The organic sector’s integrated value chain not only delivers organic products from seed to shelf, but helps to capture consumer demand for the benefit of the farmers, the economy, and the public. OTA is proud to represent over 7,000 farmers, ranchers, handlers, processors, distributors, and retailers committed to organic.

Learn more at www.ota.com
U.S. consumer sales of organic products exceed $39 billion in organic sales. $35.9 billion of that is organic food, up 11% in 2014. Organic food sales now represent almost 5% of total U.S. food sales.  

51% of families are buying more organic products than a year ago. 83% of parents purchase organic products sometimes and 97% of those parents purchase organic fruits and vegetables.  
Source: U.S. Families’ Organic Attitudes & Beliefs 2015 Tracking Study, 2015, OTA

Over half a billion dollars in U.S. organic exports were tracked last year. In 2014, the US exported $553M in organics across the 26 products tracked. This is $141M increase from when data was first tracked, showing strong growth for exports.  
Source: Preliminary Analysis of USDA's Organic Trade Data: 2011 to 2014, by Edward C. Jaenicke and Iryna Demko

Over 3,000 farms are transitioning to organic across the country. There are nearly 19,500 certified organic operations—farms and processing facilities. Worldwide, there are more than 25,000 certified organic operations in more than 120 different countries.  
Source: 2012 Census of Agriculture Organic Special Tabulation, September 2014, USDA’s National Agricultural Statistic Service

There are 296 organic inspectors in the U.S. Every organic operation involved between the farm and market is inspected to verify compliance with the USDA organic regulations.  
Source: IOIA, March 2015

26 percent of organic farmers are under 45 years old. Organic producers are also more likely to be beginning farmers, with 27 percent starting farming in the last 10 years.  
Source: 2012 Census of Agriculture Organic Special Tabulation, September 2014, USDA’s National Agricultural Statistics Service

10.6 million organic apple boxes were produced from last year’s crop. About 7% of Washington’s total fresh apple crop is organic. For the past three seasons, prices for most organic varieties have hovered between $30 and $40 a box.  
Source: David Granatstein based on data from WSU, USDA-ARS, and USDA-NASS.

Over 30,000 USDA employees have completed organic “101” literacy education to help them better understand and serve organic operators. 23,000 people have taken the “201” course.  
Source: U.S. Department of Agriculture

45 synthetics have been removed, denied or restricted for use in organic since 2008. A marked shift away from synthetic substances has occurred, with just 5 synthetics added to the National List in that same time period.  
Source: “Know Your National List,” Organic Trade Association Resource Booklet for the NOSB Fall 2014 Meeting

Organic soy pays more than 300% per bushel over conventional. Of all the soybeans imported to the US, 31% are organic, accounting for $186 Million in 2014. Currently, conventional soy is $9 a bushel while organic is $30.  
Source: Preliminary Analysis of USDA’s Organic Trade Data: 2011 to 2014, by Edward C. Jaenicke and Iryna Demko

Coffee imports are valued at $333 million. This was the top product import based on dollar value in 2014, before soybeans, olive oil, bananas, and wine.  
Source: Preliminary Analysis of USDA’s Organic Trade Data: 2011 to 2014, by Edward C. Jaenicke and Iryna Demko

There are 3X more earthworms in organic soil. The burrowing and feeding activity of earthworms have numerous beneficial effects on overall soil quality for crop production.  

Global Organic Textile Standard includes fair labor component. Nearly 3,100 facilities worldwide are certified to GOTS. They make everything from apparel to beds/bedding, fabrics, home textiles, and personal care products and provide bleaching/dyeing, and yarn spinning.  
Source: Global Organic Textile Standard Version 4.0, Global Organic Textile Standard website