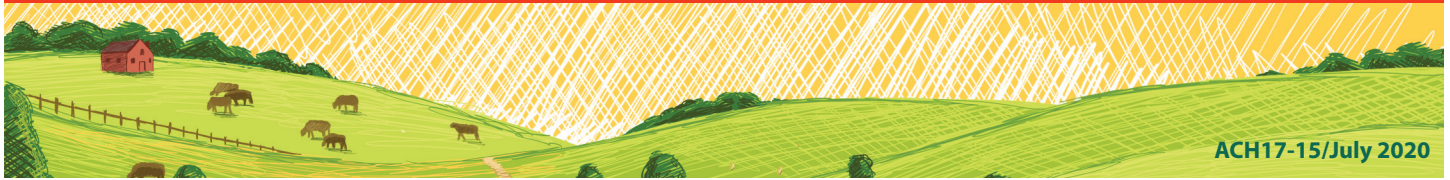


Poultry and Egg Production

Poultry inventory, sales, and number of farms up since 2012



ACH17-15/July 2020

In 2017, U.S. sales of poultry and eggs totaled \$49.2 billion, 12.7% of total U.S. agriculture sales. Sales of poultry and eggs increased 15% from 2012 to 2017. The top three states, Georgia, North Carolina and Arkansas, accounted for about a third of U.S. sales. Eighteen states sold over \$1 billion in poultry and eggs. Of the 164,099 farms that produced and sold poultry and eggs, 27% were farms specializing in poultry and egg production, which accounted for 98% of poultry and eggs sold.

164,099 farms



\$49.2 billion sales



\$1,133,207 average sales per farm



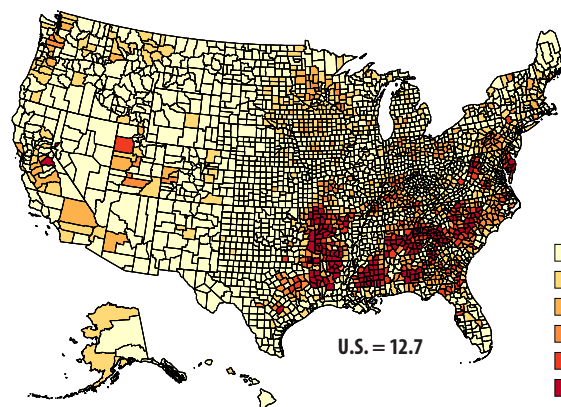
Number and Location

U.S. farmers sold \$49.2 billion of poultry and eggs during 2017, up 15% from 2012, when the Census of Agriculture was last conducted. During that time, the number of farms with sales of poultry and eggs increased 19% from 137,541 farms to 164,099 farms. Layers, pullets, and broilers showed an increase in inventory numbers and numbers sold. Turkey inventory increased but the number of turkeys sold decreased slightly.

Three states (Georgia, North Carolina and Arkansas) sold more than \$5 billion in poultry and eggs in 2017, accounting for almost one-third (32.5%) of total sales. Another 15 states had between \$1.0 and \$4.9 billion in poultry and eggs sales. These 18 states accounted for 88% of poultry and eggs sales in 2017.

While 164,099 farms sold poultry and eggs in 2017, about one-quarter (27%) specialized in poultry and egg production, meaning 50% or more of a farm's sales came from poultry and eggs. These 44,260 farms sold 98.4% of all poultry and eggs.

Sales of Poultry and Eggs as a Percent of Agriculture Sales by County in 2017



Top States	(\$ bil)
Georgia	5.5
North Carolina	5.4
Arkansas	5.1
Alabama	4.2
Mississippi	3.1
Texas	3.0
California	1.9
Pennsylvania	1.7
South Carolina	1.7
Missouri	1.6

Poultry by Inventory on Dec. 31, 2012 and 2017

	2012	2017	% change*
	(millions)		
Chickens, broilers	1,506.3	1,621.4	8%
Chickens, layers	350.7	368.2	5%
Chickens, pullets, replacement	110.3	130.5	18%
Turkeys	100.8	104.3	4%
Quail	6.3	7.4	17%
Chickens, roosters	7.6	7.0	-7%
Ducks	5.0	5.0	-1%
Pheasants	2.4	2.5	2%

*calculated from unrounded inventory

8.9 billion

The number of broiler and other meat-type chickens sold in 2017.

SNAPSHOT Poultry and Egg Producers, 2017

Number = 78,068*

	Poultry and Egg (percent)	All U.S.
Sex		
Male	60	64
Female	40	36
Age		
<35	12	8
35 - 64	69	58
65+	19	34
Years farming		
10 or less	37	27
11 or more	63	73
Lived on their farm	88	74
Worked off farm		
No days	42	39
1 to 199 days	20	21
200+ days	38	40
Primary occupation		
Farming	52	42
Other	48	58
Hispanic	3	3
With military service	9	11
Average age (years)	52.2	57.5

* Producers on 44,260 farms specialized in poultry and egg production as defined by the North American Industry Classification System (NAICS); more than half a farm's sales came from poultry and eggs sales. Data collected for up to four producers per farm.

About the Census

The Census of Agriculture, conducted once every five years, is a complete count of U.S. farms and ranches and the people who operate them. Results from the 2017 and earlier censuses are available at national, state, and county levels.

See the searchable database Quick Stats, the new Census Data Query Tool, downloadable PDF reports, maps, and a variety of topic-specific products.

www.nass.usda.gov/AgCensus

Producer Characteristics

The producers on farms specializing in poultry and egg production were, on average, younger (52.2 years) than U.S. producers overall (57.5 years). More producers were female (40% compared to 36% of all U.S. producers), and a higher share (37%) were beginning farmers (10 or fewer years of farming experience), compared

with 27% of all U.S. producers. More poultry and egg producers reported their primary occupation as farming compared to all producers (52% versus 42%).

40

The percent of poultry and egg producers who are women.

Farm Characteristics

Three types of producers operate poultry farms: independent growers raising poultry for themselves, contract growers raising poultry for someone else under a production contract (contractees), and contractors using contractees to raise some poultry in addition to their own production.

Contractees account for higher shares of production than number of farms. In 2017, broiler contractees accounted for 45% of the number of farms with broilers but 96% of production; for turkeys it was 17% of farms but 69% of production.

\$1.3 billion

The amount of organic sales by specialized poultry and egg farms, 18% of total U.S. organic agriculture sales.

Average Farm

On average, farms specializing in poultry and egg production have a smaller land area, higher levels of sales, greater production expenses, and higher net income than all U.S. farms.

	Poultry and Egg Farms	All Farms
Avg. acres	134	441
Avg. sales	\$1,133,207	\$190,245
Avg. government payments	\$10,222	\$13,906
Avg. expenses	\$751,309	\$159,821
Avg. net cash farm income	\$389,897	\$43,053

Production Expenses

The production costs of farms specializing in poultry and egg production totaled \$33.3 billion, down 5.7% from 2012. The largest expense item was feed, which totaled \$18.4 billion, or 55% of total production costs.

	(\$ bil)
Feed	18.4
Livestock/poultry purchases	7.2
Hired and contract labor	1.9
Custom work and hauling	0.9
Repairs and supplies	0.9
Utilities	0.8
Fuels	0.6
Other expenses	2.6
Total U.S.	33.3

Among Poultry and Egg Farms

 **82%** Have internet access

 **37%** Hire farm labor

 **97%** Are family farms

 **55%** Have positive net income