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News Release

Cooperating with Texas Department of Agriculture

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Texas 2008 Organic Production Sales Valued at \$149 Million

The total value of organic product sales in Texas totaled \$149 million during 2008, according to the results of the recently released national Organic Production Survey. Texas ranked fifth in the U.S. in organic sales, following California, Washington, Pennsylvania, and Oregon. Livestock and poultry products, at \$91.1 million, contributed to 61 percent of the state's total value. Crops, including nursery and greenhouse, made up 29 percent at \$43.3 million, and sales of organic livestock and poultry accounted for the remaining 10 percent at \$15.0 million.

There were 372 Texas operations in 2008 that were either certified organic or were exempt from certification because their sales totaled less than \$5,000. Texas ranked third in the U.S. in total land devoted to organic production with 314,279 acres. Organic pastureland made up over three-fourths of this total, at 242,736 acres, while organic cropland accounted for 71,543 acres. More than half of the farms had 100 percent of their agricultural product sales coming from organic sales. Total organic production expenses were \$121 million, an average of \$330,157 per farm.

Texas had 26 farms with value-added organic sales totaling \$79.0 million, an average of \$3.04 million per farm. Forty-five percent of first point sales from certified and exempt farms were done nationally (500 miles or further), 34 percent were done regionally (more than 100 miles but less than 500), and only 16 percent locally (within 100 miles).

Milk sales in 2008, at \$80.9 million, represented 54 percent of the total organic sales. The peak inventory of organic milk cows on certified and exempt farms in 2008 was 24,019 head. The peak inventory of organic beef cows was 1,604 head, while the all other organic cattle and calves peak number was 5,742 head.

Sales of food crops grown under protection and vegetables totaled \$11.6 million, accounting for 8 percent of the total organic sales. Texas certified and exempt farms harvested 7,637 acres of organic cotton for a total quantity of 8,163 bales and 3,720 acres of organic wheat for a total quantity of 117,983 bushels.

For complete results of the 2008 Organic Production Survey visit the Census of Agriculture homepage at www.agcensus.usda.gov and click on "Full Report".

TEXAS DATA HIGHLIGHTS

USDA 2008 Organic Production Survey

About the Survey

- USDA's first wide-scale survey of organic producers
- Follow-on to the 2007 Census of Agriculture
- Data collected in spring/summer 2009, for 2008 calendar year
- Target operators of farms that were: USDA-certified organic, exempt from certification (sales less than \$5,000), or transitioning to organic
- Doesn't include farms that were not USDA certified or exempt, even if following USDA organic standards
- Data available for all 50 states, broken down by certified and exempt

Farm Numbers

- Counted 372 farms and ranches (185 certified, 187 exempt)
- 2007 Census counted 660 farms using USDA's organic standards, but not necessarily certified or exempt
- Texas ranked 13th in the number of organic farms in the U.S. California was number one with 2,714 organic farms, nearly 20 percent of the U.S. total

Acreage

- 314,279 organic acres
 - 242,736 acres pasture/rangeland
 - 42,396 harvested cropland
 - Remainder was abandoned, summer fallow, etc.
- Texas ranked 3rd in the number of organic acres in the U.S.

Sales

- Texas organic sales totaled \$149 million in 2008
 - \$106 million = livestock, poultry and products
 - \$43 million = crops
 - Texas ranked 5th in organic sales with nearly 5 percent of the U.S. total
- Top sales categories:
 - Livestock products (milk and eggs) = 61% of all sales (\$91.1 million)
 - Vegetables and food crops grown under protection = 8% of all sales (\$11.6 million)
- Average sales per farm = \$448,432
 - For U.S. farms, average was \$229,747
- Only 7 percent of operations reported value-added organic sales
 - Total gross sales of value-added organic products = \$79.0 million
 - Average sales per farm = \$3.04 million

Production Expenses

- \$121 million total production expenses in 2008
- Average expenses per farm = \$330,157
 - For U.S. farms, average was \$171,978
- Top expenses were feed (\$51.1 million) and labor (\$15.7 million)

Marketing

- 45 percent of sales 500 miles or further from farm, only 16 percent of sales within 100 miles of farm
- Over 90 percent to wholesale channels (processors, millers, packers)
- Just over 6 percent direct to retail (including supermarkets, natural food stores)