

Table 75. Marketing Practices – Exempt 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
SALES OUTLETS								
Consumer direct sales farms	1,238	77	13	100	10	89	-	-
Direct-to-retail/Institutions sales farms	362	12	-	-	4	11	-	-
Wholesale market sales farms	189	11	-	-	-	-	-	-
FIRST POINT OF SALES								
Locally (within 100 miles) farms	1,440	96	13	100	10	(D)	-	-
Regionally (more than 100 miles but less than 500 miles) farms	84	3	-	-	2	(D)	-	-
Nationally (500 miles or further) farms	32	1	-	-	-	-	-	-
Internationally farms	4	(Z)	-	-	-	-	-	-
OTHER MARKETING INFORMATION								
Sold products through community supported agriculture (CSA) shares farms	134	(X)	2	(X)	2	(X)	-	(X)
Acquired sufficient amount of organic seed farms	956	(X)	11	(X)	10	(X)	-	(X)
Had adequate organic production inputs available farms	1,133	(X)	5	(X)	8	(X)	-	(X)
Item	Arkansas		California		Colorado		Connecticut	
	Farms	Percent of sales	Farms	Percent of sales	Farms	Percent of sales	Farms	Percent of sales
SALES OUTLETS								
Consumer direct sales farms	7	72	127	65	21	46	32	70
Direct-to-retail/Institutions sales farms	5	28	58	25	9	12	13	15
Wholesale market sales farms	-	-	29	10	3	42	4	15
FIRST POINT OF SALES								
Locally (within 100 miles) farms	8	100	166	93	23	100	44	100
Regionally (more than 100 miles but less than 500 miles) farms	-	-	16	4	-	-	-	-
Nationally (500 miles or further) farms	-	-	9	3	-	-	-	-
Internationally farms	-	-	-	-	-	-	-	-
OTHER MARKETING INFORMATION								
Sold products through community supported agriculture (CSA) shares farms	-	(X)	9	(X)	3	(X)	7	(X)
Acquired sufficient amount of organic seed farms	4	(X)	72	(X)	20	(X)	29	(X)
Had adequate organic production inputs available farms	5	(X)	130	(X)	23	(X)	37	(X)

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Table 75. **Marketing Practices – Exempt 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
SALES OUTLETS								
Consumer direct salesfarms	4	(D)	20	100	31	74	32	73
Direct-to-retail/Institutions salesfarms	1	(D)	-	-	8	15	10	15
Wholesale market salesfarms	-	-	-	-	5	11	10	12
FIRST POINT OF SALES								
Locally (within 100 miles)farms	4	(D)	20	100	31	100	45	94
Regionally (more than 100 miles but less than 500 miles)farms	1	(D)	-	-	-	-	4	(D)
Nationally (500 miles or further)farms	1	(D)	-	-	-	-	5	(D)
Internationallyfarms	-	-	-	-	-	-	1	(D)
OTHER MARKETING INFORMATION								
Sold products through community supported agriculture (CSA) sharesfarms	2	(X)	6	(X)	5	(X)	-	(X)
Acquired sufficient amount of organic seedfarms	3	(X)	8	(X)	25	(X)	22	(X)
Had adequate organic production inputs availablefarms	4	(X)	10	(X)	24	(X)	31	(X)
Item	Idaho		Illinois		Indiana		Iowa	
	Farms	Percent of sales	Farms	Percent of sales	Farms	Percent of sales	Farms	Percent of sales
SALES OUTLETS								
Consumer direct salesfarms	10	(D)	29	70	19	54	19	100
Direct-to-retail/Institutions salesfarms	2	(D)	6	5	7	15	-	-
Wholesale market salesfarms	-	-	3	25	10	31	-	-
FIRST POINT OF SALES								
Locally (within 100 miles)farms	10	(D)	33	(D)	31	100	19	100
Regionally (more than 100 miles but less than 500 miles)farms	2	(D)	-	-	-	-	-	-
Nationally (500 miles or further)farms	-	-	-	-	-	-	-	-
Internationallyfarms	-	-	1	(D)	-	-	-	-
OTHER MARKETING INFORMATION								
Sold products through community supported agriculture (CSA) sharesfarms	-	(X)	5	(X)	-	(X)	2	(X)
Acquired sufficient amount of organic seedfarms	6	(X)	22	(X)	15	(X)	18	(X)
Had adequate organic production inputs availablefarms	8	(X)	27	(X)	21	(X)	14	(X)

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Table 75. **Marketing Practices – Exempt 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
SALES OUTLETS								
Consumer direct sales farms	6	100	21	100	7	(D)	66	(D)
Direct-to-retail/Institutions sales farms	-	-	-	-	-	-	17	14
Wholesale market sales farms	-	-	-	-	2	(D)	4	(D)
FIRST POINT OF SALES								
Locally (within 100 miles) farms	6	100	21	100	9	100	69	(D)
Regionally (more than 100 miles but less than 500 miles) farms	-	-	-	-	-	-	14	24
Nationally (500 miles or further) farms	-	-	-	-	-	-	2	(D)
Internationally farms	-	-	-	-	-	-	-	-
OTHER MARKETING INFORMATION								
Sold products through community supported agriculture (CSA) shares farms	2	(X)	2	(X)	-	(X)	10	(X)
Acquired sufficient amount of organic seed farms	4	(X)	19	(X)	5	(X)	48	(X)
Had adequate organic production inputs available farms	6	(X)	19	(X)	5	(X)	58	(X)
Item	Maryland		Massachusetts		Michigan		Minnesota	
	Farms	Percent of sales	Farms	Percent of sales	Farms	Percent of sales	Farms	Percent of sales
SALES OUTLETS								
Consumer direct sales farms	6	74	36	84	35	61	28	72
Direct-to-retail/Institutions sales farms	4	26	22	13	7	5	7	19
Wholesale market sales farms	-	-	8	3	9	34	9	9
FIRST POINT OF SALES								
Locally (within 100 miles) farms	10	100	48	99	44	100	37	100
Regionally (more than 100 miles but less than 500 miles) farms	-	-	4	1	-	-	-	-
Nationally (500 miles or further) farms	-	-	-	-	-	-	-	-
Internationally farms	-	-	-	-	-	-	-	-
OTHER MARKETING INFORMATION								
Sold products through community supported agriculture (CSA) shares farms	-	(X)	5	(X)	4	(X)	4	(X)
Acquired sufficient amount of organic seed farms	9	(X)	32	(X)	35	(X)	24	(X)
Had adequate organic production inputs available farms	7	(X)	42	(X)	35	(X)	35	(X)

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Table 75. **Marketing Practices – Exempt 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
SALES OUTLETS								
Consumer direct salesfarms	-	-	29	(D)	9	95	4	25
Direct-to-retail/Institutions salesfarms	-	-	5	(D)	4	5	4	75
Wholesale market salesfarms	-	-	4	19	-	-	-	-
FIRST POINT OF SALES								
Locally (within 100 miles)farms	-	-	31	(D)	9	100	4	100
Regionally (more than 100 miles but less than 500 miles)farms	-	-	-	-	-	-	-	-
Nationally (500 miles or further)farms	-	-	1	(D)	-	-	-	-
Internationallyfarms	-	-	-	-	-	-	-	-
OTHER MARKETING INFORMATION								
Sold products through community supported agriculture (CSA) sharesfarms	-	(X)	2	(X)	-	(X)	-	(X)
Acquired sufficient amount of organic seedfarms	-	(X)	27	(X)	8	(X)	2	(X)
Had adequate organic production inputs availablefarms	-	(X)	25	(X)	9	(X)	4	(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
SALES OUTLETS								
Consumer direct salesfarms	3	(D)	31	67	27	(D)	9	55
Direct-to-retail/Institutions salesfarms	1	(D)	19	11	3	(D)	5	(D)
Wholesale market salesfarms	-	-	10	22	-	-	2	(D)
FIRST POINT OF SALES								
Locally (within 100 miles)farms	4	100	38	100	27	100	9	(D)
Regionally (more than 100 miles but less than 500 miles)farms	-	-	-	-	-	-	2	(D)
Nationally (500 miles or further)farms	-	-	-	-	-	-	-	-
Internationallyfarms	-	-	-	-	-	-	-	-
OTHER MARKETING INFORMATION								
Sold products through community supported agriculture (CSA) sharesfarms	-	(X)	7	(X)	7	(X)	-	(X)
Acquired sufficient amount of organic seedfarms	3	(X)	33	(X)	20	(X)	4	(X)
Had adequate organic production inputs availablefarms	3	(X)	38	(X)	19	(X)	9	(X)

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Table 75. **Marketing Practices – Exempt 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
SALES OUTLETS								
Consumer direct sales farms	56	79	55	76	-	-	41	91
Direct-to-retail/Institutions sales farms	20	9	18	19	-	-	9	4
Wholesale market sales farms	3	12	11	5	-	-	3	5
FIRST POINT OF SALES								
Locally (within 100 miles) farms	62	99	64	97	-	-	42	(D)
Regionally (more than 100 miles but less than 500 miles) farms	5	1	7	1	-	-	3	(D)
Nationally (500 miles or further) farms	-	-	7	2	-	-	-	-
Internationally farms	-	-	-	-	-	-	2	(D)
OTHER MARKETING INFORMATION								
Sold products through community supported agriculture (CSA) shares farms	11	(X)	4	(X)	-	(X)	2	(X)
Acquired sufficient amount of organic seed farms	51	(X)	42	(X)	-	(X)	29	(X)
Had adequate organic production inputs available farms	43	(X)	52	(X)	-	(X)	36	(X)
Item	Oklahoma		Oregon		Pennsylvania		Rhode Island	
	Farms	Percent of sales	Farms	Percent of sales	Farms	Percent of sales	Farms	Percent of sales
SALES OUTLETS								
Consumer direct sales farms	8	(D)	53	59	25	(D)	-	-
Direct-to-retail/Institutions sales farms	-	-	23	28	-	-	-	-
Wholesale market sales farms	2	(D)	10	13	1	(D)	1	(D)
FIRST POINT OF SALES								
Locally (within 100 miles) farms	10	100	70	84	24	(D)	1	(D)
Regionally (more than 100 miles but less than 500 miles) farms	-	-	4	(D)	2	(D)	-	-
Nationally (500 miles or further) farms	-	-	1	(D)	-	-	-	-
Internationally farms	-	-	-	-	-	-	-	-
OTHER MARKETING INFORMATION								
Sold products through community supported agriculture (CSA) shares farms	4	(X)	2	(X)	3	(X)	-	(X)
Acquired sufficient amount of organic seed farms	10	(X)	38	(X)	15	(X)	1	(X)
Had adequate organic production inputs available farms	5	(X)	44	(X)	20	(X)	1	(X)

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Table 75. **Marketing Practices – Exempt 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
SALES OUTLETS								
Consumer direct salesfarms	12	99	2	(D)	23	(D)	46	89
Direct-to-retail/Institutions salesfarms	3	1	-	-	-	-	5	3
Wholesale market salesfarms	-	-	-	-	1	(D)	13	8
FIRST POINT OF SALES								
Locally (within 100 miles)farms	12	100	2	(D)	24	100	56	100
Regionally (more than 100 miles but less than 500 miles)farms	-	-	-	-	-	-	-	-
Nationally (500 miles or further)farms	-	-	-	-	-	-	-	-
Internationallyfarms	-	-	-	-	-	-	-	-
OTHER MARKETING INFORMATION								
Sold products through community supported agriculture (CSA) sharesfarms	-	(X)	-	(X)	-	(X)	6	(X)
Acquired sufficient amount of organic seedfarms	10	(X)	1	(X)	19	(X)	35	(X)
Had adequate organic production inputs availablefarms	10	(X)	1	(X)	20	(X)	45	(X)
Item	Utah		Vermont		Virginia		Washington	
	Farms	Percent of sales	Farms	Percent of sales	Farms	Percent of sales	Farms	Percent of sales
SALES OUTLETS								
Consumer direct salesfarms	-	-	34	84	24	83	61	72
Direct-to-retail/Institutions salesfarms	-	-	12	8	-	-	17	14
Wholesale market salesfarms	-	-	4	8	4	17	7	14
FIRST POINT OF SALES								
Locally (within 100 miles)farms	-	-	36	97	28	100	73	100
Regionally (more than 100 miles but less than 500 miles)farms	-	-	4	3	-	-	-	-
Nationally (500 miles or further)farms	-	-	-	-	-	-	-	-
Internationallyfarms	-	-	-	-	-	-	-	-
OTHER MARKETING INFORMATION								
Sold products through community supported agriculture (CSA) sharesfarms	-	(X)	3	(X)	1	(X)	3	(X)
Acquired sufficient amount of organic seedfarms	-	(X)	25	(X)	18	(X)	34	(X)
Had adequate organic production inputs availablefarms	-	(X)	27	(X)	16	(X)	58	(X)

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Table 75. **Marketing Practices – Exempt 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
SALES OUTLETS						
Consumer direct sales farms	15	(D)	92	79	-	-
Direct-to-retail/Institutions sales farms	-	-	34	12	-	-
Wholesale market sales farms	2	(D)	15	9	-	-
FIRST POINT OF SALES						
Locally (within 100 miles) farms	15	(D)	98	98	-	-
Regionally (more than 100 miles but less than 500 miles) farms	2	(D)	12	2	-	-
Nationally (500 miles or further) farms	-	-	6	(Z)	-	-
Internationally farms	-	-	-	-	-	-
OTHER MARKETING INFORMATION						
Sold products through community supported agriculture (CSA) shares farms	4	(X)	5	(X)	-	(X)
Acquired sufficient amount of organic seed farms	11	(X)	79	(X)	-	(X)
Had adequate organic production inputs available farms	6	(X)	88	(X)	-	(X)

Table 76. **Production Contracts for Organic Products – Exempt Organic Farms: 2014**

[No data for this table]