



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

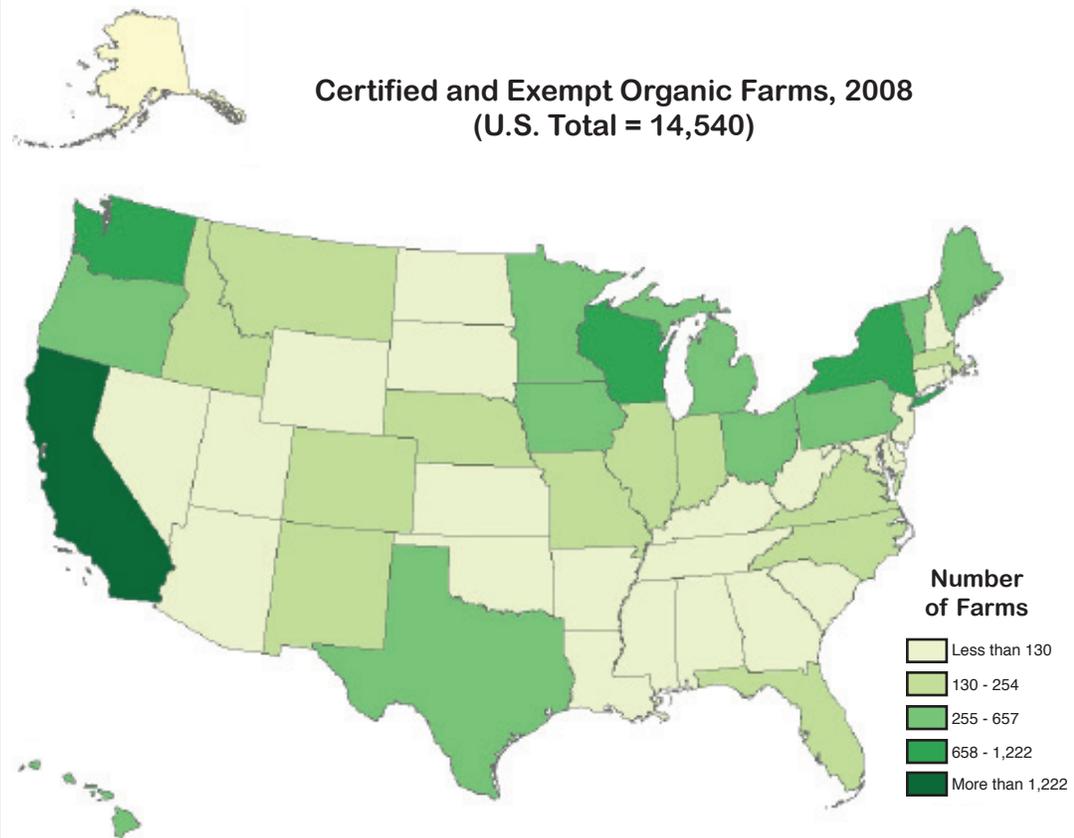
U.S. Department of Agriculture

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.



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

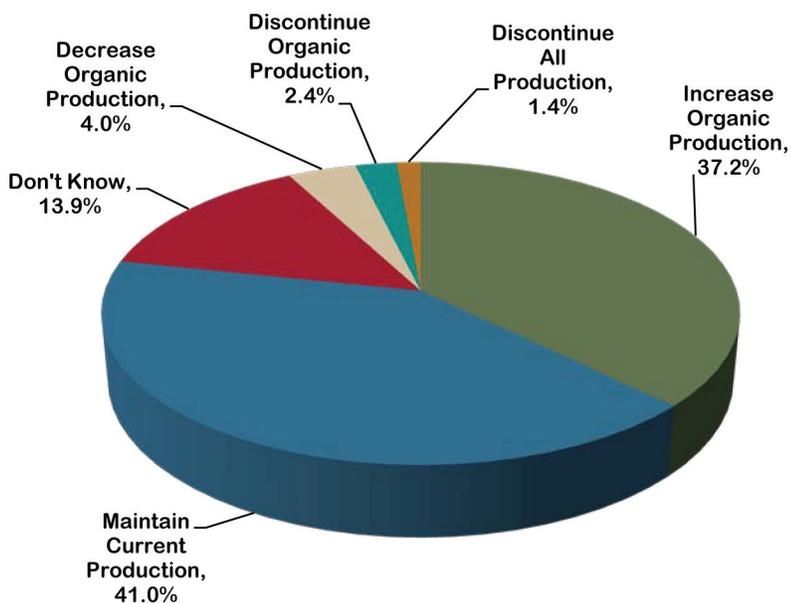
Marketing Outlets

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

Table 1. Farms, Land Use, and Sales of Organically Produced Commodities on Certified and Exempt Organic Farms: 2008 - Con.

[For meaning of abbreviations and symbols, see introductory text]

Item	North Carolina	North Dakota	Ohio	Oklahoma	Oregon	Pennsylvania
ORGANIC FARMS						
Certified or exempt..... farms	246	127	547	88	657	586
ORGANIC LAND						
Total farms	219	127	535	88	657	556
..... acres	9,618	152,728	61,996	29,591	105,605	53,624
Cropland farms	200	126	501	75	597	521
..... acres	7,388	108,536	50,220	19,057	70,946	39,526
Harvested cropland farms	185	119	469	63	571	451
..... acres	5,720	69,125	38,795	16,612	57,204	30,290
Pastureland/rangeland farms	63	61	284	42	238	336
..... acres	2,230	44,192	11,776	10,534	34,659	14,098
TRANSITIONING LAND						
Transitioning cropland farms	33	19	75	9	51	54
..... acres	(D)	(D)	3,888	165	4,374	970
Transitioning pastureland/rangeland farms	7	2	23	5	12	21
..... acres	(D)	(D)	681	3,432	155	388
VALUE OF SALES OF ORGANICALLY PRODUCED COMMODITIES						
Total organic product sales farms	244	118	507	71	637	551
..... \$1,000	52,796	19,671	42,765	5,604	155,613	212,739
By value of sales:						
Less than \$1,000 (see text)..... farms	41	2	36	3	76	29
..... \$1,000	17	(D)	18	(D)	39	14
\$1,000 to \$2,499 farms	30	2	37	6	81	35
..... \$1,000	50	(D)	67	(D)	134	60
\$2,500 to \$4,999 farms	27	1	54	7	68	39
..... \$1,000	103	(D)	191	26	244	144
\$5,000 to \$9,999 farms	20	1	40	9	43	33
..... \$1,000	151	(D)	276	66	322	235
\$10,000 to \$19,999 farms	31	8	47	10	66	30
..... \$1,000	419	(D)	684	173	933	430
\$20,000 to \$24,999 farms	4	1	18	6	20	12
..... \$1,000	86	(D)	394	133	444	257
\$25,000 to \$39,999 farms	12	8	37	5	44	33
..... \$1,000	378	236	1,214	149	1,398	991
\$40,000 to \$49,999 farms	3	8	26	5	19	16
..... \$1,000	125	357	1,174	211	868	709
\$50,000 to \$99,999 farms	15	26	74	10	57	54
..... \$1,000	1,096	2,006	5,411	663	4,079	3,997
\$100,000 to \$249,999 farms	9	39	96	5	68	163
..... \$1,000	1,376	5,997	14,647	608	10,369	27,626
\$250,000 to \$499,999 farms	16	16	28	-	32	71
..... \$1,000	5,938	6,108	9,858	-	10,740	22,801
\$500,000 or more farms	36	6	14	5	63	36
..... \$1,000	43,056	4,797	8,830	3,567	126,045	155,476
Crops, including nursery and greenhouse..... farms	187	116	398	63	547	388
..... \$1,000	13,370	18,564	17,742	3,004	81,641	126,558
Livestock and poultry..... farms	68	20	169	16	123	291
..... \$1,000	28,362	1,107	1,804	1,193	4,911	20,790
Livestock and poultry products..... farms	39	4	170	5	103	270
..... \$1,000	11,063	1	23,219	1,408	69,061	65,391

--continued

Organic Farm Statistics 2008

Oregon

Revised May, 2009



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and Natural Resources*

*In cooperation with Oregon Tilth Certified Organic and
Washington State Department of Agriculture Organic Food Program*



Oregon certified organic farming summary

	<u>2005</u>	<u>2006</u>	<u>2007</u>	<u>2008</u>
Certified acres	45,429	59,207	83,297	115,502
Transition acres	1,421	4,352	4,867	4,788
Wildcraft acres	15,760	10,237	5,200	5,400
# Producers*	302-1-3	353-3-4	397-1-2	424-1-3
Avg. certified ac/producer**	148	167	210	271



Photo courtesy of Blue Fox Farm

Estimated farm gate sales***

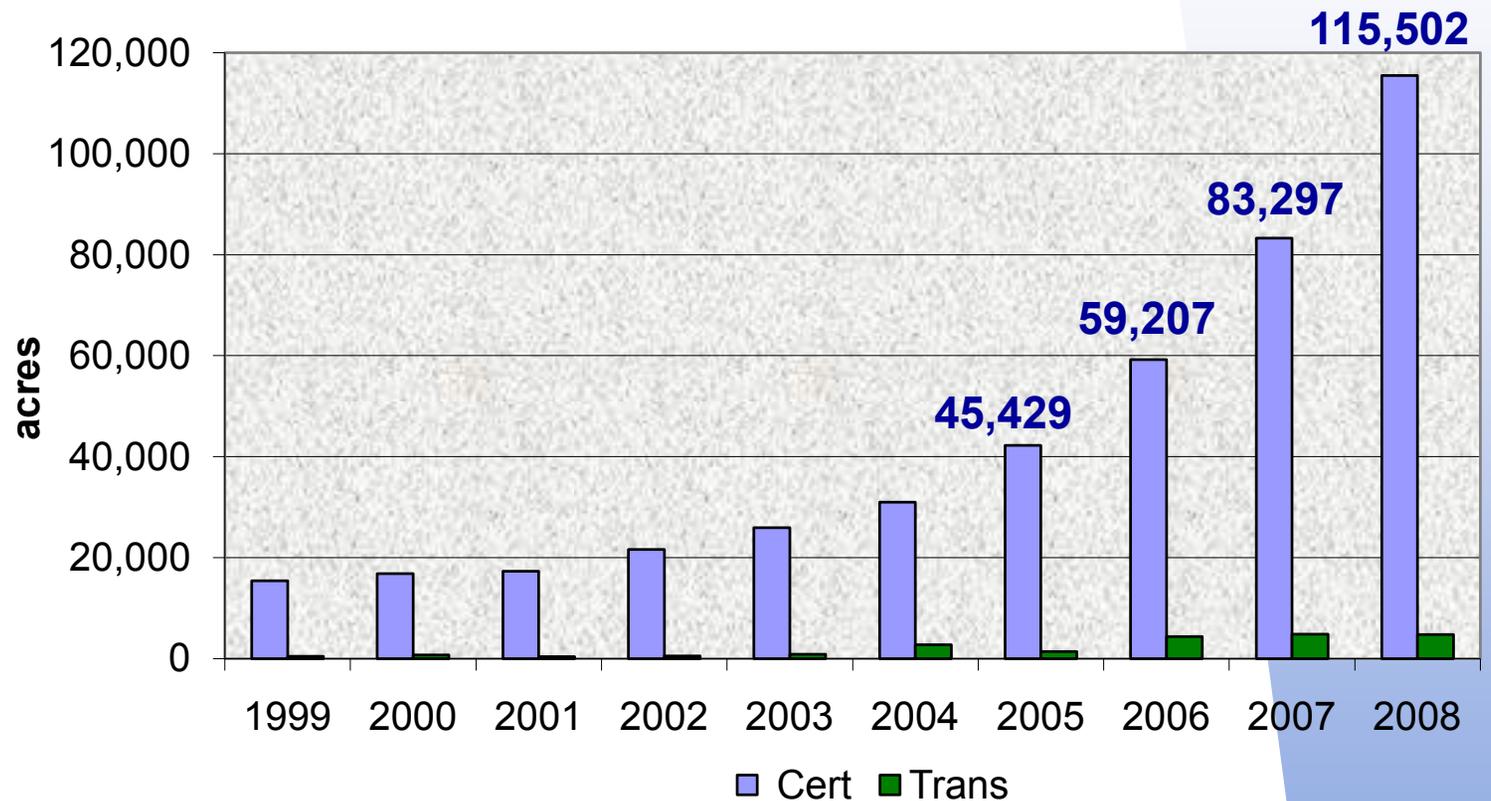
(2004) > \$36 MIL (2005) > \$52 MIL (2006) > \$61 MIL (2007) > \$89 MIL

*2008 Producers = 424 certified, 1 transition only, 3 lake algae only. 2005-2008 data (except sales) include OTCO, WSDA, GOA, ICS, CCOF and QAI values. Certified acres include double crop and undefined area.

**Ac/producer based on actual certified area not including double crop, transition or algae acres.

***Farmgate sales are based on WSDA and OTCO data only; OTCO data incomplete (ex. 20% farms no sales data available in 2008).

Trend of organic crop acreage in Oregon



OTCO data all years; WSDA data beginning 2004; QAI, ICS, GOA, and CCOF added 2005; Global Culture data added 2008. Does not include 5,400 ac lake algae area.

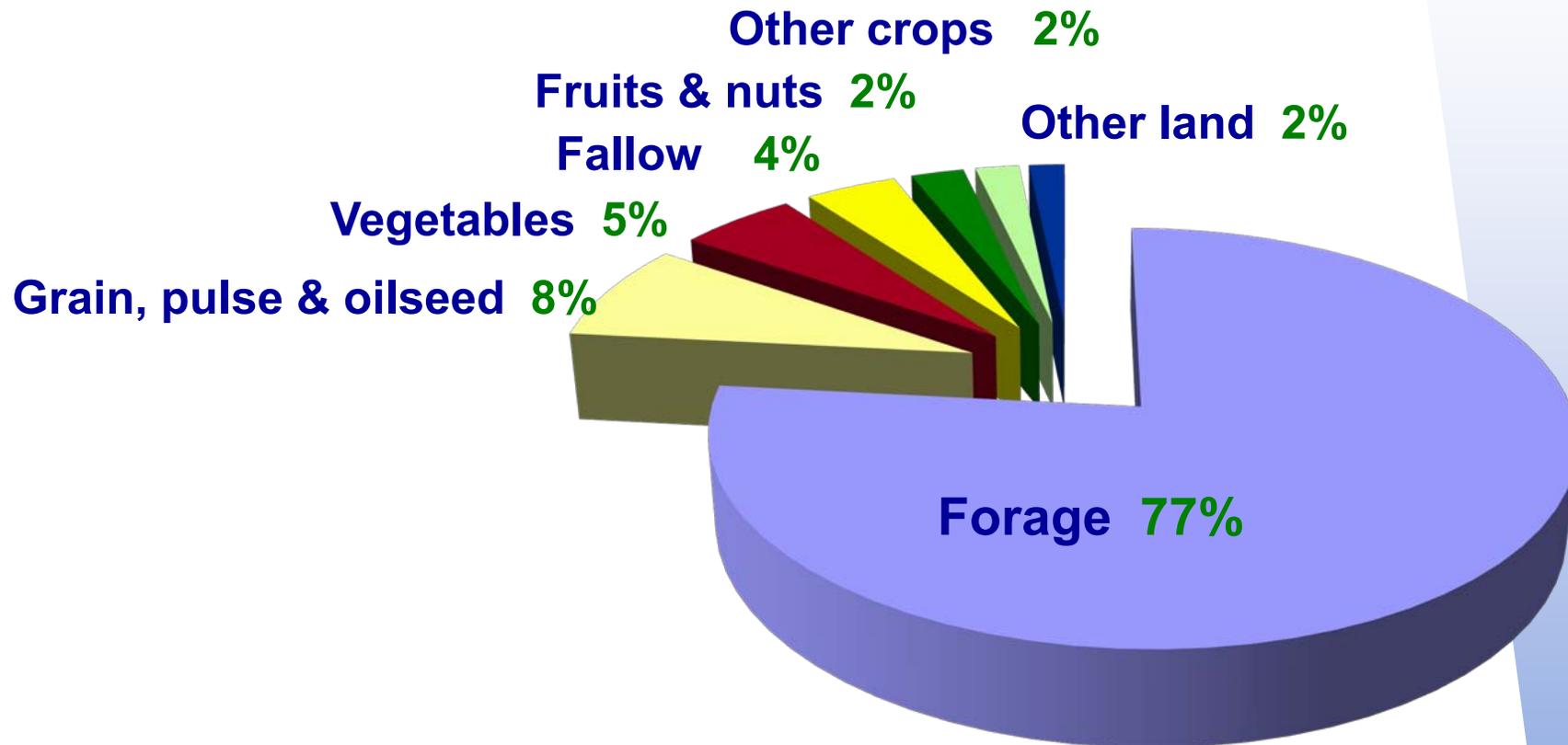
Organic acreage trend Oregon

	----- Certified acres -----				Growth	Trans ac
	2005	2006	2007	2008	07-08	2008
Forage	31,288	43,664	63,055	88,546	40%	4,120
Vegetables	4,231	4,909	5,243	6,090	16%	328
Grains, Pulses, Oilseeds	2,861	2,337	4,809	9,151	90%	89
Fruit and Nuts	1,942	2,195	2,380	2,779	17%	76
Herbs, Mixed Hort, GH	654	538	605	641	6%	6
Other Crops	449	314	268	1,015	279%	116
Seed Crops	497	153	350	208	↓	45
Fallow/idle	1,795	2,487	4,121	4,782	16%	8
Other Land*	1,712	2,610	2,466	2,291	↓	--
Total	45,429	59,207	83,297	115,502	39%	4,788

2005-2008 values include OTCO, WSDA, QAI, GOA, ICS and CCOF data; 2008: also includes Global Culture data. Totals include double crop and undefined WSDA acres and exclude lake algae acres. Other land = farmstead land, roads, buildings, undefined WSDA land. Fallow includes summer fallow, natural areas, set aside, etc.



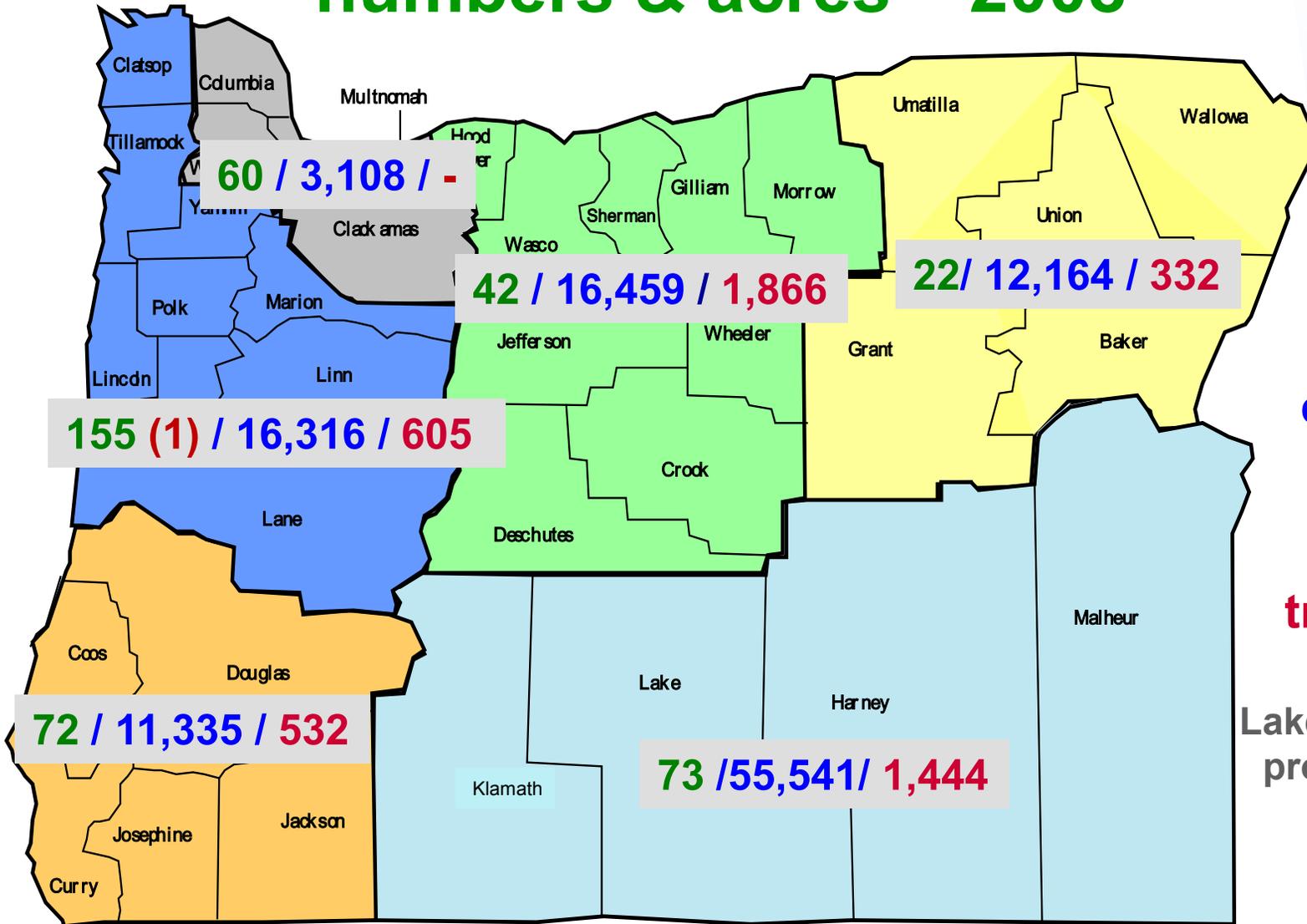
Certified acres by crop type Oregon - 2008



*'Other crops' include herbs, mixed horticulture, seed, cover crops, etc.
OTCO, WSDA, GOA, ICS, CCOF, Global Culture data*



Estimated organic farm numbers & acres – 2008



425 farms

114,923*
certified acres

4,788
transition acres

Lake algae: additional 3 producers & 5,400 ac Klamath Co.

*Area does not include 580 double crop acres. OTCO, WSDA, GOA, ICS, CCOF, Global Culture and QAI data. Farms may have acres in more than 1 county; farm counted only once.

Estimated organic farm numbers & acres by county – 2008

County	Farms	C ac	T ac
Benton	12	832	--
Lane	36	2,030	--
Lincoln	3	84	--
Linn	23	3,361	12
Marion	39	3,863	303
Polk	12	1,772	--
Tillamook	7 (1)	1,660	80
Yamhill	23	2,714	210

County	Farms	C ac	T ac
Clackamas	30	2,109	--
Columbia	3	137	--
Multnomah	10	128	--
Washington	17	734	--

County	Farms	C ac	T ac
Baker	4	1,140	--
Grant	3	475	--
Umatilla	8	8,849	332
Union	3	874	--
Wallowa	4	826	--

County	Farms	C ac	T ac
Coos	18	6,877	--
Curry	4	157	--
Douglas	11	561	--
Jackson	22	2,260	532
Josephine	19	1,479	--

County	Farms	C ac	T ac
Deschutes	1	2,945	--
Gilliam	1	480	--
Hood River	21	831	8
Jefferson	5	482	43
Morrow	4	7,123	1,797
Sherman	2	2,242	--
Wasco	8	2,356	18

County	Farms	C ac	T ac
Harney	8	11,736	--
Klamath	38	31,801	1,174
Lake	20	10,561	240
Malheur	7	1,443	31

C = certified, T = transition, ac = acres. OTCO, WSDA, GOA, ICS, CCOF and QAI data. Farms may have acres in more than 1 county; farm counted only once. Farm number includes 1 transition only. Area does not include double crop acres.

