

2015 CERTIFIED ORGANIC SURVEY

Sales up 13 percent since 2014

Farms, Land, and Sales Up

Top States : Certified Organic Sales

	(\$ million)
California	2,436
Washington	626
Pennsylvania	332
Oregon	269
Wisconsin	222
New York	221
Texas	210
Michigan	187
Colorado	155
Arizona	129

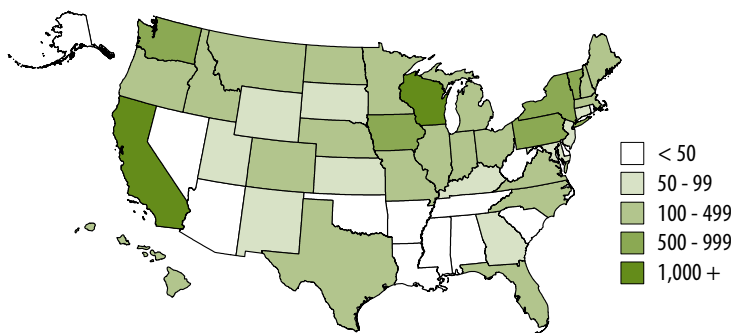
About this Survey

The 2015 Certified Organic Survey is a census of all farms and ranches with certified organic production. Certified organic farms must meet the standards set out by USDA's Agricultural Marketing Service's National Organic Program (NOP) and be certified compliant by an approved NOP agent. The 2015 data, as well as results of previous NASS organic surveys, are available in the NASS searchable database Quick Stats and as PDF publications.

The 2014 Organic Survey included farms exempt from certification and those transitioning to certification, but the 2014 data included in this Highlights are for certified farms only and therefore comparable to 2015 data.

In 2015, the United States had 12,818 certified organic farms producing and selling \$6.2 billion in organic commodities. Only California and Wisconsin had more than 1,000 such farms; Washington, Iowa, and several northeastern states had more than 500. Except for Florida and Texas, states across the south had relatively few certified organic farms. (Fig. 1)

Fig. 1. Number of Certified Organic Farms, by State, 2015



Certified organic farms operated 4.4 million acres of certified land in 2015, up 20 percent from 2014. Slightly more than half the land (55 percent) was used to produce organic crops; the rest of the land was pasture and rangeland. About half of the certified acres were owned by those who operated the farm, the rest was land rented from others. Certified farms were transitioning 151,000 additional acres of land into organic production in 2015, primarily to grow crops.

Certified Organic Sales

Organic sales are more concentrated than organic farms. Ten states accounted for 78 percent of all certified organic sales, including crops, livestock, and livestock products. California, with \$2.4 billion in sales, accounted for 40 percent of the total value of U.S. certified organic sales.

Of the \$6.2 billion in organic commodities sold, \$3.5 billion, or 57 percent, came from organic crops, \$1.9 billion (31 percent) from organic livestock and poultry products (primarily milk and eggs), and \$0.7 billion (12 percent) from organic livestock and poultry. (Table 1)

Table 1. Certified Organic Sales by Product Type, 2014 and 2015
(\$ billion and percent change)

	2014	2015	% change
Crops	3.3	3.5	7
Livestock and poultry products	1.5	1.9	27
Livestock and poultry	0.7	0.7	13
Total	5.5	6.2	13

Milk and eggs were the top two commodities sold, valued at \$1.2 billion and \$0.7 billion, respectively, followed by broiler chickens valued at \$0.4 billion. Two sectors – vegetables grown in the open and fruits, tree nuts, and berries – together accounted for 42 percent of sales. Among crops, apples, lettuce, and grapes were the top-selling commodities, with \$302 million, \$262 million, and \$210 million in 2015 sales, respectively. (Table 2)

Table 2. Certified Organic Sales by Sector and Top Commodities, 2015 (\$ million and percent change)

	Sector Total (\$ million)	Commodity Sales (\$ million)	% change, 2014 to 2015
Livestock and poultry products	1,911		27
Milk		1,174	8
Eggs		732	74
Vegetables in the open	1,362		9
Lettuce		262	-1
Spinach		154	32
Tomatoes		87	29
Carrots		83	20
Broccoli		71	-10
Sweet potatoes		71	4
Fruits, tree nuts, and berries	1,203		17
Apples		302	20
Grapes		210	7
Strawberries		151	70
Blueberries		124	80
Raspberries		46	230
Livestock and poultry	743		13
Broiler chickens		420	13
Cattle		233	8
Turkeys		70	41
Field crops	660		-8
Corn for grain		129	-17
Hay		117	-15
Wheat		109	(D)
Soybeans		63	-13
Tobacco		50	NA
Mushrooms	96		-12
Vegetables under protection	73		-4
Other	115		
Total	6,163		13

D = not disclosed to protect privacy of the producer.

NA = not available.

Marketing Certified Organic Products

Nationally 71 percent of certified farms sold to wholesale markets, 36 percent sold directly to consumers, and 22 percent sold directly to retail markets and institutions. Farms may use just one or two of these sales options, or they may use all three.

States varied in how organic producers market and sell their goods. The percent of farms selling directly to consumers was highest in southeastern and northeastern states, and lowest in central states. In New England, the majority of certified farms sold at least part of their production directly to consumers, while in Nebraska and North Dakota, 10 percent or less did so. (Fig. 2)

Three fourths of certified farms sold some or all of their organic products within a 100-mile radius of the farm, with many eastern and southern states, along with Alaska and Hawaii, having the highest shares of such farms. (Fig. 3)

	% of certified farms with this type of sale
Within 100 miles of the farm	75
100-499 miles from the farm	35
500 or more miles from the farm	14
Internationally	3

Fig. 2. Percent of Farms Selling Directly to Consumers, by State, 2015

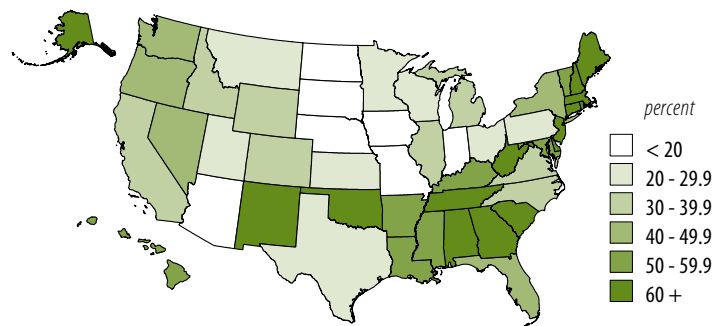


Fig. 3. Percent of Farms Selling within 100 Miles, by State, 2015

