



BUILDING A BRIGHTER FOOD FUTURE



Chris Schreiner

Executive Director, Oregon Tilth
tilth.org | @oregontilth

SUPPORTING AND PROMOTING BIOLOGICALLY SOUND AND SOCIALLY EQUITABLE AGRICULTURE.



Oregon Tilth is a leading certifier, educator, and advocate for a brighter food future for all.

We're a team of regulatory experts, biologists, farmers, technical specialists, horticulturalists, communicators, administrators, inspectors, advocates, certification specialists, and educators working together to make our food and agriculture system socially equitable and biologically sound.






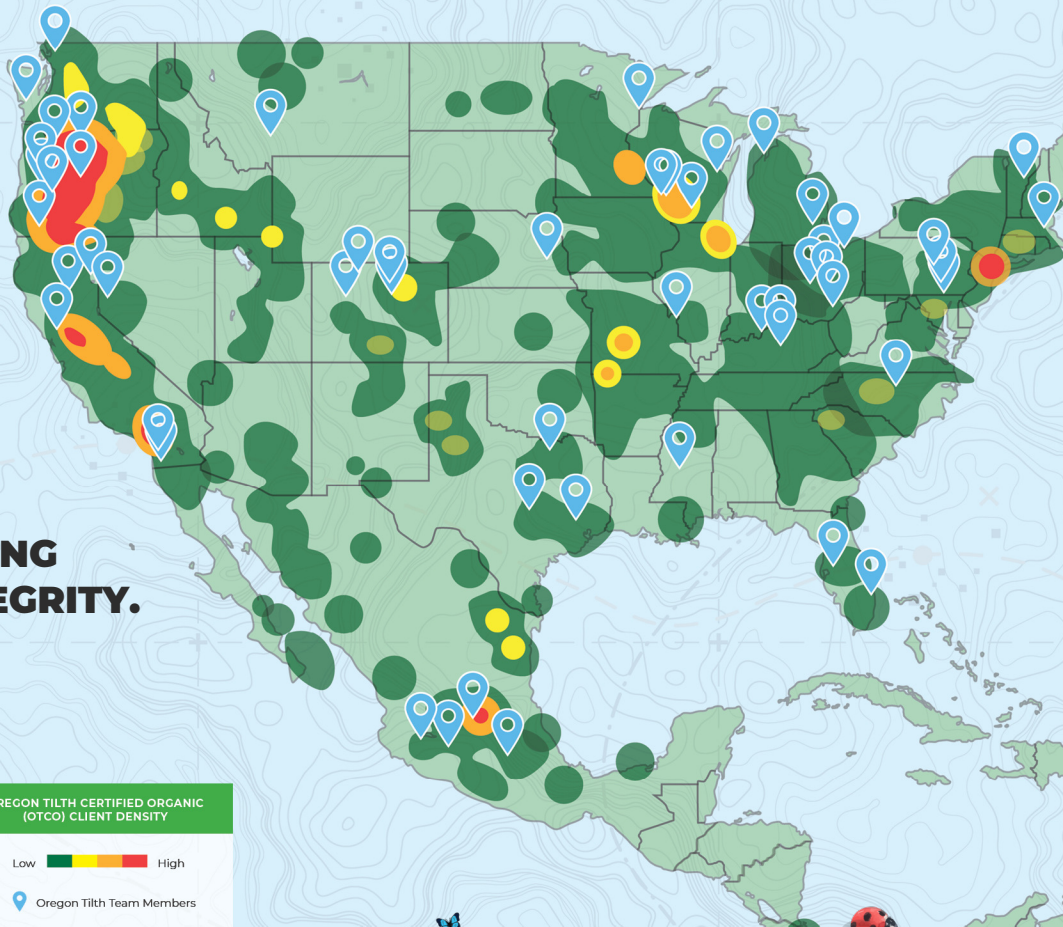
**TOGETHER,
WE ARE
STRENGTHENING
ORGANIC INTEGRITY.**



OREGON TILTH CERTIFIED ORGANIC
(OTCO) CLIENT DENSITY

Low  High

 Oregon Tilth Team Members



100+ 

**OREGON TILTH
ENGAGED TEAM
MEMBERS**



1200
FARM OPERATIONS



1200
**PROCESSORS AND
HANDLERS**



300
**LIVESTOCK
OPERATIONS** 



300
**TRANSITIONING
OPERATIONS**





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.



REGENERATES SOIL HEALTH



PROTECTS NATURAL RESOURCES



SUPPORTS HUMAN HEALTH



ENCOURAGES ANIMAL HEALTH AND WELFARE





THE USDA ORGANIC SEAL ENSURES THAT . . .

Organic is a federally defined term with a clear meaning that strictly regulates how agricultural products are grown, raised and processed.

Every processor and part of the organic processing chain is **certified** and traced from farm to finished product.

Fraud is a serious crime and cheating in organic can result in loss of certification and severe financial penalties.





START >

Submit Application



Applications take an average of 90 days to process, inspect, review and approve. Expedited services are available for an additional fee.

First Review



OTCO reviews application. To evaluate organic standards compliance. We may request additional information.

Inspection



An inspector visits your operation to verify organic standards compliance. Inspections usually last 3-5 hours.

Final Reviews



OTCO reviews your application and the inspector's report to evaluate compliance with the organic standards.

Certification

We will send you organic certificate identify your company, category of certification and certified organic product or services.

< FINISH



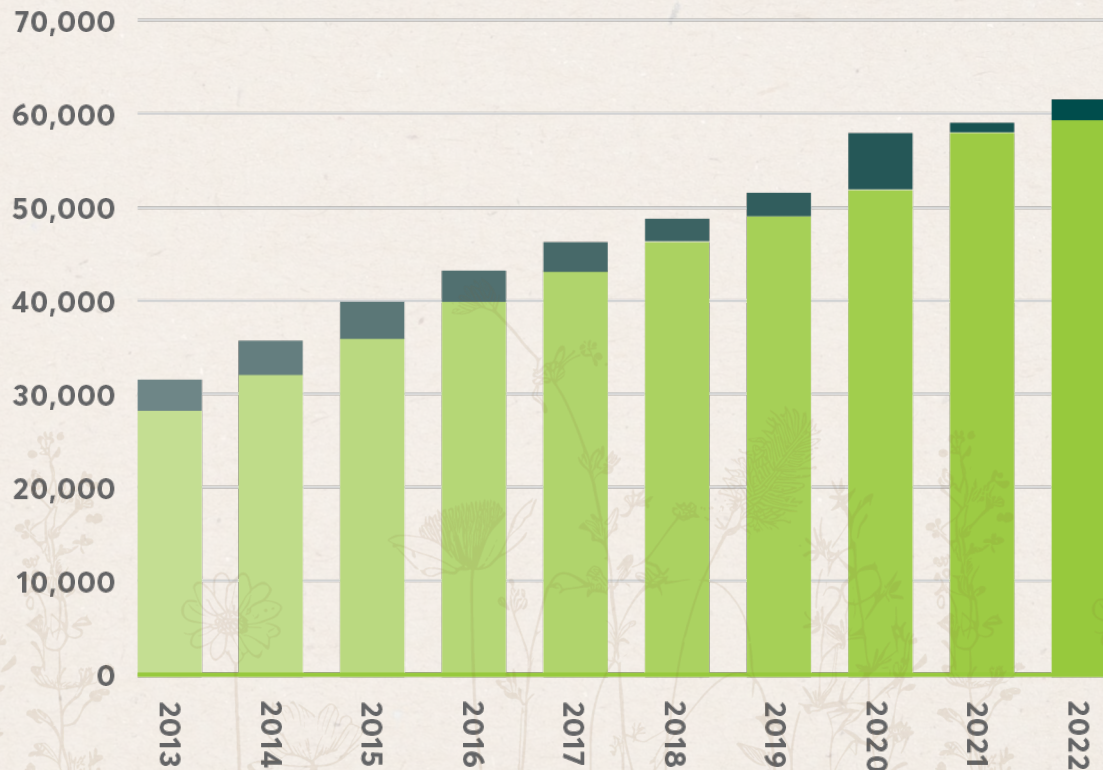
THE CERTIFICATION PROCESS

A Step-by-Step
Overview of the Basics



ORGANIC INDUSTRY SNAPSHOT

U.S. Organic Food Sales
and Incremental
Growth, 2013–2022



Source: Organic Trade Association's 2023 Organic Industry Survey conducted 1/13/2023–4/1/2023 (\$mil., consumer sales).



■ Sales ■ Incremental Growth





ORGANIC INDUSTRY SNAPSHOT

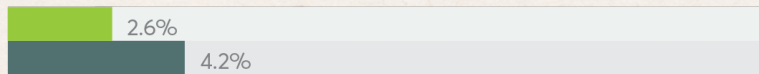
U.S. Organic Food
Penetration of Total
Food Market by Category,
2013 vs. 2022



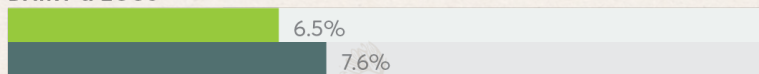
FRUITS & VEGETABLES



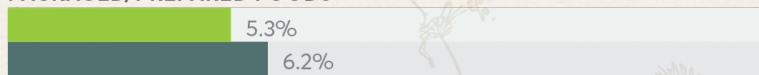
BEVERAGES



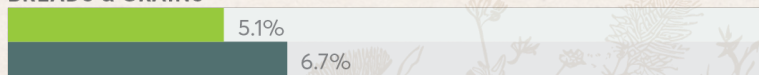
DAIRY & EGGS



PACKAGED/PREPARED FOODS



BREADS & GRAINS



SNACK FOODS



CONDIMENTS



MEAT, POULTRY, & FISH



■ 2013 ■ 2022

Source: Organic Trade Association's 2023 Organic Industry Survey conducted 1/13/2023-4/1/2023 (consumer sales).



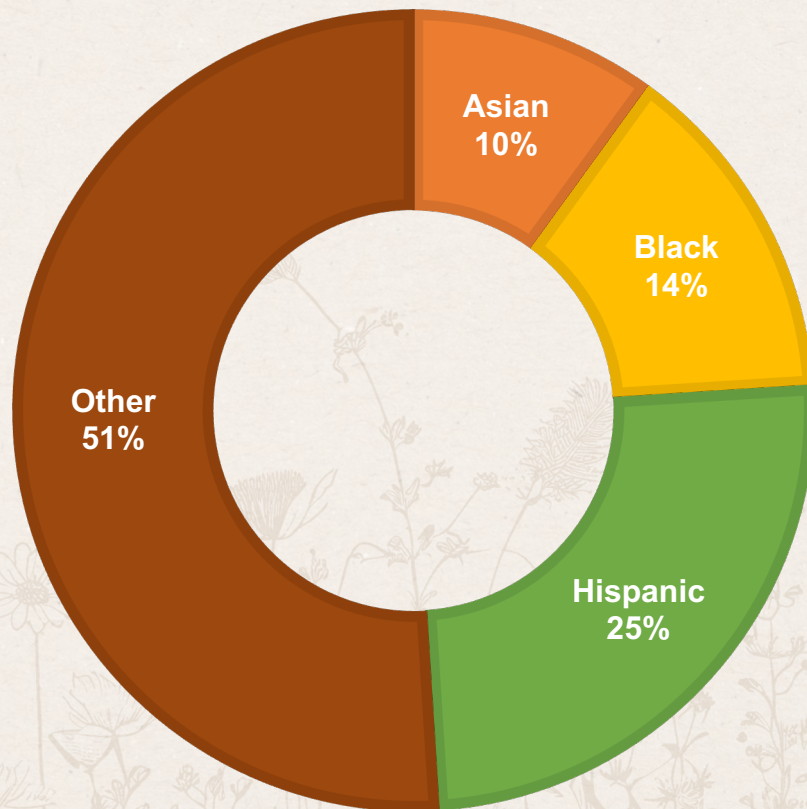


CONSUMERS SNAPSHOT



45% of the organic customer base are under 40.*

*According to 2022 Oregon Trade Association (OTA) data.



■ Asian ■ Black ■ Hispanic ■ Other



ORGANIC IN OREGON SNAPSHOT

\$67+ BILLION

a year in U.S. organic industry is supported by over 27,600 certified organic operations nationwide.

**Organic Agricultural Hotspots boost local household incomes by an average of \$1,014 compared to Conventional Agricultural Hotspots.*



Ranking 10th in the nation, Oregon has **893 organic business** with organic commodity sales totaling **\$386M** in 2021.



OREI and ORG have provided **18.5M** in funding to Oregon.



Oregon reported **490,355 certified organic acres** in 2021



47% of counties in Oregon are Organic Hotspots.*



Milk, blueberries, and hay are the **top organic commodities** in Oregon.





ORGANIC PARTNERSHIP HIGHLIGHTS



ON A QUEST FOR CONSERVATION

Oregon Tilth and NRCS work together to support farmers pursuing conservation.



13 YEAR NATIONAL PARTNERSHIP



68
NATIONAL WEBINARS
with over
16,000
PARTICIPANTS
2010 – 2023



170
TRAININGS
to over
5,000
NRCS STAFF & PARTNER
AG PROFESSIONALS
42 states



82
WORKSHOPS
to over
4,500
PRODUCERS & OTHER INDIVIDUALS
on conservation in organic systems & NRCS programs



GALES MEADOW FARM



NELSON GRADE ORGANICS



GOODFOOT FARM





OREGON LEADERSHIP

Oregon Tilth and the Oregon Department of Agriculture collaborate to create a sustainable and equitable food system, safeguarding natural resources and supporting the food economy for Oregonians.



ENGAGING LEADERSHIP MEETINGS:

- Exchanging information,
- recognizing organic needs,
- and celebrating unique contributions.



CERTIFICATION COST SHARE:

Outreach & education support



SPECIALTY CROP BLOCK GRANT ADVISORY COMMITTEE





Oregon State University
Center for Small Farms &
Community Food Systems



INNOVATIVE PARTNERSHIPS IN ORGANIC AGRICULTURE



BEGINNING FARMER & RANCHER EDUCATION

- Growing Farms: Successful Whole Farm Management (online course)
- Organic Farming Systems Certificate program (also eCampus)



FARM PROFITABILITY & VIABILITY

Know Your Cost to Grow course and cost-of-production calculator



APPLIED ORGANIC RESEARCH, EDUCATION AND EXTENSION

Helped launch Organic Extension Program



ORGANIC NEEDS ASSESSMENT

Breaking New Ground: Farmer Perspectives on Organic Transition - key findings and recommendations





Oregon State University
Center for Small Farms &
Community Food Systems



NEEDS ASSESSMENT REPORT

FARMER CATEGORIES:

- 100% Certified
- Transitioning
- Split Farms
- Not pursuing organic farming



BREAKING NEW GROUND:

farmer perspectives on organic transition





USDA ORGANIC TRANSITION INITIATIVE (OTI)

Organic Transition Initiative invests in organic with diverse strategies across several branches of USDA.



\$300M

investment and key components



**TRANSITION TO ORGANIC
PARTNERSHIP PROGRAM (TOPP)**



DIRECT FARMER ASSISTANCE



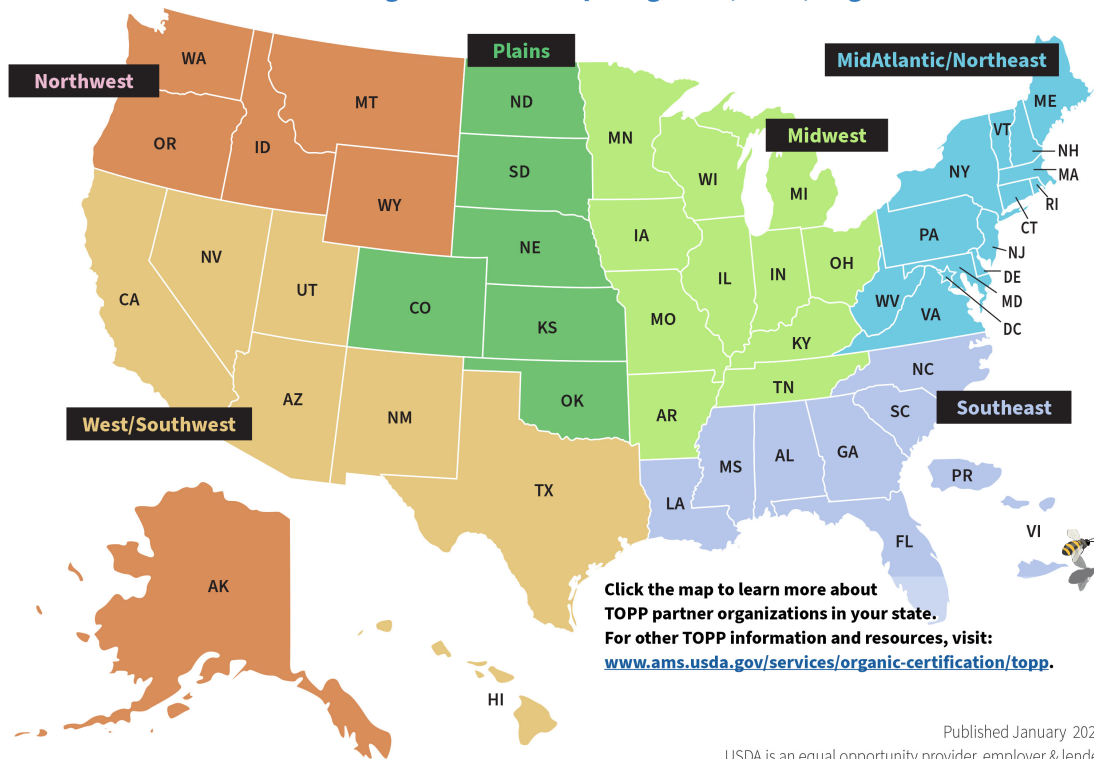
MARKET DEVELOPMENT SUPPORT





TRANSITION TO ORGANIC PARTNERSHIP PROGRAM (TOPP)

Organic Transition Initiative (OTI) Transition to Organic Partnership Programs (TOPP) Regions



Click the map to learn more about
TOPP partner organizations in your state.
For other TOPP information and resources, visit:
www.ams.usda.gov/services/organic-certification/topp.





NORTHWEST TRANSITION TO ORGANIC PARTNERSHIP PROGRAM

NORTHWEST TRANSITION TO ORGANIC PARTNERSHIP PROGRAM (NWTOPP)



Organic Transition Initiative (OTI) Transition to Organic Partnership Program (TOPP) Regions



This map shows many of the organizations helping to establish the TOPP partnership network (October 2022)



USDA is an equal opportunity employer, provider and lender

Guide to State Shading:
High | # of Organic Operations | Low



KEY PROGRAM COMPONENTS



MENTORSHIP



TECHNICAL ASSISTANCE



COMMUNITY BUILDING



WORKFORCE DEVELOPMENT





OREGON ORGANIC MARKET ANALYSIS

Oregon is ideally situated to be a leader in the rapidly growing organic industry with both public and private investments in order to fully actualize this opportunity.



30%
**CERTIFIED
ORGANIC FARMS**
with sales over
\$250,000

63% of total OR farm operations have less than \$10,000



\$582M
in estimated revenue of
**MANUFACTURED
ORGANIC
PRODUCTS**



**OTHER LEADING
STATES'
INVESTMENTS**
are causing Oregon to
**LOSE GROUND &
OPPORTUNITY**





Oregon Organic Market Analysis: ADVISORY COMMITTEE RECOMMENDATIONS



**INVEST IN ORGANIC TECHNICAL
ASSISTANCE & APPLIED RESEARCH**



ADDRESS DATA GAP ISSUES



**GROW MORE IN-STATE OF WHAT
OREGON GROWS BEST**



**MARKET SUPPORT DOMESTICALLY
AND INTERNATIONALLY & CONSUMER
EDUCATION**



**IMPROVE INFRASTRUCTURE FOR POST-
HARVEST HANDLING AND PROCESSING**



**ORGANIC
AS A CHOICE,
NOT A
MANDATE.**

**SELECTIVE USE
OF ORGANIC
PRACTICES CAN
BENEFIT ALL
FARMERS.**



TILTH

/TILTH/ NOUN

 QUALITY OF CULTIVATED SOIL.
CULTIVATION OF WISDOM AND SPIRIT. 



CERTIFICATION | EDUCATION | ADVOCACY

