

Table 3: Value of Agricultural Products Sold Directly to Individuals for Human Consumption in The United States, 2022

	Value of Agricultural Products Sold Directly to Individuals for Human Consumption												Total Farm Sales					
	Retail Sales for Human Consumption in \$1,000's				Farms with Retail Sales to Individuals				Average Retail Sales by Farm to Individuals				All Sales in \$1,000's		Total Farms		Overall Average Sales per Farm	
	2017		2022		2017		2022		2017		2022		2017	2022	2017	2022	2017	2022
	Value	Percentage	Value	Percentage	Value	Percentage	Value	Percentage	Value	Percentage	Value	Percentage	2017	2022	2017	2022	2017	2022
United States	\$ 2,805,310	0.7%	\$ 3,263,074	0.6%	130,056	6.4%	116,617	6.1%	\$ 21,570	11.3%	\$ 27,981	9.8%	\$ 388,522,695	\$ 543,087,166	2,042,220	1,900,487	\$ 190,245	\$ 285,762
Alabama	\$ 9,384	0.2%	\$ 14,085	0.2%	1,813	4.5%	1,753	4.7%	\$ 5,176	3.5%	\$ 8,035	3.3%	\$ 5,980,595	\$ 9,035,897	40,592	37,362	\$ 147,334	\$ 241,847
Alaska	\$ 4,446	6.3%	\$ 3,320	3.7%	260	26.3%	220	18.8%	\$ 17,100	24.0%	\$ 15,091	19.5%	\$ 70,459	\$ 90,850	990	1173	\$ 71,171	\$ 77,451
Arizona	\$ 26,588	0.7%	\$ 20,213	0.4%	826	4.3%	751	4.5%	\$ 32,189	15.9%	\$ 26,915	8.6%	\$ 3,852,008	\$ 5,202,714	19,086	16,710	\$ 201,824	\$ 311,353
Arkansas	\$ 9,215	0.1%	\$ 8,537	0.1%	1,509	3.5%	1,436	3.8%	\$ 6,107	2.7%	\$ 5,945	1.6%	\$ 9,651,160	\$ 13,899,149	42,625	37,756	\$ 226,420	\$ 368,131
California	\$ 782,028	1.7%	\$ 897,506	1.5%	7,623	10.8%	5,131	8.1%	\$102,588	16.0%	\$ 174,918	18.7%	\$ 45,154,359	\$ 59,005,675	70,521	63,134	\$ 640,297	\$ 934,610
Colorado	\$ 29,911	0.4%	\$ 30,339	0.3%	2,987	7.7%	2,425	6.7%	\$ 10,014	5.2%	\$ 12,511	4.9%	\$ 7,491,702	\$ 9,222,516	38,893	36,056	\$ 192,623	\$ 255,783
Connecticut	\$ 46,925	8.1%	\$ 49,877	7.1%	1,288	23.3%	1,241	24.5%	\$ 36,432	34.7%	\$ 40,191	28.9%	\$ 580,114	\$ 704,034	5,521	5,058	\$ 105,074	\$ 139,192
Delaware	\$ 13,970	1.0%	\$ 11,395	0.5%	176	7.6%	161	7.5%	\$ 79,375	12.5%	\$ 70,776	7.3%	\$ 1,465,973	\$ 2,095,755	2,302	2,158	\$ 636,826	\$ 971,156
Florida	\$ 37,179	0.5%	\$ 38,538	0.4%	3,440	7.2%	2,941	6.6%	\$ 10,808	7.0%	\$ 13,104	5.7%	\$ 7,357,343	\$ 10,224,600	47,590	44,703	\$ 154,599	\$ 228,723
Georgia	\$ 36,499	0.4%	\$ 46,407	0.4%	2,504	5.9%	2,186	5.6%	\$ 14,576	6.5%	\$ 21,229	6.3%	\$ 9,573,252	\$ 13,239,372	42,439	39,264	\$ 225,577	\$ 337,189
Hawaii	\$ 27,982	4.9%	\$ 42,984	6.4%	1,612	22.0%	1,368	20.8%	\$ 17,297	22.5%	\$ 31,421	30.6%	\$ 563,803	\$ 673,776	7,328	6,569	\$ 76,938	\$ 102,569
Idaho	\$ 28,001	0.4%	\$ 20,984	0.2%	1,765	7.1%	1,499	6.6%	\$ 15,865	5.2%	\$ 13,999	2.9%	\$ 7,567,439	\$ 10,892,201	24,996	22,877	\$ 302,746	\$ 476,120
Illinois	\$ 44,290	0.3%	\$ 52,977	0.2%	2,628	3.6%	2,674	3.8%	\$ 16,853	7.2%	\$ 19,812	5.3%	\$ 17,009,971	\$ 26,417,147	72,651	71,123	\$ 234,133	\$ 371,429
Indiana	\$ 35,948	0.3%	\$ 45,160	0.3%	3,235	5.7%	2,735	5.1%	\$ 11,112	5.7%	\$ 16,512	4.9%	\$ 11,107,336	\$ 18,029,033	56,649	53,599	\$ 196,073	\$ 336,369
Iowa	\$ 19,974	0.1%	\$ 30,095	0.1%	2,575	3.0%	2,427	2.8%	\$ 7,757	2.3%	\$ 12,400	2.5%	\$ 28,956,455	\$ 43,935,488	86,104	86,911	\$ 336,296	\$ 505,523
Kansas	\$ 9,905	0.1%	\$ 20,099	0.1%	1,613	2.8%	1,764	3.2%	\$ 6,141	1.9%	\$ 11,394	2.6%	\$ 18,782,726	\$ 23,985,145	58,569	55,734	\$ 320,694	\$ 430,350
Kentucky	\$ 28,836	0.5%	\$ 24,124	0.3%	3,782	5.0%	2,944	4.2%	\$ 7,625	10.1%	\$ 8,194	7.1%	\$ 5,737,920	\$ 8,005,745	75,966	69,425	\$ 75,533	\$ 115,315
Louisiana	\$ 9,846	0.3%	\$ 11,294	0.2%	1,201	4.4%	1,296	5.2%	\$ 8,198	7.1%	\$ 8,715	4.5%	\$ 3,172,978	\$ 4,807,123	27,386	25,006	\$ 115,861	\$ 192,239
Maine	\$ 37,868	5.7%	\$ 34,902	4.0%	2,045	26.9%	1,774	25.2%	\$ 18,517	21.1%	\$ 19,674	15.9%	\$ 666,962	\$ 869,526	7,600	7,036	\$ 87,758	\$ 123,582
Maryland	\$ 54,097	2.2%	\$ 55,718	1.6%	1,347	10.8%	1,290	10.3%	\$ 40,161	20.2%	\$ 43,192	16.0%	\$ 2,472,805	\$ 3,378,072	12,429	12,550	\$ 198,954	\$ 269,169
Massachusetts	\$ 100,466	21.1%	\$ 84,226	13.9%	1,814	25.1%	1,860	26.3%	\$ 55,384	84.4%	\$ 45,283	52.8%	\$ 475,184	\$ 607,161	7,241	7,083	\$ 65,624	\$ 85,721
Michigan	\$ 90,677	1.1%	\$ 132,787	1.1%	5,669	11.9%	5,295	11.6%	\$ 15,995	9.3%	\$ 25,078	9.4%	\$ 8,220,935	\$ 12,212,745	47,641	45,581	\$ 172,560	\$ 267,935
Minnesota	\$ 39,117	0.2%	\$ 44,673	0.2%	3,533	5.1%	3,339	5.1%	\$ 11,072	4.1%	\$ 13,379	3.1%	\$ 18,395,390	\$ 28,482,097	68,822	65,531	\$ 267,289	\$ 434,635
Mississippi	\$ 6,959	0.1%	\$ 4,755	0.1%	1,094	3.1%	1,004	3.2%	\$ 6,361	3.6%	\$ 4,736	1.8%	\$ 6,195,968	\$ 8,247,775	34,988	31,290	\$ 177,088	\$ 263,591
Missouri	\$ 30,330	0.3%	\$ 35,001	0.2%	3,640	3.8%	3,215	3.7%	\$ 8,332	7.5%	\$ 10,887	6.5%	\$ 10,525,938	\$ 14,697,022	95,320	87,887	\$ 110,427	\$ 167,226
Montana	\$ 9,797	0.3%	\$ 15,732	0.3%	1,154	4.3%	931	3.8%	\$ 8,490	6.5%	\$ 16,898	9.0%	\$ 3,520,623	\$ 4,544,537	27,048	24,266	\$ 130,162	\$ 187,280
Nebraska	\$ 9,041	0.0%	\$ 16,566	0.1%	1,187	2.6%	1,107	2.5%	\$ 7,617	1.6%	\$ 14,965	2.3%	\$ 21,983,430	\$ 29,413,398	46,332	44,479	\$ 474,476	\$ 661,287
Nevada	\$ 13,642	2.0%	\$ 3,925	0.4%	254	7.4%	202	6.5%	\$ 53,709	27.6%	\$ 19,431	6.3%	\$ 665,758	\$ 959,681	3,423	3,122	\$ 194,495	\$ 307,393
New Hampshire	\$ 32,279	17.2%	\$ 30,061	12.1%	1,193	28.9%	1,087	27.5%	\$ 27,057	59.4%	\$ 27,655	43.8%	\$ 187,794	\$ 249,304	4,123	3,949	\$ 45,548	\$ 63,131
New Jersey	\$ 89,087	8.1%	\$ 88,452	5.9%	1,797	18.2%	1,853	18.5%	\$ 49,575	44.6%	\$ 47,734	32.1%	\$ 1,097,950	\$ 1,487,751	9,883	9,998	\$ 111,095	\$ 148,805
New Mexico	\$ 12,321	0.5%	\$ 10,576	0.4%	1,483	5.9%	1,142	5.4%	\$ 8,308	8.1%	\$ 9,261	6.6%	\$ 2,582,343	\$ 2,949,036	25,044	20,976	\$ 103,112	\$ 140,591
New York	\$ 222,711	4.1%	\$ 288,147	3.6%	5,697	17.0%	5,279	17.2%	\$ 39,093	24.3%	\$ 54,584	20.8%	\$ 5,369,212	\$ 8,037,292	33,438	30,650	\$ 160,572	\$ 262,228
North Carolina	\$ 69,968	0.5%	\$ 86,907	0.5%	4,058	8.7%	3,682	8.6%	\$ 17,242	6.2%	\$ 23,603	5.4%	\$ 12,900,674	\$ 18,692,574	46,418	42,817	\$ 277,924	\$ 436,569
North Dakota	\$ 3,331	0.0%	\$ 3,666	0.0%	312	1.2%	332	1.3%	\$ 10,676	3.4%	\$ 11,042	2.3%	\$ 8,234,102	\$ 12,138,799	26,364	25,068	\$ 312,324	\$ 484,235
Ohio	\$ 79,413	0.9%	\$ 90,371	0.6%	6,130	7.9%	5,748	7.6%	\$ 12,955	10.8%	\$ 15,722	7.8%	\$ 9,341,225	\$ 15,412,137	77,805	76,009	\$ 120,059	\$ 202,767
Oklahoma	\$ 9,929	0.1%	\$ 14,572	0.2%	2,344	3.0%	2,535	3.6%	\$ 4,236	4.5%	\$ 5,748	4.7%	\$ 7,465,512	\$ 8,540,529	78,531	70,378	\$ 95,065	\$ 121,352
Oregon	\$ 84,272	1.7%	\$ 116,516	1.6%	5,720	15.2%	4,550	12.8%	\$ 14,733	11.1%	\$ 25,608	13.4%	\$ 5,006,822	\$ 6,771,166	37,616	35,547	\$ 133,104	\$ 190,485
Pennsylvania	\$ 173,802	2.2%	\$ 162,642	1.7%	6,403	12.0%	5,525	11.3%	\$ 27,144	18.6%	\$ 29,437	14.0%	\$ 7,758,884	\$ 10,282,392	53,157	49,053	\$ 145,962	\$ 209,618
Rhode Island	\$ 10,164	17.5%	\$ 11,828	12.7%	249	23.9%	277	26.3%	\$ 40,819	73.4%	\$ 42,700	48.5%	\$ 57,998	\$ 92,830	1,043	1,054	\$ 55,607	\$ 88,074
South Carolina	\$ 29,987	1.0%	\$ 29,262	0.7%	1,522	6.1%	1,708	7.5%	\$ 19,702	16.2%	\$ 17,132	8.8%	\$ 3,008,739	\$ 4,427,204	24,791	22,633	\$ 121,364	\$ 195,608
South Dakota	\$ 3,354	0.0%	\$ 5,809	0.0%	580	1.9%	553	2.0%	\$ 5,783	1.8%	\$ 10,505	2.3%	\$ 9,721,522	\$ 12,935,225	29,968	28,299	\$ 324,397	\$ 457,091
Tennessee	\$ 34,844	0.9%	\$ 28,022	0.5%	3,773	5.4%	3,090	4.9%	\$ 9,235	17.0%	\$ 9,069	11.1%	\$ 3,798,934	\$ 5,161,034	69,983	63,105	\$ 54,284	\$ 81,785
Texas	\$ 45,584	0.2%	\$ 113,140	0.4%	7,667	3.1%	7,883	3.4%	\$ 5,945	5.9%	\$ 14,352	10.3%	\$ 24,924,041	\$ 32,166,561	248,416	230,662	\$ 100,332	\$ 139,453
Utah	\$ 17,958	1.0%	\$ 15,306	0.7%	1,275	6.9%	1,133	6.5%	\$ 14,085	14.1%	\$ 13,509	10.0%	\$ 1,838,610	\$ 2,341,598	18,409	17,386	\$ 99,876	\$ 134,683
Vermont	\$ 49,971	6.4%	\$ 42,979	4.2%	1,833	26.9%	1,639	25.1%	\$ 27,262	23.8%	\$ 26,223	16.6%	\$ 780,968	\$ 1,033,194	6,808	6,537	\$ 114,713	\$ 158,053
Virginia	\$ 101,660	2.6%	\$ 136,600	2.5%	3,586	8.3%	3,227	8.3%	\$ 28,349	30.9%	\$ 42,330	30.1%	\$ 3,960,501	\$ 5,491,996	43,225	38,995	\$ 91,625	\$ 140,838
Washington	\$ 68,574	0.7%	\$ 98,737	0.8%	4,503	12.6%	3,564	11.1%	\$ 15,229	5.7%	\$ 27,704	7.0%	\$ 9,634,461	\$ 12,751,572	35,793	32,076	\$ 269,172	\$ 397,542
West Virginia	\$ 11,199	1.5%	\$ 6,772	0.7%	1,700	7.2%	1,502	6.6%	\$ 6,588	20.6%	\$ 4,509	10.8%	\$ 754,279	\$ 947,765	23,622	22,787	\$ 31,931	\$ 41,592
Wisconsin	\$ 58,576	0.5%	\$ 81,758	0.5%	5,088	7.9%	4,848	8.3%	\$ 11,513	6.5%	\$ 16,864	5.9%	\$ 11,427,423	\$ 16,698,780	64,793	58,521	\$ 176,368	\$ 285,347
Wyoming	\$ 3,510	0.2%	\$ 4,732	0.3%	569	4.8%	491	4.7%	\$ 6,169	5.0%	\$ 9,637	6.4%	\$ 1,472,113	\$ 1,600,189	11,938	10,544	\$ 123,313	\$ 151,763