

**Table 26. Marketing Practices on Certified Organic Farms: 2019**

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

Geographic area	Sales outlets				Production of processed or value-added organic products		Marketing through community supported agriculture shares (CSA's)
	Consumer direct sales		Retail markets, institutions, or food hubs		Farms	Value of sales (dollars)	
	Farms	Value of sales (dollars)	Farms	Value of sales (dollars)			
United States .....	2,993	300,321,165	3,196	2,035,390,579	1,318	726,546,686	1,164
Alabama .....	5	112,640	5	938,960	4	(D)	1
Alaska .....	2	(D)	4	(D)	-	-	-
Arizona .....	10	1,179,000	12	109,388,796	7	23,593,212	6
Arkansas .....	6	30,553	10	1,345,840	-	-	-
California .....	627	148,162,436	779	974,436,310	381	418,291,803	166
Colorado .....	37	4,897,225	61	19,888,738	23	3,735,456	19
Connecticut .....	35	1,150,961	23	2,825,105	15	38,516	18
Delaware .....	5	68,944	-	-	-	-	-
Florida .....	32	1,997,715	49	44,889,445	4	39,000	14
Georgia .....	23	1,483,861	36	33,217,097	6	(D)	9
Hawaii .....	64	6,394,412	70	14,425,088	52	8,416,712	8
Idaho .....	30	1,134,339	32	13,656,517	16	687,329	10
Illinois .....	25	3,118,866	15	(D)	4	6,714	16
Indiana .....	38	2,212,665	44	7,453,196	13	377,564	10
Iowa .....	48	1,128,294	51	2,359,366	18	1,099,997	12
Kansas .....	12	338,275	7	435,047	4	24,622	7
Kentucky .....	28	2,130,671	29	1,798,007	11	36,518	19
Louisiana .....	2	(D)	2	(D)	1	(D)	2
Maine .....	196	8,827,085	173	8,321,082	84	9,471,836	88
Maryland .....	37	2,349,525	31	7,164,766	12	(D)	19
Massachusetts .....	62	7,108,252	54	21,201,070	32	3,659,894	41
Michigan .....	94	5,257,101	68	11,013,793	37	1,185,586	44
Minnesota .....	63	1,706,747	50	3,721,189	28	342,539	31
Mississippi .....	5	(D)	3	(D)	2	(D)	-
Missouri .....	18	2,174,772	28	9,084,390	2	(D)	3
Montana .....	40	1,376,876	47	11,526,158	24	1,939,121	20
Nebraska .....	11	606,452	14	429,397	13	(D)	6
Nevada .....	7	(D)	10	202,341	3	22,000	2
New Hampshire .....	31	2,548,047	23	1,646,982	10	191,865	10
New Jersey .....	34	2,787,884	19	10,777,015	1	(D)	17
New Mexico .....	33	1,564,586	28	1,066,672	9	204,290	13
New York .....	250	16,250,546	245	37,719,576	79	4,278,916	105
North Carolina .....	36	944,821	43	6,815,019	11	358,956	14
North Dakota .....	3	(D)	-	-	1	(D)	2
Ohio .....	108	4,094,903	113	12,536,447	32	1,985,323	28
Oklahoma .....	8	242,621	6	(D)	2	(D)	3
Oregon .....	135	13,827,957	131	41,490,374	66	28,708,825	49
Pennsylvania .....	125	8,822,945	146	57,108,806	61	17,956,257	82
Rhode Island .....	16	2,081,396	7	462,460	2	(D)	11
South Carolina .....	14	1,758,034	9	(D)	3	(D)	4
South Dakota .....	3	7,600	9	77,663	5	7,856	2
Tennessee .....	21	1,461,219	9	220,041	5	(D)	13
Texas .....	19	2,065,300	37	10,231,250	4	(D)	13
Utah .....	7	473,160	12	16,439,932	4	2,400	3
Vermont .....	185	9,943,684	196	44,770,658	89	9,832,022	48
Virginia .....	27	1,615,743	24	(D)	15	237,563	17
Washington .....	187	10,425,786	237	452,954,297	57	170,562,391	63
West Virginia .....	5	16,378	8	299,055	-	-	3
Wisconsin .....	181	6,555,649	184	6,361,300	64	2,636,563	89
Wyoming .....	3	182,472	3	(D)	2	(D)	4