



U. S. Department of Agriculture  
 National Agricultural Statistics Service  
 Wisconsin Field Office  
 nassrfoumr@nass.usda.gov  
 www.nass.usda.gov  
 1-800-789-9277

# 2014 ORGANIC SURVEY

**WISCONSIN**

The **2014 Organic Survey** was conducted by the U.S. Department of Agriculture's (USDA) National Agricultural Statistics Service (NASS) in conjunction with USDA's Risk Management Agency (RMA). The 2014 Organic Survey is a complete inventory of all known organic producers in the United States that are certified, exempt from certification (those grossing less than \$5,000 annually from organic sales), and those producers transitioning to organic production. This is the third organic production and practices survey NASS has conducted on the national level; the previous surveys were the 2011 Certified Organic Production Survey and the 2008 Organic Production Survey.

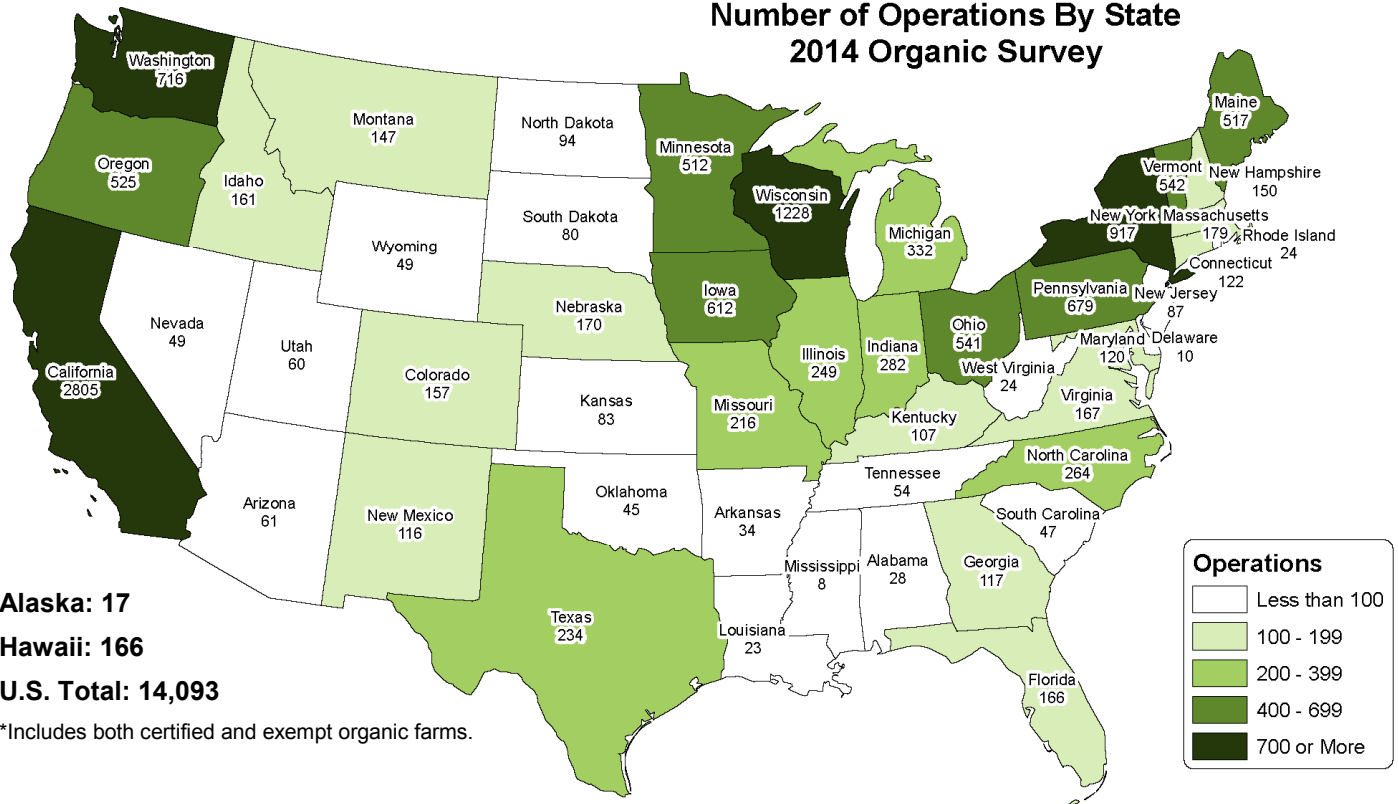
Complete results of the 2014 Organic Survey are available at: <http://www.agcensus.usda.gov/>

**Top 10 States by Organic Sales, Certified and Exempt Organic Farms, 2014**

State	2008			2014				Change in Sales 2014/2008
	Organic Ag Land	Operations with Sales	Total Organic Sales	Organic Ag Land	Operations with Sales	Total Organic Sales	Average Sales per Farm	
	Acres	Number	Million Dollars	Acres	Number	Million Dollars	Thousand Dollars	Percent
California	470,903	2,580	1,148.7	687,168	2,805	2,231.2	795	+94
Washington	82,216	862	282.0	73,841	716	514.9	719	+83
Pennsylvania	53,624	551	212.7	97,617	679	313.5	462	+47
Oregon	105,605	637	155.6	204,166	525	237.1	452	+52
<b>Wisconsin</b>	<b>195,603</b>	<b>1,152</b>	<b>132.8</b>	<b>228,605</b>	<b>1,228</b>	<b>200.8</b>	<b>164</b>	<b>+51</b>
Texas	314,279	333	149.3	126,639	234	199.1	851	+33
New York	168,428	788	105.1	212,701	917	164.2	179	+56
Colorado	153,981	206	70.2	115,116	157	146.8	935	+109
Michigan	68,167	442	71.1	58,085	332	124.6	375	+75
Iowa	94,568	494	71.5	97,448	612	102.6	168	+43
United States	4,077,337	13,776	3,165.0	3,670,560	14,093	5,455.0	387	+72

**IN 2014, THERE WERE 1,365 FARMS TRANSITIONING TO ORGANIC PRODUCTION IN THE U.S. 142 WERE IN WISCONSIN.**

**ORGANIC FARMS:  
 Number of Operations By State  
 2014 Organic Survey**



# 2014 ORGANIC SURVEY

In 2014, Wisconsin ranked second in the nation for the total **number of organic farms** with 1,228 farms. That is about nine percent of the nation's total number of organic farms. There were 228,605 **acres of organic farmland** in Wisconsin, the third highest in the nation. This was an increase of 33,002 acres from 2008.

**IN 2014, THE AVERAGE ORGANIC FARM IN WISCONSIN WAS 186 ACRES, COMPARED TO 260 ACRES FOR THE U.S.**

Wisconsin ranked first in the nation for number of organic farms with milk cows, beef cows, other cattle and calves, hogs and pigs, sheep, goats, and chickens. Organic **livestock and livestock products** generated 152 million dollars in sales. **Milk from cows** brought in 110 million dollars, 55 percent of total organic sales for the state. This represents a 30 percent increase in organic milk sales since 2008. The average price for organic milk in 2014 was \$30.94 per cwt compared to \$24.50 for all milk types.

**Cattle and calf sales** totaled 19.7 million dollars, up 126 percent from 2008. Organic **chicken egg sales** grew 122 percent since 2008, totaling 16.6 million dollars.

**WISCONSIN PRODUCED 10% OF THE ORGANIC COW'S MILK AND 22% OF THE ORGANIC GOAT MILK SOLD IN THE U.S. IN 2014.**

Organic crop sales including nursery and greenhouse totaled 48.5 million dollars in 2014. This included over 25.7 million dollars from **field crops**. **Corn** for grain made up 37 percent of organic field crops sales in 2014, while **dry hay** made up another 32 percent.

## Land in Certified and Exempt Organic Farms, 2014

Land	WISCONSIN		UNITED STATES	
	Farms	Acres	Farms	Acres
<b>ORGANIC LAND OPERATED</b>				
<b>Total certified and exempt organic acres</b>	<b>1,228</b>	<b>228,605</b>	<b>14,048</b>	<b>3,670,560</b>
Land owned	1,139	154,739	12,353	2,221,715
Land rented from others	634	75,481	5,582	1,507,957
Land rented to others	61	1,615	521	59,112
<b>Total certified organic acres</b>	<b>1,128</b>	<b>226,056</b>	<b>12,595</b>	<b>3,642,933</b>
Land owned	1,046	152,229	10,970	2,195,232
Land rented from others	620	75,313	5,446	1,505,912
Land rented to others	53	1,486	475	58,211
<b>Total exempt organic acres</b>	<b>100</b>	<b>2,549</b>	<b>1,453</b>	<b>27,627</b>
Land owned	93	2,510	1,383	26,483
Land rented from others	14	168	136	2,045
Land rented to others	8	129	46	901
<b>TRANSITIONAL LAND OPERATED</b>				
<b>Total transitional acres</b>	<b>142</b>	<b>10,467</b>	<b>1,365</b>	<b>122,175</b>
Cropland	134	9,948	1,278	113,011
Pastureland	24	436	196	8,344
Rangeland	3	83	42	820
Land owned	90	4,567	888	66,473
Land rented from others	60	6,014	578	56,486
Land rented to others	4	114	15	784

## Organic Livestock, Poultry, and Livestock Products: Inventory and Sales, Certified and Exempt Organic Farms, Wisconsin, 2014

Commodity	Inventory			Value of Sales		
	Farms	Peak	On Dec. 31	Farms	Quantity sold	Total sales
	Number	Head	Head	Number	Units	Dollars
<b>LIVESTOCK</b>						
Milk Cows (head)	429	27,815	25,758	396	6,492	8,721,893
Beef Cows (head)	94	2,316	2,128	45	295	535,466
Other Cattle & Calves (head)	517	28,429	24,536	486	16,383	10,465,037
Hogs & Pigs (head)	34	2,588	1,278	30	3,284	1,041,626
Sheep & Lambs (head)	24	460	301	24	215	27,205
Goats & Kids (head)	27	799	600	18	289	30,795
Chickens, Layers (head)	121	371,374	359,815	40	154,853	104,889
Chickens, Broilers (head)	46	15,662	1,520	32	21,424	242,183
Turekys (head)	13	3,960	-	13	3,591	(D)
<b>LIVESTOCK PRODUCTS</b>						
Milk from Cows (lbs)	(X)	(X)	(X)	424	357,206,685	110,533,982
Milk from Goats (lbs)	(X)	(X)	(X)	9	490,800	204,680
Chicken Eggs (dozen)	(X)	(X)	(X)	106	7,408,166	16,633,835

(X) Not applicable. (D) Withheld to avoid disclosing data for individual farms.

## Organic Field Crops: Production and Sales, Certified and Exempt Organic Farms, Wisconsin, 2014

Crop and unit	Harvested			Value of Sales		
	Farms	Area	Quantity	Farms	Quantity	Total sales
	Number	Acres	Units	Number	Units	Dollars
Barley (bu)	122	4,211	172,939	63	66,163	613,432
Corn for Grain (bu)	539	21,408	2,129,423	307	880,799	9,352,760
Corn for Silage (tons)	224	7,823	105,190	25	12,673	656,998
Dry Edible Beans (cwt)	8	1,405	14,211	8	7,801	603,960
Hay, Dry (tons)	609	44,321	150,933	293	45,537	8,053,407
Hay, Dry, Alfalfa and Alfalfa Mixtures (tons)	444	29,367	107,297	204	32,290	6,369,596
Hay, All Other Dry Hay (tons)	226	14,954	43,636	108	13,247	1,683,811
Haylage (tons)	232	22,107	118,972	51	(D)	(D)
Oats (bu)	198	5,073	261,965	91	129,533	758,577
Popcorn (lbs shelled)	3	(D)	7,403	3	7,403	3,257
Rye (bu)	50	1,303	38,146	47	35,588	416,280
Soybeans (bu)	145	5,933	155,952	113	108,494	2,613,299
Sunflower Seed (lbs)	12	317	314,966	12	314,966	114,705
Wheat, All (bu)	103	2,804	124,376	84	105,022	1,059,997
Wheat, Winter (bu)	87	2,481	116,149	72	98,356	991,240

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

## Organic Vegetables, Potatoes, and Melons Grown in the Open, Production and Sales Certified and Exempt Organic Farms, Wisconsin, 2014

Crop and unit	Harvested			Value of Sales		
	Farms	Area	Quantity	Farms	Quantity	Total sales
	Number	Acres	Units	Number	Units	Dollars
Beans, snap, fresh (cwt)	75	25	1,107	75	1,087	251,731
Beans, snap, processing (tons)	14	977	3,109	14	3,109	949,049
Broccoli (cwt)	48	22	(D)	48	1,594	(D)
Cabbage, Green (cwt)	73	55	8,169	73	8,073	285,200
Cabbage, Red (cwt)	32	17	2,695	32	2,686	102,653
Cabbage, Other (cwt)	18	13	3,119	18	2,218	123,225
Cantaloupes & Muskmelons (cwt)	27	9	1,177	27	1,156	123,790
Carrots (cwt)	60	26	3,741	60	3,656	576,445
Celery (cwt)	11	2	299	11	299	37,962
Garlic (cwt)	62	28	848	62	709	345,592
Herbs, Fresh Cut (lbs)	32	28	110,750	32	96,316	520,854
Honeydew Melons (cwt)	6	1	116	6	(D)	(D)
Lettuce (cwt)	47	17	1,837	47	1,783	438,309
Onions, dry (cwt)	58	63	12,243	58	11,708	(D)
Onions, red, fresh, (cwt)	19	5	456	19	456	37,256
Onions, white, fresh (cwt)	21	3	205	21	197	19,781
Onions, yellow, fresh, (cwt)	55	19	2,861	55	2,568	245,164
Peas, green, (tons)	38	633	(D)	38	907	(D)
Peppers, bell (cwt)	46	19	1,562	46	1,487	234,302
Potatoes (cwt)	69	229	67,939	68	67,558	1,330,364
Spinach (cwt)	26	10	354	26	348	228,792
Squash, all (cwt)	95	150	13,281	95	13,054	767,611
Sweet corn (cwt)	55	901	78,853	53	78,841	950,293
Sweet potatoes (cwt)	18	19	2,728	18	2,456	253,693
Tomatoes, fresh (cwt)	121	56	5,694	121	5,512	1,042,050
Watermelons (cwt)	25	13	1,009	25	996	99,539
Other vegetables (cwt)	204	510	76,172	204	68,419	6,490,933

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

## Organic Fruits and Berries, Production and Sales,

Crop and unit	Harvested			Value of Sales		
	Farms	Area	Quantity	Farms	Quantity	Total sales
	Number	Acres	Units	Number	Units	Dollars
Apples (lbs)	47	107	441,018	44	282,726	189,018
Fresh	(X)	(X)	(X)	36	114,575	123,734
Processing	(X)	(X)	(X)	13	168,151	65,284
Berries						
Blueberries (lbs)	21	27	93,000	20	77,089	225,515
Cranberries (barrels)	9	177	11,760	9	11,610	2,582,000
Raspberries (lbs)	36	12	20,113	36	19,897	63,009
Strawberries (cwt)	30	19	726	30	548	216,178
Other berries (lbs)	8	13	10,920	8	10,919	24,633
Grapes (tons)	9	5	5	9	2	7,140
Peaches (tons)	3	(Z)	3	3	(Z)	864
Pears (tons)	12	(D)	271	12	271	196,153
Plums/Prunes (tons)	3	(Z)	1	3	1	1,200
Other fruits (tons)	4	1	2	4	(Z)	924

(X) Not applicable. (Z) Less than half the unit shown. (D) Withheld to avoid disclosing data for individual farms.

**IN 2014, 70 WISCONSIN FARMS SOLD 7.23 MILLION DOLLARS OF VALUE-ADDED ORGANIC PRODUCTS SUCH AS CIDER, JAM, CHEESE, AND CURED MEAT.**

**85 FARMS IN WISCONSIN SOLD PRODUCTS THROUGH COMMUNITY SUPPORTED AGRICULTURE (CSA) SHARES IN 2014.**

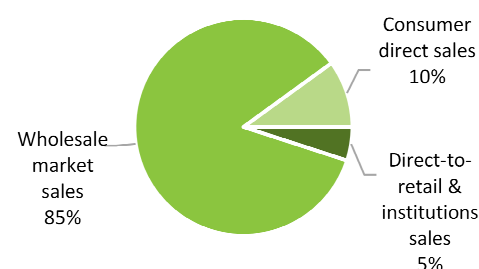
**61% OF THE NATION'S ORGANIC CRANBERRIES WERE GROWN IN WISCONSIN.**

Organic vegetables, potatoes and melons grown in the open netted 17.4 million dollars in 2014. A total of 59 growers in Wisconsin sold vegetables grown under protection such as greenhouses, generating 630 thousand dollars.

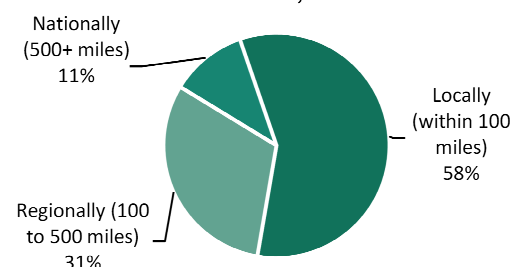
Sales of organic fruits, berries and tree nuts totaled 3.5 million dollars. Organic blueberry sales were up 179 percent from 2008 while organic strawberry sales were up 43 percent.

**33 WISCONSIN FARMS MADE ORGANIC MAPLE SYRUP IN 2014. THERE WERE 7,117 GALLONS PRODUCED FROM 31,741 TOTAL TAPS. SALES TOTALED \$298,659.**

**Percent of Total Sales by Sales Outlet, Certified and Exempt Organic Farms, Wisconsin, 2014**

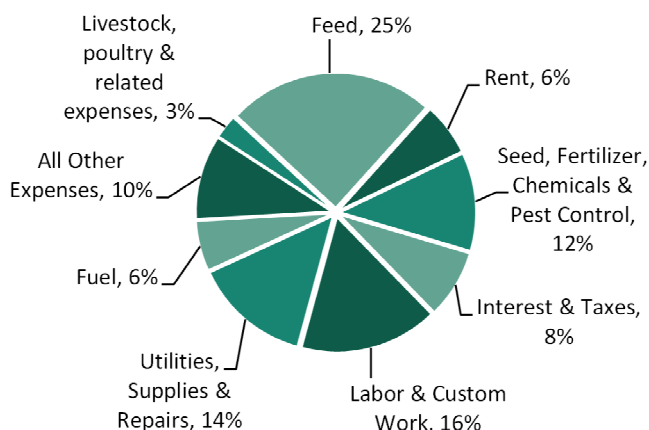


**Percent of Total Sales by First Point of Sales, Certified and Exempt Organic Farms, Wisconsin, 2014**



**WISCONSIN'S ORGANIC FARMS  
SPENT AN AVERAGE OF  
\$111,226 IN 2014,  
COMPARED TO \$280,722  
FOR ALL ORGANIC FARMS  
IN THE U.S.**

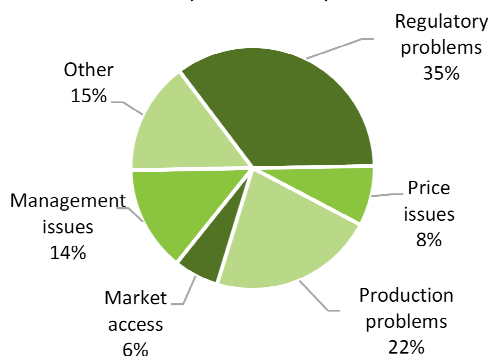
**Organic Production Expenditures  
Wisconsin, 2014  
Percent of Total Farm Outlay**



**Primary Production Challenge, Certified and Exempt Organic Farms, Wisconsin and United States, 2014**

	Wisconsin		United States	
	Farms	Percent of total	Farms	Percent of total
Regulatory problems	390	35	4281	34
Price issues	94	8	927	7
Production problems	247	22	2607	21
Market access	54	6	850	7
Management issues	161	14	1581	12
Other	169	15	2375	19

**Primary Production Challenge, Certified and Exempt Organic Farms, Wisconsin, 2014**



**Organic Production Expenses, Certified and Exempt Organic Farms, Wisconsin and United States, 2014 1/**

Item	Wisconsin		United States	
	Farms	Total expenses 1,000 dollars	Farms	Total expenses 1,000 dollars
Total organic production expenses	1,228	136,586	14,093	3,956,222
Organic certification expense	1,128	1,398	12,634	19,162
Fertilizer, lime, and soil conditioners	925	8,639	9,300	204,010
Agricultural chemicals, beneficial insects, and other organic materials for pest control	366	746	5,723	78,023
Gasoline, diesel, fuels, and oils	1,171	8,133	13,067	175,604
Seed, plants, vines, trees, etc. purchased	1,016	6,643	9,505	164,395
Hired agricultural labor 2/	620	18,299	8,439	917,018
Livestock purchased or leased 3/	225	3,770	1,724	108,248
Feed purchased for livestock and poultry	548	33,774	3,539	927,449
Interest paid	724	7,125	6,188	111,711
Property taxes paid in 2014	1,113	3,969	11,191	67,196
Rent and lease expenses for land, buildings, machinery, etc. 4/	597	8,488	5,481	219,072
Customwork such as custom hauling, custom planting, custom harvesting etc.	575	4,231	5,529	199,865
Repairs, supplies, and maintenance costs	1,098	14,484	12,261	258,074
Utilities expense 5/	861	4,549	9,973	155,597
All other production expenses 6/	816	12,337	8,107	350,799

1/ Includes expenses incurred by the farm operation for the production of organic commodities. This includes the production expenses provided by the operators, partners, landlords (excluding property taxes), and production contractors. 2/ Includes contract labor and all wages and benefit expenses. 3/ Includes all breeding livestock and poultry purchased. 4/ Includes grazing fees. 5/ Includes the organic portion of the farm share cost of electricity, telephone charges, internet fees, and water purchased in 2014. 6/ This category includes all expenses not listed on the report form. Examples include animal health costs, storage and warehousing, marketing and ginning expenses, insurance, etc. Health expenses and payroll taxes were excluded.

**Production Practices, Certified and Exempt Organic Farms, Wisconsin and United States, 2014**

Practice	Wisconsin		United States	
	Farms	Percent of total	Farms	Percent of total
Practiced biological pest management	314	26	4779	34
Released beneficial organisms	107	9	2510	18
Maintained beneficial insect/vertebrate habitat	262	21	4840	34
Selected planting locations to avoid pests	497	40	5405	38
Chose pest resistant varieties	391	32	5035	36
Planned plantings to avoid cross-contamination	420	34	4032	29
Produced or used organic mulch/compost	514	42	7082	50
Used green or animal manures	1036	84	9409	67
Used no-till or minimum till	404	33	5724	41
Maintained buffer strips	988	80	9259	66
Used water management practices	443	36	7506	53
Practiced freerange livestock production	291	24	2048	15
Practiced rotational grazing	484	39	3075	22

**TO WISCONSIN ORGANIC PRODUCERS:**

**THIS REPORT CONTAINS A BRIEF SUMMARY OF THE DATA COLLECTED FROM THE 2014 ORGANIC SURVEY.**

**WE APPRECIATE YOUR ASSISTANCE IN PROVIDING TIMELY AND ACCURATE DATA ON THIS GROWING INDUSTRY. THANK YOU FOR YOUR SUPPORT.**