

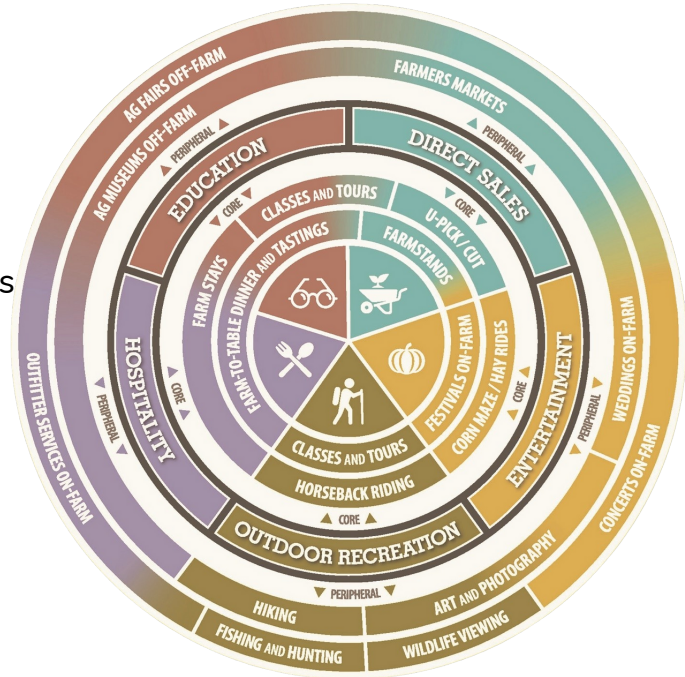
Agritourism in the United States



The US has 2,042,220 Farms

Agritourism activities fit within five main categories:

- **Direct sales:** consumers buy directly from farmers
- **Education:** learning experiences, such as school tours
- **Hospitality:** includes farm stays, on-farm dinners
- **Outdoor recreation:** outdoor farm experiences
- **Entertainment:** on-farm activities such as festivals



According to the 2017 Agricultural Census, the United States has **153,961 Farms offering Direct Sales or Agritourism**

- **125,386 Farms with only Direct Sales**
- **23,905 Farms with only Agritourism**
- **4670 Farms with both Direct Sales and Agritourism**

Each of these three subsets of farms is detailed on its own page in the remainder of this information sheet.

Data source: 2017 Census of Agriculture data. Special data request. Contact: Claudia Schmidt, Penn State, cschmidt@psu.edu. In the questionnaire for farms and ranches, two questions were included that pertain to agritourism (USDA NASS Census of Agriculture 2017):

(1) "Report the gross dollar amount received before taxes and expenses in 2017 for income from agritourism and recreational services, such as farm tours, hayrides, hunting, fishing, etc."

(2) "How much was received in 2017 for the food produced and sold directly to consumers: farmers markets, on-farm stores or farm stands, roadside stands or stores, u-pick, CSA (Community Supported Agriculture), online marketplaces, and so on? Include edible agricultural products for human consumption. Exclude nonedible products such as hay, cut flowers, Christmas trees, nursery products, and so on; commodities produced under production contracts; products purchased and resold." Please note that NASS gets information on up to 4 "producers" per farm, so the summed number of producers exceeds the number of farms. The three categories are mutually exclusive as presented here. In the publicly available census data the number of farms receiving income from agritourism totals 28,575, the category of farms receiving income from direct sales totals 130,056.

Graphic: Chase, L. C., Stewart, M., Schilling, B., Smith, B., & Walk, M. (2018). Agritourism: Toward a conceptual framework for industry analysis. *Journal of Agriculture, Food Systems, and Community Development*, 8(1), 13-19.

<https://doi.org/10.5304/jafscd.2018.081.016>



PennState



United States

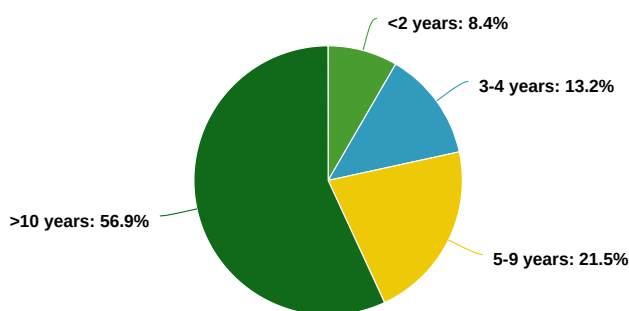
125,386 Farms with only Direct Sales



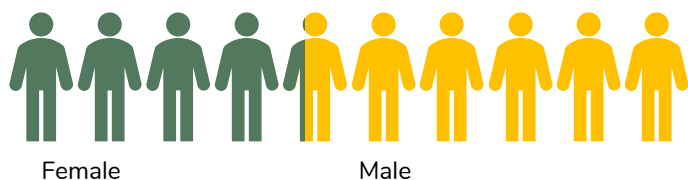
Most operators are full owners



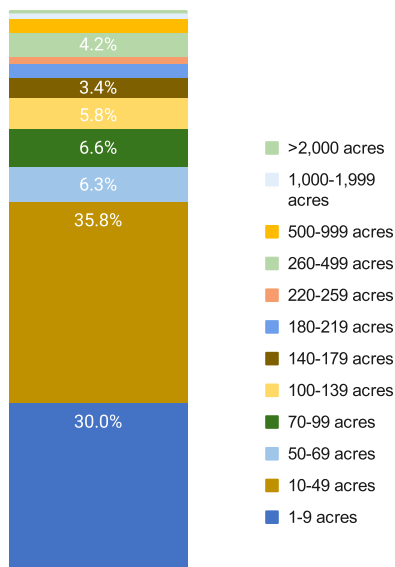
Most farms are more than 10 years old



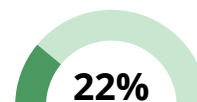
42% of operators are female



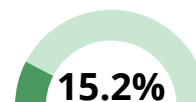
65.8% of farms are less than 50 acres in size



Farms with direct sales sell a variety of products (top four)



Beef cattle



Vegetable and melon

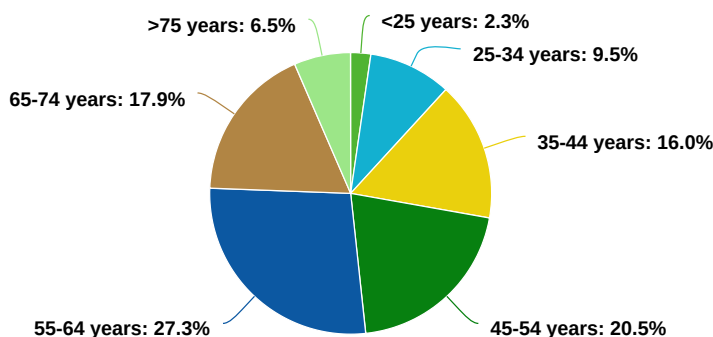


Fruit and tree nut

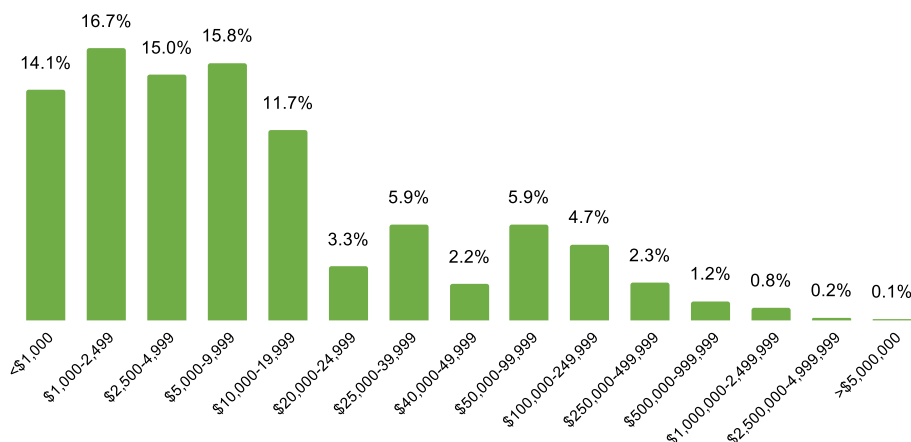


Sugarcane, hay, and other crops

The largest proportion of farmers are 55-64 years old



61.6% of farms make less than \$10,000 annually from direct sales

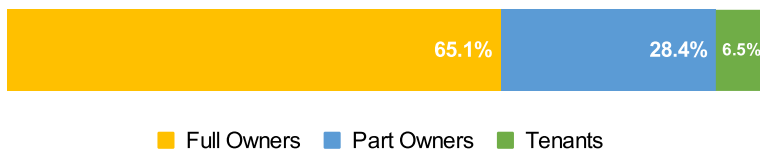


United States

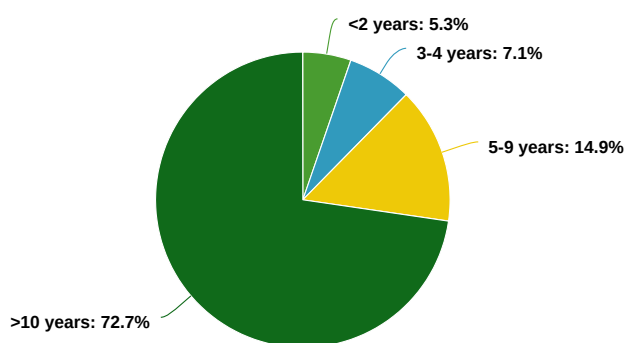
23,905 Farms with only Agritourism



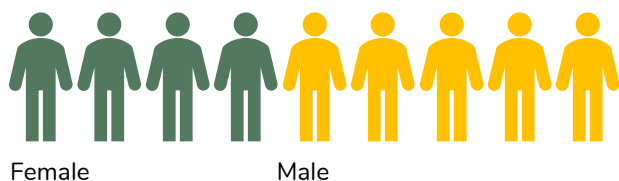
Most operators are full owners



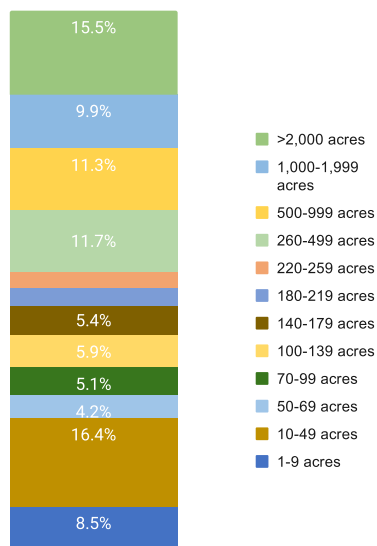
Most farms are more than 10 years old



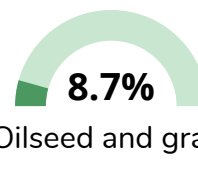
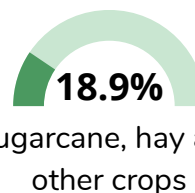
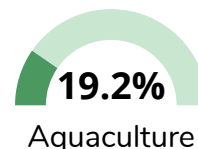
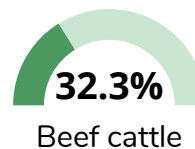
40.6% of operators are female



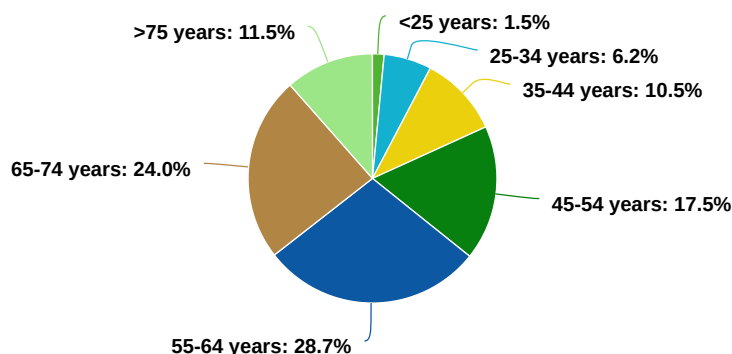
24.9% of farms are less than 50 acres in size



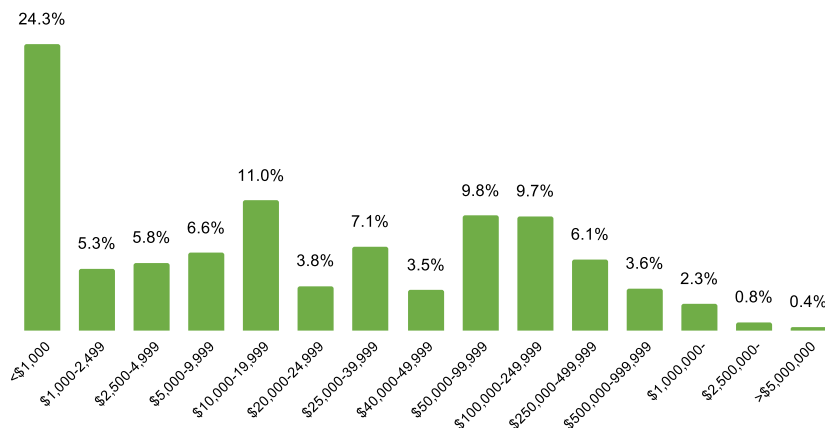
Farms with direct sales sell a variety of products (top four)



The largest proportion of farmers are 55-64 years old



42% of farms make less than \$10,000 annually from only agritourism

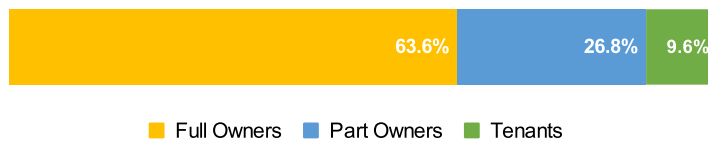


United States

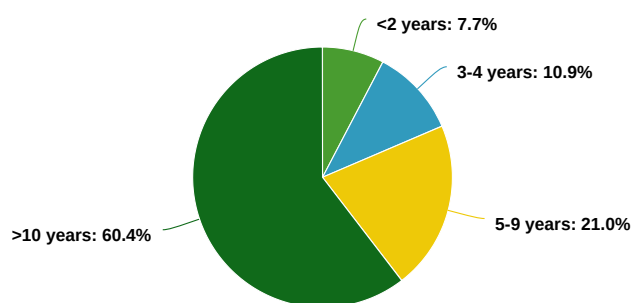
4,670 Farms with both Direct Sales and Agritourism



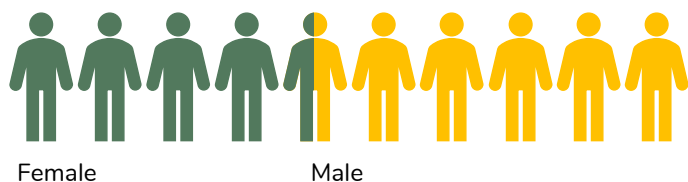
Most operators are full owners



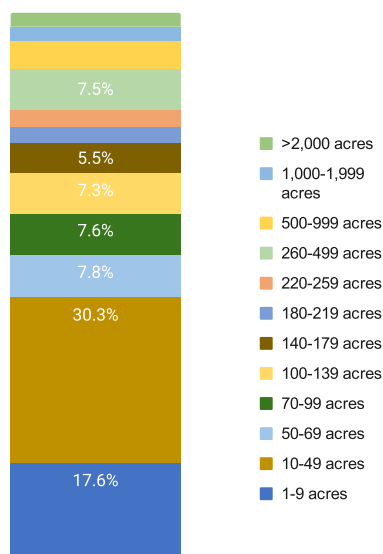
Most farms are more than 10 years old



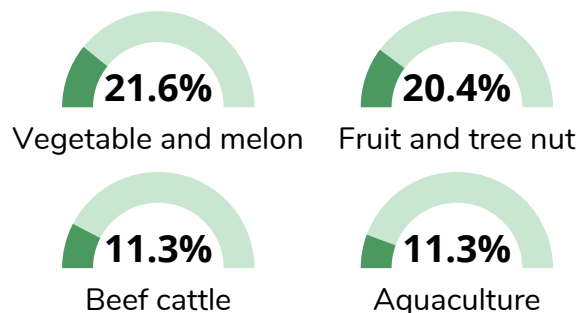
44% of operators are female



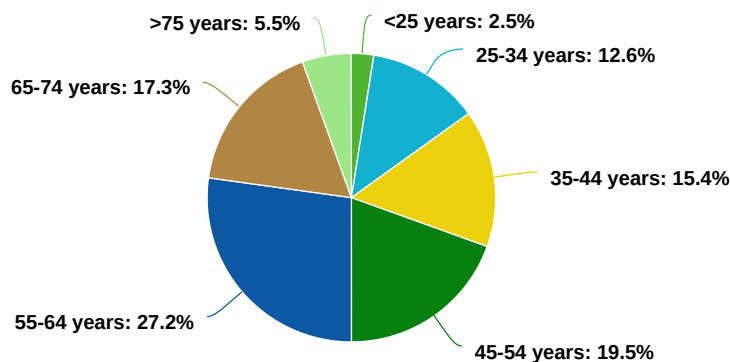
47.9% of farms are less than 50 acres in size



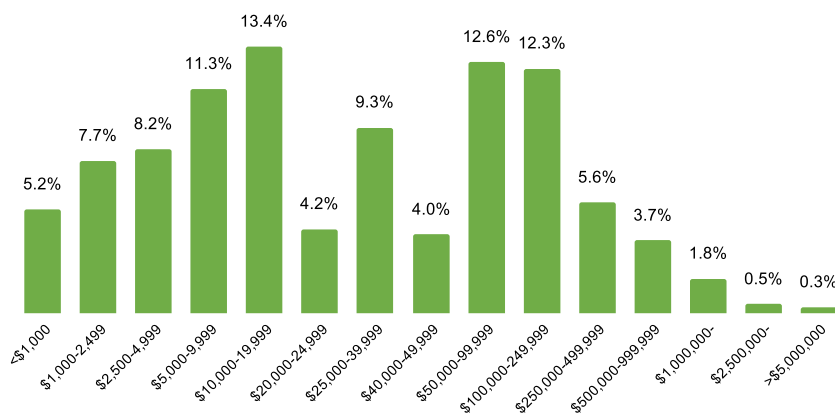
Farms with direct sales sell a variety of products (top four)



The largest proportion of farmers are 55-64 years old



32.4% of farms make less than \$10,000 annually from both agritourism and direct sales



Agritourism in the US



This work was supported in part by the United States Department of Agriculture, National Institute of Food and Agriculture (NIFA) under project # 2020-68006-31683. Partial funding is provided by the Agricultural Marketing Resource Center (AgMRC), located at Iowa State University, www.agmrc.org. AgMRC is a national website dedicated to providing information to producers and service providers on value-added agriculture businesses. This material is based upon work supported by the National Science Foundation under Grant No. 2122374. This work is also supported in part by the Pennsylvania State University and NIFA Multistate/Regional Research and Extension Appropriations under Project #NE2249.



PennState



The
UNIVERSITY
of **VERMONT**



OKLAHOMA STATE
UNIVERSITY