Rock Barrier	Water Harvesting
Management	Roof Runoff	Catchment
Land Clearing	Management	Water and Sediment
Land Reclamation	Row Arrangement	Control Basin
Land Reconstruction	Runoff Management	Waterspreading
Land Smoothing	System	Water Table Control
Manure Transfer	Sediment Basin	Well Decommissioning
Mine Shaft and Audit	Soil Salinity Management	Wetland Development or
Closing	Spoil Spreading	Restoration
Mole Drain	Spring Development	Wildlife Wetland
Mulching	Streambank and	Habitat Management
Nutrient Management	Shoreline Protection	Windbreak/Shelterbelt
Obstruction Removal	Stream Channel	Establishment
Open Channel	Stabilization	Windbreak/Shelterbelt
Pasture and Hayland	Strip cropping	Renovation
Planting	Structure for Water	

### **Item 21: Assistance Provided for Conservation Practices**

Enter a code “1” if the operator received technical assistance from any source in the last year for planning, installing, establishing, maintaining, or using conservation practices or systems in the selected block. Be sure to include assistance from any source whether paid or free, public or private.

### **Item 22: Conservation Program Participation**

Enter code “1” if either the operator or the landlord received (or expected to receive) cost-sharing, incentive payments, stewardship payments or rental payments based on a current conservation program contract for conservation practices or systems that are currently in use or will be applied in the selected block. Do not include commodity or disaster payments. Be sure to consider grassed waterways, filter strips, and other “buffer” practices on or adjoining the selected block. Note that CRP rental payments could be made on land devoted to these practices through CREP or continuous signup for high-priority practices.

### **Item 22a: Cost Sharing Payments for Conservation Program Participation**

#### **(i) Environmental Quality Incentives Program (EQIP) Enrollment**

Enter code “1” if the operator participated in the EQIP. The selected block would also be considered enrolled in EQIP if it was part of a comprehensive nutrient management plan for applying fertilizer or manure under EQIP.

#### **(ii) Conservation Security Program (CSP) Enrollment**

There is an increased need by policymakers to determine the relationship between the adoption of conservation practices/structures and participation in conservation programs. The expansion of the CSP in 2007 to over 200 watersheds is an opportunity to determine the linkage between practice adoption and program participation. Enter code “1” if the operator participated in the CSP.

#### **(iii) Conservation Reserve Program (CRP)**

FSA provides cost share assistance to participants who establish approved cover on eligible cropland. The cost-share assistance can be an amount not more than 50 percent of the participants’ costs in establishing approved practices. Enter code “1” if the operator participated in the CRP.

#### **(iv) Other Program Participation**

List the program and enter code “1” if the operator participated in a conservation program other than EQIP, CSP, or CRP.

#### **Item 22b: Application Rejected for Conservation Program**

Asking whether the block was rejected from a conservation program would allow researchers to distinguish the characteristics of producers that have applied to conservation programs from those that have not. Because these programs rely on voluntary decisions to apply, these data are critical for understanding the demographics of the producers the conservation programs attract. Without this information, researchers would find it more difficult to assess sample selection bias in undertaking research on program participation and practice adoption.

For Item 22b (i - iv), enter a “1” for any conservation program that was rejected for this block.

#### **Item 23: Management Plans**

This question will determine which, if any, management plans are in effect on the selected block. This information will contribute to analysis of adoption of improved systems and to the effects of approved plans on conservation, nutrient, pest, and irrigation management practices based on other data in the survey.

For each of the Items 23a, 23b, 23c, 23d and 23e enter a code “1” if a written plan of the type described covered the selected block during 2007. If a written plan was in place, enter the year that the plan was first implemented on this block.

A written plan is a plan prepared in accordance with government program requirements and standards. **Exclude** recommendations by commercial dealers, consultants, or advisors that are not specifically directed toward meeting government program requirements.

#### **Item 24: Reimbursement for Technical Assistance**

The 2003 Farm Bill directed NRCS to implement a program that allowed non-Federal persons to provide technical assistance to farmers concerning the major conservation programs (i.e., CRP, CSP, EQIP, WRP, GRP, etc.). Such persons, known as Technical Service Providers (TSP), could prepare any of the plans listed in item 23.

If respondent reported any written plans covering this block (Items 23a - 23e), enter code of "1" and continue with Item 24a.

### **Item 24a: Reimbursement Amount for Technical Assistance**

Record the reimbursement amount for the technical assistance provided to develop a written plan covering this selected block either in dollars and cents per acre or total dollars.

### **Item 25: Federal Crop Insurance**

This information will be used in adoption studies and in analyses of the relationship between risk management practices and cropping practices. For example, one question that will be addressed is whether farmers who purchase crop or revenue insurance use different production practices from those farmers who do not purchase insurance.

If the selected block is covered by Federal Crop Insurance in 2007, enter "1" and continue with Items 25a. The questions in this item relate to the types of insurance the operation purchased in 2007 for this block. If the operator did not have Federal Crop Insurance on the selected block, then skip to Section C.

### **Item 25a: Types of Federal Coverage**

Farmers can have one of several different types of Federal crop insurance that are offered by the USDA Office of Risk Management. The two most common types of crop insurance are basic catastrophic coverage and buy-up catastrophic coverage. Have the respondent select the correct type of Federal crop insurance from the respondent booklet and enter the appropriate code.

#### **Code 1 - Basic Catastrophic Insurance (CAT)**

The premium for basic catastrophic coverage is fixed for all farms and covers 50 percent of the yield at 55 percent of an established price for the commodity grown on the area covered. This is sometimes called CAT or 50/55 coverage. The premium on CAT coverage is paid by the Federal Government; however, producers must pay a \$100 administrative fee for each crop insured in each county. Limited-resource farmers may have this fee waived. CAT coverage is not available on all types of policies.

Enter a code "1" if the operator purchased basic catastrophic insurance (CAT coverage) in 2007 for this block.

## **Code 2 - Buy-up Above Basic CAT**

Farmers have the opportunity to purchase higher levels of coverage at subsidized premium rates, known as buy-up coverage. This additional crop insurance is purchased to supplement the catastrophic coverage. This coverage is bought to protect crops at higher yields and/or prices (for example: 65 percent yield at 100 percent of expected price and MPCI). It can only be purchased from private insurance companies but is subsidized by the USDA. When farmers purchase this insurance, they sometimes use the term “buy-up” or “add-on”.

Enter a code “2” if the operator purchased buy-up on catastrophic insurance for higher levels of yield and price protection that covered this selected block.

## **Code 3 - Revenue Insurance**

Enter a code “3” if the operator purchased Revenue Insurance such as Income Protection (IP: protects producers against reductions in gross income when either a crop's price or yield declines from early-season expectations), Crop Revenue Coverage (CRC: provides revenue protection based on price and yield expectations by paying for losses below the guarantee at the higher of an early-season price or the harvest price), and Revenue Assurance (RA: provides dollar-denominated coverage by the producer selecting a dollar amount of target revenue from a range defined by 65-75 percent of expected revenue) that covered this block.

## **Code 4 - Organic Plan Insurance**

Enter a code “4” if the operator purchased Organic Plan insurance. Insurance is available for crops grown using an organic farming practice. The following acreage is insurable: (1) certified organic acreage, (2) transitional acreage being converted to certified organic acreage in accordance with an organic plan, and (3) buffer zone acreage in accordance with approved underwriting guidelines and procedures.

## **Code 5 - Other Federal Crop Insurance**

Enter a code “5” if the operator purchased other Federal insurance such as Group Risk Plan, Adjusted Gross Revenue, Risk Income Protection, etc. that covered this block.

### **Item 25b: Year Enrolled Block in Federal Crop Insurance Program**

Over time, subsidies for crop insurance have steadily increased. As subsidies increased, more land has been enrolled in the program. We ask this question in order to learn when this particular block was first enrolled. Enter the first year this farmer enrolled this block in any Federal crop insurance program, with any of the coverage types listed under 25a above. For the purposes of this question, we are not interested in the first year that the current type of Federally subsidized crop insurance was purchased for this block by the current operator but the first year that ANY Federally subsidized crop insurance was purchased for this block by the current operator. This may be as early as the first year the operator began farming this block (item 6) or any year since.

### **Item 25c: Actual Production History (APH)**

For most farmers, the APH will be the average yield from the last 4 through 10 years. If the farmer recently enrolled in the program, the approved APH may be a “T” or “transitional” yield, which is a combination of the county average yield and available, verifiable historical yields. The APH should be noted on the operator’s insurance contract.

### **Item 25d: Premium Paid for Federal Crop Insurance**

Note that a share of the premium is subsidized by the government. The answer to this question should be the TOTAL premium, including both the farmer’s share AND the share paid by the government. The answer may be reported either in dollars and cents per acre OR total dollars for the block. The premium on CAT coverage is paid by the Federal Government; however, producers must pay a \$100 administrative fee for each crop insured in each county. Limited-resource farmers may have this fee waived. CAT coverage is not available on all types of policies. For the purposes of this survey, we are not interested in the administrative (sign-up) fee.

### **Item 25e: Indemnity Payment for Federal Insurance**

If the operator’s yield or revenue (depending on the insurance contract) on this block turns out sufficiently low, he or she receives an indemnity payment to make up for some of the loss. If the operator has already harvested the block, he or she should know if he has or will receive an indemnity payment. If the block has not been harvested yet, then answer should be “YES” if the farmer expects to receive a payment based on current condition of the crop.

## Section C - Fertilizer and Nutrient Applications

### What is Section C for? How is the Information Used?

The purpose of this section is to identify fertilizers and nutrients used to produce the 2007 target commodity crop on the selected block.

USDA is responsible for publishing estimates of the amount of fertilizer used in crop production. Accurate data on fertilizer application rates are needed for conducting sound economic analyses to address many complex issues concerning water quality. These analyses enable policy makers to make informed decisions.

Specifically, fertilizer application data are used to analyze water quality and agricultural productivity issues and policies. Fertilizer data enable a determination of the geographic extent and intensity of use.

Nutrient management practices help farmers adjust fertilizer application to crop needs, and reduce losses to the environment. Legume production, storage and use of livestock and poultry manure, soil, plant, and tissue testing are all methods for computing nutrient balances that establish the basis of sound nutrient management.

ERS uses cost data to estimate fertilizer expense for the year of the survey. For non-survey years, data for actual materials applied and application rates are used with data from other surveys to create a cost index that is then applied to the expense estimates from the previous cost of production survey.

### Use of Supplements

You will use a FERTILIZER SUPPLEMENT if more lines are needed to record fertilizer applications than the number of lines available in the table.

Copy the identification as it appears on the questionnaire to the identification box on the supplement. Assign the next Table number (002, 003, 004, etc.) to each additional supplement used. You begin numbering the supplements with Table 002 because Table 001 appears in the questionnaire. Use as many supplements as you need.

### **Item 1: Screening for Fertilizer Applications**

Determine if COMMERCIAL chemical fertilizers (nitrogen, phosphate, potash, and/or sulfur) were applied to the selected block. If any commercial fertilizers were applied, enter code "1" for YES.

#### **Include:**

- all chemical fertilizer materials applied specifically for the 2007 crop,
- fertilizers applied by custom applicators,
- nitrogen products applied with herbicides to make the herbicide more effective,
- rock phosphate,
- mixed organic fertilizer blends,
- commercially prepared manure and compost products.

#### **Exclude:**

- micro-nutrients, such as iron, zinc, and boron,
- lime and gypsum/landplaster,
- non-purchased manure and manure produced and used on the operation (unprocessed),
- on-farm produced composts,

### **Item 2: Enumerator Action**

If commercial fertilizers were applied to the block for the 2007 crop, continue. If no commercial fertilizers were applied to the selected block, skip to Item 5.



### Item 3: Number of Commercial Fertilizer Applications

The number (and timing) of fertilizer applications is one of the key indicators of an operator's attempt to manage nutrients. Split applications are typically recommended as one way to enhance yields while reducing environmental risks. There has been some anecdotal evidence that the number of acres treated with fertilizers may be under-estimated, when acres are treated with multiple applications. This stems from the fact that operators may readily know the total nutrients applied per acre per year but are not able to quickly calculate the amount applied during each application. Hence, we only get one line of data even though one or more applications were made.

Ask the operator how many applications of commercial fertilizer were made to the selected block. Include aerial applications. The application can be made to all or part of the block.

### Item 4: Fertilizer Applications Table

#### Column 2: Materials Used

Record the plant nutrients (nitrogen (N), phosphate ( $P_2O_5$ ), potash ( $K_2O$ ), and sulfur (S)) of each fertilizer material applied to the selected target commodity block. These nutrients can be reported in either of two ways:

1. **Percent analysis:** This is the percentage composition of the product expressed in terms that the law requires and permits.

<p><b>Percent analysis is the preferred method of obtaining the data.</b> Use actual plant nutrients only if absolutely necessary. Percent analysis is preferred because products used can be more easily identified this way.</p>
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2. **Pounds of actual plant nutrients.** Use pounds of actual plant nutrients if absolutely necessary.

Record the fertilizer data in terms of pounds, gallons, or pounds of actual plant nutrients applied PER ACRE. Be careful that the respondent does not give you the total amount of fertilizer applied to the entire block. If a respondent knows only the total pounds of fertilizer or plant nutrients applied to the block, you must calculate rate per acre and enter it in the table. Rate per acre is calculated as the total quantity applied divided by the acres to which the application was made. Show the computations for deriving the rate per acre in the margin of the form.

**Important:** Record each individual fertilizer application made to the selected block on a separate line.

When fertilizer materials are bulk blended for application (for example, 10-10-10-3 combined with 21-0-0-24), record each product on a separate line in the fertilizer table, even though the fertilizer blend was applied in one trip over the block.

### Percent Analysis

The most common method for reporting fertilizer materials is by percent analysis of their content of Nitrogen (N), Phosphate ( $P_2O_5$ ), Potash ( $K_2O$ ), and Sulfur (S) in that order, though in many cases Sulfur may be left off. For example, 13-13-13-5 is 13 percent Nitrogen, 13 percent Phosphate, 13 percent Potash, and 5 percent Sulfur. This means that forty-four (13+13+13+5) out of every one hundred pounds of this fertilizer is active ingredients (N,  $P_2O_5$ ,  $K_2O$ , S). Fifty-six (100 - 44) pounds of every one hundred pounds of this fertilizer is carrier material (inert ingredients).

Two of the more common fertilizers used in crop production are 18-46-0 (Di-ammonium phosphate or DAP) and 82-0-0 (anhydrous ammonia). If 18-46-0 were reported, you'd record 18 in Column 2 under N (nitrogen) and 46 under  $P_2O_5$  (phosphate). The  $K_2O$  (potash) and S (sulfur) columns would be dashed since there is no potassium (potash) or sulfur in the mixture. For anhydrous ammonia, you'd record 82 under N. Since there is no phosphorus, potash, or sulfur in anhydrous ammonia, the phosphate, potash, and sulfur columns should be dashed. Some fertilizer materials are applied in liquid form. A common liquid fertilizer material used in crop production is 32-0-0 (nitrogen solution). For this material, you would record a 32 under N for nitrogen and dash the columns for phosphate, potash, and sulfur.

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Carrier or filler material makes up the rest of the total weight for commercial fertilizers. If a farmer reports 35-45-20, he's probably reporting pounds of actual nutrients instead of analysis since the three amounts (35 + 45 + 20) add up to more than 85 percent. **However, if sulfur is incorporated into the material, this rule no longer holds true when all four analysis are added together.**

For fertilizer applications reported by percent analysis, record the quantity applied per acre (including carrier) in Column 3 and the appropriate unit of measure, pounds (code 1) or gallons (code 12), in Column 4.

For bulk blended fertilizer materials, use a separate line for each of the fertilizers that the dealer blended in the mixture. If the dealer mixed 150 pounds of 18-46-0-0 and 250 pounds of 0-0-21-23 together, record each on a separate line. **DO NOT** just add it up and record it on one line as 400 pounds of 18-46-21-23. This would be a major error, because the correct analysis of this fertilizer is 7-17-13-14, calculated by:

$$\text{N} \quad (150 \div 400) \times .18 = .068 \text{ (or 7\%)}$$

because there were 150 pounds  
of 18-46-0-0 in the mixture and  
of those 150 pounds, 18% was  
Nitrogen.

$$\text{P}_2\text{O}_5 \quad (150 \div 400) \times .46 = .173 \text{ (or 17\%)}$$

because 46 percent of the 150  
pounds was available  
Phosphorus.

$$\text{K}_2\text{O} \quad (250 \div 400) \times .21 = .131 \text{ (or 13\%)}$$

because there were 250 pounds  
of 0-0-21-23 in the mixture and  
of those 250 pounds 21% was  
Potash.

$$\text{S} \quad (250 \div 400) \times .23 = .143 \text{ (or 14\%)}$$

because 23 percent of the 250  
pounds was available Sulfur.

## Actual Plant Nutrients

Another way farmers might report fertilizer use is in terms of Actual Plant Nutrients (AN) applied per acre. This may also be called pounds of active ingredients. If the farmer knew he applied 60 pounds of nitrogen; 35 pounds of phosphorus; 40 pounds of potash; and 35 pounds of sulfur PER ACRE, record this information in Column 2 and record code 19 in Column 4. In this case, Column 3 should be 0 because we know the actual amount applied for each of the three materials so we don't need to calculate it from percentages.

When farmers report "units" of N, P<sub>2</sub>O<sub>5</sub>, K<sub>2</sub>O, or S this is usually a clue that they are reporting pounds of actual nutrients. Fertilizer materials will amount to more than the actual nutrient contents of the products applied, because part of the material applied is carrier material, just like when the farmer reports by percent analysis.

For example, if the farmer reported that he applied 100 units of Nitrogen in the form of anhydrous ammonia, he would have applied about 122 pounds of 82% nitrogen ( $100 \div .82 = 122$ ). If this were reported by percent analysis, 82 would be recorded in the N column, 122 in Column 3 and 1 in Column 4. If it were reported as pounds of actual nutrients it would be recorded as 100 in the N column and 19 in Column 4. Column 3 would be left blank.

When actual plant nutrients (active ingredients) or "units" of a fertilizer are reported, you should probe to be sure the quantity applied is correct. One way to do this is to ask (when units were reported) if the actual weight of material applied was more than the number of units reported.

For example, "You said you put down 100 units of UAN32 per acre. Did the material you applied actually weigh more than 100 pounds per acre?"

## Other Methods of Reporting Fertilizer Use

Farmers may also report fertilizers by name. The Respondent Booklet shows some of the more common fertilizers with their usual analysis.

**Anhydrous ammonia** is the strongest nitrogen fertilizer available. It must be stored in a tank under pressure. It is applied by injection into the ground or into irrigation water. Anhydrous is a liquid when under pressure, but turns into a gas when released and is lost if not injected into the soil. Anhydrous ammonia is a very popular fertilizer because it is often cheaper (per pound of nutrient) than other forms. It may be reported as "anhydrous", "gas", "NH<sub>3</sub>", "82-0-0", "units of nitrogen", or as "pounds of actual nitrogen" (N).

**Aqua ammonia** is one of the more common types of liquid nitrogen fertilizers. It is made up of anhydrous ammonia and water and is often used in Western states. It may be reported in pounds (actual N) or gallons (material or product). Although it is a liquid, it is usually reported in pounds of actual N.

**Urea** is another commonly used nitrogen fertilizer because it has a high nitrogen analysis. It may be added through an irrigation system, usually as a nitrogen solution.

**Calcium nitrate** contains not less than 15 percent nitrogen and 19 percent calcium. Limestone or lime contains 40 percent calcium and 12 percent carbonate. Approximately 100 pounds of limestone contains the calcium equivalent of 210 pounds of calcium nitrate ( $100 * .4 = 40$  pounds and  $210 * .19 = 40$  pounds). For example, if 200 pounds per acre of calcium nitrate were applied to the selected block, "15" would be recorded in column 2 (Nitrogen), "200" in column 3 (quantity) and a "1" in column 4 (pounds). **Don't forget** that you must also report the limestone amount in Item 19b. In this example,  $.475 (19/40) * 200 = 95$  so, 95 would be added to the total quantity of lime applied and reported in Item 19b.

With many of the other fertilizers listed in the Respondent Booklet, the analysis may vary. Probe to find out if the farmer knows the analysis or the pounds of actual nutrients applied. If he doesn't know the analysis but knows the name, use the analysis shown in the Respondent Booklet.

### Column 3: Quantity Applied per Acre

If percent analysis is reported, record the amount of material applied to the selected block in terms of pounds or gallons applied per acre. If pounds of actual nutrients were reported in Column 2, leave this column blank.

**Be careful that the respondent does not give you the total amount of fertilizer applied to the entire block.** If a respondent knows only the total pounds of fertilizer or plant nutrients applied to the block and not the rate per acre, you must calculate rate per acre and enter it in the table. In the margin of the form, show the computations for deriving the rate per acre.

$$\text{Total Pounds} \div \text{Acres} = \text{Rate per Acre}$$

For example, if the farmer applied a total of 1200 pounds to a sixty acre block, the rate per acre is calculated as:

$$1200 \text{ pounds} \div 60 \text{ acres} = 20 \text{ pounds per acre}$$

### Column 4: Material Unit Code

If percent analysis is reported in Column 2, record either pounds of material (code 1) or gallons of material (code 12). If pounds of actual plant nutrients are reported in Column 2, enter code 19 in Column 4 and leave Column 3 blank.

### Column 5: When Applied

Ask the respondent whether the **fertilizer application** was made in the fall, in the spring, or in the summer.

Always record each application on a separate line. Do not combine multiple applications of the same fertilizer product on one line.

### Column 6: How Applied

Show the respondent the Fertilizer/Pesticide Applications Method Codes in the Respondent Booklet. Ask the respondent which of the application methods was used to apply the fertilizer to the selected block.

The Application Method codes are:

Code 1 - **Broadcast, Ground without Incorporation:** Fertilizer material is applied to the entire surface area by land application equipment. Application may occur either before or after planting, usually before crop emergence. No mixing of the fertilizer material into the upper soil surface is needed or planned as part of the application.

Code 2 - **Broadcast, Ground with Incorporation:** Fertilizer material is applied to the entire surface area by land application equipment. Application usually occurs before planting, and a planned mixing of the fertilizer into the upper soil surface is completed at the time or shortly after the time of application. Incorporation of the fertilizer into the upper soil surface is often performed with a block cultivator, disk, or other tillage implement.

Code 3 - **Broadcast by Aircraft:** Fertilizer material is applied to the entire surface area by air application equipment. Include only those applications made by airplane or helicopter.

Code 5 - **Irrigation Water:** Fertilizer material is mixed with water in either sprinkler or gravity fed irrigation systems. The term used for this procedure is fertigation. The product is metered into the water delivery system (generally a  
a  
sprinkler irrigation system) and is distributed across the block in the irrigation water.

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Code 6 - **Chisel, Injected or Knifed-in:** Fertilizer material is injected under pressure into the soil. This application method (using high pressure) is often used to apply anhydrous ammonia.

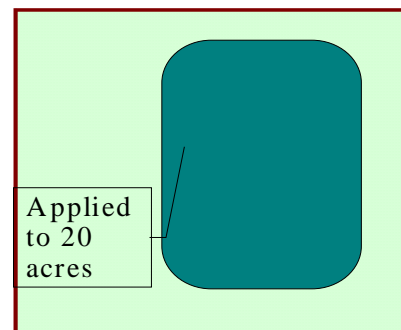
Code 7 - **Banded or Sidedressed in or over Row:** Fertilizer material is placed in or over the crop row. The area between the rows is not treated.

Code 8 - **Foliar or Directed Sprays:** Fertilizer material is sprayed on or under the plant foliage.

Code 10 – **Air Blast:** Air blast sprayers, also referred to as air-carrier sprayers or mist-blowers, are used to apply pesticides, plant growth regulators and foliar nutrients to orchard trees. They apply these materials as liquids carried in large volumes of air. Air blast sprayers have adjustments in the fluid and air delivery systems that permit tailoring applications to fit a wide range of orchard conditions.

### Column 7: Acres Treated

When only a portion of the block area is treated it is called a partial block treatment. All land areas within the indicated area were not treated with the fertilizer application. For example, if the farmer applied 320 pounds of 18-46-0 to 20 acres in the center of a 40 acre block after the crop emerged, the line of the fertilizer table would be completed as follows. Note the amount per acre is calculated as 320 pounds ÷ 20.0 acres treated = 16 pounds per acre.



L I N E	2 <b>MATERIALS USED</b> <i>[Enter percentage analysis or actual pounds of plant nutrients applied per acre.]</i>				3 <b>What quantity was applied per acre?</b>	4 [Enter material code.] 1 Pounds 12 Gallons 19 Pounds of actual nutrients	5 <b>When was this applied?</b> 6 In the previous fall 7 In the spring 8 In the summer	6 <b>How was this applied?</b>	7 <b>How many acres were treated in this application ?</b>  <b>ACRES</b>
	N Nitrogen	P <sub>2</sub> O <sub>5</sub> Phosphate	K <sub>2</sub> O Potash	S Sulfur					
01	<b>18</b>	<b>46</b>	—	—	<b>16</b>	<b>1</b>	<b>4</b>	<b>7</b>	<b>20.0</b>

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Record the number of acres in the selected block that were treated with the fertilizer materials recorded in Column 2. If only part of a block was treated, record only those acres. For example, if the operator made a particular application of fertilizer to only 25 acres in a 40 acre block, enter 25.0 in Column 7. Since each individual application of fertilizer must be recorded on separate lines, the figure entered in Column 7 can never be greater than the number of acres in the block.

Acres and tenths of acres must be reported in Column 7. Zero must be recorded after the decimal point if whole acres are recorded. For example, if the operator treated exactly 25 acres, the entry in Column 7 must be 25.0. Otherwise the summary will consider the entry to be 2.5 and serious errors will result when we summarize the amount of nutrient applied.

L I N E	2 <b>MATERIALS USED</b> <i>[Enter percentage analysis or actual pounds of plant nutrients applied per acre.]</i>				3 <b>What quantity was applied per acre?</b>	4 [Enter material code.] 1 Pounds 12 Gallons 19 Pounds or actual nutrients	5 <b>When was this applied?</b> 6 In the previous fall 7 In the spring 8 In the summer	6 <b>How was this applied?</b>	7 <b>How many acres were treated in this application ?</b>  <b>ACRES</b>
	N Nitrogen	P <sub>2</sub> O <sub>5</sub> Phosphate	K <sub>2</sub> O Potash	S Sulfur					
01	<b>16</b>	<b>20</b>	—	<b>15</b>	<b>100</b>	<b>1</b>	<b>6</b>	<b>1</b>	<b>50.0</b>
02	<b>28</b>	—	—	—	<b>125</b>	<b>1</b>	<b>7</b>	<b>1</b>	<b>50.0</b>
03	<b>60</b>	<b>35</b>	<b>40</b>	—	—	<b>19</b>	<b>7</b>	<b>10</b>	<b>50.0</b>

In the above example:

Line 1 shows an application of 100 pounds per acre of ammonium sulfate broadcast without incorporation in the previous fall to 50 acres.

Line 2 shows an application of 25 pounds per acre of a 28 percent nitrogen solution broadcast without incorporation in the spring to 50 acres.

Line 3 shows an application of 60 pounds of nitrogen, 35 pounds of phosphate, and 40 pounds of potash per acre, air blasted in the spring to 50 acres.



## Item 5: Fertilizer Custom Costs

If any of the fertilizer applications were made by custom applicators, continue with item 5a, otherwise go to item 6.

### Item 5a: Custom Application Charge Identifiable

First, ask the respondent if he is able to report the cost of custom applications (the charge for just the application of materials) separately from the costs of the materials applied. If yes, complete item 5b. If no, skip to Item 6 to obtain the total costs of materials, including the custom application charge.

### Item 5b: Custom Application Charge

Record the amount spent for CUSTOM APPLICATION of fertilizers on the selected block for the 2007 crop. Include landlord and contractor costs. Record only the application cost. **Do NOT** include the cost of the fertilizer materials. Record the cost in dollars and cents per acre or in total dollars for the block.

If material and application costs can't be separated, record the total in Item 6 and skip Item 5b.

**Note:** It is common for a combined custom application of fertilizer and pesticide to be made at one price. If this is the case, the materials cost shall be listed under fertilizer materials cost and an appropriate comment explaining the situation is needed.

## Item 6: Total Fertilizer Material Costs

Record the TOTAL COST of MATERIALS for all fertilizer, soil conditioners, micronutrients, etc., applied to the selected block for the 2007 crop of the target commodity. **Include** landlord and contractor costs. **Exclude** the cost of lime or purchased manure. If custom applied, include the cost of materials ONLY, unless materials and application costs cannot be separated.

**Note:** Even in cases where no fertilizers were applied, you must still ask Item 6. Though micronutrient applications are excluded from the Fertilizer table, the cost of applying them is included here in Item 6.

### **Item 7: Gypsum**

Crops use gypsum as a source of calcium. Calcium contained in gypsum is relatively water-soluble and enters into soil solution. Determine if the operator ever applied gypsum to the selected block. Enter code "1" for YES and continue.

### **Item 8: Micro-nutrients**

Micro-nutrients (trace elements, secondary nutrients, etc.) are usually applied as part of a mixed fertilizer, but occasionally they are applied alone. Examples of micro-nutrients are copper, zinc, boron, manganese, and iron. Determine if the operator applied any micro-nutrients to the selected block. Enter code "1" for YES and continue.

### **Item 9: Yield Goal**

Recommended fertilizer application rates are often based on the yield goal of the producer. Estimates of producer yield goal compared with actual yield gives some indication of how realistic producer's expectations are. It also gives an indication of how unexpected conditions, such as droughts or pest infestations, may have affected yields. Furthermore, assessing the impact of adopting different nutrient practices requires information on the producer's pre-season expected yield or yield goal which can be much different from actual yield. Enter the unit per acre to the nearest tenth of an acre and the corresponding unit code.

### **Item 10: Calcium Chloride**

If calcium chloride was applied to the selected block in 2007 for the 2007 crop, enter "1" and continue with 10a.

#### **Item 10a: Pounds of Calcium Chloride**

Record the amount of calcium chloride applied either in pounds per acre or total pounds for the selected block.

### **Item 11: Soil or Plant Tissue Test**

If a soil or plant tissue test was performed for the 2007 crop in the selected block, continue with item 12. If a soil or plant tissue test was not performed, skip to item 16.

### **Item 12: Phosphorus Soil Test**

If a SOIL test for phosphorus was done on the selected target commodity block, enter code “1” for YES then ask Item 12a. If no phosphorus soil test was done, go to Item 13. The test may have been done in 2007 or in the fall of 2006 for preparing for the 2007 crop on the block.

#### **Item 12a: Pounds of Phosphorus Recommended**

The results of the phosphorus test usually will be in the form of “recommended pounds of Phosphorus per acre”. Ask the respondent what rate of phosphorus application was recommended by the phosphorus soil test. If the respondent reports in a method other than in ‘pounds per acre’, make notes on the questionnaire so that the office can convert the recommendation to a standard pounds per acre value.

### **Item 13: Nitrogen Soil Test**

If a SOIL test for nitrogen was done on the selected target commodity block, enter code “1” for YES then ask Item 13a. If no nitrogen soil test was done, go to Item 14. The test may have been done in 2007 or in the fall of 2006 for preparing for the 2007 crop on the block.

#### **Item 13a: Pounds of Nitrogen Recommended**

Some nitrogen may be applied as “extra” or “insurance” nitrogen fertilizer. We want to quantify the extent of extra nitrogen applied as “insurance”, and whether the number of operators who apply “insurance” nitrogen are offset by the number of producers who respond that they apply less than the amount recommended. The results of the nitrogen test usually will be in the form of “recommended pounds of Nitrogen per acre”. Ask the respondent what rate of nitrogen application was recommended by the nitrogen soil test. If the respondent reports in a method other than in ‘pounds per acre’, make notes on the questionnaire so that the office can convert the recommendation to a standard pounds per acre value.

### **Item 14: Plant Tissue Test**

Plant tissue tests are done on plants for nutrient deficiency during or at the end of a growing season. Analysis of plant tissues provide information on how plants are using soil nutrients and help the operator adjust fertilizer applications up or down the following year.

If a plant tissue test was done on plants from the selected block to determine the needs of the current crop, enter code "1" for YES. Tests may have been performed on the harvested crop (such as the 2006 crop) to determine the needs for this year's crop (the 2007 target commodity crop).

### **Item 15: Cost of Soil/Plant Tests**

Record the total cost in dollars or in dollars and cents per acre of the soil or plant tissue tests for nutrient deficiency performed on the selected block for the 2007 crop. These tests are typically charged on a per sample basis. The number of samples taken per block will vary depending on the precision the farmer needs for making decisions about nutrient and plant management. Include the cost of tests done in 2006 for the 2007 crop on the selected block. Include landlord and contractor costs.

Sometimes, the farmer is unable to separate the costs of these tests from the cost of fertilizer or custom application charges, especially if the fertilizer dealer or custom applicator does the test. If the fee was included in the cost of the materials or custom applications reported in Section D, leave the cell blank and **complete 15a.**

### **Item 15a: Reason Test Performed at No Cost**

If a soil or plant tissue test was done on the selected target commodity block at no cost, enter the code that best explains why.

### **Item 16: Enumerator Action**

Refer back to the fertilizer application table (Item 4). If the table is complete, and no Nitrogen was applied (column 2 contains no entries for N for the selected block), skip to Item 19.

If the table was refused or coded incomplete, ask the respondent if any nitrogen was applied for the 2007 target crop in the selected block.

If nitrogen was applied, complete Items 17 and 18.

### **Item 17: Reason for Nitrogen Application Rate**

Items 17a-g obtain the reasons the operator had for deciding how much nitrogen to apply to the selected block. Each of these must be asked. If nitrogen was not applied, do not ask this question.

This is not a multiple choice question -- that is, there may not be just one single answer. The operator may have more than one reason for deciding how much nitrogen to apply. Enter code "1" = YES for each reason the operator used. It is also possible for the operator to say NO to all Items 17a-g. If this happens, it will be apparent that the operator based decisions on some reason besides those named in Items 17a-g, because these are all NO.

**In Item 17a**, if the operator based the decision on the results of a soil or plant tissue test, enter code "1" for YES.

**In Item 17b**, if the operator followed the recommendation of a crop consultant, enter code "1" for YES.

**In Item 17c**, if the operator followed the recommendation of a fertilizer dealer, enter code "1" for YES.

**In Item 17d**, if the operator followed the recommendation of an Extension Service agent or publication, enter code "1" for YES.

**In Item 17e**, if the operator based his decision on the expected economic return (the increased return from higher production more than offsets the cost of the nitrogen applied), enter code "1" for YES.

**In Item 17f**, if the operator followed the recommendation of their Contractor, enter code "1" for YES.

**In Item 17g**, if the operator decided how much nitrogen to apply based on his own past experience or it was a routine practice for this crop in this block, enter code "1" for YES.

### **Item 18: Use of Product to Slow Breakdown of Nitrogen**

If nitrogen was applied to this block either by itself or combined in a mixed fertilizer product (any entry under N in Column 2 of the Fertilizer Table), then determine if any product was used to slow the breakdown of the nitrogen. If nitrogen was not applied, do not ask this question.

### **Item 19: Lime Applications**

Determine if the operator ever applies lime to the selected target commodity block. Enter code "1" for YES and continue.

#### **Item 19a: Years Between Lime Applications**

Record the average number of years between lime applications to this block. If lime is applied every year, enter "1". If this is the first time lime was ever applied, enter "1".

#### **Item 19b: Lime Rate**

Record tons of lime applied per acre to the selected target commodity block the last time lime was applied. Enter tons to the nearest TENTH (for example, 2.5). If the operator responds in another unit, such as pounds or hundredweight, convert the rate to tons. For example, if the respondent reports 300 pounds per acre, then the number of tons applied per acre is  $300 \div 2000 = .15$  tons. Use normal rounding rules and enter .2 in Item 19b.

#### **Item 19c: Lime Applications for Current Year**

Determine if the operator applied lime to the selected target commodity in the selected block during anytime in 2007. Enter code "1" for YES and continue.

#### **Item 19d: Lime Cost to Landlord**

If the selected block was rented, the landlord may have paid some of the cost of lime and its application. This is more common with share-rented land, but it can happen in cash and rent-free arrangements, too.

**Note:** Since lime is not typically applied to blocks every year, this item asks for landlord's share of costs the last time it was applied-- not necessarily the cost in the calendar year of this survey.

### **Item 20: Unprocessed Manure or Other Organic Material Applications**

Determine if livestock or poultry manure, biosolids, or other raw nutrient was applied to the selected block excluding compost.

**Exclude commercially prepared manure.** Commercially prepared manure will have a nutrient analysis and should be included in the Fertilizer Table, Item 4.

Commercially prepared manure can be manure composts, DRIED manure, bagged manure, etc. Some farmers receive manure from brokers, but the overall amount is very small according to past surveys.

If any type of unprocessed livestock manure (beef, dairy, hog, sheep, poultry, etc.), biosolid, or other raw nutrient was applied to this block, enter code "1" for YES and continue.

### **Item 20a: Acres on Which Manure Applied**

Record the number of acres of the selected block on which manure was applied. Enter acres to the nearest TENTH of an acre.

### **Item 20b: Amount Applied**

Record the amount of manure applied to the selected block. Enter the code for either gallons, tons **OR** bushels **AND** units per acre **OR** total units. The unit per acre figure must be entered to the nearest HUNDREDTH (example: 10.85). The total units figure must be entered to the nearest TENTH (example: 25.5). Only one unit should be completed. If the operator tells you that part of the total amount applied was dry, measured in tons, and part of the amount applied was liquid, measured in gallons, one of these units must be converted. Record this in notes so that the total amount of manure applied to the block can be calculated in the Field Office.

If the operator does not know the amount of manure applied to the block and it cannot be estimated, instead find out the type and number of animals that produced the manure, and for what time period (all or just part of a year). Also find out how many other acres besides the acres of this block were covered with manure produced on the operation. Make good notes of all this information. The Field Office can estimate the amount of manure applied using this information.

### **Manure Transport**

It is important to collect information about the distance between the site where manure is stored and where it is applied, and about the capacity of the manure spreader to determine the cost of transporting manure. The cost of transporting manure for block application is an important factor that determines the value of manure applied.

### **Item 20c: Hauling Distance**

Record the number of miles the hauling distance is between the manure storage and the selected block in Item 20c. Enter miles to the nearest TENTH (example: a half mile must be entered as: 0.5).

### **Item 20d: Capacity of Manure Spreader**

Enter the total capacity for the manure spreader in either gallons, tons **OR** bushels **AND** total units. All figures must be entered to the nearest hundredth (example: 10.85).

### **Item 20e: When Manure Applied**

Timing of manure applications is also an important factor that determines the value of manure applied to the crop and the potential losses of manure nutrients to the environment. This information is important for the policy maker to assess the current timing practices and if needed, to provide incentive for farmers to apply the manure at the time of crop need to protect the environment.

Enter the percent of manure applied in the previous fall of the target crop in Item 20e(i). Enter the percent of manure applied in the spring of the target crop in Item 20e(ii). Enter the percent of manure applied in the summer of the target crop in Item 20e(iii).

The total of Items 20e(i) + 20e(ii) + 20e(iii) must equal 100.

### **Item 20f: Form of the Manure**

#### **Code 1 - Lagoon Liquid**

Lagoon liquid manure is from lagoons or holding ponds

#### **Code 2 - Slurry Liquid**

Slurry liquid manure is from in-ground tanks, basins, or pits **OR** from above-ground tanks, silos, or other manure tanks.

#### **Code 3 - Semi-Dry or Dry**

Semi-dry or dry manure is from barns, sheds, or embankment

Determine if the manure was lagoon liquid (code 1), slurry liquid (code 2), or semi-dry or dry (code 3).



### Item 20g: Application Method

Since dry or liquid application and immediate incorporation affects runoff and nutrients available to the soil, specify whether the manure was applied dry or liquid form with or without incorporation. Also, liquid manure may be injected directly into the soil.

If manure was applied more than once and using different methods of application, record the primary method used. For example: The operator applied 70 % of the manure prior to planting by dry broadcast with incorporation and liquid broadcast without incorporation the remaining 30% after planting...you would code item 20g = 2.

The manure application method codes are:

Code 1 - **Broadcast or sprayed without Incorporation:** Manure is applied to the entire surface area by land application equipment.

Code 2 - **Broadcast or sprayed with Incorporation:** Manure is applied to the entire surface area by land application equipment. Incorporation of the manure into the upper soil surface is often performed with a field cultivator, disk, or other tillage implement.

Code 3 - **Injected or Knifed-in:** Manure is injected under pressure into the soil.

Code 4 - **Sprayed using Irrigation System:** Manure is applied thru irrigation system.

### Item 20h: Type of Raw Nutrient

Different types of raw manure have different nutrient content. Determine whether the major source of the manure applied to the selected block was from beef cattle, dairy cattle, hogs, sheep, poultry, equine, a biosolid (such as municipal waste), or some other livestock.

When the same amount of two types have been applied, use the code for the type with the higher nitrogen value. The highest value is for poultry, followed by hogs, dairy, sheep and beef. Beef has the lowest nitrogen value.

The code list for the type of livestock manure is:

Code 1 - **Beef Cattle**

Code 2 - **Dairy Cattle**

Code 3 - **Hogs**

Code 4 - **Sheep**

Code 5 - **Poultry**

Code 6 - **Equine (horse, mule, etc.)**

Code 7 - **Biosolids** (municipal sludge, food waste, etc.)

Code 8 - **Other** (record the type of manure or nutrient in a note.)

### **Item 20i: Source of Manure**

Determine if the manure was produced on this operation (code 1), purchased (code 2), obtained at no cost from some other source (code 3), or obtained with compensation (code 4).

### **Item 20j: Testing of Nutrient Content**

Manure management has become a major environmental and economic issue in many parts of the U.S. Practices, such as manure testing, are available to help producers manage manure with less risk to the environment. Determine if the manure applied to the selected block was tested for nutrient content prior to application. If manure was tested prior to application, enter code "1".

### **Item 20k: Application Rate Reduction of Other Fertilizers**

The extent of substitution of manure for commercial fertilizer is a critical relationship for agencies charged with enforcing manure application regulations. Determine if the application rate of commercial fertilizer on the selected block was reduced due to manure application. If the application rate of commercial fertilizer was reduced, enter code "1" and continue. If the application rate of commercial fertilizer was not reduced due to manure application, skip to item 20l.

### **Item 20k(i): Percent Reduction in Commercial Fertilizers**

Enter in whole percent the amount the commercial fertilizer application rate was reduced for the selected block. Valid entries for this item may range from 1 - 100 percent.

### **Item 20l: Adjust Harvest Date**

If the apple harvest date was adjusted in the selected block due to the application of manure, enter code “1” and continue.

### **Item 21: Manure Application Rate Restrictions**

Because of the increasing regulation of manure applications by Government (Federal, State, and Local) and because regulations are not implemented uniformly, it is important to quantify the extent of farm operators experience with manure regulations. Responses will identify which entity is the most likely to be doing the regulating, what differences might exist between locales, and to what extent manure applications, when regulated, are being governed by nitrogen or phosphorous application rate protocols.

If the application rate applied to the selected block was influenced by State or Local restrictions, enter a code “1” and continue with Item 21a.

If nitrogen requirement of the crop was the basis of the restriction which influenced the manure application on this block, enter code “1” in Item 21a(i).

If phosphorus requirement of the crop was the basis of the restriction which influenced the manure application on this block, enter code “1” in Item 21a(ii).

### **Item 22: Compost Application**

Compost is a soil conditioner which provides organic matters for the soil and plant nutrients for crop growth. It is dark-colored humus, a stable organic product from the decomposition of carbon-based feedstock such as wood chips, and nitrogen based feedstock such as raw manures, through the growth and activity of bacteria and fungi. In the decomposition process, these organisms convert chemical energy into heat, which is maintained with temperature range of 130 and 170 degrees in the feedstocks for a period of time depending on the composting facility.

Determine if compost was applied to the selected block. If any compost was applied to this block, enter code “1” for YES and continue.

### **Item 22a: Acres on Which Compost Applied**

Record the number of acres of the selected block on which compost was applied. Enter each acre to the nearest TENTH of an acre.

### Item 22b: Amount Applied

Record the amount of compost applied to the selected block. Enter the code for either tons **OR** cubic yards **AND** units per acre **OR** total units. The unit per acre figure must be entered to the nearest HUNDREDTH (example: 10.85). The total units figure must be entered to the nearest TENTH (example: 25.5). Only one unit should be completed.

### Item 22c: Type of Nutrient

The nutrient content of compost comes from many different products. Determine whether the top three major sources of the compost applied to the selected block was from beef cattle, dairy cattle, hogs, sheep, poultry, equine, a biosolid (such as food waste), crop or crop residue, or some other type.

When the same amount of two types have been applied, use the code for the type with the higher nitrogen value. The highest value is for poultry, followed by hogs, dairy, sheep and beef. Beef has the lowest nitrogen value.

The code list for the type of livestock manure is:

Code 1 - **Beef Cattle**

Code 2 - **Dairy Cattle**

Code 3 - **Hogs**

Code 4 - **Sheep**

Code 5 - **Poultry**

Code 6 - **Equine (horse, mule, etc.)**

Code 7 - **Biosolids** (food waste, etc.)

Code 8 – **Crop** (record the crop or by-product of the crop indicating 1<sup>st</sup>, 2<sup>nd</sup>,  
or 3<sup>rd</sup>)

Code 9 - **Other** (record the type of manure or nutrient in a note.)

Since compost often is made up of many materials, enter up to 3 sources that are the largest contributors. It is possible to have Code 8 – Crop reported for more than one major crop. Specify in the space provided both the material and whether it is 1<sup>st</sup>, 2<sup>nd</sup>, or 3<sup>rd</sup>.

**Item 22d: Source of Compost**

Source of compost is important information for determining the cost of using compost in this operation. Determine if the compost was produced on this operation (code 1), purchased (code 2), obtained at no cost from some other source (code 3), or obtained with compensation (code 4).



## Section D - Pesticide Applications

### What is Section D for? How is the Information Used?

Pesticide data are needed because USDA is responsible for publishing estimates of pesticide use in crop production. NASS is charged with collecting these data so that issues related to food safety, water quality, and pesticide cancellation can be evaluated. The Economic Research Service conducts research on the impact of alternative regulations, policies, and practices.

This section is similar to the fertilizer section. Chemical mixes are described and application practices are enumerated. The mix information is used in non-survey years to create a cost index for updating survey responses. Chemical costs are a large part of the variable production costs for most crops, so getting correct information on chemical usage is important.

Include all chemicals applied for the 2007 crop on the selected block.

#### **Exclude:**

- 1) Chemical applications to fence rows, ponds, canals and ditch banks should not be recorded.

This land should not be considered part of the survey acres of interest. Often the chemicals used for killing weeds and other pests in these areas are not labeled for use on the crop in the selected block.

- 2) The use of adjuvants.

An adjuvant is used in a formulation to aid the operation or improve the effectiveness of the pesticide. Adjuvants include such materials as wetting agents, spreaders, emulsifiers, dispersing agents, foaming agents, foam suppressants, penetrants and correctives. A spray adjuvant may contain one or more surfactants, solvents, solubilizers, buffering agents, and stickers needed to formulate a specific type adjuvant. By using the proper adjuvant it is often possible to use certain chemical pesticides in a tank mix that otherwise would present compatibility problems. However, if you or the respondent are in doubt about whether a product should be included, record it anyway and write notes to explain the situation.

## Use of Supplements

The Pesticide Applications table contains a column for entering the number of applications of a specified pesticide. This column (column 11) allows you to combine multiple applications of the same pesticide, at the same rate, and covering the same area on one line in the table. This procedure should help reduce the need for a supplement.

If more lines are needed than the number available in the table, use the ARMS Phase II **Pesticides Supplement** booklet. Copy the identification as it appears on the main questionnaire to the identification box on the supplement. Assign the next Table number (002, 003, 004, etc.) to each additional supplement used. Begin numbering the supplements with Table 002 because Table 001 already appears in the questionnaire. Use as many supplements as you need.

## Use of Records

Because of record keeping requirements for restricted use pesticides, (sometimes called RUP's), most operators will have records of chemical applications for each block. Encourage the respondent to use these records if they are available.

Respondents can answer many of these questions without records. Where records help most is in jogging the farmer's memory about spot treatments, rare, irregular applications or mixes of chemicals, or deviations from usual spray schedules or rates of application.

## Use of the Respondent Booklet

Both you and the respondent should use a Respondent Booklet. Most of the pesticide products used on each target commodity are listed in the Respondent Booklet for that commodity. It is very important to obtain the trade name as well as the formulation from the operator to insure that the correct product code is recorded. In order to report the formulation and whether the product is liquid or dry, the respondent may have to look at the product label or detailed itemized receipts for the product.

Some respondents may be willing to use the booklet and to report the product code for each of the products they used. You should encourage this since it makes the job of enumeration easier as well as making reporting faster and more accurate.



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To aid in identification, the products in the Respondent Booklet are categorized as LIQUID(L) or DRY(D) formulations. Ask the respondent if the product was in a liquid or dry state when it was purchased. This should help you and the respondent find and record the correct product codes.

The Respondent Booklet also lists the type or class of each product:

- Fungicide (F),
- Herbicide (H),
- Insecticide (I),
- Miscellaneous (M),
- Miscellaneous Biological/Pheromone (MB),
- Miscellaneous Defoliant/Dessicant (MD),
- Miscellaneous Growth Regulator (MG),
- Miscellaneous Soil Fumigant (MS), and
- Other products (O).

Some chemicals and pesticides have more than one use. Some products with more than one use may be listed twice if the second use is associated with a separate product code. For example,

### **Gramoxone Extra**

4314	Gramoxone Extra 2.5 L	H
9037	Gramoxone Extra 2.5 L	MD

For products that are listed more than once, be sure to probe for what it was used for and record the product code associated with that use.

Note that each product code listed in the Respondent Booklet specifies the trade name and formulation. The numbers and letters after the product name identify the concentration and form. For example, Canopy 75DF: Canopy is the trade name and the 75DF indicates the formulation. The 75 indicates the concentration as the percent of active ingredient in a pound of product, and the DF indicates that the form of the product is Dry Flowable. For Basagran (4L): Basagran is the trade name and the 4L indicates the formulation. The 4 indicates 4 pounds of active ingredient in a gallon of product and the L indicates a Liquid Concentrate.

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Also note that for several products there is more than one formulation for a given trade name: Ambush (2EC) and Ambush 25W or Diazinon 14G and Diazinon 4E and Diazinon 50W and Diazinon AG500(4E). Different formulations of a product have different concentrations of the active ingredient and inert materials.

It is extremely important that you get the correct product code because active ingredient concentrations for different products and different formulations vary greatly. Since we summarize by active ingredient in the product, recording a product or its formulation incorrectly will make a difference when the active ingredient application rate per acre is calculated. For example, if you record the code for Dyfonate II 20-G (1038) when you really should have recorded the code for Dyfonate II 10-G (1037), then we will summarize twice the amount of active ingredient than we should. That will make it look like operators apply more chemicals to crops than they actually do.

Also, if you record the Dyfonate II 10-G code when you really should have recorded the code for Dyfonate II 20-G, we will summarize half as much active ingredient as we should. This is not good either. We need the correct information listed in the questionnaire.

If you cannot find a reported product in the Pesticide Code List in the Respondent Booklet, complete the table in Item 2 to provide the information needed to classify and summarize unlisted products. The Field Office will research the product and assign a new product code if necessary.

### Item 1: Pesticide Applications

Determine if any pesticides were applied to the selected commodity block for the 2007 crop. Include herbicides, insecticides, fungicides, growth regulators, and other pesticides.

**IMPORTANT NOTE:** If the block has not yet been harvested you must be sure to probe the respondent for any pesticide applications he plans to make to this block prior to harvest and record them in this table.

**Exclude fertilizers.** The respondent may report foliar fertilizer sprays, especially if they were part of a tank mix. Fertilizer applications should not be recorded in this section; they should have been recorded in the fertilizer section.

Herbicide materials may be applied before weeds emerge or after weeds have emerged. Some herbicides are effective by being left on the surface without incorporation.

Insecticide materials are applied to control insects that damage plants by feeding on plant tissues.

Fungicides are applied to control disease organisms which affect the growth and development of the plant, such as pod-and-stem blight, anthracnose, brown spot, etc.

Other chemicals are used to fumigate the soil, regulate the growth of the plant, etc.

If any pesticides were applied, enter Code "1" for YES, then complete the Pesticide Table. If no pesticides were applied, check NO and go to Section E.

## **Column 2: Product Code**

Ask the operator to identify the chemical or pesticide product applied to the selected commodity block. Record the product name for each chemical from the Pesticide Code List found in the Respondent Booklet. This makes it easier to refer to the product, by name, while asking the remaining questions across the table. It also makes it easier to identify a product and its code when the same product is reported more than once with different formulations.

Recording the product name also assists the Field Office in editing the questionnaire and in verifying unusual applications and/or rates. Therefore, you are encouraged to record the product name in the first column.

Each different product applied must be recorded on a separate line. However, if a product is applied more than once at the same rate and to cover the same area, the applications can be recorded on one line, with the number of applications recorded in Column 11.

If two or more products are applied with a single application (tank mix) a separate line must be used for each product. Use Column 4 to identify products applied as a tank mix.

Remind the operator to report all types of pesticides, including herbicides, insecticides, fungicides, growth regulators, and desiccants.

### Column 3: Product Form (Liquid/Dry)

Ask the respondent if the product was in a liquid or dry state when it was purchased. Record an "L" or a "D" in this column to indicate Liquid or Dry. Probe for clarification if the liquid or dry designation listed by the product code selected from the Respondent Booklet does not agree with what you record here for the product.

Common form abbreviations are:

**L (Liquid):** These products flow like water. Concentrations are usually expressed in pounds per gallon.

**E (EC):** Emulsifiable concentrates. These are usually thicker than water and are mixed with water and applied as sprays. They contain one or more active ingredients, one or more solvents and an emulsifier. Their concentrations are generally indicated in pounds per gallon.

**F (Flowable):** These products are in liquid form. They contain finely ground active ingredients suspended in the liquid. They are mixed with water for application. Their concentrations are indicated in pounds per gallon.

**D (Dust):** Dusts contain a low percentage of active ingredients on a very fine dry inert carrier such as talc, chalk or clay. They are usually applied directly as purchased. Their concentrations are expressed as percents.

**WP (W), SP (S):** Wettable or Soluble Powders. These are dry products, much like flour, which will dissolve or disperse in water. Their concentrations are indicated in percents.

**G (GR) (Granular):** Granular products contain active ingredients coated or absorbed onto coarse particles like clay, ground walnut shells or ground corn cobs. The pellets are about the diameter of the lead in a pencil (or larger); during shipment the granules have a tendency to break down and create dust. These are used as purchased. Their concentrations are expressed as percents.

**DF (Dry Flowable):** These are small pellets formulated to reduce the dust problem created with granules. They are like wettable powders except that the active ingredient is formulated on a granule instead of a powder. The product pours easily into spray tanks for mixing with water. Their concentrations are expressed as percents.

**Bait:** Bait products contain active ingredients mixed with food or another attractive substance. Concentrations are expressed as a percentage.

### **Column 4: Tank Mix**

Most chemicals are applied to the block as single products. However, sometimes two or more individual products are mixed in the spray tank by the farmer/custom applicator and applied to the block as a tank mix.

Products applied in a tank mix must be identified as tank mixes. Since there is only space in the table for one product per line, the separate products in tank mixes must be recorded on separate lines. Identify the products in a tank mix by recording in Column 4 the line number of the first product in the tank mix.

For example, consider a tank mix where you recorded the first product on line 6, the second product on line 7 and the last product on line 8. In Column 4 of line 6 you should record 6 so we will know this was the beginning of the list of products in that tank mix. In Column 4 of line 7, you'll record 6 so we know that this product was part of the same tank mix that you started listing on line 6. In Column 4 of line 8, you will record 6 for the same reason.

For products not applied as part of a tank mix, enter a dash in Column 4.

For the first product in a tank mix, be sure to ask each question in Columns 5 - 13. For each additional product in the tank mix after the first product, be sure to ask the questions in Columns 6 or 7 and 8 because the answers likely will be different than for the first product. Information recorded in Columns 5, 9, 10, 11, 12, and 13 should be the same as for the first product in the tank mix. These data can just be copied from the entries in the columns for the first product of the tank mix.

DO NOT confuse tank-mixes and packaged premixes. A tank mix is any pesticide spray which is prepared immediately before use by mixing two or more chemicals and water in the spray tank. Packaged premixes are brand name products that contain two or more active ingredients. These are products where the manufacturer has taken individual active ingredients and combined them in a container. Examples include Ramrod/Atrazine, Lasso/Atrazine and Bicep (Dual & Atrazine). These manufactured mixes have their own code in the Respondent Booklet, so they don't have to be listed with separate codes for the chemicals included in the product.

New technologies such as variable rate applications that rely on Global Positioning Satellite (GPS) information to control the precise application of chemicals create unique situations. It is possible for an applicator to have more

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than one chemical product tank, and to apply more than one product unequally across a block depending on the specific needs of each small area. Some areas of the block may be treated with only one of the multiple products. Since the multiple products are not mixed and applied consistently together across the block, these are not considered tank mixes. This use of GPS is still very rare.

**Figure 7** Recording pesticide tank mix information

APPLICATION CODES for Column 9		
1 Broadcast, ground without incorporation	3 Broadcast, by aircraft	7 Banded In or Over Row
2 Broadcast, ground with Incorporation	4 In Seed Furrow	8 Foliar or Directed Spray
	5 Irrigation water	9 Spot treatment
	6 Chisel, Injected or Knifed in	10 Air Blast

L I N E	2	3	4	5	6 or 7		8	9	10	11	13
	What products were applied to this block? [Use product codes from Respondent Booklet.]	Was this product bought in liquid or dry form? [Enter L or D]	Was this part of a tank mix? [If tank mix, enter line number of first product in mix.]	When was this applied? 6 In the Fall 7 In the Spring 8 In the Summer	How much was applied per acre per application?	What was the total amount applied per application on in this block?	[Enter unit code.] 1 Pounds 12 Gallons 13 Quarts 14 Pints 15 Liquid Ounces 28 Dry Ounces 30 Grams	How was this product applied? [Enter code from above.]	How many acres in this block were treated with this product?	What was the number of times applied?	Were these applications made by-- [Enter code from above.]
NOTES											
<i>Banvel (4L)</i>	<i>01 4136</i>	<i>L</i>	<i>2</i>	<i>7</i>	<i>.</i>	<i>1.0 0</i>	<i>14</i>	<i>1</i>	<i>5.0</i>	<i>1</i>	<i>2</i>
<i>Express DF</i>	<i>02 4205</i>	<i>D</i>	<i>2</i>	<i>7</i>	<i>.13</i>	<i>. _ _</i>	<i>15</i>	<i>1</i>	<i>5.0</i>	<i>1</i>	<i>2</i>

In this example,

- Product lines 1 and 2 are in a tank mix.
- For products mixed in a tank mix, columns 4, 5, 9, 10, 11, 12, and 13 must be the same.

### Column 5: When Applied

Ask the respondent when the product was applied to the selected block (in the fall, spring, or summer), and enter the appropriate code.

## Column 6 or 7: Application Rate

Column 6 (rate per acre) or Column 7 (total amount) may be used for each product reported. Don't use both on the same line.

### Column 6: Rate per Acre per Application

Record the chemical application rate per acre used on the selected commodity block. Rate per acre is the amount used in one application to one acre. Because rates per acre are often quite small with very toxic chemicals, rates are reported to hundredths of units. BE SURE that if whole numbers are reported, zeros are entered after the decimal point.

If an application rate per acre is obtained in Column 6, then nothing should be entered in Column 7.

With variable rate technology and for spot treatments, application rates for a particular product or tank mix may vary across the block. In these cases, **Do Not Attempt to Obtain** a rate per acre instead, obtain the total amount applied to the block using Column 7.

### Column 7: Total Amount Applied per Application

If the respondent is not able to report the application rate per acre in Column 6, use Column 7 to record the total quantity applied per application to all acres treated in the selected target commodity block. This figure should be a total quantity for one application, NOT the “sum total” of multiple applications. If the respondent is able to give either total quantity applied per application or rate per acre, select the option which the respondent feels will give the most accurate data.

In some cases, respondents cannot report either the rate per acre per application of a product or the total amount of the product applied per application. In these cases, there is one additional way you might be able to collect the data we need. If the respondent knows

- 1) the amount of the product mixed in every 100 gallons of water,
- 2) the number of gallons in each tank applied, and
- 3) the number of tanks used to cover the acres,

Make a note of these figures. The Survey Statistician will be able to calculate the amount of product used.

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Other ways of reporting include parts per million (PPM). In these cases, try to find out the amount of actual product (before mixing with water) used, and write lots of notes.

Do not record the spray volume applied to the block. The purchased (concentrated) product is mixed with water and the diluted spray solution is generally applied at rates of 20 - 60 gallons per acre with ground equipment and 5 - 10 gallons per acre by air.

Do not record the inclusion of surfactants or CARRIERS in the spray solution. They are added to the spray solution to enhance the ability of the pesticide to stick to the foliage and/or aid in the absorption into the plant system.

Do not record liquid fertilizer solutions applied in conjunction with a pesticide in the Pesticide Table. The information on liquid fertilizers should be recorded in the Fertilizer Table.

### **Column 8: Unit Code**

Record the units using the unit codes listed in Column 8. The unit codes are:

Code 1 - **Pounds**

Code 12 - **Gallons**

Code 13 - **Quarts**

Code 14 - **Pints**

Code 15 - **Liquid Ounces**

Code 28 - **Dry Ounces**

Code 30 - **Grams**

Code 40 - **Kilograms**

Code 41 - **Liters**

Code 46 - **Spirals**

Code 47 - **Packets**

Code 50 - **Some Other Unit (Specify)**



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When the reported unit is quite small, you may need to make conversions. Some conversion factors you may need to use are:

<u>Liquid Products</u>	<u>Dry Products</u>
1 Gallon = 4 Quarts	1 Pound = 16 Dry Ounces
1 Quart = 2 Pints	1 Ounce = 28.3 Grams
1 Pint = 16 Fluid Ounces	1 Pound = 453 Grams
2 Cups = 1 Pint	2 Tablespoons = 1 Ounce

BE SURE to keep the unit code and product formulation consistent. If the operator purchased a LIQUID pesticide product, the unit code must be liquid ounces, pints, quarts, or gallons. If a DRY pesticide product (granular, wettable powder, or dry flowable) was used, the unit code must be dry ounces, pounds, or grams. If the form of product conflicts with the reported unit code, perhaps the wrong product code was recorded. Check the Respondent Booklet to see if there are other formulations.

### Column 9: How Applied

Obtain the physical application method used to apply the pesticide product to the selected block. The application methods codes are printed in the APPLICATION CODES box positioned above Column 9 of the Pesticide Table. Show the respondent the Fertilizer/Pesticide Applications Method Codes in the Respondent Booklet.

Herbicides, insecticides, and fungicides are most often applied as broadcast treatments to cover the entire soil surface (or plant surface) with the pesticide material. Band treatments, where a narrow band of pesticide is applied over the row covering about one-third of the soil surface, is also a common method of application. Less frequent methods include in-furrow, with irrigation water, or as spot treatments.

The Application Method codes are defined as follows:

**Code 1 - Broadcast, Ground Without Incorporation:** Pesticide material (herbicide, insecticide, fungicide, or other) is applied to the entire surface area by land application equipment. Application may occur either before or after planting, usually before crop emergence. No mixing of the pesticide material into the upper soil surface is needed or planned as part of the application.

**Code 2 - Broadcast, Ground with Incorporation:** Pesticide material (herbicide, insecticide, fungicide, or other) is applied to the entire surface area by land application equipment. Application usually occurs before planting, and a planned mixing of the pesticide into the upper soil surface is completed

at the time or shortly after the time of application. Incorporation of the pesticide into the upper soil surface is often performed with a field cultivator, disk, or other tillage implement. This cultivation activity would also be reported in the Field Operations table.

**Code 3 - Broadcast by Aircraft:** Pesticide material (herbicide, insecticide, fungicide, or other) is applied to the entire surface area by air application equipment. Include only those applications made by airplane or helicopter.

**Code 5 - in Irrigation Water:** Pesticide material (herbicide, insecticide, fungicide, or other) is mixed with water in either sprinkler or gravity fed irrigation systems. The term used for this procedure is chemigation. The product is metered into the water delivery system (generally a sprinkler irrigation system) and is distributed across the field or block in the irrigation water.

**Code 6 - Chisel, Injected or Knifed-in:** Pesticide material (herbicide, insecticide, fungicide, or other) is injected under pressure into the soil. This application method (using high pressure) is used with pesticide spray materials for nematode control.

**Code 7 - Banded or Sidedressed in or over Row:** Fertilizer material is placed in or over the crop row. The area between the rows is not treated.

**Code 8 - Foliar or Directed Sprays:** Pesticide material (herbicide, insecticide, fungicide, or other) is sprayed on or under the plant foliage.

**Code 9 - Spot Treatments:** Pesticide material is applied only to scattered spots within the block, such that the area treated is usually difficult to define. *See the explanation of the difference between a spot treatment and a partial block treatment on the next page.* Spot applications are generally made to control specific weed problems or insects such as grasshoppers at the edges of a block. Spot applications of fungicides are unlikely.

**Code 10 - Air Blast:** Air blast sprayers, also referred to as air-carrier sprayers or mist-blowers, are used to apply pesticides, plant growth regulators and foliar nutrients to orchard trees. They apply these materials as liquids carried in large volumes of air. Air blast sprayers have adjustments in the fluid and air delivery systems that permit tailoring applications to fit a wide range of orchard conditions.

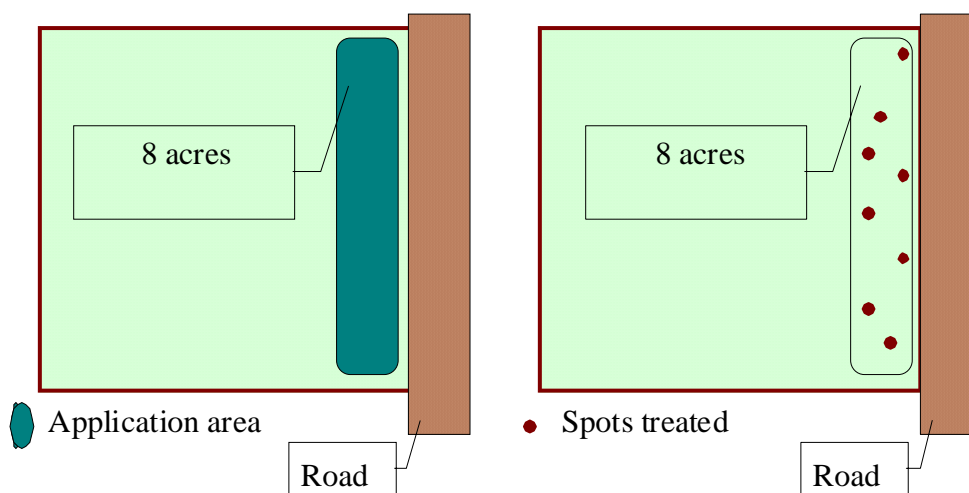
## Spot Treatment vs. Partial Block Treatment

Spot treatments should not be confused with treatment of part of a block. When an application is made only to a portion of a block, the treated acreage can be discerned. For example, the north half of a 40 acre block or ten areas throughout a block totaling 20 acres. Such partial block treatments should be reported like any other applications, including acres treated and an application code between 1 and 8.

With spot treatments, rate per acre is impossible to determine. A spot treatment might involve walking or riding around with a tank on the applicator's back, spraying a herbicide on problem weeds. Spot treatments to block crops are rare and should be verified.

**If spot treatments were made** in the selected block, enter the product code (column 2), product form (column 3), when applied (column 5), the total amount applied (column 7), unit (column 8), application code '9' (column 9), the respondents best guess of acres covered (column 10), times applied (column 11), percent of row covered (column 12), who applied (column 13), and cost per unit (Optional 4).

**Spot treatment example:** A farmer with a 40 acre block of target commodity identified a small area along a road with severe thistle infestation, and decided to spot treat these areas with Roundup Ultra in the spring. He used 2 ounces to spot treat the thistles over 8 acres of the block next to the road (the respondent best guess is that he spot treated  $\frac{1}{2}$  acre which covered about 1 percent).



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The line of the pesticide table for this application would be completed as shown below.

**Figure 11** Recording a spot pesticide treatment

APPLICATION CODES for column 9		
1 Broadcast, ground without incorporation	3 Broadcast, by air	7 Banded In or Over Row
2 Broadcast, ground with incorporation	5 Irrigation water	8 Foliar or Directed Spray
	6 Chisel, Injected or Knifed in	9 Spot treatment
		10 Air Blast

L I N E	2 What products were applied to this block? [Use product codes from Respondent Booklet.]	3 Was this product bought in liquid or dry form? [Enter L or D]	4 Was this part of a tank mix? [If tank mix, enter line number of first product in mix.]	5 When was this applied? 6 In the Fall 7 In the Spring 8 In the Summer	6 or 7		8 [Enter unit code.] 1 Pounds 12 Gallons 13 Quarts 14 Pints 15 Liquid Ounces 28 Dry Ounces 30 Grams	9 How was this product applied? [Enter code from above.]	10 How many acres in this block were treated with this product?	11 What was the number of times applied?	12 What percent of the rows were covered? 100 All rows 50 Every Other Row --- Other	13 Were these applications made by-- [Enter code from above.]	
					How much was applied per acre per application?	What was the total amount applied per application in this block?							
<b>NOTES</b>													
<i>Roundup Ultra</i>	<i>01</i>	<i>4561</i>	<i>L</i>	<i>—</i>	<i>7</i>		<i>2.00</i>	<i>15</i>	<i>9</i>	<i>0.5</i>	<i>1</i>	<i>1</i>	<i>1</i>

**Partial block treatment example:** A farmer with a 40 acre block of apples identified an area along a road with a severe blight problem, and decided to treat the area with Blite-Out in the summer. He applied 4 ounces per acre of the product as a direct spray on the foliage over 8 acres (20 percent) of the block next to the road. The line of the pesticide table for this application would be completed as shown on the next page.

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**Figure 12** Recording a partial block pesticide treatment

APPLICATION CODES for column 9		
1 Broadcast, ground without incorporation	3 Broadcast, by air	7 Banded In or Over Row
2 Broadcast, ground with incorporation	5 Irrigation water	8 Foliar or Directed Spray
	6 Chisel, Injected or Knifed in	9 Spot treatment
		10 Air Blast

L I N E	2 What products were applied to this block? <small>[Use product codes from Respondent Booklet.]</small>	3 Was this product bought in liquid or dry form? <small>[Enter L or D]</small>	4 Was this part of a tank mix? <small>[If tank mix, enter line number of first product in mix.]</small>	5 When was this applied? <small>6 In the Fall 7 In the Spring 8 In the Summer</small>	6 or 7 <small>How much was applied per acre per application? What was the total amount applied per application in this block?</small>		8 <small>[Enter unit code.]</small> 1 Pounds 12 Gallons 13 Quarts 14 Pints 15 Liquid Ounces 28 Dry Ounces 30 Grams	9 How was this product applied? <small>[Enter code from above.]</small>	10 How many acres in this block were treated with this product?	11 What was the number of times applied?	12 What percent of the rows were covered? <small>100 All rows 50 Every Other Row --- Other</small>	13 Were these applications made by-- <small>[Enter code from above.]</small>
	NOTES											
<i>Blite-Out</i>	<i>01</i>	<i>7048</i>	<i>D</i>	<i>—</i>	<i>8</i>	<i>4.00</i>	<i>28</i>	<i>8</i>	<i>8.0</i>	<i>1</i>	<i>20</i>	<i>1</i>

Note that this application covers a measurable portion of the block and the application method can be described by an application code of 1 through 8. The portion of the block treated does not need to be contiguous to be measurable, i.e., several areas that total 8 acres would be recorded in the same way provided that the applicator adjusted his sprayer to apply at 4.00 ounces per acre.

### Column 10: Acres Treated

Record the number of acres in the selected block that were treated with the pesticide product recorded in Column 2. This will be the same as the number of planted acres recorded for the block when the entire block was treated with the pesticide. If only part of the selected block was treated, then enter the number of acres representing the share of the block actually treated.

Here it is important to know the difference between treated acres and treatment acres. Treated acres are the actual physical (land) acres of crop which were treated -- it doesn't matter how many times they were treated, they are only counted once. Treatment acres are the total number of acres covered by applications of a product regardless of whether they are the same acres or different acres.

If the same 40 acres are treated 4 times, the number of treated acres is 40 and the treatment acres is 160 (4 x 40). In this example, 40 acres would be recorded.

*Never record treatment acres in these questionnaires.*

We account for multiple applications of the same product and formulation in one of two ways:

- 1) recording each event on a separate line, or
- 2) combining applications on one line and noting number of times in the next column, column 11.

Acres and tenths of acres must be reported in Column 10. Zero **MUST BE** recorded after the decimal point if whole acres are recorded. For example, if the operator treated exactly 25 acres, the entry in Column 10 must be 25.0. Otherwise the summary will consider the entry to be 2.5 and we will get serious errors when we summarize active ingredients applied per acre.

### **Column 11: Number of Applications**

If the same product is applied more than once:

1. At the same rate, (Column 6 or 7),
2. In the same time period before, at, or after planting, (Column 5),
3. Using the same method of application, (Column 9),
4. Covering the same area, (Column 10),
5. Percentage of rows covered is the same (Column 12), and
6. Applications made by the same person (Column 13)

then the multiple applications can be recorded on one line. Column 11 is coded with the number of applications of **this** product and at **this** rate.

If the applications were at different rates, during a different time period, a different method, or covering different areas of the block, record each application on a separate line. For example, if 2,4-D was applied in the Fall, record it on one line. If a second application was made in the summer, record it separately on another line.

### **Column 12: Percent of Rows Covered**

You should understand the difference between the **broadcast rate** per acre (amount needed for full coverage) and the **effective rate** (amount actually applied). Picture a two-lane country road which requires 40 cubic yards of gravel

per mile to resurface the full width of the road. If one lane of the road is resurfaced, only 20 yards are used on a mile of road. Here, the broadcast rate (the amount required to resurface both lanes of a mile of road) is 40 cubic yards, while the effective rate (the amount this mile of road actually received) is 20 cubic yards.

The effective rate is the correct way to report actual chemical usage. This column provides an adjustment factor when broadcast rates per acre are reported. If coverage included all rows or area of target crop acres, entering "100" in column 12 means that 100 percent of the rate per acre will be used in the data summary. If only every other row was treated, entering "50" in column 12 means that the rate per acre will be cut in half for the summary. If some other coverage was used (every third row, every fourth row, etc.) record the percent of the total acres actually covered.

**If total amount applied per application is reported (column 7) rather than rate (column 6), enter 100 in percent of the rows covered (column 12).**

### **Column 13: Who Applied**

For each individual treatment, record who made the pesticide application on the selected block. The codes to identify who applied the chemicals are:

- Code 1 - **Operator, Partner, or Family Member**
- Code 2 - **Custom Applicator**
- Code 3 - **Employee or Some Other Person.**

If "who applied" was different for a multiple application line (Column 11>1), use the code for who made the most applications.

### **Item 2: Information for Unlisted Pesticides**

If you could not find a product in the Pesticide Code List in the Respondent Booklet when completing Item 1, complete the table in Item 2 to provide the information needed to classify and summarize unlisted products. First, record the line number of the pesticide application that the information refers to. Then record what it was used for (herbicide, insecticide, fungicide). Next record the EPA registration number, if it is available, or the name and formulation of the product. Record whether the product was liquid or dry when it was purchased. Finally, record where the product was purchased. This will assist the Field Office if questions arise about the product and additional information is needed.

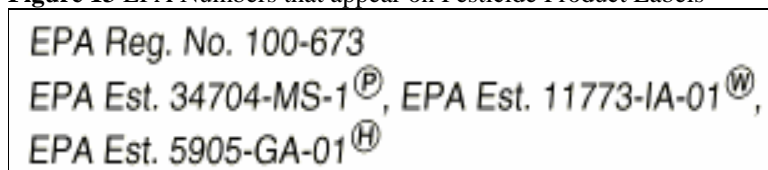
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The EPA Product Registration number (refer to Figure 13 below) is printed on the product label. These numbers are several digits long and look somewhat like many bank and credit card account numbers, such as 312-19-18713 and 2980-4. EPA Product Registration numbers are not the same thing as EPA Establishment numbers. In this example, the EPA Product Registration number is **100-673**. EPA Establishment numbers (EPA Est.) indicate which companies are also licensed to market the product, but do not uniquely identify the product.

**Figure 13** EPA Numbers that appear on Pesticide Product Labels



If the respondent does not know the EPA product number or the trade name and formulation, record as much information about the product as you can, especially the "where purchased." This information will enable identification of the product in the Field Office. The "where purchased" is important because if more information is needed, we can then call the dealer.

For example, if the operator has a pesticide applied by a custom applicator, he/she might not know the formulation of the product, but if the "where purchased" is recorded the Field Office can check to get the correct formulation.

A good, complete entry for Unlisted Products in the notes portion of the section is as follows:

**Figure 14** Providing information needed for unlisted pesticide products.

2. [For pesticides not listed in Respondent Booklet, specify--]

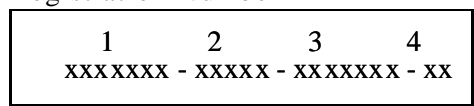
LINE	Pesticide Type (Herbicide, Insecticide, Fungicide, etc.)	EPA No. or Tradename and Formulation	Form Purchased (Liquid or Dry)	Where Purchased [Ask only if EPA No. cannot be reported.]
<u>22</u>	<u>Insecticide</u>	<u>Danitol 2.4EC, EPA #39398-17</u>	<u>Liquid</u>	<u>Midland Chem Supply</u>



## What's in a Registration Number?

All pesticide products, if properly registered, are identified by a unique number which is required to be located on the front panel of the label. This "registration number" is composed of several components, each of which has a specific meaning. These individual components are separated by a "-". Those products registered in California, have an extra component which identifies individual brand name registrations.

**Figure 15** Layout of an EPA  
Registration Number



1. Firm or Establishment Number - This component identifies the company that is the primary registrant with the USEPA. The number may be as long as seven digits, or as short as 1. California assigns their own unique firm numbers to companies that register products which are not required to be registered by USEPA.
2. Product or Label Number - This five or less digit number is generally assigned sequentially to each company's individual product as it is registered with the USEPA.
3. Distributor or Sub-Registrant's Number - This number identifies any company that is marketing a product owned by another company, generally the primary registrant. This type of registration is called a distributor registration or a sub-registration and is allowed under existing agreement certified by the USEPA. For a product registered in California, this number represents the company that holds the license for pesticide registration within the state.
4. California Revision Code - California requires companies to register and license individual brand names. The revision code, a sequence of (2) alphabetic letters, creates a unique identifier for each product. A single product may have many brand names registered within the state. Unique revision codes assigned to each one allows for identification of the specific brand name in question. These alphabetic letters may or may not appear on actual product labeling.

### **Item 3: Pesticide Custom Costs**

You will know if any of the pesticide applications were made by custom applicators by looking at Column 13 in the Pesticide Table. Ask this question only if any CUSTOM applications were reported (code 2 entered in Column 13).

#### **Item 3a: Custom Application Charge Identifiable**

First, ask the respondent if he is able to report the cost of custom applications (the charge for just the application of materials) separately from the costs of the materials applied. If yes, complete item 3b. If no, skip to Item 4 to obtain the total costs of materials, including the custom application charge.

#### **Item 3b: Custom Application Charge**

Record the amount spent for CUSTOM APPLICATION of chemicals and pesticides on the selected block for the 2007 crop. Include landlord and contractor costs. Record only the application cost. Do NOT include the cost of pesticides or chemical materials. Record the cost in dollars and cents per acre or in total dollars for the block.

- If material and application costs can't be separated, record the total in Item 4 and skip Item 3b.
- If custom application costs for fertilizers and pesticides cannot be separated, record the total in Section C, Item 5b and make a note.

### **Item 4: Pesticide Material Costs**

Record the TOTAL MATERIALS cost for all insecticides, herbicides, fungicides, surfactants, wetting agents, and growth regulators applied to the selected block for the 2007 crop. Include landlord and contractor costs. If custom applied, include the cost of materials ONLY, unless materials and application costs cannot be separated. Record the cost in dollars and cents per acre or in total dollars for the block.

Many operators know the cost per acre of chemicals and pesticides applied on their blocks. Some operators will have records of chemical applications and the costs of chemicals applied on each block. Encourage the respondent to use records if they are available. You should always attempt to get the best figures from the respondent using this item. If the operator is unable to report the cost per acre or the total cost for chemical and pesticide materials used on the selected block, use the Dashed Column: Optional Item 4 in the Pesticide Table.

**The Dashed Column: Optional Item 4 should only be used as a last resort,** because operators may have a more accurate figure available that includes materials which are not captured in the Pesticide Table (such as surfactants and wetting agents).



## Section E - Pest Management Practices

### What is Section E for? How is the Information Used?

This section provides data about pest management practices that growers use on their crops, either as alternatives to pesticides or practices which improve the effectiveness of pesticides. With this information, researchers can better analyze the effectiveness and performance of alternative pesticide treatment strategies, and potential impacts on the environment and public health.

Several years ago, USDA, along with the U.S. Environmental Protection Agency (EPA) and the Food and Drug Administration (FDA), presented joint testimony to Congress on a new, comprehensive, interagency effort designed to reduce the pesticide risks associated with agriculture. The threefold goal of this effort is:

- 1) to discourage the use of higher risk products;
- 2) to provide incentives for the development and commercialization of safer products; and
- 3) to encourage the use of alternative control methods which decrease the reliance on toxic and persistent chemicals.

Integrated Pest Management (IPM) is an approach used by farm operators to control pests in an environmentally responsible manner. IPM combines biological, cultural, and chemical methods of pest control such as monitoring of pest populations and use of natural enemies of pests. Other methods of cultural controls are used, including pest resistant crop varieties, traditional plowing and crop rotation, and use of pesticides when necessary.

Some producers may hire professionals to check their blocks to determine the presence of pests. Proper identification of pest problems may reduce pesticide usage. These issues relate to and address food safety, water quality, and pesticide regulation. Data from these questions are vital to address these concerns.

## **Introduction and Definition of Pests**

The introductory statement does three things to help the respondent:

- 1) It explains that you will be shifting gears for a while and asking the operator about pest management practices used on the selected block and how decisions are made regarding those practices.
- 2) It explains that the questions about pest management decisions can be determined by the operator or a crop consultant.
- 3) It defines PESTS for the operators to include WEEDS, INSECTS, AND DISEASES. Many operators tend to focus on one kind of pest depending on the crop, but we are concerned about other types of pests as well.

In this section, when the word PESTS is used, it refers to ALL three, WEEDS, INSECTS, AND DISEASES. If you don't introduce pests this broadly for all operators, operators may answer the questions with only one kind of pest in mind.

### **Item 1: Enumerator Action: Were Pesticides Used?**

If any PESTICIDES were recorded in the Pesticide Table in Section D, then Items 2 thru 4 must be asked. Check back to responses recorded in Section D, Column 2 of Item 1. If no PESTICIDES were used, go to Item 10.

### **Item 2: Weather Data to Assist Determining Pesticide Applications**

Weather data used by operators to determine either the need or when to make pesticide applications is another form of pest management. By using monitoring weather data, the timing of spraying blocks may increase effectiveness, allow for a lower application rate, reduce drift, or decrease the total number of applications needed. Temperature and precipitation data can be used to determine whether a chemical application is likely needed. Fungi development is more likely to occur in damp conditions with low temperatures. If the operator monitored weather data to determine the need for or timing of pesticide applications, enter code "1".

### Item 3: Biological Pesticides Applied

Determine if any biological pesticides were used for the 2007 crop year. A biological pesticide is a product such as an insect growth regulator, neem, or an active bacteria.

**Neem** is extracted from the seeds and leaves of the neem tree. The primary mode of action of neem is to cover the plant with this natural pesticide. The insect pests refuse to eat any plant covered with neem, eventually starving to death. Neem also acts as a repellent and prevents insect reproduction.

The active bacteria, **Bacillus thuringiensis (Bt)**, is a natural insecticide found in the soil and acts as a biological pesticide when it is applied to a crop. If the operator applied any biological pesticides to manage pests, enter code "1".

### Item 4: Pesticides Rotated or Tank Mixed to Prevent Pest Resistance

A common pest management practice is to rotate (from one year to another) or tank mix chemicals with different mechanisms of action. By "different mechanisms of action" we mean HOW the chemical kills the pest (attacks the nervous system, digestive system, etc.). If the operator rotated products or tank mixed pesticides with different active ingredients to keep pests from becoming resistant to pesticides, code "1".

### Item 5: Enumerator Action: Were Herbicides Used?

If any HERBICIDES were recorded in the Pesticide Table in Section D, then Items 6 & 7 must be asked. Check back to responses recorded in Section D, Column 2 of Item 1. All herbicide products have a code number in the series 3000-4999.

If no HERBICIDES were used, go to Item 8.

### Item 6: Were Herbicides Applied Before Weeds Emerged?

Pre-emergence herbicides are applied before weeds emerge. Ask the operator if herbicide applications were made on the selected block **before weeds** emerged. If yes, enter code "1" and ask Item 6a. If no, go to Item 7.

### **Item 6a: Reason for Applying Herbicides Before Weeds Emerged**

This question is to determine whether or not the operator's primary reason for using pre-emergence herbicides on the selected block was a direct result of:

- 1) Routine treatments of what weeds are usually present, or
- 2) Weed scouting from the previous year.

### **Item 7: Were Herbicides Applied After Weeds Emerged?**

Post-emergence herbicides are applied after weeds emerge. Ask the operator if herbicide applications were made on the selected block **after** weeds emerged. If no post-emergence herbicides were used, then go to Item 8.

### **Item 7a: Reason for Applying Herbicides After Weeds Emerged**

This question is to determine whether or not the operator's primary reason for using post emergence herbicides on the selected block was a direct result of:

- 1) Routine treatments of what weeds are usually present, or
- 2) Weed scouting from the current year.

### **Item 8: Enumerator Action: Were Insecticides Used?**

If any INSECTICIDES were recorded in the Pesticide Table in Section D, check 'YES' for Item 8 and ask Item 9. Check back to responses recorded in Column 2 of Item 1 of Section D. All INSECTICIDE products have a code number in the series 1000-2999.

If insecticides were not used, go to Item 10.

### **Item 9: Reason for Applying Insecticides**

This question is to determine whether or not the operator's primary reason for applying insecticides on the selected block was a direct result of:

- 1) Routine treatments of expectations of what insects are usually present, or
- 2) Scouting for insect infestation.



## **Item 10: Method of Pest Scouting**

Scouting is the primary method of monitoring pest populations which involves observations of pests in the block in order to estimate population levels. Regular crop scouting lets growers evaluate pest populations ahead of serious problems. Scouting may be done weekly during the growing season and even daily when infestations approach economic levels or weather conditions favor rapid development of specific pests. Scouting is defined as a deliberate effort to assess the pest situation in a whole field or block, not just in the edge, center, high or low areas. Enter the code that best represents the degree to which the respondent scouted to manage pests in the selected block.

**Code 1** By deliberately going to the block specifically for scouting activities: The operator deliberately scouts the block based on a planned or scheduled basis.

**Code 2** By conducting general observations while performing routine tasks: The operator checks for the presence of pests as routine block tasks are performed.

**Code 3** Selected block was not scouted.

## **Item 11: Established Scouting Process Used**

If the operator performed systematic or counting in their scouting routine or used pheromone or other insect lures or traps in the selected block, enter "1".

## **Item 12: Reason for Scouting Selected Block**

### **Item 12a: Pest Advisory Warning**

Under certain climatic conditions, the potential for pest infestation is higher than normal. The County, Cooperative or University Extension advisor, crop consultant or other advisory source will often issue a pest advisory warning - a recommendation that growers scout their blocks for particular pests. If pests were scouted in the selected block due to a pest advisory warning, enter "1".

### **Item 12b: Pest Development Model**

Pest monitoring consists primarily of "in field or block" scouting surveys. However, there are also area-wide programs that monitor pest development, population levels, migration and seasonal emergence of overwintering insects. These predictive models are used to forecast the time and development stage of

pest infestations. Often, a trapping network is used in conjunction with a predictive degree-day model to forecast insect larval growth and development and predict when growers need to scout for particular pests. If pests were scouted in the selected block because of a pest development model, enter “1”.

### **Item 13: Pest Scouting**

#### **Column 1: Was Block Scouted for Pests**

Determine if the selected block was scouted for weeds, insects or diseases. For each type of pest (Item 13a - weeds, Item 13b - insects and mites, Item 13c - diseases) for which the block was scouted, enter code “1” = YES, and then ask items in columns 2 and 3, (infestation level) and (who did the majority of the scouting for this type of pest).

#### **Items b(i) - b(v): Insect Categories**

Enter code ‘1’ = YES for each type of insect (Item b(i) - Coding Moth, Item b(ii) – Aphids, and Item b(iii) - Thrips, Item b(iv) - Plum Curculio, and Item b(v) - Other Insects or Mites) the block was scouted for and then ask column 2, who did most of the scouting for this type of insect.

#### **Items c(i) - c(v): Disease Categories**

Enter code ‘1’ = YES for each type of disease (Item c(i) - Apple Scab, Item c(ii) - Flyspeck/Sooty Blotch, Item c(iii) - Powdery Mildew, Item c(iv) - Fireblight, and Item c(v) - Other Diseases) the block was scouted for and then ask column 2, who did most of the scouting for this type of insect.

#### **Column 2: Level of Infestation**

If the selected block was scouted for weeds, insects, or diseases, record the code which best describes the situation in the 2007 crop year for the pest discovered. Consider the pest(s) reported with a “YES=1” in column 1; this question asks if the weed, insect, or disease problem was worse than normal in 2007, about normal, or less of a problem than normal.

#### **Column 3: Who Performed Scouting for Pests**

Ask the respondent who did the majority of the scouting in the block for Item 13a (weeds), Item 13b( insects and mites), and Item 13c (diseases). If two or more people did equal amounts and there is no clear-cut major "scouter", enter the first (lowest) code of those scouting. If the operator, a partner, or a family member did the most scouting, enter code “1”.

If most was done by an employee (other than the operator, a partner, or a family member), enter code "2". If most of the scouting was done by the dealer or an employee of a farm supply or chemical company, enter code "3". If a hired independent crop consultant or a commercial scouting service was used, enter code "4".

If a contractor provided the scouting services for the block, enter code "4" for INDEPENDENT CROP CONSULTANT OR COMMERCIAL SCOUT.

### Item 14: Scouting Costs

Ask this question only if a hired supplier, dealer, independent crop consultant, or commercial scout did the majority of the scouting for weeds, insects, or diseases. (code "3" or "4" appears in Column 3 of Item 13). Be sure to enter the cost per acre in dollars and cents or the total cost for scouting services ON THIS SELECTED BLOCK. Include landlord and contractor cost.

Although scouting costs may be considered a technical or custom cost, they are reported in this item and not in Section F, Item 9.

If Column 3 of Item 13 does not contain a code "3" or "4", then go to Item 15.

### Item 14a: Scouting Services Provided at No Cost

Sometimes, the farmer is unable to separate the costs of scouting from the cost of pesticides or custom application charges, especially if the chemical dealer or custom applicator does the scouting. If a farm supplier, chemical dealer, independent crop consultant, or commercial scout did not charge for scouting performed for the selected block, be sure to make notes to indicate why there was no fee for the services.

### Item 15: Records Kept to Track Pests

Only organized, formal records, must be considered not just notes jotted down on scraps of paper. It doesn't matter who kept the records -- it can be the operator or someone else. **Important Note: If scouting was performed by someone outside of the farm operation (Items 13a(3), 13b(3), or 13c(3) are coded "3" or "4"), some type of formal record should be provided to the operation. If not, please make a note as to why no records were provided.**

If this block was scouted for pests, determine if some type of formal or organized written, electronic, or map records were kept for this block of specific pest activity, infestation levels or numbers of each type of pest listed.

**Example: Formal Pest Record**

A specific example of keeping formal pest records from a systematic scouting approach comes from the North Carolina Cooperative Extension Service. Three steps are recommended to scout for weeds:

- 1) make at least 10 stops in each block;
- 2) at each stop, mark off approximately 30 feet of row (10 paces);
- 3) record the type and number of weeds found within a 1-foot band in the row. Then record the scouting results on a “weed threshold worksheet” like the one below:

**Figure 16** Example of information recorded in written scouting records.

Weed	Number Counted	Number of Stops	Number of Weeds per Stop

The information recorded on the worksheet is used with other information to determine whether herbicide treatment is necessary.

**Item 16: Scouting Data Used to Compare to Infestation Threshold Guidelines**

This question asks if the operator compared scouting data against published infestation threshold information to determine whether or not to take measures for pest control. With the presence of a pest, an operator may not choose to try to control that pest since it may not reach a damaging level. The crop could possibly outgrow the pest, or natural predators or disease may keep down the pest population. Enter code '1' for YES and continue.

**Item 17: Used Field Mapping of Previous Weed Problems**

Ask if this operation used field mapping of previous year's weed problems to assist in making weed management decisions on the selected block this year. An operator may have used a topographic map from the National Resource and Conservation Service (old Agricultural Stabilization and Conservation Service). The operator may simply draw an outline of the block, or may use a software program that allows for field mapping. By identifying trouble spots, the map can help in future pest management program plans. If this practice was used, enter code "1" for YES.

## Other Pest Management Practices

Items 18 through 24 identify specific practices and strategies used on the selected block for the 2007 target crop as part of an Integrated Pest Management program. For each of these items, it is important to read each question as worded to help the respondent focus on strategies used **ON THE SELECTED BLOCK** for the 2007 crop. For most of these questions, the term pest covers weeds, insects, and/or diseases.

Each of these items asks if the operator used the procedure for the purpose of controlling pests on the selected block. If the procedure was used for this purpose, enter code "1". If the procedure was not used for the purpose of controlling pests, then enter a dash for NO and continue with the next item.

In some cases, the operator may have used a particular procedure, but not for the purpose of controlling pests. If this is the case, probe to verify that the operator's purpose was other than to control pests, by saying, "Did you do that to control pests?" If the purpose for the procedure was not for controlling pests, then the answer to the question is NO and a dashed entry should be made.

### Item 18: Use of Other Types of Pest Management

Determine other type(s) of pest management for the specific purpose of managing or reducing the spread of pest in the selected block. Enter code "1" for all that apply.

#### Item 18a: Use of Diagnostic Laboratory

Determine if the operator or a crop consultant utilized the services of a diagnostic laboratory for the selected block. Enter code "1" if YES.

#### Item 18b: Remove Crop Residue, Leaf Litter, or Remove Prunings

By removing crop debris after a crop is harvested, a vital habitat for pests is removed. Methods of removal could include baling, burning, and removing debris from the block. If the operator used this practice, then enter a code "1".

**Item 18c: Maintained Ground Covers**

Determine if any ground covers, mulches, or physical barriers were maintained in or around the selected block to reduce pest problems. If this practice was used, enter code "1" for YES.

**Item 18c(i): Living Mulch**

If ground covers were maintained, determine if a living mulch was used. If this practice was used, enter code "1" for YES.

**Item 18d: Considered Pest Resistance When Selecting Crop Variety**

Find out if the operator considered pest resistance offered by different crop varieties in selecting the variety planted in this block. Enter code "1" if YES.

**Item 18e: Adjusted Harvesting Dates**

Find out if the harvest date was adjusted on this block for the purpose of controlling pests. If yes, enter code "1".

**Item 18f: Chopping, Mowing, Tilling, Burning, etc.**

Eliminating habitat where pests can breed and grow is an important pest management strategy. Farmers often mow or otherwise maintain areas immediately adjacent to blocks to minimize the habitat where insects live. Find out if practices such as mowing, burning, tilling, and chopping of block edges, lanes or roadways, were used to slow or control the spreading of pests into the block. If yes, enter code "1".

**Item 18g: Cleaning of Equipment**

Cleaning of equipment used in a block prevents carrying pests (such as weeds and disease) from one block to another. Find out if the operator cleaned the harvesting equipment used in this block to reduce or prevent the spread of pests to or from the selected block. If yes, enter code "1".

**Item 18h: Maintained Beneficial Insect or Vertebrate Habitat**

If the operator maintained a beneficial insect or vertebrate habitat for the purpose of managing or reducing the spread of pests in the selected block, enter '1'.

### **Item 18i: Maintained Practices to Isolate Organic Apples from Non-organic Crops or Land**

A buffer harvest is taken when there are no barriers between organic and non-organic cropland. For example, if an organic apple block is located all the way to a non-organic neighboring block, a certain amount of the organic block has to be harvested as conventional. If the operator maintained buffer strips or border rows to isolate organic apples from non-organic crops or land (or took a buffer harvest), enter '1'.

### **Item 18j: Use of Flamer to Kill Weeds**

If a flamer was used to kill weeds in the selected block for the purpose of maintaining or reducing the spread of pests, enter '1'.

### **Item 19: Cultivate for Weed Control**

If a mechanical cultivation operation was performed on the selected block for the 2007 crop, enter "1" and ask 19a.

### **Item 19a: Number of Times Cultivated**

If the block was mechanically cultivated, record the number of times.

### **Item 20: Beneficial Organisms**

If the operator applied or released any beneficial organisms such as nematodes, fungi, insects, etc. in the selected block to manage pests, enter "1".

### **Item 21: Biological Pest Control**

Biological pest control methods include beneficial organisms (pest predators and parasites) such as floral lures, attractants, repellents, and mating disruption that are used to control crop pests, biochemical agents such as pheromone, microbial organisms such as *Bacillus thuringiensis* (Bt) and other bacteria, viruses, fungi, and protozoa. If this practice was used, enter code "1" and continue with item 21a.

### **Item 21a: Biological Pest Control Costs**

Record the TOTAL materials and custom application costs for all biological pest controls, including pheromone, pheromone traps, beneficial insects, and floral lures, attractants or repellants applied on this block for the 2007 crop.

Exclude seed technology assessment fees. These should be recorded in Section B.

Record in either dollars per acre or total dollars. Include any costs paid by the landlord or contractor.

### **Item 22: Non-Chemical Control for Deer**

Find out if non-chemical control for deer was used on the selected block. Consider any type of controls except for permanent structures such as fences. If YES, enter code "1" and continue with Item 22a.

#### **Item 22a: Cost of Non-Chemical Control for Deer**

Item 22a asks for the total cost either in Total Dollars for all shotgun shells, propane guns and other non-chemical deer control used on this block in 2007.

### **Item 23: Water Management Practices**

Water management practices include irrigation scheduling, drainage control, and other water management practices. If water management practices were used to control pests in this block, enter code "1".

### **Item 24: Protection of Beneficial Organisms**

If pesticide decisions were made to take into account beneficial organisms that were present in the block, enter code "1".

### **Item 25: Pest Management Information Sources**

Use the Respondent Booklet and show the operator the Pest Management Information Sources Code List. Have the respondent select the primary outside source of information on insect, weed and disease management recommendations for the 2007 target commodity grown in this block.

If the operator answers using the code rather than the words, verify the code by reading the associated category. For example, if the operator tells you code "2", verify that it means that the operator got pest control recommendations from a farm supply or chemical dealer.

Starting with the most influential in determining the pest management practiced used, choose up to 3 sources.



The codes for Pest Management Information Sources are:

Code 1 - **Extension Advisor, Publications or Demonstrations** (County, Cooperative or University). Many state extension services publish detailed bulletins on local pest densities and other pest management information on a regular basis as well as annual or periodic pest management reports, and conduct regular demonstrations on new technology.

Code 2 - **Farm Supply or Chemical Dealer**. Many farm supply or chemical dealers offer scouting and other pest management services to the farmers that buy inputs from them.

Code 3 - **Commercial Scouting Service**. Some consulting firms provide services that are focused exclusively on pest management. These firms will offer scouting services, and may offer other insect, weed, and/or disease management services.

Code 4 - **Independent Crop Consultant or Pest Control Advisor/Custom Applicator**. A wide variety of services are offered by these firms, including insect, weed, and disease management.

Code 5 - **Other Growers or Producers**.

Code 6 - **Producer Associations, Newsletters or Trade Magazines**. Farmer cooperatives and other producer associations sometimes provide pest management assistance, and many trade magazines offer pest management information, guidelines, and advice.

Code 7 - **Electronic Information Services** (World Wide Web, DTN, etc.): Information may be obtained electronically using computers. Using the Internet, producers can access the World Wide Web and obtain pest management information from a wide variety of sources. This is like a combination of a communication system and an electronic library.

DTN stands for Data Transmission Network. This is an example of an on-line market information service or market news service that provides market and other agricultural information through a data line, satellite dish, and a “dumb” terminal, which cannot be programmed to carry out computerized functions.

Code 8 - **Employee Pest Advisor.** The operation has an employee on their payroll who provides pest management expertise to the operation.

Code 9 – **Packinghouse or Warehouse Consultant.**

Code 10 – **Product Lists of Approved Organic Products.** Such as OMRI, WSDA, etc.

Code 11 - **Other:** An outside source of information other than those already listed. If the operator didn't use an outside source of information, instead relying on experience or personal judgment, etc., use Code 12 for NONE.

Code 12 - **None:** No outside source of information was used. Use this code if the operator didn't use any outside source of information for pest control decisions, besides personal experience or judgment, etc.

### **Item 26: Pest Identification and Management Training**

Determine if the operator attended a short course, workshop, or other training session on pest identification and management sponsored by universities or the Extension Service since October 1, 2006. Do not include seminars put on by chemical dealers or pesticide applicator training. If YES, enter a code "1".

## Section F - Field Operations, Labor, and Custom Services

### What is Section F for? How is the Information Used?

Machinery information is used to compute the fuel, repair, and capital costs associated with producing the commodity. These items are a significant part of the overall cost of production for each commodity.

Use the checklist at the top of the field operations table to insure the proper operations are recorded.

### Field Operations Table

Obtain all equipment operations starting after the harvest of the previous crop and continuing *through harvest and hauling the target crop from the block to storage or point of sale*. Custom operations and pesticide and fertilizer applications are included.

Exclude equipment used to apply lime, gypsum, manure and compost (non-commercial applications).

### Use of Supplements

If more operations were completed on the selected block than there are lines available on the questionnaire, use a FIELD OPERATIONS SUPPLEMENT. Copy the identification as it appears on the main questionnaire to the identification box on the supplement. Continue enumerating operations (numbered in sequential order) on the SUPPLEMENT.

## Where to Start?

Introduce the topic to the respondent by reading the introductory statement and instructions (“Begin with the first field operation after harvest of the previous crop,” etc...).

After making sure the respondent understands which operations to report, begin by asking the respondent what happened after the previous crop was harvested from this block.

**New renter:** If the operator is a new renter of the block, field operations should be recorded for all operations performed by the renter since the last harvest and he should also report operations performed by another operator, if he knows what operations were done.

Review the checklist as data are being reported and after completing the Field Operations Table (Item 1). This will insure whole categories of field operations are not omitted.

## Item 1: Field Operations

Record field operations performed by equipment in the order they occurred.

- Begin with the first operation after the 2006 crop was harvested.

### Exclude

- applications of lime and gypsum
- applications of non-commercial manure
- applications of compost

The best way to get the information in this item is to ask the operator to describe all of the field work done for the target commodity block after harvesting last year's crop.

Start by asking what happened after harvest of the preceding crop and then keep going in the order that the operations were performed. The sequence of operations and implements must be numbered accurately because it is very important for determining residue levels.

Try not to leave blank lines between operations because of the limited space in the table.

**NOTE:** Include field operations done by neighbors, friends, etc. on a "swap" basis. If these people use their own tractors or harvesters, the tractors and harvesters should be recorded in Item 1 in this section.

Record operations in the order they occurred AND maintain the order of tandem hook-ups. Enter the SEQUENCE NUMBER of each operation in the order it occurred. List all implements used on this block beginning with the first trip over the block after harvest of the preceding crop and continuing through hauling it out of the block to storage or point of sale.

**Include machines used for:**

- weed control (i.e., mowing operations)
- hauling operations,
- custom operations, and
- fertilizer and pesticide applications.

**Exclude:**

- applications of lime and gypsum.
- applications of non-commercial manure
- applications of compost

In sequential order, record all operations performed by tillage, land forming, harvesting, and hauling equipment. **Include the implement used to harvest the target commodity from this block, and trucks, carts, trailers and wagons used to haul the crop from this block to storage or first point of sale.**

**Field operations for fertilizer and chemical applications should agree with those reported earlier in Section C and Section D.** For example, each fertilizer or pesticide application reported in the Fertilizer Table or in the Pesticide Table should show up here in the Field Operations Table, unless it was applied through the irrigation water (in this case make a note). Custom applications of fertilizers or pesticides should also appear in this section.

**NOTE:** It is not necessary to report multiple applications of the same pesticide separately in the Field Operations table. For example, if the same pesticide application was made twice, (Section D, item 1, column 11 equals 2), using the same equipment and by the same machine operator, then one field operation line would be recorded in the Field Operations Table.

If any of the target commodity acres in the selected block were abandoned, all field work done on these acres should be included.

Include hauling the crop to market directly only if the crop is hauled directly to market from this block. Exclude hauling to market from storage at a later date.

It may help to review the checklist to insure that no field operations were missed.

**If the operator uses two or more different cropping practices on the selected block (for example, irrigated and non-irrigated acres) and these have different field operations, be sure to enumerate operations for each of the cropping practices. Record each operation in sequence, entering the number of acres in Column 8 for which each practice was applied.**

## Completing the Field Operations Table

### Column 2: Operation Sequence Number

Correct sequence of the operations over the selected block must be maintained. Enter the SEQUENCE NUMBER of each operation, beginning with number "1" for the first operation after harvest of the previous crop.

Implements in tandem hook-ups should be entered on separate lines. For a tandem or multiple hookup of individual tillage implements, record the first implement of the set in Column 3 and its implement code in Column 4. When you record the second implement on the next line, keep the same SEQUENCE NUMBER in Column 2 that was entered for the first implement in the set. If more than two implements are in such a set, list them in the appropriate hookup order, each one on its own line, and record the same SEQUENCE NUMBER for all the implements in that same set.

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For example, you've just enumerated the first operation (fertilizer application) on the selected block. After this operation, the respondent reported that custom applied pesticides were aerial sprayed. You would record this as follows:

**Example 3: Recording operation sequence numbers**

<b>2</b>  <b>S E Q U E N C E N o.</b>	<b>3</b>  <b>What operation or equipment was used?</b>	<b>4</b>  <i>[Record machine code from Respondent Booklet.]</i>  <b>CODE</b>
1	Tractor Mounted Sprayer	78
2	Airplane	91

Sometimes the respondent forgets to report an operation in its right order. When this happens, just add the forgotten operation wherever you are in the table when it is remembered, and enter its correct SEQUENCE NUMBER. Then go back and change the numbers you previously entered to reflect the correct order of machine operations. BE SURE to correct all SEQUENCE NUMBERS that are affected. The cell numbers do not have to be changed to correspond to the corrected order, only the SEQUENCE NUMBER entered in Column 2.

This is much simpler than erasing and re-entering in the correct order all the operations you had already recorded in Column 3.

For example, you have entered operations 1 and 2 in the previous example, when the operator recalls another operation (an air blast sprayer) that occurred after the tractor mount sprayer. Correct the SEQUENCE NUMBERS and continue recording operations in order as follows:

**Example 4: Correcting operation sequence numbers**

2	3	4
S E Q U E N C E No.	What operation or equipment was used?	<i>[Record machine code from Respondent Booklet.]</i>  CODE
1	Tractor Mounted Sprayer	78
<del>2</del> 3	Airplane	91
2	Air Blaster	226
4	...	

**Column 3: Equipment Used**

Record either the operation or the equipment the operator reported, such as a shredder, sprayer, etc. Continue recording operations or equipment used such as a truck, wagon or cart, etc. If the operator reports using a machine for which a code is not available, ask the operator which one of the implements in the Respondent Booklet best describes it, or describe the machine as completely as possible in notes.

Enter the name of each implement used on a separate line. Each line entry should indicate one complete pass over the block. Try not to leave blank lines due to limited line space. One of the last entries should be equipment used for hauling the harvested target commodity crop from the block to storage or point of first sale.

Record each implement that was used on the block. If an implement was used on only a part of the block, the number of acres it covered will be obtained in Column 8.

**Include** custom operations.

For hauling operations, the size recorded in Column 6 should be in pounds, bushels, or tons, with the appropriate unit code entered in Column 7.



### Column 4: Equipment Code

For each operation SEQUENCE NUMBER in Column 2, record the appropriate implement in Column 3 and the appropriate code in Column 4. The codes are listed in the Respondent Booklet. **If the implement is not listed in the Respondent Booklet, write a description of that implement in notes on the questionnaire. Probe to see if any names in the Respondent Booklet may be applicable.**

For a tandem or multiple hookup of individual implements, record each implement of the set in separate lines and enter the appropriate implement code in Column 4. Maintain the order of tandem hook-ups. Retain the same SEQUENCE NUMBER in Column 2.

Treat the attachment of two implements of the same type for the purpose of allowing wider coverage with one pass over the block as one implement, not as a tandem or multiple hookup.

If an implement is not included in the Machinery Code List in the Respondent Booklet, enter the implement name on the appropriate line in Column 3, and briefly describe the implement in notes. Be as complete as possible in your description. The equipment will have to be coded in the Field Office based solely on what you record.

PROBE for the specific type of implement so that it can be coded correctly.

For the second (third, fourth, etc.) implements in tandem operations, skip the remaining columns and go to the next operation. Columns 5, 6, 7, 8, 9, 10, and 11 should be completed only for the first piece of equipment in tandem operations.

### Column 5: Equipment Operator

Enter the code for the type of worker that performed the operation recorded in Column 3, operating the machine or equipment recorded in Column 4. This information will be used along with the *acres covered* recorded in Column 8 to determine the labor usage on the block by type of worker. This method of collecting labor within the Field Operations Table saves us from having to count these hours again the Labor Table. The Labor Table will only account for non-machinery hours.

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The types of workers are:

- Code 1 - **You (The Operator)**
- Code 2 - **Partner**
- Code 3 - **Unpaid Worker**
- Code 4 - **Paid Part-time or Seasonal Worker**
- Code 5 - **Paid Full-time Worker**
- Code 6 - **Custom Applicator**

Include family members in the appropriate category, depending on whether they were UNPAID, PAID PART-TIME or SEASONAL, or PAID FULL-TIME. For example, if the operator's daughter operated the piece of equipment, and she is considered a PAID PART-TIME worker on the operation, then enter code "4". If two people alternated performing a single field operation, record the code for the person who operated the machine over the most acres.

For operations conducted by CUSTOM OPERATORS, with Code 6 entered in Column 5, Columns 6, 7, 8, 9, 10, and 11 should not be completed for custom operations.

Leave this column blank for the second, third, etc. equipment involved in tandem operations.

### **Column 6: Equipment Size**

Enter the width of the area covered by the equipment on a single pass over the block. **Size means the swath covered by the machine, not necessarily how wide the equipment is.** For instance, a broadcast fertilizer spreader may be only 6 feet wide, but it can spread fertilizer over a swath of 35 feet. In this case, "35" would be the right entry in Column 6, and code "1" for feet should be entered in Column 7. Report size in terms of swath for all machines except for the hauling operations. For hauling operations using trucks, carts, or wagons, record the size in terms of pounds, bushels, or tons.

Leave this column blank for custom operations and the second, third, etc. items of equipment involved in tandem operations, **unless the tandem operation is a wagon or cart used for hauling.** Since the size of these tandem machines may be different from that of the primary machine, we need to have the size and size unit recorded for these tandem machines.

### Column 7: Size Code

Enter the code for the unit of width associated with the swath size recorded in Column 6.

The unit codes for width are:

- Code 1 - **Feet**
- Code 2 - **Row**
- Code 3 - **Moldboard (Bottoms)**

For example, if a 4-bottom moldboard plow was used, record "4" as the equipment size in Column 6 and enter code "3" in Column 7.

Unit codes for hauling operations are:

- Code 4 - **Pounds**
- Code 5 - **Bushels**
- Code 6 - **Tons**

Unit codes 4, 5, and 6 should only be used for hauling operations using trucks, trailers, carts or wagons.

### Column 8: Acres Covered

Record the number of acres covered for this operation on the selected block. Enter the number of acres covered on a single pass of the equipment over the block, not the total for multiple passes of the same equipment over the block. Multiple passes of the same equipment should be recorded on separate lines as separate operations in the correct sequence.

If only part of the block was covered, enter the number of acres in the part of the block covered. If more than one piece of equipment operated on the block at the same time, such as more than one combine doing harvesting, enter each piece of equipment on separate lines, along with the acres covered by each.

Record acres covered to the nearest TENTH of an acre.

Leave this column blank for the second and subsequent equipment lines involved in tandem operations. **Also leave this column blank for land forming and hauling operations.**

### Column 9: Hours Spent on Land Forming and Hauling

Land forming equipment includes machines used to make or close ditches, or to change the slope of the land. The block acreage covered is not a good indicator of total machine use. For **land forming** equipment, Column 9 should be completed by recording the **total hours** that the equipment was used in the target commodity production.

When recording information about equipment used in **hauling** operations, such as carts and wagons, Column 9 should be completed by recording the **total hours** that the hauling activity took for the selected block.

Leave this column blank for the second and subsequent equipment lines involved in tandem operations.

### Column 10: Power Source Used

Enter the code (1 -5 ) that best represents the tractor used in the selected block based on the power take-off (PTO) horsepower rating. If the operator is not sure of the PTO rating, get a best estimate and write a note in the margin.

If a self-propelled equipment (including harvesters) was used, enter code 99. If two tractors were used simultaneously to pull one piece of equipment, identify both tractors and write a note at the bottom of the page. If horses, mules or other draft animals were used to pull the equipment, enter code 66. If it was pulled by a pick-up, enter code 77. **If a truck is used to pull the piece of equipment, enter the truck code from the Respondent Booklet in column 10. However, if a truck is used for hauling, the truck code from the Respondent Booklet should be entered in column 4, and 99 (self-propelled) should be entered in column 10.**

For example, if a chemical applicator is mounted on the back of a single-axle truck, column 4 would be code 96 and column 10 would be code 301. If a single axle truck was used for hauling, column 4 would be code 301 and column 10 would be code 99.

For the first implement in a tandem or multiple hookup, record the appropriate tractor code used in Column 10. Leave this column blank for the second and subsequent implements in tandem operations.

Also leave this column blank for custom operations.

## Column 11: Fuel Type

Enter the code for the type of fuel used by the tractor:

Code 1 - **Diesel**

Code 2 - **Gasoline**

Code 3 - **LP Gas** (Liquefied Petroleum or Propane)

Code 4 - **Other**

In many states, products sold as gasoline contain ethanol. For the purposes of this survey, if the product is sold as gasoline or gasohol, record it as gasoline (code "2"). If the fuel used is ethanol or mostly ethanol, use code "4", and note so in the margin. Leave blank if Column 9 is **NOT** equal to 1-5).

## How to Record Tandem Field Operations

Often farmers perform two or more field operations at the same time. A common example of this is a spike tooth harrow connected to a regular tandem disk, pulled by one tractor.

Equipment used for fertilizer and chemical applications included in the Field Operations Table may also be commonly done as tandem operations with another operation. Each separate item of equipment must be identified to calculate costs or identify the tillage system used.

When a farmer reports a tandem field operation:

1. Record the first piece of equipment just like any single machine field operation. Record the **SEQUENCE NUMBER** in Column 2 in order from the previous operation. Enter the data for all remaining columns on that line.
2. On the next line, record the tandem operation in Column 3 and the machinery code of the second piece of equipment in Column 4. Record the same **SEQUENCE NUMBER** as the operation entered on the previous line in Column 2.

For equipment other than trailers and carts pulled behind trucks, skip Columns 5, 6, 7, 8, 9, 10, and 11 and go to the next operation in sequence. For trailers and carts pulled behind trucks, skip column 5, enter the size and units of the trailer or cart in columns 6 and 7, skip columns 8, 9, 10, and 11 and go to the next operation.

3. If more than two pieces of equipment were used in tandem, repeat step 2 for each additional piece of equipment.

**NOTE:** Columns 6-11 are skipped for custom operations.

## Item 2: Labor Used on the Block

*Acres covered* from the Field Operations Table will be used to calculate labor hours spent operating machines for each field operation. This data will be combined with non-machine labor hours collected in Item 2 to estimate the total labor hours used to produce the target commodity on the selected block.

The Labor Table, Item 2, is the only place where labor hours spent on the selected block for activities *other than* operating machines is collected.

### Column 1: Type of Workers

First, identify all the workers that worked on this selected block. **Include** workers who operated machinery in addition to those who did not. Group the workers into types as either: operators, partners, unpaid workers, paid part-time or seasonal workers, paid full-time workers, or contract workers.

### Columns 1a - 1e Hours Spent by Type of Worker

For each type of worker listed, record the total hours worked on **this selected block** only for each of the activities listed in columns 1a, 1b, 1c, 1d, and 1e. This includes such activities as:

- \* scouting for weeds and insects (Column 1a),
- \* irrigating (Column 1b),
- \* hand pruning/thinning (Column 1c),
- \* hand harvesting (Column 1d), and
- \* other work performed by hand (Column 1e)

If multiple workers of the same type performed an activity, add the total amount hours that each one worked on the activity. Include only the work performed on the selected block.

## Items 3 & 4: Wage Rate For Paid Workers

For PAID workers only, record the cash wage rate paid for ALL the work performed on this block. **Exclude** payroll taxes and benefits. Wages for full-time hired workers should be recorded in Item 3. Wages for part-time or seasonal

workers should be recorded in Item 4. Enter the wage rate in dollars and cents per hour. **Include wages paid (Item 1, column 5 = 4 or 5) and to workers for work other than operating machinery (i.e. scouting, irrigating, and other work performed by hand activities).**

If multiple workers of the same type were used, enter the average wage per hour paid to each type of worker. Do not multiply the average wage per worker times the number of workers! If two workers are paid \$5.50 each per hour, enter 5.50, not 11.00.

If the worker is paid by the week or month, or is paid an annual salary, you will need to probe for an estimate of the average number of hours worked per week, month, or year. Then calculate the hourly wage. For example, if a worker is paid \$1500 per month and works an average of 200 hours per month, then compute the hourly wage rate as  $1500 \div 200 = \$7.50$  per hour, and enter "7.50".

### **Item 5 & 5a: Contract Labor Costs**

If any contract labor was used in the selected target commodity block, enter code "1" for YES in item 5 and record the average cost per acre for contract labor on this block in item 5a. Record in either dollars and cents per acre or total dollars. Include costs paid by landlords and contractors.

### **Item 6: Percent of Unpaid Work Done by Those Under 16**

Considering the total hours worked by unpaid workers on this block, enter the percent of those hours worked by unpaid workers who were under 16 years old.

Remember that this question is about the percent of ALL the hours worked on this block by UNPAID workers, not just the hours recorded in Item 2, Column 1a, 1b, 1c, 1d, and 1e (which accounts for only non-machine hours).

We will value unpaid labor hours dedicated to the target crop with an appropriate wage rate to estimate the economic cost of unpaid labor. Since younger workers are often paid less than more experienced workers, we want to separate unpaid labor hours for workers under 16 so we can value their labor at a different wage rate.

### **Item 7: Custom Services**

Custom operations performed within the block in 2006 for the 2007 crop should be included. Exclude custom fertilizer and chemical applications, and the costs of scouting for pests. These have been recorded in Sections C, D, or E. Sometimes farmers rent and operate machines themselves. This isn't custom service, it's machinery rental. Exclude machinery rental from this item. Exclude "swap" labor (work done on the selected operation by a friend or neighbor in return for the selected operator's working on the friend or neighbor's operation).

#### **Column 1: Custom Service**

Several custom services are listed. Since ALL custom machinery operations were obtained in the Field Operations Table, refer back to the Field Operations Table and identify which custom services listed in Column 1 were performed on the selected block. Mark the check box in Column 1 for each custom operation reported in the Field Operations Table. Ask Column 2 for each item marked.

#### **Column 2: Cost Per Acre For the Custom Service**

Record the operation's cost per acre for each custom operation or agricultural service done on the block. Include all custom work service fees paid by landlords and contractors. Record the cost in dollars and cents per acre.

### **Item 8: Technical or Consultant Services**

Item 8a - 8g asks a series of questions about the hiring of any technical or consultant services for this block in 2007. Enter a code of "1" for all that apply. Crop consultants, who offer producers recommendations on nutrients, pest control, irrigation, and other cropping practices, are becoming more common. In the past we had only asked specifically about pest scouting services. This question explicitly asks whether a crop consultant was hired for this block and ascertains what type of service was provided. A follow-up question asks about the cost of this service, if the cost was not collected in other sections of the questionnaire.

### **Item 9: Cost of Technical or Consultant Services**

If any "YES" responses recorded for any Items 8a thru 8g, record the total cost of these services. Be sure to include landlord/contractor costs but exclude any of these services if they were reported previously as part of the costs of materials and/or application. Record the total cost of these services in dollars and cents per acre or total dollars.



## Section G - Irrigation

### What is Section G for? How is the Information Used?

These questions are designed to identify operating characteristics of irrigation system(s) and the amount and source of water used on the selected commodity block.

There can be more than one type of irrigation system used on a particular crop block.

Most irrigation methods use either pressurized or gravity-flow systems. Pressurized systems use various sprinkler or low-flow drip/trickle systems. Gravity-flow systems use various flood or furrow irrigation systems and subirrigation systems.

How water is applied depends on the crop, the physical features of the land (slopes, hills, and gullies), the type of soil, the amount of water available, how well special equipment would work, and the cost. To conserve both water and money, farmers try to control the amount of water applied and the distribution of water across a block. When crops are over-watered, minerals are washed from the soil, salts build up and soil erodes. When water is not applied uniformly across a block, crop yield is reduced.

### Item 1: Acres of Target Commodity Crop Irrigated in this Block

The respondent should only report the number of acres of the selected crop in the block that were irrigated for the 2007 crop. Record irrigated acres to the nearest TENTH.

Acreage should be counted as irrigated if water was **applied at least once during the growing season** or if the acres were **irrigated for frost protection**. If only part of a block was irrigated, count only the acres that actually were irrigated. Even though the crop may have received water several times, count irrigated acres only once.

In some states, non-irrigated land may also be called "dryland".

**Exclude** from irrigated acreage:

- \* acreage in the selected block which could have been irrigated (facilities were available) but which were not irrigated for the 2007 crop.
- \* land in and around the selected block in irrigation ditches, trenches, borders, levees and skip rows.
- \* fringe areas of the selected block (generally in areas with sprinkler systems such as center pivot systems) which did not receive water.

## **Item 2: Irrigation Operations**

Include only the irrigation system(s) used to irrigate the selected block for the 2007 crop year.

You will record information for up to two systems used on the target crop for the 2007 crop year. If only one system was used on this block, then use only Column 1 for responses to Items 2b - 2k. Items 2b - 2k will apply only to the irrigation system types listed in Item 2a.

**NOTE:** Don't list any system or irrigation technology that wasn't used on the target crop in this block, even if it was used on other blocks or other crops on the farm operation.

### **Item 2a: Type of System**

Refer the operator to the Irrigation System Types Codes in the Respondent Booklet and record the System Type Code for the irrigation system used to irrigate most of the acres of the target crop on the selected block during the 2007 growing season.

The Irrigation System Type Codes are:

#### **Pressure Systems**

- Code 1 - Hand-move
- Code 2 - Solid or Permanent Set
- Code 3 - Side Roll or Wheel Line
- Code 4 - Center Pivot or Linear Move With Sprinklers on Main Line
- Code 5 - Center Pivot or Linear Move With Sprinklers below Main Line, But More than 2 Feet above Ground

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- Code 6 - Center Pivot or Linear Move With Sprinklers less than 2 Feet above Ground
- Code 7 - Big Gun
- Code 8 - Low-flow Irrigation (Drip, Trickle, or Micro Sprinkler)
- Code 9 - Other Pressure System -- Specify Type

### Gravity Systems

- Code 10 - Siphon-tube System from Unlined Ditches
- Code 11 - Siphon-tube System from Lined Ditches
- Code 12 - Portal- or Ditch-gate System from Unlined Ditches
- Code 13 - Portal- or Ditch-gate System from Lined Ditches
- Code 14 - Poly-pipe System
- Code 15 - Gated Pipe (Not Poly Pipe)
- Code 16 - Improved Gated Pipe (Surge Flow or Cablegation, Not Poly Pipe)
- Code 17 - Subirrigation
- Code 18 - Open Discharge from Well or Pump
- Code 19 - Other Gravity System -- Specify Type

Each of these irrigation systems is described in Exhibits 5.1 and 5.2 at the end of this section. The descriptions are designed to explain system characteristics and how the system applies the water to the block.

These systems are on-farm, field-level irrigation technologies and do not describe the water distribution systems of an irrigation district or company.

Exhibit 5.1 includes descriptions of end-tow sprinkler and carousel sprinkler-traveler systems. If either of these systems are used on the block, enter them as a side roll/wheel line system using a code "3".

Also provided are descriptions of several big-gun systems, including self-propelled big-gun system, reel-type hose pull and reel-type cable pull systems that use large gun-type sprinklers. Each of these systems should be entered as a big-gun system using a code "7".

**Flood irrigation is a gravity based irrigation system** where the water applied is allowed to flow across all or part of a block between levees, dikes, or borders. However, for water management and cost reasons, it is important to recognize how the water is applied to the block. Therefore, the flood irrigation system type can vary depending on how the water is applied to the block. A flood irrigation system can consist of any gravity system type, except system type 17 (and it is also unlikely for system type 16).

For example, if the block was flood irrigated (the water applied is allowed to flow across the block between levees, dikes, or borders), but the water was applied to the block using a siphon tube or portal/ditch-gate system, then record the flood irrigation system type as either a 10, 11, 12 or 13. Record a code 10 if the block was flood irrigated by applying water from an unlined ditch using a siphon tube system, or a code 11 if the siphon tube system applied water from a lined ditch. Record a code 12 if the block was flood irrigated by applying water from an unlined ditch using a portal/ditch-gate system, or a code 13 if the portal/ditch-gate system applied the water from a lined ditch. If water is applied to the block through a single discharge from a well or pump and allowed to flood all or part of the block (between levees, dikes, or borders), code the irrigation system as 18.

### **Item 2b: Total Quantity of Water Applied**

Record the total quantity of water applied to the target commodity in the selected block during the entire 2007 crop year either (1) in inches per acre, or (2) total acre feet applied to the selected block. Include water that was applied during pre-plant irrigations either to soften the soil for planting or to improve the soil profile. Record this separately for each Irrigation System Type recorded in Item 2a. Include any pre-plant water application.

### **Item 2b(i) & 2b(ii): Estimating Water Applied**

These items are asked *only* if the operator cannot provide a response to Item 2b.

#### **Item 2b(i): Total Hours Water Applied**

The operator should estimate the total hours that water was applied to the selected crop in the block during the 2007 growing season. This should be obtained separately for each irrigation system. The total hours the system operated may range from one to greater than 1000 hours.

Irrigation may occur continuously for days, or even weeks. For example, if the irrigation occurs continuously (every day for 5 weeks), then the total number of hours this system irrigated the block was 840. This is computed as follows:  
 $(5 \text{ weeks}) * (7 \text{ days/week}) * (24 \text{ hours/day}) = 840 \text{ hours}$

Another example, if a system was used to irrigate a block three different times during the growing season - once continuously for six days, the second time for eight days (but only from 8 p.m. to 8 a.m. daily), and the third time continuously for six more days - then the total number of hours this system irrigated this block was 384. This is computed as follows:

First irrigation:	6 days (irrigation non-stop, day and night)	$6 \times 24 = 144$ hours
Second irrigation:	8 days (irrigation from 8 p.m. to 8 a.m. daily)	$8 \times 12 = 96$ hours
Third irrigation:	6 days (irrigation non-stop, day and night)	$6 \times 24 = 144$ hours
		Total = 384 hours

### **Item 2b(ii): Average Gallons Per Minute**

Record the operator's best estimate of the average gallons per minute that the irrigation system(s) applied water to the selected block during the hours of irrigation reported in Item 2b(i). Convert cubic feet per second (cfs) to gallons per minute (gpm) by multiplying by 450, therefore  $1 \text{ cfs} = 450 \text{ gpm}$ . NOTE: This value may be the same as the value in Item 2j.

### **Item 2c: Percent Surface Water Used**

Water sources can involve surface water and/or ground water (water from wells). Sometimes the same acres are irrigated using more than one source of water. Record the operator's best estimate of the percent of all the water used to irrigate the selected block from surface water sources.

Sometimes a single irrigation system uses more than one source of water. For each system type reported in Item 2a, record the operator's best estimate of the percent of the total water the system used to irrigate the selected block from surface water sources. The percent for each system can range from zero to 100 percent.

Surface water is water stored in natural ponds or lakes, flowing in streams and rivers, and water stored in man-made reservoirs. Surface water can originate on the farm or from off-farm sources. Water sources are different from water suppliers. Here, it does not matter who supplied the water to the farm.

### **Item 2d: Number of Times Block Was Irrigated**

The number of times a block is irrigated during the growing season will vary across farms depending upon the system, and other characteristics such as soil type and season weather. The number of times a block is irrigated during the crop year can be useful in estimating both the total quantity of water applied and total costs of irrigation for the block.

Record the number of times the selected block was irrigated during the 2007 crop year. One “irrigation time” is an uninterrupted period the system was actively irrigating the block. Include all applications of water made to benefit the 2007 target crop for the selected block. Include any pre-plant water applications.

For each irrigation system reported in Item 2a, record the number of times each system was used to irrigate the selected block for the 2007 crop. For example, if a system was actively irrigating a block first for 6 days, later for 8 more days, later still for 5 more days, and finally later for 4 more days, then this system irrigated this block 4 times during the growing season.

If the system operated continuously during the crop season, this would be counted as only 1 irrigation. However, if the system operated continuously for 5 weeks, set still (not in operation) for a week (or several days), then operated continuously for another 3 weeks, then the system irrigated this block 2 times during the growing season.

The number of times a block is irrigated can also be estimated by the number of times the irrigation system covers the entire block. For example, if a block is irrigated continuously until the entire block is irrigated (that is, it takes 2 days to cover the entire block), and then the irrigation system set still (not in operation) for a period of time, the number of times the block is irrigated during the crop year can be recorded as the number of times the irrigation system covered the block during the crop year.

### **Item 2e: Pump Type**

To apply water to a block, some irrigation systems may have to lift the water from a well and/or put the water under pressure to distribute it across the block. Pressurized systems must use a pump. For each system reported, identify and record the code for the most common pump type used to lift and/or distribute water across the block.

The Codes for Pump Types Are:

- Code 1 - **Turbine**
- Code 2 - **Submersible**
- Code 3 - **Centrifugal**
- Code 4 - **Booster**
- Code 5 - **Siphon**
- Code 99 - **No Pump**

If more than one pump is used with a single system, such as a booster pump, etc., record the pump type for the pump closest to the water source for the block.

**Exclude** pumps owned and operated by an irrigation company or district even if the respondent is part-owner of the irrigation company.

Sprinkler irrigation systems generally use **centrifugal**, deep well turbine, or **submersible** type pumps. Turbine and submersible pumps are generally used where it is necessary to lift the water more than 25 feet.

**Turbine** and **centrifugal** pumps differ in the design of the impellers used to move water through the pump. Impellers are devices internal to the pump used to create water force (or pressure) to lift and/or distribute the water across a block.

For an ordinary deep-well **turbine pump**, the impeller is suspended vertically on the end of a drive shaft (submerged below the water level) within a long discharge pipe, but the motor is above ground.

A **submersible pump** is a deep-well pump, usually turbine, with a direct-connect electric motor placed below the submerged impeller. This pump eliminates the need for a long drive shaft required for ordinary turbine pumps. Its principle advantage is that this pump type can be used in very deep wells or crooked wells where long drive shafts for ordinary turbine pumps are impractical. For the pump type, the motor is submerged.

A **booster pump** is generally a relatively small horsepower pump used to provide added lift or pressure when the pump at the water source does not provide adequate pressure for block water distribution.

A **siphon pump** is generally used to prime a large siphon tube that transfers water from a mainline water-supply to a ditch or canal providing water to the block.

If no pumps were used to draw or apply water to the block (for example water flows by gravity only) enter code "99" and go to Item 2j.

### **Item 2f: Average Pumping Rate**

For each system reported, enter the average pumping rate in gallons per minute (GPM) for the pump type recorded for that system. Report the pumping rate(s) used during normal operation. NOTE: This may be the same value as entered in item 2b(ii) above.

### **Item 2g: System Operating Pressure**

If the system type recorded in Item 2a is NOT a Pressure System (codes 1 through 9), skip to Item 2h.

Only ask this item whenever a pressure irrigation system is used (Item 2a is code 1-9). Enter the average system operating pressure in pounds per square inch (PSI). Report the system operating pressure used during normal operation.

### **Item 2h: Pump Motor Type**

Systems using a pump to deliver water to the block require a motor. Enter the code to identify the fuel or power type for the pump motor type entered in Item 2e.

If a tractor was used, enter the motor type of the tractor.

The codes for motor type are:

- Code 1 - **Diesel**
- Code 2 - **Gasoline**
- Code 3 - **LP Gas**
- Code 4 - **Natural Gas**
- Code 5 - **Electricity**
- Code 6 - **Solar Power**

### **Item 2i: Average Pump Motor Size**

Enter the average horsepower rating of the motor type recorded in Item 2h. For tractors enter the PTO horsepower.



### Item 2j: Average Flow Rate

This item is asked only for the system(s) where the respondent indicates that **NO PUMP** was used (code 99 entered in Item 2e).

If no pump was used with a system, then the respondent should estimate the average flow rate in gallons per minute when the irrigation system applied water to the selected block. NOTE: This may be the same value as entered in item 2b(ii) above.

Convert responses in cubic feet per second (cfs) to gallons per minute (gpm) by multiplying by 450, therefore, 1 cfs = 450 gpm.

### Item 2k: Other Acres Irrigated Using System(s)

Sometimes an irrigation system is moved during the irrigation season and used to irrigate more than one block or for other crops. For each system type reported in Item 2a, record the **other** acres on this operation irrigated with the irrigation system(s) used to irrigate the selected block during the 2007 irrigation season. Record the number of other acres irrigated to the nearest TENTH.

**Exclude** the acres for this block.

### Item 3: Cost of Fuel or Electricity Used to Irrigate

In the past, fuel and electricity cost had been estimated using the irrigation system type. In 2007, the question is being asked to evaluate the quality of the data collected from the direct cost question relative to that which was estimated. Record the per acre cost in dollars and cents or the total dollars spent for the fuel or electricity used to irrigate the selected block.

### Item 4: Purchased Water

If any water was purchased to irrigate the selected block, enter code "1" for YES and continue. If no water was purchased, go to Item 5.

Water is considered purchased if the operator and/or landlord paid a fee for water used on the selected block AND the water originates from an off-farm source. Do not consider water pumped from on-farm sources to be purchased water.

Water may be purchased from many sources, including:

- \* The U.S. Bureau of Reclamation,
- \* An irrigation district,
- \* Mutual, private, cooperative, or neighborhood ditch associations or canal companies, and
- \* Commercial or municipal water systems.

The purchase fee may be a yearly fee or charges for each application of irrigation water.

Water that comes from an irrigation district, water-supply ditch association, or canal company should be considered purchased water no matter where the off-farm water supplier got the water. These water suppliers generally provide water through canals which are served with water from lakes, reservoirs, or rivers and streams. All water supplied by these organizations should be listed as purchased water. Even if an irrigation district, water-supply ditch association, or canal company does not charge a water fee, but only charges the producer for the cost of water delivery or for the maintenance cost of water delivery facilities, **report the water as purchased water.**

Sometimes a farmer near an area served by an irrigation district is charged a fee by the irrigation district even if the farm doesn't get any water from that district. The fee may be charged because there is a value attached to the groundwater recharge which occurs due to the use of irrigation district water by other irrigators in the area. When the operator pays a fee of this sort, but doesn't irrigate using irrigation district water, do not record the block as being irrigated with purchased water.

#### **Item 4a: Percent Purchased Water**

If water was purchased (Item 4 = "1"), record the operator's best estimate of the percent of all the water applied to the selected block during the 2007 growing season that was purchased from off-farm water sources. The percent may range from 1 to 100.

#### **Item 4b: Purchased Water Cost**

Record either: (1) the per acre cost for purchased water; or (2) the total cost of ALL water purchased from off-farm water sources that was used to irrigate the **selected target commodity in the selected block** for the 2007 growing season. Purchased water costs include water fees and costs to deliver off-farm water to this block.

**Include** in the expenses associated with purchasing the off-farm water used on the selected block:

- \* fees associated with the water quantity;
- \* all fees not associated with water quantities, such as fees charged on a per acre basis to cover water delivery and maintenance costs incurred by the off-farm water supplier; and
- \* any purchased water costs paid for by the landlord or contractor.

**Exclude** any costs associated with pumping or distributing the water on the farm or the selected block.

### **Item 5: Replacement Cost for Siphon Tubes**

Ask this item only if a siphon-tube gravity system was used to irrigate the selected block of the target crop during the 2007 growing season (either column of Item 2a is code 10 or 11).

Record the operator's best estimate of the total cost to replace all of the siphon tubes used on the selected block. This item provides data to calculate a cost for the irrigation system.

### **Item 6: Cost for Poly Pipe**

Ask this item only if poly pipe was used to irrigate the selected block of the target crop during the 2007 growing season (either column of Item 2a is code 14).

Record the total expense for poly pipe used to irrigate the selected block. This item is used to calculate a cost for the irrigation system.

### **Item 7: Gated Pipe System Used**

Ask Items 7a and 7b ONLY if a gated-pipe system was reported (either column of Item 2a is code 15 or 16).

**Item 7a: Average Diameter of Gated Pipe**

Record the average diameter of the gated pipe used for irrigating the selected block during the 2007 growing season.

**Item 7b: Total Length of Gated Pipe for Block**

Record the total length (in feet) of all the gated pipe used to irrigate the selected block during the 2007 growing season.

**Item 8: Water From Wells**

If water from wells (ground water) was used to irrigate the selected target commodity block for the 2007 crop, enter code "1" for YES and continue. If water from wells was not used to irrigate the selected block, go to Item 9.

**Item 8a: Number of Wells**

Record the number of wells used to irrigate the selected block during the 2007 growing season. The wells could have irrigated other blocks, but they must have at least partly irrigated this block.

**Item 8b: Average Well Casing Diameter**

Record the average diameter of the outer well casing of all wells that irrigated the selected block during 2007. The average diameter of the outer well casing will probably be between 12 and 36 inches; 20 inch casings are relatively standard throughout much of the West. Do not record the average diameter of the well column pipes (the well pipes pumps are attached to).

**Item 8c: Average Pumping Depth**

Record the average pumping depth (in feet) of wells that irrigated the selected block during 2007.

Well pumping depths depend on the water table level and the amount of draw down on the water table during pumping. In other words, pumping depth is the depth to water at the start of the irrigation season, plus an average decline in the water level caused by pumping during the irrigation season.

### **Item 8d: Water Meter or Other Flow Measurement Device**

Water meters and other flow measurement devices serve as a valuable tool for detecting and measuring the amount of water used. If the well(s) used to irrigate the selected block had a water meter or another type of flow measurement device, enter code '1'.

### **Item 8e: Other Acres Irrigated From These Wells**

Often a well may be used to supply water to more than one block. If other acres were irrigated using water pumped from the same well(s), enter code '1'.

#### **Item 8e(i): Acres Irrigated**

Record the number of other acres (for acres other than the selected target commodity block) that were irrigated using water pumped from the well(s) that supplied water to the target block. Record the other acres irrigated to the nearest tenth of acres.

### **Item 9: Additional Pipe Used**

This question finds out if any other pipes besides pipe that was part of the irrigation system itself was used to irrigate the selected block during 2007. Additional pipe includes mainline or lateral pipe but not the pipe that is in the system itself. If additional pipe was used on the selected block, enter code "1" for YES and continue.

A mainline pipe connects the pump or water source and the block or the lateral pipes. Mainline pipes can be either portable or buried in the ground.

Lateral pipes are pipes that carry water from the mainline pipe to the discharge or distribution point in the block. There can be more than one lateral pipe, and they can be permanent or portable.

#### **Item 9a: Average Diameter of Additional Pipe Used**

Record the diameter in inches of the additional mainline or lateral pipe used. If there are different diameters of pipe used, record the average diameter in inches.

#### **Item 9b: Feet of Additional Pipe Used**

Enter the total feet of mainline or lateral pipe used to carry water to the selected block during 2007. **Exclude** pipe that is part of the irrigation system, such as gated pipe, sprinkler pipe, etc.

### Item 10: Block Run-Off

Refer the operator to the list of block run-off options in the Respondent Booklet and record the code the operator indicates best describes what happens to the **majority** of the run-off from irrigation for the selected block.

Block run-off is the portion of the irrigation water applied to the block that does not soak into the soil where the crop is growing. This 'extra' water flows across a block and either collects to form a pool at the end of the block, or it flows out of the area. The pool of extra water is not large enough or doesn't last long enough to prevent normal farming operations for the block area.

This question is a multiple choice question. Be sure to read ALL of the items in the Run-Off Code List before accepting an answer from the respondent. The respondent may want to answer before hearing all the possible answers, and one of the later codes may be the best answer.

Do not ask “Was there any run-off from this block?” or “What happens to the run-off from this block?” These questions are not correct. Many operators will say there is no run-off when, in fact, one of the other codes is what really happens. The respondent will not know that these codes are acceptable answers if you don't read ALL of them before accepting an answer.

The codes describing block run-off are:

**Code 1** - Retained at the End of the Block: This is when the pool of extra water is held at the end of the block because the block is bordered or there is a natural basin at the end of the block. The run-off is not re-used for irrigation.

**Code 2** - Reused to Irrigate on the Farm: Extra irrigation water from the block collects in an on-farm lake, pond, or pit below the block, and is reused to irrigate the same block or other acres on the farm.

**Code 3** - Collected in Evaporation Ponds on the Farm: The extra irrigation water collects in an on-farm pond or pit below the block and is not reused for irrigation. Instead, it remains in the pond or pit until it evaporates. Evaporation ponds are sometimes used for disposal of poor quality drainage flows.

**Code 4** - Drains from the Farm: Run-off drains off the block and away from the farm through man-made drainage ditches or natural water courses. Run-off drained from a farm may be recovered by another farm or it may re-enter the water supply downstream as return flow.

**Code 5** - No Run-off: Irrigation water is applied to the block so that no extra water collects at the end of the block or drains from the block.

**Exhibit 5.1: Types of PRESSURE Irrigation Systems**

**Hand-move Sprinkler System**

(Code 1)

Portable pipe system, usually aluminum pipe, which must be moved by hand one or more times per day during irrigation periods. Irrigation requirements of the field are met by successive moves of the system to water one strip of the field at a time (an irrigation set). The system's sprinklers can use a variety of orifice sizes and configurations. The system may be adapted to most soil types, topography, field size and shapes; however, it is not suited for all crops since tall crops, such as corn, hinder pipe movement. The sprinkler line(s) are served water by mainlines of aluminum or PVC that may be buried or above ground.

**Solid-set or Permanent Sprinkler Systems**

(Code 2)

A buried pipe system with only the risers and sprinklers above ground, or a portable pipe system which is placed in the field at the start of the irrigation season and left in place to the season end. Both of these system types require no labor to move the system to a new location once established for the irrigation season. Adapted to most crops, soil types, topography, field sizes and shapes.

**Side-roll or Wheel-line Sprinkler Systems**

(Code 3)

A wheel-move, lateral-line system which moves as a unit in fixed increments (irrigation sets) across the field. The system is powered by a small gasoline engine that is manually operated. The system is stationary while irrigation is taking place. Some variations of the system may have tow lines trailing the main lateral line with additional sprinklers on each tow line. Tow line systems irrigate a wider strip at each set, up to 180 feet compared to the 60-foot strip of standard side-roll systems. Wheels are generally spaced 40 feet apart and are 5-7 foot in diameter, with the main system pipe serving as an axle in the middle of the wheel. The system is designed for reasonably flat, rectangular or square fields and is suited to crops less than 4 feet in height. The sprinkler may use flexible hose, aluminum pipe, or PVC pipe to connect to mainlines (above or below ground) or on-site pressurization pumps.

**End-tow Sprinkler System**

*INCLUDE as a side-roll system (Code 3)*

Wheel or skid, lateral-line system which is end-towed via tractor to new locations in the field. The system is stationary while irrigation is taking place. System is designed for reasonably flat or slightly rolling, rectangular or square fields with an alley through the center of the field. Designed for hay and pasture irrigation, the system may be used on some row crops and orchards.

**Carousel Sprinkler-traveler System**

*INCLUDE as a side-roll system (Code 3)*

Wheel-mounted system with a rotating boom that sprinkles or sprays water. The system may be self-propelled with a mounted engine, or towed via pick-up or tractor to the next field location (irrigation set). Water is supplied to the system by hose or supply ditch.



**Center Pivot or Linear Move with Sprinklers on Main Line**

(Code 4)

Self-propelled, continuous-move sprinkler system that either travels in a circle (center pivot) or laterally (linear move) across a field. Sprinklers are located **directly on** the system's main water-supply pipe, which is supported by A-frame towers. Some circle systems have features that provide coverage of most of the corners on a square field. Some systems may be towed to adjacent fields to increase system use by irrigating a different crop with different timing of water needs. Water is delivered to a fixed center point for center-pivot systems and by hose or supply ditch for lateral move systems. Center-pivot systems have been developed for areas from 40 to 240 acres, but most systems irrigate 128-132 acres of a square 160 acre field.

Lateral moves require a square or rectangular field of 40 to 240 acres. These systems may be adapted to most crops, soil types, and level to gently-rolling topography. Systems with sprinklers **directly** on the main water-supply line will tend to be **medium to higher pressure** (above 30 psi) and use impact sprinklers.

**Center Pivot or Linear Move, with Sprinklers below the Main Line, but More than 2 Feet above the Ground**

(Code 5)

Self-propelled, continuous-move sprinkler system that either travels in a circle (center pivot) or laterally (linear move) across a field. Sprinklers or sprayers are located on drop-tubes or booms suspended **below** the system's main water-supply pipe, but **more than 2 feet above the ground**. This includes most standard drop-tube sprinkler systems. Some circle systems have features that provide coverage of most of the corners on a square field. Some systems may be towed to adjacent fields to increase system use by irrigating a different crop with different timing of water needs. Water is delivered to a fixed center point for center-pivot systems and by hose or supply ditch for lateral move systems. Center-pivot systems have been developed for areas from 40 to 240 acres, but most systems irrigate 128-132 acres of a square 160 acre field. Lateral moves require a square or rectangular field of 40 to 240 acres. These systems may be adapted to most crops, soil types, and level to gently-rolling topography. Systems with sprinklers **below** the main water-supply line will tend to be **lower pressure** (below 30 psi), with spray nozzles rather than impact sprinklers.

**Center Pivot or Linear Move, with Sprinklers less than 2 Feet above the Ground**

(Code 6)

Self-propelled, continuous-move sprinkler system that either travels in a circle (center pivot) or laterally (linear move) across a field. Sprinklers or sprayers are located on drop-tubes suspended **below** the system's main water-supply pipe and are located less than 2 feet above the ground. This includes low pressure precision application systems (LEPA) and other below-the-crop-canopy systems. Some circle systems have features that provide coverage of most of the corners on a square field. Some systems may be towed to adjacent fields to increase system use by irrigating a different crop with different timing of water needs. Water is delivered to a fixed center point for center-pivot systems and by hose or supply ditch for lateral move. Center-pivot systems have been developed for areas from 40 to 240 acres, but most systems irrigate 128-132 acres of a square 160 acre field. Lateral moves require a square or rectangular field of 40 to 240 acres. These systems may be adapted to most crops, soil types, and level to gently-rolling topography. Systems with sprinklers **suspended to within 2 feet of the ground** tend to be **very low pressure** (below 15 psi) and use spray nozzles and bubblers. Some units may run water directly on the ground using a cloth-like extension attached to the drop tube.

**Big Gun**

(Code 7)

A single, large gun-type sprinkler mounted on a trailer, carriage, or skid. Water is supplied to the sprinkler through a flexible hose. The mounted gun sprinkler is either pulled across a field or moved across a field using a self-propelled drive system for each irrigation set. An irrigation set is the area of the field that is irrigated by the gun sprinkler as it moves across the field. When an irrigation set is completed, the entire system is moved and the process repeated. The system is designed for straight rows, flat topography, and medium to high infiltration soils. It is best suited for crops that can withstand heavy bursts of water. Systems are high pressure, greater than 60 psi. Three specialty-type big-gun systems are defined below, including a self-propelled gun traveler system, a reel-type hose pull system, and a reel-type cable pull system.

**Self-propelled Gun Traveler**

*INCLUDE as a big gun system (Code 7).*

Single, large gun on a four-wheel trailer. Self propelled by a separate engine or a hydraulic continuous move. Water is supplied through a flexible hose. Systems are high pressure, greater than 60 psi.

**Reel-type Hose Pull**

*INCLUDE as a big gun system (Code 7).*

Single, large gun-type sprinkler on a carriage. A flexible, but noncollapsible hose is attached to a large reel at one end of the field. The carriage and sprinkler is attached to the unrolled hose and stationed at the other end of the field. Water movement through the hose activates a drive system that rolls the hose on the reel, drawing the sprinkler and carriage across the field. When an irrigation set is completed, the reel, sprinkler, and carriage may be moved and the process repeated. Systems are high pressure, greater than 60 psi.

**Reel-type Cable Pull**

*INCLUDE as a big gun system (Code 7).*

Similar to hose-pull system, except a cable is used to reel the gun-type sprinkler and carriage across the field. This enables a flexible, collapsible hose to be pulled behind the carriage. When an irrigation set is completed, the cable, reel, hose, sprinkler, and carriage may be moved and the process repeated. The system often requires a grass strip to operate on since the hose is pulled behind the unit. Systems are high pressure, greater than 60 psi.

**Low-flow Irrigation System (Drip, Trickle, Micro Sprinkler)**

(Code 8)

Low-pressure systems designed for frequent water applications using small-diameter tubing and low-volume emitters to distribute water directly to the crop root zone. Tubing and emitters can be installed below ground, under plastic or mulch, or above ground, and alternatively, tubing may be installed below ground with emitters on risers above ground. While used primarily on trees, vines, and vegetable crops, these systems are only in limited use on field crops due to the high initial capital costs. Drip and trickle systems have been adapted to all crop types; micro-sprinklers are generally used on perennial crops where a larger wetted area is needed to encourage root development. These systems are adaptable to most soils and may be used on topography where slope prevents irrigation from other system types.

**Exhibit 5.2: Types of GRAVITY-FLOW Irrigation Systems**

**Siphon-tube System with Unlined Ditches**

(Code 10)

System uses short curved tubes, usually aluminum or plastic, to siphon water onto a field from an **unlined** ditch across the head of the field. Siphon tubes are curved to fit over the ditch bank and most range from 1 to 3 inches in diameter and from 3 to 5 feet in length. Water, once on the field, may flow down furrows, between borders or dikes, or in corrugations. The unlined ditch is formed with mechanical operations using only the soil on the field. The ditch may be reformed each year or reused with maintenance.

**Siphon-tube System with Lined Ditches**

(Code 11)

System uses short curved tubes, usually aluminum or plastic, to siphon water onto a field from a **lined** ditch across the head of the field. Siphon tubes are curved to fit over the ditch bank and most range from 1 to 3 inches in diameter and from 3 to 5 feet in length. Water, once on the field, may flow down furrows, between borders or dikes, or in corrugations. The ditch may be lined with concrete, plastic, clay, or other nonporous material. The ditch is permanent and is reused each year.

**Portal- or Ditch-gate System with Unlined Ditches**

(Code 12)

System uses openings in the ditch bank, either portals with covers or tubular openings closed with a gate, to discharge water onto a field from an **unlined** ditch across the head of the field. Portals in the ditch bank can be of any diameter and are covered with a metal, plastic, or wood cover to regulate water flow onto the field. Ditch openings can be any size, including openings for the entire flow of the ditch, and water-flow control gates can be made of wood, metal, plastic, or canvas. Water, once on the field, may flow down furrows, between borders or dikes, or in corrugations. The unlined ditch is formed with mechanical operations using only the soil on the field. The ditch may be reformed each year or reused with maintenance.

**Portal- or Ditch-gate System with Lined Ditches**

(Code 13)

System uses openings in the ditch bank, either portals with covers or tubular openings closed with a gate, to discharge water onto a field from a **lined** ditch across the head of the field. Portals in the ditch bank can be of any diameter and covered with a metal, plastic, or wood cover to regulate water flow onto the field. Ditch openings can be any size, including openings for the entire flow of the ditch, and water-flow control gates can be made of wood, metal, plastic, or canvas. Water, once on the field, may flow down furrows, between borders or dikes, or in corrugations. The ditch may be lined with concrete, plastic, clay, or other nonporous material. The ditch is permanent and is reused each year.

**Poly Pipe System**

(Code 14)

A system using a flexible, collapsible, plastic (polyethylene) tube up to 18 inches in diameter. The poly-tubing is unrolled along the head of the field and holes punched or closeable gates installed to match furrow, border, or dike width. A well or supply canal provides water to the tube. The tube is installed at the beginning of the irrigation season, and since it lays flat when not in use, can remain in the field the entire season. The tubing may be reused for more than one year, but single season use is most common.

**Gated Pipe (Not Poly)**

(Code 15)

A system using rigid PVC plastic or aluminum pipe with manually-operated closeable gates at regular intervals. The pipe is installed at the head of the field, but may need to be removed for cultural operations or moved to new field locations through the season. The gates usually match row widths so water can flow directly into rows. Gated-pipe systems may also be used on flood or corrugation water-control systems. The pipe is reused for many years.

**Improved Gated Pipe System (Surge Flow or Cablegation, Not Poly)**

(Code 16)

A system using rigid PVC plastic or aluminum pipe with manually-operated closeable gates at regular intervals, but with an **automated water-control system**. Automated water control is achieved by (1) using a surge valve to alternate pipe sets receiving water, (2) using a moveable plug inside the gated pipe, controlled by a cable, to adjust the water flow from open gates, or (3) other automated methods using gated pipe to control water flow and improve the uniformity of water applications, such as pneumatically controlled bladders to regulate water flow on individual gates. Gated pipe is installed across the head of the field, but may need to be removed for cultural operations or moved to new field locations through the season. The gates usually match row widths so water can flow directly into rows. Improved gated pipe is very unlikely to be used for flood irrigation. It would defeat the purpose of the improved system. The pipe is reused for many years.

**Sub-irrigation**

(Code 17)

Maintenance of a water table at a predetermined depth below the field surface by using ditches or sub-surface drains and water-control structures. Water is added or removed as needed to maintain the water level of the water table at a specific depth using the ditches or drains. Lateral movement of water through the soil provides water to the crop root zone. Conditions for use of this system are limited. Land must be flat and suitable for rapid lateral water movement. The irrigation system may also be used as a drainage system.

**Open discharge from well or pump**

(Code 18)

Open discharge from well or pump occurs where there is only one point of discharge into the field. This system is often used in conjunction with levees or dikes to maintain an even water depth throughout the field. The water remains on the soil until irrigation needs are met, at which time the water is either drained from the field or allowed to infiltrate the soil. Land forming is often required with this system.

## Section H - Management

### What is Section H for? How is the information used?

Crop production typically requires significant quantities of fuel and fertilizer. During 2004/2005, the prices of these two inputs have increased dramatically (i.e., the annual prices paid index for fuel rose from 140 in 2004 to 163 in 2005 and the fertilizer price index increased from 124 to 138). Prices for these inputs may increase even further during the 2007 growing season. While some producers do not (or perhaps cannot) change their production practices in response to these input price increases other producers appear to be more adept at mitigating the impact of these adverse price shifts. ERS is often asked to quantify the impact of input price increases on the farm sector and this section is designed to determine how farmers adapt to input price changes as well as identify those producers who are most or least likely to adapt.

### Item 1: Producer's Response to Increased Fuel Prices

The objective of adding this question about producers' response to increased fuel prices is to understand how the data collected about apple production in 2007 may differ from a year with more typical fuel prices.

#### Item 1a: Reduced the Number of Operations in the Block

If the producer reduced the number of operations in the block such as cultivation or nutrient and pesticide applications due to increased fuel prices, Enter code "1" for YES then continue.

#### Item 1b: Reduced the Amount of Irrigation Water

Verify that the selected block was irrigated in Section G. If the producer reduced the amount of irrigation water due to increased fuel prices, Enter code "1" for YES and continue.

#### Item 1c: Changed Other Production Practices

Determine if producer changed other production practices on the selected block in response to high fuel prices. If other production practices were changed, Enter code "1" for YES and record the other practices.

## **Item 2: Producer's Response to Increased Fertilizer Prices**

The objective of adding this question about producers' response to increased fertilizer prices is to understand how the data collected about apple production in 2007 may differ from a year with more typical fertilizer prices.

### **Item 2a: Reduce Application Rate**

If the application rate of commercial nitrogen fertilizer on the selected block was reduced due to increased prices, enter code '1' for YES then continue.

#### **Item 2a(i): Percent of Reduction**

If the application rate was reduced due to increased prices, then ask the operator by what percent did he reduce the amount of commercial fertilizer for the selected block in 2007.

### **Item 2b: Changed the Type of Nitrogen Fertilizer Products**

If the operator changed the type of nitrogen fertilizer products used in the selected block (such as less anhydrous ammonia and more urea) due to increased commercial nitrogen fertilizer prices, enter code '1' for YES then continue.

### **Item 2c: Increased Use of Other Nitrogen Sources**

If the operator increased the use of manure or other organic sources of nitrogen due to increased commercial nitrogen fertilizer prices, enter code '1' for YES then continue.

### **Item 2d: Managed Nitrogen Fertilizer More Carefully**

If the operator managed nitrogen fertilizer on the selected block more carefully in 2007 due to increased commercial nitrogen fertilizer prices, enter code '1' for YES.

## Back Cover - Conclusion

### Item 1: Location of Selected Block

Tell the respondent that you need to mark the location of the selected block of the target commodity on a map.

Ask the respondent what county the selected block is located in, and record the county name in the space provided.

A block description box has been added for your use in better describing the location of the block.

### Location of the Selected Block - For States with GPS Units Only

Block location boxes for your use in recording the Latitude and Longitude of the block. To obtain the latitude and longitude, enter the sample block 15 paces. Using the GPS unit, record the latitude and longitude. Where *dd*=degrees, *mm*=minutes, and *ss*= seconds.

If the latitude and longitude readings are NOT recorded, the block MUST be mapped on a county map as described in Item 2 below. If the latitude/longitude is recorded, DO NOT mark the target commodity block on the county map.

### Item 2: Marking Block Locations on the Map

**NOTE: If you do not have a map for the county the block is located in, you should contact the Field Office or your Supervisor to obtain the correct map. Be sure to record enough information (such as legal description, township, range, section, etc..) from the respondent to allow you to locate the block on the correct map when you receive it.**

Mark the location of the selected block of the target commodity with an “X” on the county maps provided by the Office. Verify with the respondent that you have located the block correctly. Be sure that the “X” you mark on the map is in the county named in Item 1.

Next to the “X”, record “1-” followed by the sequence (sample) number that appears on the label on the Face Page of the questionnaire. The “1” indicates that this is an ARMS survey sample. This identification code is needed to link the “X” on the map with the data in the completed questionnaire.

NASS will use this “X” to determine the longitude and latitude in degrees, minutes and seconds for the selected target commodity block for each sampled operation. ERS will use this information to access the Natural Resources Conservation Service's (NRCS, formerly Soil Conservation Service) Soils V Database. This data base contains soil type, slope, leaching characteristics and other geologic information used for analysis.

### **Item 3: Re-contact in the Spring 2008**

Inform respondents that they will be re-contacted in February or March of 2008 to collect additional information to complete the profile of their operations for the Agricultural Resource Management Survey. Explain that you will be asking about entire year and year-end information at that time, and it will be easier to collect these figures when their records for 2007 are complete.

It is important that you leave the interview on a good note and that you put the Spring contact in as positive light as possible. After the first of the year, when records are complete and individual receipts and record book line items have been summarized, collecting the information will be easier and take less time. It would be difficult to answer the Spring questions right now, because records are incomplete.

It is important to retain the respondent's cooperation for the Spring interview, because very limited use of the respondent's Production Practices and Costs data can be made if data from the Spring interview is not available. Information would be lost to the ARMS, and this operation would not be represented in the full Agricultural Resource Management Survey. More importantly, the hundreds of similar operations the selected farm represents would not be reflected in official USDA estimates.

Emphasize that you will call to make an appointment for a time convenient to the respondent for conducting the Spring interview.

### **Item 4: Survey Results or Other Agency Publications**

After completing the interview, offer the results of the survey or other Agency or Field Office publications to the respondent. A number of publications will result from the ARMS, and they will be published in a variety of sources. Many of these are explained in Chapter 1 of this Manual. In addition, there may be other releases from NASS or your Field Office that responding farm operators may be interested in. We would like to serve the respondents better by providing survey results and other information that they will find useful and interesting.



Your Survey Statistician will explain which publications from Headquarters or from your Field Office to offer to participants in the ARMS. The Survey Statistician will instruct you how to record requests for information from each respondent, if any Release order forms need to be filled out, or if any additional coding is required on the questionnaire.

If the respondent would like a free copy of the survey results, enter a code '1' in cell 0099.

### Item 5: Ending Time

Record the ending time of the interview in cell 0005. If more than one person was interviewed or it took more than one appointment to complete the interview, times should reflect the approximate total time for the questionnaire. Exclude the time you spend reviewing the questionnaire or verifying calculations by yourself after you have completed the interview. Be sure the ending time is after the beginning time entered on the face page. Use military time.

### Items 6a, 6b, 6c: Records Use

*Do not ask these remaining questions of the Respondent. They are only for administrative purposes and analysis. You should fill them out after the interview is completed.*

Analysts and other data users are interested in comparing reported data with the use of records. The use of records should indicate data are of a higher quality. Enter a code "1" to indicate the respondent referred to and used written records when reporting the indicated items.

#### Item 6a: Fertilizer Data

If farm records were used for completing the majority of the **fertilizer** data items in the questionnaire, enter code "1"=YES in cell 0011.

#### Item 6b: Pesticide Data

If farm records were used for completing the majority of the **pesticide** data items in the questionnaire, enter code "1" in cell 0012.

### Item 6c: Expense Data

Indicate whether farm/ranch records were used for the completing most of the **expense** items in the questionnaire. Enter “1” in cell 0013 for YES.

### Item 7: Supplements Used

Record the total number of each type of supplement used in completing this interview in the designated cell. These items are important to provide a means to check for misplaced or lost supplement sheets during the computer edit. Be sure all of the supplements are inside the questionnaire before mailing the questionnaire or turning it over to a supervisor.

### Administrative Items

#### Response Code

Upon completion of the interview, enter the response code in cell 9901 on the Back Page of the questionnaire. Response codes are:

Code 1 - **Complete**: The questionnaire is complete, including questionnaires for respondents that are no longer in business.

- Use Response Code 1 for operations that you have determined DID NOT grow the target commodity this year. Complete means you have obtained all of the data needed for the questionnaire.
- Use Response Code 1 for institutional farms, such as prison farms, private or university research farms, high school FFA farms, not-for-profit farms operated by religious organizations, and Indian reservations produce agricultural commodities, but do not meet the ARMS definition of a farm or ranch. Production practices, costs, and income characteristics of these operations are not representative of the general farm population. Assign Response Code 1 to these types of operations, and describe the specific type of operation on the face page with a note.

Code 2 - **Refusal**: The respondent refused to cooperate or grant an interview.

Code 3 - **Inaccessible / Incomplete**: The operator was not available throughout the survey period (inaccessible). You will also use code 3 if the respondent gave an interview but could not or would not answer a lot of the questions (incomplete questionnaire).

## Respondent Code

The respondent code identifies the person who was interviewed. Enter the code identifying the person who provided most of the data in cell 9902.

- Code 1 = **Operator or Manager**
- Code 2 = **Operator's Spouse**
- Code 3 = **Accountant or Bookkeeper**
- Code 4 = **Someone Other than Code 1, 2, 3, or 9**
- Code 8 = **Office Hold**
- Code 9 = **Partner**

Record the respondent's name and phone number.

## Mode Code

The mode code identifies how the person was interviewed. ARMS Phase II completes must be by face-to-face interview.

- Code 2 = **Telephone**
- Code 3 = **Face-to-Face**

## Enumerator Name

Sign the questionnaire and record your enumerator ID number in cell 0098.

## Date

Record the date the questionnaire was completed. Enter the date in MMDDYY format on the lines provided in cell 9910. For example, if the interview was completed on November 8, 2007, enter the month and day 1 1 0 8 in the date cell. The 2-digit year is already preprinted on the questionnaire.

## Optional Use

Item codes 2 and 3 are reserved for your Field office use. These cells should remain blank unless your Field office directs you otherwise.

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**Review the entire questionnaire before forwarding it to your Supervisor. Make sure all items are complete, including 'Yes' and 'No' boxes checked, and dashes are entered in cells when the response is 'None' or 'No' as appropriate. Make sure notes are present and complete for unusual situations.**

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