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# CALIFORNIA'S ORGANIC AGRICULTURE: SIZE AND GROWTH

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# DIMENSIONS OF CA ORGANIC AG

- Acreage
  - National importance of CA organic
  - Sales
  - Commodities produced
  - Organic as part of CA ag
  - Number of growers
  - Entry and exit
  - Income concentration
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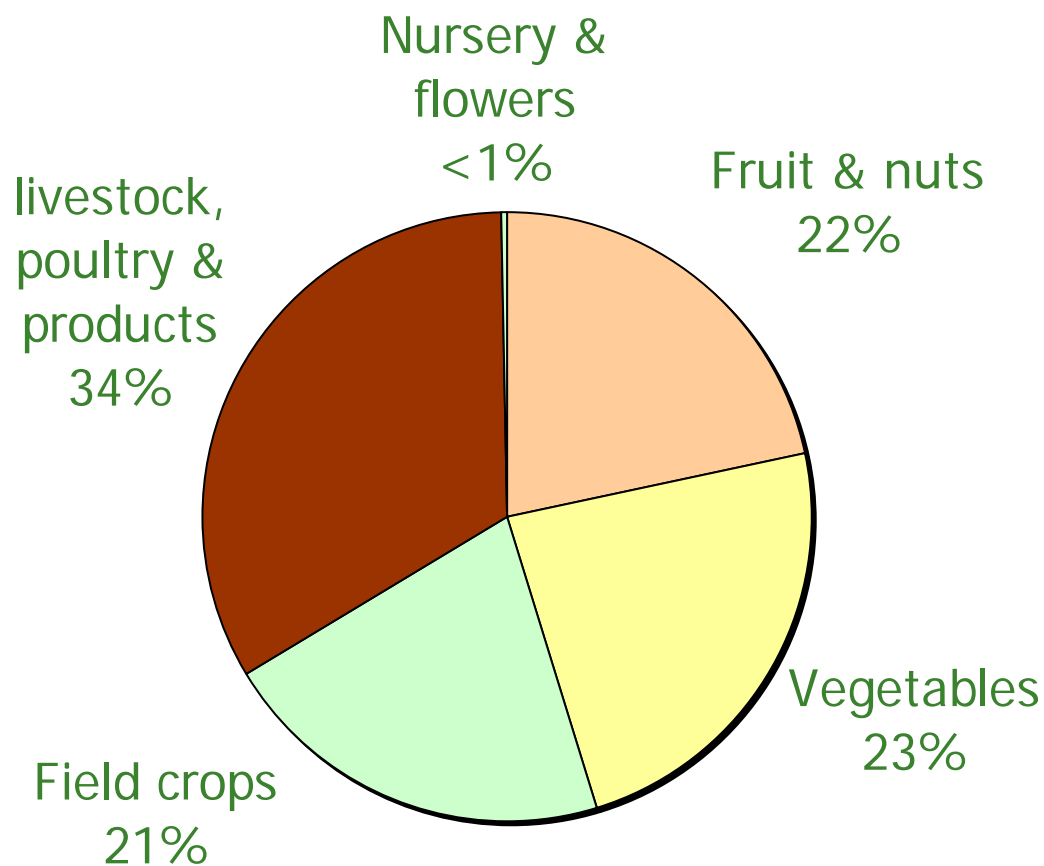
# UNIQUE REPORTING SYSTEM FOR CA ORGANIC PROGRAM

- CA Organic Products Act 2003
  - All producers marketing products using the organic claim must register with the CDFA Organic Program on an annual basis.
  - Registration is different from and in addition to organic certification
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# ACRES OF CA ORGANIC COMMODITIES

## 2005 –194,907 ACRES

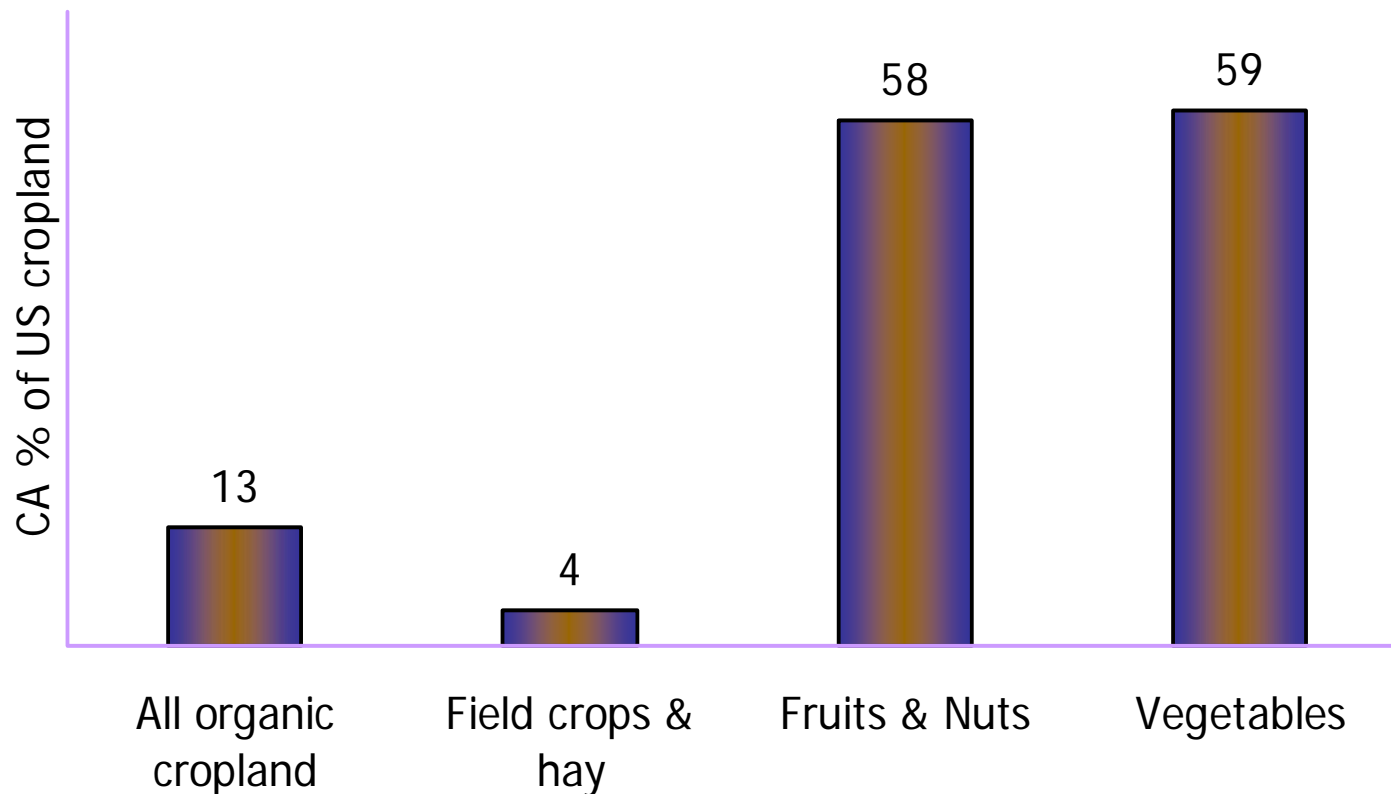


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Source: CDFA Organic Program

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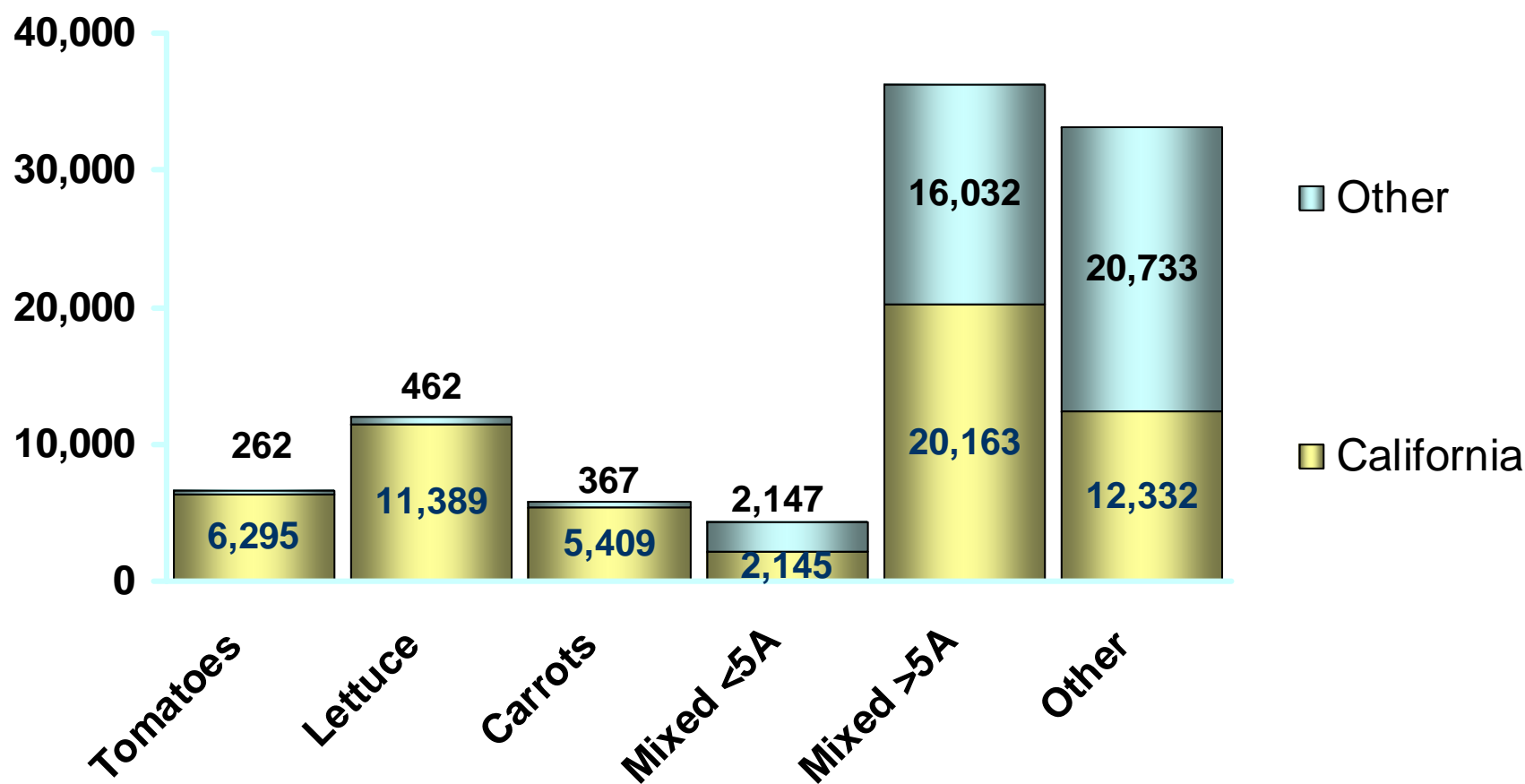
# CA PERCENTAGE *of* US CERTIFIED ORGANIC CROPLAND, 2005



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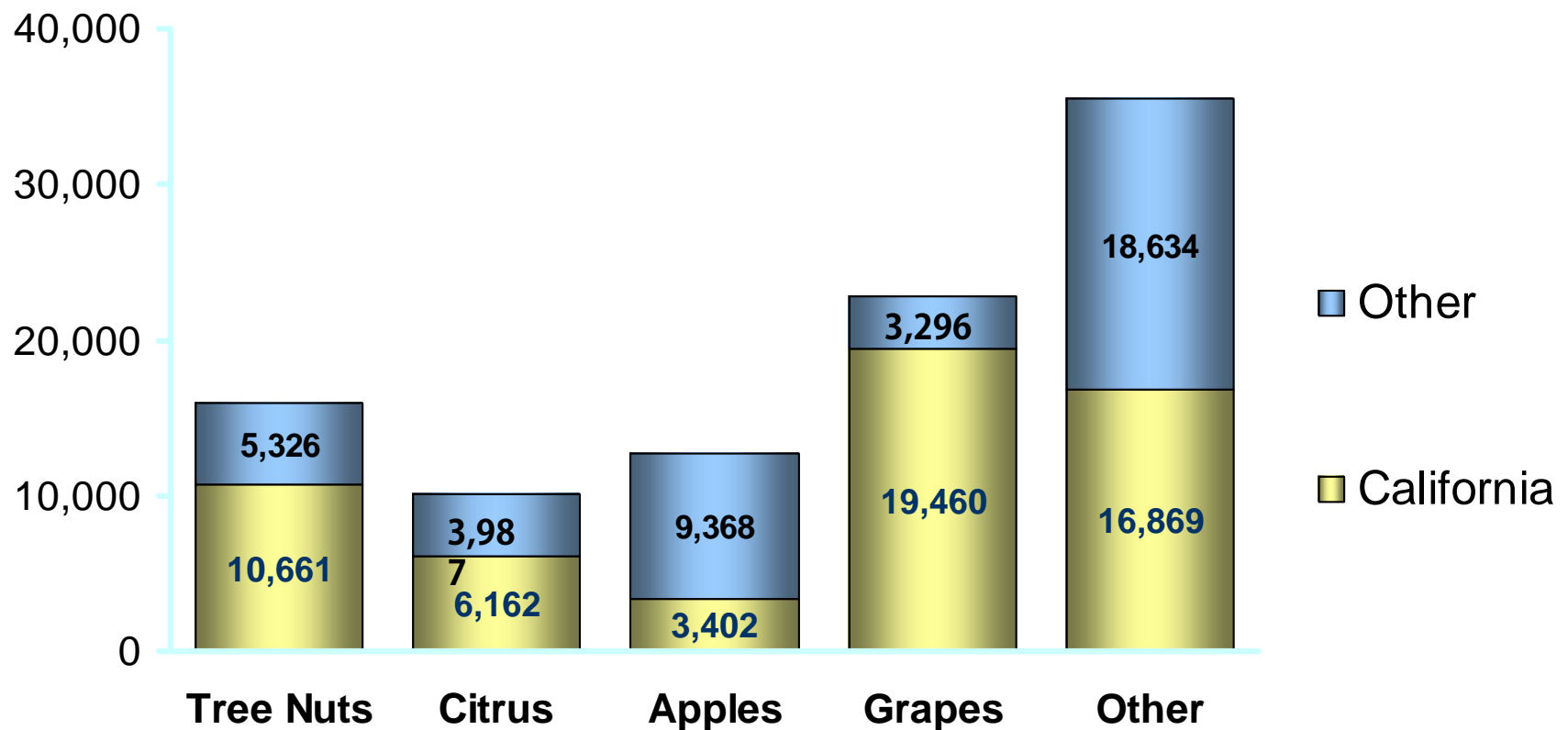
Source: Economic Research Service, USDA

# US CERTIFIED ORGANIC VEGETABLE ACREAGE *by* STATE, 2005



Source: Economic Research Service, USDA

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

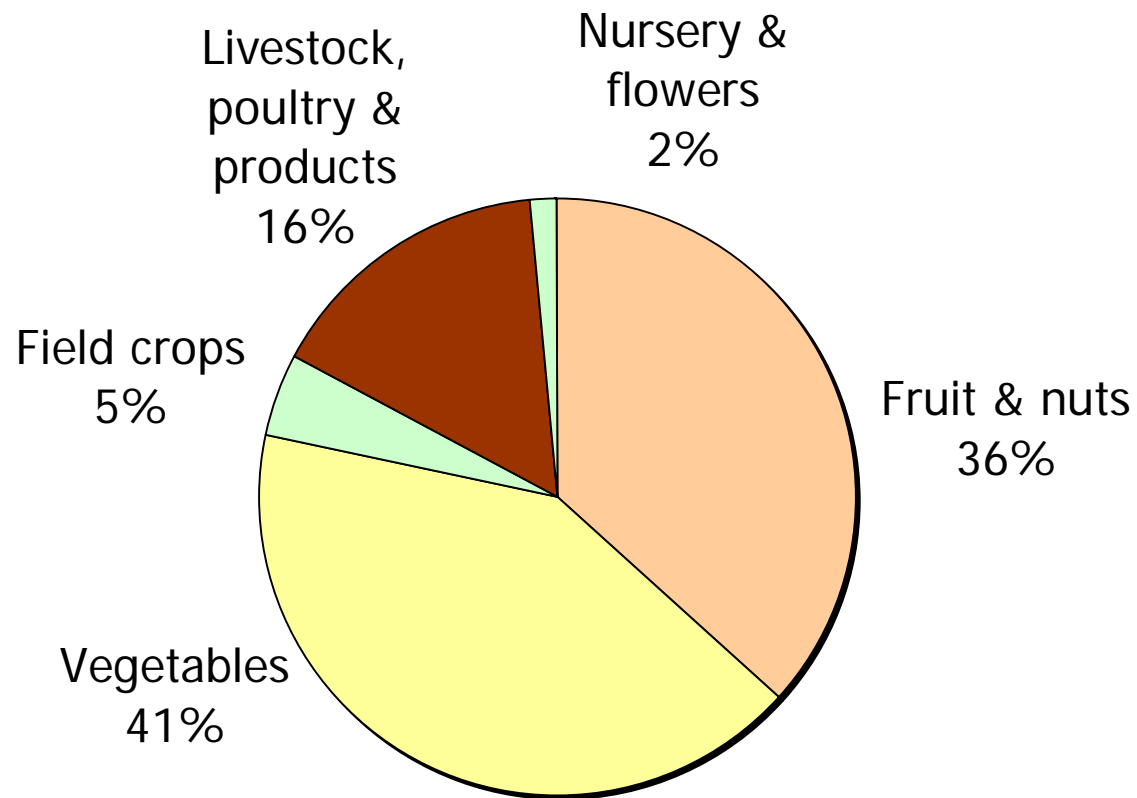


Source: Economic Research Service, USDA

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# CA ORGANIC SALES 2005

## \$503 MILLION



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# CA ORGANIC *AND* CONVENTIONAL SALES - 2005

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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	37	2
Nursery, greenhouse & floriculture	10	2	.2
Vegetable crops	23	41	3
Livestock, poultry, and products	27	16	1

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# SALES *of* TOP 20 ORGANIC COMMODITIES CA 2005

Rank	Commodity	Number of Growers	Acres	Sales
1	Dairy	17	14,504	\$40,424,591
2	Salad mix	87	8,895	39,184,000
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	Layer hens	41	445	12,057,000

# SALES *of* TOP 20 ORGANIC COMMODITIES CA 2005 (CONTINUED)

Rank	Commodity	Number of Growers	Acres	Sales
11	Rice	70	14,475	11,531,000
12	Almond	75	3,470	11,252,000
13	Raisin grapes	53	4,445	10,657,000
14	Broccoli	143	2,997	10,253,000
15	Raspberry	56	332	9,718,033
16	Avocado	179	1,876	8,134,000
17	Tomato – fresh	231	668	7,480,000
18	Tomato–processing	29	4,173	7,372,000
19	Celery	48	1,043	6,764,933
20	Dates	13	800	6,781,837

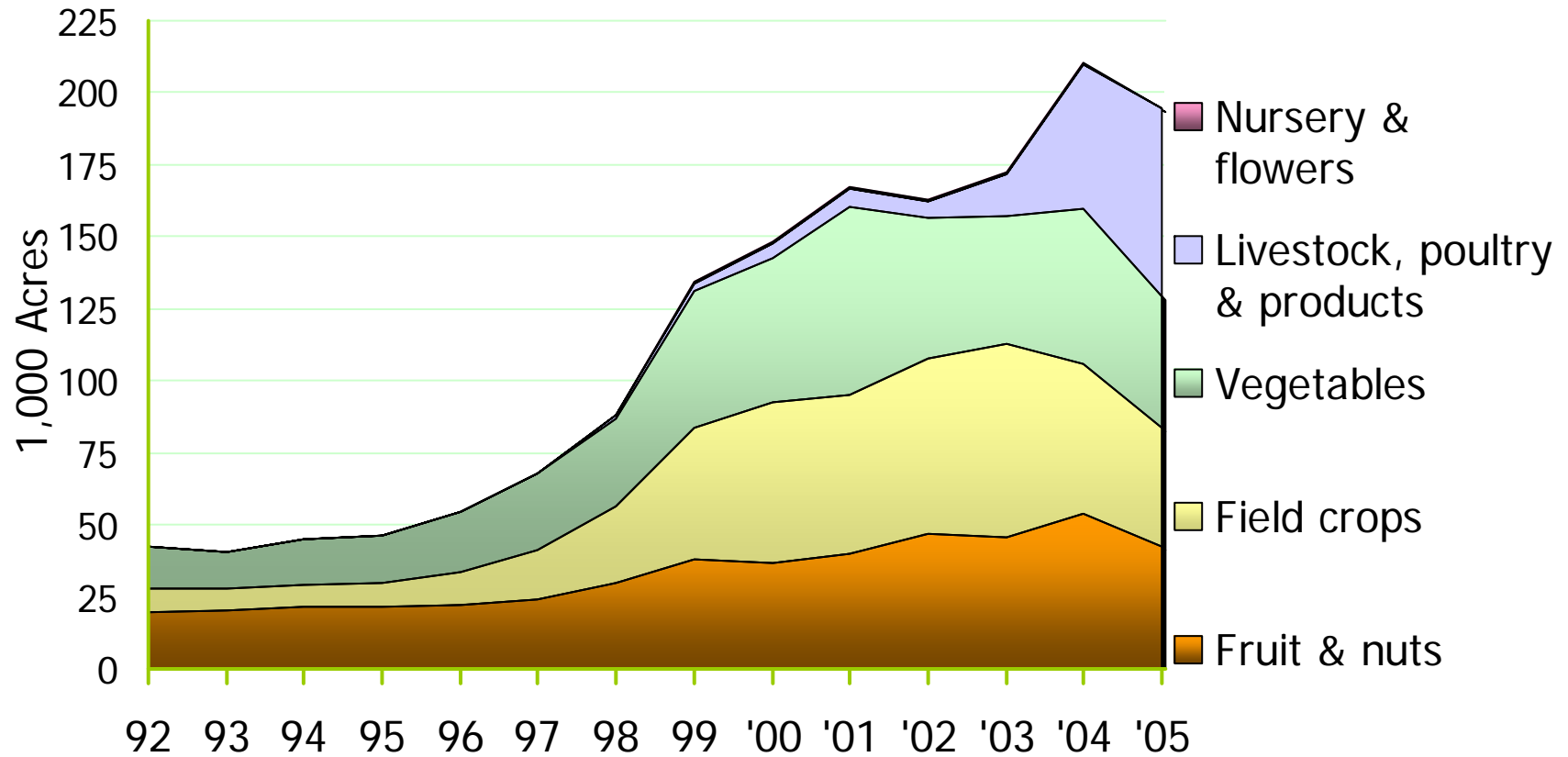
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# TRENDS IN CA ORGANIC AG

- Acreage
  - Sales
  - Number of growers
  - Entry and exit
  - Income concentration
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# CA ORGANIC ACREAGE

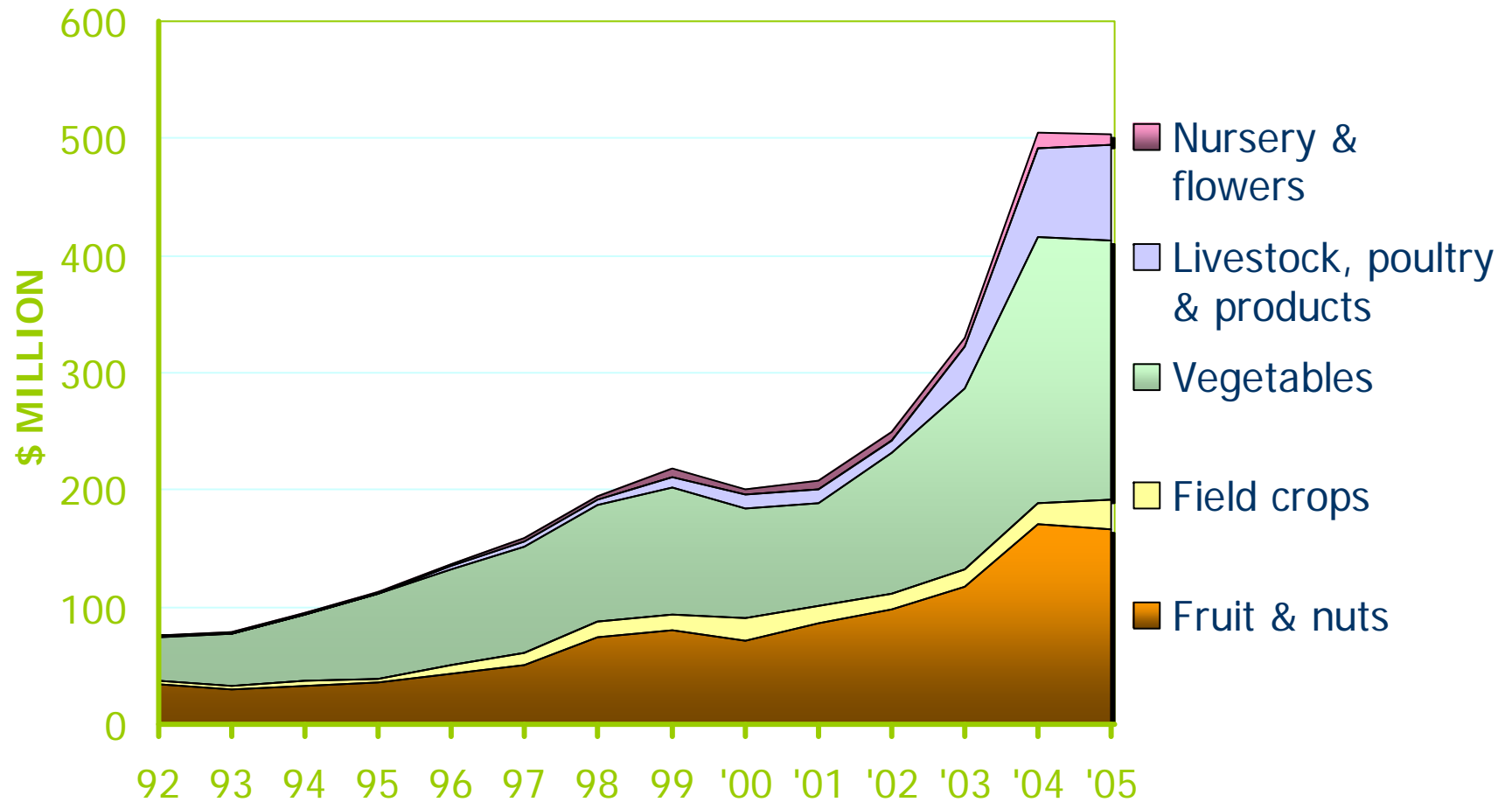
194,907 ACRES in 2005



Source: CDFA Organic Program

# CA ORGANIC SALES

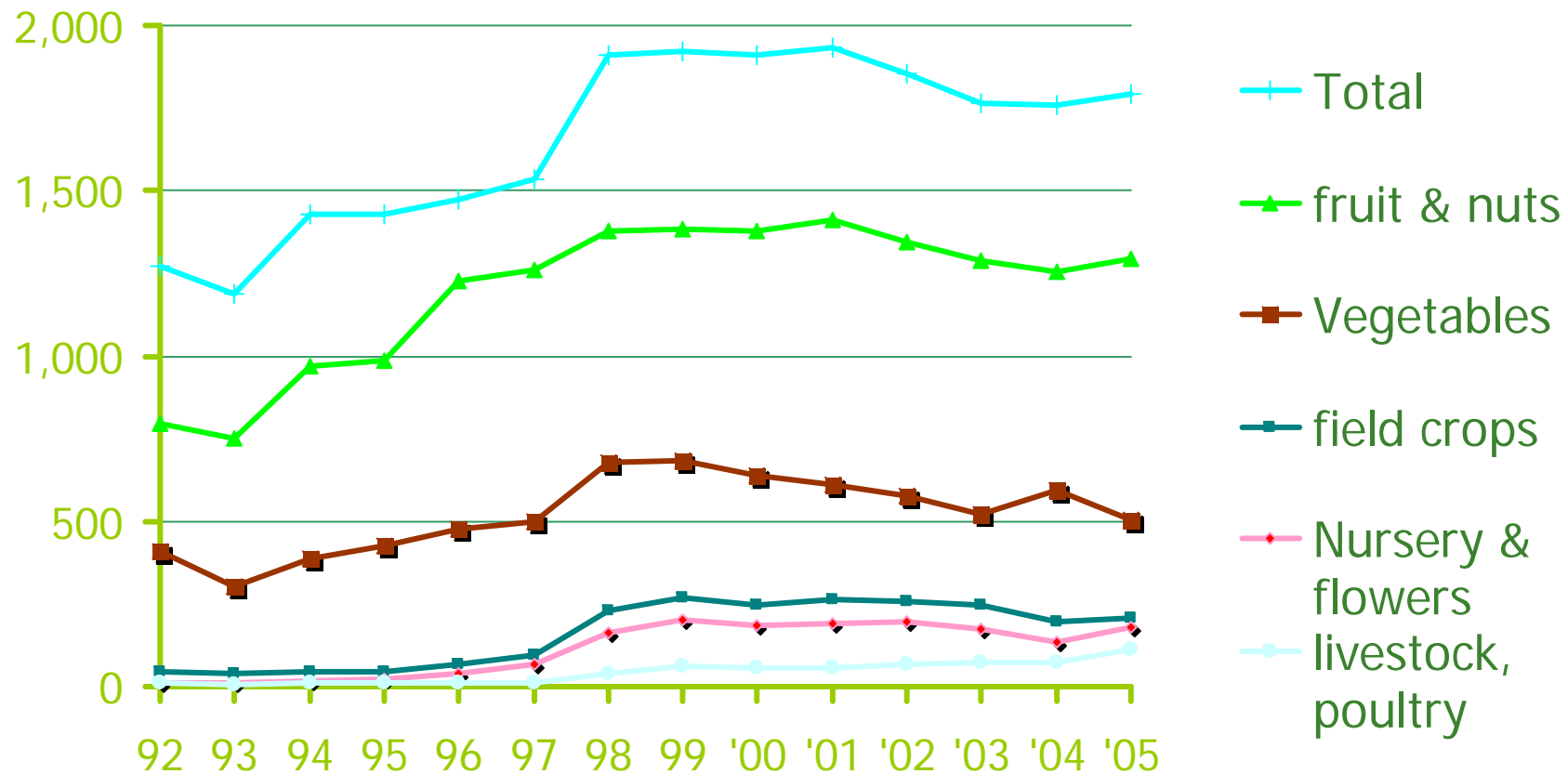
\$503 MILLION in 2005



Source: CDFA Organic Program

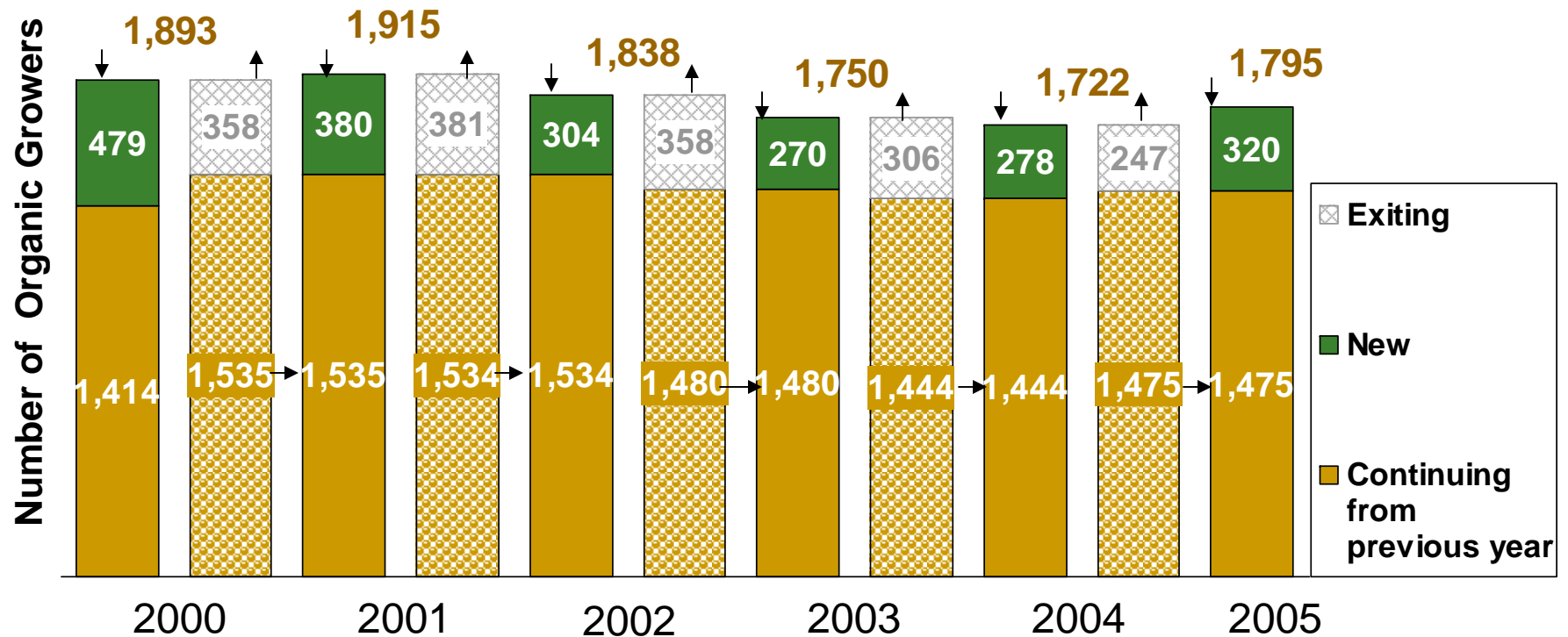
# NUMBER OF CA ORGANIC GROWERS

2005 – 1,795 GROWERS\*



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

# ENTRY & EXIT OF REGISTERED ORGANIC GROWERS IN CA



Exiting growers were registered for the previous year but did not continue registration into the given year.

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# REASONS FOR EXIT

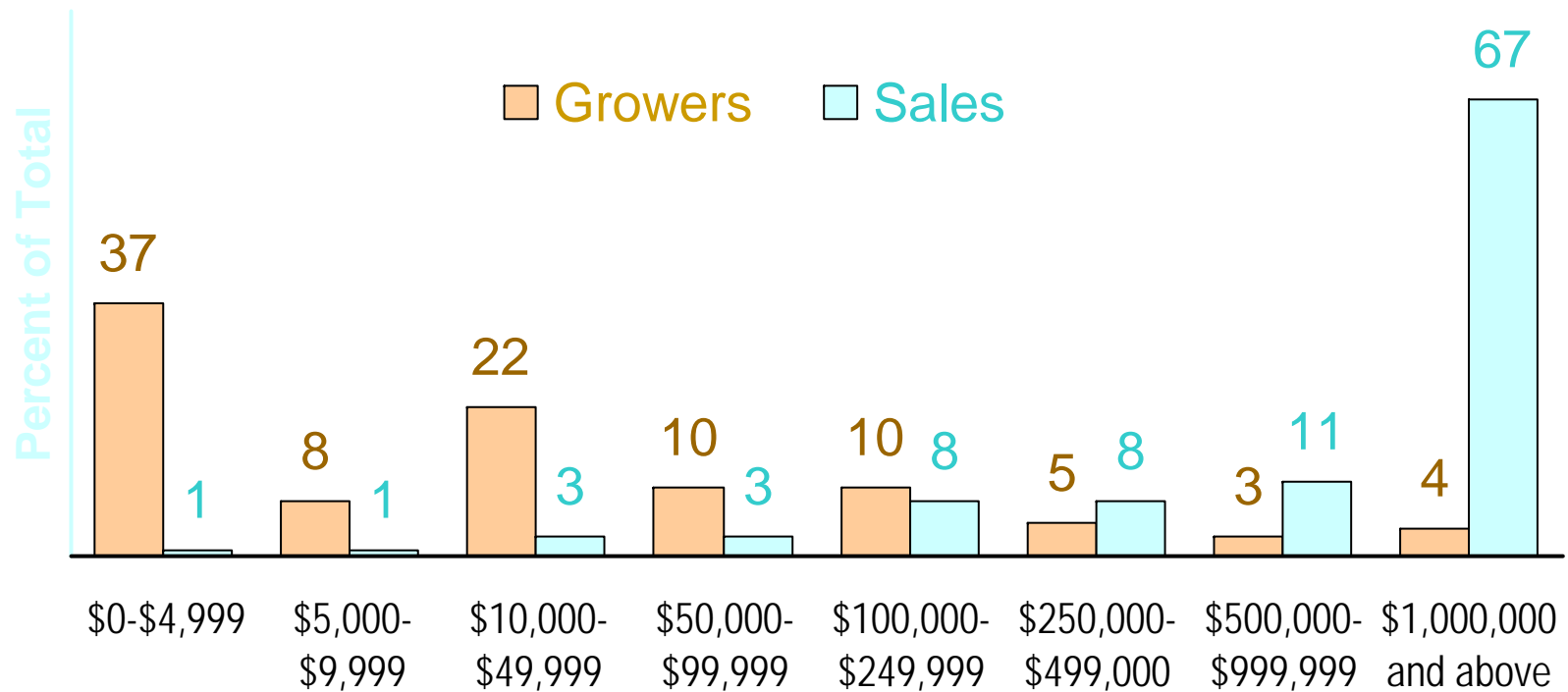
- Consolidation
  - Name change of farm
  - Retired, deceased
  - Too much paper work
  - Market access
  - Beyond organic
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# CHARACTERISTICS OF ENTRY

- Conventional grower diversification
  - New farmer
  - Expansion by acquisition of property
  - Name change
  - Consolidation
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# INCOME CONCENTRATION *in CA* ORGANIC AG, 2005



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# CALIFORNIA TRENDS

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