



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

#### Question #32 – Sales Channel Definitions:

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

#### 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

### 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	Carrots, fresh	2107
Almonds	46	Carrots, processed	4107
Apples, fresh	5053	Cauliflower	108
Apples, processed	6053	Celery	109
Apricots, fresh	5054	Cherries, sweet, fresh	5155
Apricots, processed	6054	Cherries, sweet, processed	6155
Aquatic Plants	315	Cherries, tart, fresh	5156
Artichokes	101	Cherries, tart, processed	6156
Asparagus	102	Chestnuts	59
Asparagus, bearing age	637	Chicory	261
Asparagus, nonbearing age	638	Chinese Cabbage	249
Avocados, fresh	5055	Chinese Peas, Sugar, Snow	234
Avocados, processed	6055	Christmas Trees	183
		Chufas	222
Bahia Grass Seed	227	Cilantro	153
Bananas, fresh	5083	Citrus, other, fresh	5269
Bananas, processed	6083	Citrus, other, processed	6269
Barley for grain or seed	290	Clover	310
Beans, dry edible	3	Clover Seed, crimson	214
Bedding/Garden plants	241	Clover Seed, ladino	202
Beets	103	Clover Seed, red	43
Bentgrass Seed	228	Clover Seed, white	203
Bermuda Grass Seed	229	Coffee	88
Berries, all other, fresh	5267	Collards	185
Berries, all other, processed	6267	Corn, for ethanol	627
Birdsfoot Trefoil Seed	224	Corn, grain	6
Blackberries, fresh	5056	Corn, seed	38
Blackberries, processed	6056	Corn, silage	5
Blueberries, tame, fresh	5279	Cotton, pima	282
Blueberries, tame, processed	6279	Cotton, upland	281
Blueberries, wild, fresh	5280	Crambe	176
Blueberries, wild, processed	6280	Cranberries, fresh	5060
Boysenberries, fresh	5182	Cranberries, processed	6060
Boysenberries, processed	6182	Cucumbers, fresh	2111
Broccoli	104	Cucumbers for pickles, processed	4111
Bromegrass Seed	215	Currants, fresh	5273
Brussel Sprouts	105	Currants, processed	6273
Buckwheat	84	Cuttings, Seedlings, Liners, Plugs	1002
Bulbs/Corms/Rhizomes/Tubers-Dry	248		
		Daikon	258
Cabbage, fresh	2106	Dates, fresh	5061
Cabbage, processed for kraut	4106	Dates, processed	6061
Camelina	657	Diachondra	177
Canola	85	Dill	179
Cantaloupe	4		

# CROP CODES -- continued

## Section E

Eggplant	112	Herbs, dried	211
Emmer and Spelt	161	Herbs, fresh	212
Endive	259	Hops	12
Escarole	260	Horseradish	151
		Horticultural Specialties	247
Fava Beans	154	Horticultural, other	230
Fescue Seed	44		
Field Crop, other	317	Indian Corn	188
Figs, fresh	5062		
Figs, processed	6062	Jojoba	626
Flaxseed	9		
Floriculture & Bedding, other	1015	Kale	186
Flower Seeds	36	Kenaf	181
Flowers, cut and cut florist greens	262	Kentucky Bluegrass Seed	628
Foliage Plants	256	Kiwifruit, fresh	5064
Forage and Greenchop	10	Kiwifruit, processed	6064
Foxtail Millet Seed	204	Kumquats, fresh	5263
Fruits & Berries grown under glass	1008	Kumquats, processed	6263
Garlic	114	Lemons, fresh	5076
Ginger Root	89	Lemons, processed	6076
Ginseng	198	Lentils	169
Ginseng, bearing age	639	Lespedeza Seed	41
Ginseng, non bearing age	640	Lettuce, head	117
Grapefruit, fresh	5075	Lettuce, leaf	629
Grapefruit, processed	6075	Lettuce, other	149
Grapes, other	275	Lettuce, romaine	146
Grapes, wine	6275	Lima Beans, dry	268
Grass Seed, other	138	Lima Beans, fresh	2115
Grass Silage	226	Lima Beans, processed	4115
Grasses, other than clover & sudangrass	311	Limes, fresh	5077
Green peas, English	239	Limes, processed	6077
Green peas, fresh	2122	Loganberries, fresh	5271
Green peas, processed	4122	Loganberries, processed	6271
Greenhouse Produced Vegetables	250	Lotus Root	210
Greens	116		
Guar	160	Macadamia Nuts	48
Guava, fresh	5090	Mandarins, fresh	5078
Guava, processed	6090	Mandarins, processed	6078
		Mangoes, fresh	5065
Hay, alfalfa and alfalfa mixtures	1	Mangoes, processed	6065
Hay, other	11	Maple Trees for syrup	91
Hay, small grain	217	Meadow Foam	139
Hay, wild	225	Melons, honeydew	13
Hazelnuts	47	Melons, miscellaneous	14

# CROP CODES -- continued

## Section E

Millet for grain or seed	141	Pears, Bartlett, fresh	5069
Mint, all other	159	Pears, Bartlett, processed	6069
Mint, tea leaves	651	Pears, other than Bartlett, fresh	5314
Miscanthus	652	Pears, other than Bartlett, processed	6314
Mung Beans	197	Peas, all other	123
Mushrooms	93	Peas, Austrian winter	200
Mushrooms Spawn	2495	Peas, black-eyed	124
Mustard Cabbage	253	Peas, dry, Southern cow peas	125
Mustard Greens	187	Peas, dry edibles	17
Mustard Seed	94	Pecans	49
		Pecans, improved	633
Nectarines, fresh	5066	Pecans, native and seedling	634
Nectarines, processed	6066	Peppermint	18
Non-Citrus Fruits, other, fresh	5277	Peppers, bell	126
Non-Citrus Fruits, other, processed	6277	Peppers, hot	244
Nursery Crops	254	Peppers, other	127
Nuts, other	207	Persimmons, fresh	5070
		Persimmons, processed	6070
Oats for grain or seed	15	Pimientos	245
Okra	118	Pineapples, fresh	5097
Olives, fresh	5067	Pineapples, processed	6097
Olives, processed	6067	Pistachios	50
Onion Seed	656	Plums, fresh	5071
Onions, dehydrated	135	Plums, processed	6071
Onions, dry	120	Pluots, fresh	5630
Onions, green	119	Pluots, processed	6630
Oranges, Valencia, fresh	5157	Pomegranates, fresh	5072
Oranges, Valencia, processed	6157	Pomegranates, processed	6072
Oranges, other than Valencia, fresh	5158	Popcorn	19
Oranges, other than Valencia, processed	6158	Potatoes	20
Orchard Grass Seed	42	Potted Flowering Plants	252
		Prunes, fresh	5073
Papayas, fresh	5096	Prunes, processed	6073
Papayas, processed	6096	Pumpkins	128
Parsley	121		
Passion Fruit, fresh	5233	Radishes	129
Passion Fruit, processed	6233	Rapeseed	170
		Rapini	130
Peaches, all other, fresh	5068	Raspberries, all other, fresh	5140
Peaches, all other, processed	6068	Raspberries, all other, processed	6140
Peaches, Clingstone, fresh	5643	Raspberries, black, fresh	5641
Peaches, Clingstone, processed	6643	Raspberries, black, processed	6641
Peaches, Freestone, fresh	5644	Raspberries, red, fresh	5642
Peaches, Freestone, processed	6644	Raspberries, red, processed	6642
Peanuts	16	Redtop Seed	205

# CROP CODES – continued

## Section E

Rhubarb	143	Tangelos, fresh	5080
Rice	21	Tangelos, processed	6080
Rice, sweet	319	Tangerines, fresh	5081
Rice, wild	178	Tangerines, processed	6081
Rutabagas	147	Tangerines, honey, fresh	5272
Rye for grain or seed	22	Tangerines, honey, processed	6272
Ryegrass seed	136	Tangors, fresh	10272
		Tangors, processed	11272
Safflower	98	Taro	649
Sage	168	Teff	199
Sesame	152	Temples, fresh	5079
Shallots	144	Temples, processed	6079
Silage & Haylage (except corn & sorghum)	23	Timothy seed	45
Short Rotation Woody crops	318	Tobacco, transplants from beds	175
Snap Beans, fresh	2131	Tobacco, all types	190
Snap Beans, processed	4131	Tobacco, burley	193
Sod/Turfgrass	166	Tobacco, flue-cured	196
Sorghum for grain or seed	25	Tobacco, other than burley or flue-cured	32
Sorghum, syrup	174	Tomatoes grown under glass	1019
Sorghum, silage	24	Tomatoes, fresh	2134
Sorghum-sudangrass crosses	180	Tomatoes, processed	4134
Soybeans	26	Triticale	162
Spearmint	27	Truffle Saplings	659
Spinach, fresh	2132	Truffles	658
Spinach, processed	4132	Tung Nuts	51
Squash, summer	133	Turnip Greens	189
Squash, winter	150	Turnips	145
Strawberries, fresh	2074		
Strawberries, processed	4074	Vegetables, other	236
Sudangrass	167	Vegetables, seed	37
Sudangrass Seed	206	Vegetables, transplants to farm	1006
Sugarbeets for seed	137	Vetch seed, hairy	39
Sugarbeets for sugar	28		
Sugarcane for seed	209	Walnuts, English	631
Sugarcane for sugar	29	Walnuts (all others)	632
Sunflower Seed, non-oil varieties	148	Watercress	238
Sunflower Seed, oil varieties	30	Watermelons	33
Sweet Corn for seed	246	Wheatgrass Seed	201
Sweet Corn, fresh	2110	Wheat, durum for grain or seed	163
Sweet Corn, processed	4110	Wheat, other spring for grain or seed	164
Sweet Potatoes	31	Wheat, winter for grain or seed	165
Sweetclover Seed	208		
Switchgrass	653		

## GENERAL BUSINESS EXPENSES

CRR - Section H, Item 33

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

## 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