

The Organic State of Indiana: Findings From the 2016 Certified Organic Survey

Ariana Torres

Purdue Horticulture Business — hort.purdue.edu/HortBusiness

Purdue Horticulture and Landscape Architecture — ag.purdue.edu/HLA

Purdue Agricultural Economics — ag.purdue.edu/AgEcon



Across the country, sales of organic products continued to increase in 2016, according to a September 2017 announcement from the U.S. Department of Agriculture National Agricultural Statistics Service (USDA-NASS). The announcement was based on the results of the USDA-NASS 2016 Certified Organic Survey. The same survey found that Indiana placed fifth in the Midwest for the number of certified organic farms and accounted for 8 percent of total organic product sales in the Midwest.

The following pages will provide an overview the Certified Organic Survey results related to Indiana. In particular, this publication will examine the number of farms, land use, and sales, plus the types of certified crops, livestock, and poultry.

Survey Background

- The USDA conducted its first organic survey in 2008 as part of the census of agriculture. That first survey included certified, transitioning, and exempt organic farms. However, the 2016 survey (which this publication examines) did not cover transitioning farms.
- Certified organic farms are operations that comply with the National Organic Program (NOP). The program states that organic products must be produced free of prohibited substances.
- Transitioning farms are operations that are in the three-year transition period to organic certification.
- And exempt farms are operations that sell less than \$5,000 annually and are following organic production methods, so they are allowed to market their products as organic but cannot use the USDA organic seal.



Find Out More

The complete results of the 2016 Certified Organic Study are available on the USDA-NASS website: www.nass.usda.gov.



Indiana Certified Organic Operations

The 2016 organic census counted 420 certified organic operations in Indiana, which included certified farms and exempt operations. This represents an increase from 332 operations in 2015 — a 26.5 percent increase. Indiana’s 420 certified organic farms operated on 43,219 acres; 396 farms used 30,604 acres (70.8 percent) for growing crops, and 338 farms used 12,615 acres (29.2 percent) for pastureland or rangeland.

Of Indiana’s 420 operations, 416 reported a total of \$99.1 million in organic product sales. This figure represents about 8 percent of total organic product sales in the Midwest. Figure 1 illustrates the value of organic product sales.

Indiana’s organic sales came from:

1. Livestock and poultry products (55.8 percent) — this category includes milk from cows, chicken eggs, and other products such as sales of semen, embryos, manure, feathers, etc.
2. Livestock and poultry (33.2 percent) — this category includes dairy cows, beef cows, other cattle, hogs and pigs, chicken (layers), chicken (broilers), and others such as farm-raised bison, deer, rabbits, fish, ducks, quail, pullets, etc.
3. Crops, including nurseries and greenhouses (11 percent) — this category includes vegetables, fruits, nursery crops, tomatoes grown under protection, haylage, greenchop, etc.

The Midwest Region

The USDA includes these states in the Midwest region:

Illinois, Indiana, Iowa, Kansas, Michigan, Minnesota, Missouri, Nebraska, North Dakota, Ohio, South Dakota, and Wisconsin.

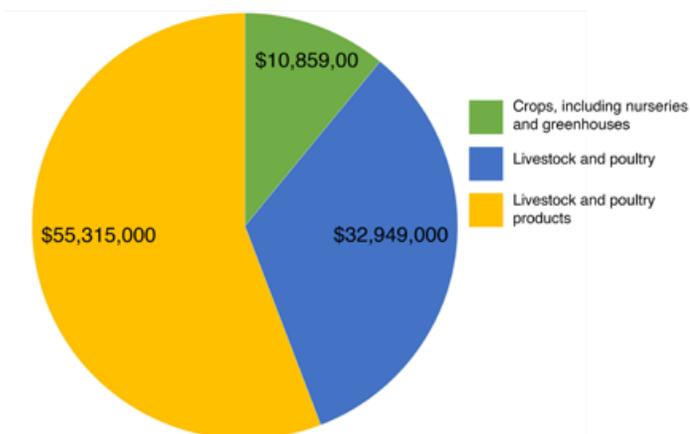


Figure 1. Economic impact variables of the green industry in Indiana.

Indiana organic farms accounted for almost 9 percent of all organic certified operations in the Midwest. Wisconsin had the most operations in the Midwest (1,276 farms), followed by Iowa (732 farms), Ohio (575 farms), Minnesota (545 farms), Indiana (420 farms), Michigan (402 farms), Missouri (302 farms), Illinois (205 farms), Nebraska (162 farms), North Dakota (114 farms), South Dakota (86 farms), and Kansas (86 farms). Figure 2 shows the number of certified farms by state.

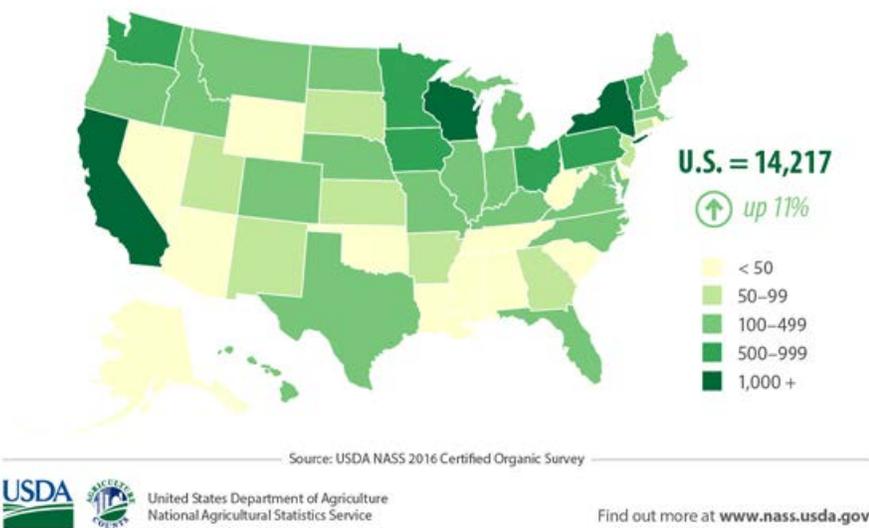


Figure 2. This map shows the density of organic farming operations around the country. Indiana is fifth in the Midwest in the number of certified organic farms. Illustration provided by the USDA-NASS.

By acreage, Indiana placed ninth among the Midwest states with 43,219 certified acres. The leading state with certified acres was Wisconsin with 219,266 acres, followed by Minnesota (130,688 acres), North Dakota (116,305 acres), South Dakota (115,780 acres), Nebraska (107,371 acres), Iowa (103,136 acres), Michigan (76,192 acres), and Kansas (54,208 acres). When looking at the land use for agricultural products, Indiana placed twelfth for cropland and seventh for pastureland and rangeland. Table 1 provides more detail about certified acreage.

Table 1. Indiana places ninth in the Midwest for the number of certified organic acres, twelfth for cropland acreage, and seventh for pastureland or rangeland acreage.

RANK	TOTAL ORGANIC ACRES		ORGANIC CROPLAND ACRES		ORGANIC PASTURELAND/RANGELAND ACRES	
1	Wisconsin	219,266	Wisconsin	167,396	South Dakota	62,922
2	Minnesota	130,688	Minnesota	112,023	Wisconsin	51,870
3	North Dakota	116,305	North Dakota	92,679	Nebraska	25,788
4	South Dakota	115,780	Iowa	89,585	North Dakota	23,626
5	Nebraska	107,371	Nebraska	81,853	Minnesota	18,655
6	Iowa	103,136	Michigan	66,663	Iowa	13,551
7	Michigan	76,192	Ohio	54,177	Indiana	12,615
8	Kansas	54,208	South Dakota	52,585	Missouri	10,022
9	Indiana	43,219	Kansas	49,773	Michigan	9,529
10	Missouri	41,078	Illinois	35,441	Kansas	4,435
11	Illinois	39,153	Missouri	31,056	Illinois	3,712
12	Ohio	(D)	Indiana	30,604	Ohio	(D)

(D) Value withheld to avoid disclosing data for individual farms.

Vegetables and Fruits

The 2016 Certified Organic Survey reported that 25 Indiana certified farms grew organic vegetables on a total of 119 acres. Sales of organic vegetables generated about \$1.1 million, which represents almost 2.2 percent of Midwest vegetable sales (\$50.9 million). Wisconsin was the leading Midwest state for organic vegetable sales in 2016 with almost \$25.5 million in sales. Indiana placed eighth in the Midwest in organic vegetable sales.

After accounting for withheld values, the top selling certified organic vegetable in Indiana was bell peppers with \$294,851 in sales, followed by squash (\$212,595), other vegetables (\$135,106), and field-grown tomatoes (\$101,525). Table 2 illustrates the number of farms, acres, quantity, and dollars sales of certified vegetables.

The USDA-NASS survey reported that seven Indiana farms grew organic berries, five grew cultivated organic blueberries, and two grew organic strawberries. It is important to note that the survey did not report the value sales of certified fruits to avoid disclosing data for individual farms.

Table 2. Sales of certified organic vegetables from the 2016 USDA-NASS Certified Organic Survey. Bell peppers and squash are the top two certified organic vegetables in Indiana.

CROP	NUMBER OF FARMS	ACRES	QUANTITY	DOLLARS
Beans, snap	3	(D)	(X)	14,036
Broccoli (cwt)	3	(D)	(D)	(D)
Cabbage, all	4	(D)	(D)	35,120
Cantaloupe and muskmelon (cwt)	2	(D)	(D)	(D)
Carrots (cwt)	4	2	92	13,652
Cauliflower (cwt)	2	(D)	(D)	(D)
Celery (cwt)	2	(D)	(D)	(D)
Herbs, fresh cut (pounds)	2	(D)	(D)	(D)
Lettuce (cwt)	5	(D)	(D)	(D)
Onions, white (cwt)	3	(Z)	20	4,122
Peppers, bell (cwt)	16	22	3,628	294,851
Potatoes (cwt)	1	(D)	(D)	(D)
Squash (cwt)	12	19	2,472	212,595
Sweet corn (cwt)	4	19	1,138	36,549
Sweet potatoes (cwt)	2	(D)	(D)	(D)
Tomatoes, grown in the open	13	7	(X)	101,525
Watermelons, (cwt)	4	4	448	40,267
Other vegetables (cwt)	14	9	1,783	135,106

(D) Value withheld to avoid disclosing data for individual farms.
 (X) Not applicable.
 (Z) Less than half of the unit shown.

Floriculture, Nursery, and Other Crops Under Protection



The 2016 Certified Organic Survey reported that one Indiana farm grew organic floriculture and bedding plants (sales value was withheld), five operations grew organic tomatoes under protection under 4,200 square feet (\$12,551 in sales), and three operations grew other organic vegetables and fresh herbs under 12,000 square feet of glass or other protection (\$37,500 in sales). There were two certified organic operations growing nursery crops in the open; however, the USDA withheld acres and sales values to avoid disclosing data for individual farms.

CROP	UNDER GLASS OR OTHER PROTECTION		IN THE OPEN		DOLLARS
	Farms	Square Feet	Farms	Acres	
Floriculture and bedding	1	(D)	—	—	(D)
Nursery crops, including aquatic plants	—	—	2	(D)	(D)
Tomatoes grown under protection	5	4,200	(X)	(X)	12,551
Other vegetables and fresh herbs under protection	3	12,000	(X)	(X)	37,500

(D) Value withheld to avoid disclosing data for individual farms.

(X) Not applicable.

Field Crops and Hay

The dollar sales of certified organic field crops amounted to \$8,537,811. Table 4 illustrates the number of farms, acres, and quantity of field crops harvested as well as the number of farms, quantity, and dollars of sales. About 132 operations grew corn for grain or seed (339,642 bushels), and 41 farms grew sorghum (1,707,600 bushels). Both grain or seed corn and sorghum accounted for more than 55 percent of certified organic field crop sales in 2016. Another important field crops in terms of sales value were haylage and greenchop (\$960,852), hay from alfalfa (\$850,803), popcorn (\$770,968), and corn for silage (\$451,118).

Table 4. Indiana sales of field crops and hay from the 2016 USDA-NASS Certified Organic Study. Organic corn (grain or seed) and sorghum account for more than 55 percent of certified field crops sales in Indiana in 2016.

CROP	HARVESTED			VALUE OF SALES		
	Farms	Acres	Quantity	Farms	Quantity	Dollars
All field crops	369	26,987	(X)	176	(X)	8,537,811
Barley for grain or seed (bushels)	19	261	11,504	6	3,166	27,410
Buckwheat (bushels)	1	(D)	(D)	1	(D)	(D)
Canola, edible (pounds)	1	(D)	(D)	1	(D)	(D)
Corn for grain or seed (bushels)	282	6,463	713,274	132	339,642	3,002,015
Corn for silage or greenchop (tons)	141	1,934	36,787	16	5,229	451,118
Dry edible beans, pinto (cwt)	1	(D)	(D)	1	(D)	(D)
Hay, alfalfa and alfalfa mixtures dry (ton)	204	6,676	24,051	59	4,390	850,803
Hay, other dry (tons)	60	2,144	5,763	20	1,498	257,467
Haylage and greenchop, all (tons, green)	110	4,768	22,385	22	4,944	960,852
Oats for grain or seed (bushels)	14	147	9,480	4	(D)	(D)
Popcorn (pounds shelled)	9	650	1,852,600	9	1,707,600	770,968
Rye for grain or seed (bushels)	5	239	5,885	3	380	4,400
Sorghum for silage or greenchop (tons)	8	149	1,806	3	339	26,000
Soybeans for beans (bushels)	52	2,403	92,978	41	86,720	1,747,798
Spelt and emmer (bushels)	12	(D)	5,000	2	(D)	(D)
Triticale (bushels)	1	(D)	(D)	1	(D)	(D)
Wheat, winter for grain or seed (bushels)	22	904	39,394	18	34,614	327,477

(D) Value withheld to avoid disclosing data for individual farms.

(X)Not applicable.



Livestock and Poultry, Products, and Inventory

The 2016 inventory peak of certified organic livestock and poultry in Indiana was 9,583 milk cows (225 farms), 119 beef cattle (four farms), 6,962 other cattle (241 farms), 414 hogs and pigs (four farms), and 276,336 chicken layers (11 farms). The values of broilers and other poultry were withheld to avoid disclosing data from individual farms.

Certified organic livestock products accounted for the vast majority of certified organic sales in Indiana (55.8 percent). Livestock and poultry products were milk from cows (\$39,798,872) and chicken eggs (\$15,516,622). There were 225 farms selling almost 14 million pounds of milk and 10 operations selling more than six million dozens of eggs. Table 5 illustrates the number of farms, quantity of sales, and sales value of livestock and poultry products.

Table 5. Indiana sales of livestock and poultry, products, and inventory from the 2016 USDA-NASS Certified Organic Study. Certified organic milk accounts for 72 percent of sales value of livestock and poultry products in Indiana.

COMMODITY	FARMS	QUANTITY	DOLLARS
Milk from cows(pounds)	225	113,879,386	39,798,872
Chicken eggs(dozens)	10	6,127,953	15,516,622

Conclusions

Organic foods are one of the fastest growing segments in the food industry, and U.S. sales of organic agricultural production continued to increase in 2016 to \$7.6 billion. Consumer demand and access to large, high-value markets are trends facilitating this growth. Within organic foods, the 2016 Certified Organic Survey reported that crops (including nurseries and greenhouses) represent about 55.5 percent of the organic sales in the country, followed by livestock and poultry products (29.2 percent) and livestock and poultry (15.3 percent).

Contrary to U.S. trends, most of the organic sales in Indiana come from livestock and poultry products (55.8 percent), followed by livestock and poultry (33.2 percent), and crops including nursery and greenhouse (11 percent).

The Indiana organic industry has changed by a lot since the first organic survey in 2008. The number of farms increased from 148 in 2008 to 420 in 2016 — an almost 200 percent increase. Similarly, the sales of organic commodities increased from \$13.9 million to \$99.1 million — a 614 percent increase. The increase in Indiana sales is largely due to the increase in livestock and poultry sales and their products.

For the complete USDA-NASS report, please visit www.nass.usda.gov.