



United States Department of Agriculture  
National Agricultural Statistics Service



# Data Release: 2015 Certified Organic Survey

September 15, 2016



# 2015 Certified Organic Survey

## Survey Overview

- Program History
- Scope of Survey

## Highlights of the Results

- Sales
- Marketing Channels
- Farms and Land in Farms

# Organic Survey History

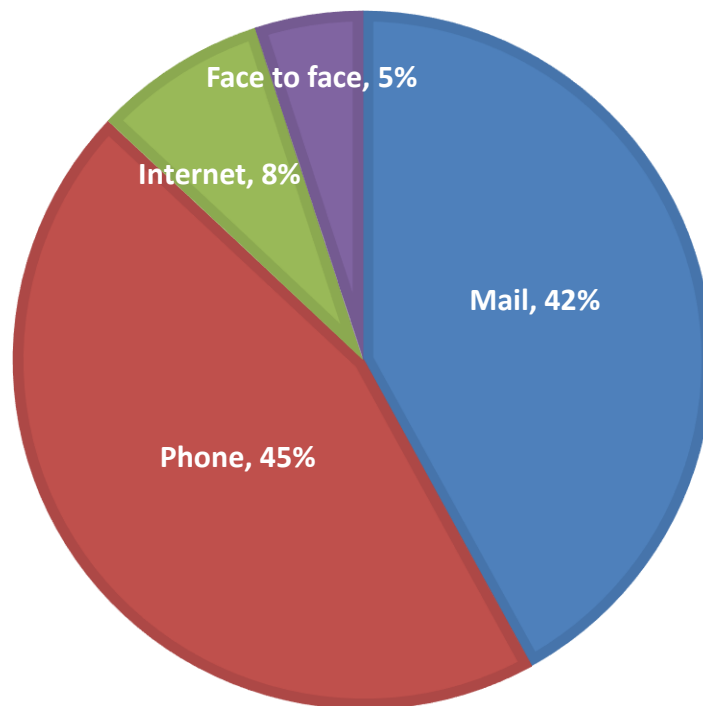
- This is the fourth iteration of an organic production and practices survey.
- The 2011 and 2015 Certified Organic Production surveys only collected data from certified organic operations.
- The 2008 and 2014 Organic Production surveys collected data from three organic operation groups – certified, exempt, and transitioning.

# 2015 Certified Organic Survey

- The 2015 Certified Organic Survey is a census of all known U.S. farms and ranches that had certified organic production in 2015.
- The 2015 Certified Organic Survey covers certified organic acreage, production, sales, and marketing practices.
- The survey included operations on NASS's list frame.

# Forms by Mode of Data Collection

■ Mail ■ Phone ■ Internet ■ Face to face





# Stakeholder Support

- Major stakeholders include:
  - Organic producers, handlers and processors
  - Organic certifying agencies
  - Other USDA agencies
  - Organic associations
  - Research institutions



# Statistical Significance

- In the slides that follow, you will see an asterisk (\*) next to every item that is a statistically significant change from the 2014 Organic Survey to the 2015 Certified Organic Survey.
- For this report, the measure of statistical significance is a difference between the two surveys of two or more standard errors.



# Certified Organic Sales and Marketing Channels



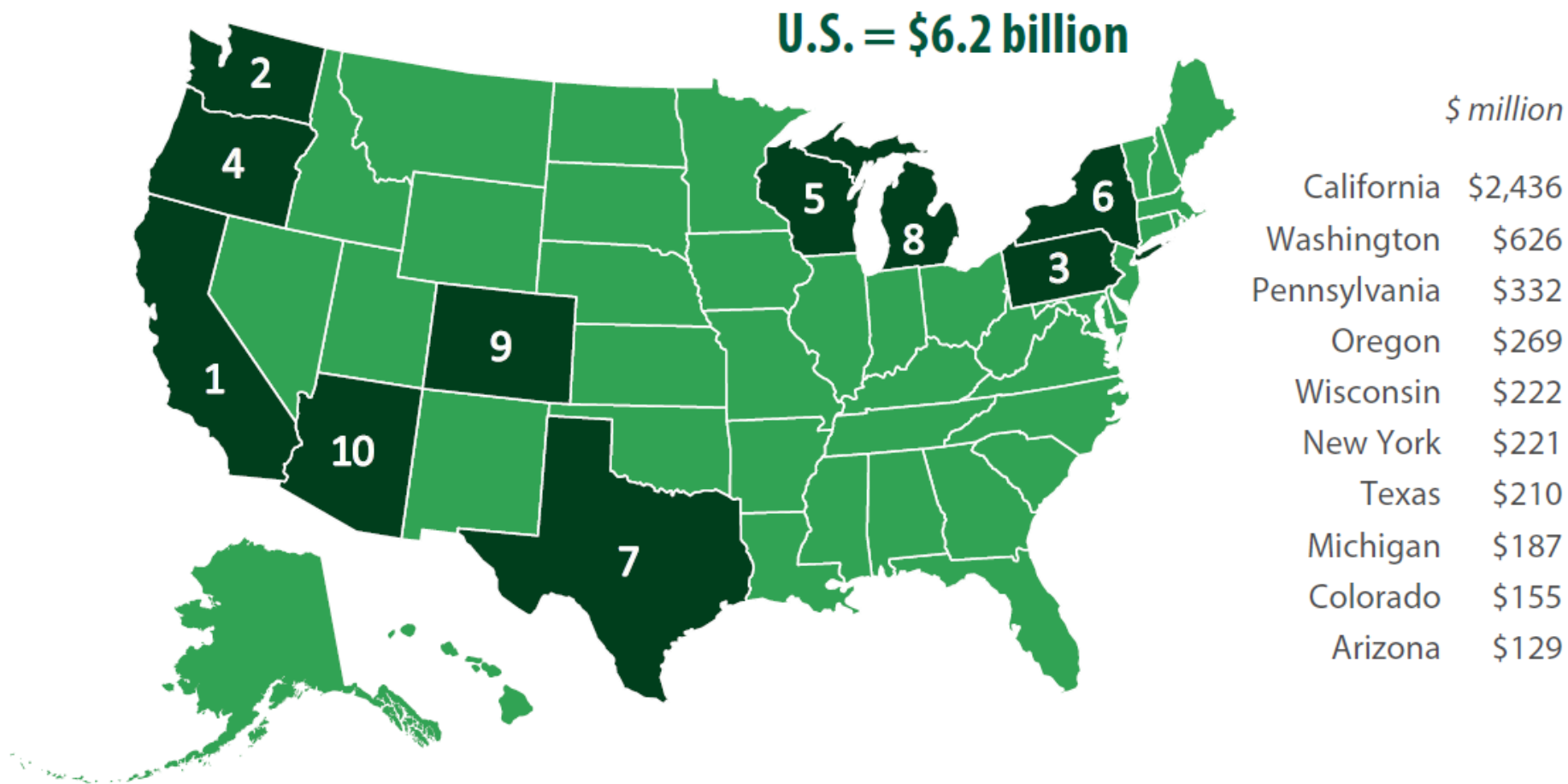


## Market Value of Certified Organic Agricultural Products Sold, 2014 and 2015

	2014 (billion dollars)	2015 (billion dollars)
<b>Total Value of Agricultural Products Sold</b>	5.5	6.2
Value of Crops sold	3.3	3.5
Value of Livestock, Poultry and Products sold	2.2	2.7

# Top 10 States in Organic Sales, 2015

Ten states account for 78% of U.S. certified organic sales



Source: USDA NASS 2015 Certified Organic Survey



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## Top Five States in Total Certified Organic Sales, 2015

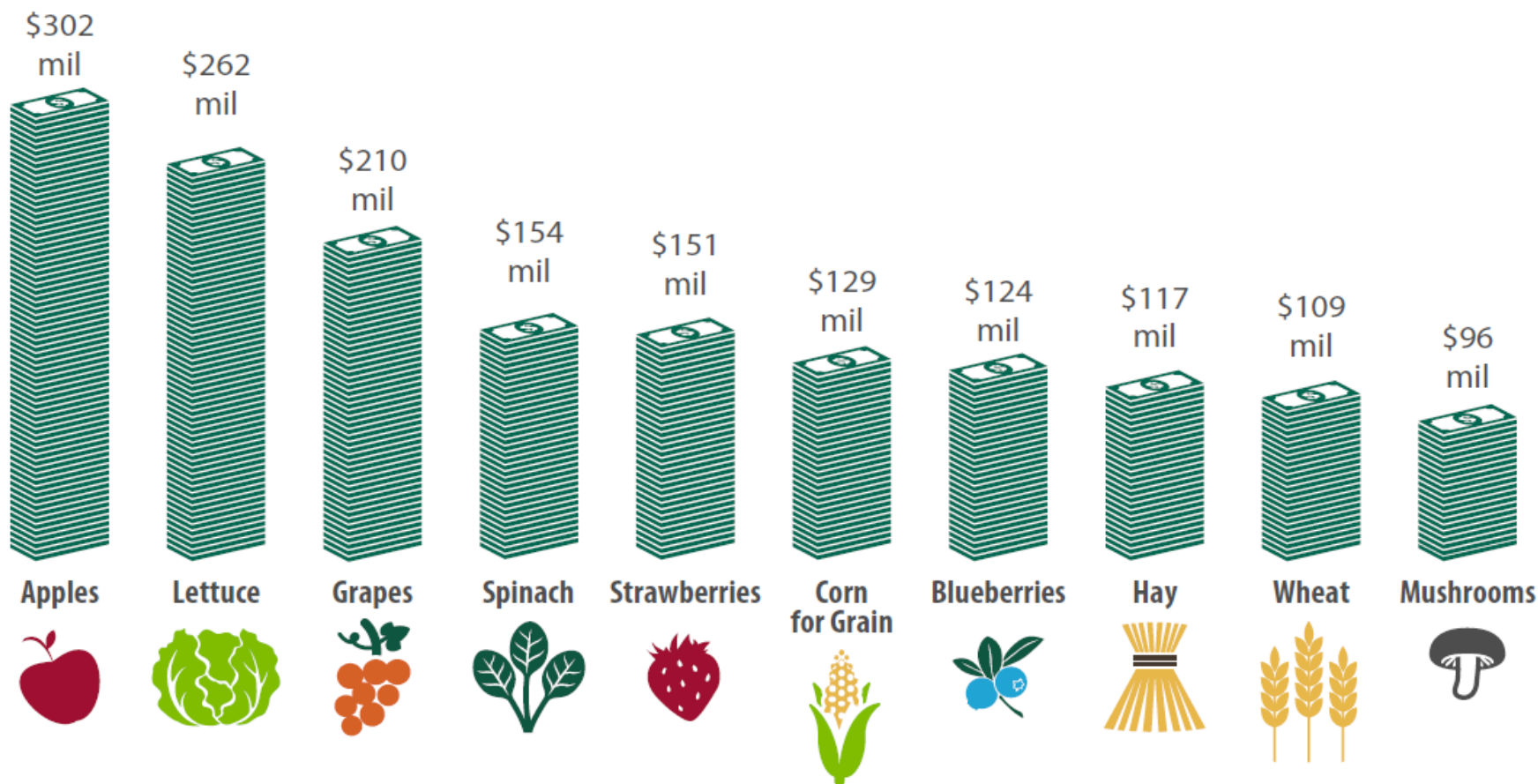
States	2014 (million dollars)	2015 (million dollars)	2015 (percent of total)
California	2,231	2,436	40
Washington	515	626	10
Pennsylvania	313	332	5
Oregon	237	269	4
Wisconsin	200	222	4
<b>US Total</b>	<b>5,451</b>	<b>6,163</b>	



## Top States in Certified Organic Crop, 2015

States	2014 (million dollars)	2015 (million dollars)	2015 (percent of total)
California	1,659	1,796	51
Washington	386	464	13
Oregon	127	163	5
Arizona	86	125	4
Florida	57	63	2
<b>US Organic Crop Sales</b>	<b>3,287</b>	<b>3,510</b>	

# Top Crops in Certified Organic Sales, 2015



Source: USDA NASS 2015 Certified Organic Survey



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## Certified Organic Vegetable Sales by Top Commodities, 2014 and 2015

Category	2014 (million dollars)	2015 (million dollars)
<b>Vegetables grown in the open</b>	<b>1,248</b>	<b>1,362</b>
Lettuce	264	262
Spinach	117	154
Tomatoes	67	87
Carrots	69	83
Broccoli	79	71
Sweet potatoes	68	71



## Certified Organic Fruit Sales by Top Commodities, 2014 and 2015

Category	2014 (million dollars)	2015 (million dollars)
<b>Fruit, Tree nuts, and berries</b>	<b>1,032</b>	<b>1,203</b>
Apples	251	302
Grapes	195	210
Strawberries	89	151
Blueberries (cultivated)	69	124
Raspberries	14	46
Almonds	32	41



## Certified Organic Field Crop Sales by Top Commodities, 2014 and 2015

Category	2014 (million dollars)	2015 (million dollars)
<b>Field crops</b>	<b>717</b>	<b>660</b>
Corn for grain	155	129
Hay	138	117
Wheat	(D)	109
Soybeans	72	63
Tobacco	N/A	50





# Economic Losses Due to GMO/GE Presence, 2014 and 2015

	2014	2015
Farms with Economic Losses	31	32
Value of Economic Loss (dollars)	\$506,552	\$520,671

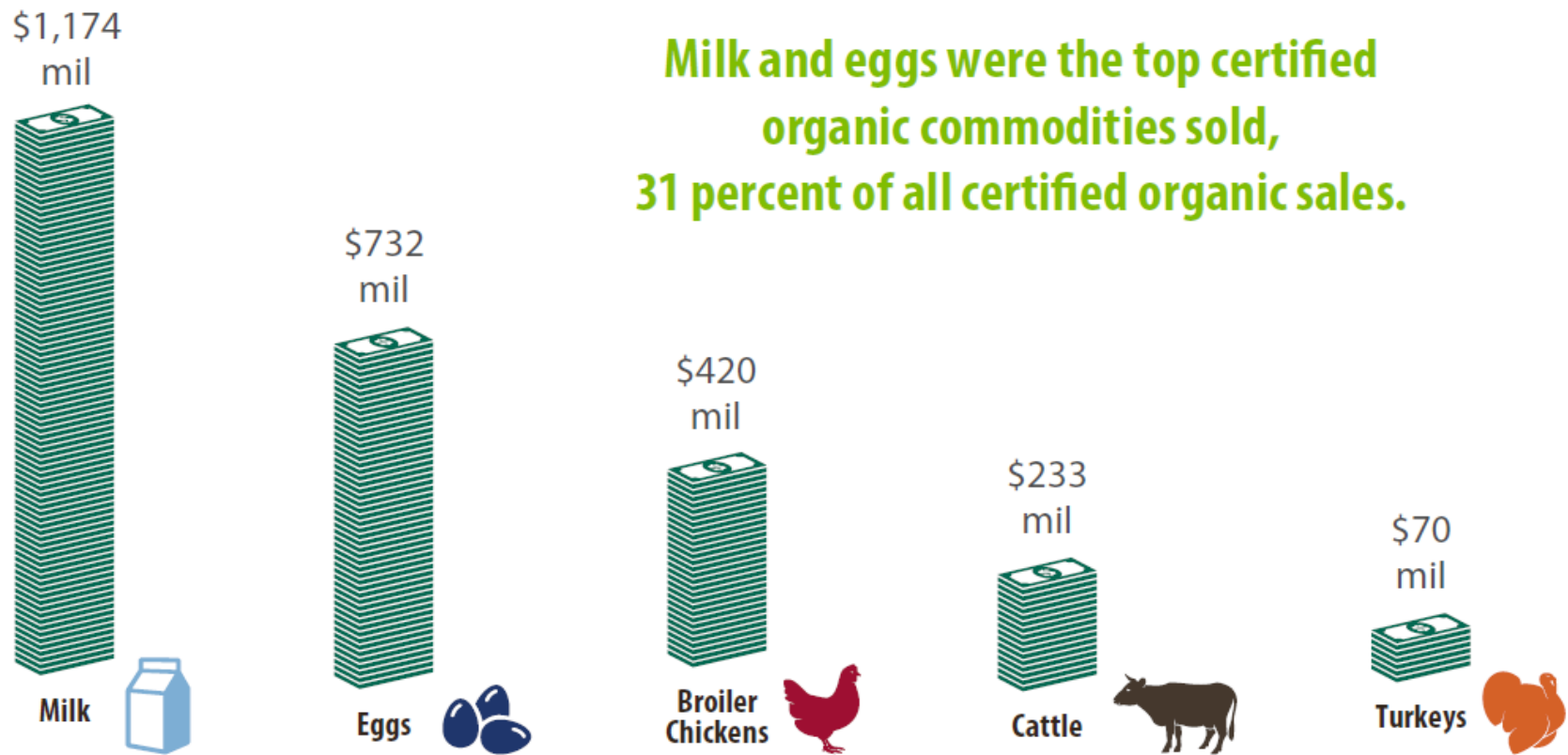
SECTION 9		GMO/GE PRESENCE IN CERTIFIED ORGANIC CROPS			
<p>1. Have you experienced economic losses that you can document due to unintended presence of Genetically Modified Organisms (GMO) or Genetically Engineered (GE) material in a certified organic crop you have produced for sale? (Exclude expenses for preventative measures and testing of your crop.)</p> <p>7000 <input type="checkbox"/> Yes - Continue <input type="checkbox"/> No - Go to Section 10</p> <p>a. Please list the three most recent occurrences of a loss including: the year, certified organic crop, quantity affected by GMO/GE material, unit of measure, and the economic loss (\$/unit).</p>					
Year (YYYY)	Certified Organic Crop	Quantity	Unit (lbs, bushels, cwt, etc.)	Loss (\$/unit)	
<i>Example: 2014</i>	<i>Corn</i>	<i>1000</i>	<i>bushels</i>	<i>\$3.00</i>	
7010					
7020					
7030					



## Market Value of Certified Organic Agricultural Products Sold, 2014 and 2015

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Value of Crops sold	3.3	3.5
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# U.S. Certified Organic Sales: Livestock, Poultry and Products, 2015



Source: USDA NASS 2015 Certified Organic Survey



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## Top States in Certified Organic Livestock and Poultry Product Sales, 2014 and 2015

States	2014 (million dollars)	2015 (million dollars)	2015 (percent of total)
California	301	326	17
New York	95	156	8
Wisconsin	127	146	8
Pennsylvania	(D)	132	7
Texas	103	131	7
<b>US Livestock and Poultry Product Sales</b>	<b>1,504</b>	<b>1,911</b>	



## Certified Organic Livestock and Poultry Products, 2014 and 2015

Category	2014 (million dollars)	2015 (million dollars)
<b>Livestock and poultry products</b>	<b>1,504</b>	<b>1,911</b>
Milk	1,082	1,174
Eggs	420	732



## Top States in Certified Organic Livestock and Poultry Sales, 2014 and 2015

States	2014 (million dollars)	2015 (million dollars)	2015 (percent of total)
California	271	314	42
Pennsylvania	112	138	19
Washington	(D)	41	5
Wisconsin	25	26	4
Texas	18	26	3
<b>US Organic Sales</b>	<b>660</b>	<b>743</b>	



## Certified Organic Sales by Top Livestock Commodities, 2014 and 2015

Category	2014 (million dollars)	2015 (million dollars)
<b>Livestock and poultry sales</b>	<b>660</b>	<b>743</b>
Broilers	371	420
All Cattle	216	233
Turkeys	50	70



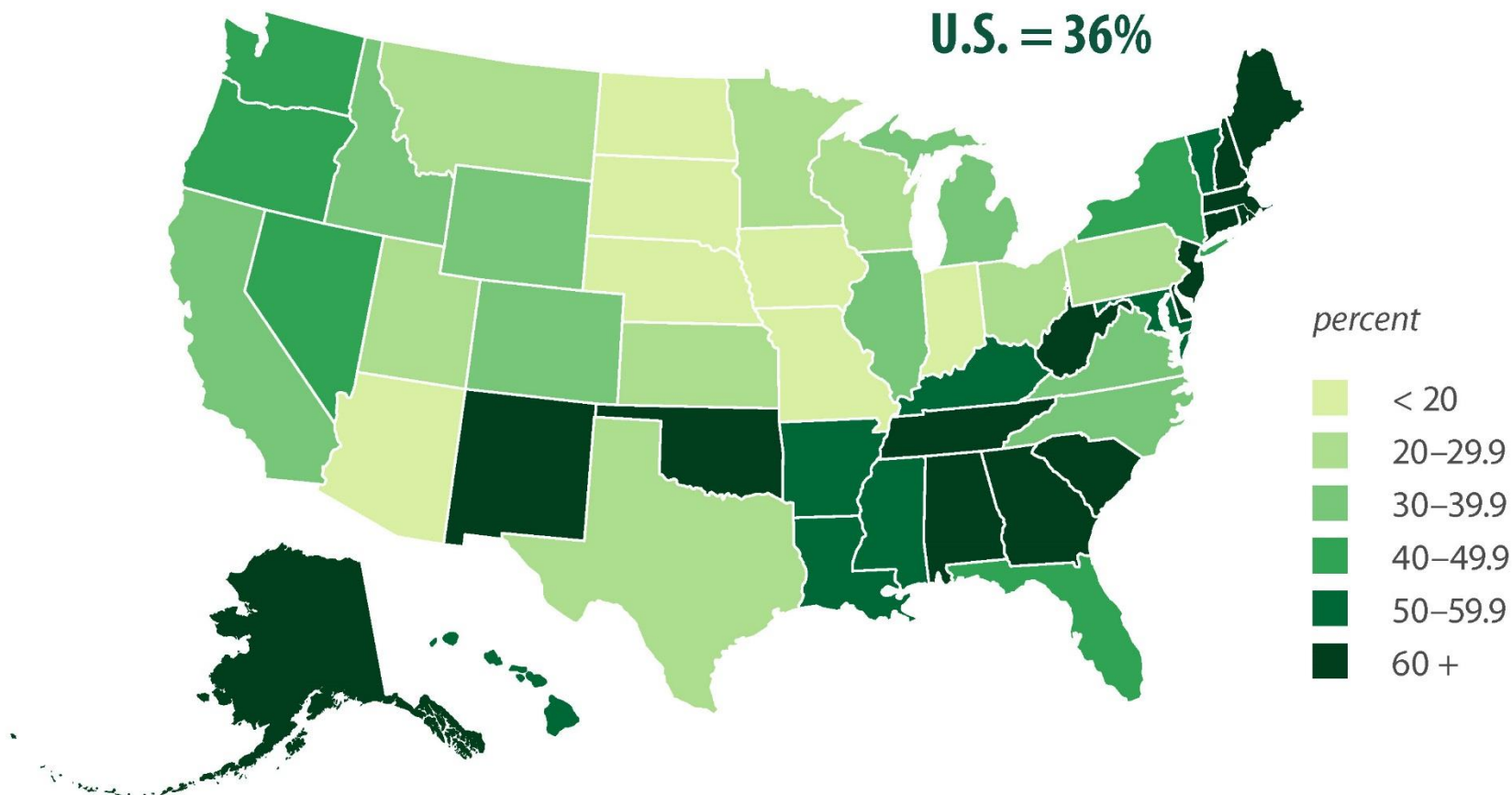
## Certified Organic Farms by Marketing Channel, 2014 and 2015

Marketing Channel	2014 (percent of farms)	2015 (percent of farms)
Direct to consumers	41	36
Direct to retail markets and institutions	25	22
Wholesale markets	69	71



# Percent of Organic Farms Selling Directly to Consumers, 2015

More than half of New England certified farms sold directly to consumers



Source: USDA NASS 2015 Certified Organic Survey



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## Certified Organic Farms by First Point of Sale, 2014 and 2015

Distance from farm by first point of sale	2014 (percent of farms)	2015 (percent of farms)
Within 100 miles	77	75
100 – 499 miles	37	35
500 or more miles	15	14
Internationally	3	3



# Certified Organic Farms and Certified Organic Land in Farms



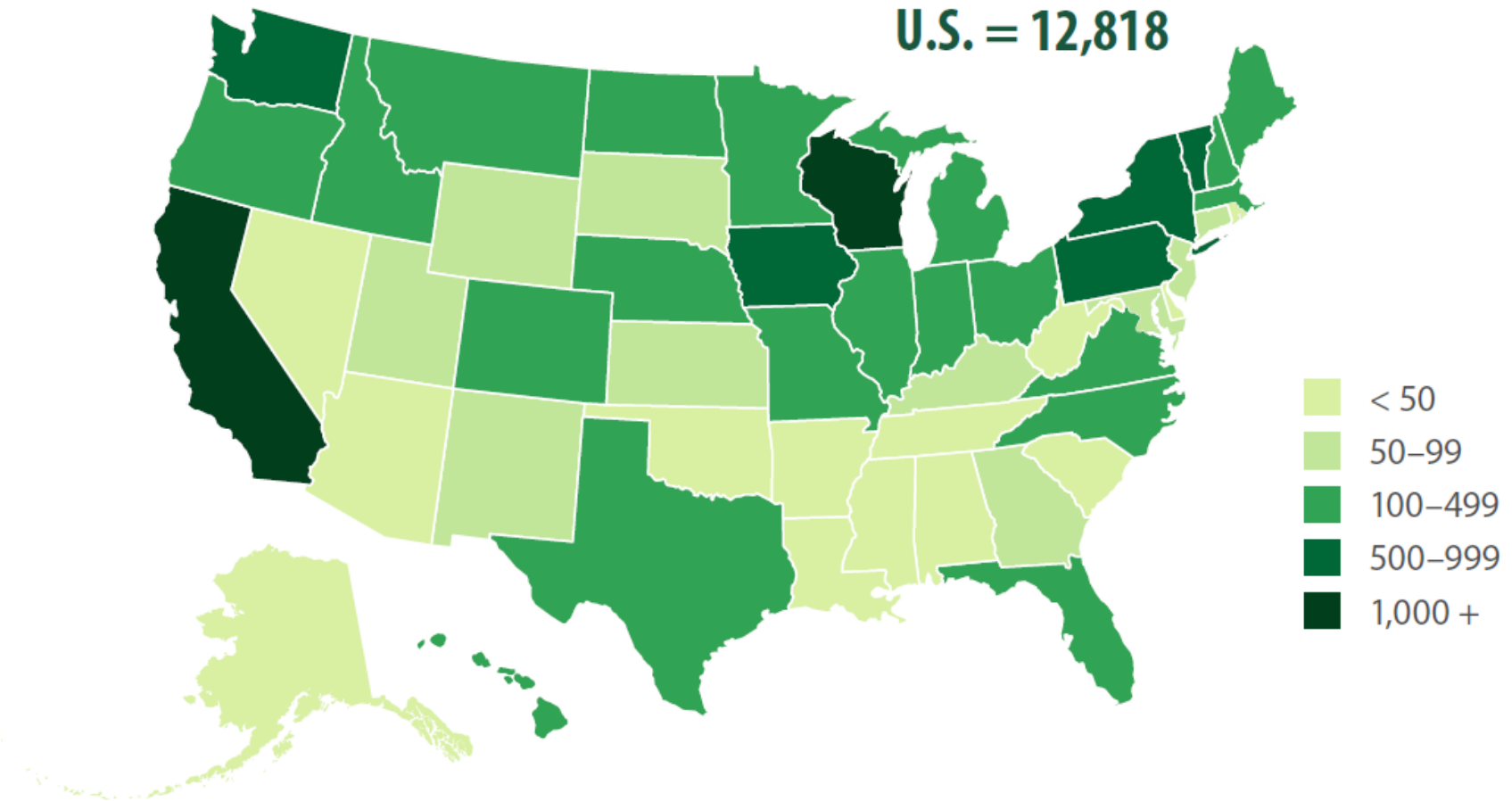
# Number of Certified Organic Farms and Land, 2014 and 2015

	2014 Certified Organic Survey	2015 Certified Organic Survey
Total Certified Organic Farms	12,634	12,818
Total Certified Organic Land Acres *	3,642,933	4,361,849

\* Indicates significant change

# Number of Certified Organic Farms, by State, 2015

California and Wisconsin had more than 1,000; South had few



Source: USDA NASS 2015 Certified Organic Survey

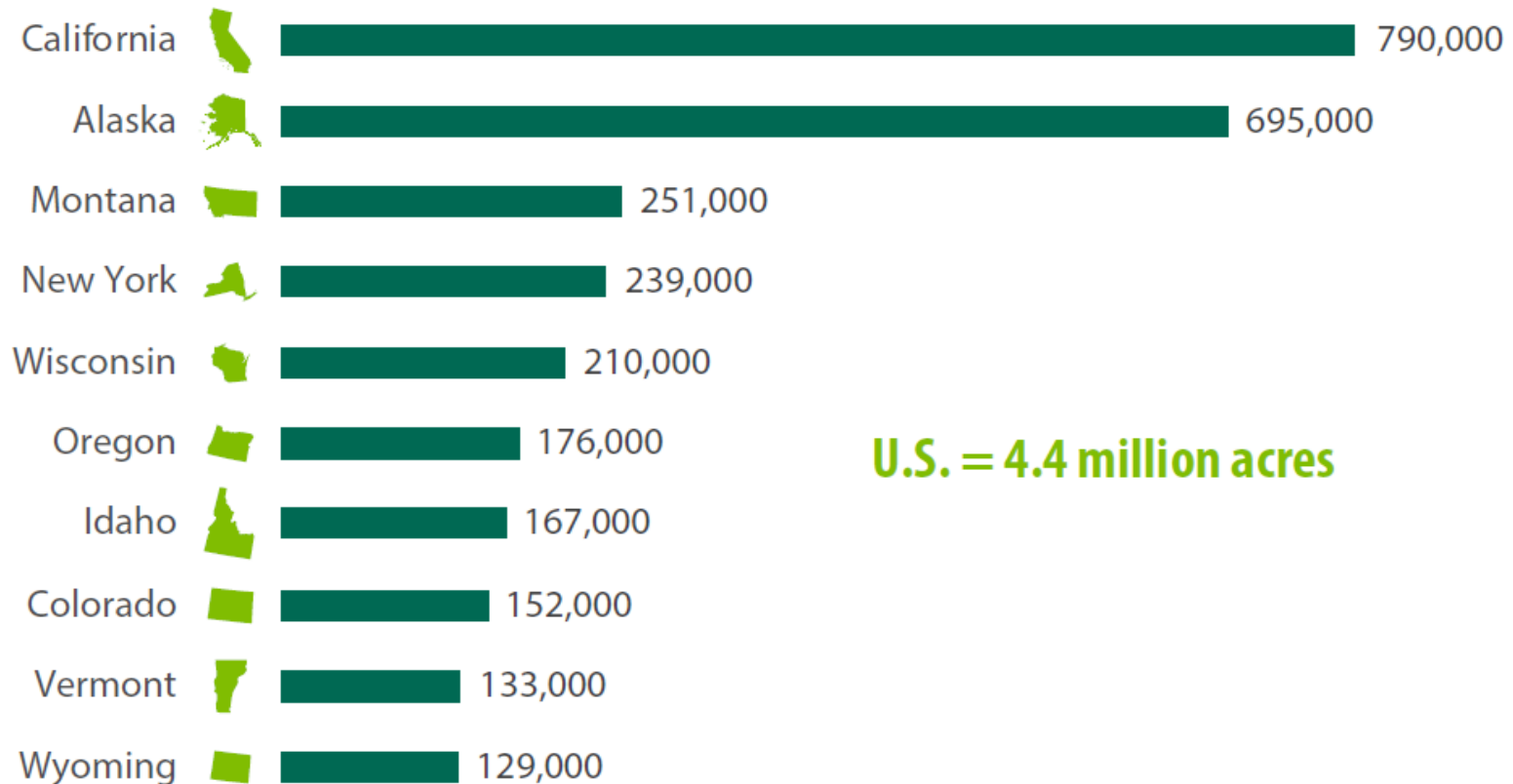


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# Top 10 States in Organic Acres, 2015

Certified organic acres up 20 percent since 2014



Source: USDA NASS 2015 Certified Organic Survey



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## Certified Organic Survey – Key Findings

- In 2015, the United States had 12,818 certified organic farms producing and selling \$6.2 billion in organic commodities.
- Certified organic farms operated 4.4 million acres of certified land in 2015, up 20 percent from 2014.
- Of the \$6.2 billion in organic commodities sold, \$3.5 billion, came from organic crops, \$1.9 billion was from organic livestock and poultry products, and \$0.7 billion came from organic livestock and poultry.
- Organic producers are transitioning another 151,000 acres nationally to organic production.
- The first point of sale for 75 percent of all U.S. organic farms and ranches was within 100 miles from the farm.
- U.S. certified organic farms and ranches reported selling 71 percent of their products to customers through wholesale marketing channels.



## Certified Organic Farms with Transitional Land, 2014 and 2015

	2014	2015
Certified farms with acres in transition*	1,272	1,530
Acres in transition	119,458	150,880

\* Indicates significant change





# Survey Report Release

- Additional information can be found in a published report available as a PDF on NASS' website and also in NASS' online Quick Stats database <https://quickstats.nass.usda.gov>
- Please visit the Organic Agriculture page at:  
<https://www.nass.usda.gov/organics>



# NASS Organic Program

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