
ORGANIC AGRICULTURE
IN THE UNITED STATES
AND CALIFORNIA

WHAT IS ORGANIC FOOD?

- Organic Food Production Act of 1990 (OFPA)
 - Set national standards for production and processing (handling) for food labeled as “organic”
 - Prohibits the use of synthetic substances
 - Requires an organic plan
 - Requires certification by an accredited certifier
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NOP FINAL RULE LABELING STANDARDS

- Four tiered labeling system
 - “100% organic” all organic ingredients
 - “Organic” 95% - 100% organic ingredients
 - “Made with organic (ingredients listed)”
70% -94% organic ingredients
 - “organic (ingredient listed)” on the ingredient statement less than 70% organic ingredients
 - Ecolabeling in addition to organic is permitted
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USDA ORGANIC SEAL
“100% ORGANIC” AND “ORGANIC”



FOUR TIER ORGANIC LABELING



USDA Organic

Organic Certification Requirements

- Certification required for producers and handlers-- with an exception for those earning \$5,000 or less in organic sales
 - Certification process involves preparation of an organic plan, record-keeping, and annual on-site inspection
 - Organizations (State, private, and foreign) that provide organic certification services must be accredited by USDA
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USDA Organic

Certifier Accreditation & Import Equivalency

- USDA accreditation to maintain certifier consistency and impartiality
 - Certifier requirements include record-keeping, confidentiality & annual performance appraisals of inspectors
 - Accreditation period is 5 years
 - Import equivalency based on USDA accreditation or equivalency agreement
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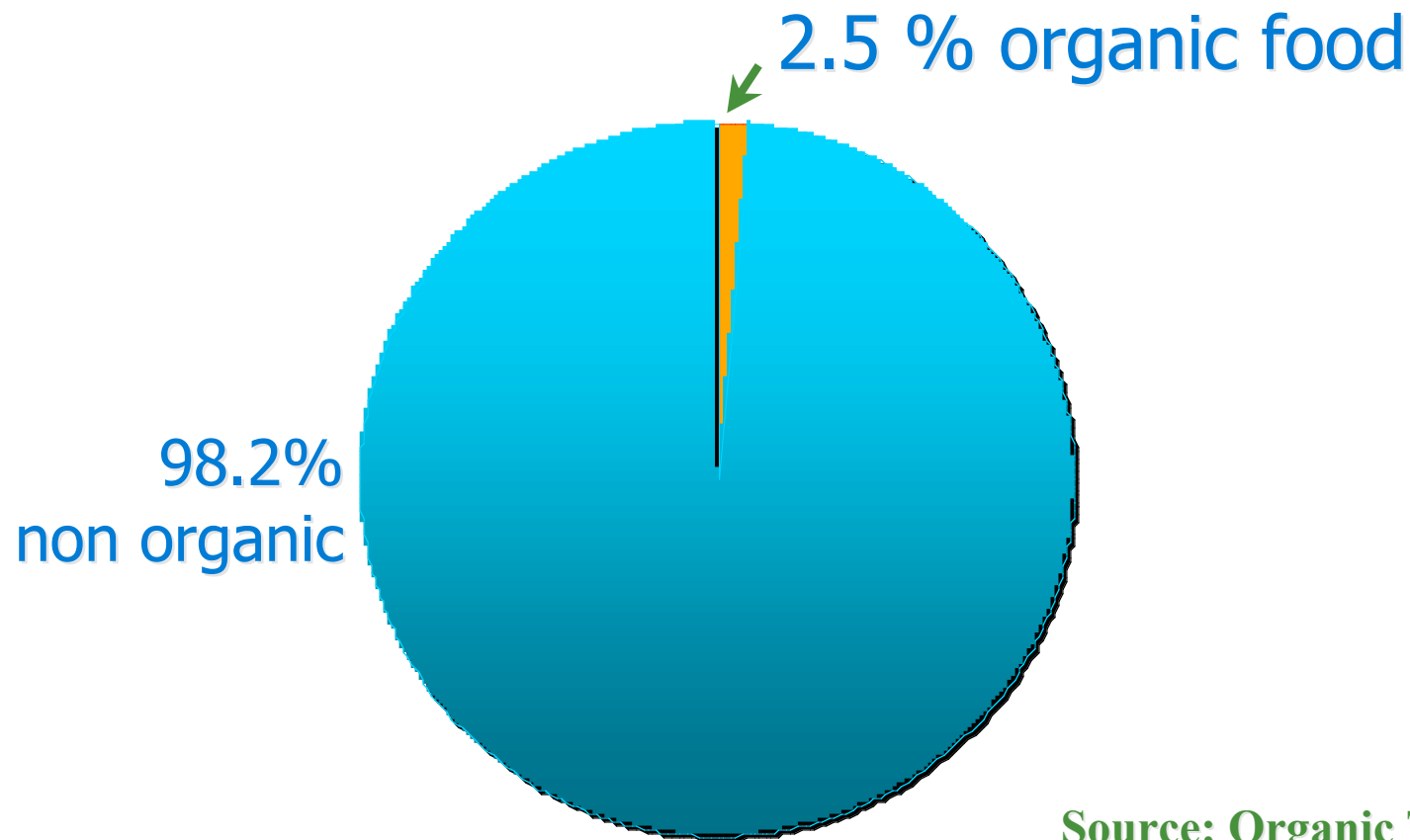
CDFA ORGANIC PROGRAM REQUIREMENTS

- California Organic Products Act 2003
 - Requires initial registration through county ag commissioners for anyone marketing products as “organic”.
 - Annual re-registration through CDFA and fee.
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ORGANIC MARKET TRENDS

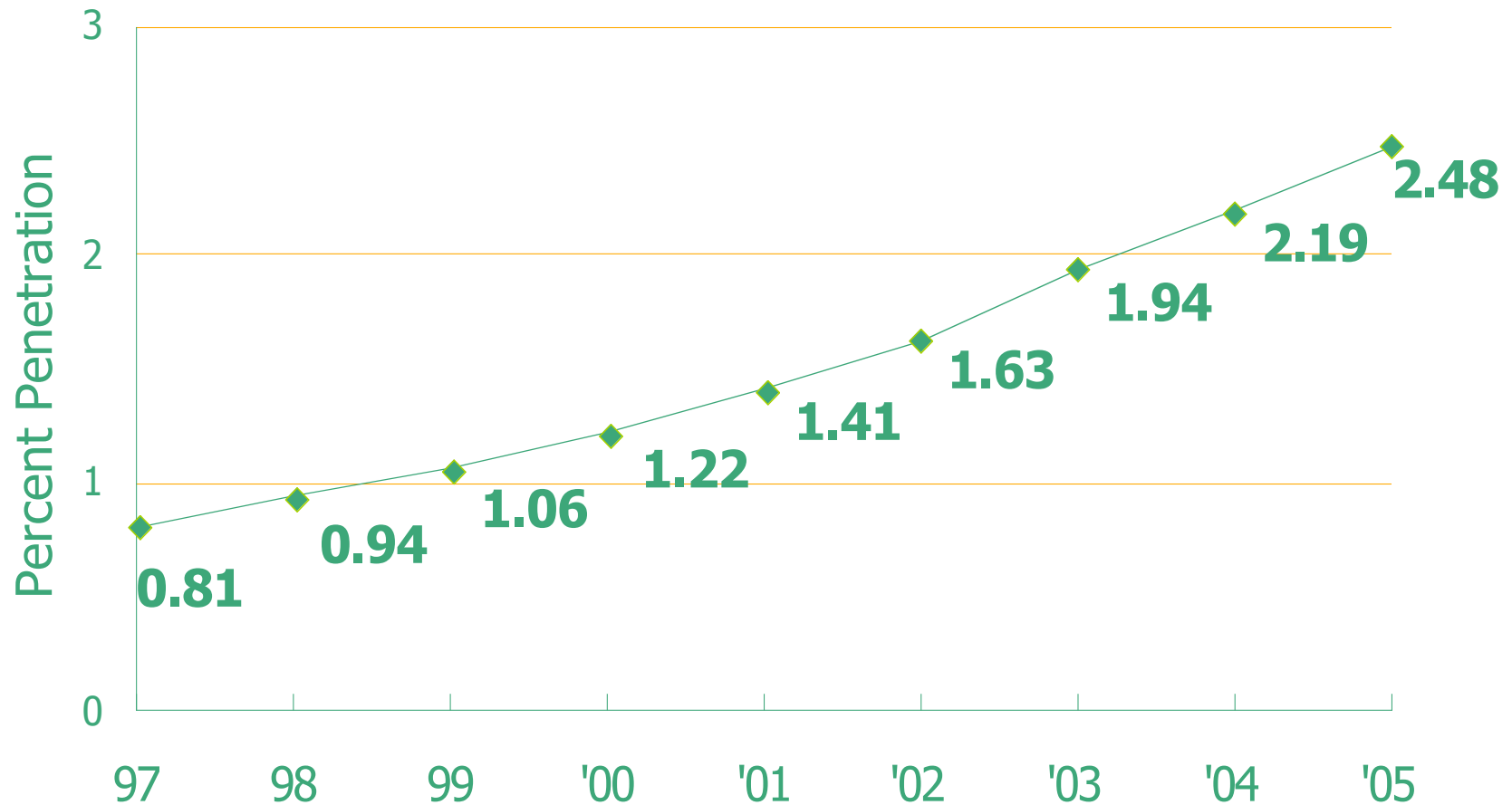
- Organic sales are growing at double digit rates.
 - Vegetables and fruit still dominate.
 - Livestock and poultry sales are now growing at a faster rate than produce.
 - The National Organic Rule seems to have had a positive impact on sales.
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\$556 BILLION US FOOD MARKET *in 2005*



Source: Organic Trade Association's 2006 Manufacturer Survey

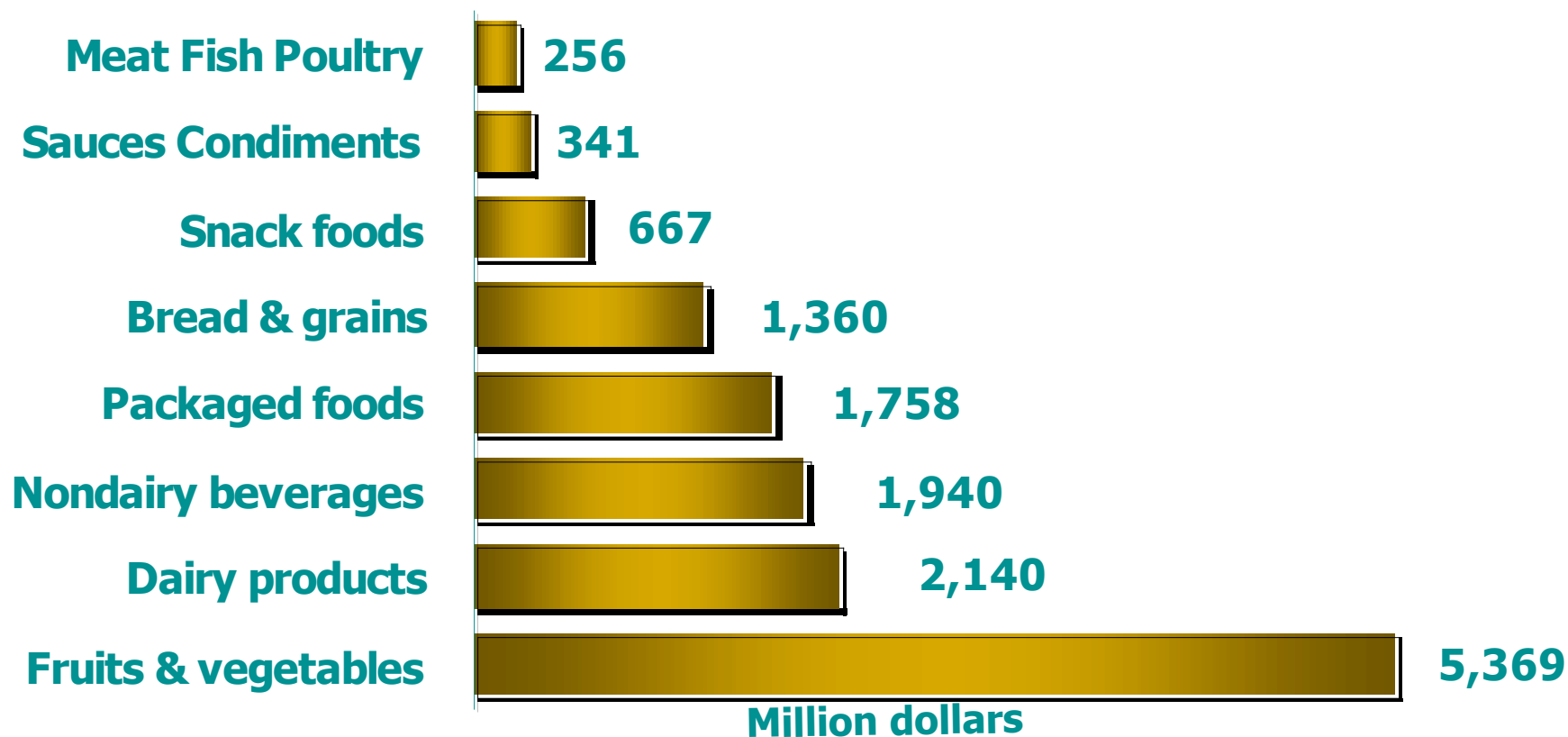
US ORGANIC FOODS PENETRATION 1997 - 2005



Source: Organic Trade Association's 2006 Manufacturer Survey

US RETAIL SALES OF ORGANIC FOOD

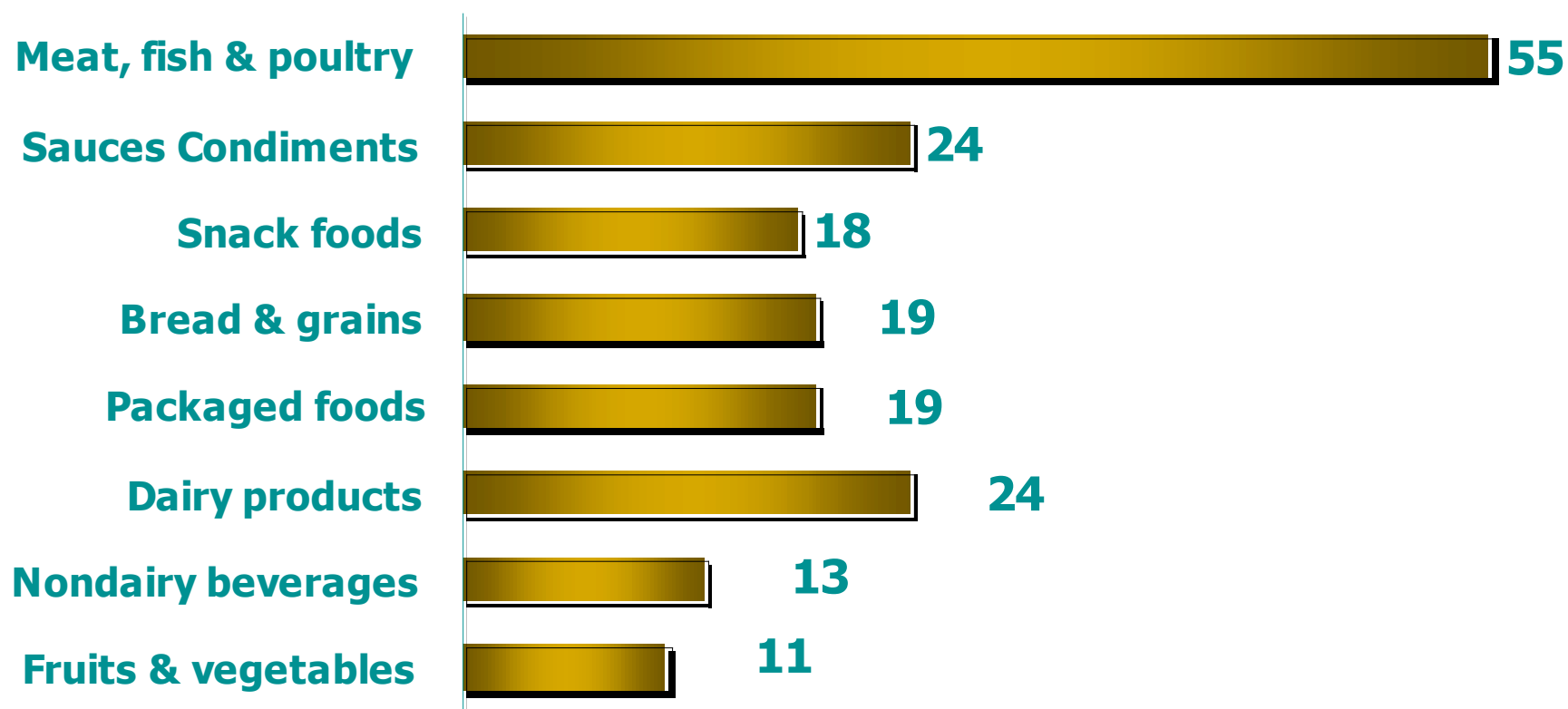
\$13.8 Billion in 2005



Source: Organic Trade Association's 2006 Manufacturer Survey

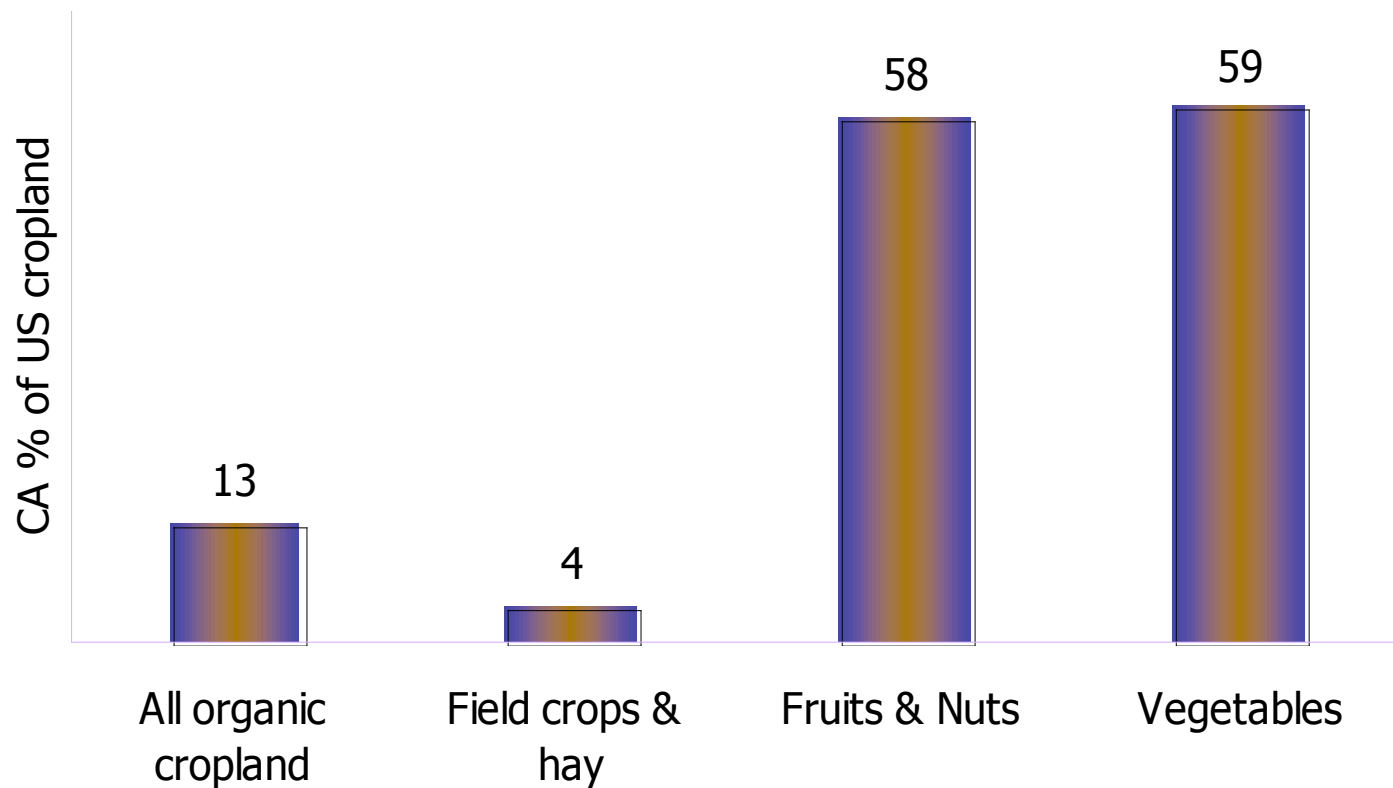
US RETAIL SALES OF ORGANIC FOOD

Per Cent Growth in 2005



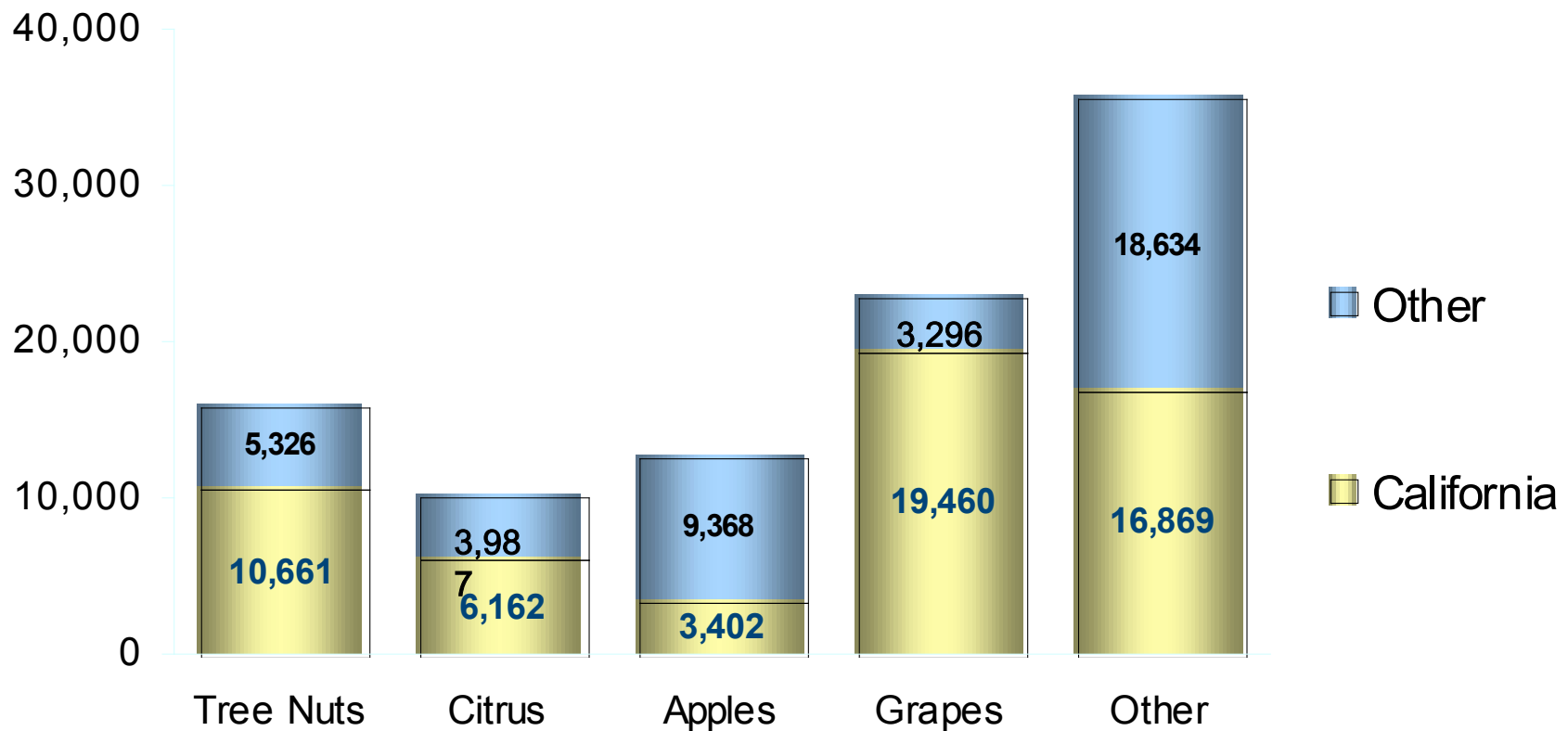
Source: Organic Trade Association's 2006 Manufacturer Survey

CA PERCENTAGE *of* US CERTIFIED ORGANIC CROPLAND, 2005



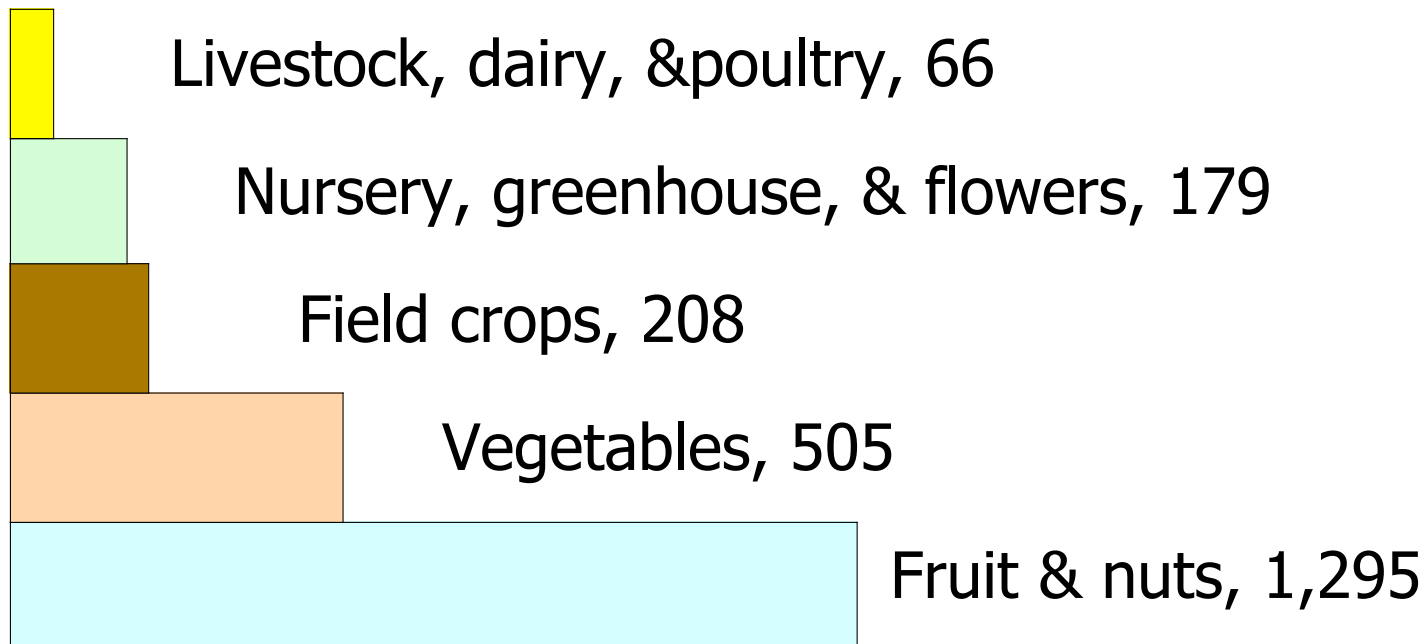
Source: Economic Research Service, USDA

US CERTIFIED ORGANIC FRUIT *and* NUT ACREAGE *by* STATE, 2005



Source: Economic Research Service, USDA

CA ORGANIC GROWERS 2005 – 1,815



CA ORGANIC *AND* CONVENTIONAL FARM GATE SALES - 2005

Commodity Group	% of all CA sales	% of CA organic sales	Organic as % of CA sales
Field crops	9%	5%	1%
Fruit and nut crops	30	34	2
Nursery, greenhouse & floriculture	10	2	.2
Vegetable crops	23	44	3
Livestock, poultry, and products	27	16	1

SALES *of* TOP 20 ORGANIC COMMODITIES CA 2005

Rank	Commodity	Number of Growers	Acres	Sales
1	Salad mix	87	8,895	\$39,184,000
2	Cattle	17	14,504	38,171,000
3	Strawberry	112	1,406	25,141,000
4	Carrots	133	3,092	24,858,000
5	Table Grapes	75	2,830	24,648,000
6	Lettuce, all	173	4,362	19,223,000
7	Wine grapes	138	6,781	18,424,000
8	Spinach	121	3,321	17,155,000
9	Chicken – meat	3	na	14,452,000
10	Dairy	12	2,512	\$12,324,000

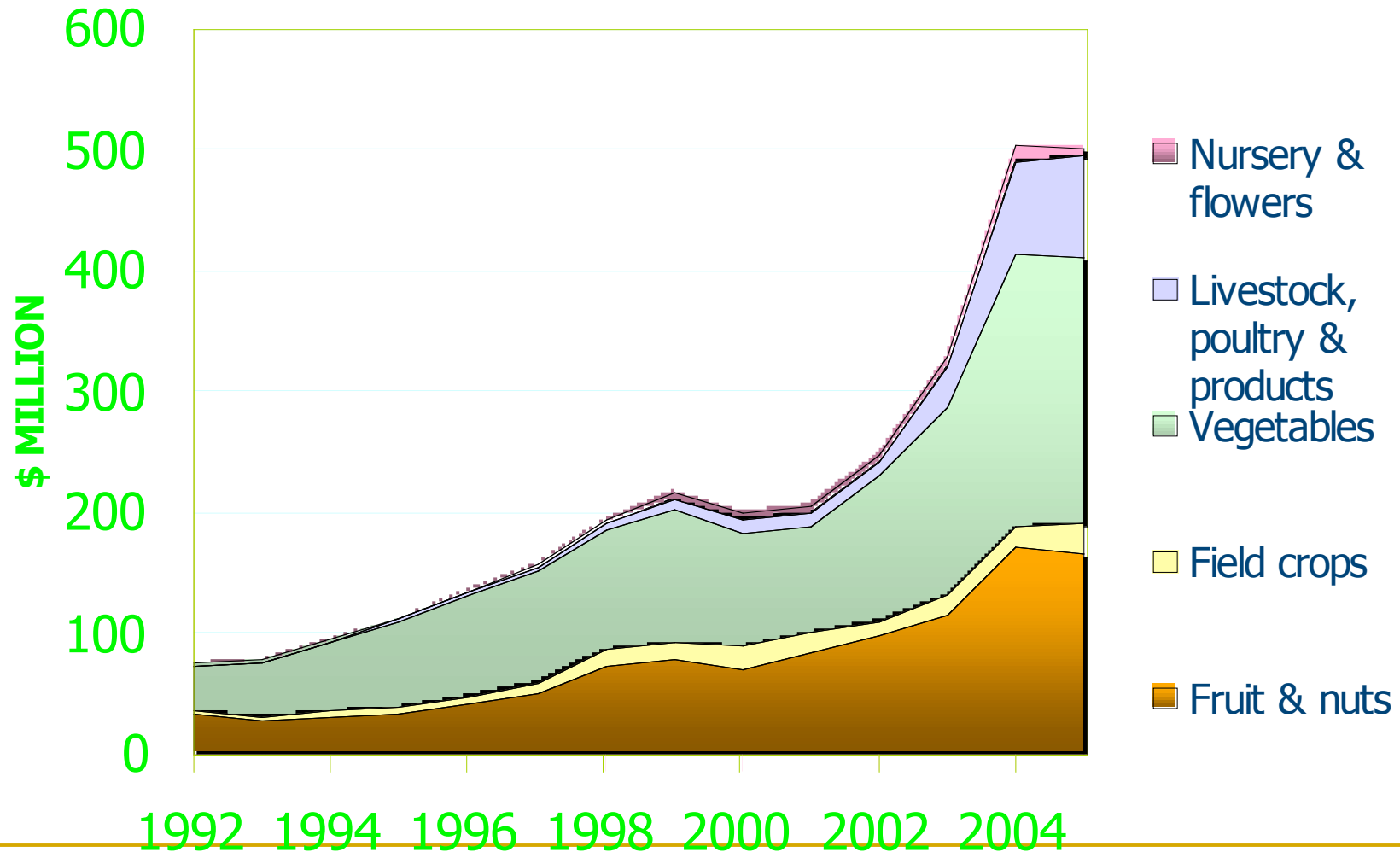
SALES of TOP 20 ORGANIC COMMODITIES

CA 2005 (CONTINUED)

Rank	Commodity	Number of Growers	Acres	Sales
11	Layer hens	41	445	12,057,000
12	Rice	70	14,475	11,531,000
13	Almond	75	3,470	11,252,000
14	Raisin grapes	53	4,445	10,657,000
15	Broccoli	143	2,997	10,253,000
16	Raspberry	56	332	9,718,033
17	Avocado	179	1,876	8,134,000
18	Tomato – fresh	231	668	7,480,000
19	Tomato–processi ng	29	4,173	7,372,000

CA ORGANIC SALES

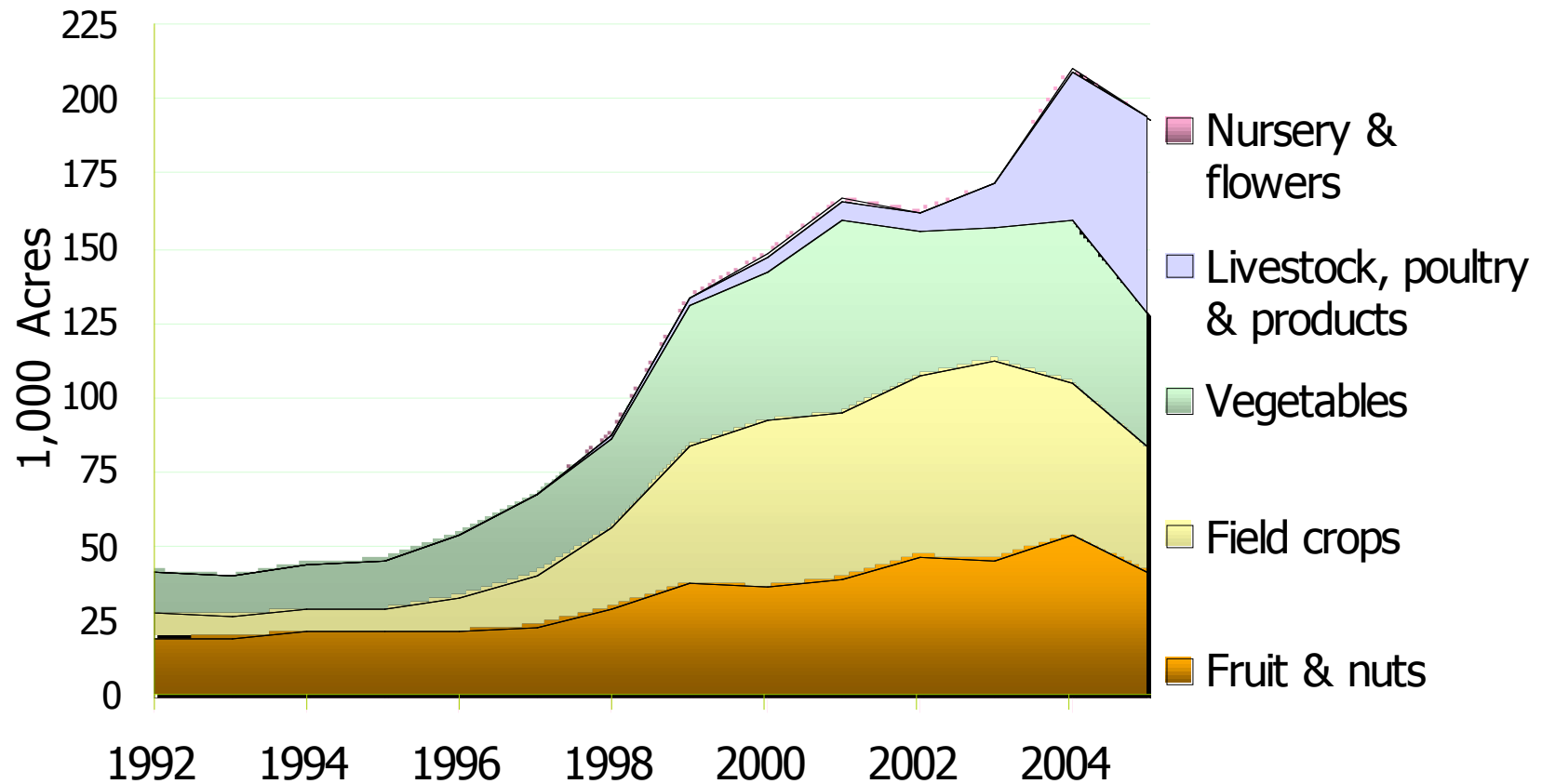
\$503 MILLION in 2005



Source: CDFA Organic Program

CA ORGANIC ACREAGE

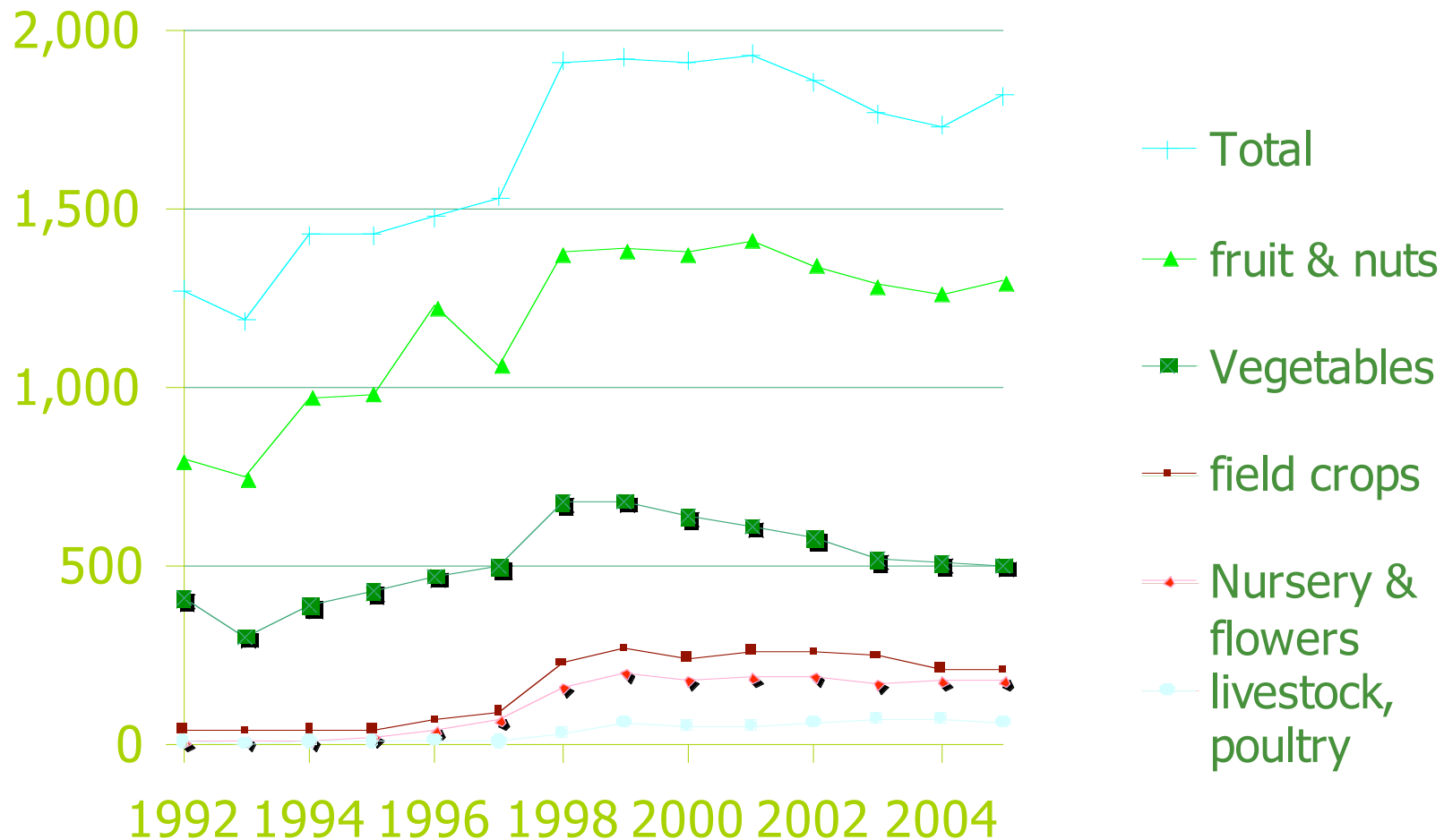
194,907 ACRES in 2005



Source: CDFA Organic Program

NUMBER OF CA ORGANIC GROWERS

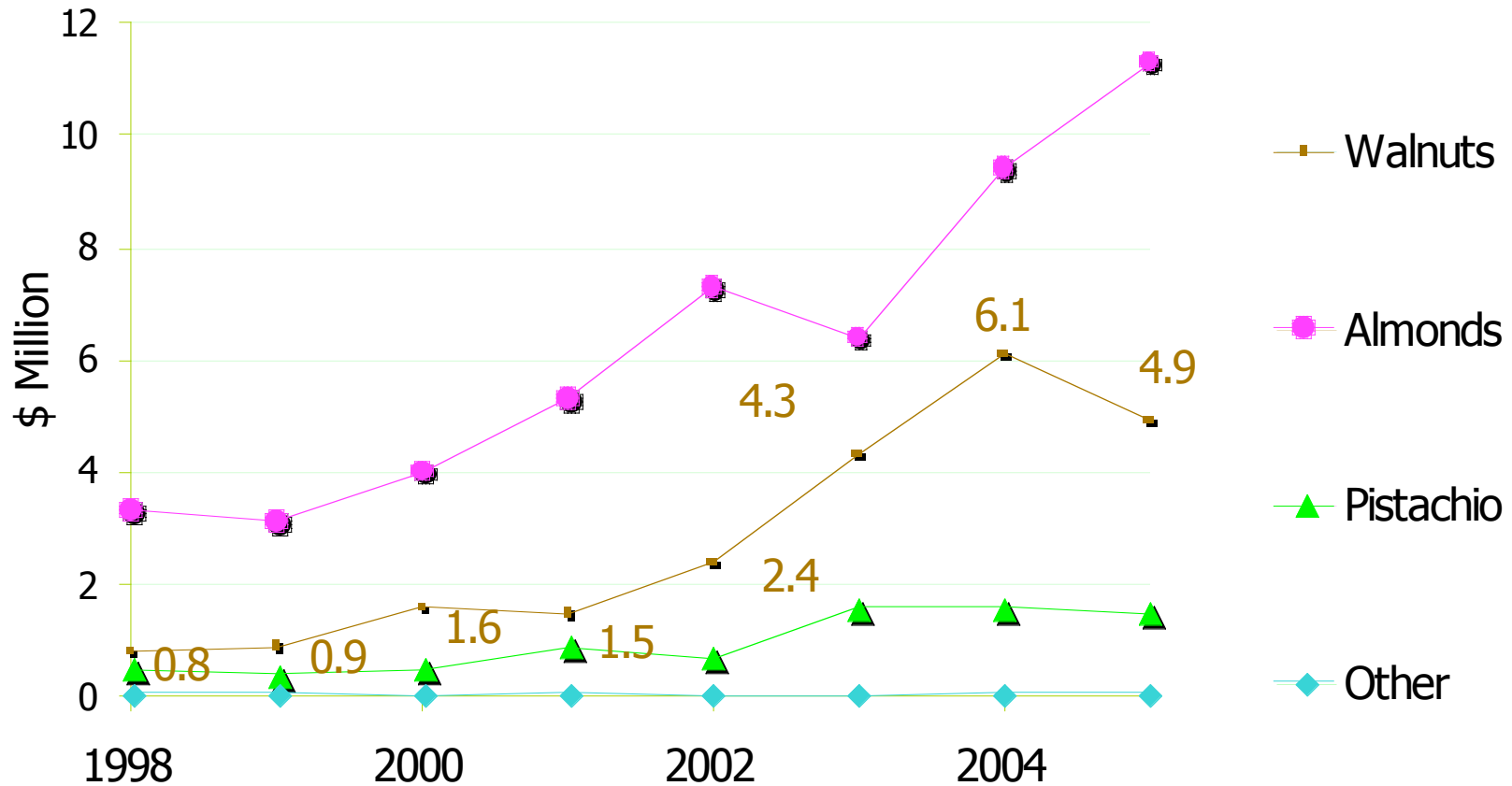
2005 – 1,815 GROWERS*



* Excludes registered growers reporting no sales Source: CDFA Organic Program

CA ORGANIC NUT FARM LEVEL SALES

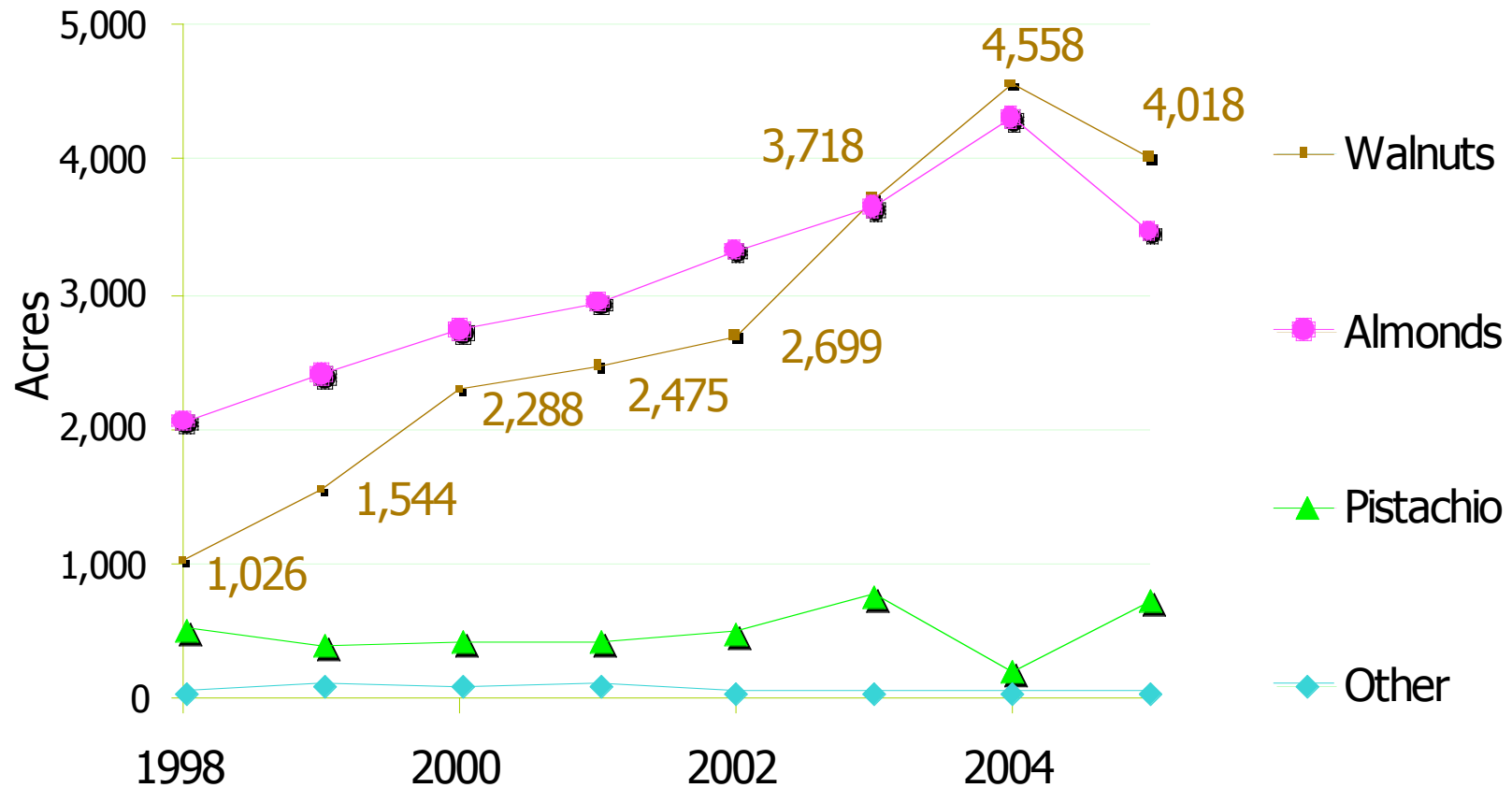
\$ 17.7 MILLION IN 2005



Source: CDFA Organic Program

CA ORGANIC NUT ACREAGE

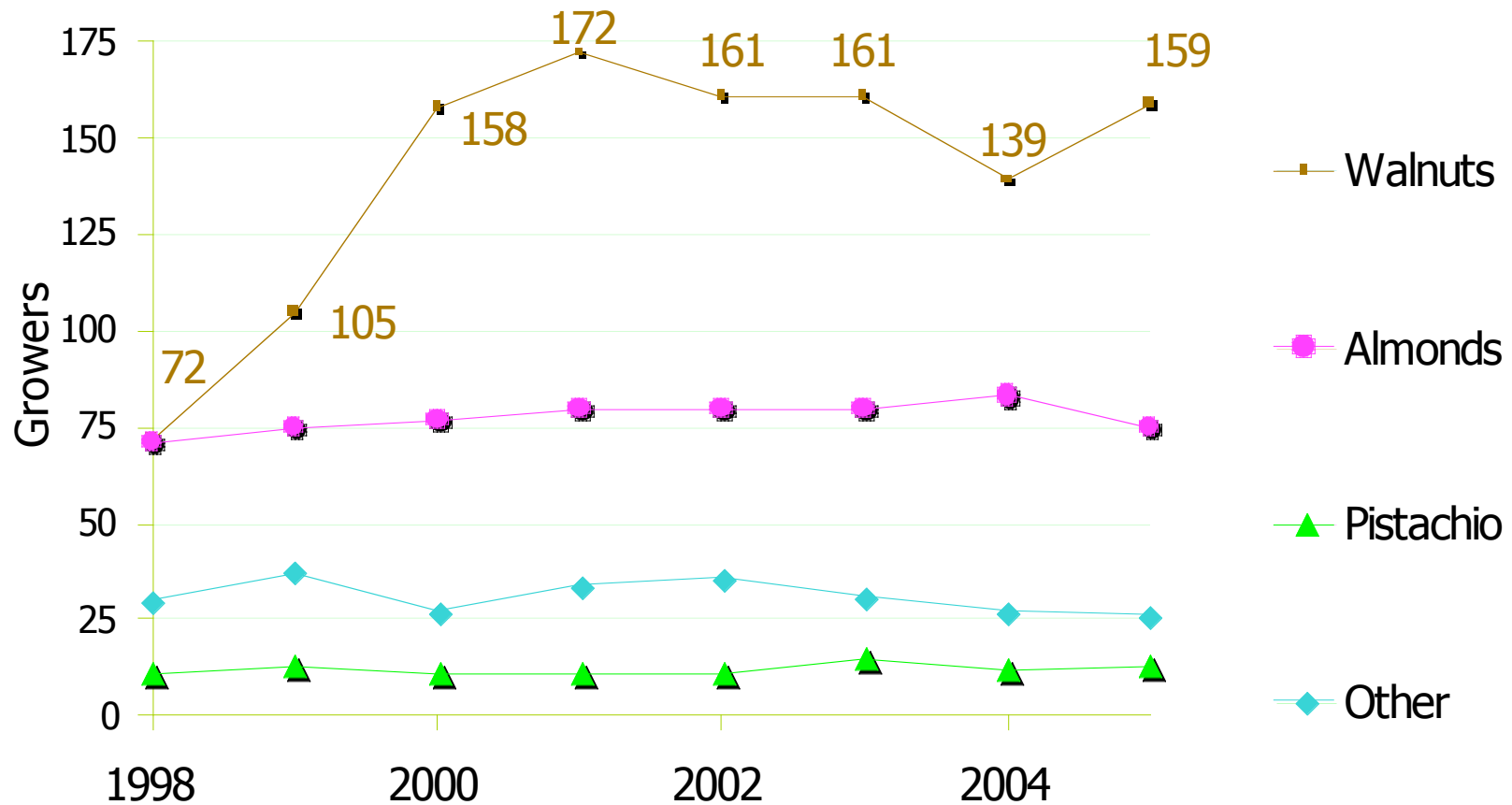
8,285 NUT ACRES IN 2005



Source: CDFA Organic Program

CA ORGANIC NUT GROWERS

274 NUT GROWERS IN 2005



Source: CDFA Organic Program

CALIFORNIA TRENDS

- Organic sales in CA are growing at double digit rates without an increase in the number of growers.
 - Vegetable crops, fruits, and nuts dominate.
 - Livestock and poultry sales are now growing at a faster rate than produce.
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