

# Poultry and Egg Production

Poultry and egg sales increased 56% since 2017; number of farms up 2%



ACH22-19/December 2024

In 2022, U.S. sales of poultry and eggs totaled \$76.5 billion, 14.1% of total U.S. agriculture sales. Sales of poultry and eggs increased 56% from 2017 to 2022. The top three states, North Carolina, Georgia, and Arkansas, accounted for a third of U.S. sales. Twenty states sold over \$1 billion in poultry and eggs. Of the 168,048 farms that produced and sold poultry and eggs, 44% were farms specializing in poultry and egg production, which accounted for 99% of poultry and eggs sold.

168,048 farms



\$76.5 billion sales



\$455,399 average sales per farm



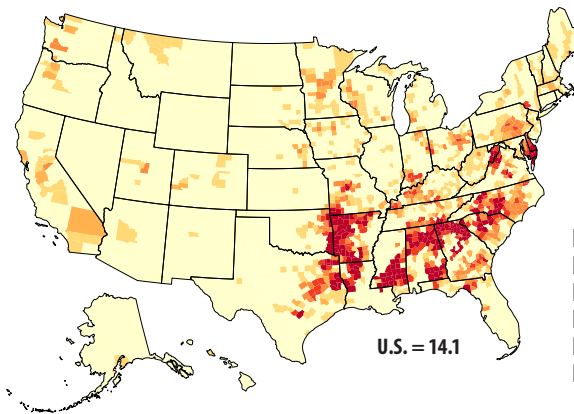
## Number and Location

U.S. farmers sold \$76.5 billion of poultry and eggs during 2022, up 56% from 2017, when the Census of Agriculture was last conducted. During that time, the number of farms with sales of poultry and eggs increased 2.4% from 164,099 farms to 168,048 farms. Layers, pullets, and broilers showed an increase in inventory numbers, but the number of pullets sold decreased slightly. Turkey inventory decreased, as did the number of turkeys sold.

Three states (North Carolina, Georgia, and Arkansas) sold more than \$7 billion in poultry and eggs in 2022, accounting for almost one-third (32.5%) of total sales. Another 17 states had between \$1.0 and \$6.6 billion in poultry and eggs sales. These 20 states accounted for 91% of poultry and eggs sales in 2022.

In 2022, 168,048 farms sold poultry and eggs. Forty-four percent of those farms specialized in poultry and egg production, meaning 50% or more of a farm's sales came from poultry and eggs. These 74,085 farms sold 98.7% of all poultry and eggs.

## Sales of Poultry and Eggs as a Percent of Agricultural Sales, by County, 2022



| Top States     | (\$ bil) |
|----------------|----------|
| North Carolina | 9.2      |
| Georgia        | 8.0      |
| Arkansas       | 7.7      |
| Alabama        | 6.6      |
| Texas          | 5.0      |
| Mississippi    | 4.2      |
| Missouri       | 2.7      |
| Ohio           | 2.7      |
| Pennsylvania   | 2.6      |
| Indiana        | 2.6      |

## Poultry by Inventory on Dec. 31, 2017 and 2022

|                                | 2017       | 2022    | % change* |
|--------------------------------|------------|---------|-----------|
|                                | (millions) |         |           |
| Chickens, broilers             | 1,621.4    | 1,737.7 | 7         |
| Chickens, layers               | 368.2      | 388.5   | 6         |
| Chickens, pullets, replacement | 130.5      | 144.0   | 10        |
| Turkeys                        | 104.3      | 97.3    | -7        |
| Quail                          | 7.4        | 9.3     | 26        |
| Chickens, roosters             | 7.0        | 7.7     | 10        |
| Ducks                          | 5.0        | 4.4     | -10       |
| Pheasants                      | 2.5        | 3.3     | 33        |

\*Calculated from unrounded inventory

# 9.2 billion

The number of broiler and other meat-type chickens sold in 2022.

## SNAPSHOT

### Poultry and Egg Producers, 2022

Number = 140,559\*

|                              | Poultry and Egg<br>(percent) | All U.S. |
|------------------------------|------------------------------|----------|
| <b>Sex</b>                   |                              |          |
| Male                         | 57                           | 64       |
| Female                       | 43                           | 36       |
| <b>Age</b>                   |                              |          |
| <35                          | 12                           | 9        |
| 35 - 64                      | 67                           | 53       |
| 65+                          | 21                           | 38       |
| <b>Years farming</b>         |                              |          |
| 10 or less                   | 47                           | 30       |
| 11 or more                   | 53                           | 70       |
| <b>Lived on their farm</b>   | 89                           | 70       |
| <b>Worked off farm</b>       |                              |          |
| No days                      | 33                           | 38       |
| 1 to 199 days                | 22                           | 22       |
| 200+ days                    | 45                           | 40       |
| <b>Primary occupation</b>    |                              |          |
| Farming                      | 40                           | 42       |
| Other                        | 60                           | 58       |
| <b>With military service</b> | 9                            | 9        |
| <b>Race</b>                  |                              |          |
| American Ind/Alaska Native   | 1.2                          | 1.7      |
| Asian                        | 2.2                          | 0.7      |
| Black/African American       | 0.8                          | 1.2      |
| Native Hawaiian/Pacific Isl  | 0.2                          | 0.1      |
| White                        | 94.2                         | 95.4     |
| More than one race           | 1.4                          | 0.9      |
| <b>Hispanic</b>              | 4.2                          | 3.3      |
| <b>Average age (years)</b>   | 52.1                         | 58.1     |

\* Producers on 75,597 farms specialized in poultry in egg production as defined by the North American Industry Classification System (NAICS). More than half of a farm's sales came from poultry and eggs. 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 2022 and earlier censuses are available at national, state, and county levels.

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

[www.nass.usda.gov/AgCensus](http://www.nass.usda.gov/AgCensus)

## Producer Characteristics

The producers on farms specializing in poultry and egg production were, on average, younger (52.1 years) than U.S. producers overall (58.1 years). More producers were female (43% compared to 36% of all U.S. producers), and a higher share (47%) were beginning farmers (10 or fewer years of farming experience), compared with 30% of all U.S. producers. Poultry and egg producers were more likely to live on their farm (89% versus 70% of all U.S. producers).

**43** The percent of poultry and egg producers who were 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 poultry in addition to their own production. Contractees accounted for higher shares of production than number of farms. In 2022, broiler contractees accounted for 73% of the number of farms with broilers but 97% of production; for turkeys it was 36% of farms but 75% of production.

**\$2.0 billion**

The value of organic sales by specialized poultry and egg farms, 21% of the total U.S. organic agriculture sales.

## Average Farm

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

|                           | Poultry and Egg Farms | All Farms |
|---------------------------|-----------------------|-----------|
| Avg. acres                | 94                    | 463       |
| Avg. sales                | \$1,030,420           | \$285,762 |
| Avg. government payments  | \$15,268              | \$21,599  |
| Avg. expenses             | \$629,082             | \$223,175 |
| Avg. net cash farm income | \$408,449             | \$79,790  |

## Production Expenses

The production costs of farms specializing in poultry and egg production totaled \$47.6 billion, up 43% from 2017. The largest expense item was feed, which totaled \$28.0 billion, or 59% of total production costs.

|                             | (\$ bil) |
|-----------------------------|----------|
| Feed                        | 28.0     |
| Livestock/poultry purchases | 9.8      |
| Hired labor                 | 1.9      |
| Repairs and supplies        | 1.2      |
| Custom work and hauling     | 1.2      |
| Utilities                   | 1.0      |
| Fuels                       | 0.9      |
| Other expenses              | 3.6      |

## Among Poultry and Egg Farms

 **85%** Had internet access

 **20%** Hired farm labor

 **97%** Were family farms

 **36%** Had positive net income