


Organic Agriculture


Sales of organic products up 32% since 2017; farms with organic sales down




ACH22-17/September 2024

In 2022, the United States reported \$9.6 billion in sales of certified or exempt organic products, up 32% from 2017. Although in 2022 the number of farms reporting organic sales decreased 5% from 2017, the number of producers remained relatively steady at 39,506. California was again the top state for organic sales and accounted for 39% of the total value of certified organic agricultural products sold.

17,321 farms with organic sales 

39,506 producers 

\$9.6 billion sales 

Organic Sales

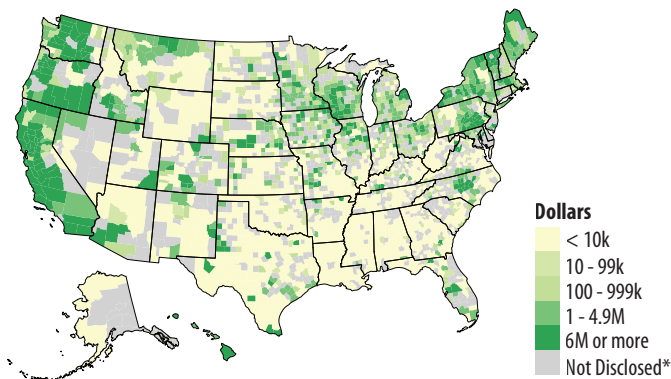
In 2022, sales of organic products increased 32% since the last census was conducted in 2017, while the number of farms with organic sales decreased 5%.

The top five states for organic sales in 2022 remained unchanged from 2017. California was the top state again with \$3.7 billion, followed by Washington, Pennsylvania, Texas, and Oregon.

Of the top 10 counties with organic product sales, nine were in California and one county was in Washington. The top county, Monterey County, California, accounted for 8% of U.S. organic sales with \$740 million.

Top States	(\$ mil)	Top Counties	(\$ mil)
California	3,730	Monterey, CA	740
Washington	870	Santa Barbara, CA	330
Pennsylvania	628	Grant, WA	273
Texas	455	Sonoma, CA	271
Oregon	316	Imperial, CA	235
North Carolina	264	Ventura, CA	234
Wisconsin	253	Fresno, CA	232
Michigan	239	Kern, CA	195
New York	225	Santa Cruz, CA	147
Colorado	192	Madera, CA	139

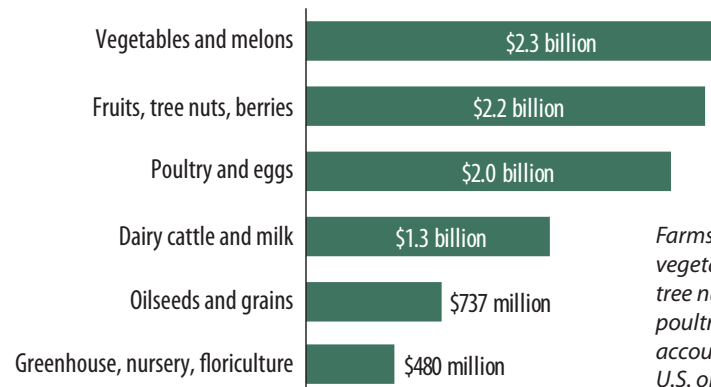
Sales of Organic Products, by County, 2022



*Withheld to avoid disclosing data for individual operations.

California produced 39% of the total U.S. value of organic products sold, more than four times the value of any other state. In 2022, the top 10 states combined sold more than \$7 billion in organic products and accounted for 75% of the U.S. total.

Top Organic Product Sales, by Farm Specialization^a, 2022



Farms specializing in vegetables and melons, fruit, tree nuts, and berries, and poultry and eggs together accounted for 67% of total U.S. organic sales in 2022.

^a Refers to the North American Industry Classification System (NAICS). More than half of a farm's sales come from the commodity.

SNAPSHOT Organic Producers, 2022

Number = 39,506*

	Organic (percent)	All U.S.
Sex		
Male	64	64
Female	36	36
Age		
<35	15	9
35-64	57	53
65+	28	38
Lived on their farm	69	70
Worked off farm		
No days	45	38
1 to 199 days	27	22
200+ days	28	40
Primary occupation		
Farming	61	42
Other	39	58
With military service	5	9
Average age (years)	52.7	58.1

*Data collected for up to four producers per farm.

About the Census

The Census of Agriculture, conducted once every five years, is a complete count of U.S. farms and ranches and the people who operate them. Results from the 2022 ag census as well as previous censuses are available online at national, state, and county levels.

See the searchable database Quick Stats, downloadable PDF reports, maps, and a variety of topic-specific products.

www.nass.usda.gov/AgCensus

Producer Characteristics

Organic producers resembled U.S. producers overall in many characteristics but they were more likely to report farming as their primary occupation (61% compared with 42% of all U.S. producers) and were slightly younger with an average age of 52.7 years versus 58.1 years for U.S. producers overall. In terms of gender and place of residence, organic farmers were very similar to all U.S. producers.

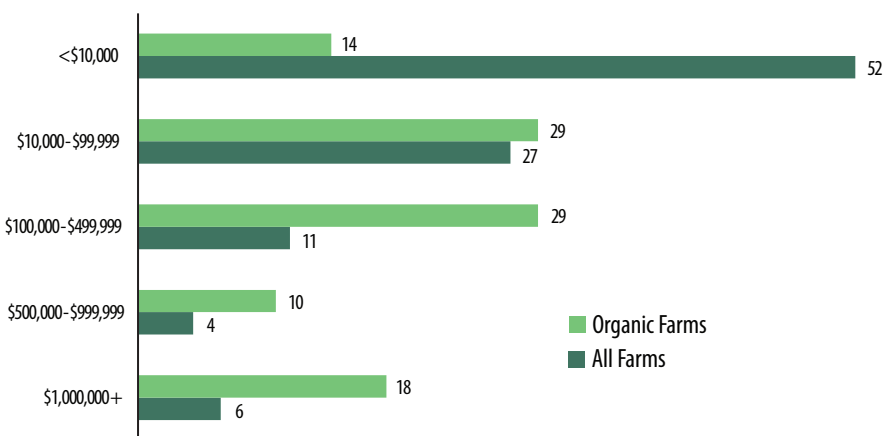
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The percent of organic producers who were ages 34 or younger.

Farm Characteristics

Twenty-eight percent of organic farms had sales and government payments of more than \$500,000 per year compared to 10% of all U.S. farms. Fourteen percent of organic farms had sales and government payments of less than \$10,000 in 2022 compared to 52% of all U.S. farms. Overall, organic farms were more likely to have high sales when compared to the average U.S. farm.

Organic Farms and All U.S. Farms, by Economic Class, 2022 (percent)
(sales and government payments combined)



Type of Production

Between 2017 and 2022, there was a 4% decrease in the number of farms reporting USDA National Organic Program (NOP) certified organic production, or a total of 17,048 farms. There was also a 24% decrease in the number of farms reporting USDA NOP organic production that is exempt from certification. Farms exempt from organic certification produce less than \$5,000 in organic products per year. There was a 43% decrease in farms reporting acres transitioning into USDA NOP organic production.

Number of Farms with Organic Status and Acres Transitioning into Organic Production, 2022 and 2017

