

W 910

Value-Added Agriculture, Direct Marketing and Agritourism in Tennessee:

A Summary of County Level 2017 Census of Agriculture Data

Megan Bruch Leffew and Jared Bruhin
Extension Specialists
Center for Profitable Agriculture

June 2020



Real. Life. Solutions.™

CENTER FOR
PROFITABLE AGRICULTURE
UEXTENSION
INSTITUTE OF AGRICULTURE
A UNIVERSITY OF TENNESSEE - FARM BUREAU PARTNERSHIP



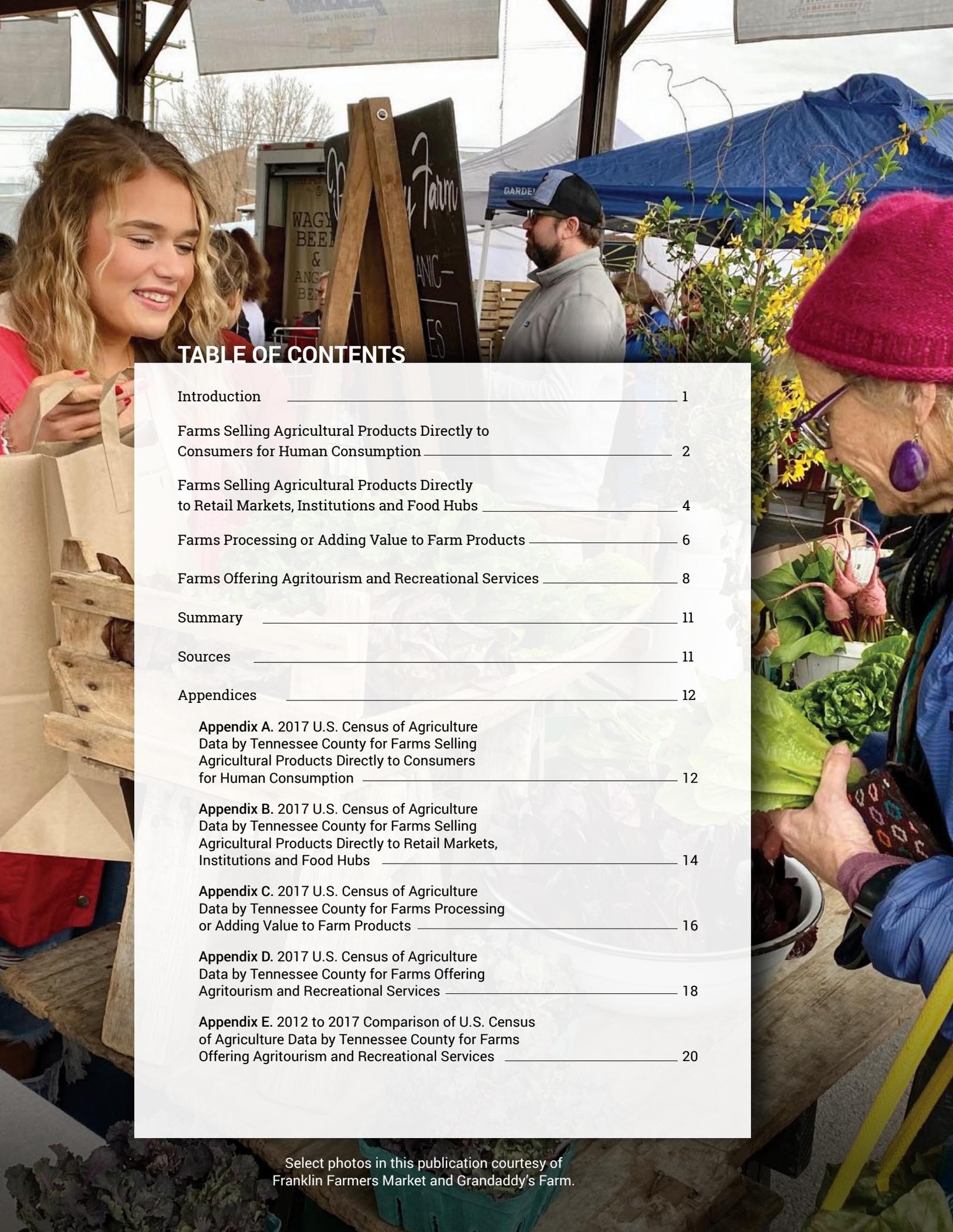


TABLE OF CONTENTS

Introduction	1
Farms Selling Agricultural Products Directly to Consumers for Human Consumption	2
Farms Selling Agricultural Products Directly to Retail Markets, Institutions and Food Hubs	4
Farms Processing or Adding Value to Farm Products	6
Farms Offering Agritourism and Recreational Services	8
Summary	11
Sources	11
Appendices	12
Appendix A. 2017 U.S. Census of Agriculture Data by Tennessee County for Farms Selling Agricultural Products Directly to Consumers for Human Consumption	12
Appendix B. 2017 U.S. Census of Agriculture Data by Tennessee County for Farms Selling Agricultural Products Directly to Retail Markets, Institutions and Food Hubs	14
Appendix C. 2017 U.S. Census of Agriculture Data by Tennessee County for Farms Processing or Adding Value to Farm Products	16
Appendix D. 2017 U.S. Census of Agriculture Data by Tennessee County for Farms Offering Agritourism and Recreational Services	18
Appendix E. 2012 to 2017 Comparison of U.S. Census of Agriculture Data by Tennessee County for Farms Offering Agritourism and Recreational Services	20



Introduction

The United States Department of Agriculture (USDA) National Agricultural Statistics Service (NASS) conducts a national Census of Agriculture every five years. The Census questions and definitions of terms have evolved over time and continue to increase emphasis on value-added agriculture, direct marketing and agritourism.

The 2017 Census of Agriculture collected data from agricultural producers related to selling farm products directly to consumers for human consumption; selling farm products directly to retail markets, institutions and food hubs; processing and selling value-added agricultural products; and offering agritourism and recreational services. Results of the 2017 Census were released in April 2019.

While the 2012 and some previous Censuses collected data on these topics, the definitions of terms and what was included in the data categories have changed in most cases. These changes make a direct comparison of data from previous years impossible. The exception to this is data related to agritourism and recreational services, which can be compared across previous years' data.

This publication is the second in a UT Extension series to summarize 2017 Census data related to value-added agriculture, direct marketing and agritourism for Tennessee. The first publication, "SP 807 A Snapshot of Value-Added Agriculture and Commonly Related Enterprises from the 2017 Census of Agriculture," summarizes information at the state level. This publication summarizes related 2017 Census data for Tennessee counties.



Farms Selling Agricultural Products Directly to Consumers for Human Consumption



The 2017 Census of Agriculture defines the value of food sold directly to consumers as the “value of edible products, including value added products, produced and sold for human consumption directly to consumers at farmers markets, on-farm stores or farm stands, roadside stands or stores, u-pick, CSA (Community Supported Agriculture), online marketplaces, etc.”¹ This definition has changed since the 2012 Census, and therefore, direct sales to consumers data from 2017 are not directly comparable to previous years’ data. Specifically, the sales of value-added products for human consumption were included in 2017, while excluded from previous years.

In 2017, the United States had a total of 130,056 farms marketing products directly to consumers, which generated more than \$2.805 billion in sales. Average sales per farm at the national level was \$21,570. A total of 3,773 farms in Tennessee were marketing products directly to consumers and generated \$34.844 million in sales. The average per farm sales in 2017 was \$9,235. The number of farms selling products directly to consumers by county in Tennessee ranged from one to 122 farms.

Table 1 ranks the top 10 counties in Tennessee by number of farms selling agricultural products directly to consumers according to the 2017 Census of Agriculture. The top 10 counties, in order of highest to lowest number of farms, included Blount, Washington, Rutherford, Knox, Greene, Sumner, Williamson, Maury, Wilson and Roane. The top 10 counties had between 70 and 122 farms directly marketing products to consumers for human consumption.



Table 1. Ranking of the Top 10 Counties in Tennessee by Number of Farms Selling Agricultural Products Directly to Consumers for Human Consumption in 2017

County	Number of Farms	Rank
Blount	122	1
Washington	117	2
Rutherford	112	3
Knox	103	4
Greene	96	5
Sumner	86	6
Williamson	85	7
Maury	84	8
Wilson	80	9
Roane	70	10

¹United States Department of Agriculture, National Agricultural Statistics Service. *2017 Census of Agriculture: Tennessee State and County Data*. Issued April 2019. Appendix B, page B-25.

Table 2. Ranking of the Top 10 Counties in Tennessee with Data Reported by Value of Sales of Agricultural Products Sold Directly to Consumers for Human Consumption in 2017

County	Value of Sales	Rank
Williamson	\$1,465,000	1
Bledsoe	\$1,206,000	2
Tipton	\$1,066,000	3
Loudon	\$996,000	4
Davidson	\$929,000	5
Blount	\$928,000	6
Cumberland	\$786,000	7
Knox	\$781,000	8
Rutherford	\$720,000	9
Shelby	\$554,000	10

*Sales data were not disclosed for seven counties representing 181 farms (5 percent of farms) and \$11.027 million in sales (32 percent of sales).

Table 3. Ranking of the Top 10 Counties in Tennessee with Data Reported by Average Sales per Farm for Farms Selling Agricultural Products Directly to Consumers for Human Consumption in 2017

County	Average Sales per Farm	Rank
Bledsoe	\$38,903	1
Tipton	\$31,353	2
Cumberland	\$18,714	3
Davidson	\$18,580	4
Wayne	\$17,688	5
Madison	\$17,533	6
Williamson	\$17,235	7
Loudon	\$17,172	8
Shelby	\$15,829	9
Polk	\$14,773	10

*Sales data used to calculate the average sales per farm were not disclosed for seven counties representing 181 farms (5 percent of farms) and \$11.027 million in sales (32 percent of sales).

The value of sales for farms selling agricultural products directly to consumers for human consumption was reported for 88 counties, as data for seven counties were withheld in order to protect the confidentiality of individual farms. The seven counties with nondisclosed data represent 181 farms (5 percent of farms) and \$11.027 million in sales (32 percent of sales). Table 2 ranks the top 10 counties in Tennessee by value of sales for farms selling agricultural products directly to consumers for human consumption according to the 2017 Census of Agriculture. The top 10 counties in order of highest to lowest sales were Williamson, Bledsoe, Tipton, Loudon, Davidson, Blount, Cumberland, Knox, Rutherford and Shelby. The value of sales for the top 10 counties with data reported ranged from \$554,000 to \$1.465 million in 2017.

The average sales of products sold directly to consumers for human consumption were calculated from the Census data by dividing sales per county by the number of participating farms per county. Average sales per farm in Tennessee counties ranged from \$400 in Scott County to \$38,903 in Bledsoe County.

Table 3 ranks the top 10 counties in Tennessee by average sales per farm of products sold directly to consumers for human consumption. Counties that made the top 10 include Bledsoe, Tipton, Cumberland, Davidson, Wayne, Madison, Williamson, Loudon, Shelby and Polk.

Data related to farms selling agricultural products directly to consumers for human consumption for all Tennessee counties are included in Appendix A.





Farms Selling Agricultural Products Directly to Retail Markets, Institutions and Food Hubs



The 2017 Census of Agriculture was the first time data were collected on farms selling agricultural products directly to retail markets, institutions and food hubs. The data represent the “value of products, including value-added products, produced and sold for human consumption directly to retail markets, institutions or food hubs for locally or regionally branded products.” This included supermarkets, restaurants, caterers, independently owned grocery stores, food cooperatives, K-12 schools, colleges or universities, hospitals, workplace cafeterias, prisons, and food banks, to name a few.

The United States had 28,958 farms that generated more than \$9.036 billion in sales directly to retail markets, institutions and food hubs. Average sales per farm were \$312,042 for the nation. In Tennessee, 458 farms generated \$30.163 million in sales of products directly to retail markets, institutions and food hubs.

Table 4 ranks the top 11 counties (due to a three-way tie for ninth) in Tennessee by number of farms selling agricultural products directly to retail markets, institutions and food hubs. Van Buren County ranked number one with 16 farms, followed by Washington, Cheatham, Davidson, Sumner, Williamson, Rutherford, Knox, Grainger, Bedford and Warren rounding out the top 11. Twelve counties did not have any farms selling agricultural products directly to retail markets, institutions and food hubs, including: Benton, Chester, Crockett, Decatur, Henry, Lake, Lauderdale, Meigs, Morgan, Pickett, Smith and Trousdale.



Table 4. Ranking of the Top 11 Counties in Tennessee by Number of Farms Selling Agricultural Products Directly to Retail Markets, Institutions and Food Hubs in 2017

County	Number of Farms	Rank
Van Buren	16	1
Washington	15	2
Cheatham	15	2
Davidson	15	2
Sumner	15	2
Williamson	14	6
Rutherford	13	7
Knox	12	8
Grainger	11	9
Bedford	11	9
Warren	11	9

²United States Department of Agriculture, National Agricultural Statistics Service. *2017 Census of Agriculture: Tennessee State and County Data*. Issued April 2019. Appendix B, Page B-25.

Table 5. Ranking of the Top 10 Counties in Tennessee with Data Reported by Value of Sales of Agricultural Products Sold Directly to Retail Markets, Institutions and Food Hubs in 2017

County	Value of Sales	Rank
Grainger	\$2,944,000	1
Williamson	\$1,657,000	2
Knox	\$1,402,000	3
Washington	\$673,000	4
Van Buren	\$392,000	5
Rutherford	\$291,000	6
Cheatham	\$248,000	7
Montgomery	\$173,000	8
Davidson	\$169,000	9
Henderson	\$145,000	10

*Sales data were not disclosed for 44 counties (46 percent of Tennessee's counties) accounted for 145 farms (31.7 percent of farms) and \$21.234 million (72 percent) of total sales.

Table 6. Ranking of the Top 10 Counties in Tennessee by in Average Sales per Farm of Agricultural Products Sold Directly to Retail Markets, Institutions and Food Hubs in 2017

County	Average Sales per Farm	Rank
Grainger	\$267,636	1
Williamson	\$118,357	2
Knox	\$116,833	3
Washington	\$44,867	4
Van Buren	\$24,500	5
Henderson	\$24,167	6
Rutherford	\$22,385	7
Montgomery	\$19,222	8
Cheatham	\$16,533	9
Hickman	\$14,222	10

*Sales data used to calculate the average sales per farm were not disclosed for 44 counties and accounted for 145 farms (31.7 percent of farms) and \$21.234 million (72 percent) of total sales.

The Census did not report sales data for some counties to maintain confidentiality for individual farms. Because of this, data for 44 counties were not disclosed. The 44 counties (46 percent of Tennessee's counties) accounted for 145 farms (31.7 percent of farms) and \$21.234 million (72 percent) of total sales. This makes a true ranking of counties by value of sales of agricultural products sold directly to retail markets, institutions and food hubs impossible. Of the 51 counties for which sales were reported, Grainger County generated \$2.944 million and was the top-ranking Tennessee county with data reported in sales of agricultural products directly to retail markets, institutions and food hubs. Williamson and Knox Counties also had sales over \$1 million, with \$1.657 million and \$1.402 million, respectively. Table 5 shows the remaining top 10 in descending order, including Washington, Van Buren, Rutherford, Cheatham, Montgomery, Davidson and Henderson.

The average sales of products sold directly to retail markets, institutions and food hubs were calculated from Census data by dividing sales per county by the number of participating farms per county. The average sales per farm by county are also impacted by the high number of nondisclosed data. Average sales per farm in Tennessee counties with data reported for value of sales ranged from \$600 in Hardeman County to \$267,636 in Grainger County.

Table 6 ranks the top 10 counties for which data were reported in Tennessee by average sales per farm of agricultural products sold directly to retail markets, institutions and food hubs. With Grainger County at the top, Williamson, Knox, Washington, Van Buren, Henderson, Rutherford, Montgomery, Cheatham and Hickman Counties rounded out the top 10 in average farm sales.

Data related to farms selling agricultural products directly to retail markets, institutions and food hubs for Tennessee counties are included in Appendix B.





Farms Processing or Adding Value to Farm Products



The 2017 Census of Agriculture collected data on “processed or value-added agricultural products sold.” While data related to value-added products have been collected in the past, the 2017 Census included changes in the definition; therefore, data cannot be compared with previous Censuses. In 2017, the Census defined processed or value-added agricultural products sold as “products that originated from crop or livestock commodities produced on the operation. Through further manufacture or processing, these items are transformed into products worth more than the originally produced commodity.”³

A total of 33,523 farms in the United States generated sales of value-added agricultural products of more than \$4.043 billion, with average sales per farm of \$120,614. In Tennessee, 757 farms reported production and sales of value-added agricultural products totaling \$16.024 million. Average per farm sales of processed or value-added agricultural products sold in Tennessee was \$21,168.

Individual counties in Tennessee had between zero and 28 farms producing and selling value-added agricultural products. Eight counties had no farms producing and selling value-added agricultural products, including Crockett, Haywood, Lake, Lauderdale, Meigs, Perry, Pickett and Stewart. Table 7 ranks the top 10 counties in Tennessee by the number of farms processing or adding value to agricultural commodities. Williamson, Giles, Blount, Lincoln, Bedford, Davidson and Sumner took the top seven spots on the list. DeKalb, Greene and Sullivan Counties tied for the eighth spot with 18 farms each.



Table 7. Ranking of the Top 10 Counties in Tennessee by Number of Farms Adding Value to Commodities in 2017

County	Number of Farms	Rank
Williamson	28	1
Giles	26	2
Blount	25	3
Lincoln	24	4
Bedford	20	5
Davidson	20	5
Sumner	19	7
DeKalb	18	8
Greene	18	8
Sullivan	18	8

³United States Department of Agriculture, National Agricultural Statistics Service. 2017 Census of Agriculture: Tennessee State and County Data. Issued April 2019. Appendix B, Page B-25.

Table 8. Ranking of the Top 10 Counties in Tennessee with Data Reported by Value of Sales for Value-Added Products in 2017

County	Value of Sales	Rank
Wilson	\$1,612,000	1
Williamson	\$1,374,000	2
Cumberland	\$923,000	3
Montgomery	\$723,000	4
Grainger	\$658,000	5
Davidson	\$573,000	6
Blount	\$458,000	7
Marion	\$420,000	8
Jefferson	\$231,000	9
Bedford	\$228,000	10

*Sales data were not disclosed for 134 farms (18 percent of farms) from 30 counties representing \$6.42 million (40 percent) of sales.

Table 9. Ranking of the Top 10 Counties in Tennessee with Data Reported by Average Sales Per Farm for Value-Added Products in 2017

County	Average Value of Sales	Rank
Wilson	\$94,824	1
Marion	\$84,000	2
Cumberland	\$76,917	3
Grainger	\$65,800	4
Montgomery	\$55,615	5
Williamson	\$49,071	6
Loudon	\$35,250	7
Henderson	\$30,750	8
Bradley	\$29,667	9
Davidson	\$28,650	10

*Sales data used to calculate the average sales per farm were not disclosed for 134 farms (18 percent of farms) from 30 counties representing \$6.42 million (40 percent) of sales.

The value of sales for value-added commodities was listed for 65 counties. Data for 134 farms from 30 counties representing \$6.420 million in sales were withheld to avoid disclosing data for individual farms, representing nearly 18 percent of farms and 40 percent of the value of sales from farms processing or adding value to farm products.

For counties with sales data reported, Wilson County farms reported the highest value of processed or value-added agricultural products sold with \$1.612 million. Williamson County farms also broke the million-dollar mark with \$1.374 million. Table 8 displays the top 10 counties, including Wilson, Williamson, Cumberland, Montgomery, Grainger, Davidson, Blount, Marion, Jefferson and Bedford.

Average sales per farm for counties were calculated by dividing the value of sales for processing or adding value to agricultural commodities by the number of farms reporting sales from this activity. Of the reported sales, average sales per county ranged from a high of \$94,824 in Wilson County to a low of \$286 per farm in Henry County. Table 9 lists the top 10 counties in Tennessee by average sales per farm from highest to lowest sales: Wilson, Marion, Cumberland, Grainger, Montgomery, Williamson, Loudon, Henderson, Bradley and Davidson.

Data related to farms adding value to agricultural products for all Tennessee counties are included in Appendix C.





Farms Offering Agritourism and Recreational Services



The 2017 Census of Agriculture collected data from farms offering agritourism and recreational services. The Census defined agritourism and recreational services as “hunting, fishing, farm or wine tours, hay rides, etc.” A total of 28,575 farms in the United States offered agritourism and recreational services and generated \$949.323 million in sales in 2017. Average sales per farm for the United States was \$33,222. In 2017, 644 farms in Tennessee offered agritourism and recreational services with sales totaling \$14.519 million. Average agritourism and recreational service sales per farm in Tennessee were \$22,545.

Table 10 ranks the top 10 counties in Tennessee by number of farms offering agritourism and recreational services according to the 2017 Census. Fayette County had the most farms reporting agritourism and recreational services with 34. Rutherford, Williamson, Hardeman, Lincoln, Maury, McNairy, Wilson, Lawrence and Washington Counties were also included in the top 10. Eight counties reported zero farms offering agritourism and recreational services, including Campbell, Dyer, Johnson, Meigs, Pickett, Sequatchie, Union and Warren.

Table 11 ranks the top 10 counties in Tennessee by sales for operations offering agritourism and recreational services reported by the 2017 Census. Note that data from 29 counties were withheld to avoid disclosing data from individual farms. Data from these 29 counties accounted for 88 farms (13.7 percent of farms) offering agritourism and recreational services and \$1.666 million (11 percent) of total value of sales.



Table 10. Ranking of the Top 10 Counties in Tennessee with Data Reported by Number of Farms Offering Agritourism and Recreational Services in 2017

County	Number of Farms	Rank
Fayette	34	1
Rutherford	25	2
Williamson	25	2
Hardeman	22	4
Lincoln	20	5
Maury	18	6
McNairy	16	7
Wilson	16	7
Lawrence	15	9
Washington	14	10

⁴United States Department of Agriculture, National Agricultural Statistics Service. *2017 Census of Agriculture: Tennessee State and County Data*. Issued April 2019. Appendix B, Page B-25.

Table 11. Ranking of the Top 10 Counties in Tennessee with Data Reported by Value of Sales for Agritourism and Recreational Services in 2017

County	Value of Sales	Rank
Sevier	\$2,824,000	1
Williamson	\$2,027,000	2
Rutherford	\$966,000	3
Davidson	\$836,000	4
Hamilton	\$649,000	5
Giles	\$488,000	6
Washington	\$457,000	7
Polk	\$440,000	8
Lincoln	\$383,000	9
Franklin	\$349,000	10

*Sales data were not disclosed for 29 counties accounting for 88 farms (13.7 percent of farms) and \$1.666 million (11 percent) of total value of sales.

Table 12. Ranking of the Top 10 Counties in Tennessee with Data Reported by Average Value of Sales for Agritourism and Recreational Services in 2017

County	Average Value of Sales	Rank
Sevier	\$313,778	1
Hamilton	\$81,125	2
Williamson	\$81,080	3
Franklin	\$69,800	4
Davidson	\$64,308	5
Polk	\$55,000	6
Giles	\$54,222	7
Rutherford	\$38,640	8
Claiborne	\$37,000	9
Blount	\$34,889	10

*Sales data used to calculate the average sales per farm were not disclosed for 29 counties accounting for 88 farms (13.7 percent of farms) and \$1.666 million (11 percent) of total value of sales.

Sevier County ranked number one in counties where data were reported, with \$2.824 million in sales from agritourism and recreational services. Williamson County ranked second, also with more than \$2 million in sales. Rutherford, Davidson, Hamilton, Giles, Washington, Polk, Lincoln and Franklin rounded out the top 10 counties in the state in value of sales for agritourism and recreational services for 2017.

Average sales for agritourism and recreational services per farm were calculated by dividing the total sales per county by the number of farms offering these services. In counties that had farms offering agritourism and recreational services with sales data reported, the average sales per farm ranged from a high of \$313,778 in Sevier County to \$429 in Jackson County. Table 12 ranks the top 10 Tennessee counties by average sales per farm for agritourism and recreational services, including Sevier, Hamilton, Williamson, Franklin, Davidson, Polk, Giles, Rutherford, Claiborne and Blount.

The change in the number of farms offering agritourism and recreational services from the 2012 to 2017 Censuses ranges from a high of an additional 24 farms in Fayette County to a low of a loss of 11 farms in Bradley and Jefferson Counties. Overall, Tennessee gained 28 farms, a 4.5 percent increase, between 2012 and 2017. The number of farms offering agritourism and recreational services in the United States decreased by 4,586, a 13.8 percent loss.



Table 13. Ranking of the Top 10 Counties in Tennessee by Change in Number of Farms Offering Agritourism and Recreational Services between the 2012 and 2017 Censuses

County	Number of Farms, 2012	Number of Farms, 2017	Change in Number of Farms, 2012 to 2017	Rank, Change in Number of Farms, 2012-2017
Fayette	10	34	24	1
Hardeman	8	22	14	2
Wilson	5	16	11	3
Lincoln	11	20	9	4
Williamson	16	25	9	4
Perry	4	12	8	6
Rutherford	17	25	8	6
Davidson	6	13	7	8
Lawrence	8	15	7	8
McNairy	9	16	7	8
Macon	-	7	7	8

Table 14. Ranking of the Top 10 Counties in Tennessee with Data Reported by Change in Value of Sales for Agritourism and Recreational Services between the 2012 and 2017 Censuses

County	Value of Sales, 2012	Value of Sales, 2017	Change in Value of Sales, 2012-2017	Rank, Change in Value of Sales 2012-2017
Sevier	\$1,045,000	\$2,824,000	\$1,779,000	1
Williamson	\$795,000	\$2,027,000	\$1,232,000	2
Giles	\$35,000	\$488,000	\$453,000	3
Washington	\$44,000	\$457,000	\$413,000	4
Lincoln	\$11,000	\$383,000	\$372,000	5
Hamilton	\$298,000	\$649,000	\$351,000	6
Monroe	\$37,000	\$312,000	\$275,000	7
Dickson	\$10,000	\$169,000	\$159,000	8
Marion	\$70,000	\$217,000	\$147,000	9
Franklin	\$225,000	\$349,000	\$124,000	10

*In 2017, sales data were not disclosed for 29 counties accounting for 88 farms (13.7 percent of farms) and \$1.666 million (11 percent) of total value of sales. In 2012, sales data were not disclosed for 28 counties accounting for 97 farms (15.7 percent) and \$1.804 million (15.1 percent) in sales.



Fayette County experienced the greatest growth in the number of farms, followed by Hardeman, Wilson, Lincoln, Williamson, Perry, Rutherford, Davidson, Lawrence, McNairy and Macon in the top 10. Table 13 displays the number of farms for these counties in 2012 and 2017, the change between these two Census years and rank.

Total sales for United States farms offering agritourism and recreational services grew by \$245.285 million (34.8 percent). The value of sales for agritourism and recreational services for Tennessee between 2012 and 2017 grew by more than \$2.6 million (21.9 percent).

At the county level in Tennessee for counties where data were reported in both 2012 and 2017, sales changed from a loss of more than \$1.5 million in Cocke County to a gain of \$1.779 million in Sevier County. Sevier and Williamson Counties both experienced sales growth of more than \$1 million. Table 14 ranks the top 10 counties in Tennessee by sales growth, including Sevier, Williamson, Giles, Washington, Lincoln, Hamilton, Monroe, Dickson, Marion and Franklin.

Agritourism and recreational service data for Tennessee counties from the 2017 Census are provided in Appendix D. A comparison of 2012 and 2017 Census of Agriculture data for agritourism and recreational services is provided in Appendix E.





Summary

The 2017 Census of Agriculture provides a snapshot of Tennessee agriculture. The data reported helps describe the direct economic impact that value-added agriculture, direct marketing and agritourism have on Tennessee's farm families and 95 counties. It is clear that value-added agriculture, direct marketing and agritourism significantly impact the Tennessee farms and agricultural economy with

- 3,773 farms in the state selling products directly to consumers with sales totaling \$34.884 million dollars.
- 458 farms selling products directly to retail markets, institutions and food hubs with sales valued at \$21.234 million.
- 757 farms processing and/or adding value to farm products with sales of \$16.024 million.
- 644 farms offering agritourism and recreational services generating sales totaling \$14.519 million.

The 2017 Census created challenges in using data for analysis due to the fact that definitions of most of the categories related to value-added and direct marketing changed, making comparison to data from previous Censuses impossible. If the definitions are not adjusted again, this information may serve as a benchmark for future Census data analysis. Due to nondisclosures in the Census data, however, it is not possible to get a complete picture at the county level in some categories.

Sources

United States Department of Agriculture, National Agricultural Statistics Service. 2012 Census of Agriculture. Available online at <https://www.nass.usda.gov/Publications/AgCensus/2012/>.

United States Department of Agriculture, National Agricultural Statistics Service. 2017 Census of Agriculture. Available online at <https://www.nass.usda.gov/Publications/AgCensus/2017/>.

Appendix A. 2017 U.S. Census of Agriculture Data by Tennessee County for Farms Selling Agricultural Products Directly to Consumers for Human Consumption

County	Number of Farms Selling Agricultural Products Directly to Individuals for Human Consumption, 2017	Rank in Number of Farms Selling Agricultural Products Directly to Individuals for Human Consumption, 2017	Value of Sales of Agricultural Products Sold Directly to Individuals for Human Consumption, 2017	Rank in Value of Sales of Agricultural Products Sold Directly to Individuals for Human Consumption, 2017	Average Value of Sales Per Farm from Selling Agricultural Products Directly to Individuals for Human Consumption, 2017	Rank in Average Value of Sales Per Farm from Selling Agricultural Products Directly to Individuals for Human Consumption, 2017
Anderson	49	30	\$187,000	47	\$3,816	48
Bedford	67	12	\$423,000	14	\$6,313	31
Benton	17	76	\$30,000	80	\$1,765	79
Bledsoe	31	48	\$1,206,000	2	\$38,903	1
Blount	122	1	\$928,000	6	\$7,607	20
Bradley	61	21	\$289,000	30	\$4,738	39
Campbell	20	71	\$50,000	76	\$2,500	73
Cannon	40	40	\$123,000	58	\$3,075	63
Carroll	13	84	\$55,000	72	\$4,231	45
Carter	29	54	\$147,000	53	\$5,069	37
Cheatham	48	32	\$273,000	33	\$5,688	33
Chester	12	86	\$7,000	86	\$583	87
Claiborne	29	54	\$180,000	49	\$6,207	32
Clay	17	76	\$34,000	78	\$2,000	78
Cocke	27	57	\$252,000	36	\$9,333	18
Coffee	47	34	\$255,000	35	\$5,426	35
Crockett	2	94	(D)		(D)	
Cumberland	42	39	\$786,000	7	\$18,714	3
Davidson	50	29	\$929,000	5	\$18,580	4
Decatur	11	87	\$14,000	84	\$1,273	84
DeKalb	40	40	(D)		(D)	
Dickson	69	11	\$247,000	37	\$3,580	54
Dyer	13	84	\$53,000	73	\$4,077	47
Fayette	15	81	\$69,000	70	\$4,600	40
Fentress	29	54	\$190,000	46	\$6,552	29
Franklin	32	44	\$141,000	56	\$4,406	43
Gibson	27	57	\$323,000	20	\$11,963	15
Giles	51	28	\$193,000	43	\$3,784	51
Grainger	48	32	\$359,000	18	\$7,479	23
Greene	96	5	\$267,000	34	\$2,781	69
Grundy	23	63	\$319,000	22	\$13,870	12
Hamblen	20	71	\$112,000	61	\$5,600	34
Hamilton	67	12	\$227,000	39	\$3,388	58
Hancock	23	63	\$66,000	71	\$2,870	66
Hardeman	47	34	\$165,000	51	\$3,511	56
Hardin	25	62	\$70,000	69	\$2,800	68
Hawkins	58	22	\$210,000	40	\$3,621	53
Haywood	10	88	\$31,000	79	\$3,100	61
Henderson	23	63	\$85,000	65	\$3,696	52
Henry	16	79	\$26,000	81	\$1,625	81
Hickman	63	19	\$323,000	20	\$5,127	36
Houston	18	75	\$21,000	83	\$1,167	85
Humphreys	64	16	\$208,000	41	\$3,250	59
Jackson	26	61	\$80,000	66	\$3,077	62
Jefferson	56	25	\$274,000	32	\$4,893	38
Johnson	47	34	\$110,000	64	\$2,340	75
Knox	103	4	\$781,000	8	\$7,583	21
Lake	1	95	(D)		(D)	

County	Number of Farms Selling Agricultural Products Directly to Individuals for Human Consumption, 2017	Rank in Number of Farms Selling Agricultural Products Directly to Individuals for Human Consumption, 2017	Value of Sales of Agricultural Products Sold Directly to Individuals for Human Consumption, 2017	Rank in Value of Sales of Agricultural Products Sold Directly to Individuals for Human Consumption, 2017	Average Value of Sales Per Farm from Selling Agricultural Products Directly to Individuals for Human Consumption, 2017	Rank in Average Value of Sales Per Farm from Selling Agricultural Products Directly to Individuals for Human Consumption, 2017
Lauderdale	6	90	(D)		(D)	
Lawrence	57	24	\$375,000	16	\$6,579	28
Lewis	9	89	(D)		(D)	
Lincoln	64	16	\$429,000	13	\$6,703	26
Loudon	58	22	\$996,000	4	\$17,172	8
McMinn	67	12	\$305,000	25	\$4,552	41
McNairy	31	48	\$79,000	67	\$2,548	72
Macon	27	57	\$111,000	62	\$4,111	46
Madison	30	51	\$526,000	11	\$17,533	6
Marion	15	81	\$147,000	53	\$9,800	16
Marshall	31	48	\$118,000	60	\$3,806	50
Maury	84	8	\$363,000	17	\$4,321	44
Meigs	22	66	\$51,000	74	\$2,318	76
Monroe	63	19	\$185,000	48	\$2,937	65
Montgomery	43	38	\$191,000	45	\$4,442	42
Moore	22	66	\$318,000	23	\$14,455	11
Morgan	32	44	\$303,000	29	\$9,469	17
Obion	32	44	\$111,000	62	\$3,469	57
Overton	32	44	\$394,000	15	\$12,313	14
Perry	5	92	\$7,000	86	\$1,400	83
Pickett	4	93	\$4,000	88	\$1,000	86
Polk	22	66	\$325,000	19	\$14,773	10
Putnam	64	16	\$134,000	57	\$2,094	77
Rhea	22	66	\$305,000	25	\$13,864	13
Roane	70	10	\$193,000	43	\$2,757	70
Robertson	47	34	\$312,000	24	\$6,638	27
Rutherford	112	3	\$720,000	9	\$6,429	30
Scott	20	71	\$8,000	85	\$400	88
Sequatchie	27	57	\$243,000	38	\$9,000	19
Sevier	19	74	\$142,000	55	\$7,474	24
Shelby	35	42	\$554,000	10	\$15,829	9
Smith	52	26	\$166,000	50	\$3,192	60
Stewart	22	66	\$38,000	77	\$1,727	80
Sullivan	49	30	\$120,000	59	\$2,449	74
Sumner	86	6	\$305,000	25	\$3,547	55
Tipton	34	43	\$1,066,000	3	\$31,353	2
Trousdale	6	90	(D)		(D)	
Unicoi	15	81	\$22,000	82	\$1,467	82
Union	30	51	\$205,000	42	\$6,833	25
Van Buren	17	76	\$51,000	74	\$3,000	64
Warren	52	26	\$148,000	52	\$2,846	67
Washington	117	2	(D)		(D)	
Wayne	16	79	\$283,000	31	\$17,688	5
Weakley	30	51	\$77,000	68	\$2,567	71
White	66	15	\$499,000	12	\$7,561	22
Williamson	85	7	\$1,465,000	1	\$17,235	7
Wilson	80	9	\$305,000	25	\$3,813	49
Tennessee	3773		\$34,844,000		\$9,235	

(D) = Withheld to avoid disclosing data for individual farms.

Appendix B. 2017 U.S. Census of Agriculture Data by Tennessee County for Farms Selling Agricultural Products Directly to Retail Markets, Institutions and Food Hubs

County	Number of Farms Selling Agricultural Products Directly to Retail Markets, Institutions and Food Hubs, 2017	Rank in Number of Farms Selling Agricultural Products Directly to Retail Markets, Institutions and Food Hubs, 2017	Value of Sales of Agricultural Products Sold Directly to Retail Markets, Institutions and Food Hubs, 2017	Rank in Value of Sales of Agricultural Products Sold Directly to Retail Markets, Institutions and Food Hubs, 2017	Average Value of Sales Per Farm from Selling Agricultural Products Directly to Retail Markets, Institutions and Food Hubs, 2017	Rank in Average Value of Sales Per Farm from Selling Agricultural Products Directly to Retail Markets, Institutions and Food Hubs, 2017
Anderson	1	67	(D)			
Bedford	11	9	\$39,000	19	\$3,545	24
Benton	-		-			
Bledsoe	5	34	(D)			
Blount	9	15	(D)			
Bradley	8	21	(D)			
Campbell	3	51	\$14,000	28	\$4,667	19
Cannon	4	43	\$15,000	27	\$3,750	22
Carroll	2	60	(D)			
Carter	5	34	\$12,000	29	\$2,400	29
Cheatham	15	2	\$248,000	7	\$16,533	9
Chester	-		-			
Claiborne	1	67	(D)			
Clay	2	60	(D)			
Cocke	3	51	(D)			
Coffee	6	28	(D)			
Crockett	-		-			
Cumberland	1	67	(D)			
Davidson	15	2	\$169,000	9	\$11,267	12
Decatur	-		-			
DeKalb	6	28	\$11,000	31	\$1,833	33
Dickson	4	43	\$7,000	33	\$1,750	35
Dyer	3	51	\$9,000	32	\$3,000	26
Fayette	9	15	(D)			
Fentress	2	60	(D)			
Franklin	10	12	\$37,000	20	\$3,700	23
Gibson	6	28	(D)			
Giles	6	28	\$65,000	14	\$10,833	13
Grainger	11	9	\$2,944,000	1	\$267,636	1
Greene	10	12	\$47,000	15	\$4,700	18
Grundy	4	43	(D)			
Hamblen	1	67	(D)			
Hamilton	10	12	\$68,000	12	\$6,800	16
Hancock	1	67	(D)			
Hardeman	5	34	\$3,000	39	\$600	39
Hardin	1	67	(D)			
Hawkins	8	21	\$12,000	29	\$1,500	36
Haywood	4	43	(D)			
Henderson	6	28	\$145,000	10	\$24,167	6
Henry	-		-			
Hickman	9	15	\$128,000	11	\$14,222	10
Houston	5	34	\$45,000	16	\$9,000	15
Humphreys	7	25	\$24,000	22	\$3,429	25
Jackson	7	25	\$5,000	38	\$714	38
Jefferson	9	15	(D)			
Johnson	1	67	(D)			
Knox	12	8	\$1,402,000	3	\$116,833	3
Lake	-		-			

County	Number of Farms Selling Agricultural Products Directly to Retail Markets, Institutions and Food Hubs, 2017	Rank in Number of Farms Selling Agricultural Products Directly to Retail Markets, Institutions and Food Hubs, 2017	Value of Sales of Agricultural Products Sold Directly to Retail Markets, Institutions and Food Hubs, 2017	Rank in Value of Sales of Agricultural Products Sold Directly to Retail Markets, Institutions and Food Hubs, 2017	Average Value of Sales Per Farm from Selling Agricultural Products Directly to Retail Markets, Institutions and Food Hubs, 2017	Rank in Average Value of Sales Per Farm from Selling Agricultural Products Directly to Retail Markets, Institutions and Food Hubs, 2017
Lauderdale	-		-			
Lawrence	6	28	(D)			
Lewis	4	43	(D)			
Lincoln	5	34	(D)			
Loudon	4	43	(D)			
McMinn	4	43	\$41,000	17	\$10,250	14
McNairy	1	67	(D)			
Macon	4	43	\$23,000	23	\$5,750	17
Madison	3	51	\$7,000	33	\$2,333	30
Marion	3	51	\$6,000	36	\$2,000	31
Marshall	2	60	(D)			
Maury	8	21	\$34,000	21	\$4,250	20
Meigs	-		-			
Monroe	1	67	(D)			
Montgomery	9	15	\$173,000	8	\$19,222	8
Moore	2	60	(D)			
Morgan	-		-			
Obion	2	60	(D)			
Overton	9	15	(D)			
Perry	1	67	(D)			
Pickett	-		-			
Polk	1	67	(D)			
Putnam	1	67	(D)			
Rhea	5	34	(D)			
Roane	5	34	\$20,000	25	\$4,000	21
Robertson	3	51	(D)			
Rutherford	13	7	\$291,000	6	\$22,385	7
Scott	7	25	(D)			
Sequatchie	1	67	(D)			
Sevier	1	67	(D)			
Shelby	5	34	\$7,000	33	\$1,400	37
Smith	-		-			
Stewart	8	21	\$22,000	24	\$2,750	27
Sullivan	3	51	\$6,000	36	\$2,000	31
Sumner	15	2	\$41,000	17	\$2,733	28
Tipton	3	51	(D)			
Trousdale	-		-			
Unicoi	1	67	(D)			
Union	1	67	(D)			
Van Buren	16	1	\$392,000	5	\$24,500	5
Warren	11	9	\$20,000	25	\$1,818	34
Washington	15	2	\$673,000	4	\$44,867	4
Wayne	5	34	\$67,000	13	\$13,400	11
Weakley	2	60	(D)			
White	3	51	(D)			
Williamson	14	6	\$1,657,000	2	\$118,357	2
Wilson	3	51	(D)			
Tennessee	458		\$30,163,000		\$65,858	

(D) = Withheld to avoid disclosing data for individual farms.

**Appendix C. 2017 U.S. Census of Agriculture Data by Tennessee County
for Farms Processing or Adding Value to Farm Products**

County	Number of Farms Processing or Adding Value to Agricultural Products, 2017	Rank in Number of Farms Processing or Adding Value to Agricultural Products, 2017	Value of Sales from Farms Processing or Adding Value to Agricultural Products, 2017	Rank in Value of Sales from Farms Processing or Adding Value to Agricultural Products, 2017	Average Value of Sales Per Farm from Processing or Adding Value to Agricultural Products, 2017	Rank in Average Sales Per Farm from Processing or Adding Value to Agricultural Products, 2017
Anderson	6	51	\$43,000	28	\$7,167	22
Bedford	20	5	\$228,000	10	\$11,400	20
Benton	1	85	(D)			
Bledsoe	10	28	\$35,000	32	\$3,500	28
Blount	25	3	\$458,000	7	\$18,320	13
Bradley	6	51	\$178,000	13	\$29,667	9
Campbell	2	74	(D)			
Cannon	14	12	(D)			
Carroll	2	74	(D)			
Carter	7	47	\$23,000	38	\$3,286	30
Cheatham	13	15	\$68,000	22	\$5,231	26
Chester	2	74	(D)			
Claiborne	5	57	\$9,000	49	\$1,800	45
Clay	3	69	\$1,000	56	\$333	55
Cocke	10	28	(D)			
Coffee	8	39	\$191,000	11	\$23,875	11
Crockett	-		-			
Cumberland	12	19	\$923,000	3	\$76,917	3
Davidson	20	5	\$573,000	6	\$28,650	10
Decatur	2	74	(D)			
DeKalb	18	8	\$11,000	45	\$611	51
Dickson	12	19	\$25,000	36	\$2,083	40
Dyer	2	74	(D)			
Fayette	4	63	\$59,000	24	\$14,750	16
Fentress	5	57	\$11,000	45	\$2,200	38
Franklin	6	51	\$8,000	50	\$1,333	47
Gibson	6	51	\$140,000	16	\$23,333	12
Giles	26	2	\$101,000	19	\$3,885	27
Grainger	10	28	\$658,000	5	\$65,800	4
Greene	18	8	\$36,000	31	\$2,000	41
Grundy	5	57	\$63,000	23	\$12,600	18
Hamblen	2	74	(D)			
Hamilton	8	39	\$50,000	26	\$6,250	25
Hancock	1	85	(D)			
Hardeman	6	51	(D)			
Hardin	3	69	(D)			
Hawkins	11	24	\$11,000	45	\$1,000	49
Haywood	-		-			
Henderson	4	63	\$123,000	17	\$30,750	8
Henry	7	47	\$2,000	55	\$286	57
Hickman	9	33	(D)			
Houston	10	28	\$25,000	36	\$2,500	35
Humphreys	2	74	(D)			
Jackson	13	15	\$15,000	42	\$1,154	48
Jefferson	13	15	\$231,000	9	\$17,769	14
Johnson	14	12	\$185,000	12	\$13,214	17
Knox	11	24	(D)			
Lake	-		-			

County	Number of Farms Processing or Adding Value to Agricultural Products, 2017	Rank in Number of Farms Processing or Adding Value to Agricultural Products, 2017	Value of Sales from Farms Processing or Adding Value to Agricultural Products, 2017	Rank in Value of Sales from Farms Processing or Adding Value to Agricultural Products, 2017	Average Value of Sales Per Farm from Processing or Adding Value to Agricultural Products, 2017	Rank in Average Sales Per Farm from Processing or Adding Value to Agricultural Products, 2017
Lauderdale	-		-			
Lawrence	9	33	(D)			
Lewis	7	47	(D)			
Lincoln	24	4	\$45,000	27	\$1,875	44
Loudon	4	63	\$141,000	15	\$35,250	7
McMinn	8	39	\$16,000	41	\$2,000	41
McNairy	9	33	\$22,000	40	\$2,444	36
Macon	4	63	(D)			
Madison	2	74	(D)			
Marion	5	57	\$420,000	8	\$84,000	2
Marshall	12	19	\$32,000	35	\$2,667	34
Maury	14	12	\$7,000	51	\$500	52
Meigs	-		-			
Monroe	5	57	(D)			
Montgomery	13	15	\$723,000	4	\$55,615	5
Moore	2	74	(D)			
Morgan	12	19	\$33,000	34	\$2,750	33
Obion	3	69	(D)			
Overton	4	63	(D)			
Perry	-		-			
Pickett	-		-			
Polk	2	74	(D)			
Putnam	11	24	\$38,000	30	\$3,455	29
Rhea	5	57	\$10,000	48	\$2,000	41
Roane	9	33	\$4,000	53	\$444	53
Robertson	8	39	\$5,000	52	\$625	50
Rutherford	12	19	\$178,000	13	\$14,833	15
Scott	1	85	(D)			
Sequatchie	4	63	(D)			
Sevier	8	39	(D)			
Shelby	6	51	\$74,000	20	\$12,333	19
Smith	9	33	(D)			
Stewart	-		-			
Sullivan	18	8	\$43,000	28	\$2,389	37
Sumner	19	7	\$122,000	18	\$6,421	23
Tipton	8	39	\$23,000	38	\$2,875	32
Trousdale	3	69	\$1,000	56	\$333	55
Unicoi	8	39	\$14,000	44	\$1,750	46
Union	2	74	(D)			
Van Buren	10	28	\$4,000	53	\$400	54
Warren	8	39	\$72,000	21	\$9,000	21
Washington	9	33	\$57,000	25	\$6,333	24
Wayne	3	69	(D)			
Weakley	7	47	\$15,000	42	\$2,143	39
White	11	24	\$35,000	32	\$3,182	31
Williamson	28	1	\$1,374,000	2	\$49,071	6
Wilson	17	11	\$1,612,000	1	\$94,824	1
Tennessee	757		\$16,024,000		\$21,168	

(D) = Withheld to avoid disclosing data for individual farms.

**Appendix D. 2017 U.S. Census of Agriculture Data by Tennessee County
for Farms Offering Agritourism and Recreational Services**

County	Number of Farms Offering Agritourism and Recreational Services, 2017	Rank in Number of Farms Offering Agritourism and Recreational Services, 2017	Value of Agritourism and Recreational Services Sales, 2017	Rank in Value of Agritourism and Recreational Services Sales, 2017	Average Sales Per Farm Offering Agritourism and Recreational Services, 2017	Rank in Average Sales Per Farm Offering Agritourism and Recreational Services, 2017
Anderson	3	63	\$3,000	55	\$1,000	54
Bedford	2	70	(D)			
Benton	3	63	\$3,000	55	\$1,000	54
Bledsoe	4	56	(D)			
Blount	9	24	\$314,000	11	\$34,889	10
Bradley	5	47	(D)			
Campbell	-		-			
Cannon	4	56	\$5,000	53	\$1,250	51
Carroll	8	29	\$16,000	47	\$2,000	49
Carter	6	39	\$83,000	27	\$13,833	19
Cheatham	4	56	(D)			
Chester	4	56	\$32,000	38	\$8,000	29
Claiborne	3	63	\$111,000	20	\$37,000	9
Clay	1	77	(D)			
Cocke	8	29	\$30,000	40	\$3,750	41
Coffee	1	77	(D)			
Crockett	2	70	(D)			
Cumberland	10	23	(D)			
Davidson	13	11	\$836,000	4	\$64,308	5
Decatur	5	47	\$8,000	51	\$1,600	50
DeKalb	1	77	(D)			
Dickson	13	11	\$169,000	16	\$13,000	20
Dyer	-		-			
Fayette	34	1	\$101,000	22	\$2,971	44
Fentress	1	77	(D)			
Franklin	5	47	\$349,000	10	\$69,800	4
Gibson	6	39	(D)			
Giles	9	24	\$488,000	6	\$54,222	7
Grainger	5	47	(D)			
Greene	6	39	\$5,000	53	\$833	56
Grundy	1	77	(D)			
Hamblen	1	77	(D)			
Hamilton	8	29	\$649,000	5	\$81,125	2
Hancock	6	39	\$30,000	40	\$5,000	34
Hardeman	22	4	\$59,000	31	\$2,682	45
Hardin	11	18	\$108,000	21	\$9,818	25
Hawkins	5	47	\$49,000	33	\$9,800	26
Haywood	3	63	\$7,000	52	\$2,333	47
Henderson	2	70	(D)			
Henry	7	33	\$21,000	43	\$3,000	42
Hickman	7	33	\$41,000	35	\$5,857	32
Houston	4	56	\$20,000	44	\$5,000	34
Humphreys	13	11	\$215,000	14	\$16,538	17
Jackson	7	33	\$3,000	55	\$429	58
Jefferson	4	56	\$122,000	19	\$30,500	12
Johnson	-		-			
Knox	11	18	\$128,000	18	\$11,636	23
Lake	1	77	(D)			

County	Number of Farms Offering Agritourism and Recreational Services, 2017	Rank in Number of Farms Offering Agritourism and Recreational Services, 2017	Value of Agritourism and Recreational Services Sales, 2017	Rank in Value of Agritourism and Recreational Services Sales, 2017	Average Sales Per Farm Offering Agritourism and Recreational Services, 2017	Rank in Average Sales Per Farm Offering Agritourism and Recreational Services, 2017
Lauderdale	1	77	(D)			
Lawrence	15	9	\$31,000	39	\$2,067	48
Lewis	6	39	\$53,000	32	\$8,833	28
Lincoln	20	5	\$383,000	9	\$19,150	16
Loudon	5	47	(D)			
McMinn	11	18	(D)			
McNairy	16	7	\$98,000	23	\$6,125	31
Macon	7	33	\$86,000	26	\$12,286	22
Madison	1	77	(D)			
Marion	11	18	\$217,000	13	\$19,727	15
Marshall	3	63	\$2,000	58	\$667	57
Maury	18	6	\$74,000	28	\$4,111	38
Meigs	-		-			
Monroe	12	15	\$312,000	12	\$26,000	14
Montgomery	4	56	\$19,000	45	\$4,750	37
Moore	2	70	(D)			
Morgan	2	70	(D)			
Obion	2	70	(D)			
Overton	1	77	(D)			
Perry	12	15	\$47,000	34	\$3,917	39
Pickett	-		-			
Polk	8	29	\$440,000	8	\$55,000	6
Putnam	5	47	(D)			
Rhea	1	77	(D)			
Roane	5	47	\$62,000	29	\$12,400	21
Robertson	9	24	\$10,000	50	\$1,111	52
Rutherford	25	2	\$966,000	3	\$38,640	8
Scott	3	63	\$29,000	42	\$9,667	27
Sequatchie	-		-			
Sevier	9	24	\$2,824,000	1	\$313,778	1
Shelby	7	33	\$200,000	15	\$28,571	13
Smith	13	11	\$89,000	25	\$6,846	30
Stewart	5	47	(D)			
Sullivan	7	33	\$34,000	37	\$4,857	36
Sumner	3	63	(D)			
Tipton	11	18	\$155,000	17	\$14,091	18
Trousdale	6	39	\$18,000	46	\$3,000	42
Unicoi	6	39	\$60,000	30	\$10,000	24
Union	-		-			
Van Buren	6	39	\$15,000	48	\$2,500	46
Warren	-		-			
Washington	14	10	\$457,000	7	\$32,643	11
Wayne	9	24	\$35,000	36	\$3,889	40
Weakley	12	15	\$13,000	49	\$1,083	53
White	2	70	(D)			
Williamson	25	2	\$2,027,000	2	\$81,080	3
Wilson	16	7	\$92,000	24	\$5,750	33
Tennessee	644		\$14,519,000		\$22,545	

(D) = Withheld to avoid disclosing data for individual farms.

Appendix E. 2012 to 2017 Comparison of U.S. Census of Agriculture Data by Tennessee County for Farms Offering Agritourism and Recreational Services

County	Number of Farms Offering Agritourism and Recreational Services, 2012	Value of Agritourism and Recreational Services Sales, 2012	Number of Farms Offering Agritourism and Recreational Services, 2017	Value of Agritourism and Recreational Services Sales, 2017	Change in Number of Farms Offering Agritourism and Recreational Services, 2012 to 2017	Rank for Change in Number of Farms Offering Agritourism and Recreational Services, 2012 to 2017	Change in the Value of Agritourism and Recreational Service Sales, 2012 to 2017	Rank for Change in the Value of Agritourism and Recreational Service Sales, 2012 to 2017
Anderson	-	-	3	\$3,000	3	20	\$3,000	30
Bedford	2	(D)	2	(D)	0	38		
Benton	12	\$26,000	3	\$3,000	-9	93	(\$23,000)	42
Bledsoe	7	(D)	4	(D)	-3	72		
Blount	10	\$248,000	9	\$314,000	-1	52	\$66,000	16
Bradley	16	\$102,000	5	(D)	-11	94		
Campbell	1	(D)	-	-	-1	52		
Cannon	4	\$12,000	4	\$5,000	0	38	(\$7,000)	39
Carroll	4	\$6,000	8	\$16,000	4	17	\$10,000	27
Carter	12	\$37,000	6	\$83,000	-6	87	\$46,000	18
Cheatham	3	(D)	4	(D)	1	31		
Chester	2	(D)	4	\$32,000	2	23		
Claiborne	5	\$3,000	3	\$111,000	-2	60	\$108,000	11
Clay	4	\$24,000	1	(D)	-3	72		
Cocke	6	\$1,552,000	8	\$30,000	2	23	(\$1,522,000)	52
Coffee	4	\$67,000	1	(D)	-3	72		
Crockett	4	(D)	2	(D)	-2	60		
Cumberland	12	\$24,000	10	(D)	-2	60		
Davidson	6	(D)	13	\$836,000	7	8		
Decatur	5	\$9,000	5	\$8,000	0	38	(\$1,000)	33
DeKalb	1	(D)	1	(D)	0	38		
Dickson	13	\$10,000	13	\$169,000	0	38	\$159,000	8
Dyer	1	(D)	-	-	-1	52		
Fayette	10	\$308,000	34	\$101,000	24	1	(\$207,000)	50
Fentress	1	(D)	1	(D)	0	38		
Franklin	6	\$225,000	5	\$349,000	-1	52	\$124,000	10
Gibson	4	(D)	6	(D)	2	23		
Giles	7	\$35,000	9	\$488,000	2	23	\$453,000	3
Grainger	7	(D)	5	(D)	-2	60		
Greene	10	\$121,000	6	\$5,000	-4	81	(\$116,000)	44
Grundy	3	(D)	1	(D)	-2	60		
Hamblen	3	(D)	1	(D)	-2	60		
Hamilton	7	\$298,000	8	\$649,000	1	31	\$351,000	6
Hancock	-	-	6	\$30,000	6	12	\$30,000	23
Hardeman	8	\$226,000	22	\$59,000	14	2	(\$167,000)	48
Hardin	8	\$42,000	11	\$108,000	3	20	\$66,000	16
Hawkins	7	\$7,000	5	\$49,000	-2	60	\$42,000	19
Haywood	3	\$3,000	3	\$7,000	0	38	\$4,000	28
Henderson	6	\$6,000	2	(D)	-4	81		
Henry	9	\$17,000	7	\$21,000	-2	60	\$4,000	28
Hickman	14	\$29,000	7	\$41,000	-7	90	\$12,000	26
Houston	4	(D)	4	\$20,000	0	38		
Humphreys	13	\$199,000	13	\$215,000	0	38	\$16,000	25
Jackson	7	\$6,000	7	\$3,000	0	38	(\$3,000)	35
Jefferson	15	\$120,000	4	\$122,000	-11	94	\$2,000	31
Johnson	-	-	-	-	0	38		
Knox	9	\$25,000	11	\$128,000	1	31	\$103,000	12
Lake	-	-	1	(D)	1	31		

County	Number of Farms Offering Agritourism and Recreational Services, 2012	Value of Agritourism and Recreational Services Sales, 2012	Number of Farms Offering Agritourism and Recreational Services, 2017	Value of Agritourism and Recreational Services Sales, 2017	Change in Number of Farms Offering Agritourism and Recreational Services, 2012 to 2017	Rank for Change in Number of Farms Offering Agritourism and Recreational Services, 2012 to 2017	Change in the Value of Agritourism and Recreational Service Sales, 2012 to 2017	Rank for Change in the Value of Agritourism and Recreational Service Sales, 2012 to 2017
Lauderdale	4	\$29,000	1	(D)	-3	72		
Lawrence	8	\$37,000	15	\$31,000	7	8	(\$6,000)	37
Lewis	1	(D)	6	\$53,000	5	15		
Lincoln	11	\$11,000	20	\$383,000	9	4	\$372,000	5
Loudon	3	(D)	5	(D)	2	23		
McMinn	13	\$130,000	11	(D)	-2	60		
McNairy	9	\$65,000	16	\$98,000	7	8	\$33,000	22
Macon	-	-	7	\$86,000	7	8	\$86,000	14
Madison	5	\$22,000	1	(D)	-4	81		
Marion	10	\$70,000	11	\$217,000	1	31	\$147,000	9
Marshall	5	\$8,000	3	\$2,000	-2	60	(\$6,000)	37
Maury	17	\$95,000	18	\$74,000	1	31	(\$21,000)	41
Meigs	6	\$436,000	-	-	-6	87	(\$436,000)	51
Monroe	12	\$37,000	12	\$312,000	0	38	\$275,000	7
Montgomery	10	(D)	4	\$19,000	-6	87		
Moore	1	(D)	2	(D)	1	31		
Morgan	3	(D)	2	(D)	-1	52		
Obion	3	(D)	2	(D)	-1	52		
Overton	9	\$829,000	1	(D)	-8	92		
Perry	4	\$11,000	12	\$47,000	8	6	\$36,000	21
Pickett	3	\$3,000	-	-	-3	72	(\$3,000)	35
Polk	8	\$632,000	8	\$440,000	0	38	(\$192,000)	49
Putnam	8	\$18,000	5	(D)	-3	72		
Rhea	6	\$33,000	1	(D)	-5	85		
Roane	6	(D)	5	\$62,000	-1	52		
Robertson	12	\$35,000	9	\$10,000	-3	72	(\$25,000)	43
Rutherford	17	\$1,116,000	25	\$966,000	8	6	(\$150,000)	47
Scott	3	(D)	3	\$29,000	0	38		
Sequatchie	4	(D)	-	-	-4	81		
Sevier	7	\$1,045,000	9	\$2,824,000	2	23	\$1,779,000	1
Shelby	9	\$103,000	7	\$200,000	-2	60	\$97,000	13
Smith	9	(D)	13	\$89,000	4	17		
Stewart	3	(D)	5	(D)	2	23		
Sullivan	5	\$176,000	7	\$34,000	2	23	(\$142,000)	46
Sumner	10	\$167,000	3	(D)	-7	90		
Tipton	7	\$114,000	11	\$155,000	4	17	\$41,000	20
Trousdale	-	-	6	\$18,000	6	12	\$18,000	24
Unicoi	1	(D)	6	\$60,000	5	15		
Union	1	(D)	-	-	-1	52		
Van Buren	9	\$34,000	6	\$15,000	-3	72	(\$19,000)	40
Warren	3	\$1,000	-	-	-3	72	(\$1,000)	33
Washington	8	\$44,000	14	\$457,000	6	12	\$413,000	4
Wayne	14	\$168,000	9	\$35,000	-5	85	(\$133,000)	45
Weakley	9	\$12,000	12	\$13,000	3	20	\$1,000	32
White	4	\$42,000	2	(D)	-2	60		
Williamson	16	\$795,000	25	\$2,027,000	9	4	\$1,232,000	2
Wilson	5	\$6,000	16	\$92,000	11	3	\$86,000	14
Tennessee	616	\$11,915,000	644	\$14,519,000			\$2,604,000	

(D) = Withheld to avoid disclosing data for individual farms.
 *Parentheses indicate a negative number.

CIDER PRESSES

HAY-RIDES

UTIA
INSTITUTE OF
AGRICULTURE
THE UNIVERSITY OF TENNESSEE
Real. Life. Solutions.™

UTIA.TENNESSEE.EDU

Programs in agriculture and natural resources, 4-H youth development, family and consumer sciences, and resource development. University of Tennessee Institute of Agriculture, U.S. Department of Agriculture and county governments cooperating. UT Extension provides equal opportunities in programs and employment.