



**AgEcon** SEARCH  
RESEARCH IN AGRICULTURAL & APPLIED ECONOMICS

*The World's Largest Open Access Agricultural & Applied Economics Digital Library*

**This document is discoverable and free to researchers across the globe due to the work of AgEcon Search.**

**Help ensure our sustainability.**

Give to AgEcon Search

AgEcon Search

<http://ageconsearch.umn.edu>

[aesearch@umn.edu](mailto:aesearch@umn.edu)

*Papers downloaded from **AgEcon Search** may be used for non-commercial purposes and personal study only. No other use, including posting to another Internet site, is permitted without permission from the copyright owner (not AgEcon Search), or as allowed under the provisions of Fair Use, U.S. Copyright Act, Title 17 U.S.C.*

96th Annual USDA Agricultural Outlook Forum  
Arlington, VA ♦ February 21, 2020

## The Outlook for Organic Agriculture

Catherine Greene, Andrea Carlson, and Kim Ha  
Economic Research Service, USDA  
[catherine.greene@usda.gov](mailto:catherine.greene@usda.gov)

The findings and conclusions in this presentation are those of the authors and should not be construed to represent any official USDA or U.S. government determination or policy. This research was supported by the intramural research program of the U.S. Department of Agriculture, Economic Research Service.

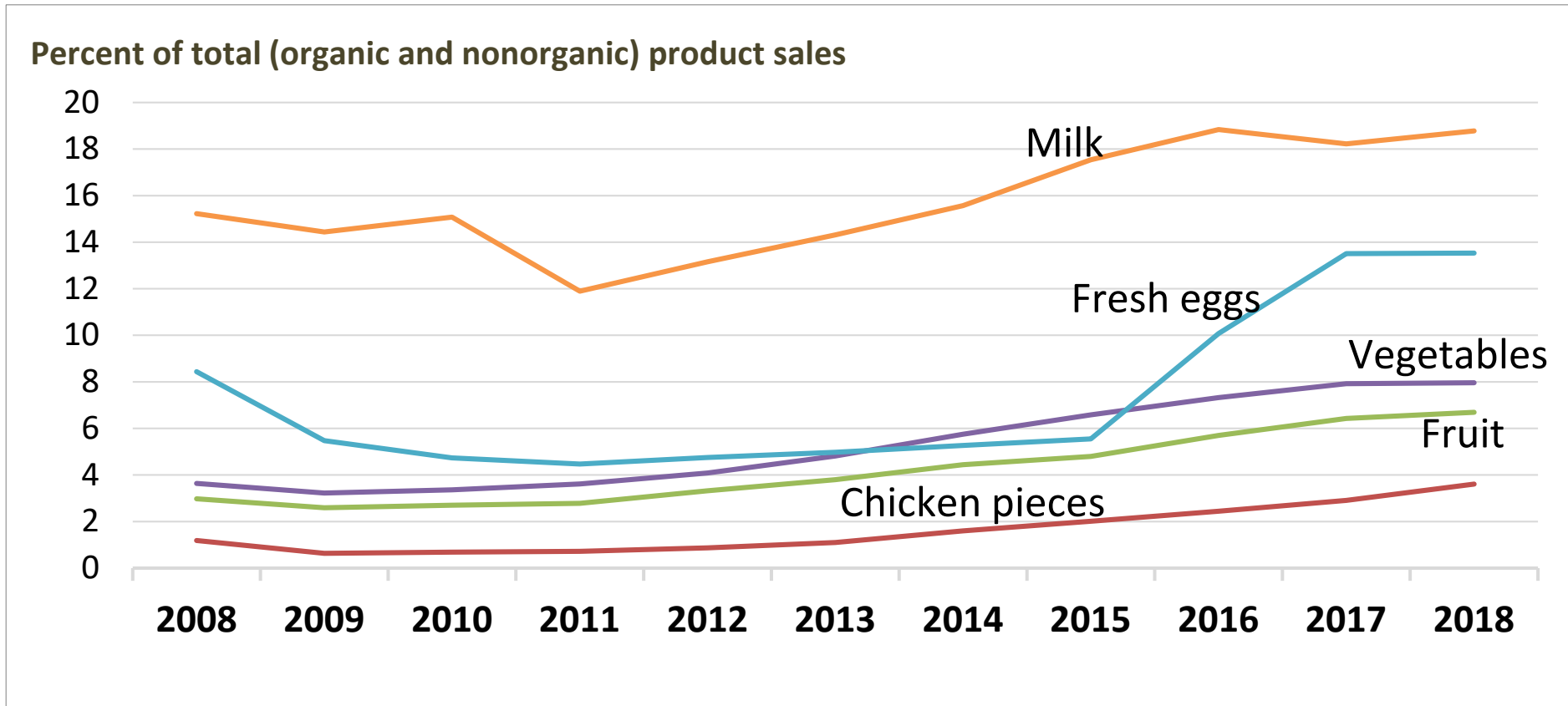
# U.S. Organic Trends – Growth and Innovation

Going into the new decade:

- **Market penetration of organic food is increasing**
- **Organic sales are increasing in every farm sector**
- **Produce, dairy and poultry still top organic farm sectors**
- **Certified research farms, food innovation labs are spreading**



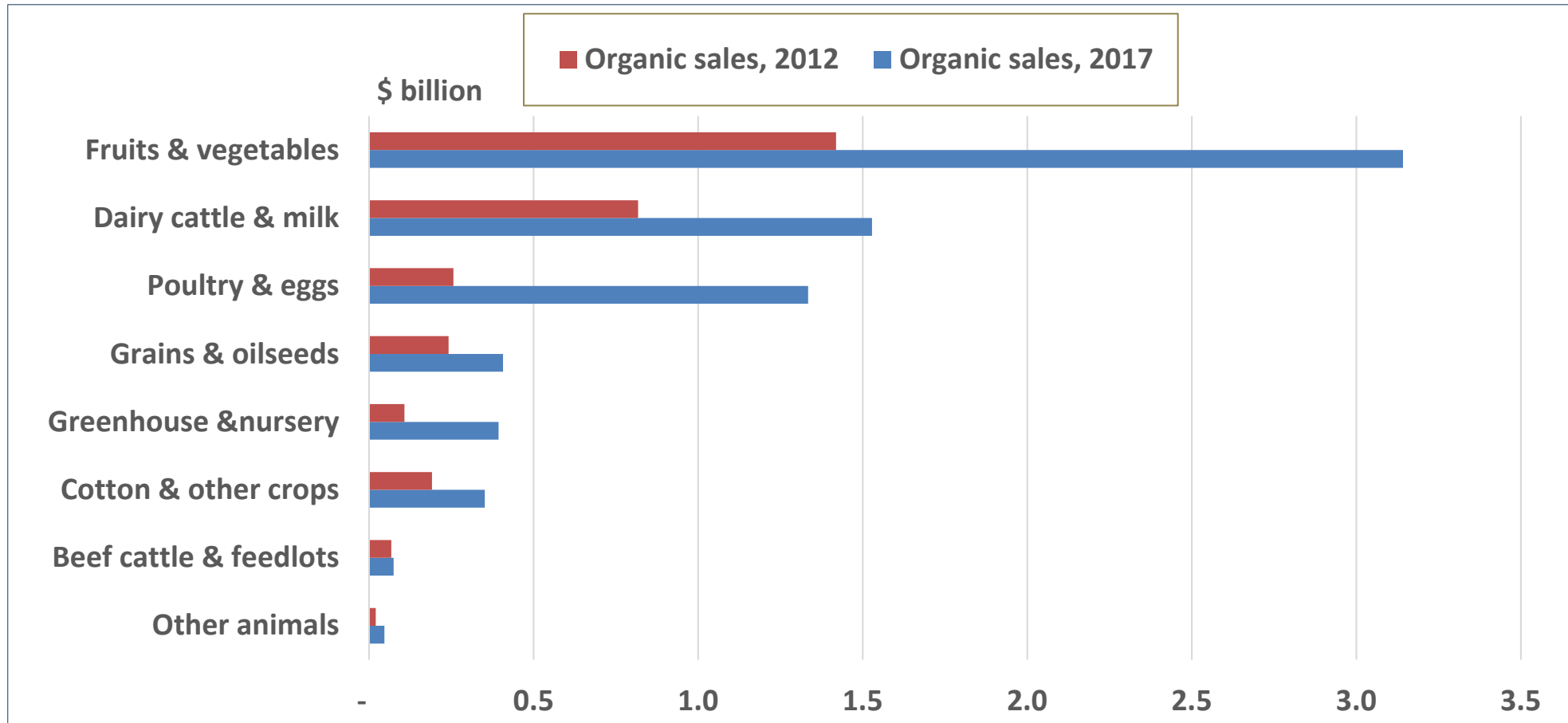
# Retail market share grew for organic produce, milk, eggs, and poultry over the last decade—matching commodity increases



Source: USDA, Economic Research Service and data from market research company IRI for the 2008-18 period.



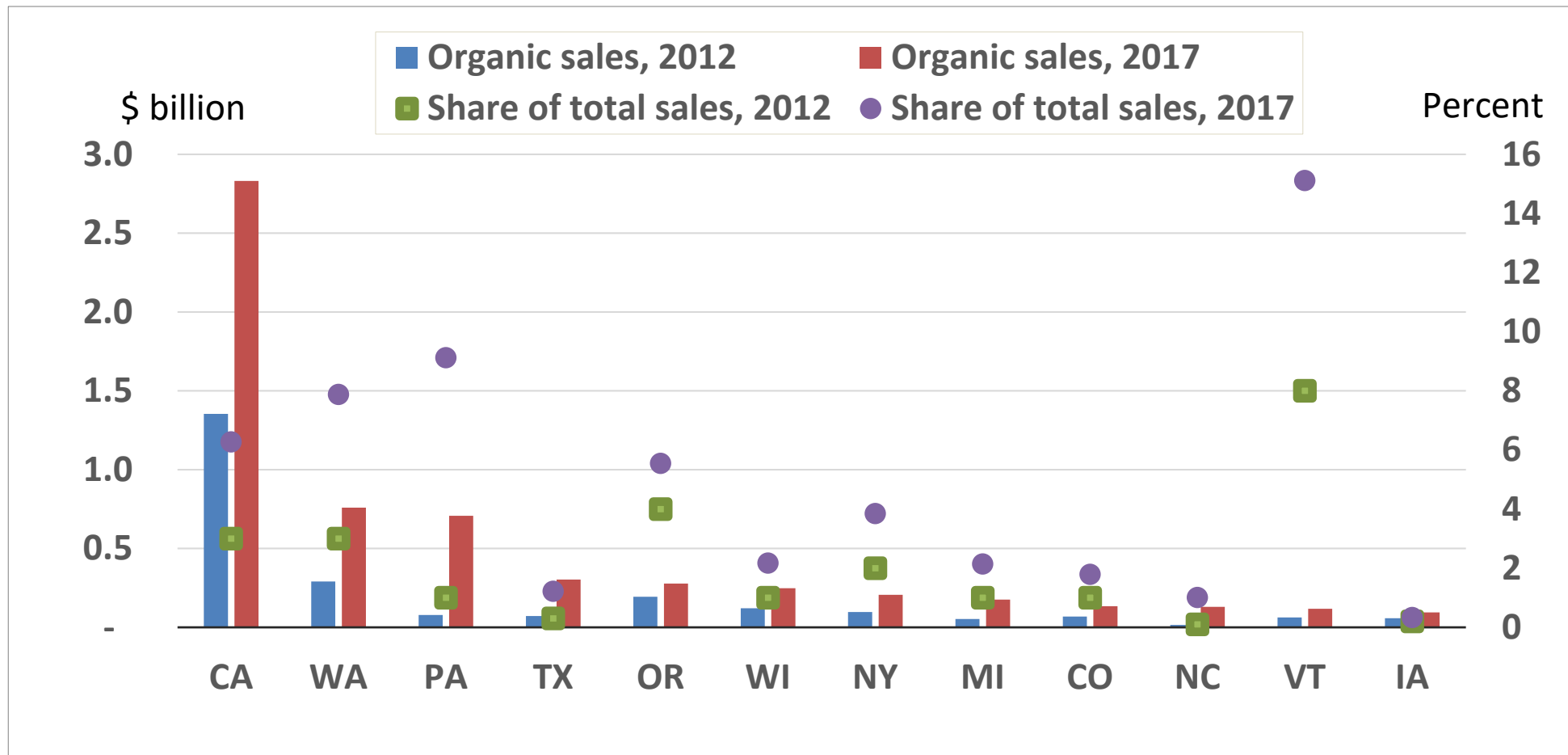
# U.S. organic sales increased in every farm sector, 2012-2017— Produce, dairy and poultry sectors lead



Source: USDA Economic Research Service using data from USDA National Agricultural Statistics Service, 2017 Census of Agriculture.



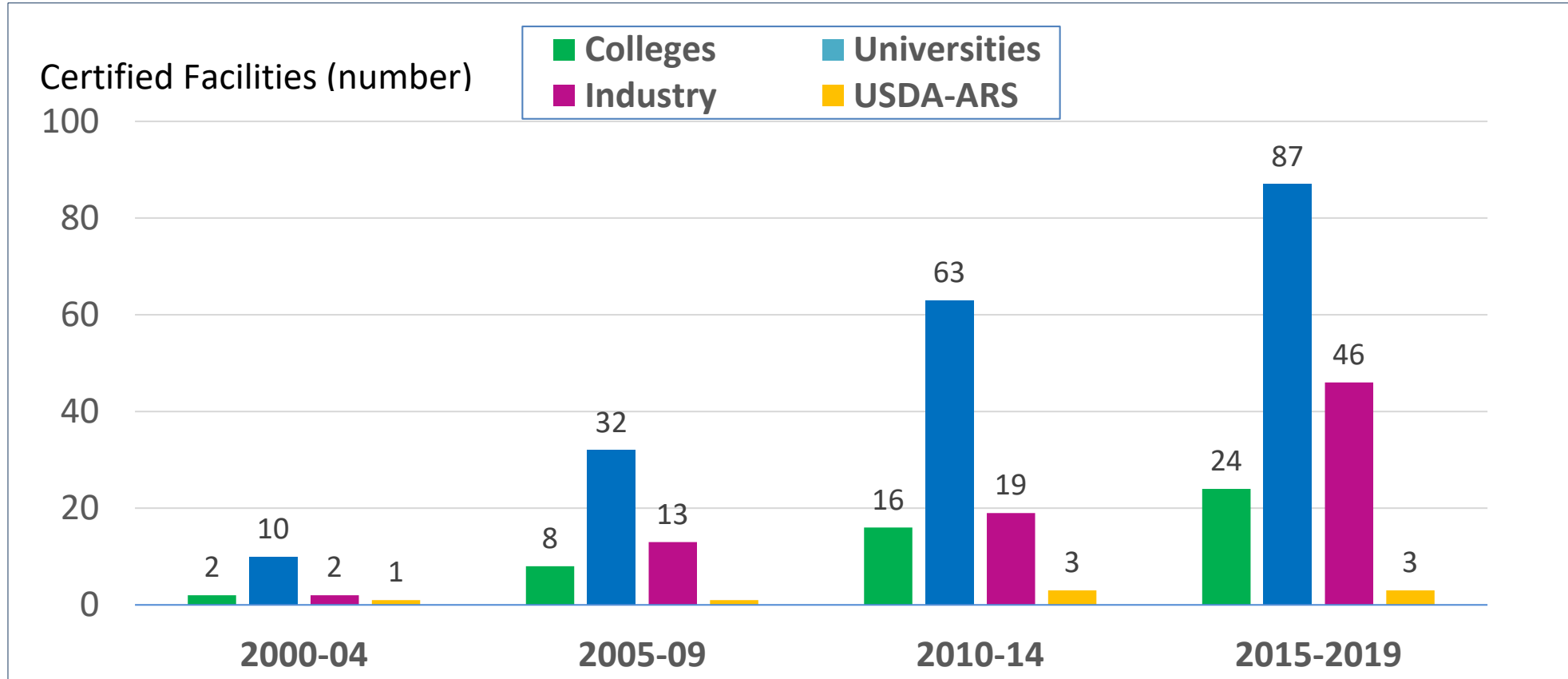
# U.S. organic commodity sales doubled between 2012 and 2017— Top States included California, Washington and Pennsylvania



Source: USDA Economic Research Service using data from USDA National Agricultural Statistics Service, 2017 Census of Agriculture.



# U.S. organic research farms & food innovation labs— Steady increase in certified facilities, 2000-2019

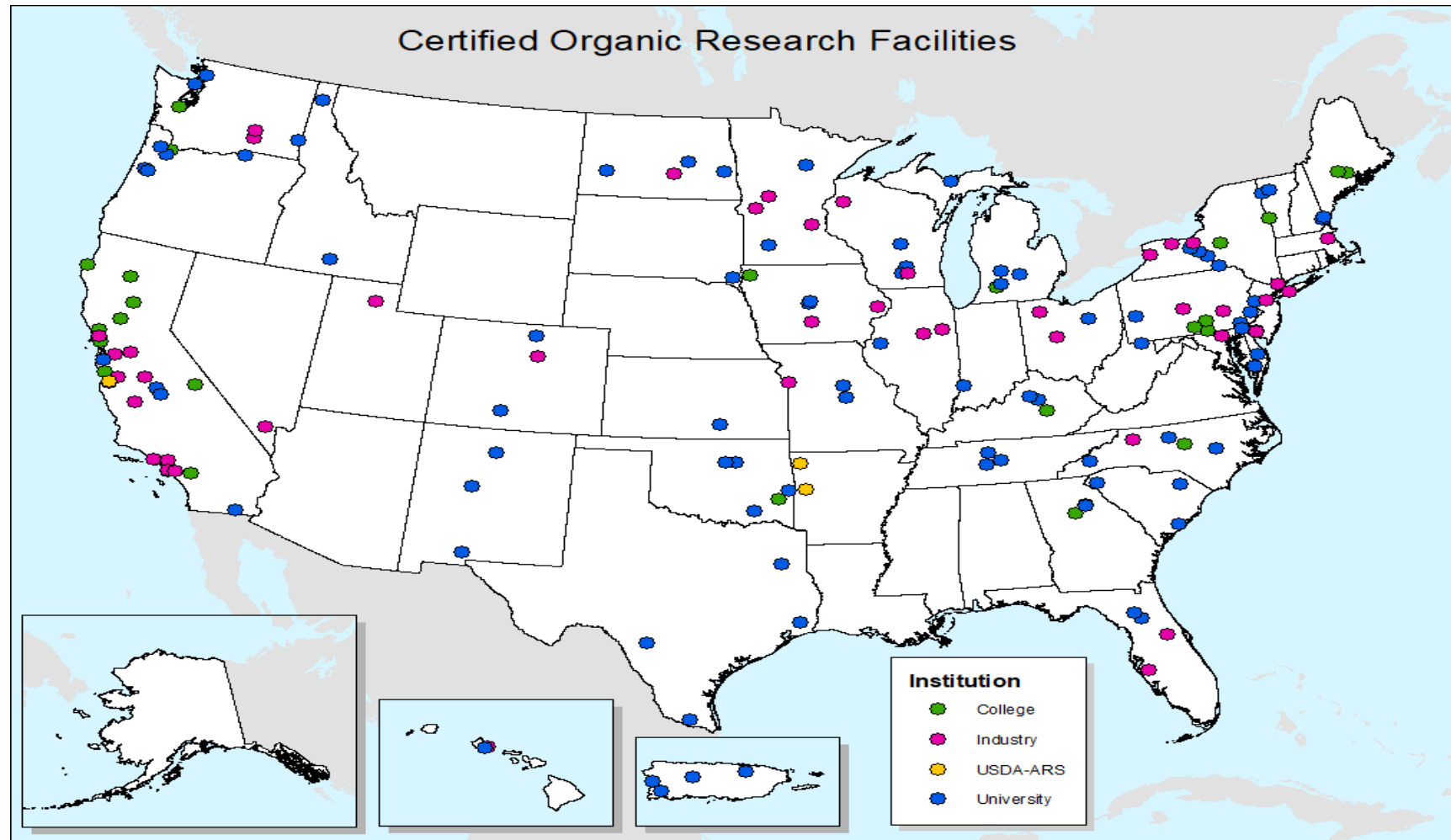


Source: USDA Economic Research Service based on data from USDA National Organic Program Integrity Database.





# Certified organic research facilities in nearly 40 States in 2019— California led with 26 certified facilities



Source: USDA Economic Research Service based on data from USDA National Organic Program Integrity Database.





# For more information

USDA-ERS Organic Agriculture Topic Page:

<http://www.ers.usda.gov/topics/natural-resources-environment/organic-agriculture.aspx>

USDA Organic Topic Page:

<https://www.usda.gov/topics/organic>

