



# Fact Sheet

## NATIONAL PROFILE OF THE ORGANIC AGRICULTURE AND PRODUCTS INDUSTRY

### Fueling America's Organic Growth

Jobs | Rural Livelihoods | Entrepreneurial Spirit

#### SIZE AND SCOPE OF INDUSTRY

The organic industry has grown from \$3.6 billion in 1997 to \$29 billion in 2010, with an annual growth rate of 19% from 1997-2008.<sup>1</sup> As our country has been dramatically affected by the worst economic downturn in 80 years, the organic industry has remained in positive growth territory and has come out of the recession hiring employees, adding farmers, and increasing revenue.

#### JOBS AND ECONOMIC IMPACT

Organic agriculture was a \$29 billion industry in 2010, and the sector grew by 8% in 2010.<sup>2</sup> The latest data indicates that 96% of organic operations nation-wide are planning to maintain or increase employment levels in 2011.

Census data shows U.S. organic farms on average have higher sales, higher production expenses, and higher operating profit than the average for all U.S. farms, creating real opportunity for rural economic livelihood.<sup>3</sup>

#### ACREAGE AND PRODUCTION

The organic industry supports 14,540 organic farms and ranches across the country. A total of 4.1 million acres of land are currently in organic management and there are organic farms in all 50 states.

Since 78% of organic farms report planning to maintain or increase organic production levels over the next five years,<sup>4</sup> the organic sector will continue to play a contributing role in revitalizing America's rural economy through diversity in agriculture.

Organic products represent 4% of U.S. retail market sales.<sup>5</sup>

	Organic Farms	All Farms
Gross Sales	\$217,675	\$134,807
Production Expenses	\$171,978	\$109,359
<b>Operating Profit</b>	<b>\$45,697</b>	<b>\$25,448</b>

1 Organic Trade Association. 2011 Organic Industry Survey.

2 Organic Trade Association. 2011 Organic Industry Survey.

3 U.S. Department of Agriculture – National Agricultural Statistics Service. 2008 Organic Production Survey.

4 U.S. Department of Agriculture – National Agricultural Statistics Service. 2008 Organic Production Survey.

5 Organic Trade Association. 2011 Organic Industry Survey.