Indiana has 56,649 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, Indiana has **3,548 Farms offering Direct Sales or Agritourism**

**Direct Sales or Agritourism**
- 3,155 Farms with only Direct Sales
- 313 Farms with only Agritourism
- 80 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 393, the category of farms receiving income from direct sales totals 3,235.

Indiana
3,155 Farms with only Direct Sales

Most operators are full owners

<table>
<thead>
<tr>
<th></th>
<th>Tenants</th>
<th>Part Owners</th>
<th>Full Owners</th>
</tr>
</thead>
<tbody>
<tr>
<td>4.3%</td>
<td>23.2%</td>
<td>72.5%</td>
<td></td>
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</tbody>
</table>

Most farms are more than 10 years old

- >10 years, 55.8%
- 5-9 years, 23.2%
- 3-4 years, 12.6%
- <2 years, 8.4%

41.2% of operators are female

Female | Male

68.5% of farms are less than 50 acres in size

- 10-49 acres
- 1-9 acres
- 70-99 acres
- 50-69 acres
- 100-139 acres

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

- Oilseed and grain, 24.8%
- Beef cattle, 12.8%
- Vegetable and melon, 11.4%
- Diversified crops, 9.7%

The largest proportion of farmers are 45-54 years old

- 45-54 years, 23.8%
- 55-64 years, 23.4%
- 65-74 years, 12.1%
- >75 years, 2.8%
- 25-34 years, 13.1%
- <25 years, 4.0%

29.1% of farms make less than $10,000 annually from direct sales

Data source: 2017 Census of Agriculture data. Special data request. Contact: Claudia Schmidt, Penn State: cschmidt@psu.edu.
Indiana
313 Farms with only Agritourism

Most operators are full owners

2.2% Tenants
26.8% Part Owners
70.9% Full Owners

Most farms are more than 10 years old

>10 years, 77.4%
5-9 years, 10.0%
3-4 years, 3.9%
<2 years, 8.8%

33.1% of operators are female

Female
Male

23.3% of farms are less than 50 acres in size

10-49 acres
1,000-1,999 acres
50-99 acres
140-179 acres
260-499 acres
500-999 acres
70-99 acres
100-139 acres
180-219 acres
1-9 acres
220-259 acres

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

Oilseed and grain
Diversified crops
Diversified livestock
Beef cattle

16.8% of farms make less than $10,000 annually from only agritourism

The largest proportion of farmers are 55-64 years old

>75 years, 11.6%
75-84 years, 6.3%
65-74 years, 18.9%
55-64 years, 33.6%
45-54 years, 15.9%
35-44 years, 13.0%
25-34 years, 0.7%
<25 years, 0.07%

Data source: 2017 Census of Agriculture data. Special data request. Contact: Claudia Schmidt, Penn State: cschmidt@psu.edu.
Indiana
80 Farms with both Direct Sales and Agritourism

Most operators are full owners

- 1.3% Tenants
- 36.3% Part Owners
- 62.5% Full Owners

Most farms are more than 10 years old

- >10 years, 67.4%
- 2.2% <2 years
- 14.9% 3-4 years
- 15.5% 5-9 years

43.6% of operators are female

- Female
- Male

42.5% of farms are less than 50 acres in size

- 28.8% 10-49 acres
- 13.8% 1-9 acres
- 11.3% 50-69 acres
- 10.0% 70-99 acres
- 10.0% 100-139 acres
- 8.8% 140-179 acres
- 6.3% 500-999 acres
- 5.0% 260-499 acres
- 5.0% 1,000-1,999 acres

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

- 20.0% Fruit and tree nut
- 16.3% Diversified livestock
- 12.5% Oilseed and grain
- 12.5% Vegetable and melon

The largest proportion of farmers are 55-64 years old

- 28.2% 55-64 years
- 11.6% >75 years
- 10.5% 25-34 years
- 10.5% <25 years
- 17.1% 35-44 years
- 22.7% 45-54 years

17.5% of farms make less than $10,000 annually from both agritourism and direct sales

Data source: 2017 Census of Agriculture data. Special data request. Contact: Claudia Schmidt, Penn State: cschmidt@psu.edu.
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