New Jersey has 9,883 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, New Jersey has **1,994 Farms offering Direct Sales or Agritourism**

**Direct Sales or Agritourism**
- **1,686 Farms with only Direct Sales**
- **197 Farms with only Agritourism**
- **111 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 308, the category of farms receiving income from direct sales totals 1,797.

New Jersey
1,686 Farms with only Direct Sales

Most operators are full owners

- Full Owners: 82.6%
- Part Owners: 11.4%
- Tenants: 6.0%

Most farms are more than 10 years old

- >10 years: 68.3%
- 5.9-9.9 years: 17.3%
- 3.4-4.9 years: 10.1%
- <2 years: 4.3%

43.5% of operators are female

81.3% of farms are less than 50 acres in size

30.3% of farms make less than $10,000 annually from direct sales

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

- Vegetable and melon: 28.0%
- Diversified livestock: 14.9%
- Fruit and tree nut: 13.8%
- Sheep and goat: 9.1%

The largest proportion of farmers are 55-64 years old

- 55-64 years: 33.2%
- 45-54 years: 18.7%
- 35-44 years: 11.7%
- 25-34 years: 6.6%
- <25 years: 1.6%
- >75 years: 7.8%

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

Most operators are full owners
10.7% Tenants 8.6% Part Owners 80.7% Full Owners

Most farms are more than 10 years old
<2 years, 4.3% 3-4 years, 3.1% 5-9 years, 14.0% >10 years, 78.6%

43.1% of operators are female
Female Male

65.5% of farms are less than 50 acres in size
10-49 acres 1-9 acres 50-69 acres 100-139 acres
70-99 acres 140-179 acres 260-499 acres

Farms with direct sales sell a variety of products (top four)
40.1% Diversified livestock 18.8% Floriculture
7.6% Sheep and goat 7.1% Beef cattle

The largest proportion of farmers are 55-64 years old
>75 years, 10.0% <25 years, 0.6% 25-34 years, 6.6%
35-44 years, 7.7% 45-54 years, 20.0% 55-64 years, 32.3%

26.1% of farms make less than $10,000 annually from only agritourism

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

Most operators are full owners

9.0% Tenants 36.0% Part Owners 55.0% Full Owners

Most farms are more than 10 years old

>10 years, 60.3%
3-4 years, 12.1%
<2 years, 8.5%
5-9 years, 19.2%

46.8% of farms are less than 50 acres in size

44.6% of operators are female

46.6% Male
55.4% Female

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

30.6% Vegetable and melon
20.7% Fruit and tree nut
12.6% Floriculture
12.6% Diversified livestock

The largest proportion of farmers are 55-64 years old

45-54 years, 24.1%
35-44 years, 9.4%
45-54 years, 24.1%
55-64 years, 33.5%
>75 years, 0.9%
<25 years, 0.9%
25-34 years, 17.4%
65-74 years, 11.6%

15.3% 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.
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.