



## Agricultural Resource Management Survey – Phase 3

### Respondent Booklet

2016



National  
Agricultural  
Statistics  
Service



Dear Producer:

When it comes to policies that affect you, your family, your farm, and your community, accurate data are extremely important. To ensure that federal, state, local and industry decision-makers have accurate and objective information, we are surveying farmers across the United States in the annual Agricultural Resource Management Survey (ARMS) to measure the financial state and production practices of U.S. farms and farm households. The results of this survey help evaluate financial impacts of numerous programs, including crop insurance, dairy margin protection, and local payments.

Please take the time to respond to this important survey. Once all responses are in, NASS will analyze them and will publish the results in the *Production Expenditures* report on August 3, 2017. The USDA's Economic Research Service (ERS) will use these results in August to prepare and disseminate the Department's annual estimates of farm sector income and finances. ERS also uses aggregated off-farm information to better understand and report on farm households and the broader farm economy.

As with all our surveys, NASS safeguards the privacy of all respondents, ensuring that no individual respondent or operation can be identified. Be assured that your responses to ARMS will be kept **completely confidential**, as required by federal law.

Thank you in advance for investing in the future of U.S. agriculture and ensuring that decisions affecting you, your family, your business and your community are based on the facts.

Sincerely,

Joseph L. Parsons  
Chair, Agricultural Statistics Board  
National Agricultural Statistics Service  
U.S. Department of Agriculture

## LIVESTOCK CODES

### Sections D, E and F

| <b>CATTLE</b>                                |            |
|--|------------|
| Cattle for Breeding Stock (beef & dairy)     | <b>833</b> |
| Dairy herd replacements                      | <b>905</b> |
| Feeder Calves (cattle sold for finishing)    | <b>933</b> |
| Finished Cattle (sold directly to slaughter) | <b>818</b> |
| Other Cattle                                 | <b>817</b> |
| Milk and Non-Processed Dairy Products        | <b>909</b> |
| Organic Milk                                 | <b>959</b> |
| Processed Dairy Products                     | <b>968</b> |
| Veal   | <b>914</b> |

| <b>HOGS</b>       |            |
|-------------------|------------|
| Farrow to Feeder  | <b>805</b> |
| Farrow to Finish  | <b>807</b> |
| Farrow to Wean    | <b>802</b> |
| Finisher          | <b>809</b> |
| Nursery           | <b>806</b> |
| Nursery/Feeder    | <b>812</b> |
| Nursery/Finish    | <b>808</b> |
| Other Hogs & Pigs | <b>804</b> |

| <b>SHEEP</b> |            |
|--------------|------------|
| Lambs        | <b>934</b> |
| Other Sheep  | <b>912</b> |
| Wool         | <b>915</b> |

| <b>GOATS</b> |            |
|--------------|------------|
| Goats        | <b>906</b> |
| Goat milk    | <b>801</b> |
| Mohair       | <b>942</b> |

| <b>AQUACULTURE</b>                            |            |
|---|------------|
| Aquaculture, all other                        | <b>901</b> |
| Baitfish (including crawfish for bait)        | <b>945</b> |
| Catfish                                       | <b>903</b> |
| Crustaceans (crawfish for food, shrimp, etc.) | <b>946</b> |
| Fish, other                                   | <b>832</b> |
| Food fish, all other                          | <b>944</b> |
| Mollusks (clams, oysters, etc.)               | <b>947</b> |
| Ornamental fish                               | <b>948</b> |
| Sport or game fish                            | <b>949</b> |
| Trout   | <b>913</b> |

| <b>EQUINE</b>              |            |
|----------------------------|------------|
| Horses and ponies          | <b>928</b> |
| Mules, burros, and donkeys | <b>815</b> |

| <b>POULTRY</b>                              |            |
|---|------------|
| Bantams                                     | <b>960</b> |
| Broilers                                    | <b>916</b> |
| Broilers, chicks, hatchery run              | <b>935</b> |
| Capons                                      | <b>932</b> |
| Chicken pullets, hatching flock             | <b>926</b> |
| Chicken pullets, laying flock               | <b>925</b> |
| Chickens, other meat type                   | <b>924</b> |
| Chukars                                     | <b>961</b> |
| Cornish Hens                                | <b>918</b> |
| Ducks                                       | <b>917</b> |
| Eggs, chicken hatchery                      | <b>921</b> |
| Eggs, table market                          | <b>920</b> |
| Eggs, turkey hatchery                       | <b>919</b> |
| Emus  | <b>843</b> |
| Game birds                                  | <b>922</b> |
| Geese                                       | <b>923</b> |
| Guineas                                     | <b>962</b> |
| Hungarian partridge                         | <b>963</b> |
| Ostriches                                   | <b>930</b> |
| Peacocks                                    | <b>964</b> |
| Pheasants                                   | <b>810</b> |
| Pigeons                                     | <b>803</b> |
| Poultry, other                              | <b>822</b> |
| Quails                                      | <b>811</b> |
| Rheas                                       | <b>965</b> |
| Roosters, breeding flock                    | <b>940</b> |
| Roosters, meat type                         | <b>939</b> |
| Turkeys, other                              | <b>927</b> |
| Turkey poults, breeding flock               | <b>938</b> |
| Turkey poults, brooders                     | <b>967</b> |
| Turkey poults, meat type – all in / all out | <b>970</b> |
| Turkey poults, meat type – growout          | <b>969</b> |

| <b>OTHER</b>                     |            |
|----------------------------------|------------|
| Alpaca                           | <b>956</b> |
| Bees                             | <b>902</b> |
| Buffalo or Bison                 | <b>941</b> |
| Deer                             | <b>951</b> |
| Elk                              | <b>952</b> |
| Honey                            | <b>908</b> |
| Livestock, other fur bearing     | <b>954</b> |
| Livestock, other non-fur bearing | <b>824</b> |
| Llama                            | <b>953</b> |
| Mink, including pelts            | <b>910</b> |
| Rabbits                          | <b>911</b> |
| Semen                            | <b>929</b> |

## CROP CODES

### Sections E and F

|                                 |      |
|---------------------------------|------|
| Alfalfa seed                    | 35   |
| Almonds                         | 46   |
| Apples, fresh                   | 5053 |
| Apples, processed               | 6053 |
| Apricots, fresh                 | 5054 |
| Apricots, processed             | 6054 |
| Aquatic Plants                  | 315  |
| Artichokes                      | 101  |
| Asparagus                       | 102  |
| Asparagus, bearing age          | 637  |
| Asparagus, nonbearing age       | 638  |
| Avocados, fresh                 | 5055 |
| Avocados, processed             | 6055 |
|                                 |      |
| Bahia grass seed                | 227  |
| Bananas, fresh                  | 5083 |
| Bananas, processed              | 6083 |
| Barley for grain or seed        | 290  |
| Beans, dry edible               | 3    |
| Bedding/garden plants           | 241  |
| Beets                           | 103  |
| Bentgrass seed                  | 228  |
| Bermuda grass seed              | 229  |
| Berries, all other, fresh       | 5267 |
| Berries, all other, processed   | 6267 |
| Birdsfoot trefoil seed          | 224  |
| Blackberries, fresh             | 5056 |
| Blackberries, processed         | 6056 |
| Blueberries, tame, fresh        | 5279 |
| Blueberries, tame, processed    | 6279 |
| Blueberries, wild, fresh        | 5280 |
| Blueberries, wild, processed    | 6280 |
| Boysenberries, fresh            | 5182 |
| Boysenberries, processed        | 6182 |
| Broccoli                        | 104  |
| Bromegrass seed                 | 215  |
| Brussel sprouts                 | 105  |
| Buckwheat                       | 84   |
| Bulbs/corms/rhizomes/tubers-dry | 248  |
|                                 |      |
| Cabbage, fresh                  | 2106 |
| Cabbage, processed for kraut    | 4106 |
| Camelina                        | 657  |
| Canola                          | 85   |
| Cantaloupe                      | 4    |

|                                    |      |
|------------------------------------|------|
| Carrots, fresh                     | 2107 |
| Carrots, processed                 | 4107 |
| Cauliflower                        | 108  |
| Celery                             | 109  |
| Cherries, sweet, fresh             | 5155 |
| Cherries, sweet, processed         | 6155 |
| Cherries, tart, fresh              | 5156 |
| Cherries, tart, processed          | 6156 |
| Chestnuts                          | 59   |
| Chickory                           | 261  |
| Chinese cabbage                    | 249  |
| Chinese peas, sugar, snow          | 234  |
| Christmas trees                    | 183  |
| Chufas                             | 222  |
| Cilantro                           | 153  |
| Citrus, other, fresh               | 5269 |
| Citrus, other, processed           | 6269 |
| Clover                             | 310  |
| Clover seed, crimson               | 214  |
| Clover seed, ladino                | 202  |
| Clover seed, red                   | 43   |
| Clover seed, white                 | 203  |
| Coffee                             | 88   |
| Collards                           | 185  |
| Corn, for ethanol                  | 627  |
| Corn, grain                        | 6    |
| Corn, seed                         | 38   |
| Corn, silage                       | 5    |
| Cotton, pima                       | 282  |
| Cotton, upland                     | 281  |
| Crambe                             | 176  |
| Cranberries, fresh                 | 5060 |
| Cranberries, processed             | 6060 |
| Cucumbers, fresh                   | 2111 |
| Cucumbers for pickles, processed   | 4111 |
| Currants, fresh                    | 5273 |
| Currants, processed                | 6273 |
| Cuttings, Seedlings, Liners, Plugs | 1002 |
|                                    |      |
| Daikon                             | 258  |
| Dates, fresh                       | 5061 |
| Dates, processed                   | 6061 |
| Diachondra                         | 177  |
| Dill                               | 179  |

**CROP CODES -- continued****Sections E and F**

|                                     |      |                           |      |
|-------------------------------------|------|---------------------------|------|
| Eggplant                            | 112  | Herbs, dried              | 211  |
| Emmer and spelt                     | 161  | Herbs, fresh              | 212  |
| Endive                              | 259  | Hops                      | 12   |
| Escarole                            | 260  | Horseradish               | 151  |
|                                     |      | Horticultural specialties | 247  |
| Fava beans                          | 154  | Horticultural, other      | 230  |
| Fescue seed                         | 44   |                           |      |
| Field crop, other                   | 317  | Indian corn               | 188  |
| Figs, fresh                         | 5062 |                           |      |
| Figs, processed                     | 6062 | Jojoba                    | 626  |
| Flaxseed                            | 9    |                           |      |
| Floriculture & Bedding, other       | 1015 | Kale                      | 186  |
| Flower seeds                        | 36   | Kenaf                     | 181  |
| Flowers, cut and cut florist greens | 262  | Kentucky Bluegrass Seed   | 628  |
| Foliage plants                      | 256  | Kiwifruit, fresh          | 5064 |
| Forage and greenchop                | 10   | Kiwifruit, processed      | 6064 |
| Foxtail millet seed                 | 204  | Kumquats, fresh           | 5263 |
| Fruits & Berries grown under glass  | 1008 | Kumquats, processed       | 6263 |
|                                     |      |                           |      |
| Garlic                              | 114  | Lemons, fresh             | 5076 |
| Ginger root                         | 89   | Lemons, processed         | 6076 |
| Ginseng                             | 198  | Lentils                   | 169  |
| Ginseng, bearing age                | 639  | Lespedeza seed            | 41   |
| Ginseng, nonbearing age             | 640  | Lettuce, head             | 117  |
| Grapefruit, fresh                   | 5075 | Lettuce, leaf             | 629  |
| Grapefruit, processed               | 6075 | Lettuce, other            | 149  |
| Grapes, other                       | 275  | Lettuce, romaine          | 146  |
| Grapes, wine                        | 6275 | Lima beans, dry           | 268  |
| Grass seed, other                   | 138  | Lima beans, fresh         | 2115 |
| Grass silage                        | 226  | Lima beans, processed     | 4115 |
| Grasses, other than clover & sudan  | 311  | Limes, fresh              | 5077 |
| Green peas, English                 | 239  | Limes, processed          | 6077 |
| Green peas, fresh                   | 2122 | Loganberries, fresh       | 5271 |
| Green peas, processed               | 4122 | Loganberries, processed   | 6271 |
| Greenhouse produced vegetables      | 250  | Lotus root                | 210  |
| Greens                              | 116  |                           |      |
| Guar                                | 160  | Macadamia nuts            | 48   |
| Guava, fresh                        | 5090 | Mandarins, fresh          | 5078 |
| Guava, processed                    | 6090 | Mandarins, processed      | 6078 |
|                                     |      | Mangoes, fresh            | 5065 |
| Hay, alfalfa and alfalfa mixtures   | 1    | Mangoes, processed        | 6065 |
| Hay, other                          | 11   | Maple trees for syrup     | 91   |
| Hay, small grain                    | 217  | Meadow foam               | 139  |
| Hay, wild                           | 225  | Melons, honeydew          | 13   |
| Hazelnuts                           | 47   | Melons, miscellaneous     | 14   |

## CROP CODES -- continued

### Sections E and F

|   |      |
|---|------|
| Millet for grain or seed                | 141  |
| Mint, all other                         | 159  |
| Mint, tea leaves                        | 651  |
| Miscanthus                              | 652  |
| Mungbeans                               | 197  |
| Mushrooms                               | 93   |
| Mushrooms Spawn                         | 2495 |
| Mustard cabbage                         | 253  |
| Mustard greens                          | 187  |
| Mustard seed                            | 94   |
|   |      |
| Nectarines, fresh                       | 5066 |
| Nectarines, processed                   | 6066 |
| Noncitrus fruits, other, fresh          | 5277 |
| Noncitrus fruits, other, processed      | 6277 |
| Nursery crops                           | 254  |
| Nuts, other                             | 207  |
|   |      |
| Oats for grain or seed                  | 15   |
| Okra                                    | 118  |
| Olives, fresh                           | 5067 |
| Olives, processed                       | 6067 |
| Onion seed                              | 656  |
| Onions, dehydrated                      | 135  |
| Onions, dry                             | 120  |
| Onions, green                           | 119  |
| Oranges, Valencia, fresh                | 5157 |
| Oranges, Valencia, processed            | 6157 |
| Oranges, other than Valencia, fresh     | 5158 |
| Oranges, other than Valencia, processed | 6158 |
| Orchard grass seed                      | 42   |
|   |      |
| Papayas, fresh                          | 5096 |
| Papayas, processed                      | 6096 |
| Parsley                                 | 121  |
| Passion fruit, fresh                    | 5233 |
| Passion fruit, processed                | 6233 |
| Pasture                                 | 648  |
| Peaches, all other, fresh               | 5068 |
| Peaches, all other, processed           | 6068 |
| Peaches, Clingstone, fresh              | 5643 |
| Peaches, Clingstone, processed          | 6643 |
| Peaches, Freestone, fresh               | 5644 |
| Peaches, Freestone, processed           | 6644 |
| Peanuts                                 | 16   |

|                                       |      |
|---------------------------------------|------|
| Pears, Bartlett, fresh                | 5069 |
| Pears, Bartlett, processed            | 6069 |
| Pears, other than Bartlett, fresh     | 5314 |
| Pears, other than Bartlett, processed | 6314 |
| Peas, all other                       | 123  |
| Peas, Austrian winter                 | 200  |
| Peas, blackeyed                       | 124  |
| Peas, dry, Southern cow peas          | 125  |
| Peas, dry edibles                     | 17   |
| Pecans                                | 49   |
| Pecans, improved                      | 633  |
| Pecans, native and seedling           | 634  |
| Peppermint                            | 18   |
| Peppers, bell                         | 126  |
| Peppers, hot                          | 244  |
| Peppers, other                        | 127  |
| Persimmons, fresh                     | 5070 |
| Persimmons, processed                 | 6070 |
| Pimientos                             | 245  |
| Pineapples, fresh                     | 5097 |
| Pineapples, processed                 | 6097 |
| Pistachios                            | 50   |
| Plums, fresh                          | 5071 |
| Plums, processed                      | 6071 |
| Pluots, fresh                         | 5630 |
| Pluots, processed                     | 6630 |
| Pomegranates, fresh                   | 5072 |
| Pomegranates, processed               | 6072 |
| Popcorn                               | 19   |
| Potatoes                              | 20   |
| Potted flowering plants               | 252  |
| Prunes, fresh                         | 5073 |
| Prunes, processed                     | 6073 |
| Pumpkins                              | 128  |
|                                       |      |
| Radishes                              | 129  |
| Rapeseed                              | 170  |
| Rapini                                | 130  |
| Raspberries, all other, fresh         | 5140 |
| Raspberries, all other, processed     | 6140 |
| Raspberries, black, fresh             | 5641 |
| Raspberries, black, processed         | 6641 |
| Raspberries, red, fresh               | 5642 |
| Raspberries, red, processed           | 6642 |
| Redtop seed                           | 205  |

**CROP CODES – continued****Sections E and F**

|  |      |
|--|------|
| Rhubarb                                  | 143  |
| Rice                                     | 21   |
| Rice, sweet                              | 319  |
| Rice, wild                               | 178  |
| Rutabagas                                | 147  |
| Rye for grain or seed                    | 22   |
| Ryegrass seed                            | 136  |
| Safflower                                | 98   |
| Sage                                     | 168  |
| Sesame                                   | 152  |
| Shallots                                 | 144  |
| Silage & haylage (except corn & sorghum) | 23   |
| Short Rotation Woody crops               | 318  |
| Snap beans, fresh                        | 2131 |
| Snap beans, processed                    | 4131 |
| Sod/turfgrass                            | 166  |
| Sorghum for grain or seed                | 25   |
| Sorghum, syrup                           | 174  |
| Sorghum, silage                          | 24   |
| Sorghum-sudan crosses                    | 180  |
| Soybeans                                 | 26   |
| Spearmint                                | 27   |
| Spinach, fresh                           | 2132 |
| Spinach, processed                       | 4132 |
| Squash, summer                           | 133  |
| Squash, winter                           | 150  |
| Strawberries, fresh                      | 2074 |
| Strawberries, processed                  | 4074 |
| Sudan                                    | 167  |
| Sudangrass seed                          | 206  |
| Sugarbeets for seed                      | 137  |
| Sugarbeets for sugar                     | 28   |
| Sugarcane for seed                       | 209  |
| Sugarcane for sugar                      | 29   |
| Sunflower seed, non-oil varieties        | 148  |
| Sunflower seed, oil varieties            | 30   |
| Sweet corn for seed                      | 246  |
| Sweet corn, fresh                        | 2110 |
| Sweet corn, processed                    | 4110 |
| Sweet potatoes                           | 31   |
| Sweetclover seed                         | 208  |
| Switchgrass                              | 653  |

|  |       |
|--|-------|
| Tangelos, fresh                          | 5080  |
| Tangelos, processed                      | 6080  |
| Tangerines, fresh                        | 5081  |
| Tangerines, processed                    | 6081  |
| Tangerines, honey, fresh                 | 5272  |
| Tangerines, honey, processed             | 6272  |
| Tangors, fresh                           | 10272 |
| Tangors, processed                       | 11272 |
| Taro                                     | 649   |
| Teff                                     | 199   |
| Temples, fresh                           | 5079  |
| Temples, processed                       | 6079  |
| Timothy seed                             | 45    |
| Tobacco, transplants from beds           | 175   |
| Tobacco, all types                       | 190   |
| Tobacco, burley                          | 193   |
| Tobacco, flue-cured                      | 196   |
| Tobacco, other than burley or flue-cured | 32    |
| Tomatoes grown under glass               | 1019  |
| Tomatoes, fresh                          | 2134  |
| Tomatoes, processed                      | 4134  |
| Triticale                                | 162   |
| Truffle Saplings                         | 659   |
| Truffles                                 | 658   |
| Tung nuts                                | 51    |
| Turnip greens                            | 189   |
| Turnips                                  | 145   |
| Vegetables, other                        | 236   |
| Vegetables, seed                         | 37    |
| Vegetables, transplants to farm          | 1006  |
| Vetch seed, hairy                        | 39    |
| Walnuts, English                         | 631   |
| Walnuts (all others)                     | 632   |
| Watercress                               | 238   |
| Watermelons                              | 33    |
| Wheatgrass seed                          | 201   |
| Wheat, durum for grain or seed           | 163   |
| Wheat, other spring for grain or seed    | 164   |
| Wheat, winter for grain or seed          | 165   |

## GENERAL BUSINESS EXPENSES

### Section I, Item 32

- |  |  |
|--|--|
| <ul style="list-style-type: none"> <li>◆ Legal, and license fees (<i>other than automobile</i>)</li> <li>◆ Advertising</li> <li>◆ Magazines, membership &amp; registration fees</li> <li>◆ Office equipment not on a depreciation schedule</li> <li>◆ Office supplies</li> </ul> | <ul style="list-style-type: none"> <li>◆ Petty cash fund expenditures</li> <li>◆ Soil testing</li> <li>◆ Travel (<i>farm/ranch business trips</i>)</li> <li>◆ Pest scouting</li> <li>◆ Other, Specify</li> </ul> |
|--|--|

## VALUE CODES

### Section N

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

## GRAIN CONVERSION TABLE

One ton and equivalent (dry) bushels by crop

| Crop                           | Ton | Bushels |
|--------------------------------|-----|---------|
| Corn, Sorghum (milo), Flaxseed | 1   | 36      |
| Wheat, Soybeans                | 1   | 33      |
| Barley, Buckwheat              | 1   | 42      |
| Oats                           | 1   | 63      |
| Rice                           | 1   | 44      |
| Millet                         | 1   | 42      |