



STATE *of*
ORGANIC
PRODUCE
2022

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Welcome

In 2022, the organic fresh produce industry once again proved its resilience as growers, suppliers, and retailers were faced with higher costs, labor challenges, and supply chain disruptions. Despite these headwinds, the industry achieved historic sales levels and continued to meet consumer demand for healthy and nutritious organic fruits and vegetables.

This past year also saw tremendous strides being made in ag technology, sustainable farming methods, and regenerative agriculture, and growers and shippers continued to innovate their growing practices and product offerings to meet the ever-changing needs and lifestyles of consumers.

As we look to the future, we want to thank all of those who have been a part of making the Organic Produce Network an effective vehicle for sharing news and information about the organic fresh produce industry.

To a bright and prosperous 2023,
The OPN Team

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**Sales and
Performance
Overview**

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US Organic Produce Sales Top \$9.4 Billion in 2022, Up 3% from Prior Year



All data & information
provided exclusively by Category Partners



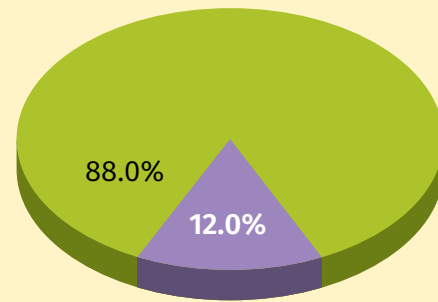
Organic fresh produce sales in the US grew by 3% in 2022, while volume declined by -3.7%, as total sales topped \$9.4 billion. By comparison, overall fresh produce sales (both conventional and organic) gained 7.3% for the year and experienced a -1.3% volume decline. Organic fresh produce made up 12% of all fresh produce sales in 2022 and accounted for 7% of total fresh produce volume.

Working again with Category Partners, Organic Produce Network has created an annual report highlighting 20 of the leading category performers in organic produce, which will be described individually later on. This “Sales and Performance Overview” section looks at organic produce’s share of the total fresh produce market, the top 10 organic produce categories (by both sales and volume), overall organic produce performance by region, and the year-over-year weekly percentage change in sales for both conventional and organic produce.

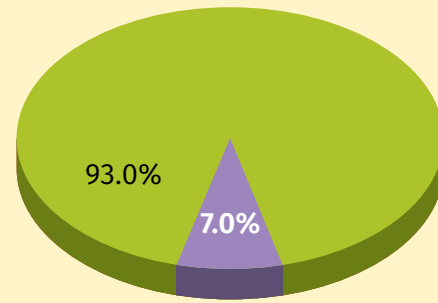
The State of Organic Produce 2022 report utilized Nielsen retail scan data covering total food sales and outlets in the US from January through December 2022. It is important to note that Nielsen IQ syndicated data reporting for the total US and regions changes on a regular basis. This is necessary as individual retailers open and close stores, redefine trade areas, acquire other retailers, and newly release or stop releasing their sales data. When Nielsen IQ syndicated data is restated to account for changes in the reporting universe, those adjustments are applied to current as well as historical data. As a result, a report “pulled” and built today cannot be compared to a report generated in prior years—even if the reporting time period is the same—as the underlying data inputs have been adjusted. This is true of all syndicated retail data sources and is industry standard practice across all retail departments.

Conventional vs. Organic

Organic sales topped \$9.4 billion in 2022, but the category lagged behind conventional in both year-over-year sales and volume performance. While organic produce posted a sales gain of 3% and a volume loss of -3.7%, conventional produce saw a 7.9% increase in sales and a -1.1% decrease in volume.



● Conventional ● Organic

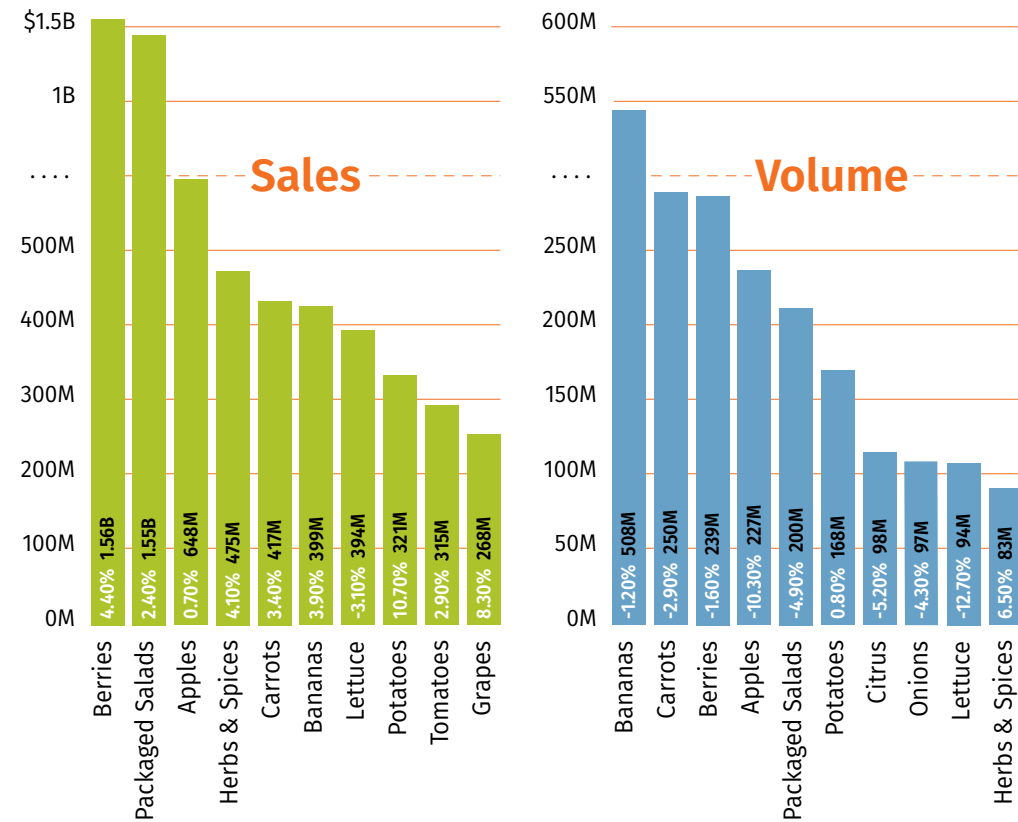


Share of Total Produce Sales

Total Organic Sales \$9,401,328,735
Organic Sales Change (YOY) 3%
Organic Sales Share 12%

Share of Total Produce Volume

Total Organic Volume 2,830,302,839
Organic Volume Change (YOY) -3.7%
Organic Volume Share 7%



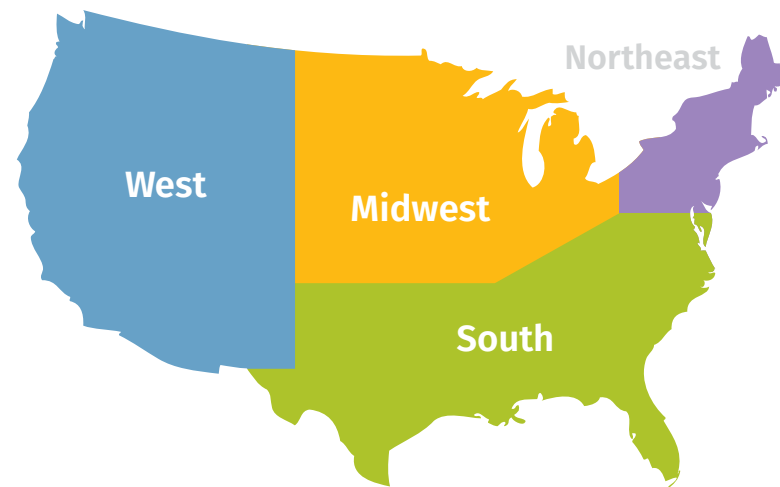
Top 10 Organic Categories

Berries moved into the top spot as the largest driver of organic fresh produce dollars in 2022 with sales topping \$1.561 billion. Packaged salads followed close behind with \$1.556 billion, and apples took third place with sales topping \$648 billion. The banana category continued to be the top-volume mover of the organic fresh produce sector, selling more than 508 million pounds in 2022.

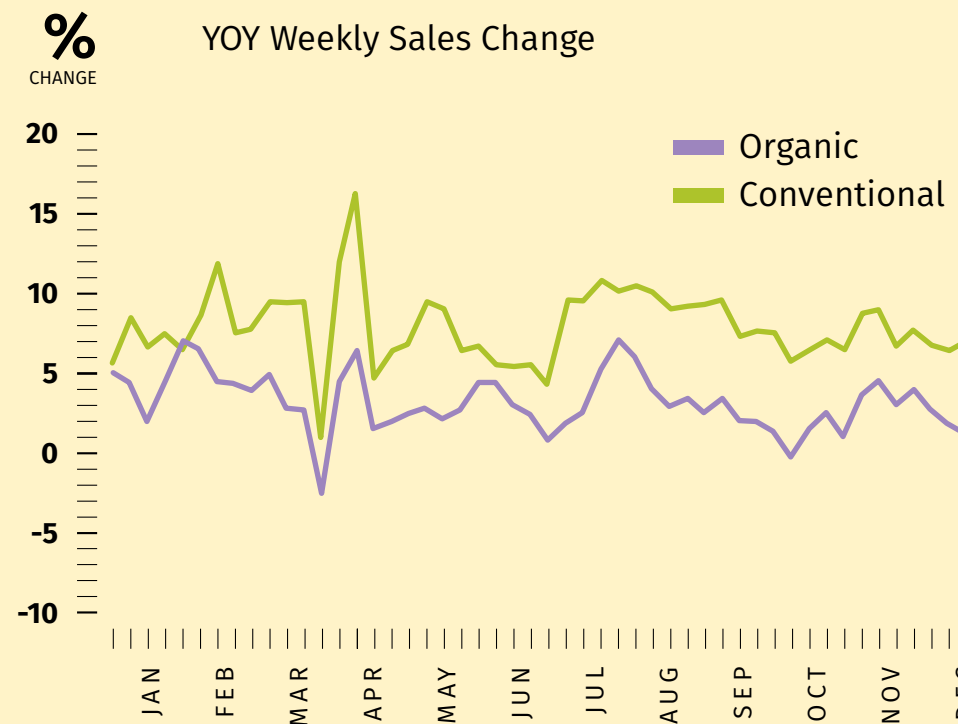
*Dollar and volume values have been rounded to the nearest million needed to differentiate categories. Volume is measured in pounds.

Regional Organic Performance

All four regions showed year-over-year sales gains in 2022, and the South was the top performer with an increase of 5.4%. On the volume side of things, all four regions posted year-over-year declines, with the Northeast showing the largest loss at -6.9%.



	WEST	MIDWEST	SOUTH	NORTHEAST
Sales	\$2,883,587,690	\$1,415,794,098	\$2,979,059,075	\$2,118,658,045
Sales Change (YOY)	\$101,118,589	\$19,702,064	\$151,327,886	\$8,320,738
Sales % Change (YOY)	3.6%	1.4%	5.4%	0.4%
Volume	880,804,011	440,107,124	925,756,517	580,543,300
Volume Change (YOY)	-18,710,946	-24,749,974	-19,927,501	-43,239,144
Volume % Change (YOY)	-2.1%	-5.3%	-2.1%	-6.9%



Year-Over-Year % Change in Weekly Sales, Conventional vs. Organic

Throughout most of 2022, conventional produce surpassed organic in terms of year-over-year weekly sales growth. Organic produce's strongest rate of weekly sales growth occurred towards the end of July.



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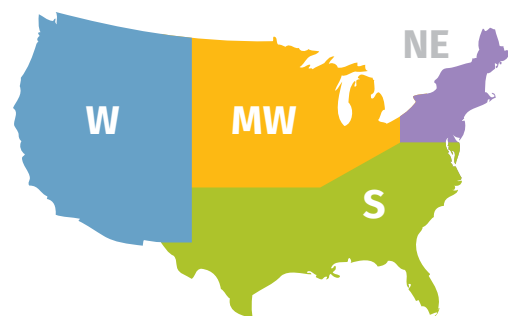
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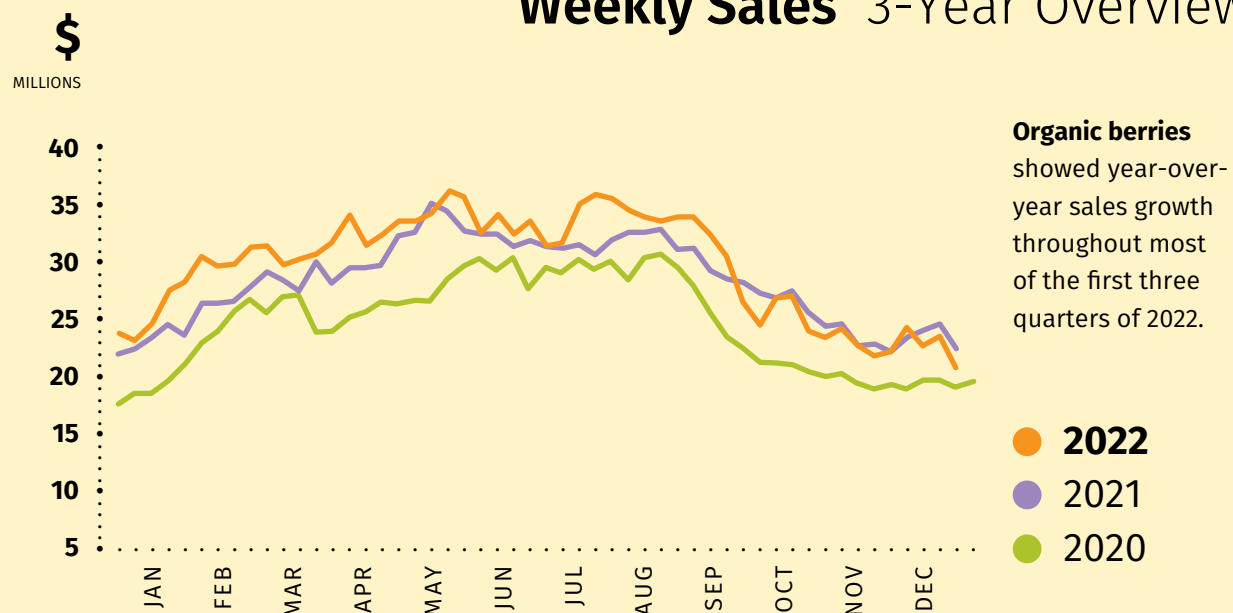


Regional Performance

The West saw the largest year-over-year gain in **organic berry** sales (9.1%), while the South was the top-performing region for volume growth (5.2%).

	WEST	MIDWEST	SOUTH	NORTHEAST
Sales	\$474,084,016	\$229,507,495	\$467,556,666	\$373,156,553
Sales Change (YOY)	\$39,534,281	\$8,019,108	\$36,421,185	-\$11,057,655
Sales % Change (YOY)	9.1%	3.6%	8.4%	-2.9%
Volume	70,505,893	37,858,769	75,742,544	52,492,883
Volume Change (YOY)	2,170,482	-119,005	3,720,511	-8,018,924
Volume % Change (YOY)	3.2%	-0.3%	5.2%	-13.3%

Weekly Sales 3-Year Overview



Inflationary circumstances may have led some consumers to opt for conventional berries due to a lower price point, but there are still many hardline organic customers that do not buy outside of their ethos. We expect steady production to continue with good demand in 2023.

Tom Smith

Director of Sales
California Giant Berry Farms

Organic blueberry production will continue to grow as areas find economical ways to grow fruit organically. This trend continues to grow as more organic farms are planted and certified organic in these areas.

Ryan Lockman

Vice President of Sales and Procurement
North Bay Produce

Organic berries are a category that has been and continues to be a favorite of our customers. The positive health attributes of organic berries ... combined with their lack of pesticide residues make them a popular choice.

James Saldutti

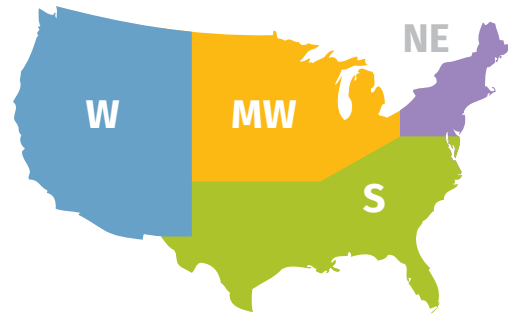
Senior Director of Produce and Floral
Mother's Market & Kitchen



Berries

Boasting more than \$1.5 billion in sales, organic berries (which include strawberries, blueberries, raspberries, and blackberries) overtook packaged salads to become the top organic produce category by dollars in 2022. While organic berries declined in volume by -1.6%, the category managed to post year-over-year sales growth of 4.4% and a substantial price premium of 61% compared to conventional.

Packaged Salads | #2 in Sales



Regional Performance

Year-over-year **organic packaged salad** volume declined in all four regions, with the Northeast showing the greatest loss at -5.9%.

	WEST	MIDWEST	SOUTH	NORTHEAST
Sales	\$427,290,912	\$276,100,664	\$509,810,277	\$341,301,090
Sales Change (YOY)	\$9,381,107	\$3,046,315	\$13,409,013	\$10,683,869
Sales % Change (YOY)	2.2%	1.1%	2.7%	3.2%
Volume	55,068,070	35,934,349	66,694,027	42,172,736
Volume Change (YOY)	-3,037,340	-1,603,320	-3,021,285	-2,658,259
Volume % Change (YOY)	-5.2%	-4.3%	-4.3%	-5.9%



Consumers are becoming more aware of organics' health benefits, such as tender leaves and leafy greens, in whole food forms. With inflation still impacting purchases, consumers are getting creative with the staples and are looking for unique new blends and varieties at familiar price points.

Hana Mohsin

National Sales Manager
Misionero

At retail we saw the number of private label organic salad SKUs expand and anticipate that to continue through 2023. The demand for organic versions of salad kits and chopped salads continues to grow from consumers who want cleaner ingredients with the same convenience as conventional versions.

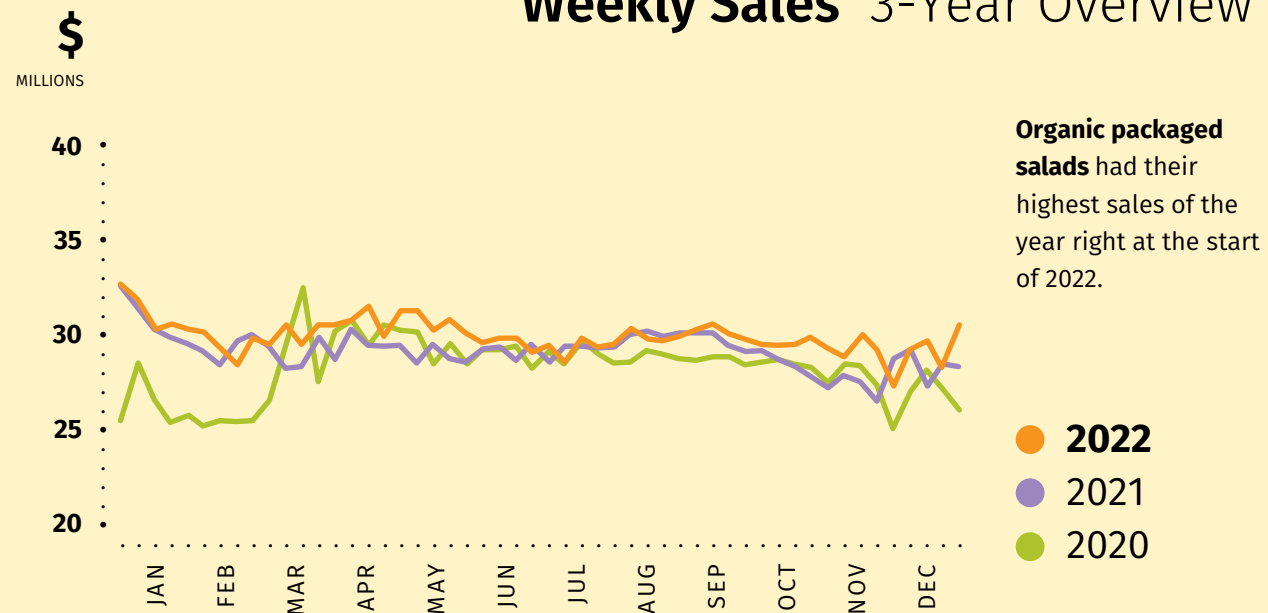
Kori Tuggle

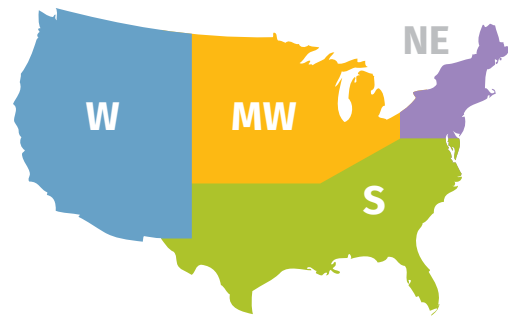
VP Marketing and Product Development
Braga Fresh Family Farms



Packaged Salads

Weekly Sales 3-Year Overview



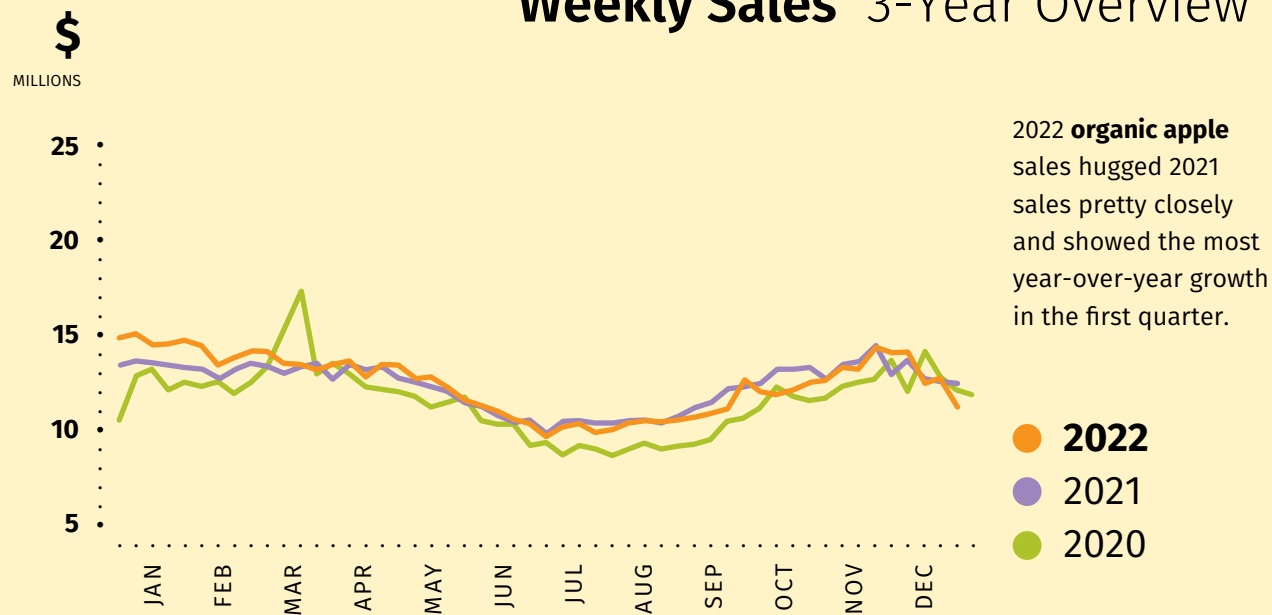


Regional Performance

Year-over-year volume of **organic apples** significantly declined in all four regions in 2022, but the South and the Northeast still managed to post small sales gains of 2.6% and 0.6%, respectively.

	WEST	MIDWEST	SOUTH	NORTHEAST
Sales	\$174,216,337	\$94,268,367	\$231,722,937	\$147,515,687
Sales Change (YOY)	-\$82,679	-\$2,372,612	\$5,837,239	\$949,227
Sales % Change (YOY)	0%	-2.5%	2.6%	0.6%
Volume	60,021,306	33,988,292	80,079,835	52,620,843
Volume Change (YOY)	-5,915,400	-4,341,791	-10,814,647	-4,981,189
Volume % Change (YOY)	-9%	-11.3%	-11.9%	-8.6%

Weekly Sales 3-Year Overview



The biggest change from this year vs. last is in apple supplies. The crop is the smallest it has been in nearly two decades and that means that some varieties are in a demand-exceeds-supply situation. Retailers will need to be nimble and focus organic promotions around those varieties that are growing in volume or have increased supplies over last year.

Brianna Shales

Marketing Director

Stemilt Growers

Unfortunately, we are seeing renewed interest in packaging. Bagged apples are once again becoming a preference for larger retailers. We are also seeing high sensitivity to price as inflation continues to rise and Americans are being squeezed.

Jenn Heinlein

Sales Manager

Bostock North America

We are seeing a high demand for organic Envy apples from our consumers. Envy apples will manifest very significant increases in production starting with the 2023 crop.

Cecilia Flores Paez

Head of Marketing
for North America

T&G Global

Apples

While the organic apple category held on to the #3 spot with \$648 million in sales in 2022, it suffered a significant year-over-year volume loss (-10.3%), which was at least partly due to a small Washington crop. Despite the double-digit volume decline, organic apples were still able to eke out a tiny year-over-year sales gain (0.7%) and had a solid price premium of 50% over their conventional counterparts.

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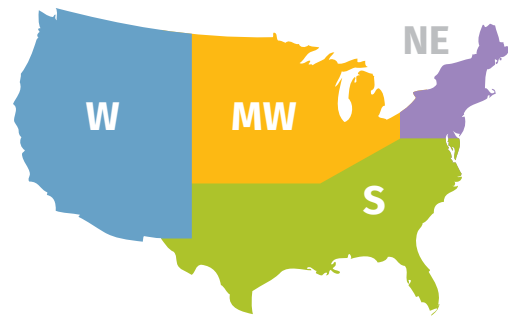
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Herbs & Spices | #4 in Sales



Regional Performance

Year-over-year volume of **organic fresh herbs and spices** surged by a whopping 19.7% in the West, while the Northeast saw a significant volume decline of -9.4%.

	WEST	MIDWEST	SOUTH	NORTHEAST
Sales	\$142,435,023	\$69,685,336	\$162,197,528	\$99,908,431
Sales Change (YOY)	\$8,483,023	\$450,624	\$9,155,746	\$473,060
Sales % Change (YOY)	6.3%	0.7%	6%	0.5%
Volume	34,852,421	10,367,776	21,725,324	15,879,756
Volume Change (YOY)	5,739,334	-314,881	1,261,736	-1,655,956
Volume % Change (YOY)	19.7%	-2.9%	6.2%	-9.4%



Consumers are including herbs on their list of grocery staples more than ever before. Better yet, they are seeking herbs grown organically and even locally. We see continued growth for herbs in 2023. The American public consumes thyme, parsley, and chives like never before and are bound to explore further into the wide world of herbs.

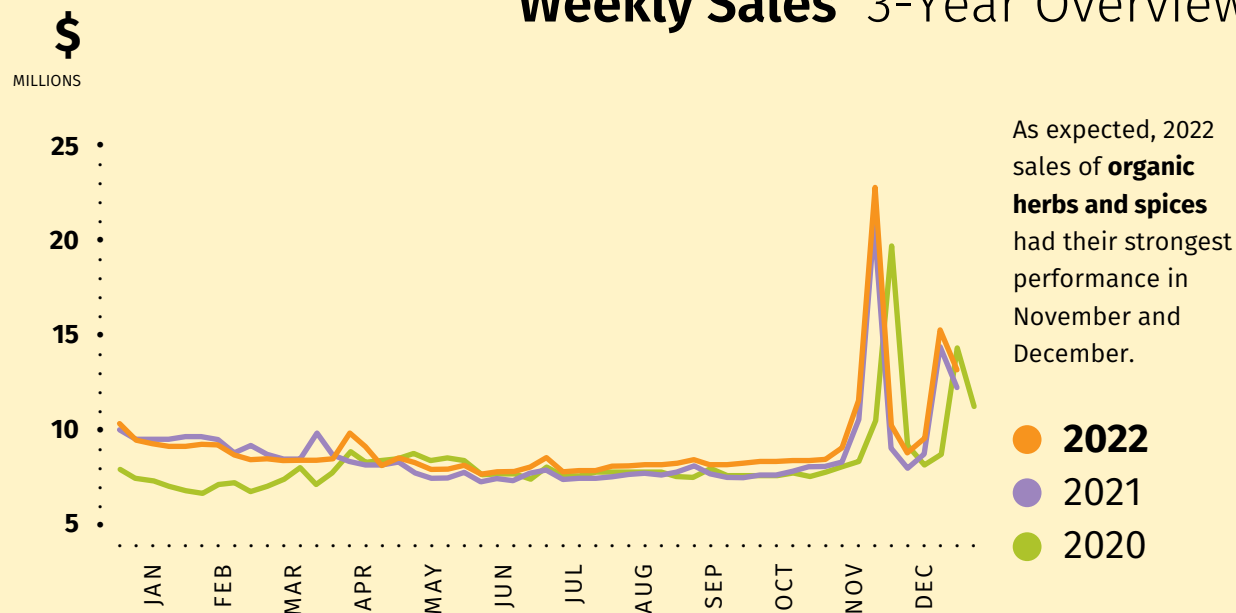
Katie Bishop
Marketing Coordinator
Jacobs Farm del Cabo

Herbs & Spices

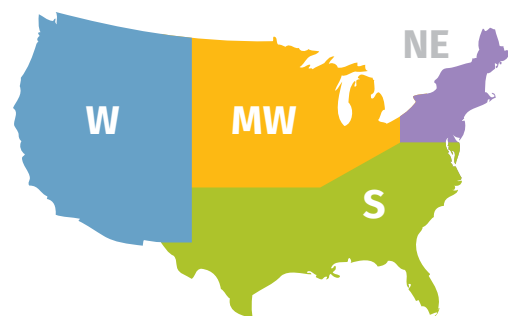
In Northern California, our locally grown organic basil and Early Girl tomatoes are the stars of the summer, while squash, sage, rosemary, and holiday season herbs steal the stage in autumn and winter. Spring is the time for dill, thyme, mint, cilantro, and all the other fresh culinary herbs consumers know and love.

Dani Loustalot
Marketing Manager
Jacobs Farm del Cabo

Weekly Sales 3-Year Overview



Carrots | #5 in Sales

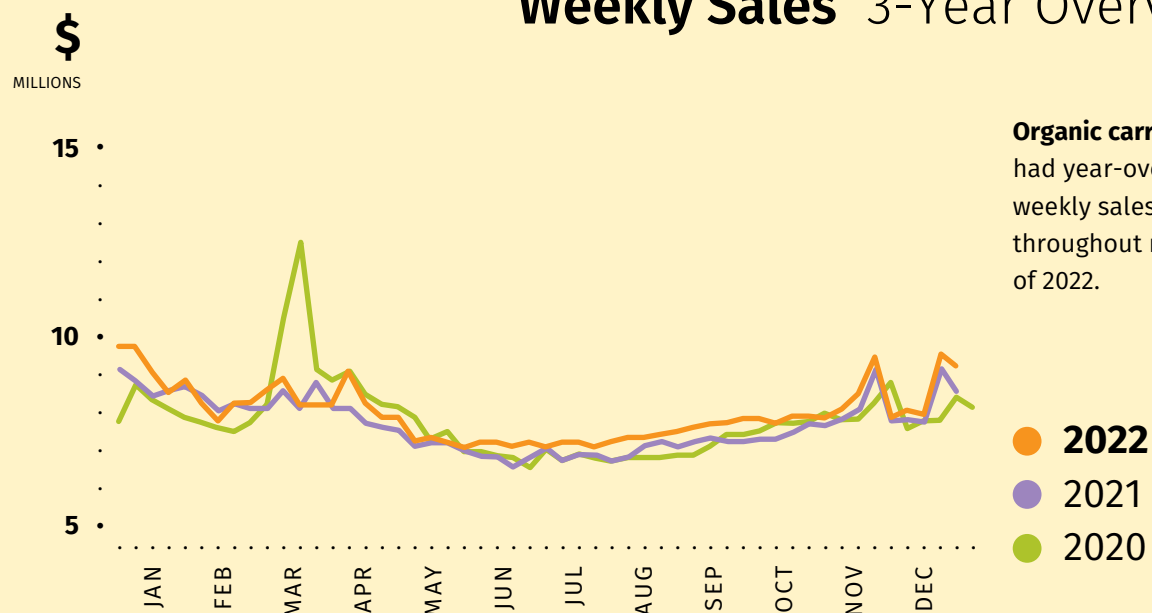


Regional Performance

The Northeast saw the largest year-over-year drop in volume of **organic carrots** (-8.2%), while the South posted the greatest sales gain (4.9%).

	WEST	MIDWEST	SOUTH	NORTHEAST
Sales	\$113,546,162	\$74,740,322	\$133,894,024	\$93,786,100
Sales Change (YOY)	\$3,300,729	\$2,566,870	\$6,197,906	\$1,563,896
Sales % Change (YOY)	3%	3.6%	4.9%	1.7%
Volume	63,670,042	47,167,398	85,568,295	53,754,897
Volume Change (YOY)	-2,558,676	-711,687	674,596	-4,808,884
Volume % Change (YOY)	-3.9%	-1.5%	0.8%	-8.2%

Weekly Sales 3-Year Overview



Demand for our organic vegetables has been very strong over the last several years, and we continue to grow our acreage to satisfy demand.

Eric Proffitt

EVP of Sales and Marketing

Grimmway Farms

There's been an increase in Midwestern and East Coast production of organic carrots in recent years to help alleviate dependence on the California crop. With the sky-high freight prices in 2022, being able to source organic carrots from regions closer to us was definitely beneficial. I expect further growth in the Midwestern and East Coast organic carrot supply in the coming years.

Alex Borst

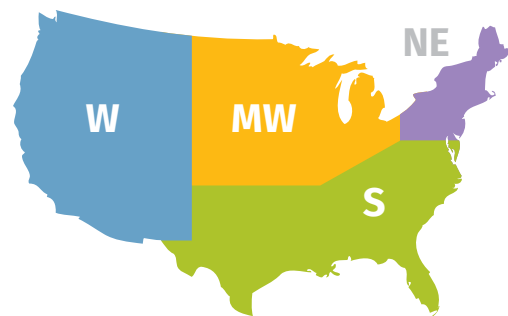
Purchasing Manager

Happy Dirt



Carrots

A major contributor to organic fresh produce dollars and the #2 category by volume, organic carrots logged retail sales of nearly \$417 million in 2022 and year-over-year dollar growth of 3.4%. With a modest price premium of 29% over conventional, this humble orange vegetable continued to be a value option among organic items in the produce department.

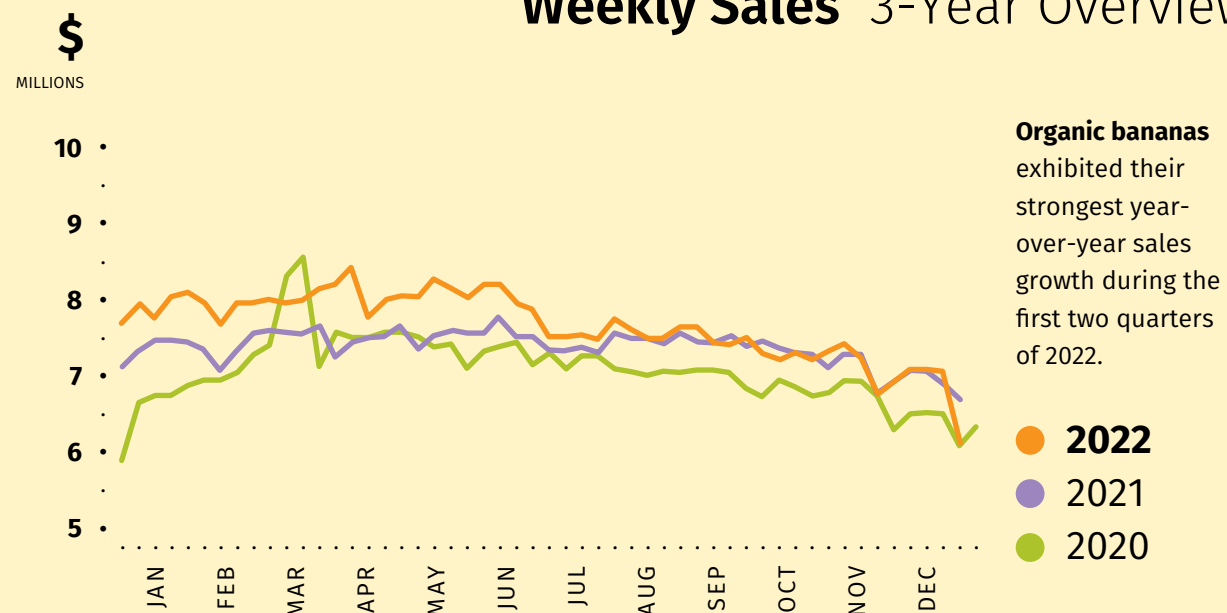


Regional Performance

The West had a healthy 6.8% gain in year-over-year **organic banana** sales, while the Midwest experienced the widest volume loss (-4%) of the four regions.

	WEST	MIDWEST	SOUTH	NORTHEAST
Sales	\$127,118,354	\$65,420,388	\$132,512,312	\$73,634,532
Sales Change (YOY)	\$8,069,578	\$569,202	\$4,511,251	\$1,842,000
Sales % Change (YOY)	6.8%	0.9%	3.5%	2.6%
Volume	146,751,219	87,805,081	179,988,079	93,984,480
Volume Change (YOY)	3,721,102	-3,618,592	-2,707,716	-3,761,770
Volume % Change (YOY)	2.6%	-4%	-1.5%	-3.8%

Weekly Sales 3-Year Overview



We saw a significant shift in the Canadian retail landscape whereby nearly all the major grocery retailers adopted a Fairtrade organic banana program. This indicates to us that consumers care more than ever not only how their food is produced but want third-party assurance that farmers have been paid fairly.

Kim Chackal

Director of Sales and Marketing
Equifruit

A rising awareness about health and food safety among consumers has positively impacted organic bananas' growth. The small price premium price gap between conventional and organic bananas has also contributed to the increase in organic banana demand.

Ahiby Rodriguez

Trade Marketing Specialist
Fyffes

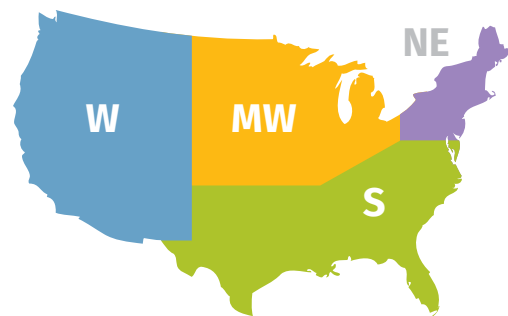
In 2022, we witnessed independent retailers really step up to the plate and help raise the price past the \$1 taboo threshold and prove that consumers would still buy bananas.

Daniella Velazquez de Leon

General Manager
Organics Unlimited

Bananas

The top mover by volume, organic bananas hit nearly 509 million pounds in 2022 and close to \$400 million in sales. Though year-over-year volume declined slightly (-1.2%), the category still enjoyed a 3.9% increase in sales, about 1% higher than the sales growth of organic fresh produce overall. Organic bananas also had a bump in their price premium over conventional, reaching 32% in 2022 compared to 25% the prior year.

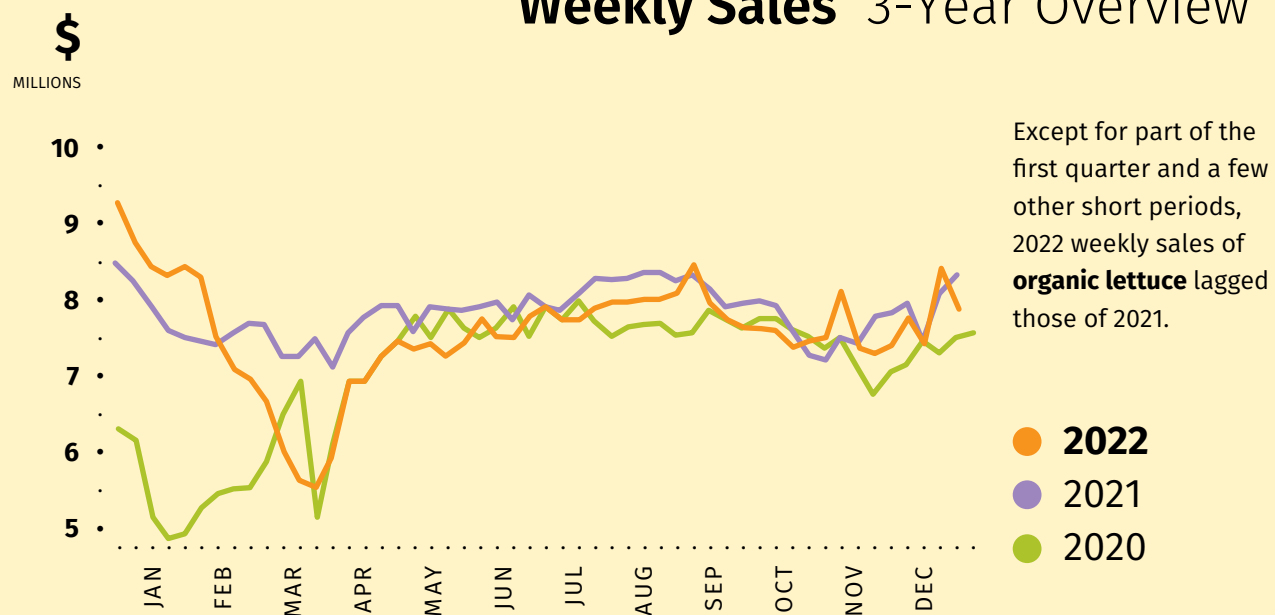


Regional Performance

Organic lettuce experienced year-over-year losses in both sales and volume in all four regions, with the largest declines in the Midwest (-7.6% and -18.2%, respectively).

	WEST	MIDWEST	SOUTH	NORTHEAST
Sales	\$126,299,481	\$48,937,951	\$124,658,649	\$93,395,328
Sales Change (YOY)	-\$291,141	-\$4,040,801	-\$4,113,607	-\$4,280,675
Sales % Change (YOY)	-0.2%	-7.6%	-3.2%	-4.4%
Volume	33,250,601	12,163,246	31,950,600	16,842,561
Volume Change (YOY)	-3,072,745	-2,704,441	-5,452,469	-2,420,088
Volume % Change (YOY)	-8.5%	-18.2%	-14.6%	-12.6%

Weekly Sales 3-Year Overview



Looking forward to 2023 and beyond, we see continued progression and consumer acceptance of alternative growing methods for organics. The farming landscape has developed over the years, and we need to allow for that development to assure we are able to provide the food that is needed for this growing population. We have always been and will remain bullish on providing organic options to our customers.

Brian Cook

President

Local Bounti

We saw record leaf and head lettuce prices for many weeks late in the year. Overall, it seemed that demand exceeded supply just a bit on most items. It will be interesting to see what growers will do next year in the lettuce category. INSV wreaked havoc on every grower in our area. Many are still hurting from it.

Brian Peixoto

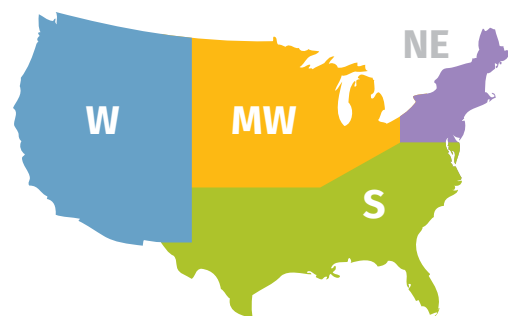
Sales Manager

Lakeside Organic Gardens

Lettuce

Organic lettuce had a rough year when it came to volume in 2022, posting a double-digit decline of -12.7%, which was likely attributable to the disease, pest, and weather-related issues experienced by the California crop. On the bright side, organic lettuce showed a comparatively small sales decline of -3.1%, and the category boasted a very high price premium of 115% over conventional.

Potatoes | #8 in Sales

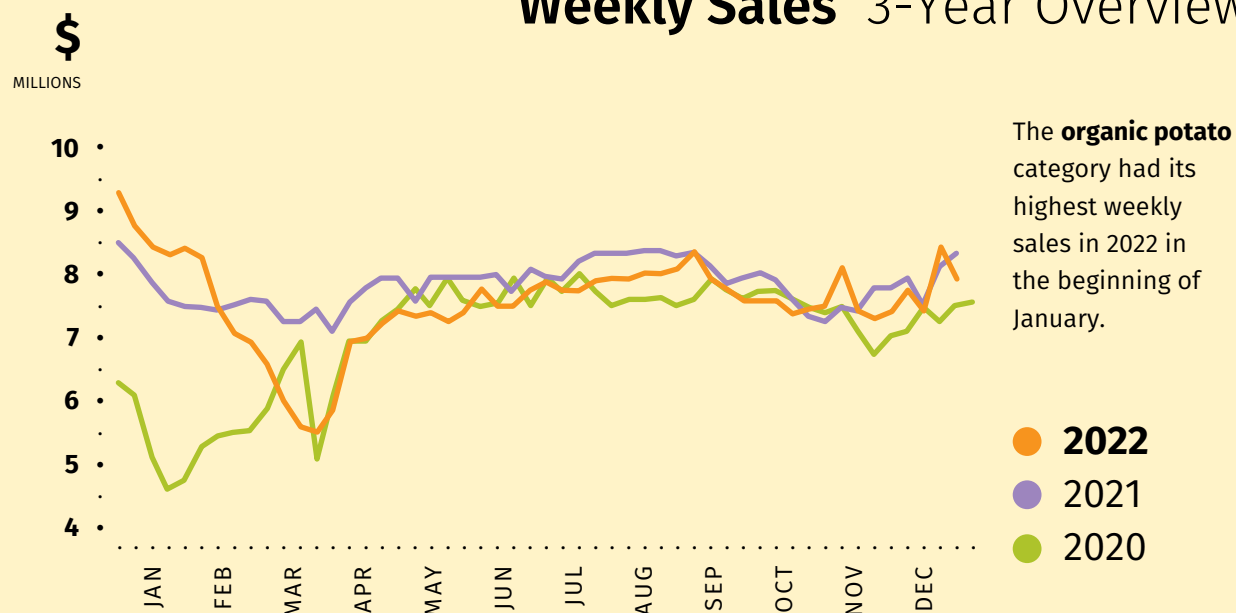


Regional Performance

Organic potatoes demonstrated their best year-over-year performance in the South, where they enjoyed a 15.5% increase in sales and a 6.3% gain in volume.

	WEST	MIDWEST	SOUTH	NORTHEAST
Sales	\$93,614,230	\$43,678,111	\$112,536,866	\$70,828,977
Sales Change (YOY)	\$6,843,911	\$4,658,650	\$15,093,739	\$4,436,651
Sales % Change (YOY)	7.9%	11.9%	15.5%	6.7%
Volume	48,480,875	23,003,962	61,031,214	35,310,155
Volume Change (YOY)	-875,486	-1,044,114	3,622,894	-383,538
Volume % Change (YOY)	-1.8%	-4.3%	6.3%	-1.1%

Weekly Sales 3-Year Overview



While organic volume dipped slightly in 2022 with inflation driving higher prices at retail, the overall quality and outlook of organic programs continues to increase. Consumers are struggling and need healthy, flavorful, and affordable produce like sweet potatoes to help sustain their families.

Matt McCort

EVP – COO

Bako Sweet

Organics in 2022 was—and continues to be—very interesting as the pricing structures were difficult coming off the fields. Growers are spending more money to grow their organic crops and inflation has consumers wary to spend their hard earned money on certain things. Last year saw an increase in the cost of growing organics of anywhere from 15%–30%.

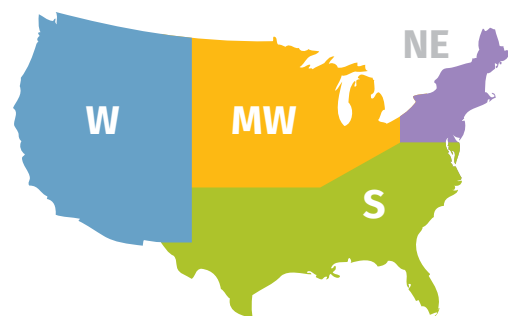
Rob Greenwood

Program Development Manager

RPE

Potatoes

The organic potato category was a bright spot for sales growth in 2022, logging a double-digit year-over-year gain of 10.7% and total sales of more than \$320 million. While volume remained pretty flat (0.8%), this popular staple vegetable commanded an impressive price premium, selling for twice as much per pound as its conventional counterpart.

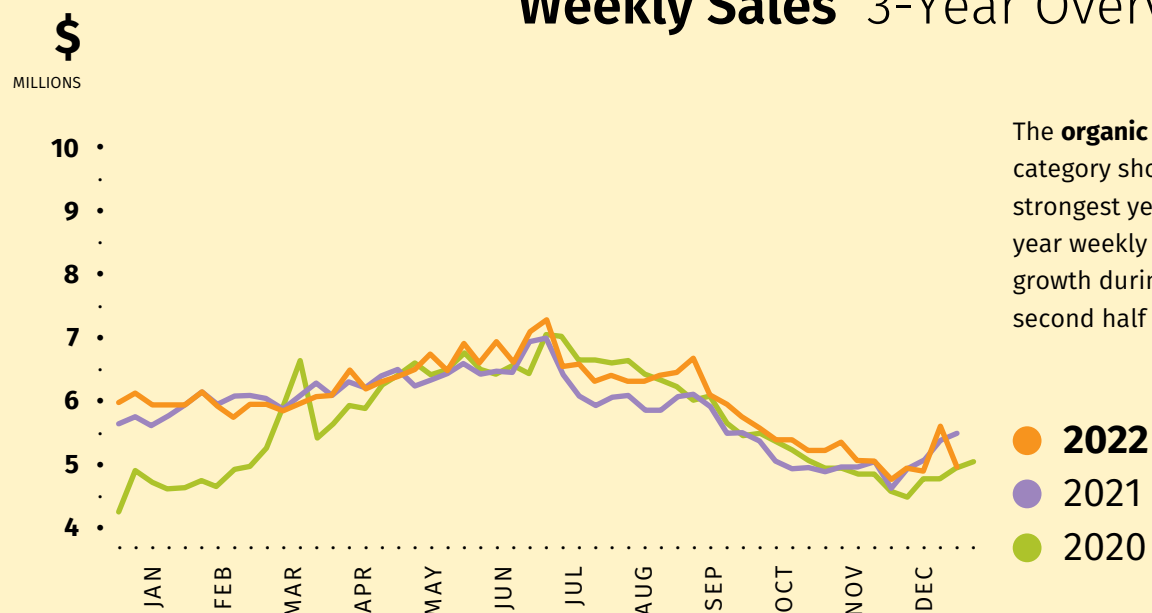


Regional Performance

Of the four regions, the Northeast saw the largest year-over-year loss in **organic tomato** volume (-8.7%), while the South had the best sales growth (5.2%).

	WEST	MIDWEST	SOUTH	NORTHEAST
Sales	\$110,526,478	\$40,749,427	\$90,086,239	\$72,443,495
Sales Change (YOY)	\$5,274,975	\$837,612	\$4,442,938	-\$1,557,331
Sales % Change (YOY)	5%	2.1%	5.2%	-2.1%
Volume	25,476,102	10,231,765	22,690,019	15,380,308
Volume Change (YOY)	-983,455	-209,986	-155,293	-1,460,210
Volume % Change (YOY)	-3.7%	-2%	-0.7%	-8.7%

Weekly Sales 3-Year Overview



Overall sales slowed compared to the surge experienced in 2020 and 2021, but it helped us understand which trends were fleeting and which were lasting. The power of online sales and promotion on the digital shelf became increasingly significant, opening us up to alternative promotional strategies in the digital realm.

Joanna Jaramillo
Marketing Manager
Wholesum

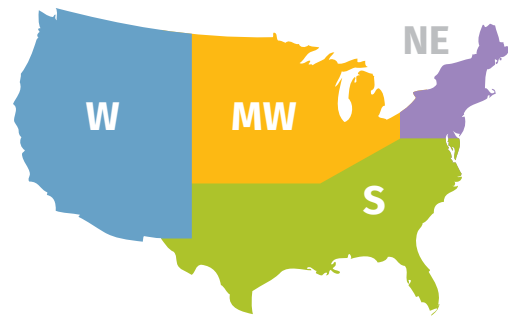
Organic shoppers are no longer satisfied with the basics or staple items; instead, more consumers are understanding the benefits of having convenient, healthy snacking veggies at home all the time, so this will naturally translate to increased demand for conveniently packed organic snacks. The key will be early adoption—retailers who introduce a wide variety of organic snacking items early will benefit most by showing consumers they are closely attending to their needs.

Tiffany Sabelli
Director of Sales
Pure Flavor

Tomatoes

With a 2.9% gain in sales and a -3.7% loss in volume in 2022, organic tomatoes mirrored the year-over-year sales and volume trends of the overall organic fresh produce category. While organic tomatoes were bumped down to the #9 spot (from #8 in 2021), they managed to increase their price premium over conventional by six percentage points to an impressive 91%.

Grapes | #10 in Sales



Regional Performance

The South had the best year-over-year **organic grape** performance in both sales (14%) and volume (13.1%), and it also had the most sales overall (\$97 million).

	WEST	MIDWEST	SOUTH	NORTHEAST
Sales	\$75,209,246	\$35,886,034	\$97,264,514	\$59,231,407
Sales Change (YOY)	\$4,274,794	\$481,611	\$11,958,269	\$3,743,568
Sales % Change (YOY)	6%	1.4%	14%	6.7%
Volume	23,474,173	11,222,401	30,536,315	17,039,318
Volume Change (YOY)	782,826	-62,306	3,530,855	1,082,400
Volume % Change (YOY)	3.4%	-0.6%	13.1%	6.8%



Organic table grapes continue to be extremely popular as they are eaten as a healthy, organically grown fresh fruit snack food that can replace other snack foods that contain sugar. In general, demand for and sales of organic Peruvian grapes, as well as other imported fresh organic fruit items, continues to be strong and to increase year over year.

David Posner

Founder and President

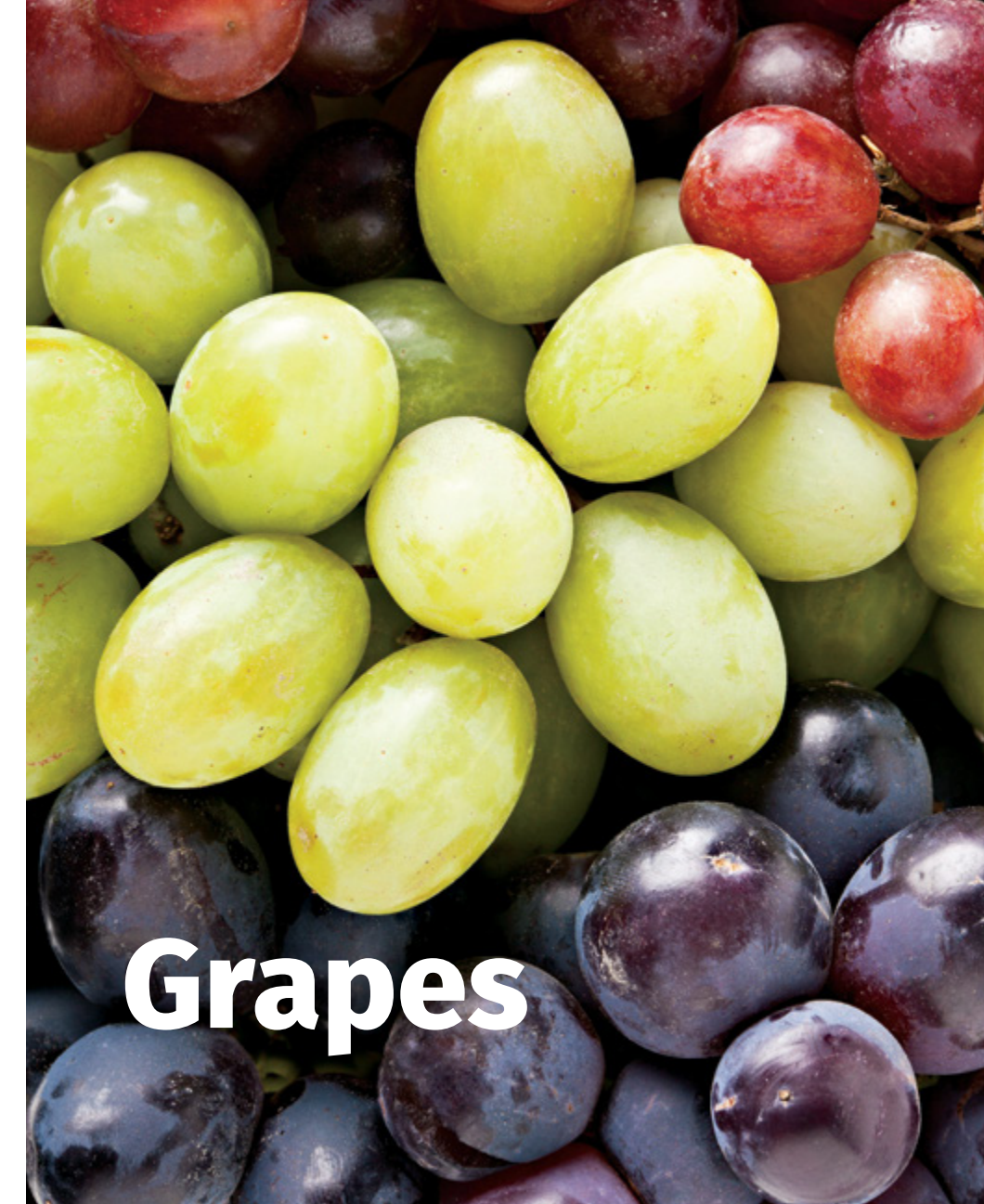
Awe Sum Organics

Supply chain challenges have improved over this past year, but we continue to stay proactive as pandemic impacts continue to linger. An inflationary market caused a rise in material and input costs, and the effects will be felt as we enter 2023. With rising prices, consumers tightened up their budgets and changed their shopping habits.

Scott Mabs

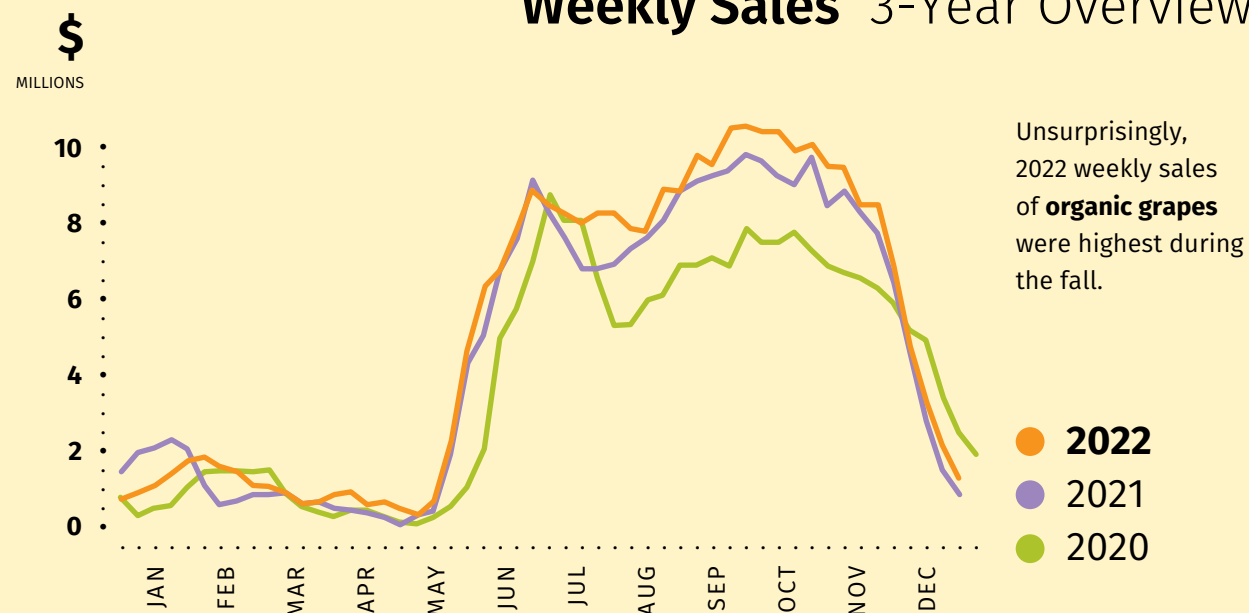
CEO

Homegrown Organic Farms



Grapes

Weekly Sales 3-Year Overview



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Citrus

#11 in Sales

Organic citrus took a downward turn in 2022, posting year-over-year losses in both sales (-1.6%) and volume (-5.2%), a stark contrast to the double-digit gains it experienced in 2021. On a more positive note, the category snagged the #7 volume spot (up from #9 the prior year) and had a price premium of 44% over conventional.

Even though this is our first year in the organic citrus category, we are seeing strong demand from retail. While consumers are re-evaluating their purchases due to budget constraints, they continue to put a focus on health and wellness provided in the organic segment.

Michelle Alo
 Director of Marketing
 Kings River Packing

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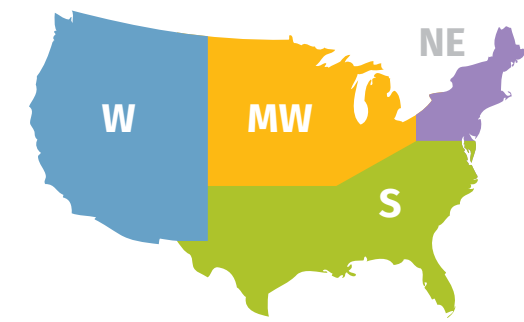
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Regional Performance

The Northeast was the worst-performing region when it came to year-over-year **organic citrus** results with a -5.3% sales loss and a -9% decline in volume.

	WEST	MIDWEST	SOUTH	NORTHEAST
Sales	\$75,138,478	\$36,181,891	\$84,024,523	\$55,144,970
Sales Change (YOY)	-\$1,010,569	-\$614,462	-\$573,539	-\$3,059,551
Sales % Change (YOY)	-1.3%	-1.7%	-0.7%	-5.3%
Volume	30,247,013	14,908,232	31,480,214	20,006,919
Volume Change (YOY)	375,624	-1,219,139	-2,769,230	-1,980,388
Volume % Change (YOY)	1.3%	-7.6%	-8.1%	-9%

Avocados

#12 in Sales

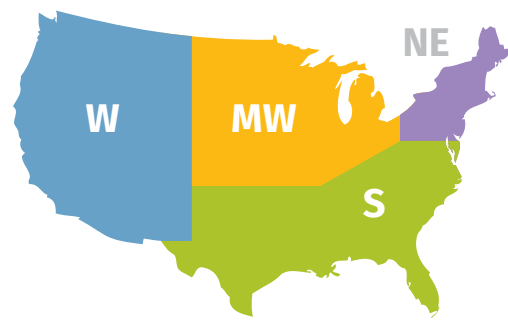
Organic avocado retail volume took a hit in 2022, declining by -11.4%, which was at least partly the result of a smaller-than-normal Mexican crop in the first half of the year. Despite this double-digit volume loss, the category still managed to post a year-over-year sales gain of 4.6% due to strong pricing. With sales of nearly \$240 million and a solid price premium of 52% over conventional, organic avocados continued to prove themselves as a consumer favorite last year.

Organics are an important part of the produce aisle, and we see growing demand and more items offered each year. Bulk avocados are the primary seller; however, bags continued to increase in sales volume in 2022. With 3 to 5 avocados per bag, consumers love the grab-and-go convenience.

Peter Shore
VP of Product Management
Calavo



awesumorganics.com



Regional Performance

Organic avocados showed their best year-over-year sales performance in the South (7.5%) and posted their widest volume loss in the Northeast (-16.2%).

	WEST	MIDWEST	SOUTH	NORTHEAST
Sales	\$92,528,038	\$28,843,917	\$69,019,681	\$48,808,302
Sales Change (YOY)	\$5,751,924	-\$170,885	\$4,810,583	\$100,213
Sales % Change (YOY)	6.6%	-0.6%	7.5%	0.2%
Volume	20,822,169	6,953,848	16,196,394	12,117,993
Volume Change (YOY)	-2,586,974	-1,231,368	-1,050,009	-2,337,846
Volume % Change (YOY)	-11.1%	-15%	-6.1%	-16.2%



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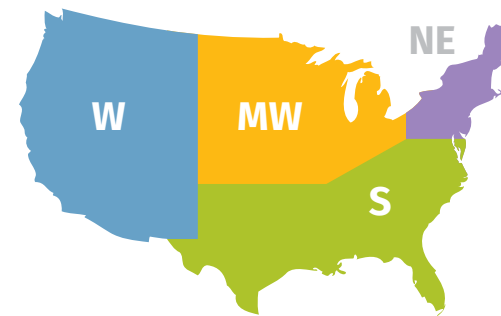
Mushrooms

#13 in Sales

While year-over-year organic mushroom volume was completely flat (0%) in 2022, the category saw a modest dollar gain of 2.2%. With sales totaling \$232 million, organic mushrooms were able to hold on to the #13 spot, and they commanded a healthy price premium of 52% over their conventional counterparts.

Consumers are gravitating to cleaner, natural produce—i.e., pesticide and fertilizer free. Mushroom farms are setting up more organic growing rooms/houses to meet increased demand. The price gap between conventional and organic produce is shrinking ... and more organic options are becoming available.

Mark Kreiner
Outside Sales Coordinator
Mother Earth



Regional Performance

Organic mushrooms saw the largest year-over-year sales gain in the South (8.1%), while they had the most sales overall in the West (\$79 million).

	WEST	MIDWEST	SOUTH	NORTHEAST
Sales	\$78,978,653	\$60,659,146	\$55,648,452	\$36,914,290
Sales Change (YOY)	\$2,874,406	-\$1,662,665	\$4,175,910	-\$406,980
Sales % Change (YOY)	3.8%	-2.7%	8.1%	-1.1%
Volume	11,122,256	10,400,199	7,257,600	3,988,482
Volume Change (YOY)	423,815	-503,633	275,793	-188,806
Volume % Change (YOY)	4%	-4.6%	4%	-4.5%

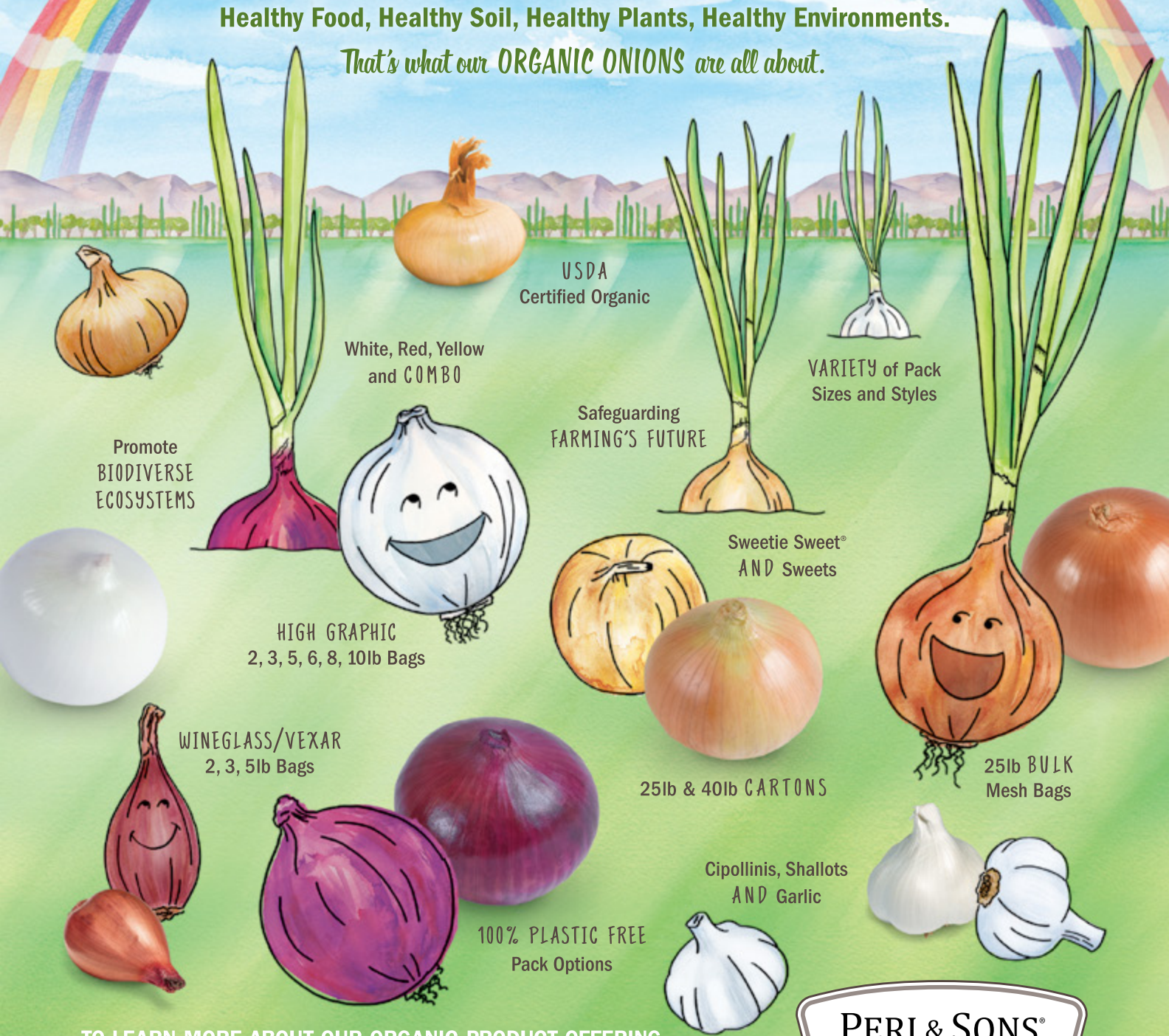


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Onions

#14 in Sales

Despite a year-over-year decline in volume of -4.3%, organic onions had a strong 2022 with dollar growth of 15.4% and total sales of more than \$222 million. The category also commanded a solid price premium of 61% more per pound than its conventional counterpart.

We have seen an increase in demand for more consumer variety packs of onions—i.e., organic tricolor onion packs that contain red, yellow, and white onions—along with single-wrapped onion packs.

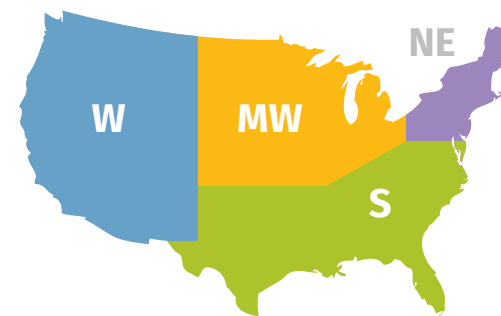
Falon Brawley

Director of Marketing/
Business Development

Onions 52

Regional Performance

Organic onions enjoyed double-digit year-over-year sales gains in all four regions.



	WEST	MIDWEST	SOUTH	NORTHEAST
Sales	\$64,588,737	\$29,839,946	\$76,457,586	\$51,455,831
Sales Change (YOY)	\$8,046,735	\$3,138,378	\$12,864,108	\$5,598,034
Sales % Change (YOY)	14.2%	11.8%	20.2%	12.2%
Volume	27,454,945	13,996,123	36,326,665	19,472,967
Volume Change (YOY)	-1,472,361	-1,343,811	-1,768,173	205,863
Volume % Change (YOY)	-5.1%	-8.8%	-4.6%	1.1%

Broccoli

#15 in Sales

With a sales gain of 1.7% and a volume loss of -8.6%, organic broccoli lagged considerably in 2022 compared to its strong year-over-year performance in 2021. Still, the category managed to jump up a ranking to the #15 spot, posting total sales of \$184 million and a healthy price premium of 59% over conventional.

Organic broccoli experienced tremendous growth throughout 2022 as one of [Four Seasons'] top-performing vegetable categories. In a sub-category of broccoli, we saw strong growth in organic sweet baby broccoli.

James Camera
Organic Vegetable Buyer
Four Seasons Produce

Bell Peppers

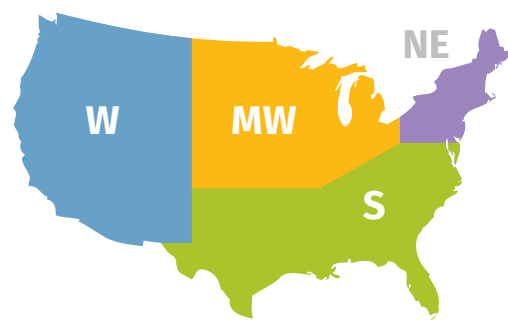
#16 in Sales

Topping \$174 million in sales, organic bell peppers showed small year-over-year losses in both dollar growth (-2.1%) and volume (-3%) in 2022. On a more positive note, the category commanded a strong price premium over conventional, selling at an average of 71% more per pound.

In 2022, there was increased attention to the role of value-added packaging for organic peppers. We expect this to continue given [that] shoppers want to save time with a quick grab-and-go option. We're continuing to expand our offerings, knowing that consumers are challenged by inflationary pressures and will shop with more hesitancy.

Briana Giampaoli
Marketing and Product Innovation
Live Oak Farms

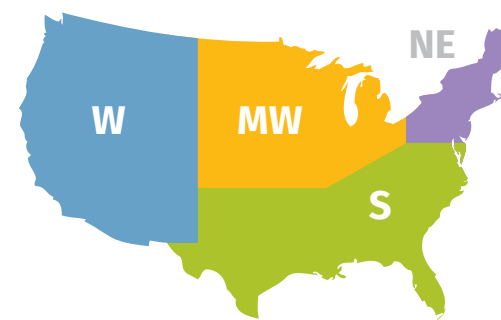
Regional Performance



Organic broccoli lost the most volume year over year in the West (-13%), while the South saw the strongest sales growth (7.5%).

	WEST	MIDWEST	SOUTH	NORTHEAST
Sales	\$65,562,340	\$22,325,375	\$54,030,403	\$41,140,241
Sales Change (YOY)	-\$1,371,107	\$643,103	\$3,790,671	\$76,384
Sales % Change (YOY)	-2%	3%	7.5%	0.2%
Volume	18,506,396	6,166,666	15,156,756	9,747,730
Volume Change (YOY)	-2,777,380	-443,507	-271,312	-1,137,757
Volume % Change (YOY)	-13%	-6.7%	-1.8%	-10.5%

Regional Performance



Organic bell peppers had their weakest year-over-year performance in the Northeast with a sales loss of -7.8% and a volume decline of -8.3%.

	WEST	MIDWEST	SOUTH	NORTHEAST
Sales	\$57,571,929	\$26,548,286	\$55,873,776	\$34,330,684
Sales Change (YOY)	-\$1,449,654	\$245,426	\$328,791	-\$2,888,447
Sales % Change (YOY)	-2.5%	0.9%	0.6%	-7.8%
Volume	10,822,747	5,425,635	10,580,695	6,206,211
Volume Change (YOY)	-624,334	-90,747	274,906	-558,342
Volume % Change (YOY)	-5.5%	-1.6%	2.7%	-8.3%

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Cucumbers

#17 in Sales

Organic cucumbers had a stellar year in 2022, topping \$172 million in sales, an 11.3% increase over the prior year. With the highest price premium of the organic produce categories (of those analyzed by Category Partners), organic cucumbers sold for 138% more per pound than their conventional counterparts, showing that consumers were willing to pay up for the organic version of this popular refreshing vegetable.

We are fully committed to the growth potential of organic greenhouse-grown produce. ... We are going as far as to develop an organic version of the Edipeel we use for our plastic-free English cucumbers, so we can treat organic English cucumbers in Canada and ship to all North American retailers.

Dino Di Laudo

VP of Sales and Marketing

Westmoreland

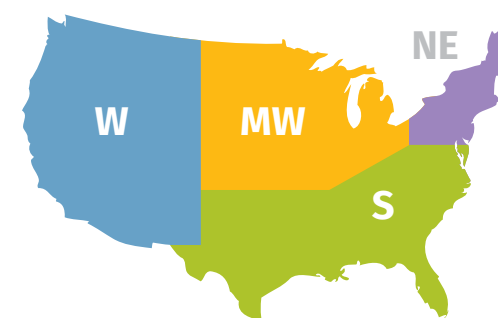
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Regional Performance

Organic cucumber sales increased year over year in all four regions, with the Northeast and the South showing the largest gains of 14.7% and 14.8%, respectively.

	WEST	MIDWEST	SOUTH	NORTHEAST
Sales	\$50,087,029	\$25,388,295	\$51,830,839	\$44,988,432
Sales Change (YOY)	\$2,852,301	\$2,781,166	\$6,669,255	\$5,771,274
Sales % Change (YOY)	6%	12.3%	14.8%	14.7%
Volume	14,569,196	6,962,501	14,292,589	10,711,640
Volume Change (YOY)	-263,800	367,480	727,975	486,732
Volume % Change (YOY)	-1.8%	5.6%	5.4%	4.8%

Celery

#18 in Sales

Organic celery had another year of lackluster performance in 2022, posting a -2.3% year-over-year sales loss and a volume decline of -0.7%. With total sales of \$160 million, the organic celery category dropped a spot to #18 and experienced a narrowing of its price premium over conventional—from 32% in 2021 to 22% in 2022.

Organic celery ... was one of the items that was affected in the anomaly market of the fourth quarter. We had these really high prices on product—and organic celery was one of them. At some point, is it too expensive for the customer to want to buy?

Adele Gemignani

Sales and Business Development
Coke Farm

Squash

#19 in Sales

The organic squash category posted year-over-year losses in both sales (-1%) and volume (-4.4%) in 2022, though these declines were significantly smaller than the ones it experienced the prior year. Topping sales of \$125 million, organic squash also commanded a substantial price premium of 75% over its conventional counterpart.

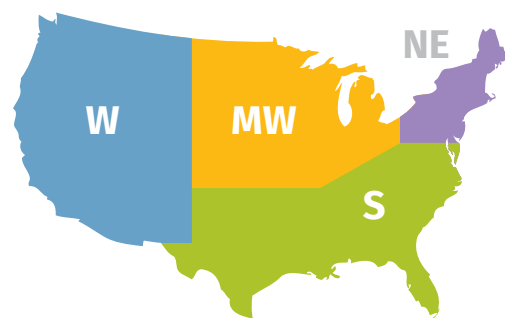
Looking forward, we're looking toward more organics—it's going to keep growing. Consumers are more knowledgeable and believe in some of these bigger topics. More people care about where their produce is coming from, in addition to the environmental impact.

Michael DuPuis

Quality Assurance and Public Relations Coordinator
Divine Flavor

Regional Performance

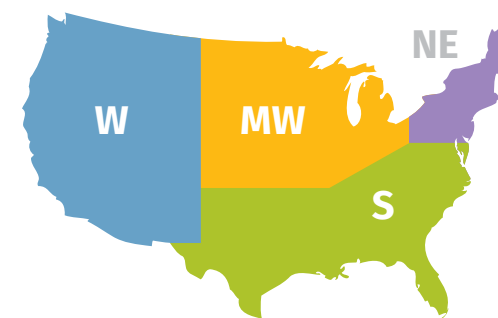
Organic celery lost significant year-over-year volume in every region except the West where it posted an enormous gain of 26.7%.



	WEST	MIDWEST	SOUTH	NORTHEAST
Sales	\$40,416,807	\$26,611,031	\$50,027,245	\$42,883,146
Sales Change (YOY)	-\$2,133,880	-\$505,216	\$1,031,578	-\$2,042,354
Sales % Change (YOY)	-5%	-1.9%	2.1%	-4.50%
Volume	22,723,909	10,362,753	19,320,172	13,098,172
Volume Change (YOY)	4,784,487	-1,657,476	-2,041,862	-1,490,607
Volume % Change (YOY)	26.7%	-13.8%	-9.6%	-10.20%

Regional Performance

Organic squash had its best year-over-year performance in the South where it posted a sales gain of 2.4% and a volume increase of 0.9%.



	WEST	MIDWEST	SOUTH	NORTHEAST
Sales	\$42,042,549	\$13,766,464	\$38,281,879	\$31,150,080
Sales Change (YOY)	-\$470,596	-\$923,569	\$913,500	-\$734,707
Sales % Change (YOY)	-1.1%	-6.3%	2.4%	-2.3%
Volume	17,838,300	5,596,822	12,666,010	9,802,302
Volume Change (YOY)	-1,090,933	-510,686	116,390	-600,953
Volume % Change (YOY)	-5.8%	-8.4%	0.9%	-5.8%



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Kale

#20 in Sales

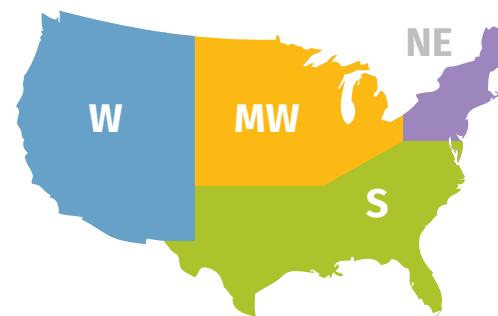
The final member of the 20 leading categories, organic kale lost significant volume in 2022 compared to the prior year, declining by -9.3%. Sales also decreased, but the decline was more moderate at -2.1%. Between the category's tepid growth in 2021 and its losses in 2022, the organic kale craze of the last decade appears to have passed its peak.

Within the kale category, we specifically have experienced continuous growth in organic Lacinato kale. With all-time-high markets on lettuces, consumers needed to turn to alternatives. Organic kale was a great substitute!

James Camera
Organic Vegetable Buyer
Four Seasons Produce

Regional Performance

Organic kale had its weakest year-over-year performance in the Midwest with a -17.3% volume loss and a -6.5% sales decline.



	WEST	MIDWEST	SOUTH	NORTHEAST
Sales	\$40,618,840	\$11,734,671	\$33,013,029	\$25,554,406
Sales Change (YOY)	\$364,188	-\$814,160	-\$2,260,464	\$296,248
Sales % Change (YOY)	0.9%	-6.5%	-6.4%	1.2%
Volume	15,383,214	3,826,035	7,655,722	6,158,678
Volume Change (YOY)	-1,099,338	-797,952	-1,019,913	-476,961
Volume % Change (YOY)	-6.7%	-17.3%	-11.8%	-7.2%



Retailer & Wholesaler Snapshots

Even though the produce industry faced inflation challenges and supply chain disruptions in 2022, sales of organic fresh produce continued to climb, and retailers remained optimistic about organics.



There's never been a more exciting time to be in retail grocery, and that's especially true for the organic produce segment, which continues to be at the forefront of innovation, technology, and sustainability. As exciting as it is, the stakes have never been higher. When it comes to meeting the ever-changing needs of today's busy consumer, a seamless omnichannel experience is essential to retaining and attracting customers, growing loyalty, and driving sales.

John Ruane
Senior Vice President and Chief Omnichannel Merchandising Officer
The GIANT Company



Customers still view organics as the optimum health choice for their produce needs. Our stores report an elevated trend in customer requests for additional organic offerings and variety. Gen Z consumers demand more healthy, sustainable items but want value for their dollars.

Kelly Davis
Director of Produce
Allegiance Retail Services



Consumer demand [for] and acceptance [of organics are] still growing. Key items are now expected to be in stock and are purchased frequently by our primary and secondary shoppers. I anticipate that it will continue to increase as demand grows.

Jeff Cady
Director of Produce and Floral
Tops Friendly Markets

I see organics growing even more than they are now. The whole entire growers' network has become very strong and has shown great strides on quality and availability.

John Savidan
Senior Director of Produce and Floral
Gelson's Markets



We're here for the continual growth and proliferation of people using organics. We want to support what our growers are trying to do by supporting our customers. Our job is to show our customers how to be successful with organics and why they should be carrying more organics—and ideally all organics.

Drew Knobel
Director of Sales and Marketing
Earl's Organic Produce



Our basic philosophy is that if it's available in organic, it should be on our stands. Consumer demand for organic products is going to continue to grow, and we want to continue to surprise and delight our store guests—and the guests of our independent customers—by working with our vendors and our customers to offer as many organic options as are available and at prices that compete with conventional produce prices.

James Saldutti
Senior Director of Produce and Floral
Mother's Market & Kitchen

Victor Savanello
Regional Vice President of Produce and Floral
SpartanNash



The most obvious trend [in organic produce sales] that I have seen over the last several years is how many retailers are now offering organic produce. It is clear that consumers are paying attention to their health and the environment by supporting organics.

James Saldutti
Senior Director of Produce and Floral
Mother's Market & Kitchen



There is a lot of opportunity with mid-market and price-sensitive buyers, which accounts for 95 percent of market share. They want more organics, but they're not sure if they can afford it, or maybe it's not available. This is everyone's customer, no matter which retailer you are. The question becomes: how do we get them more organics in a way that's consistently cost-effective?

Richard Gonzales
Vice President of Global Produce and Sourcing
Walmart

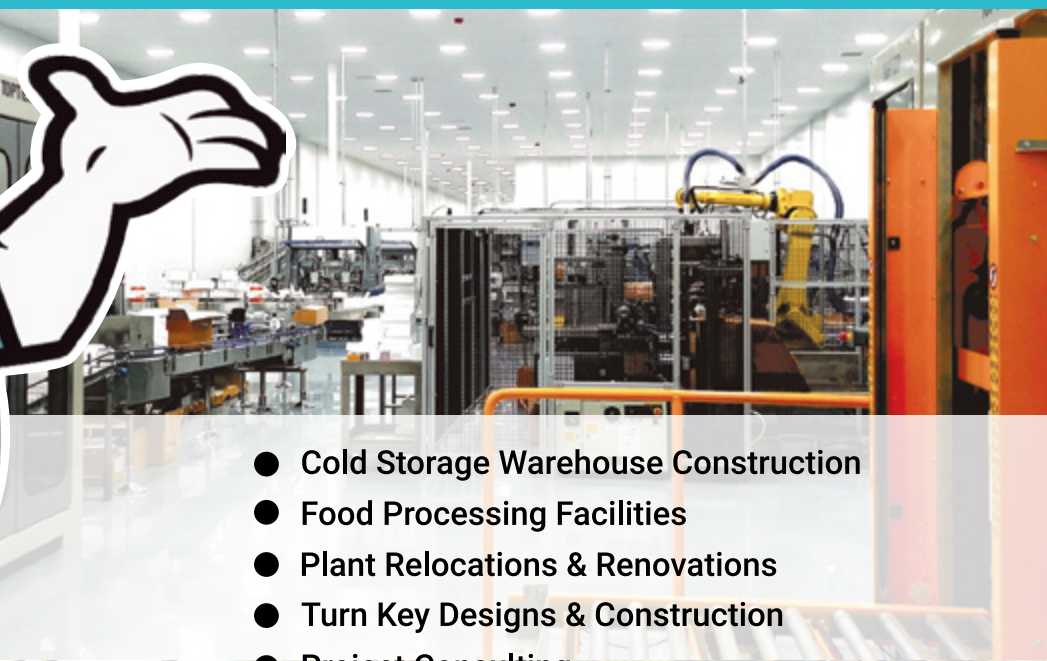


Retailers need to guide consumers, and there are so many new opportunities to do that now. We need to walk with our customers on this path, maybe even a little ahead of them. We have to replicate the brick-and-mortar experience by highly personalizing it online. We need to meet our customers at so many different levels.

Michael Schutt
Director of Produce and Flora
Raley's

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Hot-Button Topics



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Hot-Button Topics

The organic fresh produce industry was rife with innovation in 2022 as it developed and honed new technologies, addressed packaging sustainability issues, and continued to lean into the burgeoning fields of CEA (controlled environment agriculture) and regenerative ag.



With frequently disparate systems for the field, the plant, and the boardroom,

organic producers need seamless technology integration and ease of use, without sacrificing cybersecurity protections.

Joe Foos
Development Director
ZAG Technical Services



Ag tech is already seeing significant consolidation, and we expect that trend to

continue. As growers demand to see ROI for the tech they bring onto the farm, we expect to see the software and devices that better manage on-farm resources come out as the winners. Biological pest control is becoming more widely used, adopted, and understood in organic production, and we expect to see more products in that sector over the next few years.

Jeanie Morton
Marketing Project Manager
Suterra



Let's face it, no matter how you look at it, CEA is the new sexy thing out there. There are not many times that a new produce item becomes available, but when it does, it usually makes a big splash.

John Savidan
Senior Director of Produce and Floral
Gelson's Markets



I also think that consumers like and are starting to understand CEA. They know that

in many instances [CEA-grown products] take food miles out of the supply chain, plus the food safety aspect will continue to gain traction, especially as recalls keep popping up.

Jeff Cady
Director of Produce and Floral
Tops Friendly Markets



We need to be responsible stewards of the resources that we use. Regenerative is

an investment into the long haul, in which we use farming practices to actively sequester carbon to lighten our environmental footprint. It's the right thing to do. The consumer is ready for beyond organic. According to Nielsen, 75% of Gen Z shoppers factor sustainability into the brands they purchase.

T. Bruce Taylor
Vice President of Organics
Taylor Farms



What we have seen is that the people who care about organics also care about

sustainability and the environment. It is a perfect fit. Organic consumers want a packaging solution that is not plastic and is truly reusable.

Farzan Dehmoubed
Co-founder and CEO
Lotus Sustainables



The organic market represents a great, natural initial fit for new technologies

coming into the market. This was true a few years ago already and remains true today as chemical weed-control options are still limited, and the labor costs keep rising.

Paul Elliott
Commercial Operations Manager
FarmWise

Microbes help plants capture more nutrients both from the fertilizer applied as well as from the natural soil nutrient potential. This means we can use less fertilizer, save input dollars, and still have a healthier and higher-nutrient-status plant that yields as well or better.

David Olson
Co-Owner
Sustainable Growing Solutions



The objective of our regenerative farming trials is to increase soil carbon and

decrease consumption of diesel fuel that powers the tractors conducting the tillage operation. Those changes would reduce our overall CO2 emissions, aiding us in the goal of being carbon neutral by 2025. Soil health has long been a part of our farming program. Trialing regenerative practices will help us identify feasible low-tillage practices for fresh vegetable production and still maintain the quality expectations of retailers and consumers.

Rodney Braga
CEO
Braga Fresh Family Farms



You can't just say, "I'm now regenerative or organic, so I'm never going to

spray fungicide again; I'm never doing this; I'm never doing that." You have to get the natural system in place, and you have to get working in sync with nature.

Tom Wood
Product Specialist
Organisan Corporation

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2022 Events

.....

OPS

Organic
Produce
Summit

July 11-12

.....

OGS

Organic
Grower
Summit

Nov 30-Dec 1

.....



Organic Produce Summit



With a record 1,700 attendees, **Organic Produce Summit (OPS) 2022** had its largest turnout yet as the organic fresh produce industry gathered in Monterey, CA, on **July 12-13**. Organic produce growers, shippers, and producers met with over 300 retailers from across North America to discuss the growth of the organic fresh produce industry and the opportunities that lie ahead to further bolster sales and consumer consumption.

OPS 2022 kicked off with a series of retailer and buyer field tours, followed by a gala opening reception. The second day of the event featured six educational sessions as well as a trio of keynote presentations featuring insightful and engaging conversations about consumers in an era of inflation, the rise of omnichannel marketing, and the future of supply chain sustainability.

The event concluded with a sold-out trade show floor of over 150 organic producers highlighting their products to retailers and buyers.

I'm learning a lot [about] organic farming and bees and pollinators. It's exciting to hear all the educational sessions and speakers, and so far it's been really fun. It's good to get out in the Salinas Valley; I've never seen anything like it.

Becky Fanion
Category Manager
Stop & Shop

This is my third OPS, and it's something I look forward to every year. It's my favorite produce show all year because it [has] mission-based people with a huge dedication to organics. There is a huge appreciation [for] the legacy of the people who started the organic movement, and I'm on board as this great event continues to grow!

Eric Cusimano
Global Principal Buyer
Whole Foods Market

It's a good opportunity for us to connect with suppliers on a more intimate basis, and [I'm] happy to see more focus on regeneration and sustainability.

Anthony Sumlin
Produce Merchant
Sam's Club

I was able to attend the very first OPS in 2016 and was taken aback at how large the Summit has grown. There was so much great content, and [it's] truly best in class as an industry food show.

Robert Tubbs
Senior Category Manager
Harris Teeter

I really like this conference because it's a good chance to get close with suppliers [and] have some meetings in a casual setting where everyone is comfortable.

Nathan Avedian
Senior Sourcing Manager
Walmart



ORGANIC GROWER SUMMIT™

PRESENTED BY WESTERN GROWERS & OPN



The fifth annual **Organic Grower Summit** (OGS) presented by Western Growers and Organic Produce Network was held **November 30–December 1, 2022**, in Monterey, CA. OGS is designed to provide information vital to organic growers and producers, including an overview of the opportunities and challenges in the production of organic fresh food.

The sold-out trade show floor featured soil amendment, ag tech, food safety, packaging, and equipment exhibitors who had the opportunity to connect with organic field production staff, supply chain managers, pest management advisors, and food safety experts.

A series of nine educational sessions covered a wide array of important topics for organic farmers and crop specialists and included a new ag tech and equipment demonstration session where attendees explored the latest innovations that are changing the face of organic growing across the globe.

The show concluded with Jeff Huckaby, President and CEO of Grimmway Farms, being presented the annual “Grower of the Year” award and an engaging keynote session featuring leadership from some of the nation’s most progressive organic growing operations.

The outdoor technology tent was great in the way that tech was showcased. We’re looking forward to the potential that area has in future shows. And we had great engagement at our booth.

George Cox
Digital Marketing Coordinator
Pacific Ag Rentals

OGS was a tremendous event for us—valuable content and great grower engagement. The emphasis on ag tech was front and center throughout the show and provided us with a great opportunity to talk about our LaserWeeder. The educational sessions were very informative, and the Jeff Huckaby interview during the keynote was very insightful.

Brett Goodwin
VP Marketing
Carbon Robotics

**Great show.
Good traffic.
And a lot of contacts.
In fact, we’ve already
scheduled trials for
next week.**

Ryan Miller
Director of Sales
RTI Ag

Feels like old times. People are more energetic and excited. There’s energy like it used to be—and maybe even more. Excellent show!

Craig Vossler
Director of Sales
AgroThrive

The conference has been a great opportunity to network. Being able to meet people you’ve worked with before, as well as new people, is great! Our target market is well represented here with the growers and other manufacturers who we collaborate with.

Troy Miller
Director of Sales
California Safe Soil

We were extremely pleased with the quality of the growers who stopped by our booth—which is key. The conversations were very engaging.

Chad Gillyard
Marketing Director
Magna-Bon

The only event dedicated exclusively to bringing together producers and buyers of the organic fresh produce industry.



2023
July 12-13

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THE
DATE**

Monterey Conference Center, Monterey, CA

Trade Organizations & Associations



Educational Sessions



Trade Exhibition



Field Tours



Working Together

The organic fresh produce industry is fortunate to have the support of numerous trade associations and organizations helping to protect the integrity of the organic brand and providing information, education, and guidance for all facets of the trade. Working together to encourage and strengthen organic farming practices while advocating for the positive environmental and nutritional attributes of organic fresh produce to consumers across the globe, these organizations share some of the work they've done this past year to help grow organic business.



CDFA Reports Organic Agriculture Sales in California Continue to Grow

The **California Department of Food and Agriculture** (CDFA) reports that California accounts for 36% of organic sales in the United States. And although California organic production acres have decreased slightly, California organic sales continue to grow.

According to the most recent figures, California organic production decreased 2.5% from 2,186,551 acres in 2020 to 2,130,157 acres in 2021.

In regard to the most recent available sales numbers of organic products in California, CDFA reports 2021 sales totaled \$13.96 billion, an increase of 17% from 2020. Statewide producer, handler, and processor organic gross sales in 2021 were \$5.255 billion, \$6.705 billion, and \$1.966 billion, respectively.

The information mentioned above and more may be found in the "California Agricultural Statistics Review 2021-2022," scheduled to be published in early 2023 on the CDFA California Agricultural Production Statistics webpage at www.cdfa.ca.gov/statistics.

Each year's California Agricultural Statistics Review is a compilation of data from various sources, including the CDFA State Organic Program (SOP), US Department of Agriculture (USDA) National Agricultural Statistics Service, USDA Economic Research Service, County Agricultural Commissioners, and the University of California Agricultural Issues Center.



Regenerative Organic Certified with CCOF

"Regenerative" is more than a buzzword. "Many companies and brands cause confusion for consumers by claiming to be 'regenerative' despite not being regenerative at all," notes

California Certified Organic Farmers (CCOF) Marketing Director Michael Recco. "The Regenerative Organic Certified (ROC) logo is the best way to convey to consumers that a company is actually following regenerative practices and walking the walk."

ROC farms and products move organic produce forward by meeting the highest standards in the world for soil health, animal welfare, and worker fairness. "CCOF offers this certification because it aligns with our mission, vision, and core values," says CCOF ROC Program Manager Caitlin Slay.

As we celebrate our 50th year, CCOF is glad to highlight the ROC program, which lets current and prospective organic clients bundle both organic and regenerative programs under one certification agency. ROC was established in 2018 by the Regenerative Organic Alliance (ROA) to encourage more US farmers, ranchers, and handlers in using regenerative agriculture. CCOF became an ROC-certifying body in December 2021, and there are currently 28 members who have opted for this certification. CCOF hopes to see many more ROC labels on products in the coming year and is glad to take away any confusion around the certification process. CCOF helps our members understand the process of getting certified for ROC via promotion, website resources, and our Applicant Support department.





OFRF and FFAR Award Research Grant to Dr. Jennifer Taylor of Lola's Organic Farm

The Organic Farming Research Foundation (OFRF) and the Foundation for Food & Agriculture Research (FFAR) recently awarded a research grant to **Dr. Jennifer Taylor of Lola's Organic Farm**. Jennifer's project, Organic For All, is designed to build capacity for underserved farmers and help Black, Indigenous, and People of Color (BIPOC) farmers engage in organic and agroecological farming practices.

Jennifer and her husband started Lola's Organic Farm in 2009, but Taylor's family has been working the land there for much longer. Her grandmother, Lola, who the farm is named after, was a sharecropper in rural Georgia who was given the opportunity to buy her own farmland. She became a successful independent farmer on the land where Lola's Organic Farm (LOF) is located today. "We grow

many of the same crops my grandmother grew, such as unique varieties of delicious colorful vegetables, fruit, and herbs," says Taylor.

LOF is one of the only certified organic farms in the surrounding counties, but growing organically is not new to the family's farming practices. "When my grandmother was farming," explains Taylor, "she used organic farming practices before organic certification even existed."

The Organic For All project will help identify needs, hindrances, and barriers of small and BIPOC farmers and focus on developing solutions through relevant learning sessions, hands-on training, and technical assistance. "This project, and on-farm research in general, enables relationship-building with the farmer, the community, and researchers," says Taylor.

To date, OFRF has invested over \$3 million in 361 grants across North America to advance scientific knowledge and improve the ecological sustainability and economic prosperity of organic farming systems. If you are interested in helping fund or support on-farm research, please reach out us. All research results are freely available in OFRF's online database on www.ofrf.org.



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