



Tenure, Ownership, and Transition of Agricultural Land (TOTAL)
(Agricultural Resource Management Survey – ARMS Phase 3)
Respondent Booklet

2024



**National
Agricultural
Statistics
Service**



Dear Producer:

As part of the Census of Agriculture program, the U.S. Department of Agriculture's (USDA) National Agricultural Statistics Service (NASS) is conducting the Tenure, Ownership, and Transition of Agricultural Land (TOTAL) survey and we need your input.

This year, the TOTAL survey replaced the final phase of the Agricultural Resource Management Survey (ARMS), which you are a part of. The data are used to accurately assess U.S. agricultural resource use, costs, and farm sector financial conditions. The information you provide on land tenure and ownership as part of the TOTAL survey will help shape economic policy on both federal and local levels. Your response is critical to help support future success for you and other farmers like you.

Participation in all Census of Agriculture surveys is both required by law and protected by law (Title 7, U.S. Code). **NASS safeguards the privacy of all respondents, ensuring that no individual respondent or operation can be identified.** Be assured that your responses will be kept **completely confidential**, as required by federal law.

Thank you in advance for investing in the future of U.S. agriculture.

Sincerely,

Lance Honig,
Chair, Agricultural Statistics Board
National Agricultural Statistics Service
U.S. Department of Agriculture

SECTION A

Questions 32 – 34

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Question #32 – Sales Channel Definitions:

CONSUMERS	RETAIL MARKETS
<p>Those who purchased your product from:</p> <ul style="list-style-type: none"> • Farm Markets • On-Farm stores or Farmstands • Roadside stands • CSA (Community Supported Agriculture) • Online marketplaces 	<ul style="list-style-type: none"> • Supermarkets • Food Cooperatives • Supercenters • Independently owned grocery stores • Restaurants • Caterers
INSTITUTIONS	INTERMEDIATE MARKETS
<ul style="list-style-type: none"> • K – 12 schools • Colleges or Universities • Hospitals • Workplace cafeterias • Foodbanks • Prisons 	<p>Businesses or organizations mid-supply chain marketing locally or regionally branded products.</p> <ul style="list-style-type: none"> • Brokers • Food processors • Food hubs • Distributors • Auction Houses • Wholesale and Terminal Markets

Question #33 – Definitions:

EDIBLE Products – products sold as food for humans to eat or drink

NON-EDIBLE Products – these include items such as:

- Hay;
- Livestock, fed or raised;
- Cut flowers not intended for consumption;
- Christmas trees;
- Nursery products;
- Wool, etc.

Question #34

Processed or Value-added products

INCLUDE items such as:

Cider, honey, jam, wine,
Baked goods, floral arrangements,
Processed dairy (bottled milk, cheese,
butter, yogurt),
Eggs in a carton,
Meat, fish, jerky, etc.

EXCLUDE items such as:

Products purchased and resold;
Live animals;
Farmed clams, oysters, crab;
Bulk honey

LIVESTOCK CODES

Sections D and E

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CATTLE

Cattle for Breeding Stock (beef & dairy)	833
Dairy Herd Replacements	905
Feeder Calves (cattle sold for finishing)	933
Finished Cattle (sold directly to slaughter)	818
Other Cattle	817
Milk and Non-Processed Dairy Products	909
Organic Milk	959
Processed Dairy Products	968
Veal	914

HOGS

Farrow to Feeder	805
Farrow to Finish	807
Farrow to Wean	802
Finisher	809
Nursery	806
Nursery/Feeder	812
Nursery/Finish	808
Other Hogs & Pigs	804

SHEEP

Lambs	934
Other Sheep	912
Wool	915

GOATS

Goats	906
Goat milk	801
Mohair	942

AQUACULTURE

Aquaculture, all other	901
Baitfish (including crawfish for bait)	945
Catfish	903
Crustaceans (crawfish for food, shrimp, etc.)	946
Fish, other	832
Food Fish, all other	944
Mollusks (clams, oysters, etc.)	947
Ornamental Fish	948
Sport or Game Fish	949
Trout	913

EQUINE

Horses and Ponies	928
Mules, Burros, and Donkeys	815

POULTRY

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

OTHER

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

CROP CODES**Section E**

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
Chicory	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

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Section E

Eggplant	112
Emmer and Spelt	161
Endive	259
Escarole	260
Fava Beans	154
Fescue Seed	44
Field Crop, other	317
Figs, fresh	5062
Figs, processed	6062
Flaxseed	9
Floriculture & Bedding, other	1015
Flower Seeds	36
Flowers, cut and cut florist greens	262
Foliage Plants	256
Forage and Greenchop	10
Foxtail Millet Seed	204
Fruits & Berries grown under glass	1008
Garlic	114
Ginger Root	89
Ginseng	198
Ginseng, bearing age	639
Ginseng, non bearing age	640
Grapefruit, fresh	5075
Grapefruit, processed	6075
Grapes, other	275
Grapes, wine	6275
Grass Seed, other	138
Grass Silage	226
Grasses, other than clover & sudangrass	311
Green peas, English	239
Green peas, fresh	2122
Green peas, processed	4122
Greenhouse Produced Vegetables	250
Greens	116
Guar	160
Guava, fresh	5090
Guava, processed	6090
Hay, alfalfa and alfalfa mixtures	1
Hay, other	11
Hay, small grain	217
Hay, wild	225
Hazelnuts	47

Herbs, dried	211
Herbs, fresh	212
Hops	12
Horseradish	151
Horticultural Specialties	247
Horticultural, other	230
Indian Corn	188
Jojoba	626
Kale	186
Kenaf	181
Kentucky Bluegrass Seed	628
Kiwifruit, fresh	5064
Kiwifruit, processed	6064
Kumquats, fresh	5263
Kumquats, processed	6263
Lemons, fresh	5076
Lemons, processed	6076
Lentils	169
Lespedeza Seed	41
Lettuce, head	117
Lettuce, leaf	629
Lettuce, other	149
Lettuce, romaine	146
Lima Beans, dry	268
Lima Beans, fresh	2115
Lima Beans, processed	4115
Limes, fresh	5077
Limes, processed	6077
Loganberries, fresh	5271
Loganberries, processed	6271
Lotus Root	210
Macadamia Nuts	48
Mandarins, fresh	5078
Mandarins, processed	6078
Mangoes, fresh	5065
Mangoes, processed	6065
Maple Trees for syrup	91
Meadow Foam	139
Melons, honeydew	13
Melons, miscellaneous	14

CROP CODES -- continued**Section E**

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Millet for grain or seed	141
Mint, all other	159
Mint, tea leaves	651
Miscanthus	652
Mung Beans	197
Mushrooms	93
Mushrooms Spawn	2495
Mustard Cabbage	253
Mustard Greens	187
Mustard Seed	94
Nectarines, fresh	5066
Nectarines, processed	6066
Non-Citrus Fruits, other, fresh	5277
Non-Citrus 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
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, black-eyed	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**Section E**

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-sudangrass crosses	180
Soybeans	26
Spearmint	27
Spinach, fresh	2132
Spinach, processed	4132
Squash, summer	133
Squash, winter	150
Strawberries, fresh	2074
Strawberries, processed	4074
Sudangrass	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

CRR - Section H, Item 33

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

VALUE CODES

CRR - Section M

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