

## 2007 and 2012 Census of Agriculture Data for Direct Sales, CSAs, Value-Added Products and Agritourism for Selected Southern States and the United States

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2007 and 2012 Census of Agriculture data for direct sales of farm products for human consumption, CSAs, value-added products and agritourism may be helpful to farmers and industry partners in developing an understanding of trends in these segments of agriculture. This information was originally prepared for use during a presentation at the Southern Region Small Farms Consortium Value-Added Agriculture In-service in September 2014. Data are included for states that were involved in the event and other states surrounding Tennessee.

**Table 1. Farm Selling Products Directly to Individuals for Human Consumption, Value of Products Sold and Average Sales per Farm by State and U.S.; 2007, 2012 and Percent Change**

State & U.S.	Products Sold Directly to Individuals for Human Consumption								
	Farms			Value of Products Sold (\$1,000s)			Average Sales Per Farm		
	2007	2012	% Change	2007	2012	% Change	2007	2012	% Change
Alabama	2175	2196	1%	\$ 8,325	\$ 9,183	10%	\$ 3,828	\$ 4,182	9%
Arkansas	1657	1391	-16%	\$ 8,161	\$ 6,369	-22%	\$ 4,925	\$ 4,579	-7%
Georgia	1890	2177	15%	\$ 13,146	\$ 13,197	0%	\$ 6,956	\$ 6,062	-13%
Kentucky	3445	3438	0%	\$ 15,173	\$ 16,438	8%	\$ 4,404	\$ 4,781	9%
Mississippi	1229	1206	-2%	\$ 9,659	\$ 4,284	-56%	\$ 7,859	\$ 3,552	-55%
Missouri	4341	4096	-6%	\$ 20,982	\$ 19,664	-6%	\$ 4,833	\$ 4,801	-1%
North Carolina	3712	4475	21%	\$ 29,144	\$ 31,826	9%	\$ 7,851	\$ 7,112	-9%
South Carolina	1323	1581	20%	\$ 12,660	\$ 27,375	116%	\$ 9,569	\$ 17,315	81%
Tennessee	3581	3679	3%	\$ 15,380	\$ 19,182	25%	\$ 4,295	\$ 5,214	21%
Virginia	2855	3581	25%	\$ 28,878	\$ 41,728	44%	\$ 10,115	\$ 11,653	15%
<b>United States</b>	<b>136817</b>	<b>144530</b>	<b>6%</b>	<b>\$ 1,211,270</b>	<b>\$ 1,309,827</b>	<b>8%</b>	<b>\$ 8,853</b>	<b>\$ 9,063</b>	<b>2%</b>

**Table 2. Number of CSAs by State and U.S.; 2007, 2012 and Percent Change**

State & U.S.	CSAs		
	Farms		
	2007	2012	Change
Alabama	260	184	-29%
Arkansas	187	115	-39%
Georgia	339	261	-23%
Kentucky	544	361	-34%
Mississippi	191	137	-28%
Missouri	450	291	-35%
North Carolina	413	579	40%
South Carolina	193	152	-21%
Tennessee	251	266	6%
Virginia	335	386	15%
<b>United States</b>	<b>12549</b>	<b>12617</b>	<b>1%</b>

**Table 3. Number of Farms Marketing Value-Added Products by State and U.S.; 2007, 2012 and Percent Change**

State & U.S.	Value-Added Products		
	Farms		
	2007	2012	Change
Alabama	1637	2023	24%
Arkansas	1558	2199	41%
Georgia	1315	1635	24%
Kentucky	3368	4117	22%
Mississippi	1163	1405	21%
Missouri	3505	3926	12%
North Carolina	1429	2559	79%
South Carolina	774	808	4%
Tennessee	2719	3551	31%
Virginia	2058	2677	30%
<b>United States</b>	<b>78418</b>	<b>94799</b>	<b>21%</b>

**Table 4. Agritourism Farms, Sales and Average Sales per Farm by State and U.S.; 2007, 2012 and Percent Change**

State & U.S.	Agritourism								
	Farms			Agritourism and Recreational Sales (\$1,000)			Average Sales Per Farm		
	2007	2012	% Change	2007	2012	% Change	2007	2012	% Change
Alabama	591	787	33%	\$ 7,107	\$ 9,669	36%	\$ 12,025	\$ 12,286	2%
Arkansas	268	389	45%	\$ 4,124	\$ 3,653	-11%	\$ 15,389	\$ 9,392	-39%
Georgia	602	944	57%	\$ 14,654	\$ 26,044	78%	\$ 24,342	\$ 27,589	13%
Kentucky	428	651	52%	\$ 3,332	\$ 7,039	111%	\$ 7,786	\$ 10,813	39%
Mississippi	506	497	-2%	\$ 7,928	\$ 5,961	-25%	\$ 15,667	\$ 11,994	-23%
Missouri	588	844	44%	\$ 7,722	\$ 10,553	37%	\$ 13,133	\$ 12,503	-5%
North Carolina	602	1135	89%	\$ 12,661	\$ 17,625	39%	\$ 21,031	\$ 15,528	-26%
South Carolina	376	581	55%	\$ 8,162	\$ 5,461	-33%	\$ 21,708	\$ 9,399	-57%
Tennessee	510	616	21%	\$ 6,507	\$ 11,915	83%	\$ 12,759	\$ 19,342	52%
Virginia	476	814	71%	12909	15216	18%	27119	18693	-31%
<b>United States</b>	<b>23350</b>	<b>33161</b>	<b>42%</b>	<b>\$ 566,834</b>	<b>\$ 704,038</b>	<b>24%</b>	<b>\$ 24,276</b>	<b>\$ 21,231</b>	<b>-13%</b>

**Table 5. Agritourism Farms, Farms by Category of Receipts and Value of Sales from Farms by Category of Receipts for Tennessee and U.S.; 2007, 2012 and Percent Change**

Agritourism and Recreational Services		Tennessee			United States		
		2007	2012	% Change	2007	2012	% Change
Total Farms		510	616	21%	23350	33161	42%
Farms with Receipts of	\$1-999	161	243	51%	5104	8209	61%
	\$1,000-4,999	189	198	5%	7997	11618	45%
	\$5,000-9,999	50	32	-36%	3118	4345	39%
	\$10,000-24,999	57	61	7%	3494	4471	28%
	\$25,000+	53	82	55%	3637	4518	24%
Total Value of Sales (\$1,000s)		\$ 6,507	\$ 11,915	83%	\$ 566,834	\$704,038	24%
Average Sales per Farm		\$12,759	\$ 19,342	52%	\$ 24,276	\$ 21,231	-13%
Value of Sales (\$1,000) from Farms with Receipts of	\$1-999	\$ 70	\$ 103	47%	\$ 2,047	\$ 3,207	57%
	\$1,000-4,999	\$ 380	\$ 405	7%	\$ 18,635	\$ 26,981	45%
	\$5,000-9,999	\$ 315	\$ 216	-31%	\$ 20,614	\$ 28,619	39%
	\$10,000-24,999	\$ 893	\$ 1,005	13%	\$ 52,245	\$ 68,558	31%
	\$25,000+	\$ 4,849	\$ 10,186	110%	\$ 473,294	\$576,673	22%

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