

**Table 48. Marketing Practices – Certified Organic Farms: 2014**

[For meaning of abbreviations and symbols, see introductory text.]

Item	United States		Alabama		Alaska		Arizona	
	Farms	Percent of sales	Farms	Percent of sales	Farms	Percent of sales	Farms	Percent of sales
<b>SALES OUTLETS</b>								
Consumer direct sales .....farms	5,144	8	15	61	7	89	23	2
Direct-to-retail/Institutions sales .....farms	3,140	14	3	(D)	6	(D)	21	1
Wholesale market sales .....farms	8,750	78	4	(D)	1	(D)	34	97
<b>FIRST POINT OF SALES</b>								
Locally (within 100 miles) .....farms	9,770	46	15	66	7	(D)	43	30
Regionally (more than 100 miles but less than 500 miles) .....farms	4,630	34	4	34	2	(D)	14	41
Nationally (500 miles or further) .....farms	1,863	18	-	-	-	-	15	26
Internationally .....farms	388	2	-	-	-	-	3	3
<b>OTHER MARKETING INFORMATION</b>								
Sold products through community supported agriculture (CSA) shares .....farms	1,361	(X)	-	(X)	3	(X)	13	(X)
Acquired sufficient amount of organic seed .....farms	7,437	(X)	7	(X)	6	(X)	34	(X)
Had adequate organic production inputs available .....farms	9,829	(X)	9	(X)	6	(X)	42	(X)
Item	Arkansas		California		Colorado		Connecticut	
	Farms	Percent of sales	Farms	Percent of sales	Farms	Percent of sales	Farms	Percent of sales
<b>SALES OUTLETS</b>								
Consumer direct sales .....farms	18	(D)	870	5	49	4	73	64
Direct-to-retail/Institutions sales .....farms	19	3	897	23	43	4	35	8
Wholesale market sales .....farms	12	(D)	1,787	72	110	92	16	28
<b>FIRST POINT OF SALES</b>								
Locally (within 100 miles) .....farms	25	(D)	2,142	48	94	75	78	93
Regionally (more than 100 miles but less than 500 miles) .....farms	4	(D)	913	28	61	18	7	7
Nationally (500 miles or further) .....farms	1	(D)	588	22	32	(D)	3	(Z)
Internationally .....farms	-	-	163	2	1	(D)	-	-
<b>OTHER MARKETING INFORMATION</b>								
Sold products through community supported agriculture (CSA) shares .....farms	12	(X)	187	(X)	18	(X)	32	(X)
Acquired sufficient amount of organic seed .....farms	14	(X)	1,061	(X)	54	(X)	55	(X)
Had adequate organic production inputs available .....farms	14	(X)	1,906	(X)	97	(X)	60	(X)

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Table 48. **Marketing Practices – Certified Organic Farms: 2014** (continued)

[For meaning of abbreviations and symbols, see introductory text.]

Item	Delaware		Florida		Georgia		Hawaii	
	Farms	Percent of sales	Farms	Percent of sales	Farms	Percent of sales	Farms	Percent of sales
<b>SALES OUTLETS</b>								
Consumer direct sales ..... farms	4	15	82	16	75	27	74	27
Direct-to-retail/Institutions sales ..... farms	-	-	54	5	41	19	70	38
Wholesale market sales ..... farms	3	85	90	79	40	54	70	35
<b>FIRST POINT OF SALES</b>								
Locally (within 100 miles) ..... farms	5	(D)	125	35	85	48	112	49
Regionally (more than 100 miles but less than 500 miles) ..... farms	3	(D)	56	27	20	38	25	(D)
Nationally (500 miles or further) ..... farms	-	-	29	28	7	14	38	(D)
Internationally ..... farms	-	-	5	10	-	-	13	(D)
<b>OTHER MARKETING INFORMATION</b>								
Sold products through community supported agriculture (CSA) shares ..... farms	-	(X)	16	(X)	16	(X)	17	(X)
Acquired sufficient amount of organic seed ..... farms	6	(X)	74	(X)	54	(X)	66	(X)
Had adequate organic production inputs available ..... farms	6	(X)	102	(X)	72	(X)	94	(X)
Item	Idaho		Illinois		Indiana		Iowa	
	Farms	Percent of sales	Farms	Percent of sales	Farms	Percent of sales	Farms	Percent of sales
<b>SALES OUTLETS</b>								
Consumer direct sales ..... farms	57	(D)	68	12	60	20	190	12
Direct-to-retail/Institutions sales ..... farms	37	(D)	32	3	18	17	70	2
Wholesale market sales ..... farms	110	92	172	85	218	63	459	86
<b>FIRST POINT OF SALES</b>								
Locally (within 100 miles) ..... farms	116	(D)	148	(D)	164	39	444	57
Regionally (more than 100 miles but less than 500 miles) ..... farms	67	(D)	104	47	97	34	267	34
Nationally (500 miles or further) ..... farms	39	37	33	(D)	21	26	65	9
Internationally ..... farms	2	(D)	-	-	4	1	3	(Z)
<b>OTHER MARKETING INFORMATION</b>								
Sold products through community supported agriculture (CSA) shares ..... farms	5	(X)	30	(X)	4	(X)	22	(X)
Acquired sufficient amount of organic seed ..... farms	83	(X)	165	(X)	194	(X)	444	(X)
Had adequate organic production inputs available ..... farms	115	(X)	198	(X)	207	(X)	489	(X)

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Table 48. **Marketing Practices – Certified Organic Farms: 2014** (continued)

[For meaning of abbreviations and symbols, see introductory text.]

Item	Kansas		Kentucky		Louisiana		Maine	
	Farms	Percent of sales	Farms	Percent of sales	Farms	Percent of sales	Farms	Percent of sales
<b>SALES OUTLETS</b>								
Consumer direct sales .....farms	24	11	43	16	7	(D)	283	(D)
Direct-to-retail/Institutions sales .....farms	12	4	17	9	5	2	193	25
Wholesale market sales .....farms	60	85	52	75	7	(D)	262	(D)
<b>FIRST POINT OF SALES</b>								
Locally (within 100 miles) .....farms	47	(D)	68	68	10	(D)	354	(D)
Regionally (more than 100 miles but less than 500 miles) .....farms	41	48	14	26	6	90	122	35
Nationally (500 miles or further) .....farms	23	32	12	6	1	(D)	32	(D)
Internationally .....farms	1	(D)	-	-	-	-	35	20
<b>OTHER MARKETING INFORMATION</b>								
Sold products through community supported agriculture (CSA) shares .....farms	4	(X)	11	(X)	3	(X)	116	(X)
Acquired sufficient amount of organic seed .....farms	37	(X)	55	(X)	10	(X)	223	(X)
Had adequate organic production inputs available .....farms	58	(X)	70	(X)	7	(X)	303	(X)
Item	Maryland		Massachusetts		Michigan		Minnesota	
	Farms	Percent of sales	Farms	Percent of sales	Farms	Percent of sales	Farms	Percent of sales
<b>SALES OUTLETS</b>								
Consumer direct sales .....farms	81	14	98	22	107	(D)	131	10
Direct-to-retail/Institutions sales .....farms	37	4	79	13	39	(D)	63	4
Wholesale market sales .....farms	36	82	39	65	226	76	384	86
<b>FIRST POINT OF SALES</b>								
Locally (within 100 miles) .....farms	101	42	124	51	241	24	360	47
Regionally (more than 100 miles but less than 500 miles) .....farms	24	56	19	41	96	63	207	42
Nationally (500 miles or further) .....farms	3	(D)	12	8	40	12	43	(D)
Internationally .....farms	1	(D)	-	-	10	1	1	(D)
<b>OTHER MARKETING INFORMATION</b>								
Sold products through community supported agriculture (CSA) shares .....farms	29	(X)	48	(X)	32	(X)	24	(X)
Acquired sufficient amount of organic seed .....farms	74	(X)	83	(X)	210	(X)	354	(X)
Had adequate organic production inputs available .....farms	89	(X)	107	(X)	230	(X)	387	(X)

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Table 48. **Marketing Practices – Certified Organic Farms: 2014** (continued)

[For meaning of abbreviations and symbols, see introductory text.]

Item	Mississippi		Missouri		Montana		Nebraska	
	Farms	Percent of sales	Farms	Percent of sales	Farms	Percent of sales	Farms	Percent of sales
<b>SALES OUTLETS</b>								
Consumer direct sales ..... farms	5	(Z)	46	(D)	57	4	38	5
Direct-to-retail/Institutions sales ..... farms	1	(D)	35	(D)	38	11	16	1
Wholesale market sales ..... farms	4	(D)	153	85	120	85	133	94
<b>FIRST POINT OF SALES</b>								
Locally (within 100 miles) ..... farms	6	(D)	120	(D)	93	31	75	(D)
Regionally (more than 100 miles but less than 500 miles) ..... farms	4	100	63	27	68	49	92	45
Nationally (500 miles or further) ..... farms	1	(D)	45	(D)	38	(D)	45	38
Internationally ..... farms	-	-	4	(Z)	1	(D)	2	(D)
<b>OTHER MARKETING INFORMATION</b>								
Sold products through community supported agriculture (CSA) shares ..... farms	-	(X)	8	(X)	24	(X)	3	(X)
Acquired sufficient amount of organic seed ..... farms	6	(X)	129	(X)	72	(X)	90	(X)
Had adequate organic production inputs available ..... farms	6	(X)	163	(X)	98	(X)	123	(X)
Item	Nevada		New Hampshire		New Jersey		New Mexico	
	Farms	Percent of sales	Farms	Percent of sales	Farms	Percent of sales	Farms	Percent of sales
<b>SALES OUTLETS</b>								
Consumer direct sales ..... farms	27	(D)	88	11	42	(D)	74	26
Direct-to-retail/Institutions sales ..... farms	27	(D)	37	2	21	(D)	35	(D)
Wholesale market sales ..... farms	22	61	56	87	21	62	49	(D)
<b>FIRST POINT OF SALES</b>								
Locally (within 100 miles) ..... farms	32	14	101	(D)	60	65	93	(D)
Regionally (more than 100 miles but less than 500 miles) ..... farms	17	25	20	80	8	(D)	23	35
Nationally (500 miles or further) ..... farms	11	36	1	(D)	2	(D)	10	(D)
Internationally ..... farms	3	25	-	-	-	-	2	(D)
<b>OTHER MARKETING INFORMATION</b>								
Sold products through community supported agriculture (CSA) shares ..... farms	9	(X)	35	(X)	19	(X)	10	(X)
Acquired sufficient amount of organic seed ..... farms	32	(X)	79	(X)	43	(X)	61	(X)
Had adequate organic production inputs available ..... farms	35	(X)	95	(X)	50	(X)	79	(X)

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Table 48. **Marketing Practices – Certified Organic Farms: 2014** (continued)

[For meaning of abbreviations and symbols, see introductory text.]

Item	New York		North Carolina		North Dakota		Ohio	
	Farms	Percent of sales	Farms	Percent of sales	Farms	Percent of sales	Farms	Percent of sales
<b>SALES OUTLETS</b>								
Consumer direct sales .....farms	398	23	98	7	15	(D)	138	7
Direct-to-retail/Institutions sales .....farms	162	5	59	11	6	(D)	57	2
Wholesale market sales .....farms	526	72	127	82	81	89	407	91
<b>FIRST POINT OF SALES</b>								
Locally (within 100 miles) .....farms	648	57	167	51	33	(D)	355	(D)
Regionally (more than 100 miles but less than 500 miles) .....farms	322	40	53	37	54	52	196	(D)
Nationally (500 miles or further) .....farms	57	3	14	11	39	39	55	6
Internationally .....farms	3	(Z)	5	1	3	(D)	5	(D)
<b>OTHER MARKETING INFORMATION</b>								
Sold products through community supported agriculture (CSA) shares .....farms	71	(X)	33	(X)	8	(X)	45	(X)
Acquired sufficient amount of organic seed .....farms	590	(X)	113	(X)	58	(X)	374	(X)
Had adequate organic production inputs available .....farms	699	(X)	138	(X)	59	(X)	423	(X)
Item	Oklahoma		Oregon		Pennsylvania		Rhode Island	
	Farms	Percent of sales	Farms	Percent of sales	Farms	Percent of sales	Farms	Percent of sales
<b>SALES OUTLETS</b>								
Consumer direct sales .....farms	25	(D)	236	10	217	(D)	21	74
Direct-to-retail/Institutions sales .....farms	9	1	131	5	85	3	14	(D)
Wholesale market sales .....farms	24	(D)	278	85	524	(D)	7	(D)
<b>FIRST POINT OF SALES</b>								
Locally (within 100 miles) .....farms	29	(D)	367	59	416	52	23	100
Regionally (more than 100 miles but less than 500 miles) .....farms	6	(D)	178	(D)	335	38	-	-
Nationally (500 miles or further) .....farms	4	2	59	(D)	47	10	-	-
Internationally .....farms	-	-	18	(Z)	9	(Z)	-	-
<b>OTHER MARKETING INFORMATION</b>								
Sold products through community supported agriculture (CSA) shares .....farms	9	(X)	44	(X)	89	(X)	10	(X)
Acquired sufficient amount of organic seed .....farms	19	(X)	234	(X)	444	(X)	17	(X)
Had adequate organic production inputs available .....farms	23	(X)	346	(X)	561	(X)	19	(X)

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Table 48. **Marketing Practices – Certified Organic Farms: 2014** (continued)

[For meaning of abbreviations and symbols, see introductory text.]

Item	South Carolina		South Dakota		Tennessee		Texas	
	Farms	Percent of sales	Farms	Percent of sales	Farms	Percent of sales	Farms	Percent of sales
<b>SALES OUTLETS</b>								
Consumer direct sales ..... farms	33	(D)	13	(D)	18	(D)	44	3
Direct-to-retail/Institutions sales ..... farms	15	(D)	2	(D)	11	7	37	8
Wholesale market sales ..... farms	13	(D)	71	96	16	(D)	146	89
<b>FIRST POINT OF SALES</b>								
Locally (within 100 miles) ..... farms	35	(D)	27	(D)	25	(D)	129	25
Regionally (more than 100 miles but less than 500 miles) ..... farms	6	(D)	57	68	7	59	60	54
Nationally (500 miles or further) ..... farms	2	(D)	21	(D)	2	(D)	39	20
Internationally ..... farms	-	-	-	-	-	-	13	1
<b>OTHER MARKETING INFORMATION</b>								
Sold products through community supported agriculture (CSA) shares ..... farms	12	(X)	-	(X)	7	(X)	17	(X)
Acquired sufficient amount of organic seed ..... farms	25	(X)	47	(X)	17	(X)	78	(X)
Had adequate organic production inputs available ..... farms	26	(X)	61	(X)	26	(X)	120	(X)
Item	Utah		Vermont		Virginia		Washington	
	Farms	Percent of sales	Farms	Percent of sales	Farms	Percent of sales	Farms	Percent of sales
<b>SALES OUTLETS</b>								
Consumer direct sales ..... farms	30	5	278	17	61	9	292	13
Direct-to-retail/Institutions sales ..... farms	9	2	167	12	37	6	182	13
Wholesale market sales ..... farms	38	93	328	71	93	85	426	74
<b>FIRST POINT OF SALES</b>								
Locally (within 100 miles) ..... farms	45	31	359	40	121	72	537	41
Regionally (more than 100 miles but less than 500 miles) ..... farms	25	63	237	54	37	21	215	31
Nationally (500 miles or further) ..... farms	4	(D)	70	6	8	(D)	161	25
Internationally ..... farms	2	(D)	6	(Z)	1	(D)	61	3
<b>OTHER MARKETING INFORMATION</b>								
Sold products through community supported agriculture (CSA) shares ..... farms	2	(X)	74	(X)	20	(X)	79	(X)
Acquired sufficient amount of organic seed ..... farms	32	(X)	263	(X)	94	(X)	292	(X)
Had adequate organic production inputs available ..... farms	47	(X)	357	(X)	102	(X)	488	(X)

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Table 48. **Marketing Practices – Certified Organic Farms: 2014** (continued)

[For meaning of abbreviations and symbols, see introductory text.]

Item	West Virginia		Wisconsin		Wyoming	
	Farms	Percent of sales	Farms	Percent of sales	Farms	Percent of sales
<b>SALES OUTLETS</b>						
Consumer direct sales .....farms	6	(D)	393	10	12	(D)
Direct-to-retail/Institutions sales .....farms	4	(D)	151	5	1	(D)
Wholesale market sales .....farms	1	(D)	854	85	40	80
<b>FIRST POINT OF SALES</b>						
Locally (within 100 miles) .....farms	8	(D)	934	58	24	35
Regionally (more than 100 miles but less than 500 miles) .....farms	1	(D)	351	31	22	33
Nationally (500 miles or further) .....farms	-	-	84	11	7	32
Internationally .....farms	-	-	8	(Z)	-	-
<b>OTHER MARKETING INFORMATION</b>						
Sold products through community supported agriculture (CSA) shares .....farms	3	(X)	80	(X)	8	(X)
Acquired sufficient amount of organic seed .....farms	-	(X)	832	(X)	33	(X)
Had adequate organic production inputs available .....farms	5	(X)	978	(X)	34	(X)