



NW's largest distributor of organic produce -since 1978-

- Owned by a Sustainable Food & Agriculture Perpetual Purpose Trust
- Distributed 125+ million pounds of produce in 2022
- Mission: to promote and inspire the growth of the organic agriculture movement



Oregon: Early Leader in Organic

- First state law for organic foods; 1974
- Updated state law to include allowed inputs; 1989
- Organic Foods Production Act of 1990; Introduced by Congressman Peter DeFazio



Organic in Oregon



Top States in Organic Farms

State	2019	2021	Comparison	% Δ 2019
US Farms: 17,445				
California	3,012	3,061		▲ 2
Wisconsin	1,364	1,455		▲ 7
New York	1,321	1,407		▲ 7
Pennsylvania	1,048	1,125		▲ 7
Ohio	785	800		▲ 2
Iowa	779	799		▲ 3
Washington	745	730		▼ 2
Indiana	595	697		▲ 17
Vermont	655	693		▲ 6
Minnesota	635	650		▲ 2

 Oregon: 491 farms in 2021, 612 in 2023



Organic in Oregon



Top States in Organic Land

State	2019	2021	Comparison	% Δ 2019
US Land: 4.9 million acres				
California	965,257	813,710		▼ 16
New York	323,081	331,438		▲ 3
Montana	355,723	319,722		▼ 10
Wisconsin	250,940	245,333		▼ 2
Texas	246,307	240,806		▼ 2
Oregon	196,045	228,152		▲ 16
Idaho	180,732	215,668		▲ 19
Vermont	203,002	203,083		▲ 0
Colorado	167,500	190,809		▲ 14
Iowa	172,968	169,361		▼ 2



Organic in Oregon



Top States in Organic Sales

State	2019 (\$ million)	2021 (\$ million)	Comparison	% Δ 2019
California	3,597	3,550		1
Washington	886	1,140		29
Pennsylvania	742	1,094		47
Texas	424	572		35
Oregon	454	386		15
New York	298	328		10
Wisconsin	269	313		16
North Carolina	370	308		17
Michigan	231	272		18
Colorado	184	253		38



Organic Growth



ORGANIC

Organic food sales rose **4%** in 2022, topping \$60 billion for first time

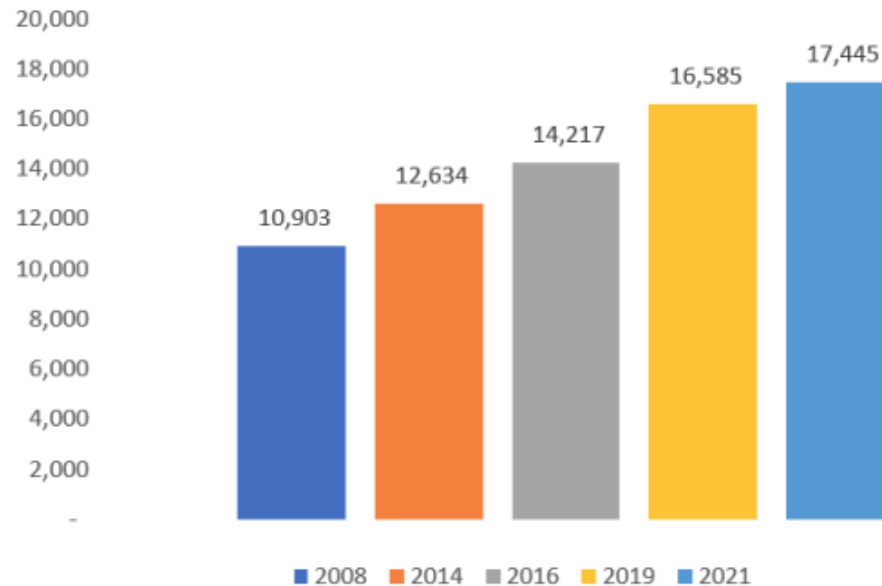
By CAROL RYAN DUMAS Capital Press Updated May 16, 2023

U.S. organic food sales in 2022 totaled \$61.7 billion, breaking through the \$60 billion mark for the first time. Total organic sales — including nonfood products — hit a record \$67.6 billion.



Certified Organic Farms

	Farms
2008	10,903
2014	12,634
2016	14,217
2019	16,585
2021	17,445
% Δ 2019	▲ 5



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The Organic Guarantee

Unique among all eco-labels, USDA organic is backed by third party inspection, federally enforced, and provides traceability from the farm to the consumer.

✓ ORGANIC PRODUCERS ARE REQUIRED TO . . .

Protect natural resources and support biodiversity. 



Build soil health through regenerative practices like cover cropping and crop rotation.

Support the health and accommodate the natural behavior of all their animals, year-round.



⊘ ORGANIC PROHIBITS . . .

Synthetic nitrogen fertilizers, soil fumigants, and sewage sludge. 

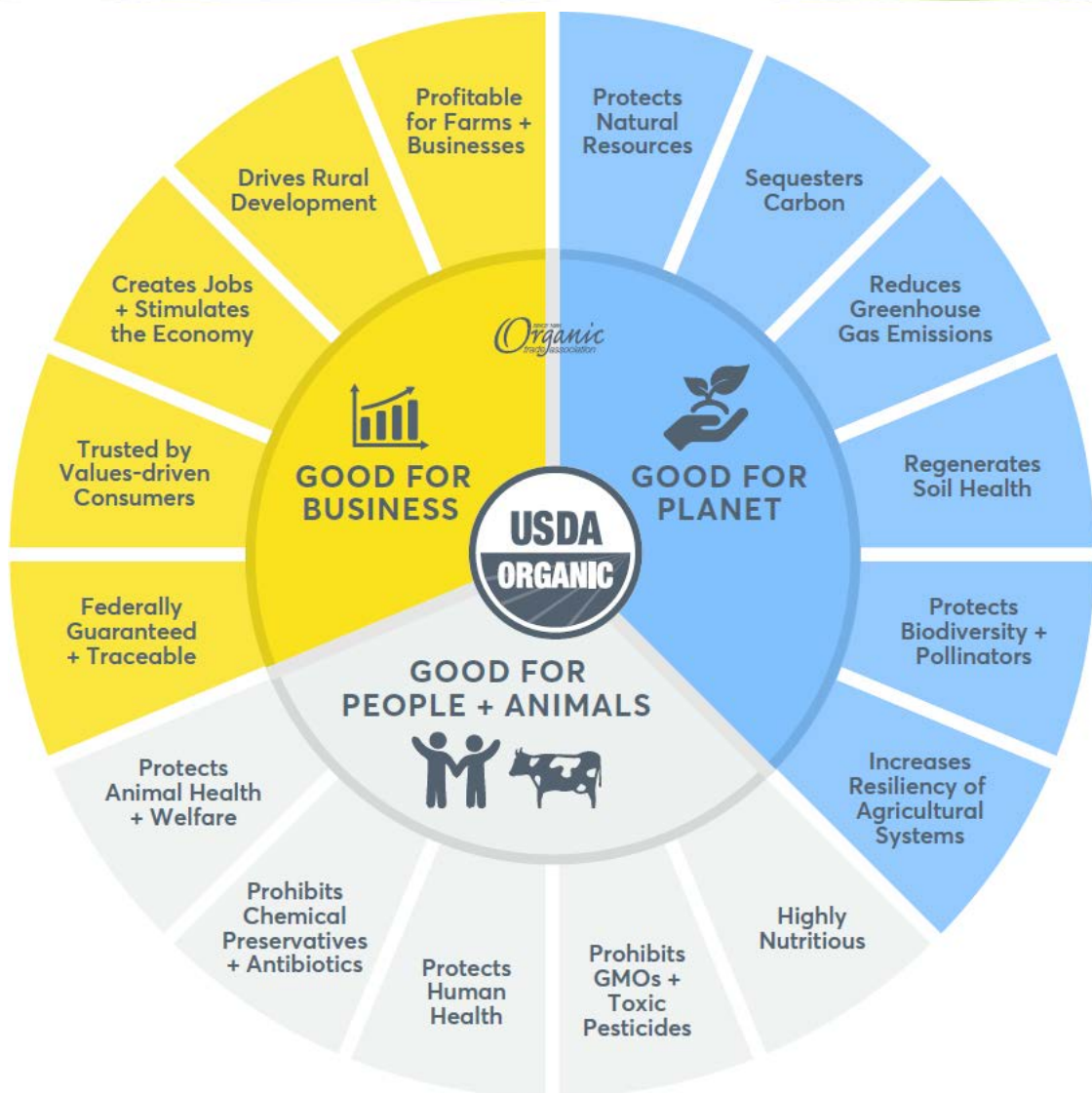


Genetically Modified Organisms (GMOs).

Toxic pesticides and chemicals. 

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The Organic Guarantee



From sequestering carbon and regenerating soil to protecting human & animal health and driving rural develop, organic covers it all!

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The Organic Guarantee

Sequesters Carbon and Reduces GHG Emissions



ORGANIC FARMS . . .



Emit **18% less global warming-causing gases** and use **~50% less new reactive** nitrogen (an extremely potent greenhouse gas).*



Produce healthier soils that contain **13% higher total organic matter** and capture **44% more stable sequestered carbon**.*



Releases **40% fewer carbon emissions**.*

*As compared to conventional

The Organic Guarantee

Protects Natural Resources and Biodiversity

Organic farmers are required to maintain or improve the natural resources on and around their farms, including soil, water, wetlands, and wildlife habitats. By avoiding toxic chemicals and maintaining healthy wildlife habitats, organic practices promote biodiversity and protect pollinators.

Protects Natural Resources



Required. Organic farmers are required to build soil health, support biodiversity, protect water quality, and reduce soil erosion through activities such as crop rotation, cover cropping and composting.

ORGANIC FARMS . . .



Increase overall biodiversity by 30% and pollinator diversity by up to 50%.



Reduce nitrates released into groundwater by 50%.

Chemical Fertilization



Prohibited. Synthetic nitrogen fertilizers, soil fumigants and sewage sludge ("biosolids" are strictly prohibited).

Synthetic Pesticides



Prohibited. Pest management on organic farms relies first upon prevention, monitoring, and natural/biological controls. As a last resort, producers may select from a limited toolbox of non-toxic pest control options approved by the National Organic Standards Board and USDA.

The Organic Certification Process



From the land on which an organic product is grown, to the producers growing the product, from the post-harvest facilities preparing the product, to the processing and handling facilities transforming the product, each step must be certified to the federal organic standards.

Once an operation is certified, they must go through annual reviews and on-site inspections as well as surprise inspections.

Expenses

- Annual organic certification (\$2,813 - 2020 avg.)
 - Annual inspection (\$400 - \$1,500+)
 - Plant residue & soil testing
 - Planting & maintaining cover crops (often having no market value)
 - Maintain buffers from conventional neighbors
 - Special medications & treatment practices for livestock
 - Specific cleaners & sanitizers permitted for use
 - Dedicated processing lines for manufacturing
 - Segregated storage for organic goods
 - Every input and production practice documented/verified
- } Eligible for cost share reimbursement

Certification & Transition Cost Share Reimbursement

National Usage
Rate: 38.5%

Oregon Usage
Rate: 35%*

of certified
operations: 893

Estimated cost
(35% usage):
\$234,500

of Transitional
operations: <100
(estimate)

Estimated cost:
\$75,000

Federal cost share per operation/scope: will return to 75% of eligible expenses up to \$750.

*A state match is expected to increase Oregon's usage rate.

Pass SB 1058-2

- Support an entire sector of agriculture
 - Organic: nursery stock, grass seed, fruits/vegetables, livestock, eggs, dairy, animal feed, baby food, consumer packaged goods, wine/beer/spirits, and more.
- Support organic agriculture as a solution for climate change mitigation
- Set an example for other states to follow
- Be a leader once again in organic food production