

USDA COUNTS FARMS BECAUSE AMERICA COUNTS ON FARMERS

Last year, more than 14,000 of your fellow farmers and ranchers completed this survey. Your participation in ARMS ensures that policy makers and others, including farmers and ranchers like you, base decisions on facts that come straight from the source.

ARMS is conducted in three phases that continue throughout the year. Growers are surveyed during the following data collection periods:

ARMS 1: Survey screening
May - July

ARMS 2: Production practices, chemical use, and costs survey
October – December

ARMS 3: Costs and returns survey
January - April

For more information, visit us at:
nass.usda.gov/go/arms

Survey response is protected by federal law (Title V, Subtitle A, Public Law 107-347), which ensures that individual respondent identity and answers are kept confidential.

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United States Department of Agriculture
National Agricultural Statistics Service

Agricultural Resource Management Survey (ARMS)

nass.usda.gov/go/arms



The Agricultural Resource Management Survey (ARMS) is the U.S. Department of Agriculture's primary source of information on the production practices, resource use, and economic well-being of America's farms and ranches. The results of this survey give the public factual insights into many aspects of farming, ranching, and conditions in agricultural communities.

Farmers and ranchers rely on good information to make decisions every day. Good data are also critical for federal farm policy decision-making. That's why the information provided by farmers and ranchers in ARMS is so important.

ARMS tells the story of American agriculture to a public that has less and less direct contact with the farm community. Through ARMS, American farmers and ranchers tell us that they:

- **Are family farmers:** Approximately 98% of all farms are owned and operated by families, and 86% of farm production originates on such farms.

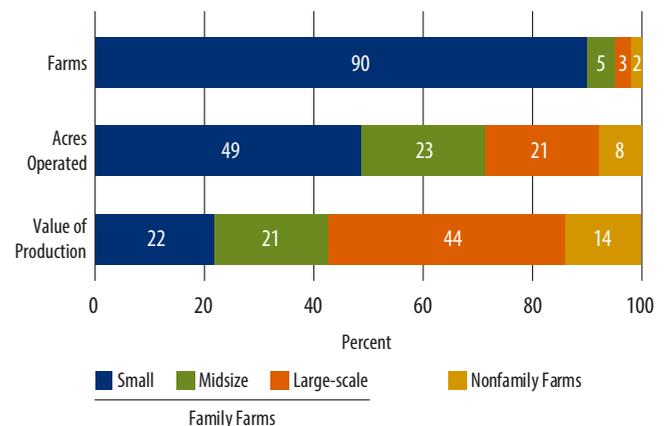
- **Support local markets:** More than 174,000 farms sold their commodities to local markets, including directly to consumers, retail markets, institutions, and food hubs, for a total of over \$7.9 billion in 2019.

- **Are conservationists:** Conservation tillage, aimed at improving soil health and limiting nutrient runoff, is used on around 65% of acres planted to corn and 67% planted to wheat. Hog producers have steadily adjusted their manure management practices to become more environmentally friendly.

- **Face significant year-to-year financial risks:** The typical annual change (up or down) in a farmer's household income amounts to \$20,000, eight times that of a non-farm household.

- **Readily adopt new technologies:** Automated guidance systems for farm equipment, which ease farmer fatigue and pinpoint precise field locations, have been adopted on half of planted acres for major crops. While less than 1% of cows are milked using robotic milkers, 35% of cows are monitored by computerized systems that gather data on each milking.

Small family farms accounted for 90% of all U.S. farms and 22% of production in 2019.



Note: Farms are sorted by their annual gross cash farm income (GCFI): under \$350,000 (small); between \$350,000 and \$999,999 (midsize); and \$1 million or more (large). Nonfamily farms are where the principal operator, and people related to the principal operator, do not own a majority of the farm business. Percentages may not add to 100% due to rounding.

Source: USDA 2019 Agricultural Resource Management Survey