

2016 CERTIFIED ORGANIC SURVEY

Sales Up 23 Percent

California led in farms, land, and sales

Top Commodities

	\$ million
Milk	1,386
Eggs	816
Broiler chickens	750
Apples	327
Lettuce	277
Strawberries	242
Cattle	233
Grapes	218
Tomatoes (<i>in the open</i>)	175
Corn for grain	164

U.S. farms and ranches sold \$7.6 billion in certified organic commodities in 2016, up 23 percent from \$6.2 billion the year before. Of 2016 sales, 56 percent was for crops (\$4.2 billion), 44 percent for livestock, poultry, and related products (\$3.4 billion). Certified organic farms and land increased as well.

Certified Organic Farms and Land

Between 2015 and 2016, the number of certified organic farms in the country increased 11 percent to 14,217, and the number of certified acres increased 15 percent to 5.0 million. California led in both categories, with 2,713 certified farms and 1.1 million acres, 21 percent of total U.S. certified organic land.

Only two other states had more than 1,000 certified organic farms: Wisconsin (1,276) and New York (1,059). Six additional states had more than 500 farms: Pennsylvania (803), Iowa (732), Washington (677), Ohio (575), Vermont (556), and Minnesota (545). (Figure 1)

Top States: Certified Organic Acres (thousands)

California	1,070
Alaska	(D)
Montana	266
New York	264
Wisconsin	219
Oregon	195
Idaho	179
Colorado	176
Texas	147
Vermont	134

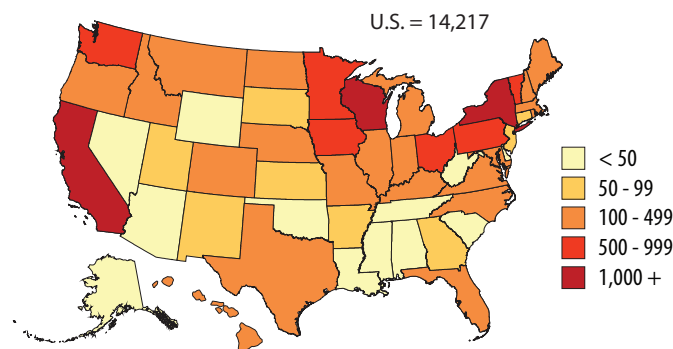
(D) = number withheld to avoid disclosing data for individual farms.

About the Survey

The 2016 Certified Organic Survey is a census of all known U.S. farmers and ranchers with certified organic production in 2016. NASS conducted the survey in conjunction with USDA's Risk Management Agency. To be included, producers must be certified by an approved agent of USDA's Agricultural Marketing Service's National Organic Program.

The 2016 data, as well as results of previous NASS organic surveys, are available in the NASS searchable database Quick Stats at www.quickstats.nass.usda.gov or as PDF publications at www.nass.usda.gov/organics.

Fig. 1. Number of Certified Organic Farms by State, 2016



Certified organic land in Texas increased 69 percent between 2015 and 2016.

Certified Organic Sales

Top States: Certified Organic Sales (\$ million)	
California	2,889
Pennsylvania	660
Washington	636
Oregon	351
Texas	297
Wisconsin	255
New York	216
Michigan	201
Colorado	181
North Carolina	145

Ten states accounted for three fourths (77 percent) of 2016 sales. With \$2.9 billion in certified organic commodity sales, California continued to lead the nation, accounting for 38 percent of the U.S. total.

Organic production encompasses a wide range of commodities. Of the total, \$4.2 billion came from crops, \$2.2 billion from livestock and poultry products (primarily milk and eggs), and \$1.2 billion from livestock and poultry. (Tables 1 and 2)

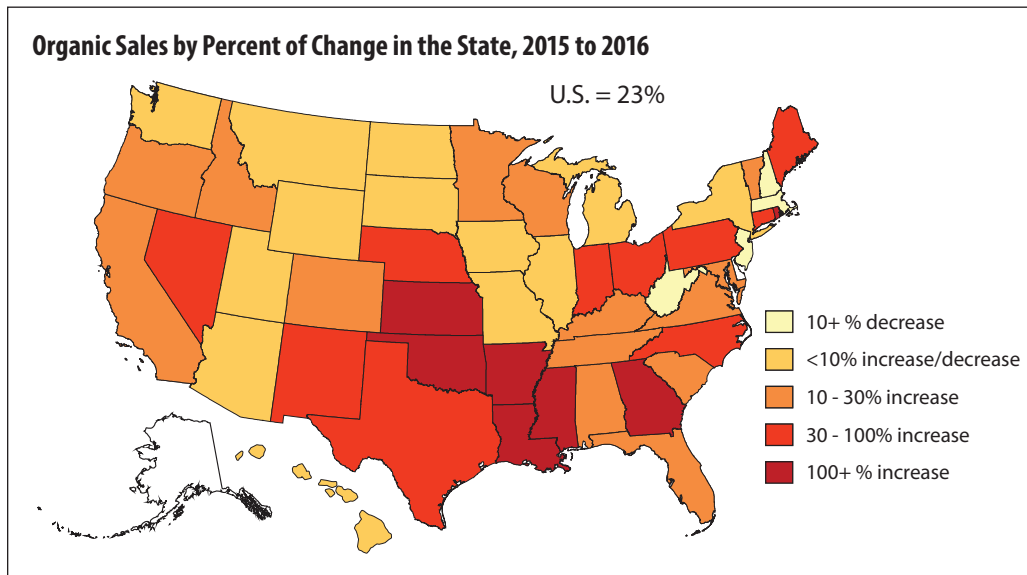
Table 1. Certified Organic Sales by Sector, 2015 and 2016
(\$ billion and percent change)

	2015	2016	% change
Crops	3.5	4.2	20
Livestock and poultry products	1.9	2.2	15
Livestock and poultry	0.7	1.2	56
Total	6.2	7.6	23

Milk and eggs were the top two certified commodities sold. Milk, valued at \$1.4 billion, was up 18 percent from 2015, and eggs, at \$816 million, increased 11 percent. Broiler chickens ranked third, with sales of \$750 million. Among crops, the top selling commodities were apples, lettuce and strawberries.

Table 2. Certified Organic Sales by Major Sector and Top Commodities, 2016
(\$ million and percent change)

	Sector Total (\$ million)	Commodity Sales (\$ million)	% change, 2015 to 2016
Livestock and poultry products	2,205		15
<i>Milk</i>		1,386	18
<i>Eggs</i>		816	11
Vegetables in the open	1,644		21
<i>Lettuce</i>		277	6
<i>Tomatoes</i>		175	102
<i>Potatoes</i>		151	127
<i>Spinach</i>		118	-24
<i>Sweet potatoes</i>		101	43
Fruits, tree nuts, and berries	1,407		17
<i>Apples</i>		327	8
<i>Strawberries</i>		242	60
<i>Grapes</i>		218	4
<i>Blueberries</i>		101	-19
Livestock and poultry	1,157		56
<i>Broiler chickens</i>		750	78
<i>Cattle</i>		233	0
<i>Turkeys</i>		83	19
Field crops	763		16
<i>Corn for grain</i>		164	27
<i>Hay</i>		130	11
<i>Wheat</i>		107	-1
<i>Soybeans</i>		78	25
<i>Tobacco</i>		62	26
Nursery and floriculture	113		64
Mushrooms	111		16
Vegetables under protection	89		22
Total	7,554		23



Some states with lower volume of sales in 2015 enjoyed high rates of increase in 2016.