

For more detailed data, see the Census of Agriculture found at www.agcensus.usda.gov

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.

Organic farms in Pennsylvania: In 2008, there were 586 farms in Pennsylvania that were certified and exempt organic.

\$91,965 average for Pennsylvania farms overall, as reported in the 2007 Census of Agriculture.

Organic Farms – Top States

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|--------------------------|--------------------------|
| 1. California with 2,714 | 6. Pennsylvania with 586 |
| 2. Wisconsin with 1,222 | 7. Minnesota with 550 |
| 3. Washington with 887 | 8. Ohio with 547 |
| 4. New York with 827 | 9. Iowa with 518 |
| 5. Oregon with 657 | 10. Vermont with 467 |

Organic Sales – Top States

State	2008 Organic Sales (dollars)	% of Total Organic Sales (percent)
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

Organic Sales in Pennsylvania: In 2008, Pennsylvania certified and exempt organic farms had \$212.7 million in total sales – \$126.5 million in crop sales and \$86.2 million in sales of livestock, poultry and their products. Pennsylvania organic farms had average annual sales of \$363,036, compared to the

Pennsylvania and United States: Organic Sales – Top Categories

Category	PA 2008 Organic Sales (dollars)	U.S. 2008 Organic Sales (dollars)	PA % of Total Organic Sales (percent)	U.S. % of Total Organic Sales (percent)
Floriculture/Bedding ¹	101,519,399	179,657,000	47.7	5.7
Livestock Products	65,391,000	906,207,000	30.7	28.7
Livestock	20,790,000	316,470,000	9.8	10.0
Vegetables	14,148,101	689,992,000	6.7	21.9
Field Crops	9,611,832	526,780,000	4.5	16.7
Fruits and Tree Nuts	724,220	444,747,000	0.3	14.1
Berries	554,448	83,233,000	0.3	2.6

¹ Organic floriculture and bedding plants, food crops grown under protection, mushrooms and propagative materials.

Pennsylvania: Primary Production Challenges for Certified and Exempt Organic Farms, 2008

Data includes only positive responses.

Challenge	Farms (number)	Percent of farms (percent)
Regulatory problems	213	42.3
Production problems	92	18.3
Management issues	74	14.7
Price issues	45	8.9
Market access	43	8.5
Other	37	7.3

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.

Pennsylvania and United States: Production Practices, 2008

Production Practice	PA Number of Farms (number)	U.S. Number of Farms (number)	PA % of Farms (percent)	U.S. % of Farms (percent)
Green or Animal Manures	448	9,454	76.5	65.0
Buffer Strips	373	8,423	63.7	57.9
Water Management Practices	245	7,372	41.8	50.7
Organic Mulch or Compost	231	7,454	39.4	51.3
Select Planting Locations to Avoid Pests	217	5,133	37.0	35.3
Pest-Resistant Varieties	217	4,760	37.0	32.7
Planting to Avoid Cross-Contamination	213	3,768	36.3	25.9
No-Till or Minimum-Till	180	5,542	30.7	38.1
Biological Pest Management	178	4,474	30.4	30.8
Beneficial Insect/Vertebrate Habitat	154	4,619	26.3	31.8
Released Beneficial Organisms	92	2,388	15.7	16.4

Production Expenses: Pennsylvania certified and exempt organic farms incurred production expenses totaling \$169.1 million – or an average of \$293,131 per farm - in 2008. This is higher than the \$77,721 average for all farms in Pennsylvania, as reported in the 2007 Census of Agriculture.

The largest expenses were labor, at \$44.6 million, and feed purchases, at \$35.8 million. Other significant expenses were fertilizer, lime and soil conditioners; and repairs, supplies and maintenance.



Average production expenditures are higher for Pennsylvania organic farms (\$293,131) than for all farms in Pennsylvania (\$77,721).

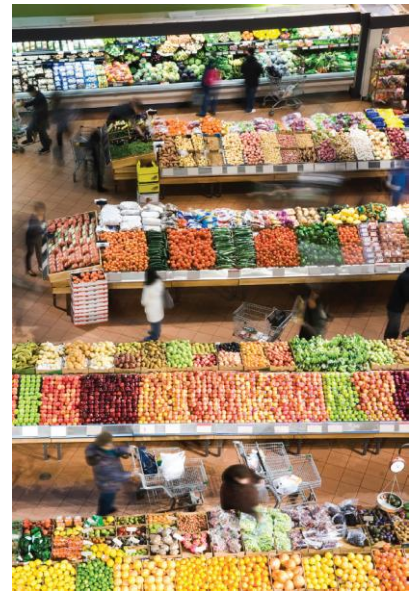
Marketing Outlets

Nearly 94 percent of Pennsylvania organic sales in 2008 were to wholesale markets, primarily distributors, wholesalers, brokers or re-packers (62.1 percent) and processors, millers or packers (14.8 percent). Director-to-retail sales comprised just 1.8 percent of 2008 organic sales. The remaining 4.5 percent of 2008 organic sales were direct to consumers, including 2.7 percent on-site (e.g. farm stands and you-pick operations), 0.7 percent via farmers' markets and 0.5 percent via community-supported agriculture arrangements.

Most producers sold their organic products locally. More than 61 percent reported selling within 100 miles of the farm, while 28 percent reported selling regionally (more than 100 miles but less than 500 miles from the farm). Another 11 percent reported selling nationally (500 or more miles from the farm), or internationally.

Producers' 5-Year Plans

Organic production is poised to grow over the next five years, with more than 74 percent of certified and exempt producers indicating that they plan to maintain or increase organic production levels.

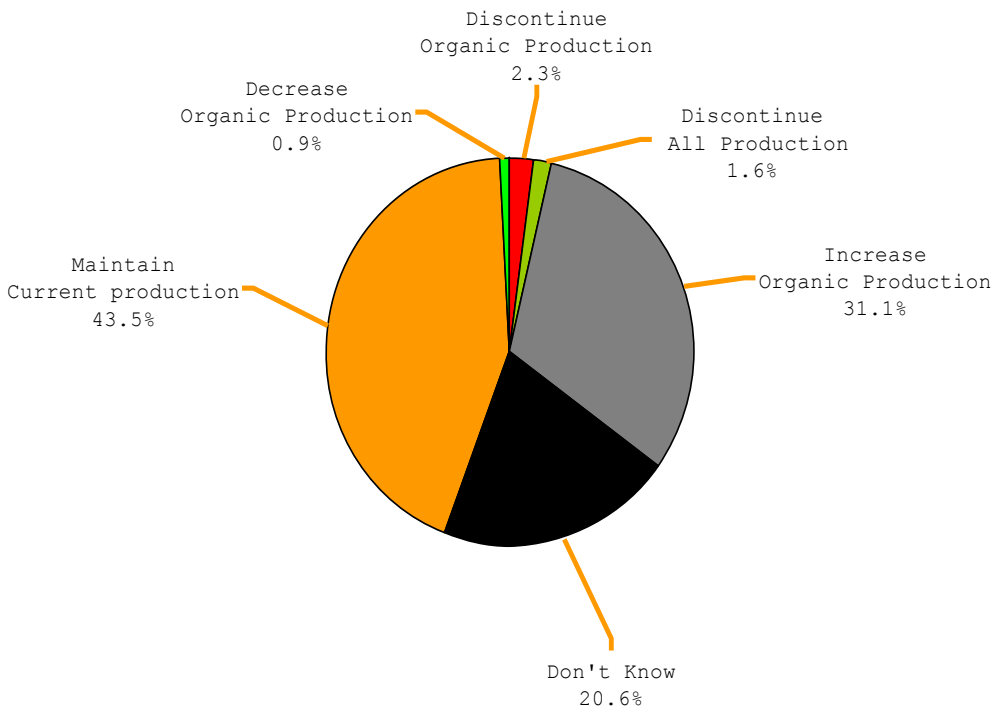


For more information:

www.nass.usda.gov

www.agcensus.usda.gov

**Agricultural Statistics Hotline
(800) 727-9540**



2008 Organic Production Survey

