



United States Department of Agriculture  
National Agricultural Statistics Service



# 2021 Certified Organics

## Executive Briefing

Tony Dorn

Branch Chief

Environmental, Economics & Demographics Branch

December 15, 2022

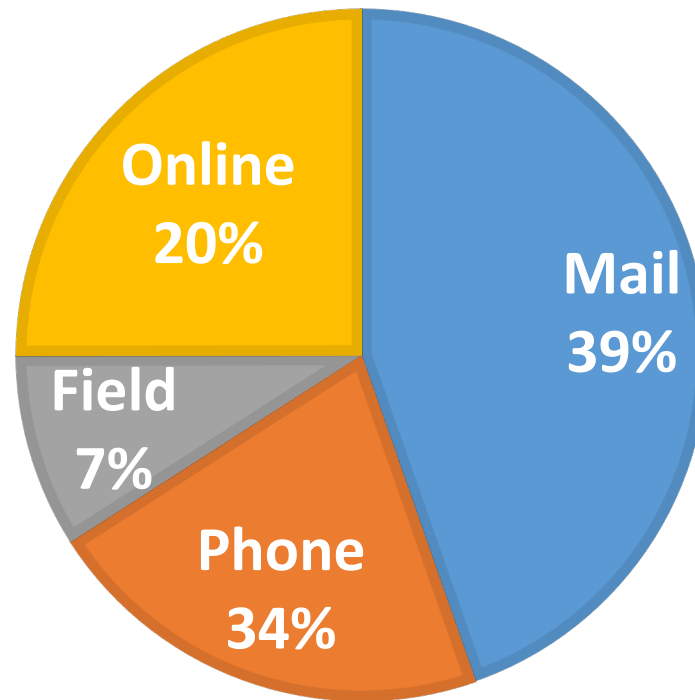
# History

- The 2021 Organics release was the 7<sup>th</sup> release by NASS and was produced in cooperation with the USDA Risk Management Agency.
- The 2019 Organics was the sixth release by NASS. This was the planned Census Special Study.
- The 2008 Organic Production Survey (OPS) was the first Organics release done by NASS.
- Other NASS releases include 2011, which included certified organic operations only, 2014 which included certified, exempt and transitioning land, 2015 and 2016 which included certified organic production.

# Overview

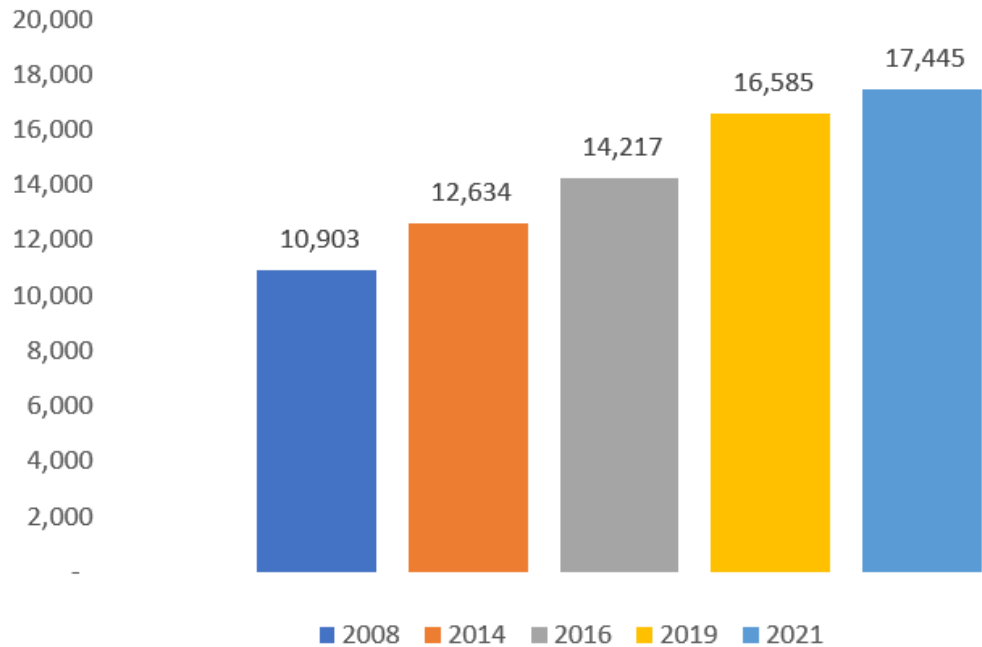
- The 2021 Organics release is a census of all known operations with certified or transitioning organic production in the United States.
- The sources for the sampling frame were producers identified as certified organic or transitioning to organic certification in NASS' list and the AMS National Organic Program (NOP) list.
- This release includes data at the commodity level for acreage, production and sales for organic crop and livestock commodities, and marketing and production practices, crop insurance usage, production expenses, and acres transitioning into organic production.
- All U.S. states were included.

## Responses by Data Collection Mode



# Certified Organic Farms

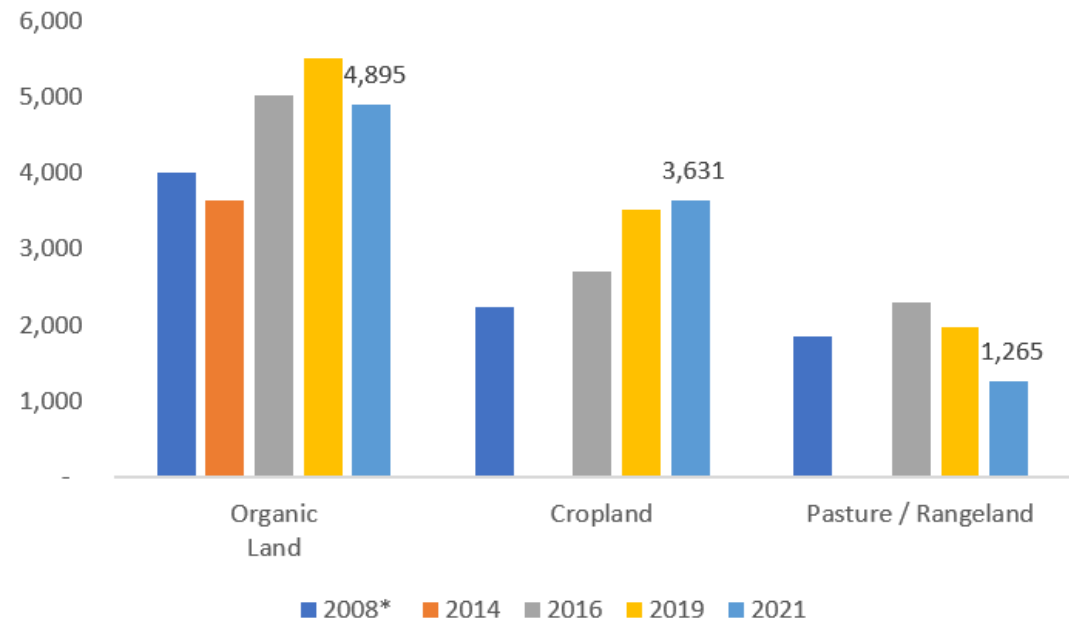
	Farms
<b>2008</b>	10,903
<b>2014</b>	12,634
<b>2016</b>	14,217
<b>2019</b>	16,585
<b>2021</b>	17,445
<b>% Δ 2019</b>	▲ 5













# Certified Organic Land

(000 acres)

	Organic Land (000 acres)	Cropland (000 acres)	Pasture/ Rangeland (000 acres)
<b>2008*</b>	4,077	2,230	1,848
<b>2014</b>	3,643	-	-
<b>2016</b>	5,019	2,714	2,305
<b>2019</b>	5,495	3,517	1,974
<b>2021</b>	4,895	3,631	1,265
<b>% Δ 2019</b>	▼ 11	▲ 3	▼ 36



# Top States in Organic Farms





















State	2019	2021	Comparison	% Δ 2019
US Farms: 17,445				
California	3,012	3,061		▲ 2
Wisconsin	1,364	1,455		▲ 7
New York	1,321	1,407		▲ 7
Pennsylvania	1,048	1,125		▲ 7
Ohio	785	800		▲ 2
Iowa	779	799		▲ 3
Washington	745	730		▼ 2
Indiana	595	697		▲ 17
Vermont	655	693		▲ 6
Minnesota	635	650		▲ 2

# Top States in Organic Land

State	2019	2021	Comparison	% Δ 2019
US Land: 4.9 million acres				
California	965,257	813,710		<b>16</b>
New York	323,081	331,438		<b>3</b>
Montana	355,723	319,722		<b>10</b>
Wisconsin	250,940	245,333		<b>2</b>
Texas	246,307	240,806		<b>2</b>
Oregon	196,045	228,152		<b>16</b>
Idaho	180,732	215,668		<b>19</b>
Vermont	203,002	203,083		<b>0</b>
Colorado	167,500	190,809		<b>14</b>
Iowa	172,968	169,361		<b>2</b>










# Top States in Organic Sales

State	2019	2021	Comparison	% Δ 2019
US Sales: \$11.2 billion	(\$ million)	(\$ million)		
California	3,597	3,550		 <b>1</b>
Washington	886	1,140		 <b>29</b>
Pennsylvania	742	1,094		 <b>47</b>
Texas	424	572		 <b>35</b>
Oregon	454	386		 <b>15</b>
New York	298	328		 <b>10</b>
Wisconsin	269	313		 <b>16</b>
North Carolina	370	308		 <b>17</b>
Michigan	231	272		 <b>18</b>
Colorado	184	253		 <b>38</b>

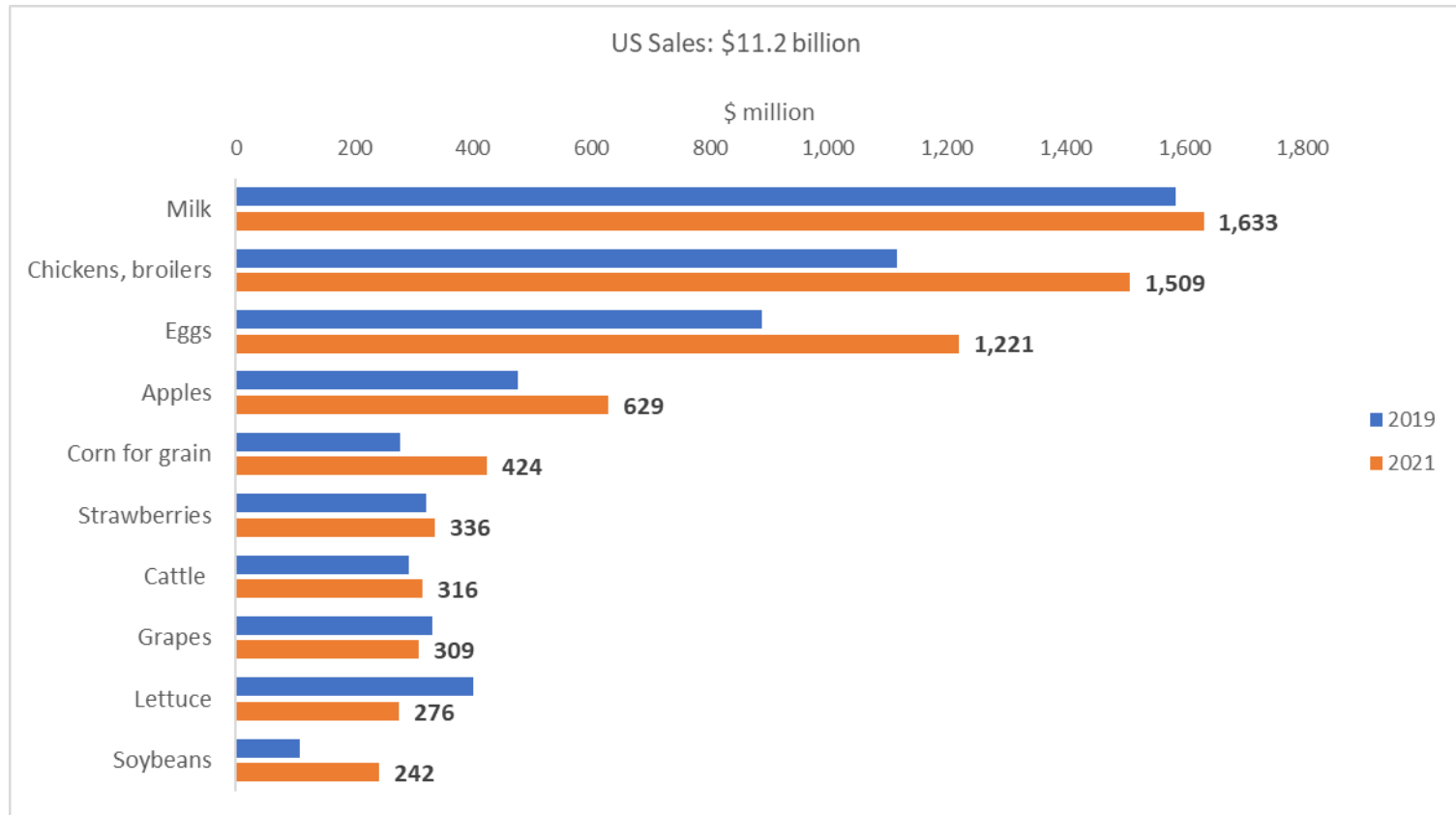
# Top States in Organic Sales



# Market Value of Certified Organic Products Sold

<b>Commodity</b>	<b>2019</b>	<b>2021</b>	<b>Comparison</b>	<b>% Δ 2019</b>
US Sales: \$11.2 billion	(\$ million)	(\$ million)		
Crops	5,787	6,150		 <b>6</b>
Livestock & Poultry	1,663	2,197		 <b>32</b>
Livestock & Poultry Products	2,476	2,858		 <b>15</b>
Total Sales	9,926	11,205		 <b>13</b>

# Sales of Top Commodities








# Sales of Top Commodities

<b>Top Commodities</b>	<b>2019</b>	<b>2021</b>	<b>Comparison</b>	<b>% Δ 2019</b>
US Sales: \$11.2 billion	(\$ million)	(\$ million)		
Milk	1,585	1,633		▲ 3
Chickens, broilers	1,115	1,509		▲ 35
Eggs	887	1,221		▲ 38
Apples	475	629		▲ 32
Corn for grain	278	424		▲ 53
Strawberries	321	336		▲ 5
Cattle	293	316		▲ 8
Grapes	332	309		▼ 7
Lettuce	400	276		▼ 31
Soybeans	109	242		▲ 122

# Top Crop Commodities in Sales

Top Commodities	2019	2021	Comparison	% Δ 2019
US Sales: \$11.2 billion	(\$ million)	(\$ million)		
Apples	475	629		▲ 32
Corn for grain	278	424		▲ 53
Strawberries	321	336		▲ 5
Grapes	332	309		▼ -7
Lettuce	400	276		▼ -31
Soybeans	109	242		▲ 122
Blueberries, cultivated	205	221		▲ 8
Spinach	179	215		▲ 20
Mushrooms	161	202		▲ 25
Potatoes	155	183		▲ 18
Crop Sales, all commodities	5,787	6,150		▲ 6

# Top Livestock and Livestock Product Commodities in Sales

<b>Top Commodities</b>	<b>2019</b>	<b>2021</b>	<b>Comparison</b>	<b>% Δ 2019</b>
US Sales: \$11.2 billion	(\$ million)	(\$ million)		
Milk	1,585	1,633		▲ 3
Chickens, broilers	1,115	1,509		▲ 35
Eggs	887	1,221		▲ 38
Cattle	293	316		▲ 8
Turkeys	139	196		▲ 41
Livestock & Livestock Product Sales, all commodities	4,139	5,056		▲ 22

# Organic Marketing Practices

---

## Section 12 - Marketing Practices for Organic Products

---







1. During 2021, did this operation produce and sell any organic crops, livestock, poultry, or agricultural products that were food for humans to eat or drink?

**INCLUDE**

- Edible agricultural products for human consumption

**EXCLUDE**

- Non-edible products such as hay, cut flowers, Christmas trees, nursery products, etc.
- Commodities produced under production contracts
- Products purchased and resold

Marketing Practice	Number of Farms	Comparison	Sales (\$ million)	Comparison
Direct to Consumer	3,261		310	
Direct to Retail Markets and Institutions	3,309		2,021	
Value-Added Products	1,455		707	
Total Organic	17,445		11,205	









# Top Organic Production Practices by Number of Farms

Production Practice	2019	2021	% Δ 2019
Buffer strips or border rows to isolate organics	10,796	10,865	▲ 1
Applied animal manure	9,160	9,103	▼ 1
Used water management practices	7,880	8,208	▲ 4
Planted green manure (cover crops plowed under)	7,564	7,626	▲ 1
Used no-till or minimum till practices	5,970	6,482	▲ 9
Produced or used organic mulch/compost	5,737	6,054	▲ 6
Total organic farms	16,585	17,445	▲ 5

# Major Challenges for Certified Organic Farms, by Percent of Farms

Challenge	2019	2021	% Δ 2019
Regulatory	54	55	▲ 2
Price Issues	38	35	▼ -8
Production Problems	39	39	▬ 0
Market Access	30	24	▼ -20
Management Issues	28	29	▲ 4
Other	21	22	▲ 5

# Future Production Plans for Certified Organic Farms, by Percent of Farms






Future Plans	2019	2021	% Δ 2019
Increase Organic Production	29	28	 <b>-3</b>
Maintain Current Level of Organic Production	44	44	 <b>0</b>
Decrease Organic Production	4	5	 <b>25</b>
Discontinue Organic Production	2	3	 <b>50</b>
Discontinue All Ag Production	2	2	 <b>0</b>
Don't Know	20	18	 <b>-10</b>

# Transitional Land on Certified Organic Farms










Category	2019	2021	Comparison	% Δ 2019
Number of certified farms with transitional land	1,857	1,558		▼ 16
Acres of transitional land on certified farms	255,060	196,923		▼ 23
Acres of cropland on certified farms	223,774	182,405		▼ 18
Acres of pasture/rangeland on certified farms	31,286	14,518		▼ 54
Total Organic Farms	16,585	17,445		▲ 5

# Transitional Farms and Land on Other Farms

(not currently certified organic farms)

Category	2019	2021	Comparison	% Δ 2019
Number of farms not certified with transitional land	710	657		<b>7</b>
Acres of transitional land on non certified farms	60,611	62,069		<b>2</b>
Acres of cropland on non certified farms	39,649	45,516		<b>15</b>
Acres of pasture/rangeland on non certified farms	20,962	16,553		<b>21</b>
Total Organic Farms	16,585	17,445		<b>5</b>

# Organic Farms by Sales Class

Sales Class	% of Farms	Comparison	% of Sales	Comparison
< \$10,000	11		0.1	
\$10,000 - \$99,999	39		3	
\$100,000 - \$249,999	20		5	
\$250,000 - \$499,000	12		6	
\$500,000+	18		86	



All Organic releases are available at:  
[www.nass.usda.gov](http://www.nass.usda.gov)

For Questions: (800) 727-9540  
[nass@usda.gov](mailto:nass@usda.gov)