



U. S. Department of Agriculture
National Agricultural Statistics Service
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2008 ORGANIC PRODUCTION SURVEY

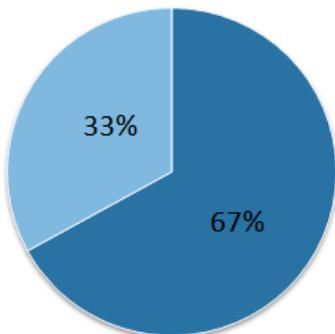
Michigan

Michigan has 3 percent of the nation's certified and exempt organic farms. The top 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
11. Michigan with 461

Michigan had 309 USDA certified farms, and 152 organic farms exempt from certification.

MI Organic Farm Certification Status



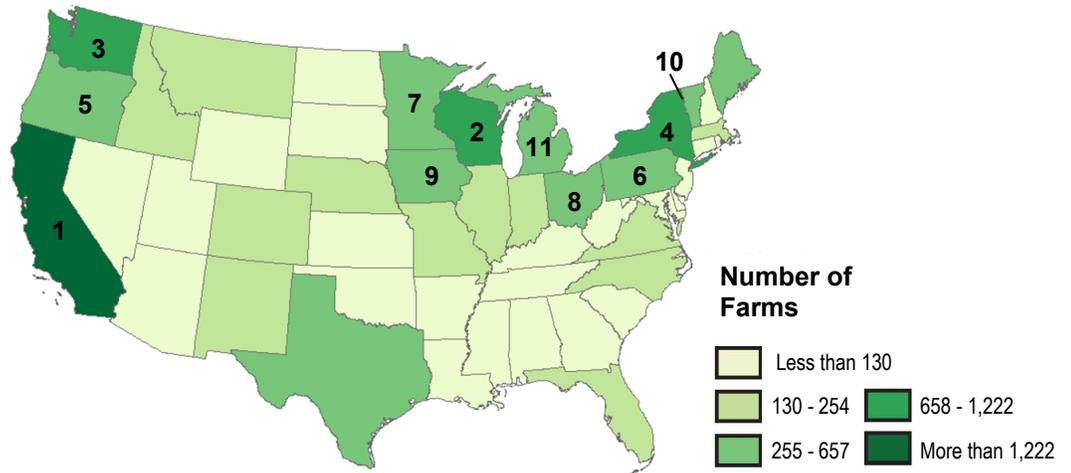
- USDA Certified
- Exempt from Certification*

*Farms following the USDA's National Organic Program Standards with less than \$5,000 in sales are allowed to market their products as organic without becoming certified.

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.* Farms following the USDA's National Organic Program Standards that had sales over \$5,000 but did not become certified were excluded from this report.

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.

Certified and Exempt Organic Farms, 2008



Michigan Ranking Among States

Michigan was one of the top ranking states for number of organic farms and value of organic sales for many categories of production.

	Michigan's Rank		Michigan's Rank
Number of Farms	11	Tart Cherry Sales	1
Farms Producing Turkeys	1	Chickens—Layers Sales	3
Farms Producing Broiler Chickens	3	Corn for Grain Sales	3
Farms with Bell Peppers	3	Garlic Sales	5
Farms with Dry Edible Beans	1	Tame Blueberry Sales	4
Farms with Hogs and Pigs	3	Wool Sales	3
Farms Producing Shelled Popcorn	1	Snap Bean Sales	3

2008 ORGANIC PRODUCTION SURVEY



Michigan organic farms are smaller, on average, than all Michigan farms. Organic farms average 148 acres of land, compared to 182 acres for all farms.

Michigan organic farms had average annual sales of \$160,885, smaller than the U.S. average, of \$229,747.

Most sales are local. For first point-of-sales, forty-one percent of organic sales occurred within 100 miles from the farm.



Number of Organic Farms	United States	Michigan	Percent of U.S.
Certified or exempt farms	14,540	461	3.2%
Certified Farms	10,903	309	2.8%
Organic Land (acres)			
Total Organic Land	4,077,337	68,167	1.7%
Organic Cropland	2,229,558	61,478	2.8%
Harvested Organic Cropland	1,596,665	55,805	3.5%
Organic Pastureland/rangeland	1,847,779	6,689	0.4%

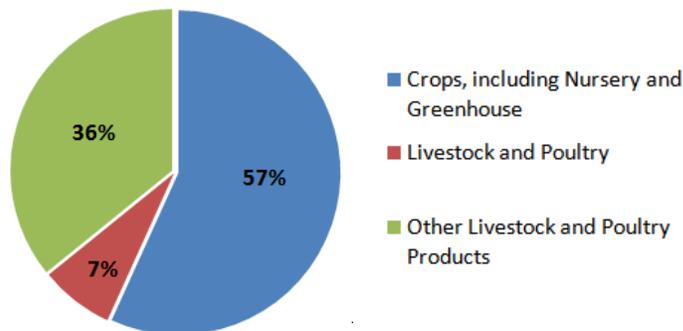
Michigan Organic Sales

Michigan organic sales totaled \$71.1 million, including \$40.3 million in crops sales and \$30.7 million in sales of livestock, poultry and their products. Average sales were \$160,885 per farm.

One percent, or \$788.8 thousand dollars of total organic sales in Michigan were from other cattle and calves.

Crop sales include over \$4.7 million from vegetables, \$1.3 million from fruits, and \$821 thousand from berries, and \$31.7 million from field crops, of which \$12 million was from snap beans.

Percent of Total Organic Sales, Michigan 2008



Total 2008 Sales: \$71,111,000

Top Michigan Organic Sales, by Category, 2008

Livestock & Livestock Products		Sales	Field Crops		Sales	Fruits, Berries, & Vegetables		Sales
1	Other Cattle and Calves	\$788,882	Corn for grain	\$12,029,778	Snap Beans	\$1,448,577		
2	Milk Cows	\$254,453	Soybeans	\$7,707,509	Apples	\$1,019,138		
3	Beef Cows	\$236,982	Dry Edible Beans	\$3,942,166	Tomatoes	\$787,368		
4	Chicken—Broilers	\$99,397	Other Field Crops	\$3,187,511	Vegetables, Other	\$741,321		
5	Chicken—Layers	\$29,254	Winter Wheat	\$2,408,217	Lettuce	\$585,801		

Michigan

Organic Expenses

U.S. organic farms incurred production expenses totaling \$2.5 billion, or an average of \$171,978 per farm in 2008. Total expenses for Michigan's organic farms was \$50.6 million, for an average of \$111,405 per farm. Nationally, labor was the largest expense category. In Michigan, feed purchased was the largest expense category, followed by labor, and rent, and lease expenses for land, buildings, and machinery.

Organic Marketing Practices

Contrary to popular belief, only a small percentage of organic sales are direct to consumer. In Michigan just 9 percent of sales were direct to consumers, via farm stands, farmers' markets, Community Supported Agriculture (CSA's), and other arrangements, while over 54 percent of Michigan organic sales were to wholesale channels, including processors, millers and packers, and grower cooperatives. Over 1 percent of Michigan sales were direct-to-retail buyers such as natural food stores, supermarkets, and restaurants.

Selected Sales Outlets	Number of Farms		Percent of Sales	
	MI	U.S.	MI	U.S.
Farm Stand	111	3,381	2.9	2.4
Farmers Market	85	2,609	1.2	1.9
Community Supported Agriculture	28	906	1.2	1.0
Processor, Mill, Packer	61	2,728	21.7	28.7
Grower Cooperative	26	1,072	10.6	9.8
Direct to Natural Food Stores	53	1,721	1.3	3.5

Organic 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, and the planting of buffer strips.

	Number of Farms		Percent of Farms	
	MI	U.S.	MI	U.S.
Used Green or Animal Manures	302	9,454	65.5	65.0
Used Buffer Strips	256	8,423	55.5	57.9
Used Organic Mulch or Compost	230	7,454	49.9	51.3
Selected Planting Locations to Avoid Pests	166	5,133	36	35.3
Used Water Management Practices	165	7,372	35.8	50.7
Chose Pest-Resistant Varieties	151	4,760	32.8	32.7
Used No-Till or Minimum-Till	142	5,542	30.8	38.1
Planned Plantings to Avoid Cross-Contamination	134	3,768	29	25.9
Practiced Biological Pest Management	130	4,474	28.2	30.8
Practiced Rotational Grazing	95	3,110	20.6	21.4
Practiced Free-Range Livestock Production	90	2,315	19.5	15.9



Michigan had 11 percent of the nation's organic corn farms, and produced 9 percent of the country's corn for grain in 2008.

Michigan farmers received an average of \$8.46 per pound for organic corn for grain in 2008, \$4.62 higher than the state average for all corn for grain types.

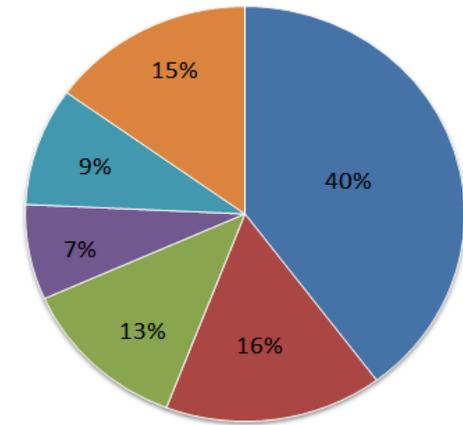
In 2008 Michigan had 68 farms in the process of transitioning 5,387 more acres of cropland to organic production.



Organic Production Challenges and Future Organic Plans

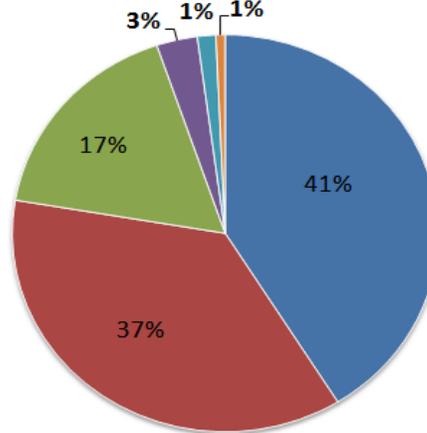
Survey respondents indicated that they face various challenges, including regulatory, production, management, and marketing issues. Despite these challenges, more than 78 percent of Michigan producers indicated that they plan to maintain or increase their organic production over the next five years.

Primary Organic Production Challenge

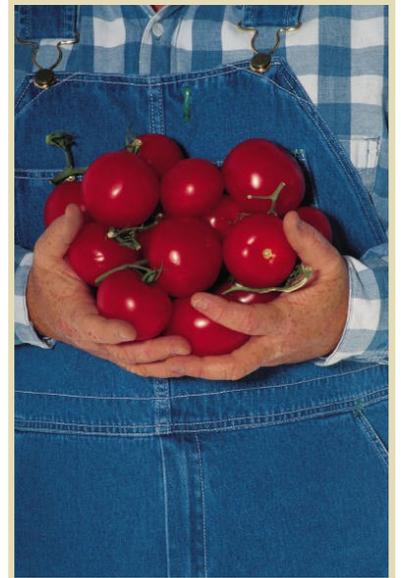


- Regulatory Problems
- Production Problems
- Management Issues
- Price Issues
- Market Access
- Any Other Challenge

Five-Year Organic Production Intentions



- Increase Production
- Maintain Production
- Don't Know
- Decrease production
- Discontinue All Agriculture
- Discontinue Production



The complete, 331 page, report can be found online at:
www.agcensus.usda.gov.



To Michigan Organic Producers: This report contains a brief summary of the data collected from the 2008 Organic Production Survey, a follow-on survey to the 2007 Census of Agriculture. We appreciate your assistance in providing timely and accurate data on this growing industry. Thank you for your support.

www.agcensus.usda.gov

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