



2007 CENSUS OF AGRICULTURE

2008 Organic Production Survey

Nearly 20 percent of the nation's certified and exempt organic farms are in California. The top 10 states were:

1. California with 2,714
2. Wisconsin with 1,222
3. Washington with 887
4. New York with 827
5. Oregon with 657
6. Pennsylvania with 586
7. Minnesota with 550
8. Ohio with 547
9. Iowa with 518
10. Vermont with 467

U.S. Department
of Agriculture

National Agricultural
Statistics Service

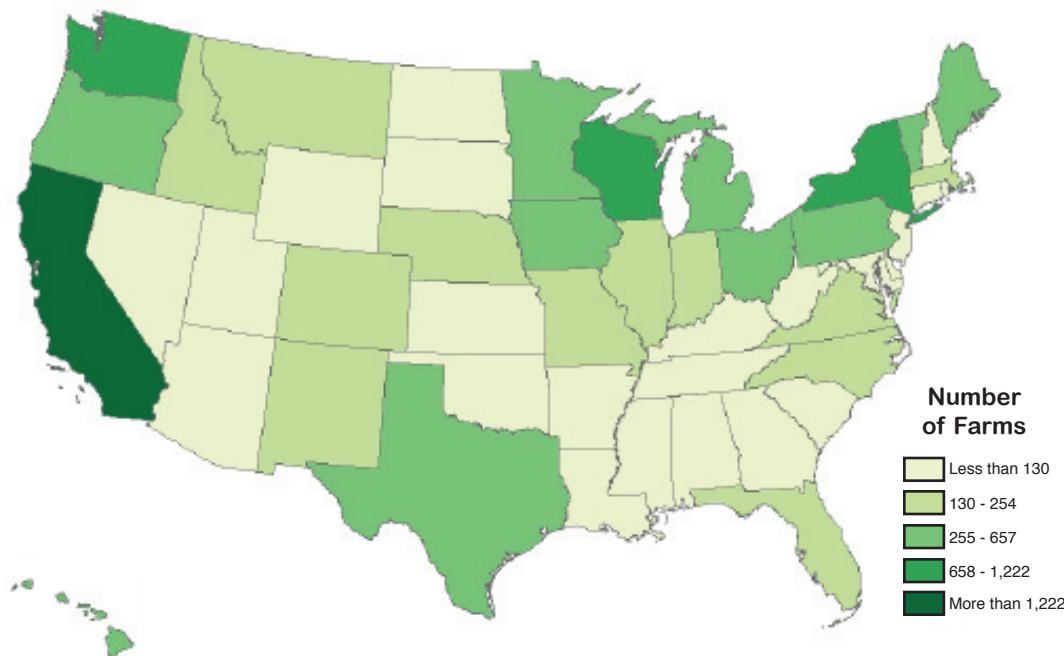


As a follow-on to the 2007 Census of Agriculture, the National Agricultural Statistics Service (NASS) conducted the U.S. Department of Agriculture's first in-depth survey of organic farming in the United States. NASS collected 2008 data from operators of farms that were either USDA-certified organic, were making the transition to organic production, or were exempt from certification because of sales totaling less than \$5,000. Numbers in this report do not include farms that were not USDA certified or exempt, even if those farms were following USDA's National Organic Program standards.

The 2008 Organic Production Survey counted 14,540 organic farms and ranches in the United States, comprising 4.1 million acres of land. Of those farms, 10,903 were USDA certified and 3,637 were exempt from certification.



Certified and Exempt Organic Farms, 2008
(U.S. Total = 14,540)



2007 CENSUS OF AGRICULTURE



Organic farms had average annual sales of \$217,675, compared with \$134,807 for U.S. farms overall.

Organic Sales

In 2008, certified and exempt organic farms had \$3.16 billion in total sales – \$1.94 billion in crop sales and \$1.22 billion in sales of livestock, poultry and their products. Organic farms had average annual sales of \$217,675, compared to the \$134,807 average for U.S. farms overall, as reported in the 2007 Census of Agriculture.

Organic Sales - Top Categories

	2008 Organic Sales	% of Total Organic Sales
Livestock Products	\$906,207,000	28.7%
Vegetables	\$689,992,000	21.9%
Field Crops	\$526,780,000	16.7%
Fruits and Tree Nuts	\$444,747,000	14.1%
Livestock	\$316,470,000	10.0%
Floriculture/Bedding	\$179,657,000	5.7%
Berries	\$83,233,000	2.6%

Organic Sales - Top States

	2008 Organic Sales	% of Total Organic Sales
California	\$1,148,650,000	36.3%
Washington	\$281,970,000	8.9%
Pennsylvania	\$212,739,000	6.7%
Oregon	\$155,613,000	4.9%
Texas	\$149,328,000	4.7%
Wisconsin	\$132,764,000	4.2%
New York	\$105,133,000	3.3%
Vermont	\$72,857,000	2.3%
Iowa	\$71,545,000	2.3%
Idaho	\$71,250,000	2.3%

2008 Organic Production Survey

Production Practices

Farmers and ranchers reported using a variety of conservation and environmental practices on their certified or exempt operations in 2008. Among the most popular were the use of green or animal manures (65 percent) and the planting of buffer strips (58 percent).

	# of Farms	% of Farms
Green or Animal Manures	9,454	65.0%
Buffer Strips	8,423	57.9%
Organic Mulch or Compost	7,454	51.3%
Water Management Practices	7,372	50.7%
No-Till or Minimum-Till	5,542	38.1%
Select Planting Locations to Avoid Pests	5,133	35.3%
Pest-Resistant Varieties	4,760	32.7%
Beneficial Insect/Vertebrate Habitat	4,619	31.8%
Biological Pest Management	4,474	30.8%
Planting to Avoid Cross-Contamination	3,768	25.9%
Released Beneficial Organisms	2,388	16.4%

Production Expenses

U.S. certified and exempt organic farms incurred production expenses totaling \$2.5 billion – or an average of \$171,978 per farm – in 2008. This is higher than the \$109,359 average for all farms nationwide, as reported in the 2007 Census of Agriculture.

The largest expenses were labor, at \$569 million, and feed purchases, at \$480 million. Other significant expenses were repairs, supplies, and maintenance; fertilizer, lime and soil conditioners; and rent and lease expenses for land, buildings and machinery.



Average production expenditures are higher for organic farms (\$171,978) than for all farms nationwide (\$109,359).

2007 CENSUS OF AGRICULTURE

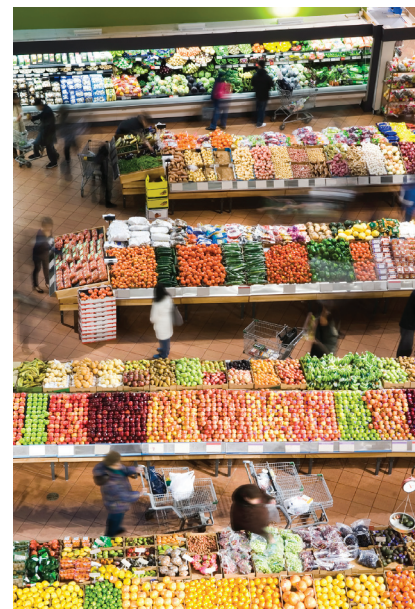
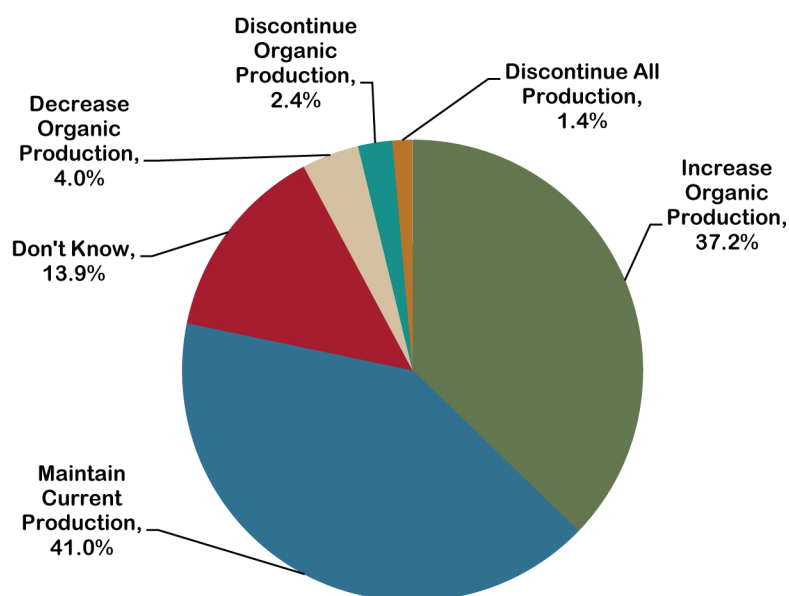
Marketing Outlets

Nearly 83 percent of U.S. organic sales in 2008 were to wholesale markets, primarily processors, millers or packers (28.7 percent) and distributors, wholesalers, brokers or re-packers (26.6 percent). Direct-to-retail sales comprised 10.6 percent of 2008 organic sales, including 5.3 percent to conventional supermarkets and 3.5 percent to natural food stores (both cooperatives and supermarkets). The remaining 6.8 percent of 2008 organic sales were direct to consumers, including 2.4 percent on-site (e.g. farm stands and you-pick operations), 1.9 percent via farmers' markets and 1 percent via community-supported agriculture arrangements.

Most producers sold their organic products locally. More than 44 percent reported selling within 100 miles of the farm, while 30 percent reported selling regionally (more than 100 miles but less than 500 miles from the farm). Another 24 percent reported selling nationally (500 or more miles from the farm), while only 2 percent reported selling internationally.

Producers' 5-Year Plans

Organic production is poised to grow over the next five years, with more than 78 percent of certified and exempt producers indicating that they plan to maintain or increase organic production levels.



For more information:

www.nass.usda.gov

www.agcensus.usda.gov

Agricultural Statistics Hotline
(800) 727-9540

2008 Organic Production Survey

www.agcensus.usda.gov