



2019 Organic Survey Data Release 10/22/20

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History

- The 2019 Organic Survey is the sixth organic production and practices survey NASS has conducted.
- The 2008 Organic Production Survey (OPS) collected data from three organic operation groups – certified, exempt, and transitioning.
- The 2011 Certified Organic Production Survey collected data from certified organic operations only.
- The 2014 Organic Survey was a census of all known U.S. farms and ranches with certified, exempt, and transitioning land.
- The 2015 and 2016 Organic Surveys were a census of all known U.S. farms and ranches that had certified organic production.

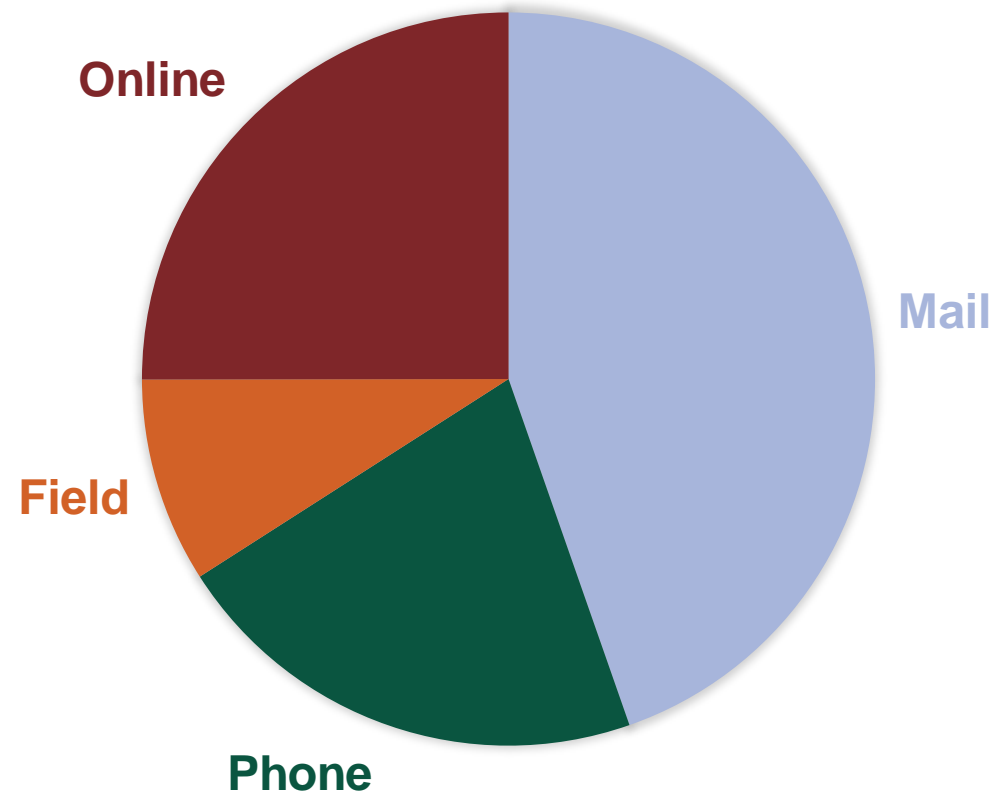
2019 Organic Survey

- The 2019 Organic Survey was a census of all known operations with certified or transitioning organic production in the United States in 2019.
- The sources for the sampling frame were the 2017 Census of Agriculture, the 2016 Certified Organic Survey, the 2019 Agricultural Marketing Service (AMS) certified organic list, and sources supplied by Regional Field Offices (RFOs).
- All states were included in the survey.

Timeline

- Planning – January 2019 – November 2019
- Data Collection – December 2019 – June 2020
- Data Analysis – June 2020 – September 2020
- Data Release – October 22, 2020

Forms By Mode of Data Collection



Organic Farms and Land

Certified Organic Farms and Land, 2008 - 2019

	2008* Organic Survey	2014 Organic Survey	2016 Organic Survey	2019 Organic Survey
Farms	10,903	12,634	14,217	16,585
Organic land (1,000 acres)	4,004	3,643	5,019	5,495
Cropland	2,230	(NA)	2,714	3,517
Pasture/Rangeland	1,848	(NA)	2,305	1,974

*Includes land on exempt farms
(NA) not available

Top States in Organic Farms, 2016 and 2019

	2016	2019
California	2,713	3,012
Wisconsin	1,276	1,364
New York	1,059	1,321
Pennsylvania	803	1,048
Ohio	575	785
Iowa	732	779
Washington	677	745
Vermont	556	655
Minnesota	545	635
Indiana	420	595
Michigan	402	541

Top States in Organic Land, 2016 and 2019

	2016 (acres)	2019 (acres)
California	1,069,950	965,257
Alaska	(D)	(D)
Montana	266,048	355,723
New York	264,385	323,081
Wisconsin	219,266	250,940
Texas	146,801	246,307
Nebraska	107,371	231,833
Vermont	134,336	203,002
Oregon	194,769	196,045
Idaho	178,567	180,732
Minnesota	130,688	172,968

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

Organic Sales

Market Value of Certified Organic Products Sold, 2016 and 2019

	2016 (\$ million)	2019 (\$ million)	% change
Total Sales	7,554	9,926	31
Crops	4,193	5,787	38
Livestock and poultry	1,157	1,663	44
Livestock and poultry products	2,205	2,476	12

Top States in Organic Sales, 2019



State	Sales (\$ million)
California	3,597
Washington	886
Pennsylvania	742
Oregon	454
Texas	424
North Carolina	370
New York	298
Wisconsin	269
Michigan	231
Idaho	206

Top States in Organic Crop Sales, 2016 and 2019

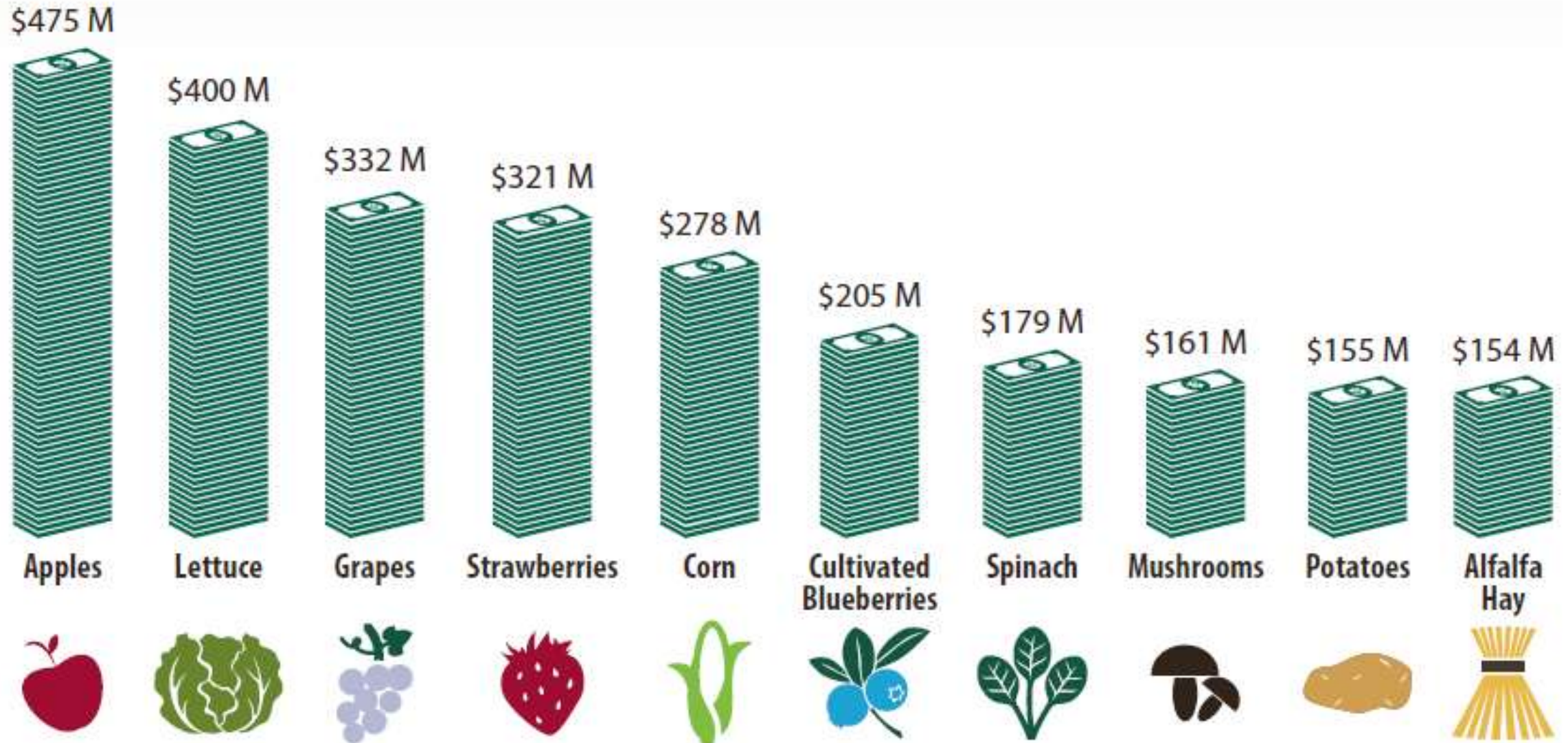
	2016 (\$ million)	2019 (\$ million)
California	2,129	2,874
Washington	533	717
Oregon	217	323
Pennsylvania	84	124
Texas	73	112
New York	52	105

Top published states only

Crop Sectors by Sales, 2016 and 2019

	2016 (\$ million)	2019 (\$ million)	% change from 2016
Crop Total	4,193	5,787	38
Vegetables in the open	1,644	2,084	27
Fruits, berries, and tree nuts	1,407	2,023	44
Field crops	763	1,180	55
Mushrooms	111	161	45
Vegetables under protection	89	133	49
Nursery, floriculture and propagative materials	113	115	2
Maple syrup	65	91	39
Christmas trees	<1	<1	345

U.S. Top 10 Organic Crops by Sales, 2019



Top Crop Commodities in Sales, 2016 and 2019

	2016 (\$ million)	2019 (\$ million)
Apples	327	475
Lettuce	277	400
Grapes	218	332
Strawberries	242	321
Corn for grain	164	278
Blueberries, cultivated	100	205
Spinach	118	179
Mushrooms	111	161
Potatoes	151	155
Alfalfa hay	107	154

Top Vegetable Commodities in Sales, 2016 and 2019

	2016 (\$ million)	2019 (\$ million)
Lettuce	277	400
Spinach	118	179
Potatoes	151	155
Tomatoes	175	132
Carrots	88	132
Onions	34	113
Broccoli	71	109
Sweet potatoes	101	77
Cauliflower	32	68
Celery	38	65

Major Fruit Categories by Sales, 2016 and 2019

	2016 (\$ million)	2019 (\$ million)
Fruits, tree nuts and berries	1,407	2,023
Berries	406	676
Apples	327	475
Grapes	218	332
Other fruits	254	314
Citrus	123	116
Tree nuts	79	110

Top Fruit Commodities in Sales, 2016 and 2019 (including berries and tree nuts)

	2016 (\$ million)	2019 (\$ million)
Apples	327	475
Grapes	218	332
Strawberries	242	321
Blueberries, cultivated	100	205
Raspberries	31	92
Dates	61	80
Blackberries	26	50
Lemons	57	40
Oranges	42	37
Peaches	28	36

Top Field Crops Commodities in Sales, 2016 and 2019

	2016 (\$ million)	2019 (\$ million)
Corn for grain	164	278
Alfalfa hay	107	154
Wheat	107	149
Soybeans	78	109
Rice	43	44
Tobacco	62	39
Peanuts	13	38

U.S. Livestock and Poultry Products and Sales, 2019

\$1.6 B



Milk



Milk was the #1 commodity
in sales for the organic industry.

\$1.1 B



Broiler
Chickens



\$887 M



Eggs



\$293 M



Cattle



\$139 M



Turkeys



Top Livestock, Poultry, and Product Commodities in Sales, 2016 and 2019

	2016 (\$ million)	2019 (\$ million)
Milk	1,386	1,585
Chickens, broilers	750	1,115
Eggs	816	887
Cattle	233	293
Turkeys	83	139

Top States in Organic Livestock and Poultry Sales, 2016 and 2019

	2016 (\$ million)	2019 (\$ million)
Pennsylvania	387	449
California	378	386
North Carolina	8	221
Nebraska	(D)	108
Indiana	33	79
Washington	37	76

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

Top States in Organic Livestock and Poultry Product Sales, 2016 and 2019

	2016 (\$ million)	2019 (\$ million)
California	382	336
Texas	204	277
Pennsylvania	189	169
Wisconsin	168	168
New York	141	163
Michigan	139	129
Idaho	40	125
Oregon	117	111

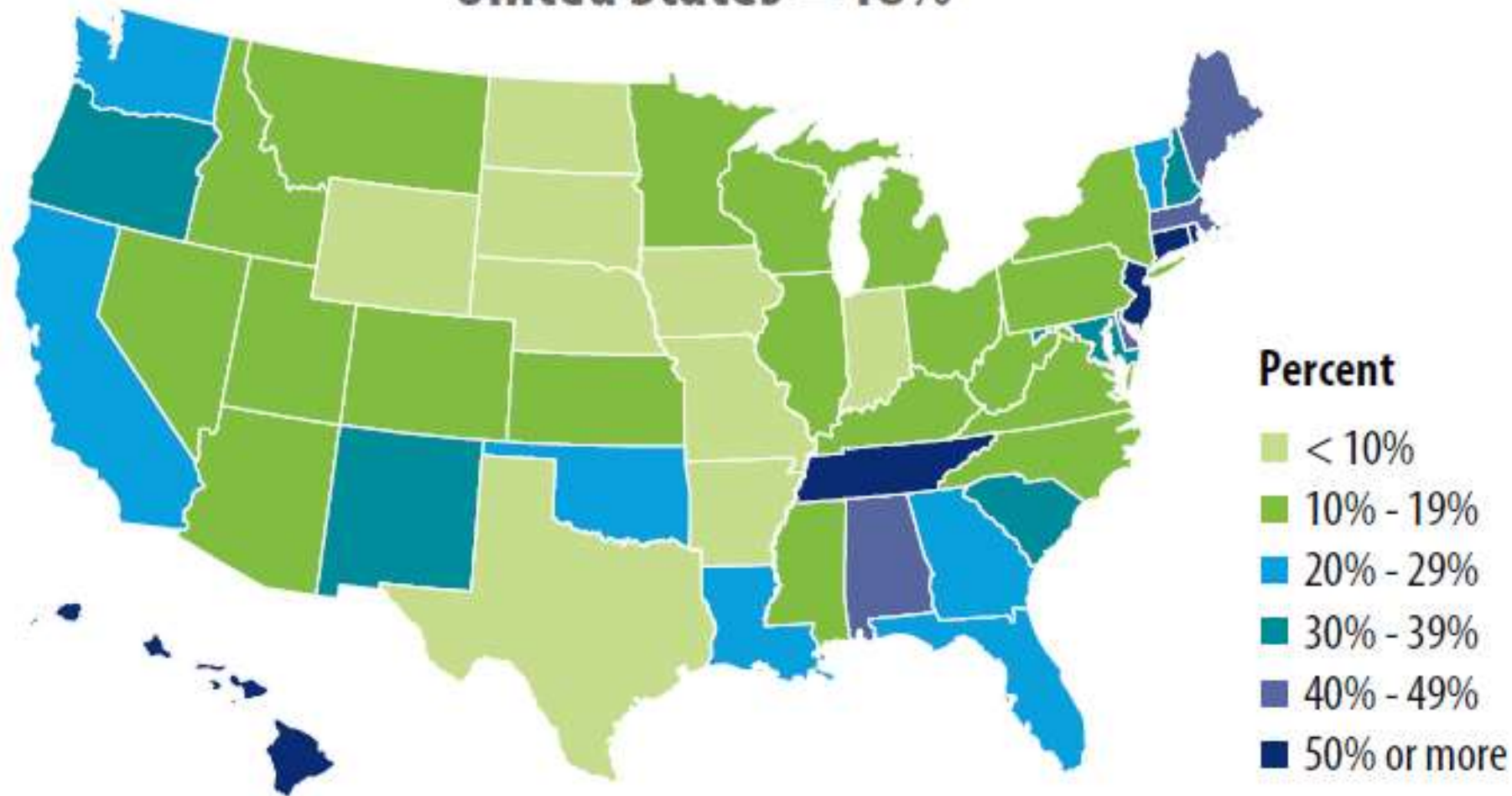
Organic Practices

Organic Marketing Practices, 2019

	Number of farms	(\$ million)
Direct to consumer	2,993	300
Direct to retail markets and institutions	3,196	2,035
Sales of value-added products	1,318	727

Share of Organic Farms with Direct Sales to Consumers, by State, 2019

United States = 18%



Organic Production Practices, 2014 and 2019

Production Practice	Organic farms using practice, 2014	Organic farms using practice, 2019
Used buffer strips or border rows to isolate organic from conventional crops	8,658	10,796
Applied animal manures	(NA)	9,160
Used water management practices	6,695	7,880
Planted green manures (cover crops plowed under)	(NA)	7,564
Used no-till or minimum till practices	4,881	5,970
Produced or used organic mulch/compost	5,962	5,737

Production practice questions did not appear on the 2016 survey.
(NA) not available

Number of Farms Reporting Crop Economic Losses, 2019 and earlier years

Year	Unintended presence of GMO material (farms)	Unintended presence of non-NOP approved pesticides (farms)
In 2019	125	142
In 2018	115	145
Prior to 2018	316	280
No loss	15,248	15,339
Don't know	898	777

Selected Production Expenses, 2019

	\$ million
Organic certification	47
Certified organic feed	1,944
Food safety related	30
Hired and contract agricultural labor	1,584
Seed, annual seedlings, and planting stock	669
Organic	340
Non-organic	329

Major Challenges for Certified Organic Farms, 2019

	Number of farms	% of farms
Regulatory	7,690	54
Price issues	5,423	38
Production problems	5,551	39
Market access	4,204	30
Management issues	3,916	28
Other	3,024	21

Future Production Plans for Certified Organic Farms, 2019

	% of farms
Increase organic production	29
Maintain current level of organic production	44
Decrease organic production	4
Discontinue organic production	2
Discontinue all agricultural production	2
Don't know	20

Transitional Land – Certified Farms

	2008 Organic Survey	2014 Organic Survey	2019 Organic Survey
Certified farms with transitional land	1,397	1,272	1,857
Transitional land (acres)	185,796	119,458	255,060
Cropland	(NA)	110,791	223,774
Pasture/Rangeland	(NA)	8,667	31,286

Data on transition acres was not collected in the 2016 Survey.
(NA) not available

Transitional Land – Other Farms (not currently certified)

	2008 Organic Survey	2014 Organic Survey	2019 Organic Survey
Not currently certified farms with transitional land	2,440	781	710
Transitional land (acres)	206,500	53,405	60,611
Cropland	(NA)	26,769	39,649
Pasture/Rangeland	(NA)	26,636	20,962

Data on transition acres was not collected in the 2016 Survey.
(NA) not available

Other Information

Organic Farms by Sales Class, 2019

Sales Class	% of farms	% of sales
< \$10,000	11	0.1
\$10,000 - \$99,999	38	3
\$100,000 - \$249,999	22	6
\$250,000 - \$499,999	12	7
\$500,000+	17	84

2019 Organic Survey and 2017 Census of Agriculture

	2016 Certified Organic Survey	2017 Census of Agriculture	2019 Organic Survey
Certified organic farms	14,217	15,951	16,585
Organic sales certified organic farms (\$ million)	7,554	7,273	9,926

Certified Organic Producer Demographics – 2017 Census of Agriculture

	Percent of certified organic producers (Producers = 30,909)	Percent of all U.S. producers (Producers = 3,399,834)
Age of producers		
<35	19	8
35-64	61	58
65+	20	34
New/beginning	34	27
Served in military	5	11
Primary Occupation		
Farming	69	42
Other	31	58

Certified Organic Producer Demographics – 2017 Census of Agriculture (continued)

	Percent of certified organic producers (Producers = 30,909)	Percent of all U.S. producers (Producers = 3,399,834)
Sex of producers		
Male	65	64
Female	35	36
Hispanic	4	3
Race		
American Indian/Alaska Native	0.4	1.7
Asian	1.7	0.6
Black	0.5	1.3
Native Hawaiian/Pacific Islander	0.2	0.1
White	96.4	95.5
More than one race reported	0.8	0.8

Survey Release

- Additional information can be found in a published report available as a PDF file on the NASS website and in the NASS online database Quick Stats
- For more information on the 2019 Organic Survey and past organic survey results, go to:

<https://www.nass.usda.gov/organics>



All Organic Reports Available At
www.nass.usda.gov/organics

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