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Direct Sales of Agricultural Products to Consumers in the Northeast

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Abstract

Direct sales of agricultural products to consumers are important in the northeastern United States, and their importance is for the most part growing over time. To a large extent, concentrated urbanization in the region provides ready markets for farmers seeking to sell their products directly to consumers. In addition, however, direct sales may allow farmers to keep their farms in operation, even as developers offer them incentives to sell their land. This Report presents data on direct sales of agricultural products to consumers in counties in the Northeast, concepts involved in marketing margin analyses, and resources related to direct sales of agricultural products to consumers.

Introduction

Over time, more and more value is added to basic farm commodities after they leave the farm gate and, as a result, farmers are receiving a diminishing share of the consumers' dollar over time. Value-added activities include processing, sorting and grading, advertising, shipping and packaging. Consumers increasingly "demand" these types of services as their incomes rise.

One way in which to measure the relative amount of value added to a commodity is in the form of farm-to-retail price spreads. For example, the average farm value of a dozen Grade A large eggs in 1999 was \$0.45, compared with a retail price of \$0.96. For one pound of red delicious apples, these prices were \$0.19 and \$0.90, respectively. The relative amount of value added is clearly greater in the case of apples than in the case of eggs. Alternatively, the farmer's share of the consumer's dollar is greater in the case of eggs than apples. Additional information on food marketing and price spreads is available at the USDA's ERS Briefing Room, www.ers.usda.gov/briefing/foodpricespreads/.

Basic data on direct marketing

Direct marketing has become an important strategy for agricultural producers seeking to capture a larger

share of the consumer's dollar. The adjacent box explains how the National Agricultural Statistics Service formally defines direct marketing. Direct marketing may be an important strategy for farmers to remain in business even as

developers make attractive offers to them for their land. The close proximity of large numbers of consumers potentially makes direct marketing attractive.

It is perhaps no surprise that the Northeast, which has some of the highest land values in the nation, also leads the nation in direct marketing of farm products (Table 1). The figure on the next page on direct sales to consumers reveals a heavy concentration of sales along the eastern seaboard, around the Great Lakes, and California.

The importance of direct sales of agricultural products to consumers in the Northeast is evident from the fact that eight of the top ten states nationally are in this

Value of agricultural products sold directly to individuals for human consumption.

This item represents the value of agricultural products produced and sold directly to individuals for human consumption from roadside stands, farmers' markets, pick-your-own sites, etc. It excludes non-edible products such as nursery crops, cut flowers, wool, etc. Sales of agricultural products by vertically integrated operations through their own processing and marketing operations were excluded.

NASS CD-Rom, 1999

Direct Sales to Consumers, Value Per Farm: 1997

Direct Sales to Consumers as a Percent of Total Sales: 1997

gate price. In practice, the margin may be difficult to ascertain because the underlying raw commodity is processed and transformed during the various marketing stages. For example, an egg sold at the farm gate as a basic commodity may be sold at retail in the form of an omelet in a restaurant, so that determining the (separate) price of that egg at retail is not straight-forward.

In analyses of marketing margins, the supply at the farm gate and the demand at retail is considered to be "given" (or primary), while the supply at retail and demand at the farm gate are considered to be "derived" from the primary supply and demand curves. The two derived curves are displaced vertically from the primary curves by an amount equaling the marketing margin. This margin reflects the real costs of bringing the raw commodities to market, in a form desired by the consumer, and it includes the profits earned by market intermediaries.

Farmers who sell directly to consumers essentially "cut out" the market intermediaries and work off the retail demand and supply curves. In other words, they provide their own marketing functions, such as sorting and grading raw products, or transporting their wares to the local supermarket themselves. When producers can do so in a profitable manner (i.e., cover all of their costs of providing this extra service), it makes good sense for them to do so. Sometimes, however, producers fail to consider all of the costs involved in direct marketing, including the opportunity cost of their own time (i.e., they need to pay themselves for time spent at a market stand selling products). The Agricultural Alternatives web-site featured below in the section on References and Additional Resources

contains information on costs involved in producing and marketing various agricultural products.

Producers may also provide services to consumers that other market intermediaries cannot, such as timeliness that results in fresher produce. In other circumstances, however, it may be difficult for individual producers to compete with large-scale processors, such as in the case of prepackaged, washed lettuce.

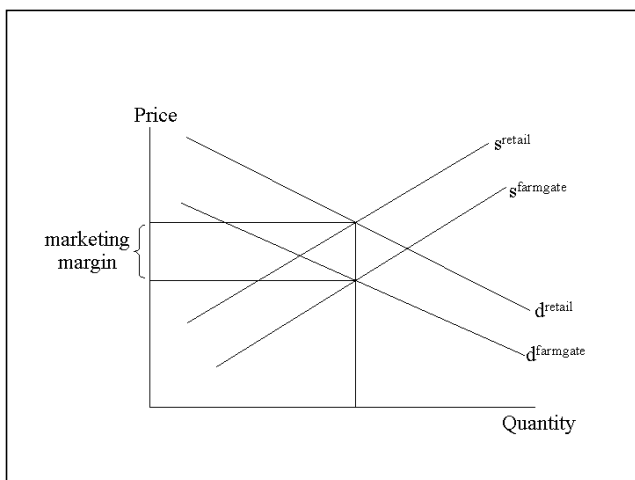
Extensions

As an additional piece of information about the relationship between population density and direct marketing, we have found that a negative relationship exists between population density and the adoption of the web as a marketing tool by northern New England maple syrup producers. In other words, as population density increases, the perceived need to use the web as a marketing tool declines; presumably, this is so because the greater population density makes it easier for producers to get in touch with potential customers. While this is a very limited sample (consisting of only three observations, on VT, NH and ME) the finding underscores the importance of population density in marketing.

In future research, we will investigate the effects of direct sales and niche marketing in urban food sheds on achieving community vitality, and as forces that counteract urban sprawl.

Conclusion

This report provides basic information and data on direct marketing of agricultural products to consumers, with an emphasis on the northeastern United States. With the close proximity to major population centers, farmers in the region have important opportunities for selling this production directly to consumers, in the process cutting out market intermediaries (middlemen and -women). For at least some farmers, direct marketing may be an important strategy for keeping their land in agricultural production. Even so, direct marketing is challenging, and producers who are contemplating such activities are well-advised to carefully consider all financial dimensions before investing resources in these activities.



References and Additional Resources



For producers who have no experience growing a particular commodity, the challenge of overcoming obstacles associated with direct marketing to consumers can be formidable. Penn State University has developed An Introduction to Agricultural Alternatives web-site, which can be helpful in this regard. "Unlike publications for experienced producers, the Agricultural Alternatives fact sheets are developed for those unfamiliar with the enterprise. Each fact sheet in the series contains information on marketing, production, enterprise budgeting, and resource requirements to provide a balanced evaluation of the enterprise." For more information, see: <http://agalternatives.aers.psu.edu/>

The Northeast Regional Food Guide, Fact Sheets, Cornell University. Available at : www.nutrition.cornell.edu/foodguide/resources.html. Accessed 12/4/2001.

USDA Agricultural Marketing Service, "Direct Marketing Today: Challenges and Opportunities," February 2000, Washington, DC, 60pp.

USDA National Agricultural Statistics Service, Census of Agriculture, 1997, Washington, DC, 1999.

Appendix (based on NASS 1999)

Market value of agricultural products sold. This category represents the gross market value before taxes and production expenses of all agricultural products sold or removed from the place in 1997 regardless of who received the payment. It includes sales by the operator as well as the value of any shares received by partners, landlords, contractors, or others associated with the operation. In addition, it includes receipts from placing commodities in the Commodity Credit Corporation (CCC) loan program in 1997. It does not include payments received for participation in other federal farm programs nor does it include income from farm-related sources such as customwork and other agricultural services, or income from nonfarm sources.

The value of crops sold in 1997 does not necessarily represent the sales from crops harvested in 1997. Data may include sales from crops produced in earlier years and may exclude some crops produced in 1997 but held in storage and not sold. For commodities such as sugar beets and wool sold through a co-op which made payments in several installments, respondents were requested to report the total value received in 1997.

The value of agricultural products sold was requested of all operators. If the operator failed to report this information, estimates were made based on the amount of crops harvested, livestock or poultry inventory, or number sold. Extensive estimation was required for operators growing crops or livestock under contract.

Caution should be used when comparing sales in 1997 with sales reported in earlier censuses. Sales figures are expressed in current dollars and have not been adjusted for inflation or deflation.

Appendix Table 1

Value of Agricultural Products Sold Directly to Customers Per Farm: 1992 and 1997									
County	1997	Rank	1992	Rank	County	1997	Rank	1992	Rank
Fairfield, CT	22,887	9	14,651	30	Atlantic, NJ	8,113	109	8,735	70
Hartford, CT	15,478	28	13,952	34	Bergen, NJ	14,212	34	4,772	141
Litchfield, CT	9,446	94	7,103	97	Burlington, NJ	26,312	5	13,612	36
Middlesex, CT	18,042	22	14,880	29	Camden, NJ	13,516	43	17,307	17
New Haven, CT	25,946	6	8,977	68	Cape May, NJ	15,564	27	9,213	65
New London, CT	6,601	140	5,462	119	Cumberland, NJ	12,341	57	7,564	87
Tolland, CT	9,323	96	9,177	67	Essex, NJ	4,393	195	22,597	7
Windham, CT	12,548	54	4,899	138	Gloucester, NJ	14,449	31	15,116	27
Kent, DE	12,422	56	13,324	38	Hudson, NJ	0	281	0	282
New Castle, DE	3,512	207	2,664	213	Hunterdon, NJ	4,420	194	4,895	139
Sussex, DE	18,815	21	17,662	16	Mercer, NJ	19,510	18	5,904	112
Androscoggin, ME	12,893	50	12,752	40	Middlesex, NJ	19,217	20	14,533	31
Aroostook, ME	5,940	151	10,827	52	Monmouth, NJ	9,343	95	7,680	85
Cumberland, ME	8,264	105	4,442	150	Morris, NJ	7,708	114	3,136	196
Franklin, ME	5,213	169	4,559	148	Ocean, NJ	5,272	167	4,107	162
Hancock, ME	7,449	123	4,091	164	Passaic, NJ	2,491	231	569	274
Kennebec, ME	7,954	111	4,402	152	Salem, NJ	13,542	42	7,962	80
Knox, ME	7,759	113	5,707	115	Somerset, NJ	6,799	137	3,135	197
Lincoln, ME	5,692	158	4,371	155	Sussex, NJ	4,964	180	3,213	189
Oxford, ME	5,323	165	4,660	145	Union, NJ	6,940	135	2,725	209
Penobscot, ME	7,262	126	3,529	179	Warren, NJ	8,680	100	4,751	142
Piscataquis, ME	2,733	222	2,976	202	Albany, NY	10,216	83	16,014	21
Sagadahoc, ME	6,001	150	2,401	223	Allegany, NY	3,523	206	3,084	198
Somerset, ME	5,408	162	3,654	177	Bronx, NY	0	281	0	282
Waldo, ME	3,674	204	2,997	201	Broome, NY	12,956	48	11,879	46
Washington, ME	2,205	243	1,579	248	Cattaraugus, NY	4,945	183	4,602	146
York, ME	11,893	64	8,433	72	Cayuga, NY	11,301	71	4,313	156
Allegany, MD	4,325	196	2,675	212	Chautauqua, NY	5,294	166	4,007	167
Anne Arundel, MD	7,545	119	5,435	120	Chemung, NY	6,231	145	6,845	99
Baltimore, MD	13,695	41	10,649	53	Chenango, NY	5,145	172	2,970	203
Calvert, MD	5,822	154	3,898	172	Clinton, NY	6,592	141	3,241	188
Caroline, MD	12,147	59	18,349	13	Columbia, NY	13,743	39	21,008	9
Carroll, MD	11,068	75	4,730	144	Cortland, NY	3,083	214	2,610	217
Cecil, MD	12,625	53	11,922	45	Delaware, NY	4,799	188	3,945	171
Charles, MD	2,713	224	3,629	178	Dutchess, NY	15,953	25	33,569	2
Dorchester, MD	6,163	148	5,670	116	Erie, NY	12,043	61	8,167	76
Frederick, MD	8,153	107	3,307	183	Essex, NY	5,008	177	2,623	216
Garrett, MD	2,212	241	2,746	208	Franklin, NY	2,796	221	2,205	231
Harford, MD	4,906	185	4,249	158	Fulton, NY	20,629	14	12,470	42
Howard, MD	4,724	189	4,906	137	Genesee, NY	7,483	122	4,412	151
Kent, MD	3,244	211	3,697	174	Greene, NY	10,458	80	6,485	105
Montgomery, MD	6,584	142	5,157	125	Hamilton, NY	(NA)	(NA)	0	282
Prince George's, MD	11,218	73	11,340	48	Herkimer, NY	9,524	93	3,952	170
Queen Anne's, MD	11,639	66	17,303	18	Jefferson, NY	5,879	152	6,821	100
St. Mary's, MD	4,934	184	3,791	173	Kings, NY	0	281	0	282
Somerset, MD	2,640	226	2,213	227	Lewis, NY	3,075	215	6,420	106
Talbot, MD	11,331	70	263	280	Livingston, NY	5,190	170	1,612	247
Washington, MD	5,138	173	3,198	193	Madison, NY	5,796	155	10,886	50
Wicomico, MD	10,129	85	5,021	131	Monroe, NY	15,699	26	11,933	44
Worcester, MD	9,923	88	6,692	103	Montgomery, NY	11,580	68	5,542	118
Baltimore city, MD	0	281	0	282	Nassau, NY	22,157	11	6,775	101
Barnstable, MA	4,472	192	4,746	143	New York, NY	0	281	0	282
Berkshire, MA	7,595	117	6,327	108	Niagara, NY	10,642	77	7,798	83
Bristol, MA	19,587	17	21,144	8	Oneida, NY	10,339	82	7,419	89
Dukes, MA	12,753	51	18,195	15	Onondaga, NY	9,268	98	16,425	19
Essex, MA	26,867	3	20,805	10	Ontario, NY	11,301	71	10,377	55
Franklin, MA	12,933	49	7,515	88	Orange, NY	24,220	8	29,196	4
Hampden, MA	13,811	37	10,847	51	Orleans, NY	12,636	52	7,387	91
Hampshire, MA	12,303	58	5,818	114	Oswego, NY	6,563	143	7,612	86
Middlesex, MA	19,369	19	16,320	20	Otsego, NY	2,801	220	4,568	147
Nantucket, MA	(NA)	(NA)	(NA)	(NA)	Putnam, NY	(NA)	(NA)	(NA)	(NA)
Norfolk, MA	11,922	63	12,362	43	Queens, NY	(NA)	(NA)	0	282
Plymouth, MA	10,174	84	4,960	134	Rensselaer, NY	4,843	187	3,416	180
Suffolk, MA	(NA)	(NA)	(NA)	(NA)	Richmond, NY	0	281	0	282
Worcester, MA	21,775	12	19,575	12	Rockland, NY	(NA)	(NA)	(NA)	(NA)
Belknap, NH	17,036	24	6,188	110	St. Lawrence, NY	2,815	219	4,915	136
Carroll, NH	8,602	101	6,748	102	Saratoga, NY	7,559	118	8,040	78
Cheshire, NH	5,021	176	7,318	92	Schenectady, NY	7,605	116	5,228	123
Coos, NH	7,222	128	6,327	108	Schoharie, NY	13,983	35	15,510	24
Grafton, NH	4,698	191	4,220	159	Schuyler, NY	5,337	164	5,011	132
Hillsborough, NH	19,713	16	8,033	79	Seneca, NY	9,986	87	4,843	140
Merrimack, NH	10,946	76	9,187	66	Steuben, NY	4,008	202	3,209	192
Rockingham, NH	25,487	7	15,215	26	Suffolk, NY	30,563	2	29,713	3
Strafford, NH	9,834	89	5,919	111	Sullivan, NY	6,975	133	4,458	149
Sullivan, NH	7,404	125	7,688	84	Tioga, NY	6,985	132	7,273	93

Source: USDA, NASS 1997 Census of Agriculture CD-ROM.

Note: Counties in bold-face type are classified as Non-metropolitan.

Value of Agricultural Products Sold Directly to Customers Per Farm: 1992 and 1997									
County	1997	Rank	1992	Rank	County	1997	Rank	1992	Rank
Tompkins, NY	8,910	99	3,195	194	Bristol, RI	11,637	67	7,935	81
Ulster, NY	26,700	4	35,171	1	Kent, RI	8,309	104	3,211	191
Warren, NY	1,730	254	1,936	240	Newport, RI	37,251	1	20,555	11
Washington, NY	19,715	15	18,236	14	Providence, RI	11,140	74	14,911	28
Wayne, NY	8,262	106	4,117	161	Washington, RI	14,346	33	9,872	61
Westchester, NY	5,661	159	1,720	246	Addison, VT	5,723	157	4,053	166
Wyoming, NY	6,638	139	5,831	113	Bennington, VT	4,453	193	15,613	22
Yates, NY	6,752	138	5,111	127	Caledonia, VT	3,293	210	2,207	228
Adams, PA	22,281	10	11,617	47	Chittenden, VT	7,502	121	7,111	96
Allegheny, PA	13,020	47	10,427	54	Essex, VT	2,721	223	1,147	264
Armstrong, PA	4,192	198	4,921	135	Franklin, VT	7,104	129	9,664	63
Beaver, PA	15,460	30	10,278	57	Grand Isle, VT	10,033	86	13,372	37
Bedford, PA	3,593	205	2,491	222	Lamoille, VT	5,784	156	3,074	199
Berks, PA	13,157	46	13,192	39	Orange, VT	7,104	129	6,655	104
Blair, PA	10,592	78	7,196	95	Orleans, VT	4,880	186	2,912	205
Bradford, PA	5,401	163	4,993	133	Rutland, VT	9,807	92	10,355	56
Bucks, PA	17,821	23	13,891	35	Washington, VT	5,049	174	4,267	157
Butler, PA	6,343	144	7,407	90	Windham, VT	8,392	102	3,155	195
Cambria, PA	3,044	216	2,646	215	Windsor, VT	5,479	160	3,342	182
Cameron, PA	1,369	264	1,940	238	Barbour, WV	1,202	268	1,823	241
Carbon, PA	13,931	36	3,302	184	Berkeley, WV	6,207	146	2,366	224
Centre, PA	5,046	175	4,402	152	Boone, WV	(NA)	(NA)	722	272
Chester, PA	21,746	13	15,407	25	Braxton, WV	609	280	1,141	265
Clarion, PA	3,414	209	2,532	220	Brooke, WV	2,208	242	758	270
Clearfield, PA	2,533	230	2,161	233	Cabell, WV	1,020	272	2,207	228
Clinton, PA	6,110	149	9,987	60	Calhoun, WV	674	278	397	279
Columbia, PA	12,079	60	8,210	75	Clay, WV	2,228	240	565	275
Crawford, PA	2,879	217	2,689	210	Doddridge, WV	1,484	261	1,252	259
Cumberland, PA	4,124	199	5,553	117	Fayette, WV	1,406	263	1,235	260
Dauphin, PA	6,170	147	3,256	187	Gilmer, WV	1,176	270	570	273
Delaware, PA	12,545	55	25,162	6	Grant, WV	2,361	237	1,728	245
Elk, PA	4,722	190	(NA)	(NA)	Greenbrier, WV	2,538	229	1,378	256
Erie, PA	10,571	79	14,193	33	Hampshire, WV	2,713	224	3,693	175
Fayette, PA	7,530	120	2,514	221	Hancock, WV	2,816	218	1,937	239
Forest, PA	1,632	258	(NA)	(NA)	Hardy, WV	3,237	212	3,992	169
Franklin, PA	8,125	108	5,173	124	Harrison, WV	1,892	250	1,568	249
Fulton, PA	5,004	178	8,599	71	Jackson, WV	1,853	251	2,207	228
Greene, PA	1,734	253	2,097	236	Jefferson, WV	4,954	181	12,499	41
Huntingdon, PA	7,226	127	2,558	218	Kanawha, WV	1,660	256	903	268
Indiana, PA	13,758	38	5,312	122	Lewis, WV	888	274	178	281
Jefferson, PA	4,302	197	5,029	130	Lincoln, WV	2,156	245	1,050	266
Juniata, PA	7,430	124	10,170	58	Logan, WV	0	281	0	282
Lackawanna, PA	9,822	91	15,580	23	McDowell, WV	2,440	232	2,350	225
Lancaster, PA	7,817	112	8,404	73	Marion, WV	1,672	255	1,161	263
Lawrence, PA	6,963	134	7,861	82	Marshall, WV	1,407	262	2,535	219
Lebanon, PA	7,031	131	10,916	49	Mason, WV	2,581	228	2,896	206
Lehigh, PA	9,826	90	5,052	129	Mercer, WV	1,202	268	1,417	253
Luzerne, PA	12,024	62	7,269	94	Mineral, WV	2,238	239	4,001	168
Lycoming, PA	11,856	65	3,302	184	Mingo, WV	0	281	0	282
McKean, PA	1,548	259	2,162	232	Monongalia, WV	2,348	238	3,394	181
Mercer, PA	5,836	153	4,185	160	Monroe, WV	13,714	40	2,952	204
Mifflin, PA	4,110	200	5,146	126	Morgan, WV	1,782	252	1,801	243
Monroe, PA	8,384	103	14,423	32	Nicholas, WV	908	273	2,680	211
Montgomery, PA	13,479	44	9,685	62	Ohio, WV	880	275	1,477	251
Montour, PA	7,648	115	5,100	128	Pendleton, WV	3,224	213	1,176	261
Northampton, PA	13,158	45	8,796	69	Pleasants, WV	1,245	267	3,691	176
Northumberland, PA	8,003	110	9,443	64	Pocahontas, WV	2,426	234	1,285	258
Perry, PA	6,863	136	4,093	163	Preston, WV	2,414	235	2,146	234
Philadelphia, PA	0	281	0	282	Putnam, WV	2,376	236	5,417	121
Pike, PA	(NA)	(NA)	27,278	5	Raleigh, WV	1,310	266	4,079	165
Potter, PA	1,498	260	1,388	255	Randolph, WV	2,168	244	434	278
Schuylkill, PA	14,411	32	6,998	98	Ritchie, WV	726	277	1,414	254
Snyder, PA	5,186	171	3,279	186	Roane, WV	2,126	247	1,169	262
Somerset, PA	3,895	203	2,802	207	Summers, WV	1,041	271	853	269
Sullivan, PA	(NA)	(NA)	1,350	257	Taylor, WV	1,908	249	1,447	252
Susquehanna, PA	5,438	161	8,122	77	Tucker, WV	2,587	227	1,819	242
Tioga, PA	5,259	168	2,279	226	Tyler, WV	2,140	246	3,213	189
Union, PA	4,953	182	2,652	214	Upshur, WV	823	276	541	276
Venango, PA	3,475	208	3,042	200	Wayne, WV	1,325	265	906	267
Warren, PA	9,271	97	1,743	244	Webster, WV	1,655	257	1,506	250
Washington, PA	10,384	81	8,342	74	Wetzel, WV	4,089	201	509	277
Wayne, PA	2,430	233	2,078	237	Wirt, WV	673	279	744	271
Westmoreland, PA	15,475	29	4,395	154	Wood, WV	2,125	248	2,124	235
Wyoming, PA	4,984	179	6,360	107	Wyoming, WV	(NA)	(NA)	0	282
York, PA	11,438	69	10,058	59					

Source: USDA, NASS 1997 Census of Agriculture CD-ROM.

Note: Counties in bold-face type are classified as Non-metropolitan.

Appendix Table 2

Value of Direct Sales to Customers as a Percent of Total Value of Ag Products Sold: 1997

County	1997	Rank	County	1997	Rank	County	1997	Rank	County	1997	Rank
Fairfield, CT	8.56	10	Atlantic, NJ	1.06	176	Tompkins, NY	1.14	165	Bristol, RI	3.76	52
Hartford, CT	2.36	97	Bergen, NJ	3.94	47	Ulster, NY	6.06	21	Kent, RI	3.39	59
Litchfield, CT	4.95	34	Burlington, NJ	4.66	36	Warren, NY	0.64	226	Newport, RI	6.93	17
Middlesex, CT	2.76	86	Camden, NJ	3.94	46	Washington, NY	1.98	116	Providence, RI	5.07	30
New Haven, CT	5.09	29	Cape May, NJ	8.92	8	Wayne, NY	1.04	179	Washington, RI	3.40	58
New London, CT	0.52	242	Cumberland, NJ	0.92	191	Westchester, NY	0.86	197	Addison, VT	0.51	244
Tolland, CT	2.84	80	Essex, NJ	1.80	124	Wyoming, NY	0.42	255	Bennington, VT	2.04	111
Windham, CT	2.74	87	Gloucester, NJ	2.22	102	Yates, NY	1.61	138	Caledonia, VT	0.99	183
Kent, DE	0.44	250	Hudson, NJ	0.00	280	Adams, PA	1.69	132	Chittenden, VT	2.67	89
New Castle, DE	0.43	253	Hunterdon, NJ	2.80	83	Allegheny, PA	7.35	14	Essex, VT	0.44	248
Sussex, DE	0.21	270	Mercer, NJ	7.80	13	Armstrong, PA	0.79	205	Franklin, VT	0.54	240
Androscoggin, ME	1.20	158	Middlesex, NJ	3.41	57	Beaver, PA	8.71	9	Grand Isle, VT	1.68	133
Aroostook, ME	0.57	236	Monmouth, NJ	2.14	106	Bedford, PA	0.59	233	Lamoille, VT	1.57	142
Cumberland, ME	5.92	22	Morris, NJ	2.26	101	Berks, PA	1.06	175	Orange, VT	2.78	85
Franklin, ME	4.40	37	Ocean, NJ	3.87	49	Blair, PA	0.85	199	Orleans, VT	0.48	246
Hancock, ME	1.62	137	Passaic, NJ	0.83	200	Bradford, PA	0.52	243	Rutland, VT	3.32	62
Kennebec, ME	1.71	128	Salem, NJ	1.42	149	Bucks, PA	2.81	81	Washington, VT	2.15	105
Knox, ME	6.92	18	Somerset, NJ	3.44	54	Butler, PA	3.23	67	Windham, VT	3.42	56
Lincoln, ME	4.31	40	Sussex, NJ	3.88	48	Cambria, PA	0.79	206	Windsor, VT	3.31	63
Oxford, ME	2.92	77	Union, NJ	0.35	262	Cameron, PA	2.19	103	Barbour, WV	0.87	196
Penobscot, ME	2.42	94	Warren, NJ	2.81	82	Carbon, PA	5.11	28	Berkeley, WV	1.71	129
Piscataquis, ME	1.62	136	Albany, NY	3.43	55	Centre, PA	1.18	160	Boone, WV	(NA)	(NA)
Sagadahoc, ME	6.85	19	Allegany, NY	0.86	198	Chester, PA	0.94	188	Braxton, WV	0.40	258
Somerset, ME	1.60	139	Bronx, NY	0.00	280	Clarion, PA	1.16	164	Brooke, WV	2.00	114
Waldo, ME	1.44	145	Broome, NY	3.78	51	Clearfield, PA	1.17	163	Cabell, WV	0.75	209
Washington, ME	0.29	265	Cattaraugus, NY	0.97	186	Clinton, PA	1.03	181	Calhoun, WV	1.02	182
York, ME	9.13	7	Cayuga, NY	0.91	192	Columbia, PA	2.08	108	Clay, WV	3.33	61
Allegany, MD	1.96	118	Chautauqua, NY	0.98	185	Crawford, PA	0.67	221	Doddridge, WV	2.01	113
Anne Arundel, MD	3.17	70	Chemung, NY	2.08	109	Cumberland, PA	0.55	239	Fayette, WV	0.83	201
Baltimore, MD	2.89	78	Chenango, NY	0.65	225	Dauphin, PA	0.67	219	Gilmer, WV	1.08	173
Calvert, MD	2.95	76	Clinton, NY	0.41	257	Delaware, PA	1.42	148	Grant, WV	0.06	276
Caroline, MD	0.43	251	Columbia, NY	1.44	146	Elk, PA	3.69	53	Greenbrier, WV	0.20	271
Carroll, MD	1.72	127	Cortland, NY	0.37	260	Erie, PA	2.36	96	Hampshire, WV	0.81	202
Cecil, MD	0.58	234	Delaware, NY	0.78	207	Fayette, PA	2.78	84	Hancock, WV	5.36	24
Charles, MD	1.17	162	Dutchess, NY	4.32	39	Forest, PA	0.69	217	Hardy, WV	0.04	278
Dorchester, MD	0.15	273	Erie, NY	2.41	95	Franklin, PA	0.74	210	Harrison, WV	1.64	134
Frederick, MD	0.73	212	Essex, NY	2.06	110	Fulton, PA	0.68	218	Jackson, WV	1.54	143
Garrett, MD	0.71	215	Franklin, NY	0.25	267	Greene, PA	1.20	159	Jefferson, WV	1.12	168
Harford, MD	1.14	167	Fulton, NY	5.36	25	Huntingdon, PA	0.97	187	Kanawha, WV	1.06	177
Howard, MD	1.09	171	Genesee, NY	0.41	256	Indiana, PA	2.66	90	Lewis, WV	0.57	237
Kent, MD	0.06	275	Greene, NY	4.17	42	Jefferson, PA	1.25	154	Lincoln, WV	1.85	121
Montgomery, MD	1.36	151	Hamilton, NY	(NA)	(NA)	Juniota, PA	0.76	208	Logan, WV	(NA)	(NA)
Prince George's, MD	3.24	66	Herkimer, NY	1.04	180	Lackawanna, PA	3.18	69	McDowell, WV	(NA)	(NA)
Queen Anne's, MD	0.31	264	Jefferson, NY	0.56	238	Lancaster, PA	0.73	213	Marion, WV	2.27	100
St. Mary's, MD	1.92	119	Kings, NY	0.00	280	Lawrence, PA	1.97	117	Marshall, WV	1.78	125
Somerset, MD	0.04	279	Lewis, NY	0.21	268	Lebanon, PA	0.35	261	Mason, WV	0.62	230
Talbot, MD	0.19	272	Livingston, NY	0.58	235	Lehigh, PA	0.94	189	Mercer, WV	1.22	156
Washington, MD	0.80	204	Madison, NY	0.61	231	Luzerne, PA	5.25	26	Mineral, WV	0.72	214
Wicomico, MD	0.21	269	Monroe, NY	3.11	75	Lycoming, PA	1.87	120	Mingo, WV	0.00	280
Worcester, MD	0.05	277	Montgomery, NY	0.90	193	McKean, PA	1.07	174	Monongalia, WV	3.18	68
Baltimore city, MD	0.00	280	Nassau, NY	4.97	33	Mercer, PA	1.62	135	Monroe, WV	1.35	152
Barnstable, MA	1.42	147	New York, NY	0.00	280	Mifflin, PA	0.62	229	Morgan, WV	3.13	73
Berkshire, MA	3.30	64	Niagara, NY	3.30	65	Monroe, PA	4.11	44	Nicholas, WV	0.98	184
Bristol, MA	6.72	20	Oneida, NY	1.09	170	Montgomery, PA	3.16	71	Ohio, WV	0.45	247
Dukes, MA	21.44	1	Onondaga, NY	1.36	150	Montour, PA	0.67	220	Pendleton, WV	0.09	274
Essex, MA	8.46	11	Ontario, NY	1.25	155	Northampton, PA	3.13	74	Pleasants, WV	1.17	161
Franklin, MA	4.29	41	Orange, NY	3.16	72	Northumberland, PA	1.08	172	Pocahontas, WV	0.62	227
Hampden, MA	4.84	35	Orleans, NY	1.83	122	Perry, PA	0.74	211	Preston, WV	1.14	166
Hampshire, MA	4.40	38	Oswego, NY	2.19	104	Philadelphia, PA	0.00	280	Putnam, WV	1.46	144
Middlesex, MA	5.05	31	Otsego, NY	0.37	259	Pike, PA	(NA)	(NA)	Raleigh, WV	1.09	169
Nantucket, MA	(NA)	(NA)	Putnam, NY	(NA)	(NA)	Potter, PA	0.33	263	Randolph, WV	0.66	222
Norfolk, MA	7.21	15	Queens, NY	(NA)	(NA)	Schuylkill, PA	1.70	130	Ritchie, WV	0.53	241
Plymouth, MA	0.62	228	Rensselaer, NY	1.05	178	Snyder, PA	0.89	194	Roane, WV	2.44	93
Suffolk, MA	(NA)	(NA)	Richmond, NY	0.00	280	Somerset, PA	0.71	216	Summers, WV	0.49	245
Worcester, MA	8.15	12	Rockland, NY	(NA)	(NA)	Sullivan, PA	(NA)	(NA)	Taylor, WV	0.93	190
Belknap, NH	21.39	2	St. Lawrence, NY	0.44	249	Susquehanna, PA	0.80	203	Tucker, WV	2.28	99
Carroll, NH	13.78	4	Saratoga, NY	2.10	107	Tioga, PA	0.66	223	Tyler, WV	5.20	27
Cheshire, NH	1.22	157	Schenectady, NY	2.36	98	Union, PA	0.65	224	Upshur, WV	0.87	195
Coos, NH	3.34	60	Schoharie, NY	4.04	45	Venango, PA	2.72	88	Wayne, WV	1.59	140
Grafton, NH	1.81	123	Schuyler, NY	2.02	112	Warren, PA	2.85	79	Webster, WV	4.12	43
Hillsborough, NH	11.27	5	Seneca, NY	1.58	141	Washington, PA	5.00	32	Wetzel, WV	10.07	6
Merimack, NH	3.78	50	Steuben, NY	0.60	232	Wayne, PA	0.43	254	Wirt, WV	0.27	266
Rockingham, NH	14.44	3	Suffolk, NY	1.77	126	Westmoreland, PA	5.81	23	Wood, WV	2.54	91
Strafford, NH	7.11	16	Sullivan, NY	1.25	153	Wyoming, PA	0.43	252	Wyoming, WV	(NA)	(NA)
Sullivan, NH	2.53	92	Tioga, NY	1.70	131	York, PA	1.99	115			

Source: USDA, NASS 1997 Census of Agriculture CD-ROM.

Note: Counties in bold-face type are classified as Non-metropolitan.

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