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.

**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.

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

<table>
<thead>
<tr>
<th></th>
<th>Poultry and Egg Farms</th>
<th>All Farms</th>
</tr>
</thead>
<tbody>
<tr>
<td>Avg. acres</td>
<td>134</td>
<td>441</td>
</tr>
<tr>
<td>Avg. sales</td>
<td>$1,133,207</td>
<td>$190,245</td>
</tr>
<tr>
<td>Avg. government payments</td>
<td>$10,222</td>
<td>$13,906</td>
</tr>
<tr>
<td>Avg. expenses</td>
<td>$751,309</td>
<td>$159,821</td>
</tr>
<tr>
<td>Avg. net cash farm income</td>
<td>$389,897</td>
<td>$43,053</td>
</tr>
</tbody>
</table>

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.

Source: USDA NASS, 2017 Census of Agriculture.

USDA is an equal opportunity provider, employer, and lender.