



CAPTURING VALUE IN NORTHEAST OHIO

CHART TOPPERS

2007 NASS, Federal Ag Glossary

PRODUCED AND SOLD VALUE ADDED	# FARMS	COMMUNITY SUPPORTED AGRICULTURE	# FARMS	DIRECT TO CONSUMERS	\$\$\$	AGRI-TOURISM AND RECREATIONAL SERVICES	# FARMS
ASHTABULA	50	ASHLAND	10	ASHTABULA	1,091,000	ASHLAND	9
GEAUGA	63	ASHTABULA	12	COLUMBIANA	1,183,000	GEAUGA	9
LORAIN	54	GEAUGA	23	GEAUGA	1,924,000	MEDINA	17
MEDINA	51	LORAIN	10	LORAIN	2,039,000	SUMMIT	11
PORTAGE	64	RICHLAND	10	MAHONING	2,224,000		
STARK	85	STARK	10	MEDINA	1,203,000		
TRUMBULL	48	WAYNE	12	PORTAGE	1,409,000		
WAYNE	67			STARK	1,521,000		
				WAYNE	1,392,000		

Value added agriculture: might be any means to capture a larger share of the consumer food dollar by farmers. Examples include direct marketing; farmer ownership of processing facilities; and producing farm products with a higher intrinsic value (such as identity-preserved grains, organic produce, free-range chickens; etc.), for which buyers are willing to pay a higher price than for more traditional farm commodities.

Subscription farming (Community Supported Agriculture): Usually refers to a direct marketing arrangement between a local farmer and one or more nearby consumers, where the consumer pays, or agrees to pay, the farmer in advance for delivery of a variety of fresh farm products, as they are produced throughout the season. It provides a source of guaranteed, up-front income that the producer can use to finance planting and other operations.

Direct marketing; farmer-to-consumer direct marketing — Any arrangement where the producer or his/her representative is selling his products directly to the end user. Typical forms of direct marketing are farmers' markets and roadside stands. Other examples include subscription farming and regular delivery of fresh farm produce by farmers to homes or restaurants.

Agri-tourism describes the act of visiting a working farm or any agricultural, horticultural or agribusiness operation to enjoy, be educated or be involved in activities.

