

Summary of Findings

Summary of impact of variables on market participation and expansion behavior and intentions (direction of influence of significant variables)

Variable	Market participation among all producers	Market participation intentions among producers that do not currently sell	Expansion intentions of producers selling or interested in selling
Educational Attainment (7 possible levels)			(-)
Age			(-)
Female Gender			(+)
Number of acres of agricultural land available to operator		(+)	
Work full time off the farm (yes=1)		(+)	
Distance to market (miles)		(+)	
Access to water for irrigation (yes=1)			(+)
Family laborers (yes=1)			(-)
Hired laborers (yes=1)			
Plan to pass farm/garden on to a known successor (Agree=1)			(+)
Percentage of diet made up of food products that you raise	(+)		(-)
Raised broilers in 2012 (yes=1)	(+)		
Raised beef cows in 2012 (yes=1)			
Raised vegetables in 2012 (yes=1)	(-)		
Reason for Entering Farming: Develop business to generate additional income (yes=1)	(+)		(+)
Reason for Entering Farming: Take over farm from family member or another person (yes=1)			
Farming is a viable business venture (Agree=1)	(-)		
My household prefers to have off-farm income as well to reduce risk. (Agree=1)			
Ancestors settled to farm (yes=1)	(-)		
Number of generations farm in family			
Concerned about consequences if products made someone sick		(+)	
Distance to profitable market is too far		(+)	
No time to produce/market products		(-)	
Would not be profitable to sell products		(-)	
Not interested in selling; just a hobby		(-)	