

Table 53. Marketing Practices on Exempt Organic Farms: 2008

[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:								
On-site (e.g., farm stand, u-pick).....	1,518	36.7	4	42.4	4	12.0	15	55.7
Farmers' market	964	23.0	8	15.0	5	41.4	3	(D)
Community Supported Agriculture (CSA).....	185	6.9	-	-	2	(D)	-	-
Mail order/Internet	142	1.6	1	(D)	1	(D)	-	-
Other consumer direct.....	669	11.7	4	(D)	1	(D)	8	13.0
Direct-to-retail sales:								
Natural food stores (cooperatives and supermarkets)	364	3.7	2	(D)	-	-	-	-
Conventional supermarkets.....	79	1.1	2	(D)	1	(D)	2	(D)
Restaurants/caterers	281	4.0	3	(D)	1	(D)	1	(D)
Institutions (e.g., hospitals, schools)	36	0.3	-	-	-	-	-	-
Other direct-to-retail	97	1.0	2	(D)	2	(D)	1	(D)
Wholesale market sales:								
Natural food store chain buyer	29	0.3	-	-	1	(D)	-	-
Conventional supermarkets chain buyer	5	0.1	-	-	-	-	-	-
Processor, mill, or packer	69	1.4	-	-	-	-	-	-
Distributor, wholesaler, broker, or repacker	122	3.7	-	-	1	(D)	-	-
Sales to other farm operations	151	2.5	2	(D)	-	-	1	(D)
Grower cooperative	43	0.6	-	-	-	-	-	-
Other wholesale	94	1.4	-	-	-	-	3	(D)
FIRST POINT OF SALES								
Local (within 100 miles).....	2,922	96.0	19	(D)	8	(D)	23	100.0
Regional (more than 100 miles but less than 500 miles).....	169	3.1	1	(D)	2	(D)	-	-
National (500 miles or further).....	75	(D)	-	-	-	-	-	-
International.....	4	(D)	-	-	-	-	-	-
OTHER MARKETING INFORMATION								
Sold organic products in non-organic or conventional markets	906	(X)	7	(X)	6	(X)	7	(X)
Sold products through CSA shares	185	(X)	-	(X)	2	(X)	-	(X)
Sold all organic products produced in 2008	1,682	(X)	8	(X)	4	(X)	15	(X)
Produced organic products under a production contract.....	38	(X)	-	(X)	-	(X)	-	(X)
Found reliable buyers/markets	2,163	(X)	14	(X)	6	(X)	19	(X)
Had sufficient organic marketing options	1,869	(X)	10	(X)	6	(X)	13	(X)
Acquired sufficient amount of organic seed	1,977	(X)	14	(X)	8	(X)	14	(X)
Had adequate organic production inputs available	2,410	(X)	13	(X)	7	(X)	18	(X)

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Table 53. Marketing Practices on Exempt Organic Farms: 2008 - Con.

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

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:								
On-site (e.g., farm stand, u-pick).....	6	(D)	157	26.0	23	22.8	24	53.2
Farmers' market.....	2	(D)	77	29.3	16	27.2	15	31.8
Community Supported Agriculture (CSA).....	-	-	16	1.3	4	16.7	1	(D)
Mail order/Internet.....	-	-	14	1.0	2	(D)	-	-
Other consumer direct.....	5	(D)	57	11.1	10	22.0	3	(D)
Direct-to-retail sales:								
Natural food stores (cooperatives and supermarkets).....	-	-	44	5.2	4	3.5	7	7.9
Conventional supermarkets.....	1	(D)	7	0.7	-	-	-	-
Restaurants/caterers.....	2	(D)	36	2.7	1	(D)	6	1.8
Institutions (e.g., hospitals, schools).....	-	-	2	(D)	-	-	1	(D)
Other direct-to-retail.....	-	-	7	0.3	4	(D)	5	2.2
Wholesale market sales:								
Natural food store chain buyer.....	-	-	2	(D)	-	-	-	-
Conventional supermarkets chain buyer.....	-	-	-	-	-	-	2	(D)
Processor, mill, or packer.....	-	-	26	4.3	1	(D)	-	-
Distributor, wholesaler, broker, or repacker.....	-	-	30	12.2	-	-	-	-
Sales to other farm operations.....	-	-	10	1.6	2	(D)	1	(D)
Grower cooperative.....	-	-	7	1.8	-	-	2	(D)
Other wholesale.....	-	-	14	2.2	4	3.3	-	-
FIRST POINT OF SALES								
Local (within 100 miles).....	10	100.0	327	93.1	42	96.3	40	(D)
Regional (more than 100 miles but less than 500 miles).....	-	-	30	(D)	4	(D)	1	(D)
National (500 miles or further).....	-	-	6	0.3	2	(D)	-	-
International.....	-	-	1	(D)	-	-	-	-
OTHER MARKETING INFORMATION								
Sold organic products in non-organic or conventional markets.....	3	(X)	78	(X)	11	(X)	6	(X)
Sold products through CSA shares.....	-	(X)	16	(X)	4	(X)	1	(X)
Sold all organic products produced in 2008.....	8	(X)	167	(X)	24	(X)	30	(X)
Produced organic products under a production contract.....	-	(X)	9	(X)	-	(X)	1	(X)
Found reliable buyers/markets.....	9	(X)	210	(X)	34	(X)	36	(X)
Had sufficient organic marketing options.....	9	(X)	181	(X)	29	(X)	34	(X)
Acquired sufficient amount of organic seed.....	7	(X)	165	(X)	32	(X)	30	(X)
Had adequate organic production inputs available.....	9	(X)	276	(X)	42	(X)	34	(X)

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Table 53. Marketing Practices on Exempt Organic Farms: 2008 - Con.

[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 sales:								
On-site (e.g., farm stand, u-pick).....	4	(D)	36	18.0	23	20.7	45	37.0
Farmers' market	1	(D)	26	(D)	23	31.6	45	14.9
Community Supported Agriculture (CSA).....	-	-	4	(D)	7	36.1	6	0.4
Mail order/Internet	-	-	2	(D)	4	(D)	12	1.9
Other consumer direct.....	-	-	15	3.2	3	(D)	26	8.8
Direct-to-retail sales:								
Natural food stores (cooperatives and supermarkets)	-	-	5	0.6	7	2.1	44	13.8
Conventional supermarkets.....	-	-	2	(D)	-	-	5	0.3
Restaurants/caterers	-	-	4	0.3	5	1.9	22	4.5
Institutions (e.g., hospitals, schools)	-	-	-	-	1	(D)	-	-
Other direct-to-retail	-	-	1	(D)	-	-	4	(D)
Wholesale market sales:								
Natural food store chain buyer	-	-	-	-	-	-	4	2.3
Conventional supermarkets chain buyer	-	-	-	-	-	-	-	-
Processor, mill, or packer	-	-	3	3.2	-	-	7	2.5
Distributor, wholesaler, broker, or repacker	-	-	11	3.3	1	(D)	10	8.1
Sales to other farm operations	-	-	1	(D)	2	(D)	1	(D)
Grower cooperative	-	-	1	(D)	1	(D)	4	0.7
Other wholesale	-	-	1	(D)	-	-	6	1.0
FIRST POINT OF SALES								
Local (within 100 miles).....	4	(D)	68	(D)	36	100.0	123	97.9
Regional (more than 100 miles but less than 500 miles).....	-	-	8	3.7	-	-	3	0.3
National (500 miles or further).....	-	-	3	(D)	-	-	14	1.8
International.....	-	-	-	-	-	-	-	-
OTHER MARKETING INFORMATION								
Sold organic products in non-organic or conventional markets	2	(X)	22	(X)	12	(X)	38	(X)
Sold products through CSA shares	-	(X)	4	(X)	7	(X)	6	(X)
Sold all organic products produced in 2008	2	(X)	40	(X)	22	(X)	69	(X)
Produced organic products under a production contract.....	-	(X)	2	(X)	2	(X)	-	(X)
Found reliable buyers/markets	2	(X)	54	(X)	27	(X)	89	(X)
Had sufficient organic marketing options	1	(X)	43	(X)	25	(X)	77	(X)
Acquired sufficient amount of organic seed	1	(X)	31	(X)	26	(X)	93	(X)
Had adequate organic production inputs available	3	(X)	48	(X)	23	(X)	111	(X)

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Table 53. Marketing Practices on Exempt Organic Farms: 2008 - Con.

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

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 sales:								
On-site (e.g., farm stand, u-pick).....	17	40.7	31	44.0	17	84.2	17	25.0
Farmers' market.....	10	29.4	25	33.4	15	10.2	18	47.2
Community Supported Agriculture (CSA).....	4	6.7	1	(D)	-	-	2	(D)
Mail order/Internet.....	3	0.9	2	(D)	1	(D)	4	5.7
Other consumer direct.....	6	9.8	14	8.7	4	(D)	8	4.0
Direct-to-retail sales:								
Natural food stores (cooperatives and supermarkets).....	2	(D)	10	3.7	6	1.8	7	2.6
Conventional supermarkets.....	1	(D)	3	0.1	-	-	-	-
Restaurants/caterers.....	1	(D)	7	0.4	3	1.0	-	-
Institutions (e.g., hospitals, schools).....	-	-	2	(D)	1	(D)	-	-
Other direct-to-retail.....	6	(D)	1	(D)	-	-	2	(D)
Wholesale market sales:								
Natural food store chain buyer.....	-	-	-	-	-	-	2	(D)
Conventional supermarkets chain buyer.....	-	-	-	-	-	-	-	-
Processor, mill, or packer.....	-	-	-	-	1	(D)	1	(D)
Distributor, wholesaler, broker, or repacker.....	1	(D)	-	-	1	(D)	-	-
Sales to other farm operations.....	1	(D)	3	5.0	3	0.6	5	10.1
Grower cooperative.....	-	-	-	-	-	-	-	-
Other wholesale.....	2	(D)	1	(D)	-	-	-	-
FIRST POINT OF SALES								
Local (within 100 miles).....	30	97.1	49	92.0	34	99.4	38	99.1
Regional (more than 100 miles but less than 500 miles).....	2	(D)	3	(D)	2	(D)	3	(D)
National (500 miles or further).....	2	(D)	1	(D)	2	(D)	1	(D)
International.....	-	-	-	-	-	-	-	-
OTHER MARKETING INFORMATION								
Sold organic products in non-organic or conventional markets.....	7	(X)	27	(X)	10	(X)	13	(X)
Sold products through CSA shares.....	4	(X)	1	(X)	-	(X)	2	(X)
Sold all organic products produced in 2008.....	26	(X)	25	(X)	12	(X)	22	(X)
Produced organic products under a production contract.....	-	(X)	-	(X)	-	(X)	-	(X)
Found reliable buyers/markets.....	28	(X)	38	(X)	22	(X)	25	(X)
Had sufficient organic marketing options.....	24	(X)	32	(X)	17	(X)	25	(X)
Acquired sufficient amount of organic seed.....	21	(X)	34	(X)	27	(X)	23	(X)
Had adequate organic production inputs available.....	28	(X)	37	(X)	29	(X)	28	(X)

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Table 53. Marketing Practices on Exempt Organic Farms: 2008 - Con.

[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:								
On-site (e.g., farm stand, u-pick).....	4	5.9	21	27.6	1	(D)	48	50.1
Farmers' market	7	52.2	17	16.0	-	-	31	13.2
Community Supported Agriculture (CSA).....	2	(D)	4	12.7	-	-	19	6.4
Mail order/Internet	2	(D)	3	(D)	1	(D)	3	0.4
Other consumer direct.....	3	(D)	16	25.5	1	(D)	15	3.8
Direct-to-retail sales:								
Natural food stores (cooperatives and supermarkets)	3	5.4	3	1.9	-	-	15	3.8
Conventional supermarkets.....	1	(D)	2	(D)	1	(D)	2	(D)
Restaurants/caterers	7	7.8	-	-	1	(D)	20	7.6
Institutions (e.g., hospitals, schools)	-	-	3	(D)	-	-	3	0.2
Other direct-to-retail	-	-	2	(D)	-	-	2	(D)
Wholesale market sales:								
Natural food store chain buyer	2	(D)	-	-	-	-	10	4.0
Conventional supermarkets chain buyer	-	-	-	-	-	-	-	-
Processor, mill, or packer	-	-	-	-	-	-	3	3.3
Distributor, wholesaler, broker, or repacker	-	-	3	1.8	-	-	6	5.3
Sales to other farm operations	2	(D)	1	(D)	-	-	1	(D)
Grower cooperative	-	-	1	(D)	-	-	2	(D)
Other wholesale	-	-	2	(D)	-	-	-	-
FIRST POINT OF SALES								
Local (within 100 miles).....	14	92.4	47	97.5	2	(D)	87	(D)
Regional (more than 100 miles but less than 500 miles).....	2	(D)	4	2.5	1	(D)	2	(D)
National (500 miles or further).....	1	(D)	-	-	-	-	-	-
International.....	-	-	-	-	-	-	-	-
OTHER MARKETING INFORMATION								
Sold organic products in non-organic or conventional markets	5	(X)	12	(X)	2	(X)	22	(X)
Sold products through CSA shares	2	(X)	4	(X)	-	(X)	19	(X)
Sold all organic products produced in 2008	8	(X)	23	(X)	4	(X)	48	(X)
Produced organic products under a production contract.....	-	(X)	4	(X)	-	(X)	2	(X)
Found reliable buyers/markets	12	(X)	29	(X)	4	(X)	60	(X)
Had sufficient organic marketing options	8	(X)	20	(X)	2	(X)	57	(X)
Acquired sufficient amount of organic seed	13	(X)	32	(X)	4	(X)	75	(X)
Had adequate organic production inputs available	15	(X)	32	(X)	3	(X)	68	(X)

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Table 53. Marketing Practices on Exempt Organic Farms: 2008 - Con.

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

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:								
On-site (e.g., farm stand, u-pick).....	8	14.3	50	39.7	61	49.3	39	17.9
Farmers' market.....	11	20.6	30	12.6	31	17.1	24	26.6
Community Supported Agriculture (CSA).....	7	15.0	15	9.3	3	2.2	6	5.7
Mail order/Internet.....	1	(D)	5	1.0	6	0.5	2	(D)
Other consumer direct.....	8	45.7	26	15.4	35	19.6	22	40.0
Direct-to-retail sales:								
Natural food stores (cooperatives and supermarkets).....	-	-	7	1.7	11	1.5	7	0.8
Conventional supermarkets.....	-	-	3	12.8	1	(D)	3	(D)
Restaurants/caterers.....	2	(D)	8	3.2	3	0.2	7	1.6
Institutions (e.g., hospitals, schools).....	-	-	1	(D)	-	-	1	(D)
Other direct-to-retail.....	1	(D)	3	1.9	8	3.1	1	(D)
Wholesale market sales:								
Natural food store chain buyer.....	-	-	2	(D)	-	-	-	-
Conventional supermarkets chain buyer.....	-	-	-	-	-	-	1	(D)
Processor, mill, or packer.....	-	-	-	-	1	(D)	1	(D)
Distributor, wholesaler, broker, or repacker.....	-	-	2	(D)	3	0.9	4	3.5
Sales to other farm operations.....	2	(D)	2	(D)	8	4.0	3	0.5
Grower cooperative.....	-	-	-	-	3	1.2	1	(D)
Other wholesale.....	2	(D)	2	(D)	1	(D)	2	(D)
FIRST POINT OF SALES								
Local (within 100 miles).....	23	(D)	85	98.3	113	90.9	75	97.5
Regional (more than 100 miles but less than 500 miles).....	1	(D)	1	(D)	4	(D)	4	(D)
National (500 miles or further).....	1	(D)	3	(D)	3	(D)	2	(D)
International.....	-	-	-	-	-	-	-	-
OTHER MARKETING INFORMATION								
Sold organic products in non-organic or conventional markets.....	18	(X)	30	(X)	44	(X)	26	(X)
Sold products through CSA shares.....	7	(X)	15	(X)	3	(X)	6	(X)
Sold all organic products produced in 2008.....	14	(X)	49	(X)	74	(X)	43	(X)
Produced organic products under a production contract.....	-	(X)	-	(X)	2	(X)	1	(X)
Found reliable buyers/markets.....	22	(X)	64	(X)	97	(X)	58	(X)
Had sufficient organic marketing options.....	16	(X)	64	(X)	74	(X)	50	(X)
Acquired sufficient amount of organic seed.....	17	(X)	64	(X)	89	(X)	49	(X)
Had adequate organic production inputs available.....	18	(X)	74	(X)	103	(X)	63	(X)

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Table 53. Marketing Practices on Exempt Organic Farms: 2008 - Con.

[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 sales:								
On-site (e.g., farm stand, u-pick).....	4	8.9	17	19.9	15	32.7	4	10.3
Farmers' market	5	31.5	30	29.9	17	26.1	4	12.1
Community Supported Agriculture (CSA).....	2	(D)	4	(D)	1	(D)	1	(D)
Mail order/Internet	2	(D)	-	-	3	(D)	-	-
Other consumer direct.....	7	(D)	15	17.2	9	17.5	1	(D)
Direct-to-retail sales:								
Natural food stores (cooperatives and supermarkets)	1	(D)	4	5.6	6	9.2	2	(D)
Conventional supermarkets.....	2	(D)	-	-	3	1.9	1	(D)
Restaurants/caterers	-	-	10	6.8	1	(D)	1	(D)
Institutions (e.g., hospitals, schools)	-	-	-	-	1	(D)	-	-
Other direct-to-retail	-	-	2	(D)	1	(D)	-	-
Wholesale market sales:								
Natural food store chain buyer	-	-	-	-	-	-	-	-
Conventional supermarkets chain buyer	-	-	1	(D)	-	-	-	-
Processor, mill, or packer	-	-	2	(D)	-	-	-	-
Distributor, wholesaler, broker, or repacker	1	(D)	2	(D)	-	-	3	42.1
Sales to other farm operations	-	-	-	-	3	(D)	1	(D)
Grower cooperative	-	-	5	5.3	-	-	1	(D)
Other wholesale	-	-	-	-	-	-	-	-
FIRST POINT OF SALES								
Local (within 100 miles).....	13	100.0	61	(D)	32	94.4	12	(D)
Regional (more than 100 miles but less than 500 miles).....	-	-	5	(D)	3	(D)	1	(D)
National (500 miles or further).....	-	-	-	-	1	(D)	-	-
International.....	-	-	-	-	-	-	-	-
OTHER MARKETING INFORMATION								
Sold organic products in non-organic or conventional markets	5	(X)	22	(X)	11	(X)	3	(X)
Sold products through CSA shares	2	(X)	4	(X)	1	(X)	1	(X)
Sold all organic products produced in 2008	6	(X)	33	(X)	25	(X)	5	(X)
Produced organic products under a production contract.....	-	(X)	3	(X)	-	(X)	-	(X)
Found reliable buyers/markets	7	(X)	44	(X)	28	(X)	5	(X)
Had sufficient organic marketing options	7	(X)	40	(X)	24	(X)	5	(X)
Acquired sufficient amount of organic seed	6	(X)	43	(X)	22	(X)	11	(X)
Had adequate organic production inputs available	10	(X)	59	(X)	27	(X)	11	(X)

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Table 53. Marketing Practices on Exempt Organic Farms: 2008 - Con.

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

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 sales:								
On-site (e.g., farm stand, u-pick)	2	(D)	13	69.8	43	59.8	26	56.6
Farmers' market	1	(D)	9	20.0	7	10.7	27	32.5
Community Supported Agriculture (CSA)	-	-	1	(D)	3	(D)	1	(D)
Mail order/Internet	-	-	-	-	-	-	-	-
Other consumer direct	2	(D)	4	3.5	11	5.9	10	3.6
Direct-to-retail sales:								
Natural food stores (cooperatives and supermarkets)	1	(D)	-	-	5	6.5	9	5.2
Conventional supermarkets	-	-	2	(D)	-	-	-	-
Restaurants/caterers	-	-	3	5.5	2	(D)	2	(D)
Institutions (e.g., hospitals, schools)	-	-	-	-	-	-	-	-
Other direct-to-retail	-	-	-	-	2	(D)	-	-
Wholesale market sales:								
Natural food store chain buyer	-	-	-	-	-	-	-	-
Conventional supermarkets chain buyer	-	-	-	-	-	-	-	-
Processor, mill, or packer	-	-	-	-	-	-	-	-
Distributor, wholesaler, broker, or repacker	-	-	-	-	-	-	1	(D)
Sales to other farm operations	1	(D)	1	(D)	4	1.1	1	(D)
Grower cooperative	-	-	-	-	-	-	-	-
Other wholesale	-	-	-	-	5	8.6	-	-
FIRST POINT OF SALES								
Local (within 100 miles)	5	(D)	22	100.0	55	(D)	48	98.1
Regional (more than 100 miles but less than 500 miles)	1	(D)	-	-	1	(D)	3	1.9
National (500 miles or further)	-	-	-	-	1	(D)	-	-
International	-	-	-	-	1	(D)	-	-
OTHER MARKETING INFORMATION								
Sold organic products in non-organic or conventional markets	2	(X)	6	(X)	11	(X)	9	(X)
Sold products through CSA shares	-	(X)	1	(X)	3	(X)	1	(X)
Sold all organic products produced in 2008	1	(X)	11	(X)	30	(X)	25	(X)
Produced organic products under a production contract	-	(X)	-	(X)	1	(X)	1	(X)
Found reliable buyers/markets	3	(X)	19	(X)	31	(X)	34	(X)
Had sufficient organic marketing options	4	(X)	15	(X)	31	(X)	29	(X)
Acquired sufficient amount of organic seed	2	(X)	15	(X)	36	(X)	36	(X)
Had adequate organic production inputs available	5	(X)	20	(X)	42	(X)	39	(X)

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Table 53. Marketing Practices on Exempt Organic Farms: 2008 - Con.

[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:								
On-site (e.g., farm stand, u-pick).....	74	37.1	47	40.4	1	(D)	59	37.2
Farmers' market	26	24.2	40	19.9	1	(D)	31	25.6
Community Supported Agriculture (CSA).....	6	3.5	9	5.4	-	-	5	15.1
Mail order/Internet	1	(D)	6	(D)	-	-	4	1.9
Other consumer direct.....	29	9.1	22	15.6	1	(D)	25	13.2
Direct-to-retail sales:								
Natural food stores (cooperatives and supermarkets)	13	2.9	10	3.9	1	(D)	2	(D)
Conventional supermarkets.....	4	0.5	-	-	3	17.7	4	0.8
Restaurants/caterers	13	8.4	23	6.8	1	(D)	2	(D)
Institutions (e.g., hospitals, schools)	1	(D)	1	(D)	-	-	-	-
Other direct-to-retail	5	1.6	2	(D)	-	-	2	(D)
Wholesale market sales:								
Natural food store chain buyer	-	-	2	(D)	-	-	1	(D)
Conventional supermarkets chain buyer	-	-	1	(D)	-	-	-	-
Processor, mill, or packer	3	1.7	-	-	-	-	2	(D)
Distributor, wholesaler, broker, or repacker	4	2.8	2	(D)	-	-	3	1.7
Sales to other farm operations	20	6.7	4	0.8	-	-	4	0.8
Grower cooperative	-	-	2	(D)	-	-	-	-
Other wholesale	3	(D)	1	(D)	-	-	7	2.4
FIRST POINT OF SALES								
Local (within 100 miles).....	129	98.2	97	98.7	3	(D)	92	96.6
Regional (more than 100 miles but less than 500 miles).....	7	1.5	4	(D)	1	(D)	8	(D)
National (500 miles or further).....	3	0.3	1	(D)	-	-	1	(D)
International.....	-	-	1	(D)	-	-	-	-
OTHER MARKETING INFORMATION								
Sold organic products in non-organic or conventional markets	48	(X)	30	(X)	1	(X)	33	(X)
Sold products through CSA shares	6	(X)	9	(X)	-	(X)	5	(X)
Sold all organic products produced in 2008	72	(X)	51	(X)	1	(X)	63	(X)
Produced organic products under a production contract.....	-	(X)	-	(X)	1	(X)	1	(X)
Found reliable buyers/markets	92	(X)	70	(X)	1	(X)	88	(X)
Had sufficient organic marketing options	80	(X)	61	(X)	1	(X)	77	(X)
Acquired sufficient amount of organic seed	79	(X)	66	(X)	1	(X)	77	(X)
Had adequate organic production inputs available	88	(X)	68	(X)	1	(X)	92	(X)

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Table 53. Marketing Practices on Exempt Organic Farms: 2008 - Con.

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

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:								
On-site (e.g., farm stand, u-pick)	10	81.7	92	26.3	55	59.7	5	(D)
Farmers' market	5	11.9	53	13.8	33	17.7	2	(D)
Community Supported Agriculture (CSA)	-	-	13	11.3	4	1.6	-	-
Mail order/Internet	-	-	10	(D)	5	(D)	-	-
Other consumer direct	2	(D)	50	8.0	20	8.4	-	-
Direct-to-retail sales:								
Natural food stores (cooperatives and supermarkets)	2	(D)	38	6.8	6	1.4	3	3.9
Conventional supermarkets	-	-	5	0.8	1	(D)	-	-
Restaurants/caterers	2	(D)	17	18.1	5	4.4	3	13.6
Institutions (e.g., hospitals, schools)	-	-	8	0.6	2	(D)	-	-
Other direct-to-retail	-	-	8	1.6	2	(D)	-	-
Wholesale market sales:								
Natural food store chain buyer	-	-	1	(D)	-	-	-	-
Conventional supermarkets chain buyer	-	-	-	-	-	-	-	-
Processor, mill, or packer	-	-	1	(D)	1	(D)	-	-
Distributor, wholesaler, broker, or repacker	-	-	6	(D)	1	(D)	-	-
Sales to other farm operations	-	-	16	3.1	2	(D)	-	-
Grower cooperative	-	-	-	-	2	(D)	-	-
Other wholesale	-	-	6	0.6	-	-	-	-
FIRST POINT OF SALES								
Local (within 100 miles)	13	100.0	198	93.4	87	99.2	5	100.0
Regional (more than 100 miles but less than 500 miles)	-	-	6	1.5	4	(D)	-	-
National (500 miles or further)	-	-	8	5.1	3	(D)	-	-
International	-	-	-	-	-	-	-	-
OTHER MARKETING INFORMATION								
Sold organic products in non-organic or conventional markets	3	(X)	42	(X)	30	(X)	1	(X)
Sold products through CSA shares	-	(X)	13	(X)	4	(X)	-	(X)
Sold all organic products produced in 2008	12	(X)	109	(X)	52	(X)	2	(X)
Produced organic products under a production contract	-	(X)	-	(X)	1	(X)	-	(X)
Found reliable buyers/markets	12	(X)	137	(X)	68	(X)	2	(X)
Had sufficient organic marketing options	7	(X)	125	(X)	62	(X)	2	(X)
Acquired sufficient amount of organic seed	4	(X)	105	(X)	64	(X)	4	(X)
Had adequate organic production inputs available	13	(X)	157	(X)	69	(X)	4	(X)

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Table 53. Marketing Practices on Exempt Organic Farms: 2008 - Con.

[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 sales:								
On-site (e.g., farm stand, u-pick).....	13	74.2	3	(D)	33	27.2	62	22.5
Farmers' market	5	(D)	2	(D)	21	36.2	34	24.7
Community Supported Agriculture (CSA).....	-	-	1	(D)	1	(D)	4	1.7
Mail order/Internet	-	-	-	-	1	(D)	13	6.2
Other consumer direct.....	3	(D)	4	21.7	8	(D)	37	14.3
Direct-to-retail sales:								
Natural food stores (cooperatives and supermarkets)	1	(D)	1	(D)	5	8.2	6	1.0
Conventional supermarkets.....	-	-	-	-	-	-	1	(D)
Restaurants/caterers	2	(D)	2	(D)	4	3.1	5	1.1
Institutions (e.g., hospitals, schools)	-	-	-	-	-	-	2	(D)
Other direct-to-retail	1	(D)	1	(D)	-	-	3	(D)
Wholesale market sales:								
Natural food store chain buyer	-	-	-	-	-	-	1	(D)
Conventional supermarkets chain buyer	-	-	-	-	-	-	-	-
Processor, mill, or packer	-	-	-	-	1	(D)	7	5.5
Distributor, wholesaler, broker, or repacker	-	-	-	-	-	-	12	10.3
Sales to other farm operations	1	(D)	-	-	2	(D)	7	2.1
Grower cooperative	-	-	1	(D)	-	-	1	(D)
Other wholesale	-	-	-	-	3	7.4	12	7.3
FIRST POINT OF SALES								
Local (within 100 miles).....	15	(D)	7	100.0	59	96.4	145	86.9
Regional (more than 100 miles but less than 500 miles).....	1	(D)	-	-	2	(D)	10	9.4
National (500 miles or further).....	1	(D)	-	-	1	(D)	5	3.7
International.....	-	-	-	-	-	-	-	-
OTHER MARKETING INFORMATION								
Sold organic products in non-organic or conventional markets	4	(X)	4	(X)	18	(X)	49	(X)
Sold products through CSA shares	-	(X)	1	(X)	1	(X)	4	(X)
Sold all organic products produced in 2008	8	(X)	5	(X)	31	(X)	91	(X)
Produced organic products under a production contract.....	-	(X)	-	(X)	-	(X)	2	(X)
Found reliable buyers/markets	12	(X)	6	(X)	44	(X)	107	(X)
Had sufficient organic marketing options	9	(X)	5	(X)	35	(X)	92	(X)
Acquired sufficient amount of organic seed	12	(X)	6	(X)	38	(X)	92	(X)
Had adequate organic production inputs available	15	(X)	7	(X)	38	(X)	118	(X)

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Table 53. Marketing Practices on Exempt Organic Farms: 2008 - Con.

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

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 sales:								
On-site (e.g., farm stand, u-pick).....	17	40.3	40	49.4	32	28.8	85	25.8
Farmers' market.....	9	31.9	8	15.2	25	17.6	47	24.6
Community Supported Agriculture (CSA).....	-	-	4	3.8	1	(D)	9	1.3
Mail order/Internet.....	-	-	6	3.3	1	(D)	7	0.4
Other consumer direct.....	10	(D)	10	6.0	11	30.6	45	26.0
Direct-to-retail sales:								
Natural food stores (cooperatives and supermarkets).....	-	-	11	7.1	9	3.4	18	4.6
Conventional supermarkets.....	-	-	1	(D)	3	1.1	4	1.2
Restaurants/caterers.....	1	(D)	2	(D)	12	3.7	8	0.8
Institutions (e.g., hospitals, schools).....	-	-	2	(D)	1	(D)	3	0.1
Other direct-to-retail.....	-	-	4	5.3	6	2.4	5	(D)
Wholesale market sales:								
Natural food store chain buyer.....	-	-	-	-	1	(D)	-	-
Conventional supermarkets chain buyer.....	-	-	-	-	-	-	-	-
Processor, mill, or packer.....	-	-	-	-	1	(D)	2	(D)
Distributor, wholesaler, broker, or repacker.....	-	-	2	(D)	-	-	7	7.5
Sales to other farm operations.....	2	(D)	2	(D)	4	5.4	10	2.9
Grower cooperative.....	-	-	-	-	2	(D)	1	(D)
Other wholesale.....	-	-	1	(D)	2	(D)	5	0.8
FIRST POINT OF SALES								
Local (within 100 miles).....	32	100.0	49	95.7	67	(D)	153	97.4
Regional (more than 100 miles but less than 500 miles).....	-	-	3	(D)	8	3.7	4	(D)
National (500 miles or further).....	-	-	1	(D)	1	(D)	2	(D)
International.....	-	-	1	(D)	-	-	-	-
OTHER MARKETING INFORMATION								
Sold organic products in non-organic or conventional markets.....	11	(X)	10	(X)	33	(X)	37	(X)
Sold products through CSA shares.....	-	(X)	4	(X)	1	(X)	9	(X)
Sold all organic products produced in 2008.....	19	(X)	27	(X)	38	(X)	89	(X)
Produced organic products under a production contract.....	1	(X)	-	(X)	2	(X)	-	(X)
Found reliable buyers/markets.....	26	(X)	33	(X)	53	(X)	111	(X)
Had sufficient organic marketing options.....	23	(X)	32	(X)	41	(X)	101	(X)
Acquired sufficient amount of organic seed.....	25	(X)	41	(X)	47	(X)	97	(X)
Had adequate organic production inputs available.....	25	(X)	47	(X)	51	(X)	129	(X)

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Table 53. Marketing Practices on Exempt Organic Farms: 2008 - Con.

[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:						
On-site (e.g., farm stand, u-pick).....	18	(D)	89	35.5	4	(D)
Farmers' market	14	25.0	61	25.8	7	(D)
Community Supported Agriculture (CSA)....	2	(D)	9	6.1	1	(D)
Mail order/Internet	-	-	14	4.8	-	-
Other consumer direct.....	5	(D)	36	12.2	2	(D)
Direct-to-retail sales:						
Natural food stores (cooperatives and supermarkets)	4	3.1	19	2.9	3	7.3
Conventional supermarkets.....	1	(D)	4	2.1	3	26.6
Restaurants/caterers	4	(D)	13	(D)	3	(D)
Institutions (e.g., hospitals, schools)	-	-	-	-	-	-
Other direct-to-retail	-	-	-	-	1	(D)
Wholesale market sales:						
Natural food store chain buyer	-	-	-	-	-	-
Conventional supermarkets chain buyer	-	-	-	-	-	-
Processor, mill, or packer	-	-	5	1.3	-	-
Distributor, wholesaler, broker, or repacker	1	(D)	3	(D)	1	(D)
Sales to other farm operations	1	(D)	13	2.9	1	(D)
Grower cooperative	-	-	6	0.9	-	-
Other wholesale	-	-	8	1.7	1	(D)
FIRST POINT OF SALES						
Local (within 100 miles).....	36	(D)	177	91.8	13	(D)
Regional (more than 100 miles but less than 500 miles).....	1	(D)	18	(D)	-	-
National (500 miles or further).....	-	-	3	(D)	2	(D)
International.....	-	-	-	-	-	-
OTHER MARKETING INFORMATION						
Sold organic products in non-organic or conventional markets	14	(X)	60	(X)	1	(X)
Sold products through CSA shares	2	(X)	9	(X)	1	(X)
Sold all organic products produced in 2008	21	(X)	110	(X)	8	(X)
Produced organic products under a production contract.....	-	(X)	2	(X)	-	(X)
Found reliable buyers/markets	28	(X)	134	(X)	9	(X)
Had sufficient organic marketing options	22	(X)	114	(X)	8	(X)
Acquired sufficient amount of organic seed	40	(X)	134	(X)	5	(X)
Had adequate organic production inputs available	35	(X)	150	(X)	8	(X)