

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

- | | |
|--------------------------|--------------------------|
| 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 |