

# Current Status of Certified Organic Agriculture in Washington State: **2015**

Data as of Dec. 2015

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*Photo: C. Miles*

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*In cooperation with*

Washington State Department of Agriculture Organic Food Program  
and Oregon Tilth Certified Organic

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Abbreviations used:

CSANR WSU Center for Sustaining Agriculture & Natural Resources

CSA Community Supported Agriculture operation

NOP USDA National Organic Program

NASS USDA National Agricultural Statistics Service

WSDA Washington State Dept. of Agriculture



## Introduction

The WSU Center for Sustaining Agriculture and Natural Resources (CSANR) has been providing statistical profiles on the Washington State organic sector since 2000. Annual updates on all crops reported have been done since 2004. The information presented in this document provides the 2015 update for the state, along with some national and global data.

The goal of this document is to make detailed timely information on the dynamic organic sector readily available to growers, businesses, policymakers, and others interested in organic agriculture. Detail is generally provided at the level reported to the certifier. The WSDA Organic Food Program certified 94% of the NOP-certified farms in the state during 2015, and is the primary data source, and Oregon Tilth Certified Organic and California Certified Organic Farmers also regularly provide data. Other certifiers are contacted for their information, but it is not always complete. Farmgate sales data typically lag the acreage data by one year since growers report their previous year sales during the renewal process from which the data are derived.



## Global Trends

Statistics on organic agriculture are continually improving. The annual “World of Organic Agriculture” publication <http://www.organic-world.net/index.html> provides a good overview of trends globally, by region, and for certain countries and crops. Data are collected annually from various sources around the world (e.g., EU, individual country statistics, organic certifiers). Data quality is not consistent and not all major producing countries have data each year. Some countries segregate certified vs transition land, others do not. Some of the upward trends in organic area simply represent more complete reporting.

The report includes an organic market overview by A. Sahota. His data are based on his company’s market research. One challenge with the sales data is the euro to dollar exchange rate. Some data are in dollars, others in euros, and when the rate changes, it can create some false impressions on actual sales trends. The most recent data are for 2014, and show global sales of organic food of US\$80 billion, with the U.S. and Germany as the leading countries for sales ([slide 5](#)). Per capita expenditure on organic food is still small, showing the potential for growth.



# Consumer Demand for Organic Food

Global market, 2014 - US\$80 billion

## Leading countries:

USA	27.1 billion €
Germany	7.9 billion €
France	4.8 billion €
China	3.7 billion €

## Per capita consumption of organic:

Switzerland	210 €/year (~5% of food \$)
Denmark	163 €/year
U.S.	85 €/year

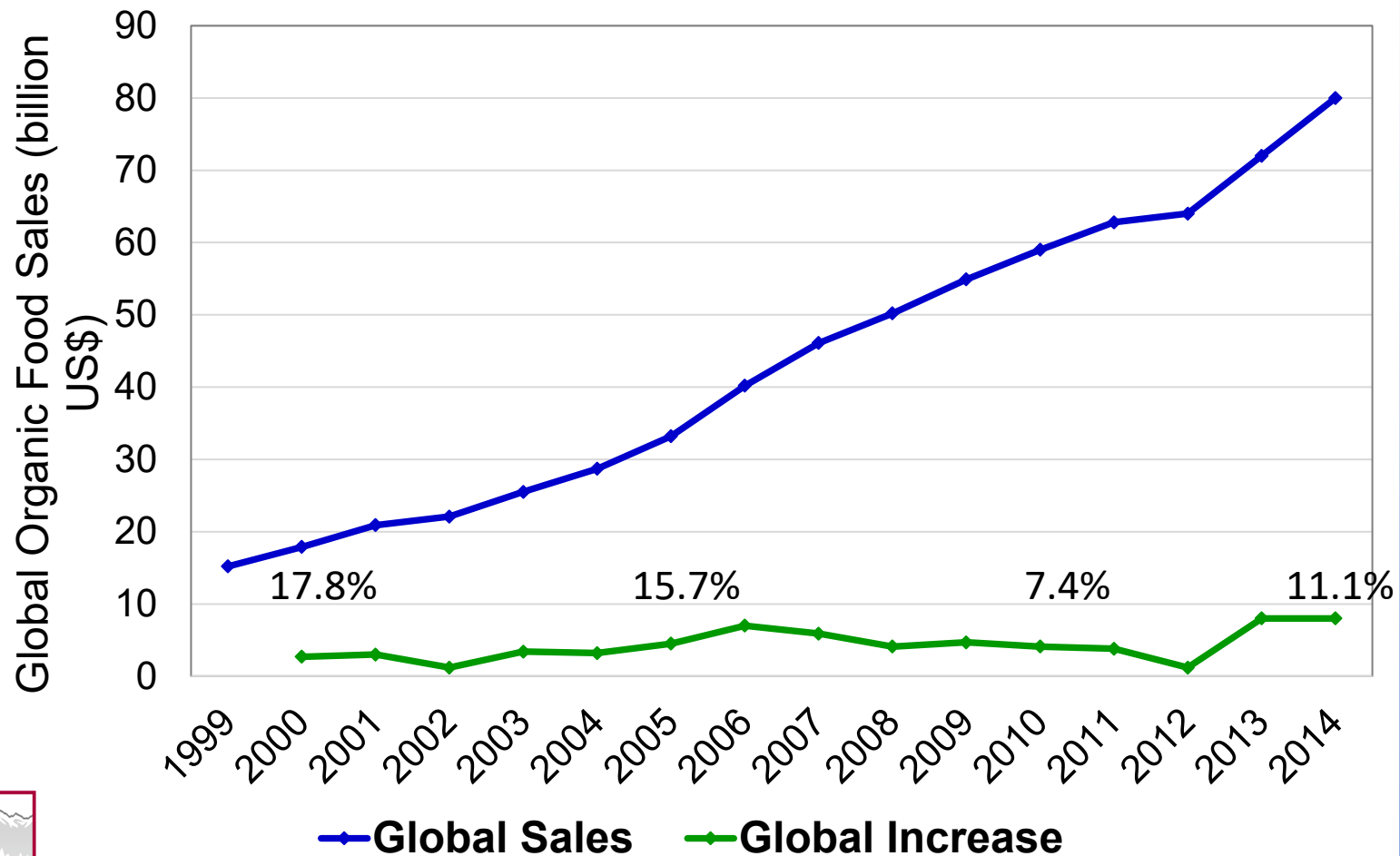


The steady increase in global organic sales ([slide 7](#)) has been driven by annual growth rates of 10-20% over the last 15 years. Even during the 2008 recession period, global growth was over 7%. Sales increased by about US\$8 billion in 2014 over the previous year.

North America and Europe have accounted for over 90% of organic sales worldwide for the past decade ([slide 8](#)). Seeing continued growth in the “Other” category will indicate that markets are diversifying. Asian markets in particular are poised to grow, with increasing middle class incomes and concern about the quality and safety of the food. Also, more stringent pesticide regulations in many countries may lead to “organic” type production systems being necessary to meet the residue requirements.



# Consumer Demand for Organic Food



Growth  
Rate



# Consumer Demand for Organic Food

## Market Share of Sales by Region (%)

	North Amer.	Europe	Other
1997	36	54	10
2003	46	52	2
2005	45	51	4
2007	43	54	3
2009	48	48	4
2011	50	46	4
2012	50	45	5
2013	49	43	8
2014	48	44	8

Note: % has changed in part due to US\$ vs euro currency fluctuations.





In 2014, there were an estimated 107.9 million acres of agricultural land (cropland, permanent grassland, other) under organic management worldwide, about 1% of global agricultural land. Of the organic land, 18% was in arable crops (e.g., grains, vegetables), 8% in permanent crops (e.g., tree fruit, coffee, grapes, olives), and 63% in permanent grassland. North America had 7.6 million ac of organic agricultural land, of which 42% was arable land. From 2004 to 2014, global organic arable land grew from 8.4 million ac to 21.0 million ac (+150%), and permanent crop land grew from 2.2 million ac to 8.4 million ac (+282%). For many crops, a significant area of the organic land reported was in transition, thus more product will be reaching markets in the near future.

Examples of the share of global area that various organic crops represent:

Cereals	0.5%	Coffee	7.2%
Oilseeds	0.4%	Grapes	4.6%
Vegetables	0.5%	Temperate fruit	1.8%

Source: Willer and Lernoud, 2016

<http://www.organic-world.net/yearbook/yearbook-2016/slide-presentations.html?L=mgqaydvx>

## National Trends

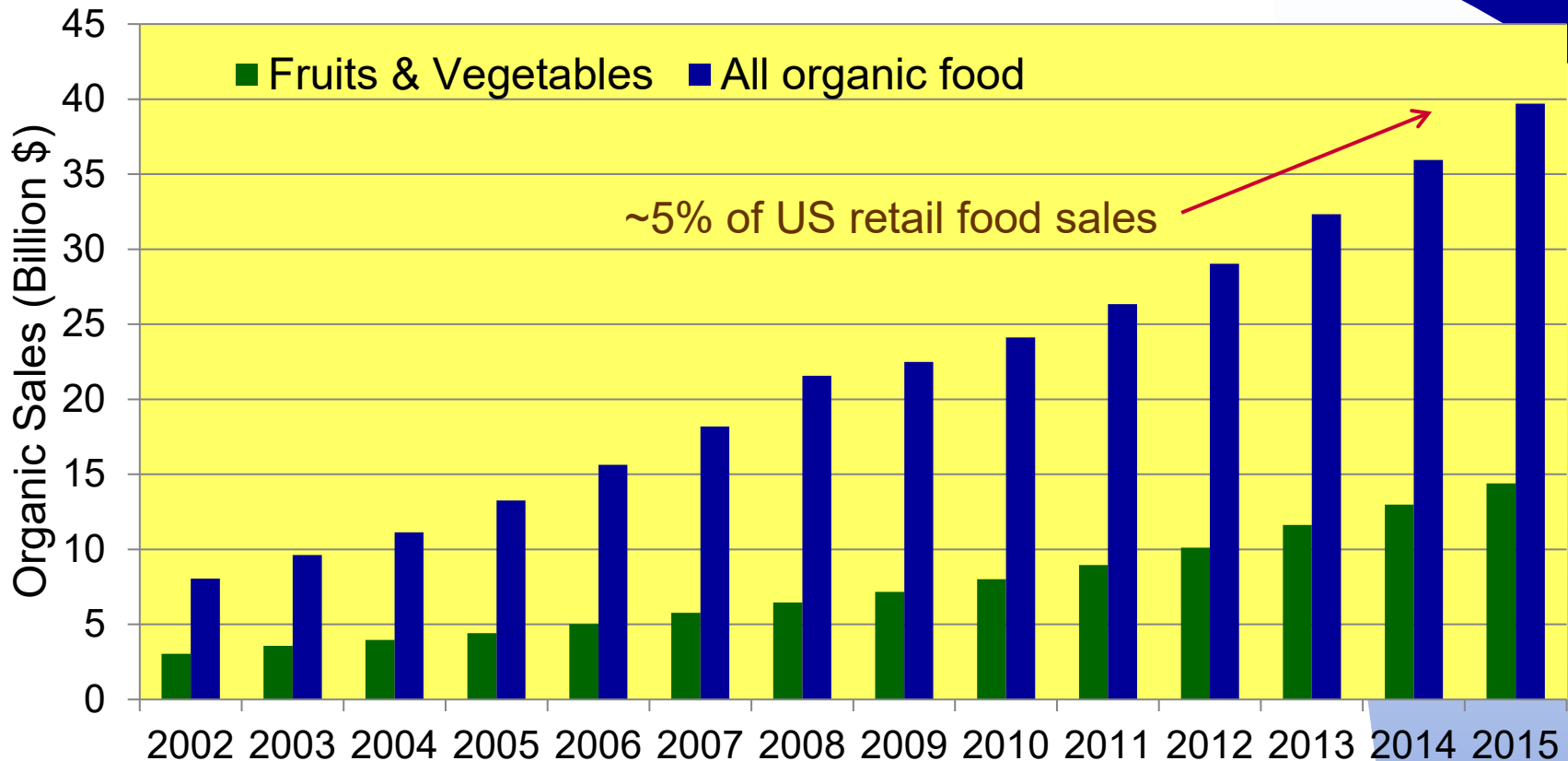
The Organic Trade Association (OTA) in Vermont, USA, commissions an annual organic industry survey. Some highlights are available on line <https://www.ota.com/> . It contains details on sales value of overall organic products, organic foods, and various subcategories (e.g., produce, dairy, bread), with trend data over time. Their data represent retail sales value ([slide 11](#)), and capture most market channels including farmers markets, CSAs, internet, and exports.

The USDA is increasing its data collection on the organic sector. The Agricultural Marketing Service (AMS), which also houses the National Organic Program, is collecting data on different crops, livestock and livestock products, market channels, product volume, and price ([slide 12](#)). The Economic Research Service (ERS) has done some studies. Also the National Agricultural Statistics Service (NASS) did the first ever Organic Production Survey in 2008 and repeated it in 2014. They will be polling certifiers for crop specific acreage data in 2014 and 2015. The National Organic Program (NOP) has launched a new data management system that eventually will provide much more data on the nature of the organic sector.



# Consumer Demand

## Growth of US Organic Food Sales



Retail organic food sales increased **10.4%** in 2015.  
Organic fruits and vegetable sales increased **10.9%**  
and were **36%** of all organic food sales; **~7%** of all fruits  
and vegetables sales (\$) in U.S. in 2014 were organic.



# Organic Data Sources

USDA-AMS Market News – a list of organic reports

<https://www.ams.usda.gov/market-news/organic>

These include: Organic Dairy; Livestock, Poultry and Grain; National Organic Grain and Feedstuffs; Organic Poultry and Eggs; Weekly Feed and Seed Summary; Specialty Crops (a searchable database, includes fruits and vegetables); Cotton; Retail Markets (local and organic).

USDA-NASS organic surveys.

[https://www.agcensus.usda.gov/Publications/Organic\\_Survey/](https://www.agcensus.usda.gov/Publications/Organic_Survey/)

USDA-ERS <http://www.ers.usda.gov/topics/natural-resources-environment/organic-agriculture.aspx> Organic market overview, organic production area, organic trade, individual research reports.

USDA NOP Organic Integrity Database.

<https://apps.ams.usda.gov/integrity/> Current information on certified farms and companies by state and products. No acreage data at present.

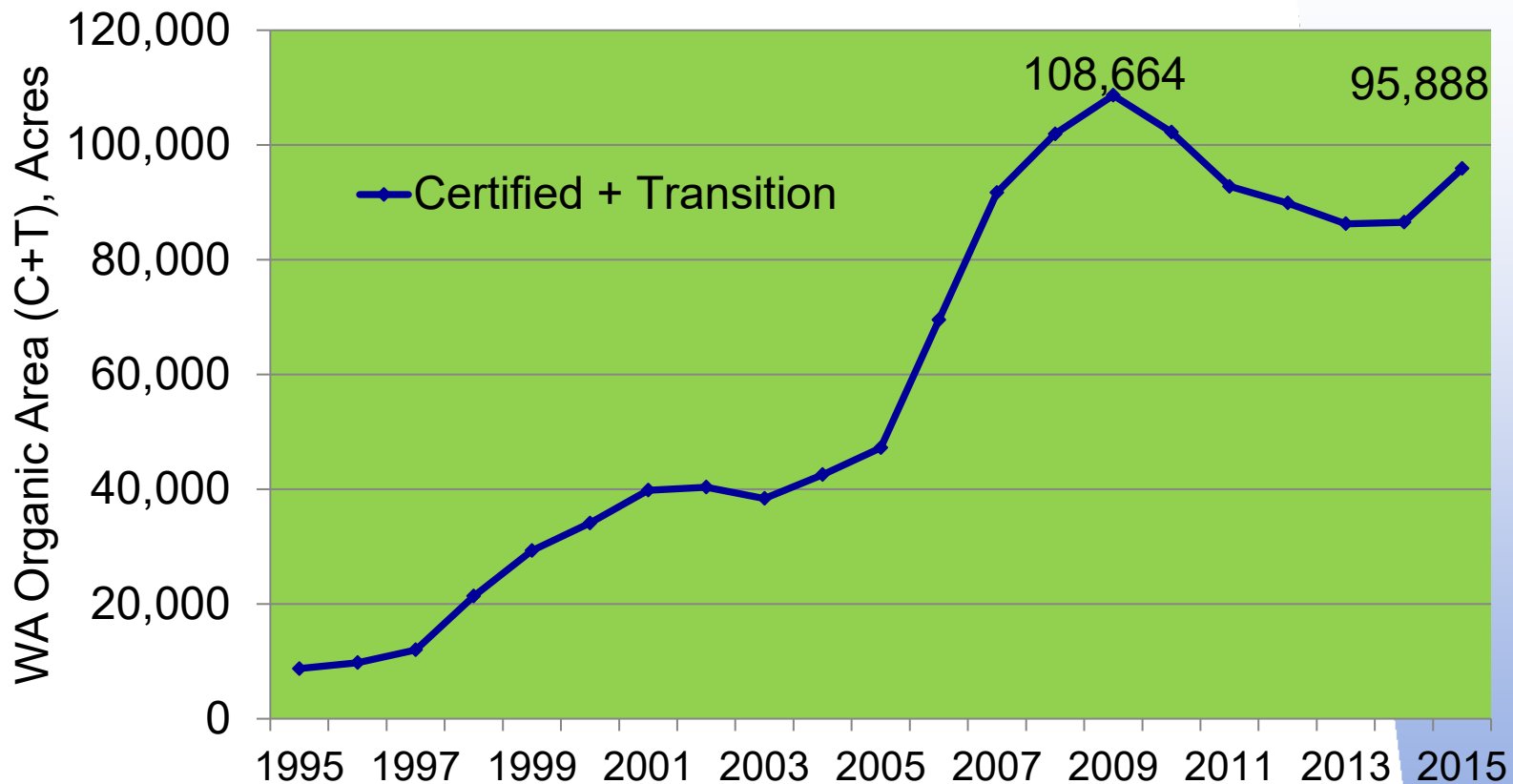
# Washington State Trends

Area of **land under organic management** (either certified, or registered with a certifier as transition) peaked in 2009 after rapid growth during the preceding four years ([slide 14](#)). Area declined for several years and is now increasing again, with area up about 7% from 2014 to 2015 ([slide 15](#)). Area data are reported as actual acreage certified, versus area that includes doubled-cropped land; the latter is a larger value (slides [15](#) and [16](#)).

Forages, Vegetables, and Tree Fruit have been the leading **crop categories** in terms of acres for many years, and remained so in 2015 ([slide 16](#)). Changes in the acreage of these different categories over time are displayed in [slide 17](#).



# Washington Organic Farm Area



*C+T=Certified + Transition; includes all land area but no double crop 2005-2015.  
WSDA only 1995-2003; OTCO, QAI, ICS added 2004; CCOF, Stellar added 2006  
(these are the certifiers identified as working in WA).*

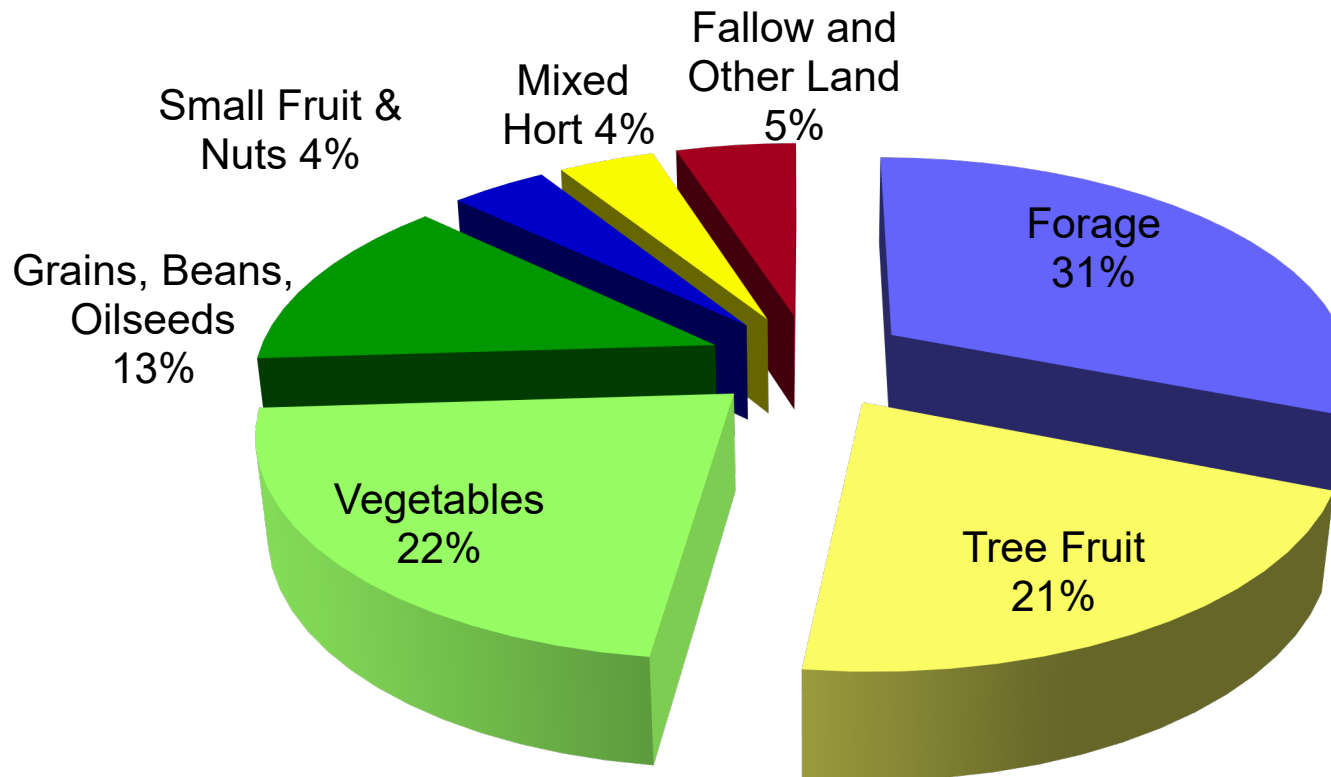


# Certified Organic Crop Acres Washington State

	Acres			%Diff 2014-15	% of Total
	C 2014	C 2015	T 2015		
Forage	27,779	29,661	566	6.8	31.0
Tree Fruit	19,228	19,685	3,687	2.4	20.6
Vegetable	20,063	21,474	27	7.0	22.4
Grain, Dry Bean, Oilseed	11,253	12,760	177	13.4	13.3
Small Fruit, Grapes, Nuts	4,245	4,165	326	-1.9	4.3
Herb	1,133	1,203		6.2	1.3
Mixed Horticulture	1,074	2,333		117.2	2.4
Fallow	3,072	3,509	4	14.2	3.7
Other non-crop land	1,007	845		--	0.9
Undefined land	674	143	13	--	0.1
<b>Total</b>	<b>89,528</b>	<b>95,778</b>	<b>4,800</b>	<b>7.0</b>	<b>--</b>

C=certified; T=transition; % Diff is change in certified acres from 2014 to 2015; % of total is for 2015 certified acres. 2015 combined certifier data includes 4,690 acres double crop; certified area = 91,088 ac. 2014 data includes 4,681 acres double crop; certified land area = 84,848 ac.

# Crop Distribution of Certified Organic Acres in Washington – 2015



**Certified acres\* 95,778**

\*includes double crop, nonproducing land, noncrop land

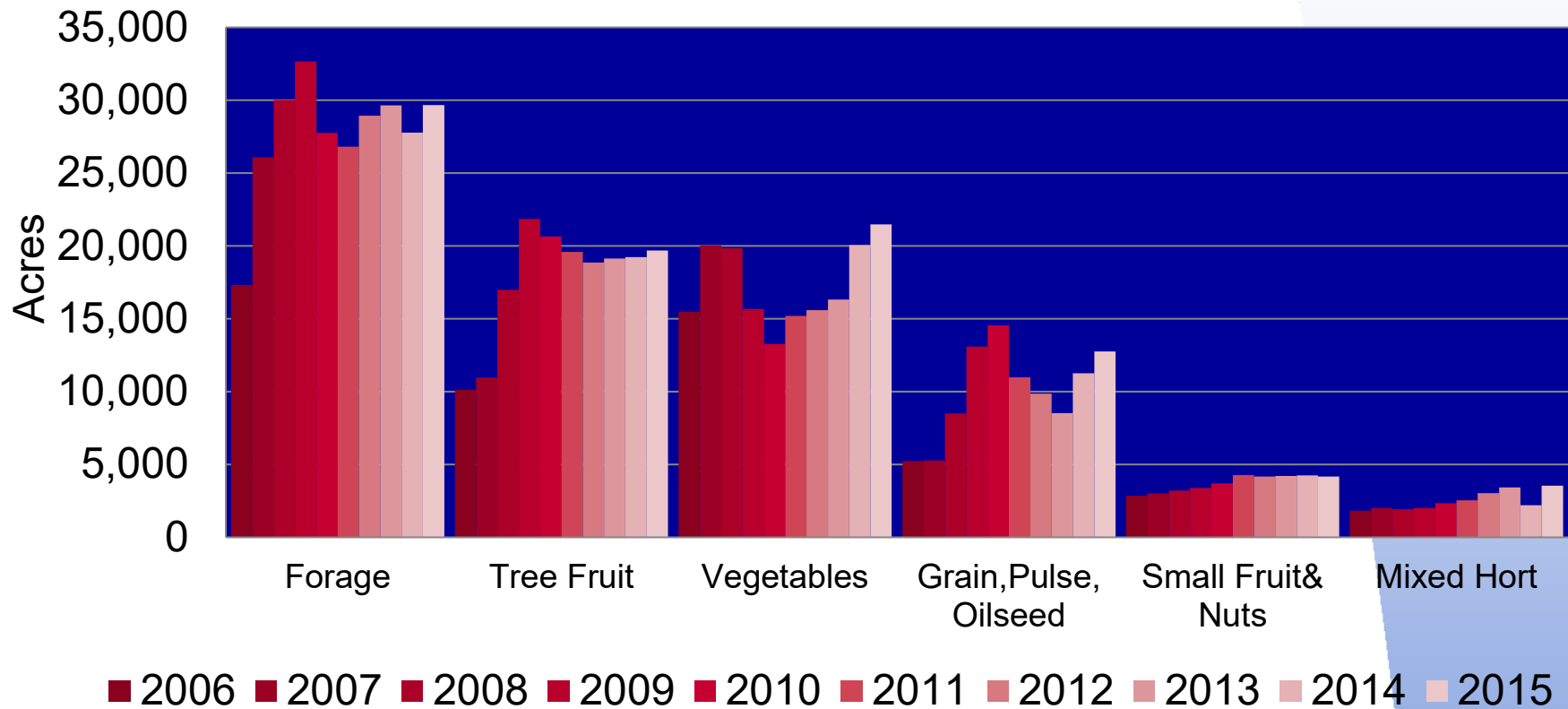
**Transition acres 4,800**

*Certified land area = 91,088 ac (no double crop)*

*Combined certifier data*

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# Crop Distribution of Certified Organic Acres in Washington

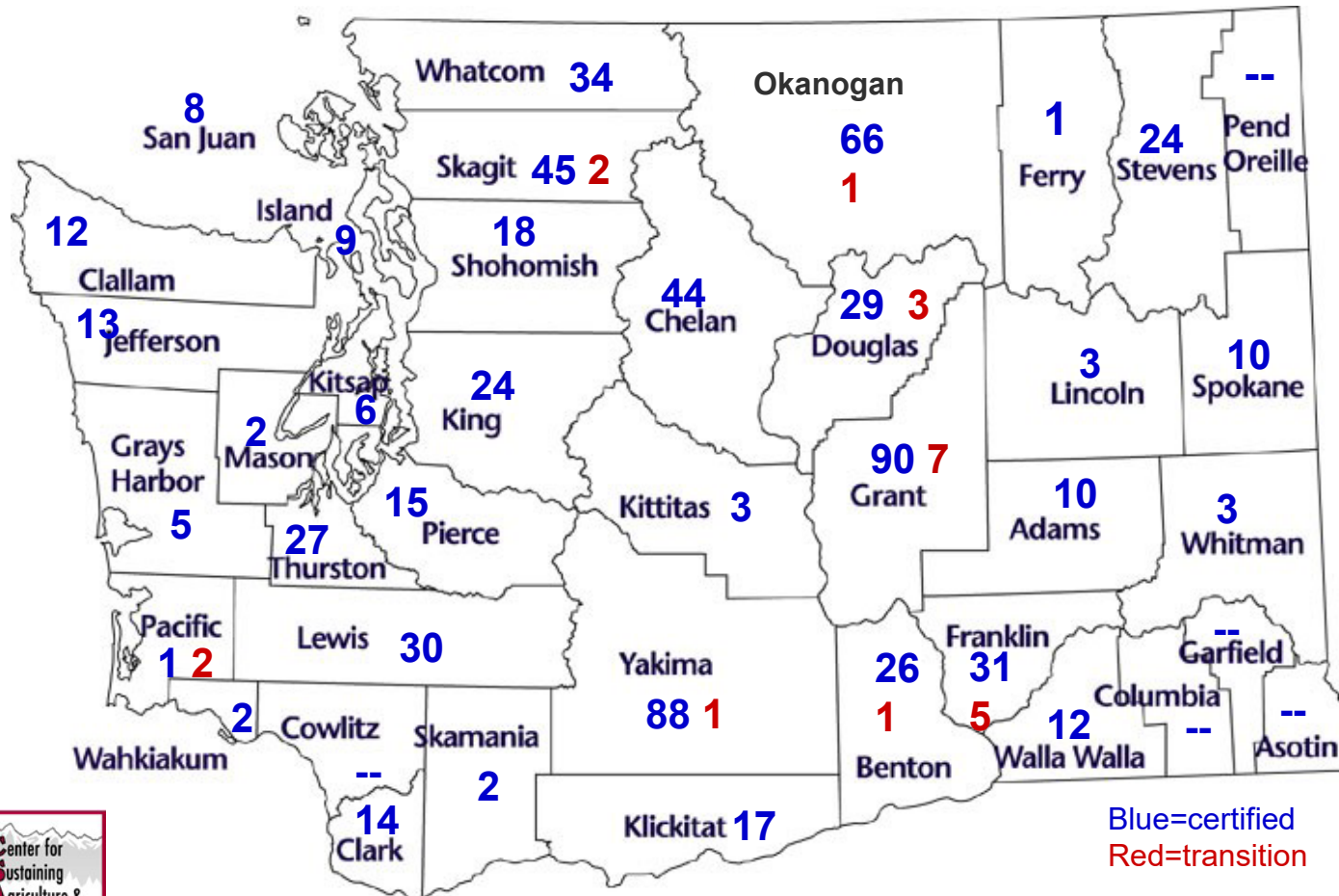


The **spatial distribution** of organic farms in Washington by county is shown by farm number ([slide 19](#)) and area ([slide 20](#)). Four counties showed no certified farms in 2015. Grant County had the highest number of certified farms and acres. Statewide, 724 farms were certified organic in 2014, with another 22 farms registered as transition only. Eastern WA counties had 63% of the certified farms by number and 68% of the certified acreage. Organic farms with <\$5,000 in annual direct sales are exempt from certification and may or may not choose to be certified; thus some of these farms do not show in the data here, but were estimated to represent less than 2% of all the certified organic land in the state in a 2008 analysis.

The **trends in organic farm number and area** for eastern and western Washington are shown in slides [21](#) and [22](#). Farm numbers and area peaked in 2009. Farms are not required to register with a certifier during the transition period, and generally more land and farms become certified each year than the transition data predict. There is also considerable turnover in farms. For example, the net change in WSDA-certified farms from 2011 to 2012 was +1; however, 52 farms entered while 51 exited certification in that period. The majority of land registered for transition was on existing certified farms in eastern WA ([slide 23](#))



# Number of Certified Farms by County, Washington 2015



**# Farms**  
724 certified  
22 transition  
only

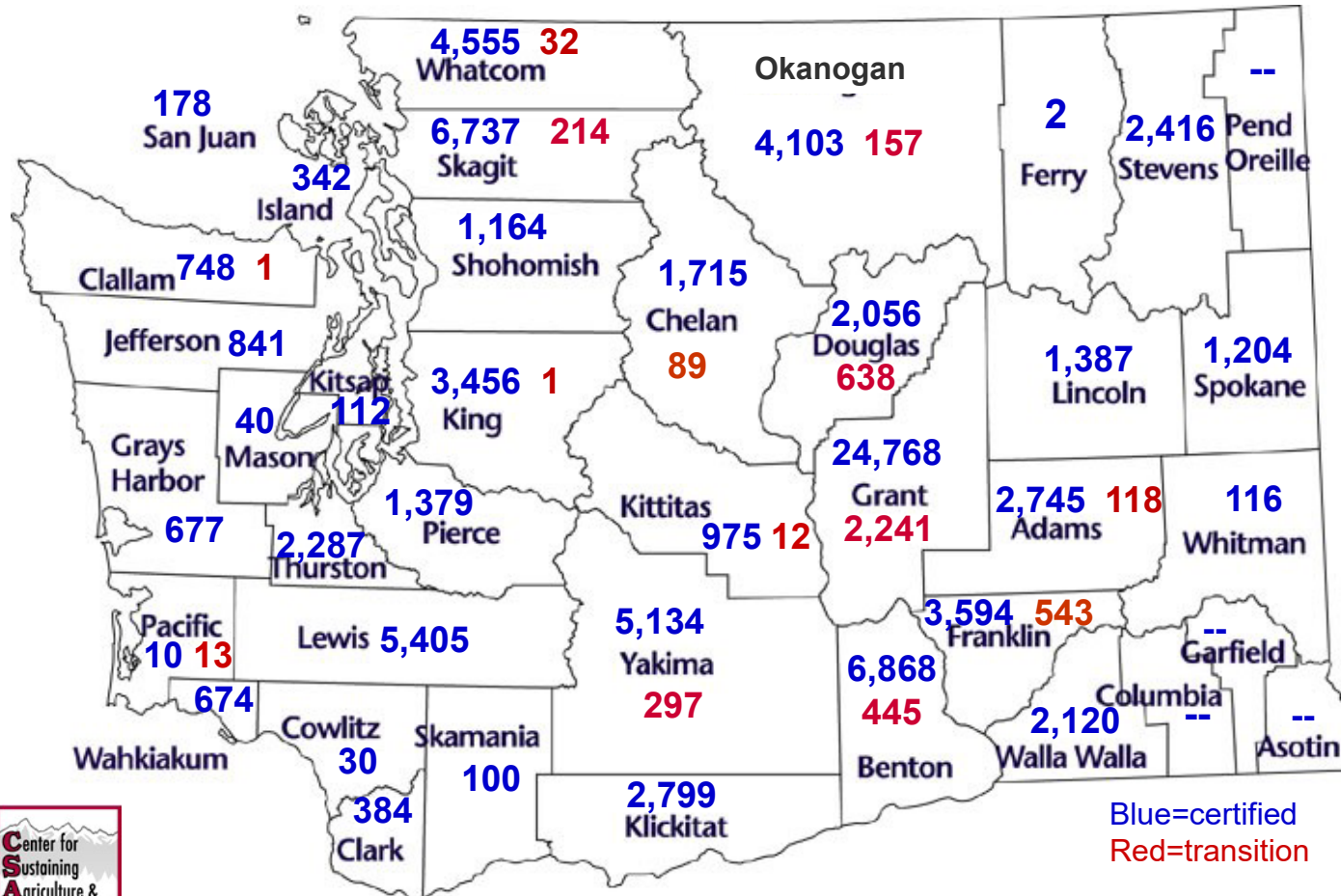
Eastern WA  
63% of farms

Western WA  
37% of farms

Blue=certified  
Red=transition

Combined certifier data; County farm numbers are estimated; a few growers report farm sites as one certification number/county whereas land may be in multiple counties.

# Certified Farm Area (acres) by County, Washington 2015



**Cert area\* 91,088**  
**Trans 4,800 ac**

**Eastern WA**  
**68%**  
**of certified ac**

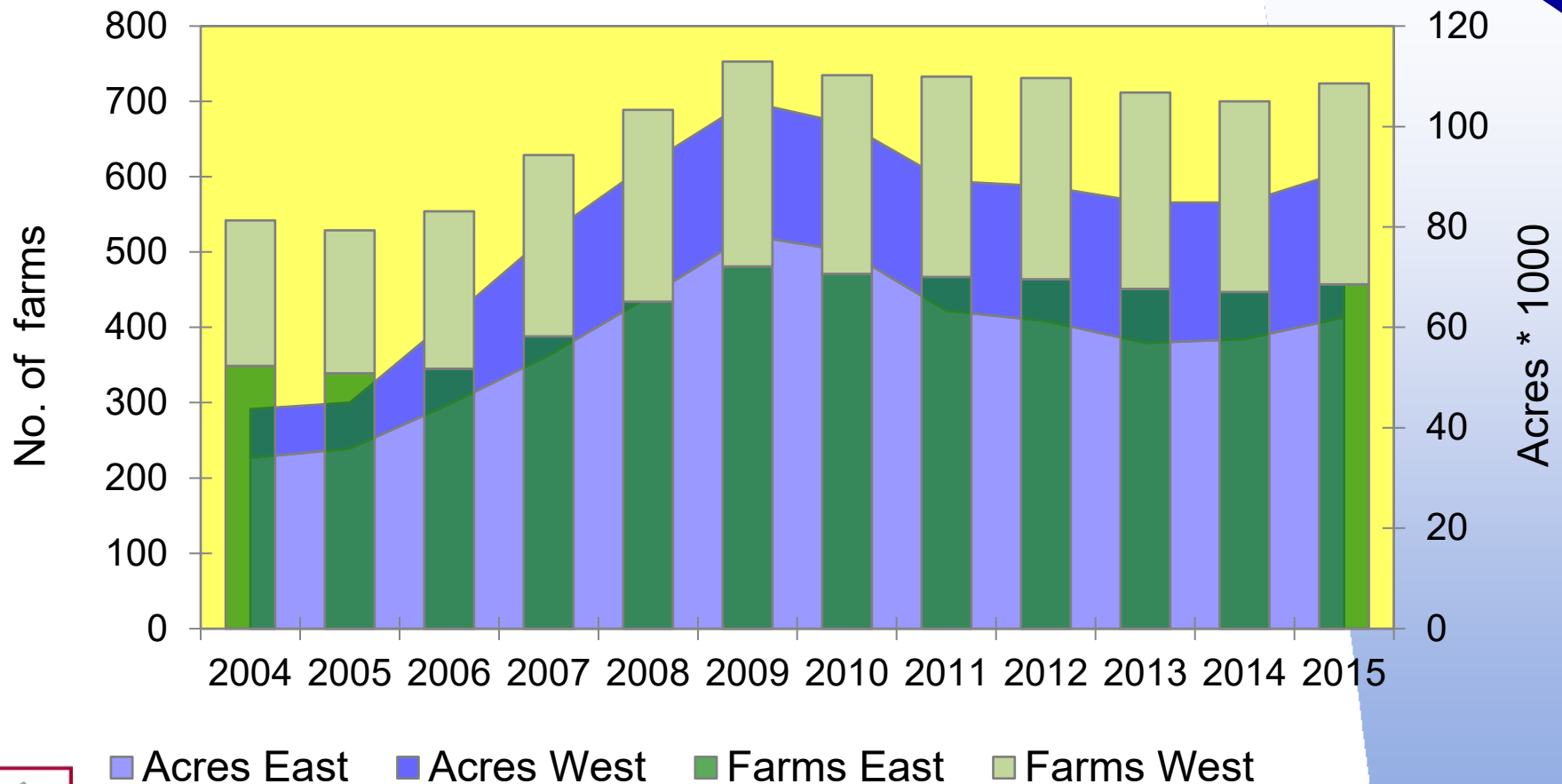
**Western WA**  
**32%**

Blue=certified  
Red=transition

Combined certifier data. \*Area includes undefined land and does not include 4,690 double crop acres. County numbers are estimated; a few growers report farm sites as one certification number/county whereas land may be in multiple counties.



# Regional Certified Farms and Area Washington State



Area does not include double crop acres. Farm number includes both livestock and crop producers. Combined certifier data. 21

# Summary of Organic Farms Washington State



	2009	2010	2011	2012	2013	2014	2015
Certified acres <sup>a</sup>	108,336	101,933	90,108	89,261	86,811	89,528	95,778
Transition acres	3,703	1,704	1,592	1,817	1,386	1,726	4,800
No. producers <sup>b</sup>	753-10	735-5	729-2	731-3	712-4	700-7	724-22

<sup>a</sup> Acres include double crop and undefined land; **Area** certified without double crop acres (2010-2015) = 104,962, 100,533, 89,186, 88,072, 84,868 and 91,088 ac respectively. <sup>b</sup> Includes crop and livestock producers. Values in black represent farms with certified organic land (may also have transition acres); red values indicate farms that have only transition acres.

## WA Transition Land 2015

	East	West	Total
# farms with Transition acres	60	13	73
# farms T only	18	4	22
% that are T only	30.0	30.1	30.1
% T farms E WA	82.2		
% T only farms E WA	81.8		
All T acres	4539	261	4800
% by region	94.6	5.4	
T ac on new farms	923	25	948
% by region	97.4	2.6	
T ac on new as % all T ac	20.3	9.6	19.8

Majority of Transition (T) is happening on Certified farms who are expanding. >80% of farms with T land, and >90% of T acres in E WA.

The following group of slides shows more detail on several of the major crop categories. **Organic tree fruit** ([slide 25](#)) accounted for 22% of area but for over 60% of farmgate sales, given its high value per acre. A survey done in January 2015 of grower intentions to expand organic tree fruit indicated the potential for certified tree fruit area to expand by 60-70% in the next three years (<http://www.goodfruit.com/is-organic-fruit-growth-on-the-horizon/>). This would continue the step-wise pattern of growth seen in organic apple area ([slide 26](#)). A separate more detailed report on organic tree fruit is available ([slide 27](#)).

**Organic vegetable** area ([slide 28](#)) is concentrated in the irrigated central Washington region, with much of the production going to processing markets (especially frozen uses). Area peaked in 2007, dropped until 2010, and now has surpassed the previous high. Sweet corn and green peas, which are often double-cropped, have the largest area. These two organic crops are estimated to account for 8% and 10%, respectively, of all acres of those crops grown in the state.



# Organic Tree Fruit Acres Washington State



ARS Photo

	--- Certified acres ---							Trans acres
	2009	2010	2011	2012	2013	2014	2015	2015
Apple	15,735	14,790	14,296	13,657	14,030	14,052	14,283	3,356
Pear	1,964	2,033	1,917	1,900	1,820	1,843	2,050	165
Cherry	2,437	2,147	1,826	1,792	1,837	1,939	2,056	155
Apricot*	265	299	296	266	299	298	260	--
Peach&Nectarine	1,238	1,251	1,146	1,106	1,021	1,021	948	11
Plum&Prune*	130	125	92	89	58	58	56	--
Mixed stone	30	13	17	45	7	16	32	--
Total*	21,799	20,658	19,590	18,855	18,941	19,228	19,685	3,687

*\*apricot includes aprium; plum includes pluot and plumcot; totals do not include mixed tree fruit*

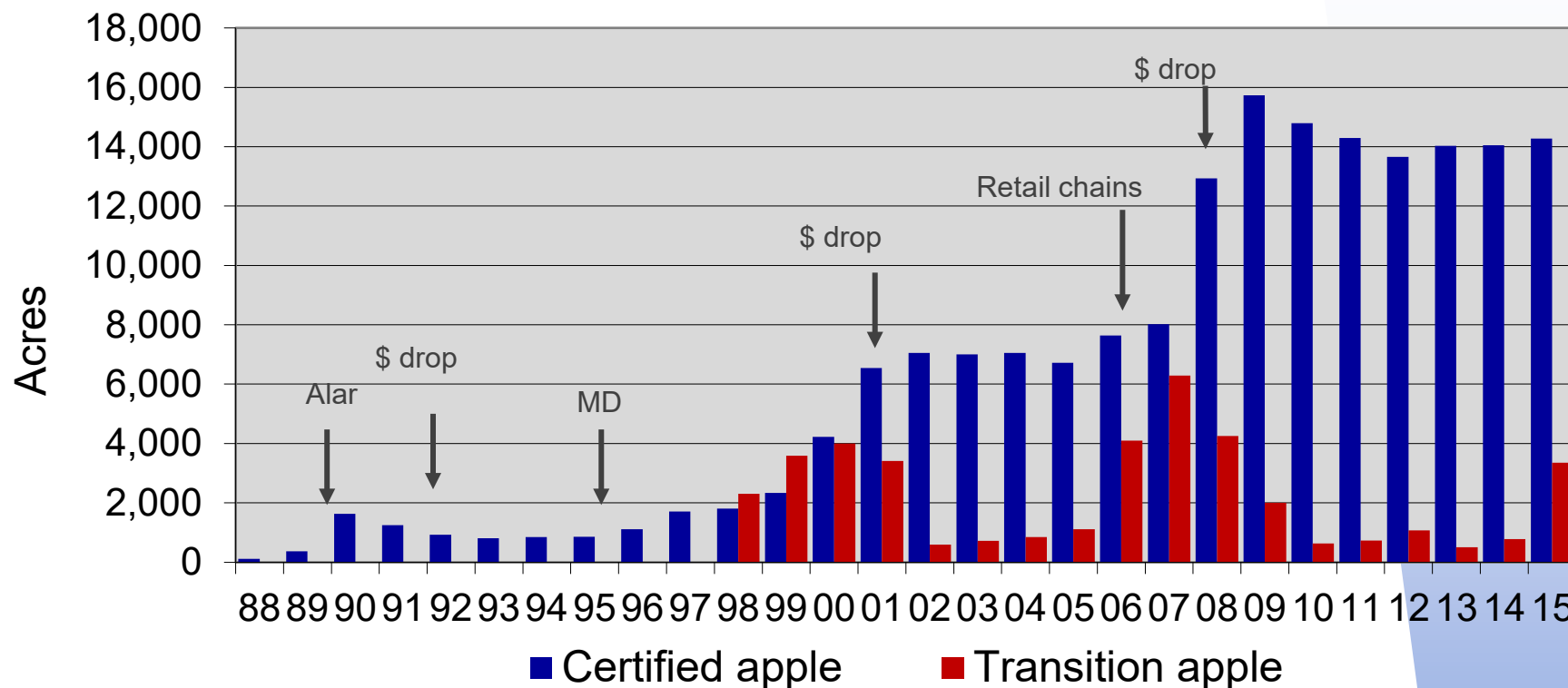
Tree fruit has a 22% share of all organic acreage in Washington State;  
Accounted for ~65% of farmgate sales in 2011 (apple >50%)





Photo: F. Peryea

# Organic Apple Acreage Washington State



14,279 ac = 9.6% of WA apple bearing acreage  
(based on 2014 WA-NASS estimate of 148,000 acres)

Some historical events that have influenced organic apple production include the Alar incident, price volatility (\$ Drop), the introduction of mating disruption (MD) for codling moth control, and market entry by national chain supermarkets (Retail chains).

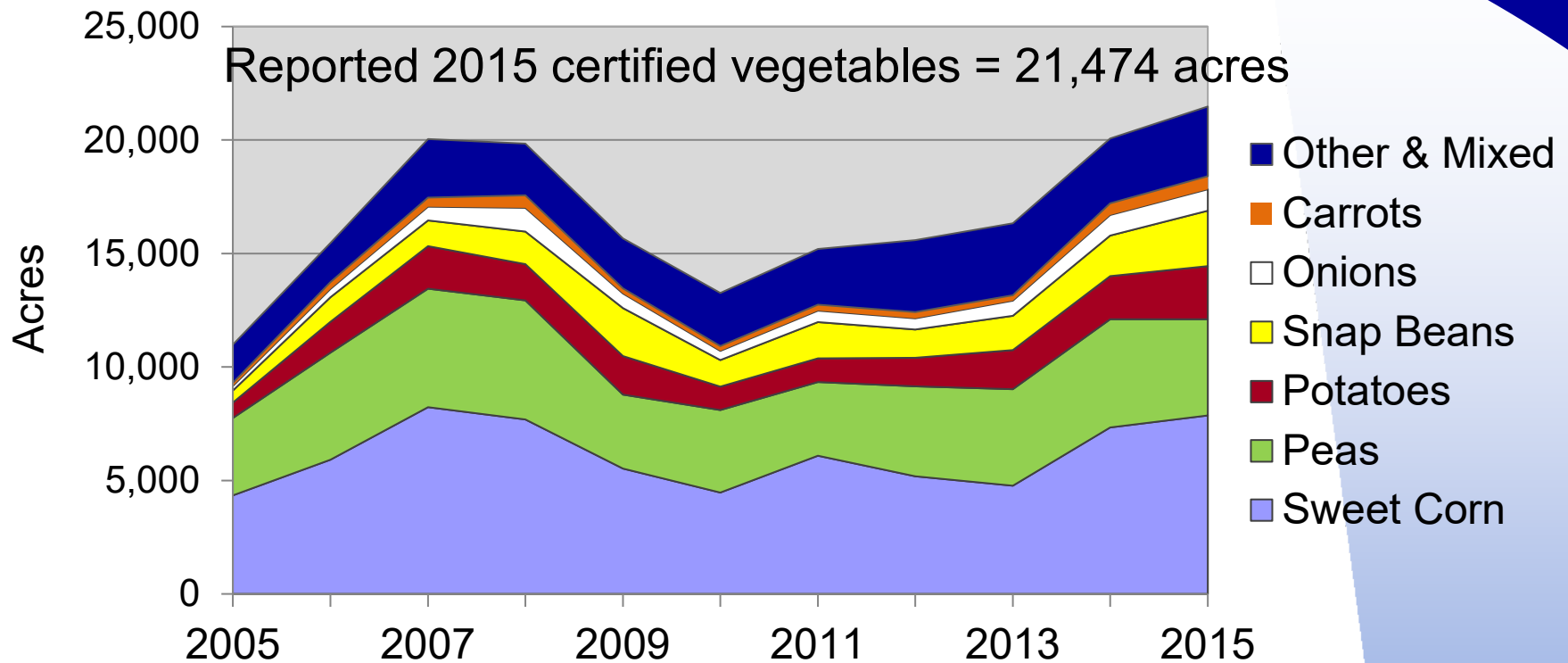




More information on Washington organic tree fruit statistics  
is available on-line at:

[http://csanr.wsu.edu/pages/Organic\\_Statistics](http://csanr.wsu.edu/pages/Organic_Statistics)

# Organic Vegetable Acres Washington State



Estimated organic acreage share: Sweet corn 8%; Peas 10%

*Organic acreage share is the % of all state acres of the crop that are certified organic*



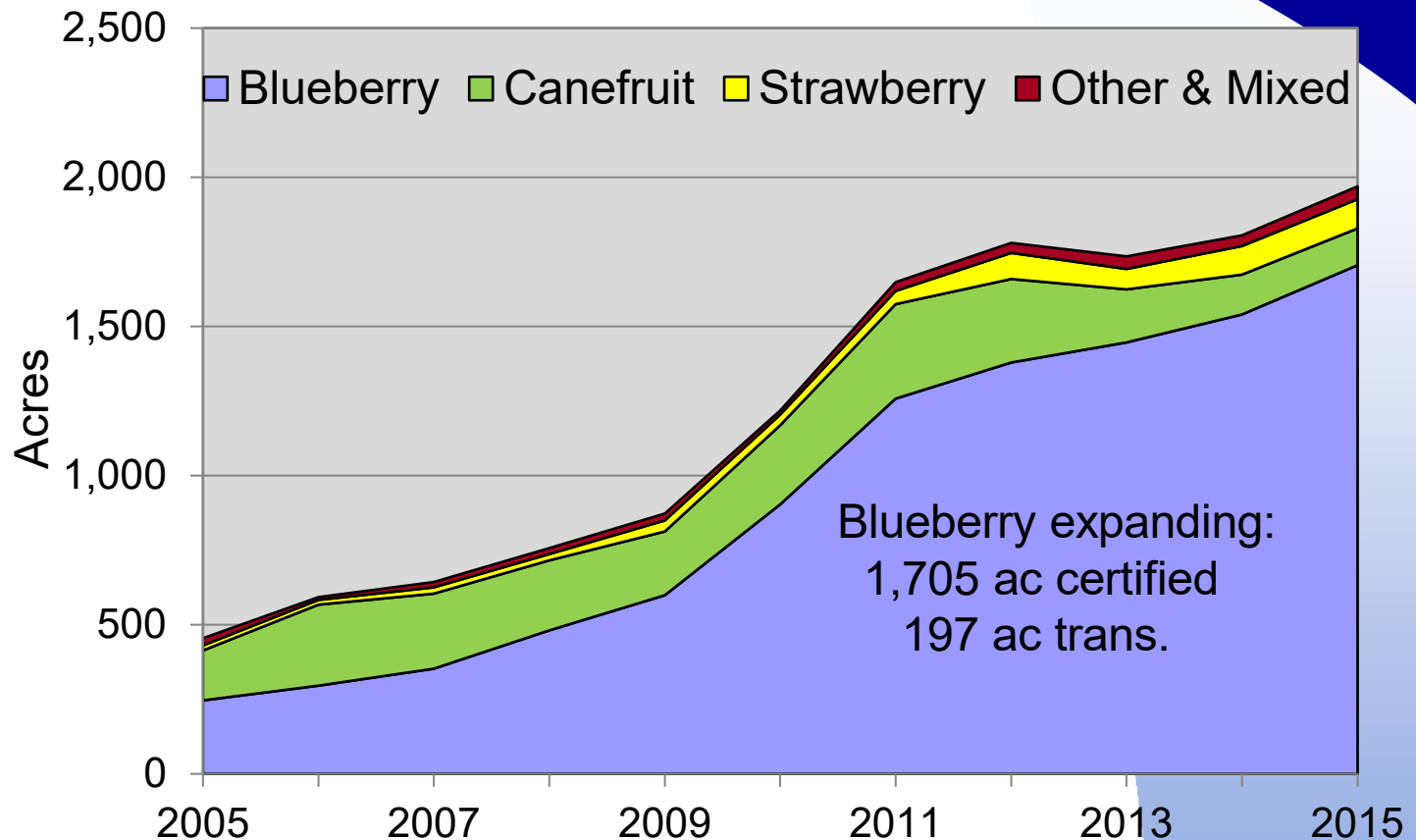


Blueberries account for the largest share of **organic berries** in the state ([slide 30](#)). Blueberries in general have experienced tremendous growth in recent years, and much of the growth has occurred in irrigated central Washington as opposed to the traditional western Washington growing area. Central Washington appears to be a more amenable climate for growing organic blueberries. Global demand for blueberries, especially for organic, continues to grow. More information on organic blueberries can be found in [“Trends and Economics of Washington State Organic Blueberry Production”](#).

Grapes for juice (e.g., ‘Concord’, ‘Niagara’) have historically dominated **organic grape production** in the state ([slide 31](#)), but have slowly declined, while organic wines grapes expanded and have leveled off. There is very little organic table grape production in the state. Certified organic vineyards cannot label the finished wine as “organic” if sulfites, a standard wine stabilizer, are added in the wine-making process, but instead must say “wine made with organic grapes.”

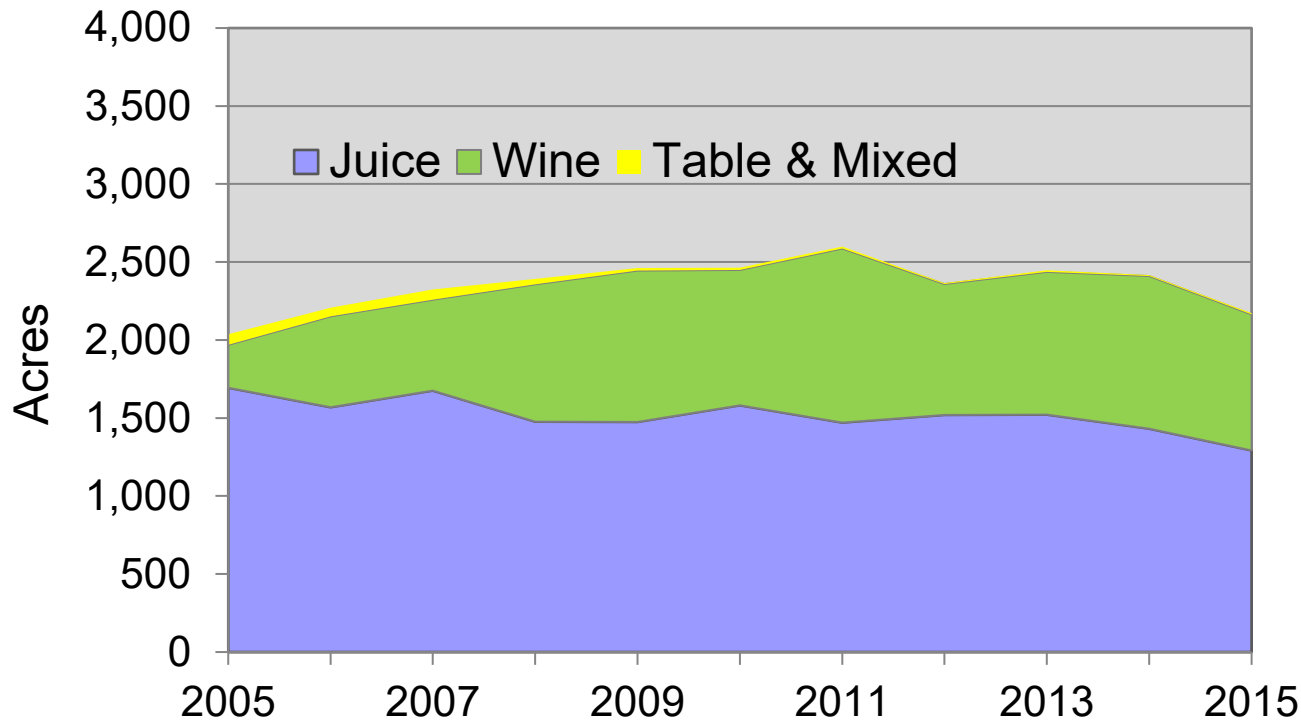


# Organic Berry Acres Washington State



WA Blueberry Commission. estimates 2,500 ac organic out of 13,000 ac state total (19%).

# Organic Grape Acres Washington State



Reported 2015 total certified grapes = 2,173 acres  
(Concord = 56%)

Estimated organic share of WA acreage = 5% of juice  
and 2% of wine grapes



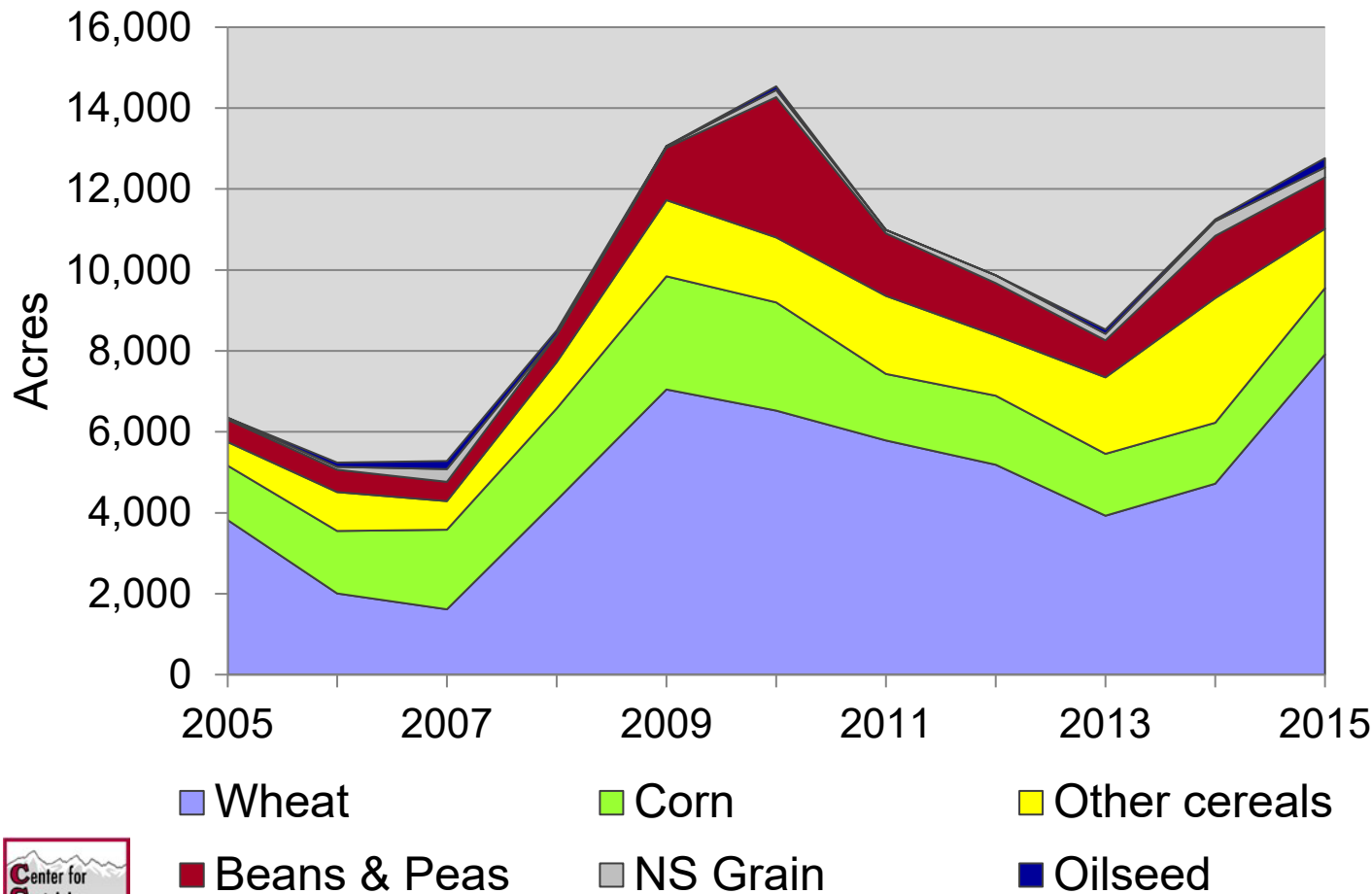
Washington is a major grain producer with extensive wheat production in the dryland regions of eastern Washington. However, it lags behind other states such as Montana and North Dakota for organic wheat production. While demand and prices for **organic grains** are currently high, dryland organic cereal production remains a challenge in eastern Washington due to poor weed control, high cost for nutrients, and limited crop rotation options. A recent publication on [case studies of organic grain growers](#) in the PNW is now available. Much of the organic grain production, including wheat, is on irrigated or western Washington farms, where diverse rotations include high value crops and address the weed and fertility issues. Specialty grains, such as emmer and spelt, are also in demand by organic consumers. While oilseed production has expanded in the state, especially for canola, little is under organic management ([slide 33](#)).

**Organic forage** area has been relatively stable for the past seven years ([slide 34](#)). Organic dairy cow numbers peaked in 2008 and then declined by 37% in the next two years ([slide 37](#)). However, forage area did not contract nearly as much. The dairy herd is again expanding, and forage acreage should increase in the future.





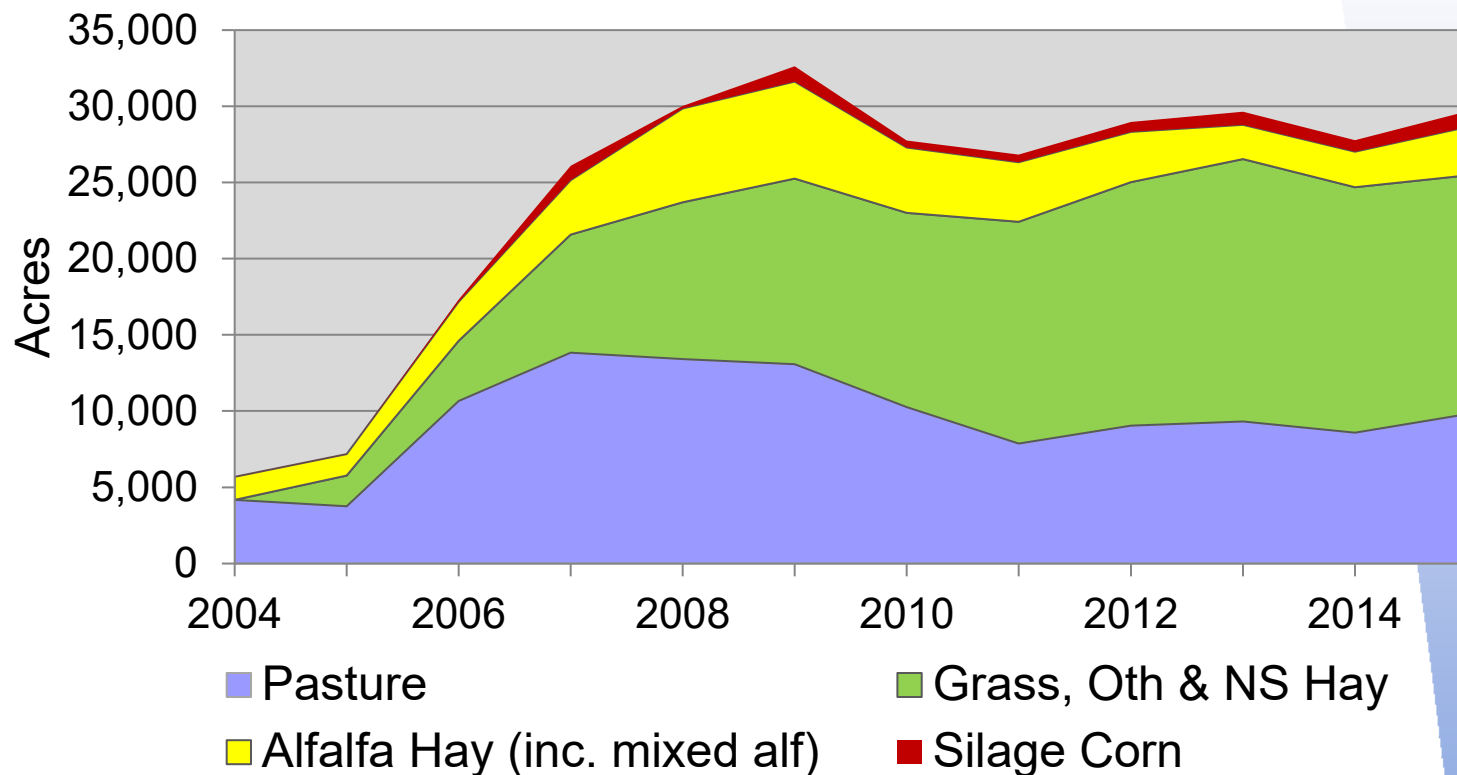
# Organic Grain, Pulse & Oilseed Washington State Acres



Reported 2015 organic grain, pulse and oilseed = 12,760 acres



## Organic Forage Trend Washington State



Reported 2015 WA organic forage total = 29,661 ac;  
much of the hay area is also used for silage, haylage, or pasture

**Organic dairies** in the state expanded rapidly during the mid-2000s as demand for organic dairy products was rising (slides [36](#) and [37](#)). The number of certified dairies doubled from 2006 to 2008 and then declined 25% during the recession. Despite regulatory changes and shortages of organic feed, organic cow numbers have increased since 2010, and represented 3% of the state dairy herd in 2015. By early 2016, an additional 5 dairies had become certified, with two more pending for 2016; no cow numbers were yet available. Statewide organic milk production rose an estimated 58% from 2011 to 2015, both from increased number of cows and a higher per cow production ([slide 38](#)). Demand for organic milk is steadily increasing nationwide.



# Estimated Organic Dairy Cows Washington State

	----- Certified -----					
	2006*	2008	2010	2012	2014	2015
Milkers & dry	2,970	9,022	5,898	6,311	7,505	8,290
Calves & Replacement heifers	2,180	7,022	4,154	4,922	5,514	5,308
Total	5,150	16,044	10,052	11,233	13,091	13,598
No. organic dairies	23	46	34	34	38	39

2015: 1 Goat dairy

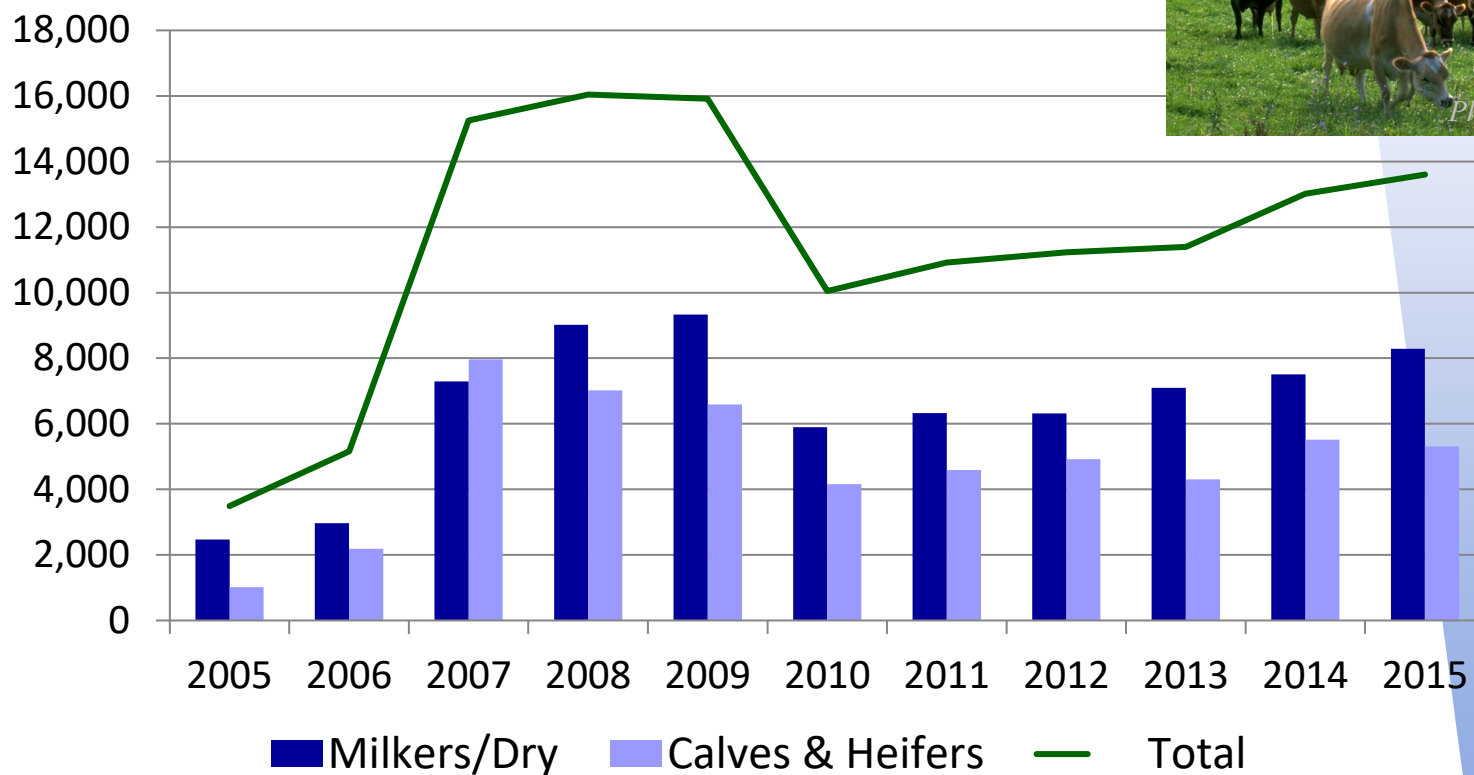


Photo: Organic Valley

**Organic dairy cows represented 3.7% (2008) and 3.08% (2015) of state milk herd\*\***

Combined certifier data, primarily WSDA and OTCO. \*An additional 5,112 milkers had "pending" status in 2006. \*\* Based on NASS (WA) annual statistics.

# Estimated Organic Dairy Cows Washington State





# Organic Dairy Sector Washington State

## Trends - 2011 to 2015

No. of certified cow dairies	+15%
No. of milkers/dry cows	+31%
No. of calves & replacements	+16%



	<u>2011</u>	<u>2015</u>
No. of dairies pending	1	6
No. of milk cows in transition	150	>506
Ave. lb milk per cow per month	1,187	1,638 (+38%)
Est. statewide monthly production (million lb milk)	6.912	10.93 (+58%)

## Other Organic Livestock

Livestock data have always been more difficult to collect than crop data. The NASS surveys in 2008 and 2014 did gather livestock data, and these are compared for WA in [slide 40](#). The value of livestock and livestock product sales were 18% and 25% of total organic sales in the state in 2008 and 2014, respectively. This is lower than the U.S. average of 39% in both years. Washington was #9 in organic milk production , and #2 in organic eggs. Organic egg production in the state jumped nearly 5-fold from 2008 to 2014. There are large organic broiler producers in the state but no data are available.

# WA Organic Livestock

	2014	2008	2014	2008
	WA		US	
Livestock sales	25%	1%	12%	10%
Livestock product sales		17%	27%	29%
<u>2014 WA</u>	<u># inventory</u>	<u># sold</u>	<u>Sales \$</u>	
Milk cows	6,984	1,429	\$1.95 mil	
Beef cows	1,133	406	\$0.72 mil	
Other cattle, calves	6,171	3,984	\$2.2 mil	2,350 as conv
Layers	949K	19.5 mil doz	\$53 mil	99% sold org
Broilers	19 farms	??	??	

Sources: USDA NASS OPS 2008, 2014

4.6 mil in 2008

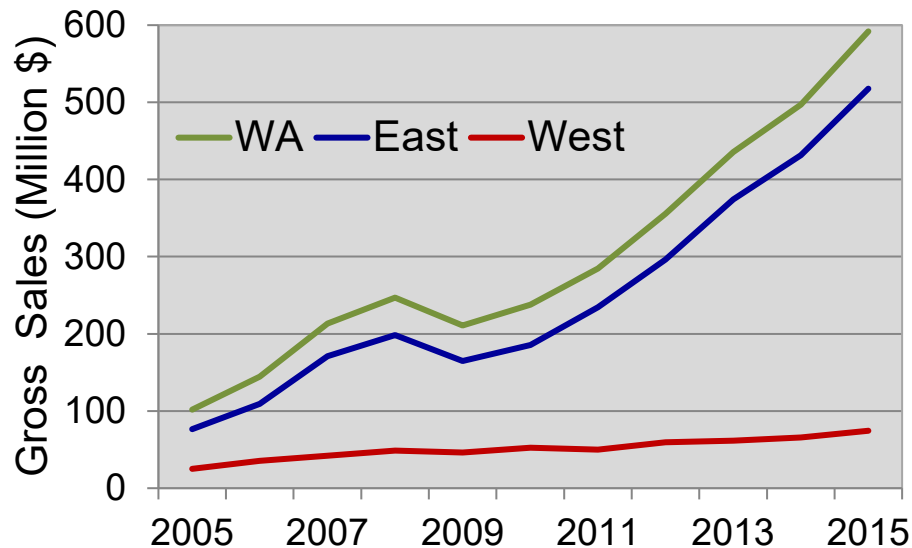
Organic farms report **gross farmgate sales** for the previous year when they renew certification each winter. This is part of the audit process for certification, but also allows for estimates of the organic sector size and growth in terms of economic value. Eastern Washington (essentially the central Washington irrigated counties) accounts for 87% of farmgate sales coming from 68% of certified acres ([slide 42](#)). Total sales grew substantially from 2014 to 2015, rising 19% or \$95 million. Leading organic sales were Grant County (\$167 million) in eastern Washington and Skagit County (\$21 million) in western Washington (slides [43](#) and [44](#)). Not included in these totals are sales for several large egg and broiler companies (>\$50 million), the value of wine grapes that are only reported as finished wine, and several dairies who report through their cooperative.

The distribution of organic sales by farm economic class (WSDA-certified only) shows that 42% of farms have annual sales less than \$100,000, and in aggregate, these farms account for only 1.2% of all organic sales in the state ([slide 45](#)). Farms with more than \$1 million in sales increased their aggregate share of statewide organic sales by 50% from 2010 to 2013 ([slide 46](#)). From 2013 to 2015, farms starting in the \$250K-1MM category appear to have expanded or garnered higher prices, as this category contracted while the >\$1MM category expanded by 2015.

# Trend of Farmgate Sales Value

## Cert. Organic Crop and Animal Products

### Washington State Producers



-----2015-----				
	Million \$	% of \$	% of acres	% +/- 2013-15
East	517.8	87	68	38
West	74.2	13	32	21
<b>Total</b>	<b>592.0</b>	<b>100</b>	<b>100</b>	<b>36</b>



*Photos courtesy of Red Dog Farm, Finnriver Farm, and Sunny Pine Farm*

*WSDA and OTCO data only. Farmgate sales do not include values from farms that were new applicants, that did not renew certification during reporting year, or that reported as processor or handler sales.*



# 2015 Farmgate Sales

## Certified organic crop & animal products

### Eastern WA county estimates

	\$ Million
Grant	166.6
Yakima	55.9
Benton	53.7
Okanogan	50.1
Walla Walla	46.5
Franklin	39.6
Chelan, Douglas*	61.7
Adams	33.2

\$ 517.8 MIL total East

87% of state sales

\$592.0 MIL total WA

Yakima up 36%, Franklin up 65% #

WSDA & OTCO data for 2015. County sales are estimates (sales reported for county may include sales from sites in other counties.

\*Some Douglas Co. farm gate sales reported as Chelan.

# compared to 2013

	\$ Million
Klickitat	7.8
Stevens, Ferry	1.1
Lincoln	0.9
Kittitas	0.17
Spokane	0.18
Whitman	0.19



Photo: WSU Small Farms Program

# 2015 Farmgate Sales

## Certified organic crop & animal products

### Western WA county estimates

	\$ Million
Skagit*	21.4
Whatcom*	10.4
Lewis	9.8
Thurston*	9.3
King	7.1
Jefferson	3.8
Snohomish*	3.4
Pierce*	2.4
Mason, Grays Harbor	1.6
Clallam	1.4

	\$ Million
Clark	1.4
Wahkiakum, Pacific	1.2
Kitsap	0.7
Cowlitz, Skamania	??
Island	0.3
San Juan	0.04

West \$ 74.2 MIL (13%)

WA \$592.0 MIL



*Photo courtesy of Sequim Lavender Festival*

WSDA & OTCO data for 2015. County sales are estimates (sales reported for county may include sales from sites in other counties). \*Significant egg, broiler, and mushroom production sales value not available for these counties, totaling at least \$30 mil.

# Organic Farm Economic Class (by Sales) Washington\*

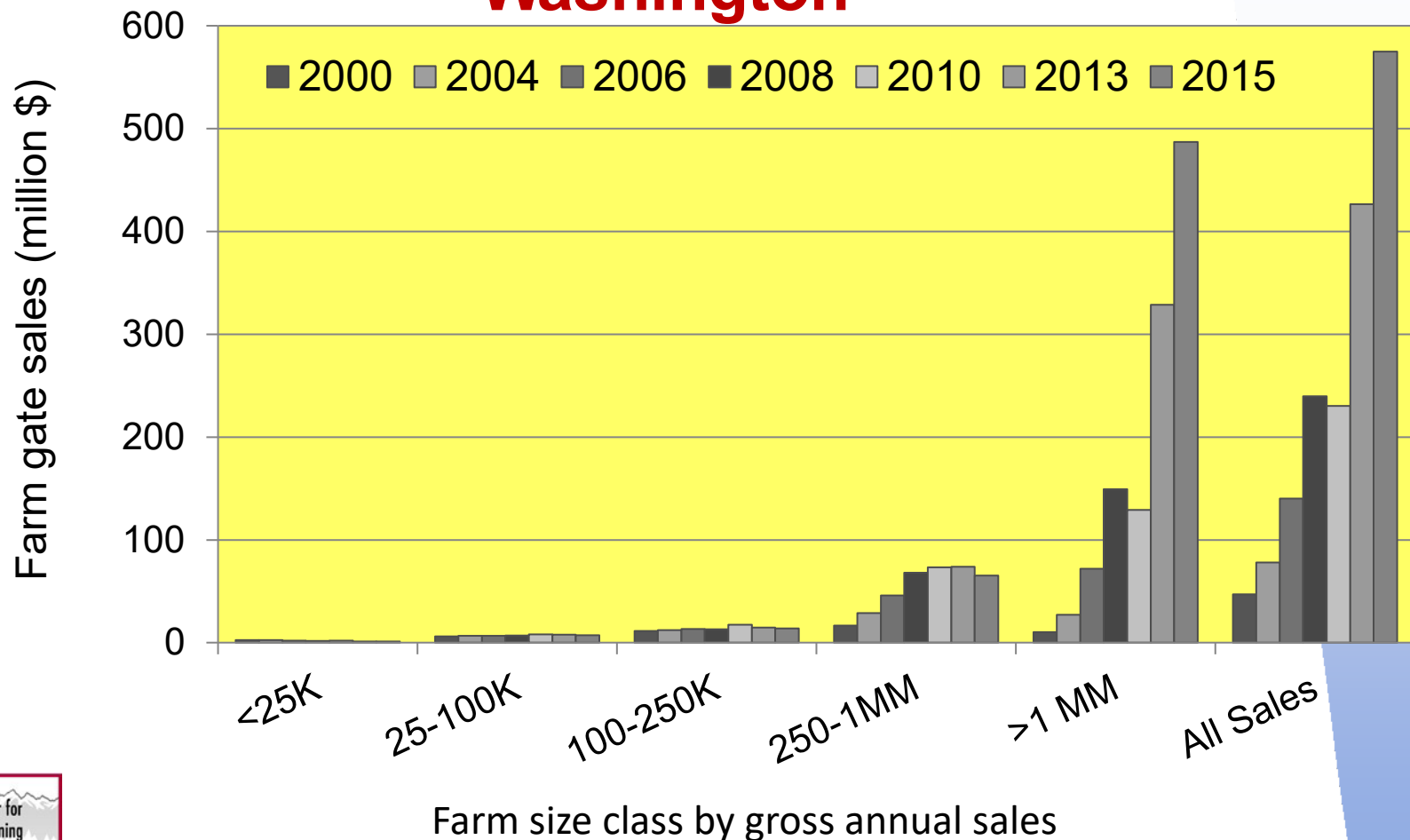
Annual Gross Sales Class	% of Farms			% of Sales		
	2006	2010	2015	2006	2010	2015
<25K \$	38	31	21	1	1	0.2
25-100K \$	24	22	21	5	3	1
100-250K \$	15	17	14	10	8	2
250K-1MM \$	17	21	21	33	32	11
>1MM \$	6	9	24	51	56	85



*Photo: WSU Small Farms Program*

**\*WSDA certified farms only.** Gross farmgate sales in dollars. 671 farms reported sales in 2015. Sales do not include values from new applicants and farms that did not reapply during reporting year.

# Distribution of Organic Farmgate Sales by Sales Class Washington\*



\*WSDA farms only. Gross farmgate sales in dollars. 671 farms reported sales in 2015. Sales do not include values from new applicants or farms that did not reapply during reporting year.



## Comparison with NASS

The 2014 NASS Organic Production Survey was released in September 2015.

[https://www.agcensus.usda.gov/Publications/2012/Online\\_Resources/Organics/](https://www.agcensus.usda.gov/Publications/2012/Online_Resources/Organics/)

Response rate for the U.S. and Washington was 63%. The U.S. data appear to underestimate acreage in 2014. Farmgate sales were up considerably from 2008. Using the 2014 data, Washington appears to have one of the highest farmgate revenues per acre (\$7,015), emphasizing the key role that high-value specialty crops play in the state organic sector ([slide 48](#)). Washington's national rank in production of a range of organic products is estimated from the 2014 data as well (slides [49](#), [50](#)). The state is a leading producer for several fruits and vegetables, hops, herbs, and eggs.

The share of Washington agriculture represented by organic is estimated in [slide 51](#) using the combined certifier data and the most recent data for all of WA from NASS. The share of farms and cropland have been steady while the share of sales has been increasing.





## U.S. Snapshot

- USDA-NASS organic surveys in 2008 and 2014; comparable data
- 99% of all acres were certified
- 2014 sales: crops \$3.2 bil; livestock \$660 mil; livestock products \$1.5 bil

	2014	2008	% change
No. of org farms (C)	12,634	10,903	+16
% all US farms	0.61	0.50	
Cert. acres	3,642,933	3,995,460	-9
% all US acres	0.40	0.43	
All organic sales (mil \$)	5,456	3,165	+72%
% all US sales	1.30	1.02	

**Revenue per acre: US \$1,497 CA \$3,253 WA \$7,015**

## WA in the National Picture

2014 NASS Data	Rank	% of U.S. organic*
No. certified farms	4	5
No. certified acres	9	2
Value of commercial sales	2	9
Apples, fresh	1	93
Pears, all	1	79
Cherries, sweet	1	94
Peach, all	2	16
Blueberry, all	1	47
Grapes, juice	1	76
Grapes, wine	2	8

\*by volume of production

Source: USDA NASS OPS, 2014

# WA in the National Picture

2014 NASS Data	Rank	% of U.S. organic*
Carrots	2	4
Onions, yellow	1 or 2	??
Peas, green	1	50
Potato	3	20
Sweet corn	1	52
Other vegetables	2	33

\*by volume of production

Other top states:

CA #1 everything

PA #3 total sales

WI #2 number farms

OR #2 vegetable sales

# Estimated Certified Organic Share of Washington Agriculture

No. farms 2%  
(2015 data)

Cropland 1%  
(2015 organic data, 2014 state  
data)

Farmgate sales 4.9%  
(2014 data)

If organic ag was considered a single  
commodity, it would rank **no. 7** among all  
Washington commodities for dollar value.

*Comparisons are based on the combined certifier organic data  
and the statewide data from NASS.*



*Alvarez Farm produce: C. Donovan*





Visit our website for more information!

[http://csanr.wsu.edu/pages/Organic\\_Statistics](http://csanr.wsu.edu/pages/Organic_Statistics)

**Citation:** Kirby, E. and D. Granatstein. 2016. Current status of organic agriculture in Washington State: 2015. Organic Trend Series, Center for Sustaining Agriculture and Natural Resources, Washington State University, Wenatchee, WA. [http://csanr.wsu.edu/pages/Organic\\_Statistics](http://csanr.wsu.edu/pages/Organic_Statistics)