

STATISTICAL REVIEW OF CALIFORNIA'S ORGANIC AGRICULTURE

1998-2003

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## Introduction

The California Organic Products Act (COPA), signed into law in 2003, provides protection to producers, processors, handlers and consumers in that foods produced and marketed as organic must meet specified standards. As part of the regulatory process, COPA requires annual registration of all processors, growers and handlers of commodities labeled as organic. State registration is separate from, and does not act as a substitute for, organic certification. State law mandates registration administered by the California Department of Food and Agriculture (CDFA) while federal law mandates certification by a USDA accredited third party organization.

This publication quantifies the current size and growth of the organic industry in California in terms of acres, farm gate sales and number of growers statewide and by commodity, commodity group, county, and region, based on CDFA registration data from 1997-2003. The state's counties are divided into eight geographic regions based on similar groupings used by CDFA in their annual statistical reports (Figure 1). The five major commodity group classifications presented also parallel the CDFA reports and include: field crops; fruit and nut crops; livestock, dairy, poultry and apiary products; nursery, forestry and flowers; and vegetable crops.

When interpreting the data, the following points should be considered. The numbers contained in this publication are derived solely from information provided in the annual registration forms of organic growers. In other words, the numbers are presented *as reported to* CDFA by growers. Only sales from products marketed as organic are required to be reported to CDFA. This means that income from sales of organically grown products sold in the conventional market may not be included. Similarly, income from government payment is not reported.

Under CDFA regulations, producers of organic commodities pay graduated registration fees based on an operation's total sales. However, registrants grossing over \$5 million annually were not obligated to report the value of sales above that amount prior to 2003. While most registrants reported actual amounts over \$5 million, some registrants reported at the ceiling. Therefore, the total value of production in this publication is undoubtedly underestimated because income realized by some high-revenue producers may not have been fully counted.

In this report, acreage was calculated by tallying only crop production acres. Land that was double or multiple cropped was counted as one crop acre. Fallow land and land utilized for roads, houses and farm buildings were excluded from the analysis. The acreage reported here includes only those acres from which growers reported organic sales.

Finally, when interpreting the total number of growers, the sum of the subcategories may not add to the total because some individual growers have reported in multiple subcategories. For example, a grower producing vegetables and fruit will count as one vegetable grower and one fruit grower, and still only account for one of the total number of growers. Simply adding the number of vegetable growers to the number of fruit growers would result in double counting. Similarly, a grower producing wheat and corn counts as one corn grower and one wheat grower but only one of the total number of field crop producers.

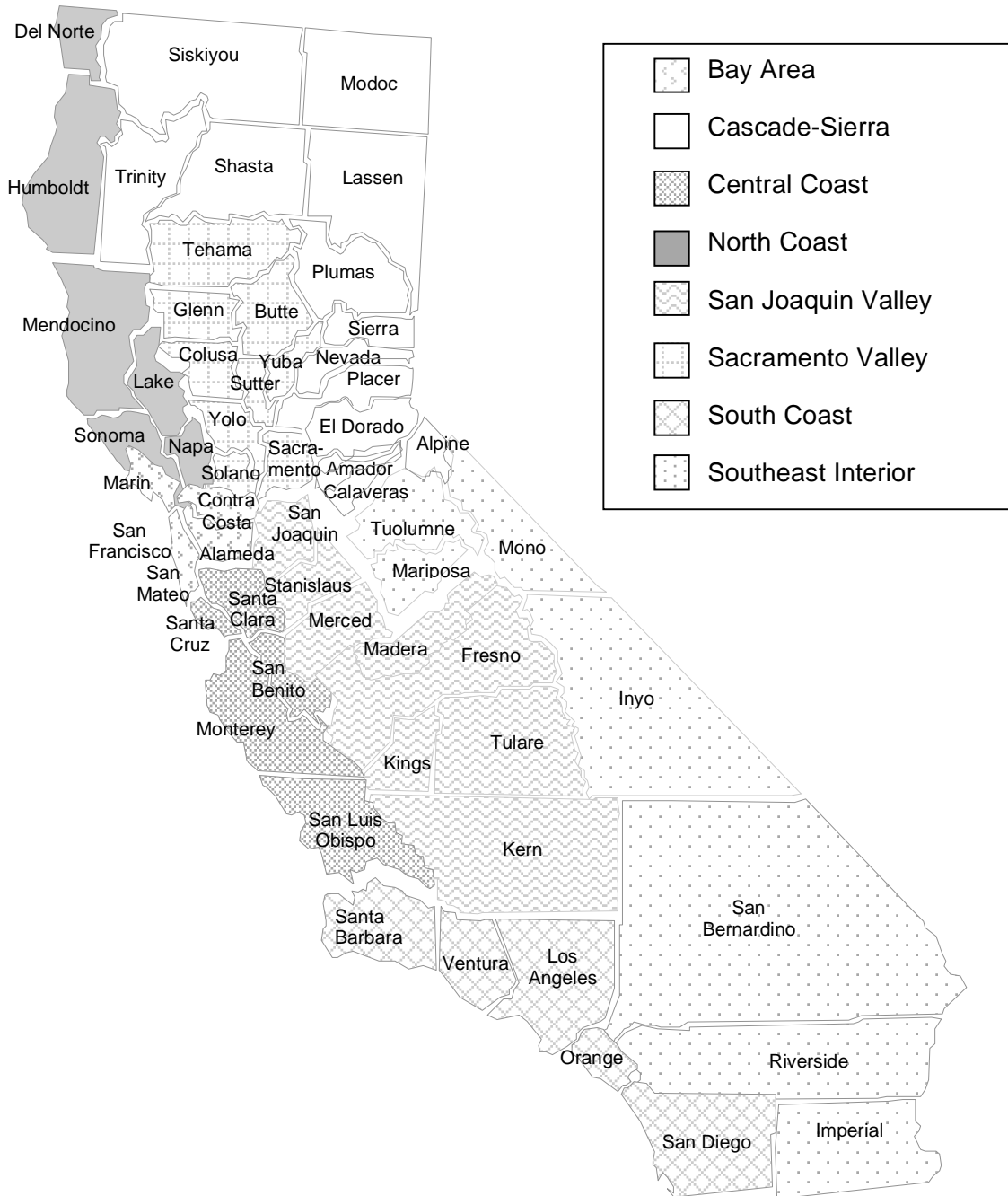


Figure 1. Geographic Regions of Organic Production in California

## California Organic Agriculture by Commodity Group, 1998-2003

### Number of Growers\*

| YEAR | Field Crops | Fruit & Nut Crops | Livestock, Dairy, Poultry & Apiary | Nursery, Greenhouse & Floriculture | Vegetable Crops | Total* |
|------|-------------|-------------------|------------------------------------|------------------------------------|-----------------|--------|
| 1998 | 194         | 1,254             | 28                                 | 133                                | 592             | 1,757  |
| 1999 | 210         | 1,236             | 43                                 | 173                                | 589             | 1,741  |
| 2000 | 245         | 1,365             | 57                                 | 186                                | 643             | 1,903  |
| 2001 | 263         | 1,402             | 54                                 | 190                                | 616             | 1,925  |
| 2002 | 261         | 1,332             | 65                                 | 194                                | 585             | 1,847  |
| 2003 | 251         | 1,274             | 75                                 | 174                                | 525             | 1,757  |

\*Row totals do not equal the sum of the columns because of growers in multiple commodity groups.

### Number of Acres

| YEAR | Field Crops | Fruit & Nut Crops | Livestock, Dairy, Poultry & Apiary | Nursery, Greenhouse & Floriculture | Vegetable Crops | Total   |
|------|-------------|-------------------|------------------------------------|------------------------------------|-----------------|---------|
| 1998 | 25,814      | 28,701            | 1,088                              | 533                                | 28,995          | 85,131  |
| 1999 | 44,320      | 34,284            | 2,049                              | 591                                | 44,476          | 125,720 |
| 2000 | 56,121      | 36,626            | 4,754                              | 765                                | 50,286          | 148,552 |
| 2001 | 55,372      | 39,967            | 6,234                              | 605                                | 65,284          | 167,460 |
| 2002 | 61,653      | 47,423            | 5,919                              | 551                                | 48,957          | 164,503 |
| 2003 | 68,974      | 45,576            | 14,404                             | 376                                | 44,488          | 173,821 |

### Farm Level Sales Value (dollars)

| YEAR | Field Crops | Fruit & Nut Crops | Livestock, Dairy, Poultry & Apiary | Nursery, Greenhouse & Floriculture | Vegetable Crops | Total       |
|------|-------------|-------------------|------------------------------------|------------------------------------|-----------------|-------------|
| 1998 | 13,653,414  | 67,645,791        | 4,868,095                          | 2,742,928                          | 93,803,195      | 182,713,423 |
| 1999 | 11,674,855  | 76,578,124        | 9,381,192                          | 4,454,381                          | 102,236,180     | 204,324,914 |
| 2000 | 18,363,942  | 71,474,358        | 12,121,323                         | 4,751,832                          | 94,124,818      | 200,836,273 |
| 2001 | 15,575,100  | 85,974,213        | 12,056,194                         | 7,010,241                          | 86,605,963      | 207,221,711 |
| 2002 | 13,544,011  | 98,398,923        | 11,725,104                         | 7,147,200                          | 119,190,447     | 250,005,685 |
| 2003 | 14,987,276  | 117,468,734       | 34,450,853                         | 8,090,882                          | 154,827,759     | 329,824,504 |

## California Organic Agriculture by Region and Commodity Group, 1998

### Number of Growers\*

| REGION               | Field Crops | Fruit & Nut Crops | Livestock, Dairy, Poultry & Apiary | Nursery, Greenhouse & Floriculture | Vegetable Crops | Total*       |
|----------------------|-------------|-------------------|------------------------------------|------------------------------------|-----------------|--------------|
| Bay Area             | —           | 21                | 4                                  | 15                                 | 39              | 58           |
| Cascade-Sierra       | 18          | 59                | —                                  | 12                                 | 60              | 105          |
| Central Coast        | 26          | 115               | —                                  | 28                                 | 117             | 219          |
| North Coast          | 20          | 210               | 10                                 | 53                                 | 158             | 320          |
| Sacramento Valley    | 84          | 119               | —                                  | 10                                 | 60              | 215          |
| San Joaquin Valley   | 23          | 125               | 3                                  | 3                                  | 57              | 171          |
| South Coast          | 13          | 517               | 7                                  | 10                                 | 71              | 559          |
| Southeast Interior   | 8           | 88                | —                                  | —                                  | 30              | 110          |
| <b>Total Growers</b> | <b>194</b>  | <b>1,254</b>      | <b>28</b>                          | <b>133</b>                         | <b>592</b>      | <b>1,757</b> |

\* Row totals do not equal the sum of the columns because of growers in multiple commodity groups.

### Number of Acres

| REGION             | Field Crops   | Fruit & Nut Crops | Livestock, Dairy, Poultry & Apiary | Nursery, Greenhouse & Floriculture | Vegetable Crops | Total         |
|--------------------|---------------|-------------------|------------------------------------|------------------------------------|-----------------|---------------|
| Bay Area           | —             | 283               | 9                                  | 6                                  | 559             | 1,787         |
| Cascade-Sierra     | 2,383         | 474               | —                                  | 6                                  | 235             | 3,908         |
| Central Coast      | 2,786         | 1,904             | —                                  | 21                                 | 6,950           | 11,671        |
| North Coast        | 264           | 6,377             | 620                                | 306                                | 1,434           | 9,001         |
| Sacramento Valley  | 13,637        | 2,471             | —                                  | 45                                 | 2,234           | 18,387        |
| San Joaquin Valley | 3,278         | 10,181            | 346                                | 3                                  | 10,576          | 24,383        |
| South Coast        | 1,328         | 5,375             | 103                                | 88                                 | 3,602           | 10,496        |
| Southeast Interior | 1,208         | 1,636             | —                                  | —                                  | 3,405           | 6,306         |
| <b>Total Acres</b> | <b>25,814</b> | <b>28,701</b>     | <b>1,088</b>                       | <b>533</b>                         | <b>28,995</b>   | <b>85,131</b> |

### Farm Level Sales Value (dollars)

| REGION             | Field Crops       | Fruit & Nut Crops | Livestock, Dairy, Poultry & Apiary | Nursery, Greenhouse & Floriculture | Vegetable Crops   | Total              |
|--------------------|-------------------|-------------------|------------------------------------|------------------------------------|-------------------|--------------------|
| Bay Area           | —                 | 902,278           | 3,457,624                          | 372,765                            | 2,462,674         | 7,197,684          |
| Cascade-Sierra     | 532,127           | 616,637           | —                                  | 19,140                             | 325,587           | 1,493,491          |
| Central Coast      | 257,721           | 4,492,242         | —                                  | 1,590,502                          | 23,955,211        | 30,296,826         |
| North Coast        | 111,492           | 11,100,009        | 461,091                            | 416,300                            | 3,285,432         | 15,374,324         |
| Sacramento Valley  | 9,805,730         | 6,593,101         | —                                  | 46,613                             | 4,292,180         | 20,757,616         |
| San Joaquin Valley | 1,311,232         | 30,549,496        | 447,289                            | 85,100                             | 38,747,364        | 71,140,420         |
| South Coast        | 1,057,980         | 8,039,254         | 480,341                            | 64,200                             | 10,584,917        | 20,226,692         |
| Southeast Interior | 574,788           | 5,352,774         | —                                  | —                                  | 10,149,899        | 16,226,369         |
| <b>Total Sales</b> | <b>13,653,414</b> | <b>67,645,791</b> | <b>4,868,095</b>                   | <b>2,742,928</b>                   | <b>93,803,195</b> | <b>182,713,423</b> |

“—” Data not reported to protect confidentiality.



## California Organic Agriculture by Region and Commodity Group, 1999

### Number of Growers\*

| REGION               | Field Crops | Fruit & Nut Crops | Livestock, Dairy, Poultry & Apiary | Nursery, Greenhouse & Floriculture | Vegetable Crops | Total*       |
|----------------------|-------------|-------------------|------------------------------------|------------------------------------|-----------------|--------------|
| Bay Area             | 4           | 24                | 3                                  | 20                                 | 31              | 49           |
| Cascade-Sierra       | 18          | 66                | —                                  | 16                                 | 60              | 105          |
| Central Coast        | 14          | 139               | 4                                  | 34                                 | 125             | 234          |
| North Coast          | 20          | 221               | 13                                 | 54                                 | 154             | 329          |
| Sacramento Valley    | 98          | 127               | 4                                  | 19                                 | 58              | 238          |
| San Joaquin Valley   | 25          | 134               | 9                                  | 4                                  | 58              | 192          |
| South Coast          | 21          | 456               | 8                                  | 22                                 | 74              | 498          |
| Southeast Interior   | 10          | 69                | —                                  | 4                                  | 29              | 96           |
| <b>Total Growers</b> | <b>210</b>  | <b>1,236</b>      | <b>43</b>                          | <b>173</b>                         | <b>589</b>      | <b>1,741</b> |

\* Row totals do not equal the sum of the columns because of growers in multiple commodity groups.

### Number of Acres

| REGION             | Field Crops   | Fruit & Nut Crops | Livestock, Dairy, Poultry & Apiary | Nursery, Greenhouse & Floriculture | Vegetable Crops | Total          |
|--------------------|---------------|-------------------|------------------------------------|------------------------------------|-----------------|----------------|
| Bay Area           | 661           | 331               | 8                                  | 14                                 | 633             | 1,648          |
| Cascade-Sierra     | 1,758         | 921               | —                                  | 77                                 | 712             | 3,468          |
| Central Coast      | 678           | 2,694             | 41                                 | 33                                 | 20,009          | 23,455         |
| North Coast        | 318           | 7,029             | 671                                | 295                                | 2,357           | 10,670         |
| Sacramento Valley  | 17,235        | 2,797             | 122                                | 34                                 | 1,733           | 22,035         |
| San Joaquin Valley | 12,774        | 10,812            | 1,013                              | 6                                  | 11,156          | 35,646         |
| South Coast        | 9,989         | 6,556             | 154                                | 46                                 | 4,113           | 20,858         |
| Southeast Interior | 906           | 3,143             | —                                  | 86                                 | 3,764           | 7,939          |
| <b>Total Acres</b> | <b>44,320</b> | <b>34,284</b>     | <b>2,049</b>                       | <b>591</b>                         | <b>44,476</b>   | <b>125,720</b> |

### Farm Level Sales Value (dollars)

| REGION             | Field Crops       | Fruit & Nut Crops | Livestock, Dairy, Poultry & Apiary | Nursery, Greenhouse & Floriculture | Vegetable Crops    | Total              |
|--------------------|-------------------|-------------------|------------------------------------|------------------------------------|--------------------|--------------------|
| Bay Area           | 4,152             | 742,868           | 3,682,400                          | 543,746                            | 1,822,724          | 6,795,690          |
| Cascade-Sierra     | 386,233           | 837,330           | —                                  | 15,084                             | 529,338            | 1,767,810          |
| Central Coast      | 102,442           | 7,112,014         | 5,500                              | 2,721,665                          | 36,707,156         | 46,648,778         |
| North Coast        | 94,124            | 13,712,486        | 3,765,812                          | 579,457                            | 3,646,847          | 21,867,798         |
| Sacramento Valley  | 7,910,741         | 6,641,464         | 14,075                             | 123,409                            | 5,372,174          | 20,061,893         |
| San Joaquin Valley | 1,095,566         | 30,405,150        | 967,942                            | 149,332                            | 25,389,766         | 58,007,908         |
| South Coast        | 1,432,806         | 13,653,524        | 926,286                            | 187,357                            | 16,564,103         | 32,763,560         |
| Southeast Interior | 648,790           | 3,473,288         | —                                  | 134,331                            | 12,204,072         | 16,478,482         |
| <b>Total Sales</b> | <b>11,674,855</b> | <b>76,578,124</b> | <b>9,381,192</b>                   | <b>4,454,381</b>                   | <b>102,236,180</b> | <b>204,324,914</b> |

“ — ” Data not reported to protect confidentiality.

## California Organic Agriculture by Region and Commodity Group, 2000

### Number of Growers\*

| REGION               | Field Crops | Fruit & Nut Crops | Livestock, Dairy, Poultry & Apiary | Nursery, Greenhouse & Floriculture | Vegetable Crops | Total*       |
|----------------------|-------------|-------------------|------------------------------------|------------------------------------|-----------------|--------------|
| Bay Area             | 6           | 28                | 4                                  | 20                                 | 39              | 57           |
| Cascade-Sierra       | 23          | 78                | 4                                  | 18                                 | 61              | 122          |
| Central Coast        | 17          | 146               | 6                                  | 36                                 | 141             | 252          |
| North Coast          | 29          | 272               | 15                                 | 63                                 | 166             | 379          |
| Sacramento Valley    | 109         | 140               | 4                                  | 20                                 | 64              | 259          |
| San Joaquin Valley   | 27          | 155               | 11                                 | 4                                  | 61              | 219          |
| South Coast          | 21          | 463               | 11                                 | 21                                 | 79              | 501          |
| Southeast Interior   | 13          | 83                | —                                  | 4                                  | 32              | 114          |
| <b>Total Growers</b> | <b>245</b>  | <b>1,365</b>      | <b>57</b>                          | <b>186</b>                         | <b>643</b>      | <b>1,903</b> |

\* Row totals do not equal the sum of the columns because of growers in multiple commodity groups.

### Number of Acres

| REGION             | Field Crops   | Fruit & Nut Crops | Livestock, Dairy, Poultry & Apiary | Nursery, Greenhouse & Floriculture | Vegetable Crops | Total          |
|--------------------|---------------|-------------------|------------------------------------|------------------------------------|-----------------|----------------|
| Bay Area           | 736           | 727               | 6                                  | 11                                 | 637             | 2,117          |
| Cascade-Sierra     | 11,872        | 987               | 203                                | 3                                  | 293             | 13,358         |
| Central Coast      | 866           | 2,586             | 7                                  | 46                                 | 16,382          | 19,887         |
| North Coast        | 344           | 6,394             | 750                                | 314                                | 2,009           | 9,811          |
| Sacramento Valley  | 23,064        | 3,606             | 122                                | 37                                 | 3,155           | 30,824         |
| San Joaquin Valley | 15,409        | 11,565            | 3,213                              | 4                                  | 19,420          | 49,770         |
| South Coast        | 1,657         | 7,733             | 254                                | 342                                | 4,734           | 14,720         |
| Southeast Interior | 1,173         | 3,028             | —                                  | 9                                  | 3,656           | 8,066          |
| <b>Total Acres</b> | <b>56,121</b> | <b>36,626</b>     | <b>4,754</b>                       | <b>765</b>                         | <b>50,286</b>   | <b>148,552</b> |

### Farm Level Sales Value (dollars)

| REGION             | Field Crops       | Fruit & Nut Crops | Livestock, Dairy, Poultry & Apiary | Nursery, Greenhouse & Floriculture | Vegetable Crops   | Total              |
|--------------------|-------------------|-------------------|------------------------------------|------------------------------------|-------------------|--------------------|
| Bay Area           | 118,355           | 1,049,818         | 3,763,869                          | 540,579                            | 1,385,089         | 6,857,810          |
| Cascade-Sierra     | 1,139,121         | 922,102           | 34,695                             | 8,613                              | 718,701           | 2,823,232          |
| Central Coast      | 208,329           | 8,712,863         | 8,200                              | 2,413,031                          | 30,639,995        | 41,982,418         |
| North Coast        | 84,204            | 11,392,813        | 3,132,240                          | 881,488                            | 3,730,477         | 19,221,222         |
| Sacramento Valley  | 12,914,272        | 8,161,279         | 10,200                             | 301,988                            | 6,726,332         | 28,114,071         |
| San Joaquin Valley | 1,604,653         | 19,972,015        | 3,549,406                          | 111,740                            | 24,913,873        | 50,151,687         |
| South Coast        | 1,468,821         | 15,681,001        | 1,504,613                          | 267,584                            | 17,898,725        | 36,820,744         |
| Southeast Interior | 826,185           | 5,582,467         | —                                  | 226,809                            | 8,111,526         | 14,865,087         |
| <b>Total Sales</b> | <b>18,363,942</b> | <b>71,474,358</b> | <b>12,121,323</b>                  | <b>4,751,832</b>                   | <b>94,124,818</b> | <b>200,836,273</b> |

— " Data not reported to protect confidentiality.

## California Organic Agriculture by Region and Commodity Group, 2001

### Number of Growers\*

| REGION               | Field Crops | Fruit & Nut Crops | Livestock, Dairy, Poultry & Apiary | Nursery, Greenhouse & Floriculture | Vegetable Crops | Total*       |
|----------------------|-------------|-------------------|------------------------------------|------------------------------------|-----------------|--------------|
| Bay Area             | 6           | 23                | —                                  | 15                                 | 27              | 45           |
| Cascade-Sierra       | 25          | 78                | 6                                  | 21                                 | 64              | 129          |
| Central Coast        | 30          | 151               | 8                                  | 34                                 | 132             | 245          |
| North Coast          | 25          | 268               | 15                                 | 62                                 | 141             | 358          |
| Sacramento Valley    | 106         | 151               | 2                                  | 20                                 | 66              | 275          |
| San Joaquin Valley   | 37          | 197               | 13                                 | 6                                  | 74              | 262          |
| South Coast          | 21          | 458               | 7                                  | 30                                 | 85              | 506          |
| Southeast Interior   | 13          | 76                | —                                  | —                                  | 27              | 105          |
| <b>Total Growers</b> | <b>263</b>  | <b>1,402</b>      | <b>54</b>                          | <b>190</b>                         | <b>616</b>      | <b>1,925</b> |

\*Row totals do not equal the sum of the columns because of growers in multiple commodity groups.

### Number of Acres

| REGION             | Field Crops   | Fruit & Nut Crops | Livestock, Dairy, Poultry & Apiary | Nursery, Greenhouse & Floriculture | Vegetable Crops | Total          |
|--------------------|---------------|-------------------|------------------------------------|------------------------------------|-----------------|----------------|
| Bay Area           | 864           | 398               | —                                  | 12                                 | 590             | 1,869          |
| Cascade-Sierra     | 11,495        | 795               | 92                                 | 11                                 | 386             | 12,779         |
| Central Coast      | 1,423         | 3,157             | 41                                 | 82                                 | 29,514          | 34,217         |
| North Coast        | 335           | 7,852             | 2,452                              | 318                                | 1,908           | 12,865         |
| Sacramento Valley  | 22,188        | 3,874             | 122                                | 35                                 | 2,412           | 28,630         |
| San Joaquin Valley | 16,644        | 13,730            | 3,359                              | 7                                  | 21,327          | 55,066         |
| South Coast        | 1,566         | 7,882             | 103                                | 133                                | 4,721           | 14,405         |
| Southeast Interior | 857           | 2,279             | —                                  | —                                  | 4,426           | 7,630          |
| <b>Total Acres</b> | <b>55,372</b> | <b>39,967</b>     | <b>6,234</b>                       | <b>605</b>                         | <b>65,284</b>   | <b>167,460</b> |

### Farm Level Sales Value (dollars)

| REGION             | Field Crops       | Fruit & Nut Crops | Livestock, Dairy, Poultry & Apiary | Nursery, Greenhouse & Floriculture | Vegetable Crops   | Total              |
|--------------------|-------------------|-------------------|------------------------------------|------------------------------------|-------------------|--------------------|
| Bay Area           | 8,463             | 1,422,135         | —                                  | 589,944                            | 1,671,811         | 3,692,603          |
| Cascade-Sierra     | 1,078,796         | 807,023           | 7,858                              | 22,683                             | 459,556           | 2,375,916          |
| Central Coast      | 197,657           | 10,405,417        | 10,010                             | 2,823,916                          | 37,665,535        | 51,102,535         |
| North Coast        | 93,805            | 11,045,699        | 6,303,543                          | 1,636,119                          | 3,151,082         | 22,230,248         |
| Sacramento Valley  | 9,725,193         | 8,274,492         | 2,800                              | 374,059                            | 7,217,100         | 25,593,644         |
| San Joaquin Valley | 1,720,019         | 28,667,686        | 5,276,039                          | 245,530                            | 14,769,440        | 50,678,714         |
| South Coast        | 2,436,646         | 18,316,976        | 312,686                            | 255,082                            | 13,099,709        | 34,421,099         |
| Southeast Interior | 314,521           | 7,034,785         | —                                  | —                                  | 8,571,730         | 17,126,952         |
| <b>Total Sales</b> | <b>15,575,100</b> | <b>85,974,213</b> | <b>12,056,194</b>                  | <b>7,010,241</b>                   | <b>86,605,963</b> | <b>207,221,711</b> |

“ — ” Data not reported to protect confidentiality.

## California Organic Agriculture by Region and Commodity Group, 2002

### Number of Growers\*

| REGION               | Field Crops | Fruit & Nut Crops | Livestock, Dairy, Poultry & Apiary | Nursery, Greenhouse & Floriculture | Vegetable Crops | Total*       |
|----------------------|-------------|-------------------|------------------------------------|------------------------------------|-----------------|--------------|
| Bay Area             | 8           | 23                | 4                                  | 13                                 | 25              | 45           |
| Cascade-Sierra       | 34          | 70                | 6                                  | 18                                 | 60              | 126          |
| Central Coast        | 28          | 143               | 5                                  | 36                                 | 134             | 242          |
| North Coast          | 27          | 254               | 18                                 | 64                                 | 130             | 350          |
| Sacramento Valley    | 102         | 147               | 4                                  | 24                                 | 64              | 259          |
| San Joaquin Valley   | 28          | 222               | 13                                 | 6                                  | 63              | 281          |
| South Coast          | 20          | 397               | 11                                 | 30                                 | 84              | 443          |
| Southeast Interior   | 14          | 76                | 4                                  | 3                                  | 25              | 101          |
| <b>Total Growers</b> | <b>261</b>  | <b>1,332</b>      | <b>65</b>                          | <b>194</b>                         | <b>585</b>      | <b>1,847</b> |

\*Row totals do not equal the sum of the columns because of growers in multiple commodity groups.

### Number of Acres

| REGION             | Field Crops   | Fruit & Nut Crops | Livestock, Dairy, Poultry & Apiary | Nursery, Greenhouse & Floriculture | Vegetable Crops | Total          |
|--------------------|---------------|-------------------|------------------------------------|------------------------------------|-----------------|----------------|
| Bay Area           | 1,291         | 308               | 7                                  | 8                                  | 565             | 2,179          |
| Cascade-Sierra     | 13,939        | 780               | 25                                 | 52                                 | 272             | 15,068         |
| Central Coast      | 1,896         | 3,262             | 6                                  | 44                                 | 20,944          | 26,152         |
| North Coast        | 1,182         | 7,422             | 2,502                              | 343                                | 1,906           | 13,355         |
| Sacramento Valley  | 19,803        | 4,572             | 137                                | 44                                 | 2,493           | 27,365         |
| San Joaquin Valley | 21,228        | 16,277            | 3,067                              | 6                                  | 15,061          | 56,322         |
| South Coast        | 549           | 12,075            | 115                                | 46                                 | 3,704           | 16,489         |
| Southeast Interior | 766           | 2,728             | 60                                 | 9                                  | 4,012           | 7,575          |
| <b>Total Acres</b> | <b>61,653</b> | <b>47,423</b>     | <b>5,919</b>                       | <b>551</b>                         | <b>48,957</b>   | <b>164,503</b> |

### Farm Level Sales Value (dollars)

| REGION             | Field Crops       | Fruit & Nut Crops | Livestock, Dairy, Poultry & Apiary | Nursery, Greenhouse & Floriculture | Vegetable Crops    | Total              |
|--------------------|-------------------|-------------------|------------------------------------|------------------------------------|--------------------|--------------------|
| Bay Area           | 64,603            | 754,945           | 4,280                              | 319,431                            | 1,596,045          | 2,739,304          |
| Cascade-Sierra     | 1,784,611         | 781,660           | 13,963                             | 19,598                             | 468,027            | 3,067,859          |
| Central Coast      | 408,059           | 15,512,147        | 3,585                              | 2,887,603                          | 45,155,445         | 63,966,839         |
| North Coast        | 128,202           | 14,186,721        | 3,169,954                          | 1,215,851                          | 3,771,620          | 22,472,348         |
| Sacramento Valley  | 8,492,026         | 10,170,717        | 5,901                              | 916,042                            | 9,839,242          | 29,423,928         |
| San Joaquin Valley | 1,157,760         | 28,004,636        | 8,017,111                          | 210,707                            | 29,802,465         | 67,192,679         |
| South Coast        | 1,053,671         | 20,373,314        | 328,360                            | 338,921                            | 20,745,537         | 42,461,572         |
| Southeast Interior | 455,076           | 8,993,014         | 181,950                            | 1,239,047                          | 7,811,698          | 18,680,785         |
| <b>Total Sales</b> | <b>13,544,011</b> | <b>98,398,923</b> | <b>11,725,104</b>                  | <b>7,147,200</b>                   | <b>119,190,447</b> | <b>250,005,685</b> |

## California Organic Agriculture by Region and Commodity Group, 2003

### Number of Growers\*

| REGION               | Field Crops | Fruit & Nut Crops | Livestock, Dairy, Poultry & Apiary | Nursery, Greenhouse & Floriculture | Vegetable Crops | Total*       |
|----------------------|-------------|-------------------|------------------------------------|------------------------------------|-----------------|--------------|
| Bay Area             | 10          | 27                | 6                                  | 14                                 | 28              | 51           |
| Cascade-Sierra       | 37          | 64                | 4                                  | 17                                 | 49              | 115          |
| Central Coast        | 24          | 141               | 5                                  | 37                                 | 124             | 230          |
| North Coast          | 23          | 241               | 31                                 | 56                                 | 116             | 340          |
| Sacramento Valley    | 94          | 146               | 5                                  | 16                                 | 55              | 244          |
| San Joaquin Valley   | 32          | 228               | 15                                 | 8                                  | 62              | 290          |
| South Coast          | 19          | 357               | 7                                  | 24                                 | 71              | 395          |
| Southeast Interior   | 11          | 70                | —                                  | —                                  | 20              | 92           |
| <b>Total Growers</b> | <b>251</b>  | <b>1,274</b>      | <b>75</b>                          | <b>174</b>                         | <b>525</b>      | <b>1,757</b> |

\*Row totals do not equal the sum of the columns because of growers in multiple commodity groups.

### Number of Acres

| REGION             | Field Crops   | Fruit & Nut Crops | Livestock, Dairy, Poultry & Apiary | Nursery, Greenhouse & Floriculture | Vegetable Crops | Total          |
|--------------------|---------------|-------------------|------------------------------------|------------------------------------|-----------------|----------------|
| Bay Area           | 1,702         | 334               | 125                                | 8                                  | 225             | 2,394          |
| Cascade-Sierra     | 14,186        | 721               | 161                                | 122                                | 255             | 15,445         |
| Central Coast      | 1,124         | 3,047             | 15                                 | 32                                 | 20,130          | 24,348         |
| North Coast        | 3,944         | 8,451             | 7,293                              | 101                                | 1,879           | 21,668         |
| Sacramento Valley  | 19,272        | 4,698             | 136                                | 43                                 | 2,738           | 27,390         |
| San Joaquin Valley | 26,118        | 17,676            | 6,530                              | 13                                 | 11,630          | 62,576         |
| South Coast        | 531           | 7,929             | 104                                | 50                                 | 3,303           | 11,917         |
| Southeast Interior | 986           | 2,721             | —                                  | —                                  | 4,328           | 8,083          |
| <b>Total Acres</b> | <b>68,974</b> | <b>45,576</b>     | <b>14,404</b>                      | <b>376</b>                         | <b>44,488</b>   | <b>173,821</b> |

### Farm Level Sales Value (dollars)

| REGION             | Field Crops       | Fruit & Nut Crops  | Livestock, Dairy, Poultry & Apiary | Nursery, Greenhouse & Floriculture | Vegetable Crops    | Total              |
|--------------------|-------------------|--------------------|------------------------------------|------------------------------------|--------------------|--------------------|
| Bay Area           | 19,854            | 1,077,223          | 7,928                              | 227,640                            | 1,498,490          | 2,831,135          |
| Cascade-Sierra     | 1,957,691         | 890,885            | 4,304                              | 7,290                              | 316,266            | 3,176,436          |
| Central Coast      | 207,371           | 21,380,886         | 31,776                             | 2,705,555                          | 76,255,309         | 100,580,897        |
| North Coast        | 215,122           | 10,691,486         | 20,246,671                         | 1,102,076                          | 2,529,552          | 34,784,907         |
| Sacramento Valley  | 10,798,825        | 10,986,520         | 1,934                              | 837,970                            | 10,422,056         | 33,047,305         |
| San Joaquin Valley | 1,292,453         | 41,984,494         | 13,584,843                         | 262,488                            | 35,269,765         | 92,394,555         |
| South Coast        | 248,361           | 18,979,563         | 342,397                            | 328,270                            | 20,484,538         | 40,383,129         |
| Southeast Interior | 247,595           | 11,477,677         | —                                  | —                                  | 8,051,275          | 22,627,140         |
| <b>Total Sales</b> | <b>14,987,276</b> | <b>117,468,734</b> | <b>34,450,853</b>                  | <b>8,090,882</b>                   | <b>154,827,759</b> | <b>329,824,504</b> |

“ — “ Data not reported to protect confidentiality.

## Percent of Registered Growers and Total Sales by Sales Class, 1998-2003

| Sales Class<br>(\$ per year) | 1998         |            | 1999         |            | 2000         |            | 2001         |            | 2002         |            | 2003         |            |
|------------------------------|--------------|------------|--------------|------------|--------------|------------|--------------|------------|--------------|------------|--------------|------------|
|                              | %<br>Growers | %<br>Sales | %<br>Growers | %<br>Sales | %<br>Growers | %<br>Sales | %<br>Growers | %<br>Sales | %<br>Growers | %<br>Sales | %<br>Growers | %<br>Sales |
| 0 - 4,999                    | 42           | 1          | 40           | 1          | 39           | 1          | 39           | 1          | 38           | <1         | 36           | <1         |
| 5,000 - 9,999                | 16           | 1          | 14           | 1          | 15           | 1          | 15           | 1          | 11           | 1          | 9            | <1         |
| 10,000 - 49,999              | 20           | 5          | 22           | 5          | 20           | 5          | 21           | 5          | 22           | 4          | 24           | 3          |
| 50,000 - 99,999              | 8            | 6          | 7            | 5          | 9            | 7          | 8            | 6          | 11           | 6          | 10           | 4          |
| 100,000 - 249,999            | 6            | 9          | 7            | 10         | 7            | 11         | 7            | 11         | 8            | 10         | 10           | 9          |
| 250,000 - 499,999            | 5            | 16         | 4            | 13         | 4            | 15         | 4            | 15         | 5            | 13         | 6            | 11         |
| 500,000 - 999,999            | 2            | 13         | 2            | 13         | 3            | 18         | 3            | 24         | 3            | 16         | 3            | 12         |
| 1,000,000 & above            | 2            | 49         | 2            | 52         | 1            | 41         | 2            | 36         | 3            | 49         | 4            | 60         |
| All                          | 100          | 100        | 100          | 100        | 100          | 100        | 100          | 100        | 100          | 100        | 100          | 100        |

## Entry and Exit Patterns of Registered Growers, 1998-2003

| Organic Growers:                  | 1998  | 1999  | 2000  | 2001  | 2002  | 2003  |
|-----------------------------------|-------|-------|-------|-------|-------|-------|
| Continuing from the previous year | n/a   | 1,304 | 1,424 | 1,545 | 1,544 | 1,489 |
| Entering                          | n/a   | 437   | 479   | 380   | 303   | 268   |
| Total Registered Growers          | 1,757 | 1,741 | 1,903 | 1,925 | 1,847 | 1,757 |
| Exiting at the end of the year    | 453   | 317   | 358   | 381   | 358   | n/a   |
| Continuing into the next year     | 1,304 | 1,424 | 1,545 | 1,544 | 1,489 | n/a   |

n/a = not available

## California Organic Agriculture by County, 1998-2003

### Number of Growers

| Region/County            | 1998       | 1999       | 2000       | 2001       | 2002       | 2003       |
|--------------------------|------------|------------|------------|------------|------------|------------|
| <b>Bay Area</b>          | <b>58</b>  | <b>49</b>  | <b>57</b>  | <b>45</b>  | <b>45</b>  | <b>51</b>  |
| Alameda                  | 10         | 7          | 9          | 6          | 5          | 5          |
| Contra Costa             | 12         | 13         | 14         | 12         | 9          | 8          |
| Marin                    | 28         | 22         | 25         | 19         | 23         | 28         |
| San Francisco            | —          | —          | —          | —          | —          | —          |
| San Mateo                | 7          | 6          | 8          | 7          | 7          | 9          |
| <b>Cascade-Sierra</b>    | <b>105</b> | <b>105</b> | <b>122</b> | <b>129</b> | <b>126</b> | <b>115</b> |
| Amador                   | 6          | 4          | 6          | 6          | 9          | 9          |
| Calaveras                | 4          | 6          | 6          | 9          | 7          | 6          |
| El Dorado                | 14         | 13         | 15         | 16         | 11         | 11         |
| Lassen                   | —          | —          | —          | 3          | 3          | 4          |
| Modoc                    | —          | 3          | 4          | 3          | 5          | 5          |
| Nevada                   | 25         | 24         | 22         | 23         | 21         | 14         |
| Placer                   | 18         | 18         | 24         | 24         | 22         | 19         |
| Plumas                   | —          | —          | —          | —          | —          | —          |
| Shasta                   | 8          | 14         | 18         | 18         | 19         | 18         |
| Sierra                   | —          | —          | —          | —          | —          | —          |
| Siskiyou                 | 16         | 14         | 18         | 20         | 21         | 21         |
| Trinity                  | 8          | 6          | 6          | 5          | 6          | 6          |
| <b>Central Coast</b>     | <b>219</b> | <b>234</b> | <b>252</b> | <b>245</b> | <b>242</b> | <b>230</b> |
| Monterey                 | 47         | 53         | 60         | 64         | 60         | 58         |
| San Benito               | 28         | 34         | 41         | 36         | 40         | 39         |
| San Luis Obispo          | 52         | 50         | 59         | 58         | 54         | 46         |
| Santa Clara              | 15         | 18         | 22         | 18         | 16         | 17         |
| Santa Cruz               | 77         | 79         | 70         | 69         | 72         | 70         |
| <b>North Coast</b>       | <b>320</b> | <b>329</b> | <b>379</b> | <b>358</b> | <b>350</b> | <b>340</b> |
| Del Norte                | 3          | —          | —          | —          | —          | —          |
| Humboldt                 | 44         | 52         | 59         | 54         | 52         | 56         |
| Lake                     | 17         | 33         | 71         | 71         | 68         | 60         |
| Mendocino                | 107        | 87         | 96         | 88         | 86         | 83         |
| Napa                     | 16         | 18         | 16         | 17         | 19         | 18         |
| Sonoma                   | 133        | 137        | 135        | 126        | 123        | 121        |
| <b>Sacramento Valley</b> | <b>215</b> | <b>238</b> | <b>259</b> | <b>275</b> | <b>259</b> | <b>244</b> |
| Butte                    | 53         | 55         | 59         | 59         | 52         | 54         |
| Colusa                   | 31         | 44         | 40         | 39         | 36         | 30         |
| Glenn                    | 17         | 22         | 24         | 27         | 24         | 21         |
| Sacramento               | 4          | 5          | 4          | 9          | 9          | 7          |
| Solano                   | 18         | 19         | 16         | 16         | 19         | 20         |
| Sutter                   | 24         | 25         | 29         | 32         | 34         | 31         |
| Tehama                   | 19         | 17         | 18         | 18         | 16         | 13         |
| Yolo                     | 39         | 42         | 57         | 57         | 53         | 52         |
| Yuba                     | 10         | 9          | 12         | 18         | 16         | 16         |

## California Organic Agriculture by County, 1998-2003

Number of Growers (continued)

| Region/County             | 1998       | 1999       | 2000       | 2001       | 2002       | 2003       |
|---------------------------|------------|------------|------------|------------|------------|------------|
| <b>San Joaquin Valley</b> | <b>171</b> | <b>192</b> | <b>219</b> | <b>262</b> | <b>281</b> | <b>290</b> |
| Fresno                    | 51         | 61         | 71         | 84         | 83         | 86         |
| Kern                      | 23         | 21         | 25         | 29         | 27         | 26         |
| Kings                     | —          | 3          | —          | 3          | 7          | 7          |
| Madera                    | 21         | 23         | 22         | 24         | 33         | 38         |
| Merced                    | 30         | 33         | 37         | 41         | 43         | 42         |
| San Joaquin               | 10         | 12         | 10         | 15         | 15         | 18         |
| Stanislaus                | 15         | 21         | 23         | 28         | 28         | 29         |
| Tulare                    | 21         | 18         | 29         | 38         | 45         | 44         |
| <b>South Coast</b>        | <b>559</b> | <b>498</b> | <b>501</b> | <b>506</b> | <b>443</b> | <b>395</b> |
| Los Angeles               | 22         | 25         | 23         | 23         | 20         | 17         |
| Orange                    | 3          | 3          | 4          | 7          | 7          | 6          |
| San Bernardino            | 6          | 6          | 5          | —          | 3          | 3          |
| San Diego                 | 449        | 381        | 377        | 365        | 314        | 274        |
| Santa Barbara             | 45         | 46         | 49         | 60         | 50         | 49         |
| Ventura                   | 34         | 37         | 43         | 49         | 49         | 46         |
| <b>Southeast Interior</b> | <b>110</b> | <b>96</b>  | <b>114</b> | <b>105</b> | <b>101</b> | <b>92</b>  |
| Imperial                  | 15         | 17         | 16         | 15         | 17         | 19         |
| Inyo                      | —          | —          | —          | —          | —          | —          |
| Mono                      | —          | —          | —          | —          | —          | —          |
| Riverside                 | 90         | 74         | 92         | 83         | 76         | 67         |
| Tuolumne                  | 3          | 3          | 4          | 5          | 6          | 4          |

“ — “ Data not reported to protect confidentiality.



## California Organic Agriculture by County, 1998-2003

Number of Acres

| Region/County            | 1998          | 1999          | 2000          | 2001          | 2002          | 2003          |
|--------------------------|---------------|---------------|---------------|---------------|---------------|---------------|
| <b>Bay Area</b>          | <b>1,787</b>  | <b>1,647</b>  | <b>2,117</b>  | <b>1,869</b>  | <b>2,180</b>  | <b>2,394</b>  |
| Alameda                  | 74            | 328           | 394           | 361           | 274           | 227           |
| Contra Costa             | 418           | 417           | 1,085         | 477           | 393           | 102           |
| Marin                    | 1,254         | 880           | 575           | 848           | 1,420         | 1,794         |
| San Francisco            | —             | —             | —             | —             | —             | —             |
| San Mateo                | 33            | 14            | 57            | 176           | 88            | 266           |
| <b>Cascade-Sierra</b>    | <b>3,097</b>  | <b>3,468</b>  | <b>13,357</b> | <b>12,779</b> | <b>15,067</b> | <b>15,446</b> |
| Amador                   | 136           | 415           | 487           | 484           | 479           | 493           |
| Calaveras                | 159           | 171           | 214           | 126           | 108           | 51            |
| El Dorado                | 57            | 58            | 63            | 95            | 61            | 56            |
| Lassen                   | —             | —             | —             | 101           | 108           | 132           |
| Modoc                    | —             | 627           | 1,109         | 155           | 655           | 732           |
| Nevada                   | 69            | 542           | 110           | 98            | 153           | 195           |
| Placer                   | 785           | 926           | 1,489         | 1,637         | 1,602         | 1,763         |
| Plumas                   | —             | —             | —             | —             | —             | —             |
| Shasta                   | 44            | 200           | 713           | 628           | 771           | 405           |
| Sierra                   | —             | —             | —             | —             | —             | —             |
| Siskiyou                 | 445           | 357           | 9,105         | 9,432         | 11,068        | 11,580        |
| Trinity                  | 29            | 124           | 23            | 18            | 53            | 32            |
| <b>Central Coast</b>     | <b>11,671</b> | <b>23,456</b> | <b>19,887</b> | <b>34,217</b> | <b>26,152</b> | <b>24,349</b> |
| Monterey                 | 3,419         | 6,808         | 5,652         | 8,916         | 8,389         | 9,895         |
| San Benito               | 2,842         | 9,737         | 9,804         | 19,906        | 12,094        | 9,689         |
| San Luis Obispo          | 3,731         | 4,085         | 1,696         | 2,265         | 2,895         | 1,978         |
| Santa Clara              | 403           | 499           | 547           | 531           | 453           | 440           |
| Santa Cruz               | 1,276         | 2,326         | 2,188         | 2,598         | 2,321         | 2,347         |
| <b>North Coast</b>       | <b>9,001</b>  | <b>10,671</b> | <b>9,811</b>  | <b>12,866</b> | <b>13,354</b> | <b>21,667</b> |
| Del Norte                | 6             | —             | —             | —             | —             | —             |
| Humboldt                 | 240           | 282           | 232           | 243           | 1,209         | 2,152         |
| Lake                     | 944           | 981           | 1,481         | 1,504         | 1,620         | 2,678         |
| Mendocino                | 2,308         | 3,014         | 2,249         | 2,819         | 2,990         | 3,296         |
| Napa                     | 735           | 769           | 460           | 1,070         | 1,327         | 1,611         |
| Sonoma                   | 4,769         | 5,617         | 5,382         | 7,225         | 5,603         | 8,785         |
| <b>Sacramento Valley</b> | <b>18,387</b> | <b>22,035</b> | <b>30,824</b> | <b>28,630</b> | <b>27,365</b> | <b>27,390</b> |
| Butte                    | 2,756         | 3,366         | 4,038         | 4,488         | 4,508         | 5,265         |
| Colusa                   | 1,504         | 3,544         | 4,376         | 3,510         | 2,722         | 2,793         |
| Glenn                    | 3,194         | 3,559         | 4,116         | 2,705         | 2,716         | 3,170         |
| Sacramento               | 1,329         | 824           | 1,451         | 897           | 899           | 106           |
| Solano                   | 2,290         | 1,098         | 1,039         | 1,830         | 1,319         | 1,716         |
| Sutter                   | 2,588         | 4,514         | 6,348         | 5,772         | 5,767         | 6,557         |
| Tehama                   | 1,086         | 1,315         | 2,445         | 2,408         | 3,350         | 2,141         |
| Yolo                     | 3,016         | 3,128         | 6,084         | 6,118         | 4,961         | 4,251         |
| Yuba                     | 624           | 688           | 927           | 901           | 1,123         | 1,392         |

## California Organic Agriculture by County, 1998-2003

Number of Acres (continued)

| Region/County             | 1998          | 1999          | 2000          | 2001          | 2002          | 2003          |
|---------------------------|---------------|---------------|---------------|---------------|---------------|---------------|
| <b>San Joaquin Valley</b> | <b>24,383</b> | <b>35,646</b> | <b>49,770</b> | <b>55,066</b> | <b>56,322</b> | <b>62,576</b> |
| Fresno                    | 8,525         | 7,414         | 9,263         | 9,797         | 11,005        | 11,653        |
| Kern                      | 9,679         | 11,394        | 21,253        | 23,368        | 14,952        | 10,353        |
| Kings                     | —             | 315           | —             | 1,849         | 8,183         | 14,414        |
| Madera                    | 1,564         | 2,777         | 2,517         | 2,732         | 4,376         | 4,535         |
| Merced                    | 3,039         | 2,738         | 2,876         | 3,830         | 4,684         | 7,471         |
| San Joaquin               | 277           | 585           | 718           | 827           | 750           | 948           |
| Stanislaus                | 416           | 9,494         | 11,593        | 11,212        | 10,556        | 10,743        |
| Tulare                    | 883           | 930           | 1,223         | 1,452         | 1,816         | 2,459         |
| <b>South Coast</b>        | <b>10,497</b> | <b>20,858</b> | <b>14,720</b> | <b>14,404</b> | <b>16,489</b> | <b>11,917</b> |
| Los Angeles               | 1,302         | 1,051         | 1,256         | 1,088         | 128           | 138           |
| Orange                    | 566           | 596           | 614           | 660           | 129           | 148           |
| San Bernardino            | 120           | 134           | 66            | —             | 145           | 58            |
| San Diego                 | 5,203         | 5,346         | 6,386         | 6,082         | 9,319         | 4,889         |
| Santa Barbara             | 1,177         | 10,060        | 2,150         | 2,187         | 1,848         | 1,884         |
| Ventura                   | 2,130         | 3,672         | 4,248         | 4,344         | 4,920         | 4,800         |
| <b>Southeast Interior</b> | <b>6,305</b>  | <b>7,938</b>  | <b>8,066</b>  | <b>7,630</b>  | <b>7,575</b>  | <b>8,083</b>  |
| Imperial                  | 3,794         | 4,210         | 4,339         | 4,720         | 4,360         | 4,874         |
| Inyo                      | —             | —             | —             | —             | —             | —             |
| Mono                      | —             | —             | —             | —             | —             | —             |
| Riverside                 | 2,288         | 3,525         | 3,480         | 2,569         | 2,795         | 2,672         |
| Tuolumne                  | 17            | 50            | 53            | 72            | 70            | 47            |

“ — “ Data not reported to protect confidentiality.

## California Organic Agriculture by County, 1998-2003

Farm Level Sales Value – dollars

| Region/County            | 1998              | 1999              | 2000              | 2001              | 2002              | 2003               |
|--------------------------|-------------------|-------------------|-------------------|-------------------|-------------------|--------------------|
| <b>Bay Area</b>          | <b>7,197,685</b>  | <b>6,795,890</b>  | <b>6,857,810</b>  | <b>3,692,603</b>  | <b>2,739,304</b>  | <b>2,831,135</b>   |
| Alameda                  | 802,201           | 929,372           | 781,215           | 1,119,887         | 597,732           | 518,475            |
| Contra Costa             | 1,148,255         | 868,934           | 1,369,588         | 1,649,566         | 829,718           | 974,901            |
| Marin                    | 5,174,060         | 4,892,641         | 4,619,516         | 864,462           | 1,146,123         | 1,265,995          |
| San Francisco            | —                 | —                 | —                 | —                 | —                 | —                  |
| San Mateo                | 69,750            | 102,029           | 86,935            | 58,263            | 162,531           | 71,464             |
| <b>Cascade-Sierra</b>    | <b>1,493,491</b>  | <b>1,769,162</b>  | <b>2,823,232</b>  | <b>2,375,916</b>  | <b>3,067,859</b>  | <b>3,176,436</b>   |
| Amador                   | 160,720           | 217,044           | 196,540           | 189,731           | 194,560           | 226,543            |
| Calaveras                | 31,799            | 122,348           | 194,021           | 87,377            | 49,439            | 40,987             |
| El Dorado                | 118,652           | 93,781            | 323,053           | 204,783           | 112,906           | 228,628            |
| Lassen                   | —                 | —                 | —                 | 10,501            | 38,011            | 34,357             |
| Modoc                    | —                 | 143,792           | 263,632           | 51,373            | 170,369           | 152,839            |
| Nevada                   | 324,221           | 276,366           | 307,321           | 278,884           | 289,544           | 188,516            |
| Placer                   | 425,704           | 330,999           | 606,268           | 927,941           | 932,701           | 870,657            |
| Plumas                   | —                 | —                 | —                 | —                 | —                 | —                  |
| Shasta                   | 44,370            | 93,984            | 63,036            | 110,292           | 205,378           | 186,760            |
| Sierra                   | —                 | —                 | —                 | —                 | —                 | —                  |
| Siskiyou                 | 186,878           | 446,461           | 822,230           | 469,457           | 1,002,970         | 1,222,902          |
| Trinity                  | 33,846            | 24,662            | 32,836            | 23,327            | 32,581            | 11,077             |
| <b>Central Coast</b>     | <b>30,296,826</b> | <b>46,648,777</b> | <b>41,982,418</b> | <b>51,102,535</b> | <b>63,966,839</b> | <b>100,580,897</b> |
| Monterey                 | 5,748,624         | 17,584,163        | 12,304,895        | 16,670,498        | 29,385,445        | 38,738,265         |
| San Benito               | 11,820,063        | 11,984,796        | 12,299,141        | 14,834,861        | 11,120,129        | 35,186,635         |
| San Luis Obispo          | 1,294,710         | 2,713,282         | 1,944,482         | 2,755,635         | 3,018,016         | 4,247,693          |
| Santa Clara              | 1,273,513         | 1,982,495         | 2,444,479         | 2,042,746         | 2,057,908         | 1,893,836          |
| Santa Cruz               | 10,159,916        | 12,384,041        | 12,989,421        | 14,798,795        | 18,385,341        | 20,514,468         |
| <b>North Coast</b>       | <b>15,374,324</b> | <b>21,798,726</b> | <b>19,221,222</b> | <b>22,230,248</b> | <b>22,472,348</b> | <b>34,784,907</b>  |
| Del Norte                | 31,335            | —                 | —                 | —                 | —                 | —                  |
| Humboldt                 | 578,125           | 669,604           | 989,870           | 826,062           | 1,469,954         | 3,715,287          |
| Lake                     | 475,669           | 415,460           | 671,453           | 880,470           | 978,831           | 1,170,267          |
| Mendocino                | 7,787,075         | 10,722,025        | 8,344,524         | 7,718,507         | 8,524,006         | 5,972,878          |
| Napa                     | 387,292           | 660,316           | 796,230           | 1,505,956         | 2,123,827         | 1,900,239          |
| Sonoma                   | 6,114,828         | 9,323,776         | 8,398,968         | 11,272,998        | 8,911,530         | 20,062,234         |
| <b>Sacramento Valley</b> | <b>20,757,616</b> | <b>20,061,893</b> | <b>28,114,071</b> | <b>25,593,644</b> | <b>29,423,928</b> | <b>33,047,305</b>  |
| Butte                    | 2,729,280         | 2,894,594         | 3,308,665         | 4,187,417         | 3,709,179         | 5,814,911          |
| Colusa                   | 1,256,240         | 2,523,647         | 2,455,109         | 2,107,167         | 1,694,096         | 2,326,938          |
| Glenn                    | 4,656,044         | 1,387,226         | 6,392,129         | 3,217,303         | 4,821,096         | 3,862,541          |
| Sacramento               | 366,222           | 224,469           | 557,096           | 574,616           | 624,185           | 324,023            |
| Solano                   | 998,760           | 697,592           | 374,639           | 827,593           | 1,212,252         | 2,040,043          |
| Sutter                   | 3,566,029         | 4,189,910         | 4,861,056         | 4,414,376         | 4,862,698         | 5,243,603          |
| Tehama                   | 1,291,607         | 1,955,240         | 1,230,152         | 1,741,263         | 1,344,358         | 1,515,198          |
| Yolo                     | 4,770,171         | 5,242,231         | 7,290,905         | 7,329,984         | 9,221,972         | 9,310,333          |
| Yuba                     | 1,123,263         | 946,985           | 1,644,322         | 1,193,925         | 1,934,095         | 2,609,716          |

## California Organic Agriculture by County, 1998-2003

Farm Level Sales Value – dollars (continued)

| Region/County             | 1998              | 1999              | 2000              | 2001              | 2002              | 2003              |
|---------------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|
| <b>San Joaquin Valley</b> | <b>71,140,420</b> | <b>58,007,908</b> | <b>50,151,687</b> | <b>50,678,714</b> | <b>67,192,679</b> | <b>92,394,043</b> |
| Fresno                    | 14,837,917        | 9,511,719         | 13,215,125        | 12,760,465        | 13,279,586        | 16,528,259        |
| Kern                      | 42,830,398        | 35,563,563        | 18,929,499        | 16,325,630        | 24,224,681        | 33,328,755        |
| Kings                     | —                 | 578,455           | —                 | 618,700           | 823,364           | 832,164           |
| Madera                    | 2,326,348         | 4,032,871         | 3,314,410         | 3,933,188         | 5,279,914         | 7,471,516         |
| Merced                    | 7,425,837         | 3,495,992         | 4,468,520         | 5,045,521         | 9,873,619         | 13,248,370        |
| San Joaquin               | 793,822           | 1,115,187         | 2,042,401         | 2,015,456         | 2,089,885         | 1,783,504         |
| Stanislaus                | 540,429           | 1,061,473         | 1,860,280         | 3,643,991         | 3,039,899         | 4,012,741         |
| Tulare                    | 2,385,669         | 2,648,648         | 5,826,851         | 6,335,763         | 8,581,731         | 15,188,737        |
| <b>South Coast</b>        | <b>20,226,692</b> | <b>32,764,076</b> | <b>36,820,744</b> | <b>34,421,099</b> | <b>42,461,572</b> | <b>40,383,129</b> |
| Los Angeles               | 2,594,388         | 4,218,092         | 4,289,606         | 2,969,083         | 2,154,534         | 2,156,640         |
| Orange                    | 277,906           | 338,801           | 483,547           | 922,897           | 1,125,630         | 1,086,290         |
| San Bernardino            | 379,740           | 195,355           | 277,871           | —                 | 254,400           | 203,956           |
| San Diego                 | 7,862,006         | 9,457,305         | 12,441,531        | 14,097,646        | 14,223,013        | 14,229,662        |
| Santa Barbara             | 6,761,968         | 7,885,017         | 7,650,938         | 11,609,349        | 9,941,838         | 9,458,108         |
| Ventura                   | 2,350,684         | 10,669,506        | 11,677,251        | 4,643,004         | 14,762,157        | 13,248,473        |
| <b>Southeast Interior</b> | <b>16,226,369</b> | <b>16,478,481</b> | <b>14,865,087</b> | <b>17,126,952</b> | <b>18,680,785</b> | <b>22,627,140</b> |
| Imperial                  | 11,848,633        | 13,363,048        | 10,256,186        | 12,343,258        | 13,627,420        | 14,186,454        |
| Inyo                      | —                 | —                 | —                 | —                 | —                 | —                 |
| Mono                      | —                 | —                 | —                 | —                 | —                 | —                 |
| Riverside                 | 4,353,998         | 3,081,656         | 4,465,480         | 4,541,824         | 4,705,021         | 8,053,686         |
| Tuolumne                  | 14,227            | 26,000            | 135,709           | 152,659           | 203,344           | 235,000           |

“ — “ Data not reported to protect confidentiality.

## California Organic Agriculture by Commodity, 1998-2003

Number of Growers\*

| Commodity                          |                       | 1998  | 1999  | 2000  | 2001  | 2002  | 2003  |
|------------------------------------|-----------------------|-------|-------|-------|-------|-------|-------|
| <b>Fruit &amp; Nut Crops TOTAL</b> |                       | 1,254 | 1,236 | 1,365 | 1,402 | 1,332 | 1,274 |
| <b>Berries</b>                     | Blackberry            | 42    | 49    | 48    | 49    | 45    | 44    |
|                                    | Blueberry             | 20    | 18    | 21    | 23    | 19    | 20    |
|                                    | Boysenberry           | 18    | 24    | 22    | 19    | 14    | 19    |
|                                    | Olallieberry          | 11    | 11    | 13    | 17    | 17    | 15    |
|                                    | Raspberry             | 46    | 61    | 70    | 63    | 66    | 54    |
|                                    | Strawberry            | 83    | 101   | 122   | 120   | 111   | 103   |
|                                    | Other                 | 9     | 13    | 13    | 13    | 11    | 11    |
| <b>Citrus</b>                      | Grapefruit            | 120   | 98    | 107   | 103   | 89    | 85    |
|                                    | Kumquat               | 30    | 32    | 33    | 34    | 24    | 25    |
|                                    | Lemons                | 158   | 157   | 164   | 167   | 153   | 148   |
|                                    | Lime                  | 54    | 56    | 65    | 66    | 56    | 44    |
|                                    | Oranges               | 312   | 282   | 299   | 303   | 261   | 239   |
|                                    | Tangelo               | 60    | 61    | 58    | 55    | 57    | 48    |
|                                    | Tangerines            | 65    | 65    | 78    | 84    | 92    | 84    |
|                                    | Other                 | 17    | 18    | 18    | 20    | 17    | 21    |
| <b>Grapes</b>                      | Grapes, All**         | 216   | 217   | 226   | 230   | 239   | 251   |
|                                    | <i>Grapes, Juice</i>  | 13    | 16    | 14    | 9     | 12    | 13    |
|                                    | <i>Grapes, Raisin</i> | 38    | 38    | 35    | 42    | 51    | 53    |
|                                    | <i>Grapes, Table</i>  | 69    | 70    | 70    | 76    | 69    | 74    |
|                                    | <i>Grapes, Wine</i>   | 99    | 95    | 107   | 109   | 114   | 119   |
|                                    | <i>Grape, Other</i>   | 6     | 5     | 5     | 3     | 5     | 5     |
| <b>Nuts</b>                        | Almond                | 71    | 75    | 77    | 80    | 80    | 80    |
|                                    | Chestnut              | 15    | 20    | 15    | 17    | 14    | 14    |
|                                    | Macadamia             | 12    | 14    | 8     | 12    | 12    | 10    |
|                                    | Pecan                 | 3     | 3     | 4     | 5     | 8     | 5     |
|                                    | Pistachio             | 11    | 13    | 11    | 11    | 11    | 15    |
|                                    | Walnut                | 72    | 105   | 158   | 172   | 161   | 161   |
| <b>Pome Fruits</b>                 | Apple                 | 185   | 210   | 224   | 219   | 214   | 199   |
|                                    | Asian Pear            | 55    | 55    | 59    | 52    | 59    | 50    |
|                                    | Crabapple             | 3     | 3     | 6     | 4     | 4     | —     |
|                                    | Pear                  | 73    | 83    | 102   | 88    | 84    | 91    |
|                                    | Quince                | 11    | 7     | 14    | 9     | 11    | 15    |
|                                    | Stone Fruits, Other   | 10    | 8     | 12    | 13    | 17    | 19    |
|                                    | Apricot               | 53    | 54    | 74    | 85    | 78    | 72    |
|                                    | Cherry                | 31    | 42    | 55    | 56    | 55    | 46    |
|                                    | Nectarine             | 46    | 48    | 53    | 60    | 56    | 50    |
|                                    | Peaches               | 92    | 100   | 116   | 126   | 111   | 106   |
|                                    | Plum                  | 83    | 95    | 117   | 128   | 114   | 118   |
|                                    | Prune                 | 34    | 29    | 34    | 42    | 36    | 35    |

## California Organic Agriculture by Commodity, 1998-2003

Number of Growers\* (continued)

| Commodity                         |                                    | 1998       | 1999       | 2000       | 2001       | 2002       | 2003       |
|-----------------------------------|------------------------------------|------------|------------|------------|------------|------------|------------|
| <b>Subtropical &amp; Tropical</b> | Avocado                            | 161        | 159        | 169        | 170        | 159        | 147        |
|                                   | Banana                             | —          | 3          | 5          | 5          | —          | —          |
|                                   | Cherimoya                          | 16         | 19         | 19         | 19         | 18         | 16         |
|                                   | Date                               | 28         | 25         | 21         | 21         | 19         | 17         |
|                                   | Fig                                | 60         | 80         | 84         | 92         | 89         | 71         |
|                                   | Guava                              | 26         | 30         | 32         | 35         | 28         | 30         |
|                                   | Jujube                             | 5          | 5          | 8          | 9          | 10         | 10         |
|                                   | Kiwi Fruit                         | 34         | 31         | 32         | 32         | 32         | 31         |
|                                   | Loquat                             | 7          | 9          | 12         | 14         | 9          | 6          |
|                                   | Olive                              | 28         | 22         | 30         | 33         | 33         | 35         |
|                                   | Passion Fruit                      | 4          | 3          | 4          | 6          | 4          | 8          |
|                                   | Persimmon                          | 91         | 95         | 102        | 92         | 87         | 82         |
|                                   | Pomegranate                        | 33         | 37         | 49         | 51         | 52         | 54         |
|                                   | Pricklypear                        | 6          | 4          | —          | 6          | 6          | 4          |
|                                   | Other                              | 12         | 13         | 23         | 25         | 16         | 15         |
| <b>Vegetable Crops TOTAL</b>      |                                    | <b>592</b> | <b>589</b> | <b>643</b> | <b>616</b> | <b>585</b> | <b>525</b> |
| <b>Alliums</b>                    | Chives                             | 28         | 39         | 51         | 44         | 34         | 25         |
|                                   | Garlic                             | 125        | 151        | 173        | 168        | 155        | 132        |
|                                   | Leeks                              | 49         | 80         | 82         | 86         | 90         | 79         |
|                                   | Onions                             | 134        | 173        | 198        | 179        | 165        | 152        |
|                                   | Shallots                           | 19         | 32         | 42         | 36         | 36         | 33         |
| <b>Brassicas</b>                  | Arugula                            | 59         | 80         | 106        | 104        | 104        | 94         |
|                                   | Brassicas, other                   | 21         | 30         | 31         | 39         | 36         | 30         |
|                                   | Broccoli                           | 132        | 175        | 184        | 176        | 160        | 139        |
|                                   | Brussel Sprouts                    | 18         | 23         | 20         | 20         | 19         | 15         |
|                                   | Cabbage                            | 87         | 113        | 120        | 132        | 109        | 97         |
|                                   | Cauliflower                        | 82         | 99         | 97         | 107        | 102        | 82         |
|                                   | Chinese Cabbage                    | 20         | 28         | 32         | 30         | 33         | 25         |
|                                   | Collards                           | 33         | 39         | 47         | 56         | 46         | 44         |
|                                   | Horseradish                        | 4          | 9          | 7          | 7          | 8          | 7          |
|                                   | Kale                               | 72         | 83         | 116        | 118        | 106        | 96         |
|                                   | Kohlrabi                           | 21         | 30         | 37         | 27         | 32         | 28         |
|                                   | Misc. Leaf Vegetables              | 41         | 60         | 75         | 76         | 76         | 60         |
|                                   | Mustard                            | 41         | 53         | 51         | 55         | 54         | 40         |
|                                   | Raddish/Daikon                     | 64         | 100        | 108        | 109        | 111        | 90         |
|                                   | Turnip                             | 41         | 63         | 72         | 70         | 64         | 62         |
| Watercress                        | 9                                  | 17         | 20         | 20         | 12         | 9          |            |
| <b>Unclassified</b>               | Mixed Vegetable, less than 5 acres | 111        | 19         | 7          | —          | 3          | —          |
|                                   | Other                              | 5          | 8          | 8          | 13         | 11         | 10         |

## California Organic Agriculture by Commodity, 1998-2003

Number of Growers\* (continued)

| Commodity                                   |                     | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 |
|---------------------------------------------|---------------------|------|------|------|------|------|------|
| <b>Chenopods</b>                            | Beets               | 111  | 153  | 186  | 169  | 156  | 141  |
|                                             | Chard               | 88   | 128  | 163  | 170  | 146  | 133  |
|                                             | Spinach             | 98   | 141  | 155  | 151  | 139  | 119  |
|                                             | Other               | 3    | 7    | 6    | 5    | 5    | 3    |
| <b>Composites</b>                           | Artichokes          | 38   | 59   | 59   | 67   | 52   | 46   |
|                                             | Burdock             | 6    | 6    | 3    | 3    | —    | —    |
|                                             | Cardoon             | —    | 6    | 4    | 3    | —    | 3    |
|                                             | Chickory            | 9    | 15   | 21   | 21   | 18   | 14   |
|                                             | Lettuce, All        | 187  | 228  | 258  | 256  | 244  | 208  |
|                                             | Other               | 7    | 12   | 17   | 16   | 12   | 14   |
| <b>Cucurbits</b>                            | Cantaloupe          | 110  | 123  | 128  | 127  | 123  | 117  |
|                                             | Cucumber            | 118  | 154  | 198  | 210  | 181  | 172  |
|                                             | Gourd               | 22   | 35   | 36   | 34   | 31   | 23   |
|                                             | Honeydew            | 43   | 48   | 46   | 59   | 52   | 49   |
|                                             | Squash, Summer      | 150  | 226  | 250  | 264  | 237  | 201  |
|                                             | Squash, Winter      | 105  | 168  | 176  | 167  | 168  | 141  |
|                                             | Watermelon          | 94   | 113  | 118  | 118  | 116  | 103  |
|                                             | Other               | 61   | 71   | 84   | 82   | 81   | 66   |
| <b>Legumes &amp; Sprouts</b>                | Beans, Fresh Market | 130  | 167  | 193  | 176  | 176  | 150  |
|                                             | Peas, Fresh Market  | 76   | 108  | 127  | 116  | 108  | 97   |
|                                             | Sprouts             | 20   | 26   | 25   | 15   | 17   | 9    |
|                                             | Other               | 12   | 22   | 20   | 21   | 18   | 16   |
| <b>Other Vegetables</b>                     | Jicama              | —    | —    | —    | 5    | —    | —    |
|                                             | Rhubarb             | 11   | 19   | 23   | 21   | 21   | 20   |
|                                             | Sweet Potatoes      | 11   | 15   | 14   | 20   | 15   | 14   |
|                                             | Yams                | 5    | 8    | 6    | 14   | 6    | 8    |
|                                             | Other               | 6    | 11   | 12   | 17   | 13   | 14   |
| <b>Solanaceous Crops</b>                    | Eggplants           | 81   | 120  | 142  | 131  | 127  | 107  |
|                                             | Peppers             | 135  | 193  | 228  | 194  | 189  | 157  |
|                                             | Potato              | 108  | 126  | 126  | 112  | 110  | 89   |
|                                             | Tomatillo           | 19   | 35   | 49   | 48   | 54   | 31   |
|                                             | Tomato, Can/Proc    | 33   | 35   | 43   | 40   | 42   | 41   |
|                                             | Tomato, Fresh Mkt   | 218  | 279  | 331  | 321  | 279  | 246  |
|                                             | Other               | —    | 4    | 3    | 6    | 8    | 7    |
| <b>Succulent Vegetable &amp; Sweet Corn</b> | Asparagus           | 30   | 47   | 51   | 55   | 54   | 42   |
|                                             | Mushrooms           | 14   | 21   | 21   | 15   | 14   | 13   |
|                                             | Okra                | 22   | 21   | 32   | 35   | 29   | 23   |
|                                             | Pricklypear pads    | 5    | 10   | 11   | 6    | 4    | 6    |
|                                             | Sweet Corn          | 82   | 108  | 111  | 111  | 97   | 97   |
|                                             | Other               | —    | 3    | 3    | 3    | 4    | 4    |

## California Organic Agriculture by Commodity, 1998-2003

Number of Growers\* (continued)

| Commodity                       |                          | 1998       | 1999       | 2000       | 2001       | 2002       | 2003       |
|---------------------------------|--------------------------|------------|------------|------------|------------|------------|------------|
| <b>Umbels &amp; Herbs</b>       | Basil                    | 100        | 150        | 183        | 170        | 153        | 140        |
|                                 | Carrots                  | 109        | 136        | 166        | 141        | 140        | 123        |
|                                 | Celery, Celeriac         | 36         | 52         | 58         | 65         | 51         | 52         |
|                                 | Cilantro                 | 55         | 77         | 98         | 96         | 94         | 71         |
|                                 | Fennel                   | 31         | 41         | 45         | 45         | 57         | 45         |
|                                 | Mixed Herbs              | 83         | 116        | 124        | 122        | 124        | 104        |
|                                 | Parsley                  | 45         | 74         | 90         | 94         | 80         | 73         |
|                                 | Parsnip                  | 12         | 19         | 19         | 16         | 15         | 13         |
|                                 | Other                    | 43         | 57         | 76         | 68         | 64         | 51         |
| <b>Field Crops TOTAL</b>        |                          | <b>194</b> | <b>210</b> | <b>245</b> | <b>263</b> | <b>261</b> | <b>251</b> |
| <b>Fiber</b>                    | Cotton                   | —          | 6          | 6          | 5          | 4          | 5          |
| <b>Legumes</b>                  | Alfalfa                  | 15         | 15         | 17         | 18         | 26         | 32         |
|                                 | Beans, Dried             | 18         | 18         | 22         | 26         | 24         | 23         |
|                                 | Peas, Dried              | —          | —          | —          | 5          | —          | 3          |
|                                 | Soybeans                 | 4          | 8          | 10         | 12         | 15         | 6          |
|                                 | Vetch                    | 3          | —          | —          | 7          | 8          | 9          |
|                                 | Other                    | 8          | 7          | 10         | 17         | 9          | 7          |
| <b>Grain &amp; Forage Crops</b> | Barley                   | 7          | 6          | 6          | 13         | 12         | 8          |
|                                 | Buckwheat                | 3          | —          | —          | —          | —          | —          |
|                                 | Field Corn               | 10         | 8          | 14         | 17         | 12         | 14         |
|                                 | Oats                     | 10         | 6          | 14         | 17         | 20         | 20         |
|                                 | Popcorn                  | 6          | 9          | 15         | 9          | 5          | 7          |
|                                 | Rice                     | 65         | 84         | 92         | 90         | 81         | 75         |
|                                 | Rye                      | —          | —          | 3          | 3          | 6          | 6          |
|                                 | Sudan Grass              | —          | —          | 5          | 6          | —          | —          |
|                                 | Wheat                    | 16         | 14         | 21         | 26         | 28         | 28         |
|                                 | Wild Rice                | —          | 3          | 4          | 5          | 8          | 9          |
| Other                           | 16                       | 11         | 14         | 17         | 24         | 20         |            |
| <b>Pasture &amp; Rangeland</b>  | Pasture, Irrigated       | 3          | 8          | 11         | 8          | 11         | 14         |
|                                 | Rangeland                | 6          | 8          | 6          | 8          | 9          | 9          |
|                                 | Woodlot                  | 3          | 3          | 3          | 3          | 4          | —          |
|                                 | Other                    | —          | —          | 3          | 3          | 3          | 3          |
| <b>Sugar Crops</b>              | Cane                     | —          | —          | —          | 7          | 5          | 5          |
| <b>Oil Crops</b>                | Joboba                   | —          | 3          | 3          | 4          | 4          | 4          |
|                                 | Safflower                | 17         | 11         | 11         | 10         | 9          | 7          |
|                                 | Sunflower                | 4          | 4          | 3          | —          | —          | 4          |
|                                 | Other                    | —          | —          | —          | —          | 3          | —          |
| <b>Seed Crops</b>               | Grass                    | 6          | 5          | 6          | 8          | 6          | 5          |
|                                 | Sunflower, Confectionary | —          | 3          | 3          | 4          | 6          | 5          |
|                                 | Vegetable Seed           | 5          | 10         | 7          | 4          | 7          | 6          |
|                                 | Other                    | —          | 5          | 4          | 5          | 5          | 5          |
|                                 | Tea                      | —          | —          | 4          | 3          | 3          | —          |



## California Organic Agriculture by Commodity, 1998-2003

Number of Growers\* (continued)

| Commodity                                           |                                         | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 |
|-----------------------------------------------------|-----------------------------------------|------|------|------|------|------|------|
| <b>Livestock, Dairy, Poultry &amp; Apiary TOTAL</b> |                                         | 28   | 43   | 57   | 54   | 65   | 75   |
| <b>Dairy</b>                                        | Livestock, Dairy                        | 5    | 4    | 5    | 5    | 5    | 15   |
|                                                     | Dairy Cattle                            | —    | 5    | 10   | 9    | 11   | 17   |
| <b>Livestock</b>                                    | Honey                                   | 4    | 4    | 6    | 6    | 7    | 4    |
|                                                     | Cattle                                  | —    | 4    | 5    | 4    | 6    | 7    |
|                                                     | Sheep & Lambs                           | —    | —    | —    | 4    | 3    | —    |
|                                                     | Chickens, Meat                          | —    | 4    | 3    | —    | —    | 3    |
|                                                     | Layer Hens                              | 14   | 19   | 27   | 25   | 35   | 27   |
|                                                     | Turkeys                                 | —    | 4    | 4    | —    | —    | —    |
| <b>Nursery, Greenhouse &amp; Forestry TOTAL</b>     |                                         | 133  | 173  | 186  | 616  | 194  | 174  |
|                                                     | Cactus, Aloe Vera                       | 4    | 7    | 7    | 10   | 8    | 6    |
|                                                     | Christmas Trees                         | 3    | —    | —    | —    | —    | —    |
|                                                     | Edible Flowers                          | 15   | 21   | 28   | 28   | 21   | 16   |
|                                                     | Greenhouse Cut Flowers or Greens        | 6    | —    | 3    | 5    | 4    | —    |
|                                                     | Greenhouse Grown Container Plants       | 22   | 12   | 17   | 15   | 16   | 14   |
|                                                     | Greenhouse Grown Vegetable Transplants  | 25   | 33   | 43   | 44   | 45   | 41   |
|                                                     | Outdoor Grown Container Plnts/Orna      | 20   | 27   | 29   | 27   | 22   | 25   |
|                                                     | Outdoor Grown Cut Flowers or Greens     | 60   | 92   | 97   | 98   | 100  | 87   |
|                                                     | Outdoor Grown Vegetable Transplants     | 4    | 15   | 16   | 15   | 15   | 13   |
|                                                     | Vines, Canes & Other Propagative Matter | 5    | 6    | 5    | 6    | 5    | 4    |
|                                                     | Other                                   | 17   | 23   | 23   | 26   | 22   | 17   |

“ — ” Data not reported to protect confidentiality.

\* The sum of the number of growers of individual commodities may not equal the category total due to growers reporting production of multiple commodities.

\*\* *Grapes, all* equals the number of growers who produce and market organic grapes for juice, raisins, table grapes, wine, or other uses.

## California Organic Agriculture by Commodity, 1998-2003

Number of Acres

| Commodity                          |                       | 1998   | 1999   | 2000   | 2001   | 2002   | 2003   |
|------------------------------------|-----------------------|--------|--------|--------|--------|--------|--------|
| <b>Fruit &amp; Nut Crops TOTAL</b> |                       | 28,700 | 34,283 | 36,626 | 39,966 | 47,423 | 45,579 |
| <b>Berries</b>                     | Blackberry            | 95     | 43     | 45     | 87     | 91     | 111    |
|                                    | Blueberry             | 116    | 53     | 37     | 39     | 40     | 53     |
|                                    | Boysenberry           | 7      | 10     | 19     | 16     | 6      | 7      |
|                                    | Olallieberry          | 4      | 4      | 26     | 23     | 21     | 10     |
|                                    | Raspberry             | 46     | 85     | 157    | 225    | 279    | 344    |
|                                    | Strawberry            | 235    | 772    | 509    | 687    | 1,250  | 1,289  |
|                                    | Other                 | 5      | 4      | 3      | 6      | 4      | —      |
| <b>Citrus</b>                      | Grapefruit            | 769    | 785    | 709    | 690    | 627    | 662    |
|                                    | Kumquat               | 24     | 31     | 34     | 22     | 223    | 21     |
|                                    | Lemons                | 1,070  | 1,423  | 1,745  | 1,561  | 1,721  | 1,586  |
|                                    | Lime                  | 72     | 148    | 310    | 118    | 1,111  | 35     |
|                                    | Oranges               | 2,132  | 2,438  | 2,631  | 3,236  | 3,875  | 3,103  |
|                                    | Tangelo               | 804    | 123    | 134    | 145    | 217    | 176    |
|                                    | Tangerines            | 237    | 224    | 210    | 384    | 805    | 309    |
|                                    | Other                 | 25     | 73     | 60     | 62     | 18     | 26     |
| <b>Grapes</b>                      | Grapes, All*          | 9,766  | 12,318 | 11,504 | 13,228 | 15,423 | 15,088 |
|                                    | <i>Grapes, Juice</i>  | 534    | 638    | 265    | 109    | 496    | 344    |
|                                    | <i>Grapes, Raisin</i> | 3,351  | 3,788  | 2,957  | 3,736  | 5,584  | 4,819  |
|                                    | <i>Grapes, Table</i>  | 2,066  | 2,097  | 3,159  | 3,100  | 2,483  | 2,722  |
|                                    | <i>Grapes, Wine</i>   | 3,791  | 5,766  | 5,120  | 6,280  | 6,858  | 7,199  |
|                                    | <i>Grape, Other</i>   | 25     | 29     | 3      | 2      | 2      | 4      |
| <b>Nuts</b>                        | Almond                | 2,056  | 2,408  | 2,737  | 2,941  | 3,326  | 3,644  |
|                                    | Chestnut              | 31     | 28     | 25     | 33     | 28     | 19     |
|                                    | Macadamia             | 11     | 58     | 54     | 58     | 10     | 18     |
|                                    | Pecan                 | 13     | 19     | 14     | 14     | 15     | 23     |
|                                    | Pistachio             | 530    | 407    | 427    | 430    | 500    | 780    |
|                                    | Walnut                | 1,026  | 1,544  | 2,288  | 2,475  | 2,699  | 3,718  |
| <b>Pome Fruits</b>                 | Apple                 | 3,426  | 3,873  | 3,597  | 4,113  | 3,328  | 3,327  |
|                                    | Asian Pear            | 102    | 205    | 227    | 208    | 229    | 58     |
|                                    | Crabapple             | <1     | 1      | 1      | 2      | 1      | —      |
|                                    | Pear                  | 319    | 321    | 416    | 439    | 323    | 278    |
|                                    | Quince                | 1      | <1     | <1     | <1     | <1     | 2      |
|                                    | Stone Fruits, Other   | 14     | 11     | 40     | 35     | 49     | 59     |
|                                    | Apricot               | 232    | 367    | 488    | 456    | 622    | 593    |
|                                    | Cherry                | 141    | 148    | 173    | 169    | 192    | 214    |
|                                    | Nectarine             | 138    | 126    | 148    | 183    | 233    | 296    |
|                                    | Peaches               | 365    | 375    | 470    | 589    | 648    | 782    |
|                                    | Plum                  | 218    | 188    | 281    | 340    | 348    | 340    |
|                                    | Prune                 | 528    | 574    | 807    | 1,596  | 1,736  | 1,607  |

## California Organic Agriculture by Commodity, 1998-2003

Number of Acres (continued)

| Commodity                         |                                    | 1998          | 1999          | 2000          | 2001          | 2002          | 2003          |
|-----------------------------------|------------------------------------|---------------|---------------|---------------|---------------|---------------|---------------|
| <b>Subtropical &amp; Tropical</b> | Avocado                            | 1,117         | 1,420         | 2,227         | 1,884         | 2,599         | 1,842         |
|                                   | Banana                             | —             | 8             | 65            | 3             | —             | —             |
|                                   | Cherimoya                          | 24            | 18            | 23            | 13            | 27            | 20            |
|                                   | Date                               | 610           | 1,084         | 1,311         | 770           | 861           | 845           |
|                                   | Fig                                | 1,284         | 1,139         | 1,135         | 1,236         | 1,409         | 1,656         |
|                                   | Guava                              | 35            | 37            | 15            | 29            | 171           | 44            |
|                                   | Jujube                             | 12            | 13            | 13            | 14            | 14            | 14            |
|                                   | Kiwi Fruit                         | 253           | 296           | 265           | 295           | 349           | 319           |
|                                   | Loquat                             | 1             | 2             | 1             | 2             | 2             | <1            |
|                                   | Olive                              | 535           | 792           | 814           | 642           | 639           | 1,507         |
|                                   | Passion Fruit                      | 6             | <1            | 2             | 2             | 1             | 1             |
|                                   | Persimmon                          | 189           | 201           | 211           | 201           | 795           | 182           |
|                                   | Pomegranate                        | 49            | 79            | 77            | 88            | 134           | 155           |
|                                   | Pricklypear                        | 4             | —             | 5             | 5             | <1            | <1            |
|                                   | Other                              | 7             | 6             | 25            | 25            | 311           | 304           |
| <b>Vegetable Crops TOTAL</b>      |                                    | <b>28,994</b> | <b>44,476</b> | <b>50,286</b> | <b>65,284</b> | <b>48,957</b> | <b>44,488</b> |
| <b>Alliums</b>                    | Chives                             | 40            | 41            | 85            | 102           | 55            | 3             |
|                                   | Garlic                             | 796           | 1,858         | 1,130         | 403           | 508           | 329           |
|                                   | Leeks                              | 38            | 936           | 91            | 107           | 98            | 77            |
|                                   | Onions                             | 625           | 558           | 751           | 777           | 829           | 476           |
|                                   | Shallots                           | 7             | 208           | 32            | 13            | 15            | 14            |
| <b>Brassicas</b>                  | Arugula                            | 155           | 230           | 181           | 255           | 562           | 589           |
|                                   | Brassicas                          | 36            | 179           | 180           | 198           | 221           | 231           |
|                                   | Broccoli                           | 2,070         | 3,137         | 3,213         | 3,027         | 2,516         | 2,569         |
|                                   | Brussel Sprouts                    | 25            | 8             | 14            | 6             | 6             | 6             |
|                                   | Cabbage                            | 270           | 425           | 358           | 367           | 216           | 299           |
|                                   | Cauliflower                        | 635           | 1,289         | 1,086         | 1,740         | 1,071         | 1,037         |
|                                   | Chinese Cabbage                    | 35            | 58            | 46            | 35            | 37            | 32            |
|                                   | Collards                           | 58            | 27            | 57            | 53            | 93            | 25            |
|                                   | Horseradish                        | 78            | 79            | 117           | 121           | 115           | 116           |
|                                   | Kale                               | 93            | 104           | 152           | 138           | 133           | 143           |
|                                   | Kohlrabi                           | 6             | 5             | 11            | 8             | 7             | 32            |
|                                   | Misc. Leaf Vegetables              | 273           | 578           | 418           | 849           | 858           | 1,506         |
|                                   | Mustard                            | 111           | 1,596         | 1,571         | 3,792         | 1,201         | 1,165         |
|                                   | Raddish/Daikon                     | 110           | 118           | 125           | 125           | 58            | 38            |
|                                   | Turnip                             | 22            | 23            | 48            | 32            | 42            | 37            |
| Watercress                        | 16                                 | 21            | 15            | 17            | 6             | 6             |               |
| <b>Unclassified</b>               | Mixed Vegetable, less than 5 acres | 289           | 59            | 49            | —             | 7             | —             |
|                                   | Other                              | 28            | 2             | 2             | 4             | 3             | 2             |

## California Organic Agriculture by Commodity, 1998-2003

Number of Acres (continued)

| Commodity                                   |                     | 1998  | 1999   | 2000   | 2001   | 2002   | 2003   |
|---------------------------------------------|---------------------|-------|--------|--------|--------|--------|--------|
| <b>Chenopods</b>                            | Beets               | 274   | 357    | 325    | 306    | 302    | 240    |
|                                             | Chard               | 146   | 196    | 212    | 254    | 322    | 296    |
|                                             | Spinach             | 855   | 1,375  | 1,308  | 3,171  | 2,919  | 2,742  |
|                                             | Other               | <1    | 7      | 14     | 4      | 4      | 1      |
| <b>Composites</b>                           | Artichokes          | 111   | 347    | 280    | 291    | 231    | 239    |
|                                             | Burdock             | 3     | 7      | 7      | 10     | —      | —      |
|                                             | Cardoon             | —     | <1     | <1     | 1      | —      | <1     |
|                                             | Chickory            | 26    | 1,107  | 124    | 121    | 10     | 19     |
|                                             | Lettuce, All        | 4,936 | 10,889 | 11,201 | 19,219 | 15,148 | 12,468 |
|                                             | Other               | 442   | 14     | 29     | 60     | 7      | 31     |
| <b>Cucurbits</b>                            | Cantaloupe          | 619   | 553    | 555    | 579    | 500    | 618    |
|                                             | Cucumber            | 292   | 269    | 233    | 239    | 229    | 273    |
|                                             | Gourd               | 2     | 13     | 6      | 7      | 6      | 3      |
|                                             | Honeydew            | 234   | 148    | 84     | 99     | 163    | 149    |
|                                             | Squash, Summer      | 396   | 389    | 462    | 525    | 480    | 426    |
|                                             | Squash, Winter      | 449   | 462    | 533    | 594    | 654    | 456    |
|                                             | Watermelon          | 318   | 351    | 369    | 303    | 334    | 249    |
|                                             | Other               | 265   | 391    | 367    | 229    | 178    | 183    |
| <b>Legumes &amp; Sprouts</b>                | Beans, Fresh Market | 685   | 376    | 308    | 329    | 501    | 450    |
|                                             | Peas, Fresh Market  | 279   | 163    | 185    | 153    | 128    | 119    |
|                                             | Sprouts             | 11    | 226    | 26     | 44     | 25     | 13     |
|                                             | Other               | 48    | 166    | 152    | 174    | 247    | 292    |
| <b>Other Vegetables</b>                     | Jicama              | —     | —      | —      | 2      | —      | —      |
|                                             | Rhubarb             | 5     | 1      | 2      | 31     | 1      | 2      |
|                                             | Sweet Potatoes      | 1,081 | 700    | 854    | 1,567  | 2,229  | 2,081  |
|                                             | Yams                | 52    | 15     | 52     | 102    | 91     | 81     |
|                                             | Other               | 1     | 24     | 10     | 15     | 10     | 11     |
| <b>Solanaceous Crops</b>                    | Eggplants           | 79    | 143    | 99     | 77     | 66     | 78     |
|                                             | Peppers             | 408   | 448    | 485    | 456    | 452    | 368    |
|                                             | Potato              | 962   | 1,190  | 1,778  | 1,983  | 1,141  | 1,178  |
|                                             | Tomatillo           | 8     | 21     | 5      | 14     | 11     | 12     |
|                                             | Tomato, Can/Proc    | 2,323 | 2,365  | 3,691  | 3,981  | 3,613  | 4,108  |
|                                             | Tomato, Fresh Mkts  | 938   | 936    | 1,196  | 1,097  | 831    | 595    |
|                                             | Other               | —     | 4      | 2      | 3      | 9      | 18     |
| <b>Succulent Vegetable &amp; Sweet Corn</b> | Asparagus           | 399   | 402    | 426    | 530    | 418    | 596    |
|                                             | Mushrooms           | 824   | 1,442  | 1,499  | 1,414  | 1,415  | 1,411  |
|                                             | Okra                | 18    | 18     | 18     | 17     | 10     | 7      |
|                                             | Pricklypear pads    | 3     | 119    | 12     | 7      | 1      | 2      |
|                                             | Sweet Corn          | 504   | 338    | 290    | 261    | 358    | 349    |
|                                             | Other               | —     | 8      | <1     | 2      | 4      | 3      |

## California Organic Agriculture by Commodity, 1998-2003

Number of Acres (continued)

| Commodity                       |                          | 1998          | 1999          | 2000          | 2001          | 2002          | 2003          |
|---------------------------------|--------------------------|---------------|---------------|---------------|---------------|---------------|---------------|
| <b>Umbels &amp; Herbs</b>       | Basil                    | 142           | 81            | 83            | 71            | 42            | 29            |
|                                 | Carrots                  | 3,719         | 5,464         | 11,696        | 12,932        | 5,587         | 4,005         |
|                                 | Celery, Celeriac         | 355           | 485           | 561           | 673           | 573           | 846           |
|                                 | Cilantro                 | 105           | 149           | 185           | 232           | 172           | 158           |
|                                 | Fennel                   | 32            | 57            | 41            | 45            | 66            | 56            |
|                                 | Mixed Herbs              | 141           | 114           | 113           | 133           | 125           | 149           |
|                                 | Parsley                  | 82            | 76            | 166           | 174           | 106           | 93            |
|                                 | Parsnip                  | 22            | 26            | 6             | 5             | 10            | 12            |
|                                 | Other                    | 580           | 503           | 505           | 578           | 557           | 231           |
| <b>Field Crops TOTAL</b>        |                          | <b>25,814</b> | <b>44,320</b> | <b>56,121</b> | <b>55,373</b> | <b>61,653</b> | <b>68,974</b> |
| <b>Fiber</b>                    | Cotton                   | —             | 1,229         | 1,068         | 904           | 895           | 291           |
| <b>Legumes</b>                  | Alfalfa                  | 1,811         | 1,375         | 1,757         | 2,364         | 3,961         | 5,108         |
|                                 | Beans, Dried             | 713           | 1,404         | 882           | 434           | 645           | 823           |
|                                 | Peas, Dried              | —             | —             | —             | 15            | —             | 75            |
|                                 | Soybeans                 | —             | 1             | 1             | 11            | 20            | 18            |
|                                 | Vetch                    | 290           | —             | —             | 433           | 765           | 684           |
|                                 | Other                    | 45            | 183           | 186           | 246           | 97            | 102           |
| <b>Grain &amp; Forage Crops</b> | Barley                   | 1,012         | 1,395         | 1,712         | 2,955         | 1,496         | 1,289         |
|                                 | Buckwheat                | <1            | —             | —             | —             | —             | —             |
|                                 | Field Corn               | 268           | 407           | 419           | 360           | 353           | 232           |
|                                 | Oats                     | 849           | 370           | 1,458         | 713           | 1,557         | 1,282         |
|                                 | Popcorn                  | 49            | 172           | 189           | 256           | 111           | 198           |
|                                 | Rice                     | 10,696        | 14,412        | 19,333        | 16,637        | 14,577        | 14,311        |
|                                 | Rye                      | —             | —             | 63            | 45            | 531           | 545           |
|                                 | Sudan Grass              | —             | —             | 508           | 326           | —             | —             |
|                                 | Wheat                    | 1,004         | 1,101         | 2,462         | 4,000         | 9,697         | 14,507        |
|                                 | Wild Rice                | —             | 440           | 1,355         | 422           | 535           | 753           |
| Other                           | 1,610                    | 1,336         | 1,954         | 2,163         | 4,193         | 3,087         |               |
| <b>Pasture &amp; Rangeland</b>  | Pasture, Irrigated       | 125           | 2,700         | 5,658         | 5,013         | 5,275         | 10,155        |
|                                 | Rangeland                | 348           | 14,933        | 10,935        | 11,165        | 11,057        | 11,013        |
|                                 | Woodlot                  | 268           | 268           | 268           | 261           | 265           | —             |
|                                 | Other                    | —             | —             | 418           | 813           | 525           | 1,250         |
| <b>Sugar Crops</b>              | Cane                     | —             | —             | —             | 2             | 22            | 21            |
| <b>Oil Crops</b>                | Joboba                   | —             | 100           | 100           | 101           | 578           | 581           |
|                                 | Safflower                | 4,942         | 1,581         | 3,668         | 4,875         | 2,646         | 924           |
|                                 | Sunflower                | 29            | <1            | <1            | —             | —             | 25            |
|                                 | Other                    | —             | —             | —             | —             | 285           | —             |
| <b>Seed Crops</b>               | Grass                    | 102           | 96            | 548           | 474           | 473           | 41            |
|                                 | Legume                   | 6             | —             | 40            | 114           | 112           | —             |
|                                 | Sunflower, Confectionary | —             | <1            | <1            | <1            | 1             | 1             |
|                                 | Vegetable Seed           | 121           | 74            | 64            | 21            | 268           | 267           |
|                                 | Other                    | —             | 29            | 201           | 205           | 240           | 13            |
|                                 | Tea                      | —             | —             | 1             | 5             | 5             | —             |

## California Organic Agriculture by Commodity, 1998-2003

Number of Acres (continued)

| Commodity                                           |                                         | 1998         | 1999         | 2000         | 2001         | 2002         | 2003          |
|-----------------------------------------------------|-----------------------------------------|--------------|--------------|--------------|--------------|--------------|---------------|
| <b>Livestock, Dairy, Poultry &amp; Apiary TOTAL</b> |                                         | <b>1,088</b> | <b>2,049</b> | <b>4,754</b> | <b>6,233</b> | <b>5,919</b> | <b>14,404</b> |
| <b>Dairy</b>                                        | Livestock, Dairy                        | 224          | 296          | 427          | 432          | 1,536        | 1,792         |
|                                                     | Dairy Cattle                            | —            | 777          | 3,097        | 3,282        | 3,318        | 7,527         |
| <b>Livestock</b>                                    | Honey                                   | 11           | 40           | 1            | 41           | 1            | 1             |
|                                                     | Cattle                                  | —            | 680          | 742          | 1,000        | 819          | 4,723         |
|                                                     | Sheep & Lambs                           | —            | —            | —            | 582          | 22           | —             |
|                                                     | Chickens, Meat                          | —            | 4            | 4            | —            | —            | 27            |
|                                                     | Layer Hens                              | 111          | 167          | 276          | 132          | 163          | 147           |
|                                                     | Turkeys                                 | —            | 66           | 66           | —            | —            | —             |
| <b>Nursery, Greenhouse &amp; Forestry TOTAL</b>     |                                         | <b>533</b>   | <b>590</b>   | <b>765</b>   | <b>604</b>   | <b>551</b>   | <b>376</b>    |
|                                                     | Cactus, Aloe Vera                       | 4            | 16           | 5            | 24           | 4            | 3             |
|                                                     | Christmas Trees                         | 7            | —            | —            | —            | —            | —             |
|                                                     | Edible Flowers                          | 42           | 8            | 5            | 55           | 4            | 3             |
|                                                     | Greenhouse Cut Flowers or Greens        | 41           | —            | 3            | 4            | 2            | —             |
|                                                     | Greenhouse Grown Container Plants/Orn   | 8            | 3            | 4            | 5            | 15           | 7             |
|                                                     | Greenhouse Grown Vegetable Transplants  | 10           | 14           | 270          | 19           | 24           | 140           |
|                                                     | Outdoor Grown Container Plants/Orn      | 6            | 22           | 7            | 20           | 12           | 5             |
|                                                     | Outdoor Grown Cut Flowers or Greens     | 28           | 74           | 84           | 144          | 162          | 103           |
|                                                     | Outdoor Grown Vegetable Transplants     | 2            | 5            | 5            | 4            | 4            | 4             |
|                                                     | Vines, Canes & Other Propagative Matter | 2            | 40           | <1           | 3            | 2            | <1            |
|                                                     | Other                                   | 113          | 130          | 106          | 51           | 50           | 40            |

“ — ” Data not reported to protect confidentiality.

\* *Grapes*, all equals the sum of acres in production for organic grape juice, raisins, table grapes, wine, and other uses.

## California Organic Agriculture by Commodity, 1998-2003

Farm Level Sales Value – dollars

| Commodity                          |                       | 1998              | 1999              | 2000              | 2001              | 2002              | 2003              |
|------------------------------------|-----------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|
| <b>Fruit &amp; Nut Crops TOTAL</b> |                       | 67,645,791        | 76,578,306        | 71,474,358        | 85,974,213        | 98,398,923        | 117,468,734       |
| <b>Berries</b>                     | Blackberry            | 169,175           | 214,749           | 284,479           | 329,236           | 471,594           | 718,472           |
|                                    | Blueberry             | 144,800           | 310,492           | 271,275           | 312,115           | 323,393           | 393,277           |
|                                    | Boysenberry           | 23,070            | 34,158            | 39,529            | 31,886            | 23,390            | 14,704            |
|                                    | Olallieberry          | 24,267            | 54,246            | 259,061           | 345,583           | 175,889           | 134,647           |
|                                    | Raspberry             | 369,043           | 627,613           | 1,141,869         | 3,042,648         | 6,122,131         | 5,467,478         |
|                                    | Strawberry            | 2,292,571         | 8,324,653         | 9,741,349         | 9,531,147         | 12,810,601        | 17,508,877        |
|                                    | Other                 | 17,473            | 25,289            | 11,160            | 51,970            | 11,367            | 19,208            |
| <b>Citrus</b>                      | Grapefruit            | 660,405           | 421,231           | 765,383           | 862,279           | 890,947           | 1,182,472         |
|                                    | Kumquat               | 64,099            | 60,808            | 68,535            | 99,776            | 89,243            | 124,727           |
|                                    | Lemons                | 1,567,454         | 2,343,391         | 2,482,587         | 2,177,014         | 2,360,480         | 3,171,749         |
|                                    | Lime                  | 87,127            | 106,559           | 143,116           | 220,403           | 172,180           | 138,955           |
|                                    | Oranges               | 4,203,001         | 4,398,261         | 5,011,620         | 5,075,232         | 4,578,131         | 5,082,734         |
|                                    | Tangelo               | 174,901           | 186,826           | 312,219           | 321,520           | 404,778           | 528,987           |
|                                    | Tangerines            | 677,969           | 585,690           | 514,269           | 759,977           | 905,907           | 1,082,288         |
|                                    | Other                 | 15,543            | 18,288            | 53,471            | 60,139            | 27,011            | 35,213            |
| <b>Grapes</b>                      | Grapes, All*          | 31,562,706        | 36,091,506        | 20,871,663        | 28,707,738        | 26,978,876        | 33,930,096        |
|                                    | <i>Grapes, Juice</i>  | <i>1,152,070</i>  | <i>1,338,667</i>  | <i>427,689</i>    | <i>110,018</i>    | <i>308,836</i>    | <i>569,787</i>    |
|                                    | <i>Grapes, Raisin</i> | <i>3,433,547</i>  | <i>3,429,376</i>  | <i>3,917,506</i>  | <i>2,908,268</i>  | <i>4,197,451</i>  | <i>5,197,328</i>  |
|                                    | <i>Grapes, Table</i>  | <i>16,446,900</i> | <i>16,066,930</i> | <i>4,399,265</i>  | <i>11,035,234</i> | <i>7,741,770</i>  | <i>13,705,364</i> |
|                                    | <i>Grapes, Wine</i>   | <i>10,528,632</i> | <i>15,252,853</i> | <i>12,120,443</i> | <i>14,650,222</i> | <i>14,726,386</i> | <i>14,456,761</i> |
|                                    | <i>Grapes, Others</i> | <i>1,557</i>      | <i>3,680</i>      | <i>6,760</i>      | <i>3,996</i>      | <i>4,433</i>      | <i>856</i>        |
| <b>Nuts</b>                        | Almond                | 3,270,259         | 3,081,558         | 4,031,502         | 5,300,414         | 7,298,769         | 6,416,147         |
|                                    | Chestnut              | 46,804            | 32,715            | 32,320            | 31,649            | 26,306            | 17,483            |
|                                    | Macadamia             | 7,278             | 6,972             | 4,825             | 16,028            | 8,674             | 18,807            |
|                                    | Pecan                 | 6,972             | 22,570            | 3,598             | 4,005             | 1,626             | 7,786             |
|                                    | Pistachio             | 461,457           | 437,809           | 520,770           | 932,863           | 698,628           | 1,573,682         |
|                                    | Walnut                | 803,947           | 888,235           | 1,621,882         | 1,532,660         | 2,407,210         | 4,281,188         |
| <b>Pome Fruits</b>                 | Apple                 | 3,056,421         | 2,533,850         | 3,058,838         | 3,429,918         | 5,305,606         | 4,189,074         |
|                                    | Asian Pear            | 297,497           | 189,613           | 236,235           | 157,113           | 254,277           | 125,346           |
|                                    | Crabapple             | 118               | 153               | 1,931             | 1,930             | 1,380             | —                 |
|                                    | Pear                  | 551,341           | 415,581           | 696,022           | 719,707           | 686,121           | 791,486           |
|                                    | Quince                | 768               | 387               | 2,491             | 1,897             | 1,739             | 1,912             |
|                                    | Stone Fruits, Other   | 49,014            | 14,887            | 156,705           | 143,366           | 231,421           | 386,936           |
|                                    | Apricot               | 650,944           | 492,450           | 665,637           | 657,677           | 743,816           | 659,718           |
|                                    | Cherry                | 104,306           | 242,714           | 647,164           | 605,829           | 710,149           | 644,756           |
|                                    | Nectarine             | 1,060,270         | 883,841           | 1,186,286         | 1,422,655         | 1,870,596         | 2,647,093         |
|                                    | Peaches               | 2,974,302         | 2,695,252         | 3,430,223         | 3,980,619         | 4,344,674         | 5,554,320         |
|                                    | Plum                  | 1,013,564         | 802,946           | 1,146,096         | 1,167,013         | 1,084,930         | 1,604,911         |
|                                    | Prune                 | 1,857,392         | 1,894,597         | 1,795,709         | 2,639,206         | 1,755,360         | 1,882,537         |

## California Organic Agriculture by Commodity, 1998-2003

Farm Level Sales Value – dollars (continued)

| Commodity                         |                                    | 1998              | 1999               | 2000              | 2001              | 2002               | 2003               |
|-----------------------------------|------------------------------------|-------------------|--------------------|-------------------|-------------------|--------------------|--------------------|
| <b>Subtropical &amp; Tropical</b> | Avocado                            | 1,777,249         | 1,936,416          | 3,443,071         | 3,591,745         | 4,419,259          | 4,211,110          |
|                                   | Banana                             | —                 | 2,227              | 2,129             | 1,789             | —                  | —                  |
|                                   | Cherimoya                          | 39,617            | 61,697             | 46,325            | 46,518            | 42,175             | 50,794             |
|                                   | Date                               | 3,362,353         | 2,487,713          | 2,800,264         | 4,314,416         | 6,232,013          | 6,068,416          |
|                                   | Fig                                | 1,051,341         | 822,555            | 801,659           | 766,929           | 934,861            | 2,614,397          |
|                                   | Guava                              | 11,923            | 16,768             | 44,498            | 45,725            | 44,588             | 43,698             |
|                                   | Jujube                             | 2,106             | 2,340              | 6,819             | 13,763            | 12,459             | 15,110             |
|                                   | KiwiFruit                          | 2,265,200         | 1,737,481          | 2,134,708         | 1,480,180         | 1,770,675          | 2,608,941          |
|                                   | Loquat                             | 2,680             | 3,696              | 3,662             | 3,467             | 2,331              | 870                |
|                                   | Mango                              | 520               | 205                | 200               | 156               | 85                 | 10                 |
|                                   | Olive                              | 441,243           | 765,660            | 475,517           | 409,955           | 328,150            | 627,430            |
|                                   | Passion Fruit                      | 9,140             | 160                | 1,960             | 2,710             | 1,168              | 1,011              |
|                                   | Persimmon                          | 340,277           | 238,845            | 432,771           | 481,597           | 481,105            | 529,774            |
|                                   | Pomegranate                        | 50,502            | 55,830             | 55,922            | 79,534            | 251,369            | 237,031            |
|                                   | Pricklypear                        | 1,210             | 255                | —                 | 1,195             | 420                | 2,208              |
|                                   | Other                              | 5,149             | 5,466              | 10,887            | 59,789            | 74,115             | 80,957             |
| <b>Vegetable Crops TOTAL</b>      |                                    | <b>93,803,195</b> | <b>102,236,180</b> | <b>94,124,818</b> | <b>86,605,963</b> | <b>119,190,447</b> | <b>154,827,759</b> |
| <b>Alliums</b>                    | Chives                             | 167,843           | 43,243             | 13,712            | 50,728            | 46,863             | 8,198              |
|                                   | Garlic                             | 2,361,751         | 1,207,863          | 1,649,068         | 1,017,116         | 907,548            | 732,368            |
|                                   | Leeks                              | 234,580           | 716,221            | 547,852           | 629,982           | 858,346            | 744,072            |
|                                   | Onions                             | 2,543,835         | 2,438,700          | 2,232,094         | 2,468,217         | 1,873,338          | 2,259,663          |
|                                   | Shallots                           | 67,143            | 52,351             | 69,117            | 104,555           | 168,404            | 159,506            |
| <b>Brassicas</b>                  | Arugula                            | 491,908           | 594,026            | 432,329           | 537,823           | 1,140,677          | 2,121,158          |
|                                   | Brassicas                          | 117,425           | 3,762,200          | 516,356           | 480,963           | 2,048,661          | 2,116,002          |
|                                   | Broccoli                           | 5,218,227         | 6,506,887          | 6,028,655         | 5,380,452         | 5,594,304          | 6,353,413          |
|                                   | Brussel Sprouts                    | 22,368            | 15,736             | 14,952            | 26,332            | 24,499             | 21,045             |
|                                   | Cabbage                            | 914,350           | 1,157,885          | 939,346           | 888,992           | 1,069,628          | 1,606,469          |
|                                   | Cauliflower                        | 2,198,453         | 2,980,832          | 1,602,698         | 3,023,379         | 3,371,367          | 3,701,144          |
|                                   | Chinese Cabbage                    | 218,775           | 103,585            | 138,110           | 100,322           | 210,688            | 201,987            |
|                                   | Collards                           | 388,587           | 183,490            | 133,343           | 195,060           | 162,463            | 174,435            |
|                                   | Horseradish                        | 42,135            | 62,887             | 92,778            | 45,278            | 61,283             | 36,325             |
|                                   | Kale                               | 592,644           | 763,762            | 610,365           | 653,702           | 1,041,919          | 896,195            |
|                                   | Kohlrabi                           | 50,677            | 18,485             | 22,791            | 33,436            | 10,209             | 14,127             |
|                                   | Misc. Leaf Vegetable               | 1,624,461         | 1,488,066          | 868,862           | 1,276,177         | 2,955,087          | 4,191,883          |
|                                   | Mustard                            | 271,992           | 317,075            | 324,580           | 147,710           | 64,071             | 4,233,414          |
|                                   | Raddish/Daikon                     | 296,314           | 328,101            | 348,077           | 401,525           | 359,704            | 368,337            |
|                                   | Turnip                             | 222,555           | 131,921            | 129,868           | 153,943           | 187,904            | 205,865            |
| Watercress                        | 122,123                            | 71,566            | 239,293            | 249,528           | 284,663           | 241,566            |                    |
| <b>Unclassified</b>               | Mixed Vegetable, less than 5 acres | 1,224,478         | 109,834            | 131,754           | —                 | 32,400             | —                  |
|                                   | Other                              | 109,440           | 8,693              | 6,702             | 24,804            | 30,861             | 4,594              |



## California Organic Agriculture by Commodity, 1998-2003

Farm Level Sales Value – dollars (continued)

| Commodity                                    |                   | 1998       | 1999       | 2000       | 2001       | 2002       | 2003       |
|----------------------------------------------|-------------------|------------|------------|------------|------------|------------|------------|
| <b>Chenopods</b>                             | Beets             | 918,364    | 1,281,253  | 1,098,010  | 1,024,533  | 1,169,028  | 1,067,888  |
|                                              | Chard             | 557,061    | 987,385    | 937,817    | 960,365    | 2,121,782  | 2,091,773  |
|                                              | Spinach           | 1,752,950  | 4,032,191  | 2,695,240  | 3,664,631  | 8,857,733  | 10,887,119 |
|                                              | Other             | 1,360      | 5,602      | 2,017      | 7,873      | 25,174     | 700        |
| <b>Composites</b>                            | Artichokes        | 492,805    | 436,254    | 432,941    | 417,024    | 518,723    | 774,586    |
|                                              | Burdock           | 26,623     | 43,734     | 41,850     | 50,122     | —          | —          |
|                                              | Cardoon           | —          | 4,971      | 1,622      | 4,061      | —          | 191        |
|                                              | Chickory          | 59,693     | 427,378    | 139,409    | 235,009    | 148,686    | 66,735     |
|                                              | Lettuce, All      | 17,568,205 | 20,829,694 | 18,252,812 | 20,526,142 | 20,793,053 | 42,147,804 |
|                                              | Other             | 9,591      | 69,040     | 36,676     | 96,768     | 69,097     | 129,486    |
| <b>Cucurbits</b>                             | Cantaloupe        | 1,530,144  | 855,054    | 880,630    | 1,179,522  | 1,580,695  | 1,527,232  |
|                                              | Cucumber          | 880,602    | 867,306    | 1,600,283  | 1,405,384  | 2,024,880  | 2,057,957  |
|                                              | Gourd             | 9,129      | 18,522     | 14,612     | 15,058     | 12,882     | 4,262      |
|                                              | Honeydew          | 772,394    | 110,490    | 99,600     | 156,713    | 412,317    | 386,538    |
|                                              | Squash, Summer    | 1,264,716  | 1,634,201  | 1,913,234  | 1,983,676  | 1,551,614  | 2,117,506  |
|                                              | Squash, Winter    | 793,048    | 836,083    | 940,136    | 999,522    | 1,157,367  | 1,264,333  |
|                                              | Watermelon        | 776,290    | 681,216    | 548,155    | 745,818    | 1,115,319  | 841,762    |
|                                              | Other             | 764,776    | 500,514    | 801,113    | 446,983    | 558,500    | 594,531    |
| <b>Legumes &amp; Sprouts</b>                 | Beans, Fresh Mkt  | 873,849    | 737,039    | 863,419    | 1,025,920  | 1,435,279  | 930,355    |
|                                              | Peas, Fresh Mkt   | 611,790    | 225,267    | 331,673    | 312,629    | 790,730    | 623,981    |
|                                              | Sprouts           | 1,361,430  | 1,661,328  | 1,343,715  | 660,030    | 727,867    | 994,103    |
|                                              | Other             | 24,135     | 45,589     | 44,565     | 134,131    | 822,767    | 200,889    |
| <b>Other Vegetables</b>                      | Jicama            | —          | —          | 600        | —          | —          | —          |
|                                              | Rhubarb           | 19,175     | 2,176      | 5,603      | 5,157      | 2,829      | 1,971      |
|                                              | Sweet Potatoes    | 4,074,319  | 980,741    | 1,748,075  | 1,833,206  | 6,358,621  | 7,296,626  |
|                                              | Yams              | 166,370    | 135,076    | 67,819     | 206,467    | 74,609     | 327,797    |
|                                              | Other             | 1,597      | 70,379     | 81,401     | 66,689     | 96,854     | 40,042     |
| <b>Solanaceous Crops</b>                     | Eggplants         | 244,838    | 239,233    | 329,657    | 284,790    | 435,955    | 499,756    |
|                                              | Peppers           | 1,987,154  | 1,932,108  | 2,322,104  | 2,392,841  | 2,767,772  | 2,139,463  |
|                                              | Potato            | 2,398,364  | 1,815,664  | 1,119,993  | 1,499,812  | 1,600,407  | 2,257,587  |
|                                              | Tomatillo         | 28,050     | 98,622     | 12,777     | 40,806     | 9,878      | 22,368     |
|                                              | Tomato, Can/Procs | 4,634,737  | 3,675,323  | 4,778,200  | 4,028,140  | 4,748,125  | 5,289,084  |
|                                              | Tomato, Fresh Mkt | 3,887,486  | 4,563,297  | 6,323,204  | 7,005,886  | 6,401,503  | 6,143,428  |
|                                              | Other             | —          | 16,200     | 8,200      | 12,573     | 9,387      | 40,664     |
| <b>Succulent Vegetables &amp; Sweet Corn</b> | Asparagus         | 513,200    | 1,168,596  | 689,076    | 757,020    | 709,497    | 1,203,550  |
|                                              | Mushrooms         | 952,393    | 2,809,544  | 2,608,060  | 2,609,906  | 3,165,526  | 2,175,380  |
|                                              | Okra              | 25,055     | 7,948      | 9,285      | 15,929     | 30,790     | 27,816     |
|                                              | Pricklypear pads  | 875        | 3,098      | 3,525      | 6,735      | 1,916      | 2,448      |
|                                              | Sweet Corn        | 630,660    | 505,040    | 526,801    | 413,302    | 591,924    | 459,925    |
|                                              | Other             | —          | 501        | 670        | 7,008      | 22,469     | 130,305    |

## California Organic Agriculture by Commodity, 1998-2003

Farm Level Sales Value – dollars (continued)

| Commodity                       |                          | 1998              | 1999              | 2000              | 2001              | 2002              | 2003              |
|---------------------------------|--------------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|
| <b>Umbels &amp; Herbs</b>       | Basil                    | 419,675           | 383,887           | 484,861           | 504,497           | 402,087           | 395,343           |
|                                 | Carrots                  | 19,877,466        | 18,768,458        | 16,372,601        | 4,806,709         | 14,021,430        | 18,663,811        |
|                                 | Celery Celeriac          | 1,373,066         | 3,054,171         | 3,467,472         | 2,669,326         | 6,275,582         | 6,005,452         |
|                                 | Cilantro                 | 273,157           | 655,833           | 588,587           | 634,238           | 847,018           | 485,976           |
|                                 | Fennel                   | 191,349           | 237,930           | 210,921           | 242,174           | 263,332           | 250,622           |
|                                 | Mixed Herbs              | 785,647           | 563,400           | 1,215,820         | 981,188           | 582,871           | 627,606           |
|                                 | Parsley                  | 366,636           | 280,890           | 287,525           | 488,950           | 441,607           | 422,635           |
|                                 | Parsnip                  | 139,961           | 18,568            | 23,190            | 22,630            | 35,580            | 59,238            |
|                                 | Other                    | 247,712           | 895,967           | 726,460           | 1,016,520         | 853,651           | 712,869           |
| <b>Field Crops TOTAL</b>        |                          | <b>13,653,414</b> | <b>11,674,855</b> | <b>18,363,942</b> | <b>15,575,100</b> | <b>13,544,011</b> | <b>14,987,276</b> |
| <b>Fiber</b>                    | Cotton                   | —                 | 658,489           | 813,696           | 823,772           | 291,115           | 279,092           |
| <b>Legumes</b>                  | Alfalfa                  | 324,362           | 411,784           | 334,223           | 751,266           | 1,294,137         | 1,549,502         |
|                                 | Beans, Dried             | 300,396           | 392,547           | 555,724           | 200,181           | 239,797           | 364,297           |
|                                 | Peas, Dried              | —                 | —                 | —                 | 65,250            | —                 | 551               |
|                                 | Soybeans                 | 670               | 3,730             | 2,299             | 5,552             | 17,422            | 3,657             |
|                                 | Vetch                    | 143,139           | —                 | —                 | 856               | 136,127           | 247,550           |
|                                 | Other                    | 33,910            | 17,586            | 37,344            | 44,557            | 13,411            | 12,509            |
| <b>Grain &amp; Forage Crops</b> | Barley                   | 108,318           | 390,005           | 335,009           | 1,493,623         | 932,372           | 163,941           |
|                                 | Buckwheat                | 2,120             | —                 | —                 | —                 | —                 | —                 |
|                                 | Field Corn               | 200,970           | 24,651            | 176,250           | 300,912           | 148,804           | 112,739           |
|                                 | Oats                     | 36,697            | 11,676            | 238,861           | 62,719            | 143,334           | 238,571           |
|                                 | Popcorn                  | 208,670           | 203,133           | 144,366           | 134,537           | 131,291           | 66,007            |
|                                 | Rice                     | 8,744,709         | 7,091,705         | 12,536,350        | 9,090,699         | 7,433,815         | 9,219,321         |
|                                 | Rye                      | —                 | —                 | 4,595             | 1,494             | 21,614            | 4,415             |
|                                 | Sudan Grass              | —                 | —                 | 75,202            | 57,007            | —                 | —                 |
|                                 | Wheat                    | —                 | 305,538           | 556,020           | 626,578           | 962,834           | 948,492           |
|                                 | Wild Rice                | 180,000           | 228,740           | 28,505            | 214,507           | 506,394           | 713,906           |
| Other                           | 1,336,198                | 1,450,773         | 1,605,563         | 1,190,032         | 420,969           | 194,054           |                   |
| <b>Pasture &amp; Rangeland</b>  | Pasture, Irrigated       | 2,504             | 10,108            | 67,200            | 82,967            | 4,495             | 29,695            |
|                                 | Rangeland                | 449               | 201               | 2,978             | 1,008             | 10                | 45,808            |
|                                 | Woodlot                  | 4                 | 4                 | 4                 | 103               | 2,703             | —                 |
|                                 | Other                    | —                 | —                 | 643               | 2,103             | 1,002             | 4                 |
| <b>Sugar Crops</b>              | Cane                     | —                 | —                 | —                 | 810               | 1,766             | 1,126             |
| <b>Oil Crops</b>                | Jojoba                   | 44,600            | 54,596            | 59,061            | 64,218            | 335,406           | 171,628           |
|                                 | Safflower                | 823,069           | 189,511           | 183,095           | 110,927           | 106,786           | 22,823            |
|                                 | Sunflower                | 28,620            | 945               | 1,660             | 20                | 152               | 22,271            |
|                                 | Other                    | 27,001            | 12,700            | 350,512           | 4,025             | 28,814            | 5,727             |
| <b>Seed Crops</b>               | Grass                    | 98,601            | 121,801           | 135,705           | 149,277           | 156,501           | 169,350           |
|                                 | Sunflower, Confectionary | —                 | 125               | 270               | 3,277             | 2,750             | 8,195             |
|                                 | Vegetable Seed           | 117,749           | 60,501            | 27,318            | 9,230             | 111,366           | 338,444           |
|                                 | Seed Crops, Other        | —                 | 23,346            | 71,159            | 78,868            | 68,802            | 45,035            |
|                                 | Tea                      | —                 | —                 | 390               | 2,510             | 3,800             | —                 |

## California Organic Agriculture by Commodity, 1998-2003

Farm Level Sales Value – dollars (continued)

| Commodity                                           |                                         | 1998             | 1999             | 2000              | 2001              | 2002              | 2003              |
|-----------------------------------------------------|-----------------------------------------|------------------|------------------|-------------------|-------------------|-------------------|-------------------|
| <b>Livestock, Dairy, Poultry &amp; Apiary TOTAL</b> |                                         | <b>4,868,095</b> | <b>9,381,192</b> | <b>12,121,323</b> | <b>12,056,194</b> | <b>11,725,104</b> | <b>34,450,853</b> |
| <b>Dairy</b>                                        | Livestock, Dairy                        | 838,187          | 938,000          | 1,321,355         | 2,276,768         | 2,742,000         | 5,741,510         |
|                                                     | Dairy Cattle                            | —                | 5,571,341        | 7,444,134         | 5,150,887         | 8,288,761         | 17,651,133        |
| <b>Livestock</b>                                    | Honey                                   | 1,790            | 1,663            | 13,207            | 25,840            | 27,760            | 4,013             |
|                                                     | Cattle                                  | —                | 42,002           | 19,002            | 18,300            | 47,888            | 17,419            |
|                                                     | Sheep & Lambs                           | —                | —                | —                 | 21,200            | 1,675             | —                 |
|                                                     | Chicken meat                            | —                | 1,976,000        | 1,701,969         | —                 | —                 | 10,224,989        |
|                                                     | Layer Hens                              | 428,114          | 749,584          | 1,401,104         | 311,114           | 350,384           | 376,187           |
|                                                     | Turkeys                                 | —                | 98,001           | 201,051           | 215,000           | 262,600           | 331,000           |
| <b>Nursery, Greenhouse &amp; Forestry TOTAL</b>     |                                         | <b>2,742,928</b> | <b>4,454,381</b> | <b>4,751,832</b>  | <b>7,010,241</b>  | <b>7,147,200</b>  | <b>8,090,882</b>  |
|                                                     | Cactus Aloe vera                        | 7,765            | 8,842            | 7,375             | 10,333            | 6,215             | 4,130             |
|                                                     | Christmas Trees                         | 1,362            | —                | —                 | —                 | —                 | —                 |
|                                                     | Edible Flowers                          | 27,420           | 38,070           | 37,365            | 25,389            | 33,445            | 9,687             |
|                                                     | Greenhouse Cut Flowers or Greens        | 16,180           | —                | 75,935            | 53,300            | 127,100           | —                 |
|                                                     | Greenhouse Grown Container Plants/Orn   | 218,820          | 169,530          | 144,123           | 715,305           | 296,612           | 265,360           |
|                                                     | Greenhouse Grown Vegetable Transplants  | 1,594,140        | 2,652,470        | 2,893,254         | 3,281,328         | 3,493,778         | 3,350,393         |
|                                                     | Outdoor Grown Container Plants/Orn      | 88,594           | 80,411           | 139,668           | 302,852           | 139,348           | 106,329           |
|                                                     | Outdoor Grown Cut Flowers or Greens     | 263,696          | 305,088          | 518,510           | 651,165           | 851,230           | 605,184           |
|                                                     | Outdoor Grown Vegetable Transplants     | 80,799           | 607,280          | 109,950           | 178,196           | 229,317           | 243,018           |
|                                                     | Vines, Canes & Other Propagative Matter | 75,413           | 2,601            | 2,550             | 9,230             | 7,600             | 22,560            |
|                                                     | Other                                   | 360,735          | 501,193          | 817,630           | 1,773,702         | 1,951,232         | 3,357,890         |

“ — ” Data not reported to protect confidentiality.

\* *Grapes*, all equals the sum of sales from organic grape juice, raisins, table grapes, wine, and other uses.

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