

**Table 22. Marketing Practices – Certified and 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
<b>SALES OUTLETS</b>								
Consumer direct sales ..... farms	6,382	8	28	62	17	89	23	2
Direct-to-retail/Institutions sales ..... farms	3,502	14	3	(D)	10	(D)	21	1
Wholesale market sales ..... farms	8,939	78	4	(D)	1	(D)	34	97
<b>FIRST POINT OF SALES</b>								
Locally (within 100 miles) ..... farms	11,210	46	28	68	17	98	43	30
Regionally (more than 100 miles but less than 500 miles) ..... farms	4,714	34	4	32	4	2	14	41
Nationally (500 miles or further) ..... farms	1,895	18	-	-	-	-	15	26
Internationally ..... farms	392	2	-	-	-	-	3	3
<b>OTHER MARKETING INFORMATION</b>								
Sold products through community supported agriculture (CSA) shares ..... farms	1,495	(X)	2	(X)	5	(X)	13	(X)
Acquired sufficient amount of organic seed ..... farms	8,393	(X)	18	(X)	16	(X)	34	(X)
Had adequate organic production inputs available ..... farms	10,962	(X)	14	(X)	14	(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	25	(D)	997	5	70	4	105	64
Direct-to-retail/Institutions sales ..... farms	24	3	955	23	52	4	48	8
Wholesale market sales ..... farms	12	(D)	1,816	72	113	92	20	28
<b>FIRST POINT OF SALES</b>								
Locally (within 100 miles) ..... farms	33	(D)	2,308	48	117	75	122	93
Regionally (more than 100 miles but less than 500 miles) ..... farms	4	(D)	929	28	61	18	7	7
Nationally (500 miles or further) ..... farms	1	(D)	597	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)	196	(X)	21	(X)	39	(X)
Acquired sufficient amount of organic seed ..... farms	18	(X)	1,133	(X)	74	(X)	84	(X)
Had adequate organic production inputs available ..... farms	19	(X)	2,036	(X)	120	(X)	97	(X)

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Table 22. **Marketing Practices – Certified and 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
<b>SALES OUTLETS</b>								
Consumer direct sales .....farms	8	(D)	102	16	106	28	106	28
Direct-to-retail/Institutions sales .....farms	1	(D)	54	5	49	18	80	37
Wholesale market sales .....farms	3	83	90	79	45	54	80	35
<b>FIRST POINT OF SALES</b>								
Locally (within 100 miles) .....farms	9	26	145	35	116	49	157	49
Regionally (more than 100 miles but less than 500 miles) .....farms	4	(D)	56	27	20	38	29	16
Nationally (500 miles or further) .....farms	1	(D)	29	28	7	13	43	30
Internationally .....farms	-	-	5	10	-	-	14	5
<b>OTHER MARKETING INFORMATION</b>								
Sold products through community supported agriculture (CSA) shares .....farms	2	(X)	22	(X)	21	(X)	17	(X)
Acquired sufficient amount of organic seed .....farms	9	(X)	82	(X)	79	(X)	88	(X)
Had adequate organic production inputs available .....farms	10	(X)	112	(X)	96	(X)	125	(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	67	6	97	12	79	20	209	12
Direct-to-retail/Institutions sales .....farms	39	2	38	3	25	17	70	2
Wholesale market sales .....farms	110	92	175	85	228	63	459	86
<b>FIRST POINT OF SALES</b>								
Locally (within 100 miles) .....farms	126	25	181	41	195	40	463	57
Regionally (more than 100 miles but less than 500 miles) .....farms	69	(D)	104	47	97	34	267	34
Nationally (500 miles or further) .....farms	39	37	33	(D)	21	25	65	9
Internationally .....farms	2	(D)	1	(D)	4	1	3	(Z)
<b>OTHER MARKETING INFORMATION</b>								
Sold products through community supported agriculture (CSA) shares .....farms	5	(X)	35	(X)	4	(X)	24	(X)
Acquired sufficient amount of organic seed .....farms	89	(X)	187	(X)	209	(X)	462	(X)
Had adequate organic production inputs available .....farms	123	(X)	225	(X)	228	(X)	503	(X)

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Table 22. **Marketing Practices – Certified and 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
<b>SALES OUTLETS</b>								
Consumer direct sales ..... farms	30	11	64	17	14	8	349	13
Direct-to-retail/Institutions sales ..... farms	12	4	17	9	5	2	210	25
Wholesale market sales ..... farms	60	85	52	74	9	90	266	62
<b>FIRST POINT OF SALES</b>								
Locally (within 100 miles) ..... farms	53	(D)	89	68	19	(D)	423	31
Regionally (more than 100 miles but less than 500 miles) ..... farms	41	48	14	26	6	89	136	35
Nationally (500 miles or further) ..... farms	23	32	12	6	1	(D)	34	14
Internationally ..... farms	1	(D)	-	-	-	-	35	20
<b>OTHER MARKETING INFORMATION</b>								
Sold products through community supported agriculture (CSA) shares ..... farms	6	(X)	13	(X)	3	(X)	126	(X)
Acquired sufficient amount of organic seed ..... farms	41	(X)	74	(X)	15	(X)	271	(X)
Had adequate organic production inputs available ..... farms	64	(X)	89	(X)	12	(X)	361	(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	87	14	134	22	142	(D)	159	10
Direct-to-retail/Institutions sales ..... farms	41	4	101	13	46	(D)	70	4
Wholesale market sales ..... farms	36	82	47	65	235	75	393	86
<b>FIRST POINT OF SALES</b>								
Locally (within 100 miles) ..... farms	111	42	172	51	285	24	397	48
Regionally (more than 100 miles but less than 500 miles) ..... farms	24	56	23	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)	53	(X)	36	(X)	28	(X)
Acquired sufficient amount of organic seed ..... farms	83	(X)	115	(X)	245	(X)	378	(X)
Had adequate organic production inputs available ..... farms	96	(X)	149	(X)	265	(X)	422	(X)

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Table 22. **Marketing Practices – Certified and Exempt Organic Farms: 2014** (continued)

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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)	75	8	66	5	42	5
Direct-to-retail/Institutions sales .....farms	1	(D)	40	7	42	11	20	1
Wholesale market sales .....farms	4	(D)	157	85	120	84	133	94
<b>FIRST POINT OF SALES</b>								
Locally (within 100 miles) .....farms	6	(D)	151	33	102	31	79	(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)	46	40	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)	10	(X)	24	(X)	3	(X)
Acquired sufficient amount of organic seed .....farms	6	(X)	156	(X)	80	(X)	92	(X)
Had adequate organic production inputs available .....farms	6	(X)	188	(X)	107	(X)	127	(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	30	(D)	119	11	69	35	83	26
Direct-to-retail/Institutions sales .....farms	28	(D)	56	2	24	4	40	3
Wholesale market sales .....farms	22	61	66	87	21	61	51	71
<b>FIRST POINT OF SALES</b>								
Locally (within 100 miles) .....farms	36	14	139	(D)	87	65	102	49
Regionally (more than 100 miles but less than 500 miles) .....farms	17	25	20	79	8	(D)	25	(D)
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)	42	(X)	26	(X)	10	(X)
Acquired sufficient amount of organic seed .....farms	35	(X)	112	(X)	63	(X)	65	(X)
Had adequate organic production inputs available .....farms	38	(X)	133	(X)	69	(X)	88	(X)

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Table 22. **Marketing Practices – Certified and 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
<b>SALES OUTLETS</b>								
Consumer direct sales ..... farms	454	23	153	7	15	(D)	179	7
Direct-to-retail/Institutions sales ..... farms	182	5	77	12	6	(D)	66	2
Wholesale market sales ..... farms	529	72	138	81	81	89	410	91
<b>FIRST POINT OF SALES</b>								
Locally (within 100 miles) ..... farms	710	57	231	51	33	(D)	397	41
Regionally (more than 100 miles but less than 500 miles) ..... farms	327	40	60	37	54	52	199	(D)
Nationally (500 miles or further) ..... farms	57	3	21	11	39	39	55	6
Internationally ..... farms	3	(Z)	5	1	3	(D)	7	(D)
<b>OTHER MARKETING INFORMATION</b>								
Sold products through community supported agriculture (CSA) shares ..... farms	82	(X)	37	(X)	8	(X)	47	(X)
Acquired sufficient amount of organic seed ..... farms	641	(X)	155	(X)	58	(X)	403	(X)
Had adequate organic production inputs available ..... farms	742	(X)	190	(X)	59	(X)	459	(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	33	11	289	10	242	5	21	73
Direct-to-retail/Institutions sales ..... farms	9	1	154	5	85	3	14	(D)
Wholesale market sales ..... farms	26	88	288	85	525	92	8	(D)
<b>FIRST POINT OF SALES</b>								
Locally (within 100 miles) ..... farms	39	(D)	437	59	440	52	24	100
Regionally (more than 100 miles but less than 500 miles) ..... farms	6	(D)	182	32	337	38	-	-
Nationally (500 miles or further) ..... farms	4	2	60	9	47	10	-	-
Internationally ..... farms	-	-	18	(Z)	9	(Z)	-	-
<b>OTHER MARKETING INFORMATION</b>								
Sold products through community supported agriculture (CSA) shares ..... farms	13	(X)	46	(X)	92	(X)	10	(X)
Acquired sufficient amount of organic seed ..... farms	29	(X)	272	(X)	459	(X)	18	(X)
Had adequate organic production inputs available ..... farms	28	(X)	390	(X)	581	(X)	20	(X)

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Table 22. **Marketing Practices – Certified and 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
<b>SALES OUTLETS</b>								
Consumer direct sales .....farms	45	(D)	15	(D)	41	16	90	3
Direct-to-retail/Institutions sales .....farms	18	(D)	2	(D)	11	6	42	8
Wholesale market sales .....farms	13	(D)	71	96	17	78	159	89
<b>FIRST POINT OF SALES</b>								
Locally (within 100 miles) .....farms	47	(D)	29	(D)	49	(D)	185	25
Regionally (more than 100 miles but less than 500 miles) .....farms	6	(D)	57	68	7	58	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)	23	(X)
Acquired sufficient amount of organic seed .....farms	35	(X)	48	(X)	36	(X)	113	(X)
Had adequate organic production inputs available .....farms	36	(X)	62	(X)	46	(X)	165	(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	312	17	85	9	353	13
Direct-to-retail/Institutions sales .....farms	9	2	179	12	37	6	199	13
Wholesale market sales .....farms	38	93	332	71	97	85	433	74
<b>FIRST POINT OF SALES</b>								
Locally (within 100 miles) .....farms	45	31	395	40	149	72	610	41
Regionally (more than 100 miles but less than 500 miles) .....farms	25	63	241	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)	77	(X)	21	(X)	82	(X)
Acquired sufficient amount of organic seed .....farms	32	(X)	288	(X)	112	(X)	326	(X)
Had adequate organic production inputs available .....farms	47	(X)	384	(X)	118	(X)	546	(X)

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Table 22. **Marketing Practices – Certified and 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
<b>SALES OUTLETS</b>						
Consumer direct sales ..... farms	21	(D)	485	10	12	(D)
Direct-to-retail/Institutions sales ..... farms	4	(D)	185	5	1	(D)
Wholesale market sales ..... farms	3	(D)	869	85	40	80
<b>FIRST POINT OF SALES</b>						
Locally (within 100 miles) ..... farms	23	(D)	1,032	58	24	35
Regionally (more than 100 miles but less than 500 miles) ..... farms	3	(D)	363	31	22	33
Nationally (500 miles or further) ..... farms	-	-	90	11	7	32
Internationally ..... farms	-	-	8	(Z)	-	-
<b>OTHER MARKETING INFORMATION</b>						
Sold products through community supported agriculture (CSA) shares ..... farms	7	(X)	85	(X)	8	(X)
Acquired sufficient amount of organic seed ..... farms	11	(X)	911	(X)	33	(X)
Had adequate organic production inputs available ..... farms	11	(X)	1,066	(X)	34	(X)