

United States Organic Fertilizer - Market Share Analysis, Industry Trends & Statistics, Growth Forecasts (2025 - 2030)

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Report description:

The United States Organic Fertilizer Market size is estimated at 397 million USD in 2025, and is expected to reach 708.4 million USD by 2030, growing at a CAGR of 12.28% during the forecast period (2025-2030).

- Manures are the most consumed organic fertilizer in the United States, accounting for a maximum share of 46.7% in 2022. Manures can be of plant or animal origin or a decomposed form of plant or animal waste like excreta, which is generally rich in organic matter. Animal or plant waste compost manure, farmyard manure, and green manure are the common types used in agriculture.
- The application of manure fertilizers is generally observed in organic and non-organic farms. It is known to increase organic matter and carbon content in the soil, which would increase the nutrient uptake of the crop and, thus, the grain yield.
- The other organic fertilizers include fish guano, bat guano, fish emulsion, vermicompost, and molasses and are the second most consumed organic fertilizers, accounting for a share of 11.9% in 2021. Despite the rich nutrient properties, other organic fertilizers are less commonly used than manures due to their higher prices, which is slightly hindering the market. However, the demand may increase with the increasing affordability of farmers.
- The demand for meal-based fertilizers majorly comes from certified organic growers and farms under organic conversion. The United States is the largest producer of beef in the world, which accounted for around 20.4% in 2020. This indicates the higher scope for meal-based fertilizer production in the country, leading to easy availability and accessibility for organic farmers.
- The United States oilcake market was valued at USD 2.1 million in 2022, with a volume consumption of 6,316.6 metric tons in the same year. Oilcake is a rich source of organic nutrients containing 2.0-8.0% nitrogen, 0-2.0% phosphorous, and 0-2.0%

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potassium content.

United States Organic Fertilizer Market Trends

Increase in organic area, particularly in row crops, due to country's laws and regulations

- In 2021, the area under organic agricultural farming in the United States was 623 thousand hectares. Organic agriculture in the United States has increased significantly in the previous 20 years, mostly due to the introduction of particular laws and regulations. The number of organic farms and ranches in California was 3,061 in 2021, the largest number of certified organic farms in the United States. There were over 1,125 certified organic farms in Pennsylvania. Nearly 15,548 thousand certified organic farms in operation used cropland in 2019, while 7,139 thousand farms operated pastureland and rangeland. The sales value of crops, including those from nurseries and greenhouses, amounted to nearly USD 5.8 billion.
- Row crops dominated organic farming in the nation. In 2021, they accounted for about 71.8% of all organic cropland. The production of cereal crops predominates the country's agricultural sector. The main cereals include maize, wheat, rice, and millet. The consumption of organic products has become popular among US consumers who increasingly choose to eat organic foods because of their various health benefits.
- There is an increasing trend in the overall organic horticultural crop cultivation area, from 112.9 thousand hectares in 2017 to 156.1 thousand hectares in 2021. Regarding domestic production in 2021, the top five fruits and vegetables were apples (31.1%), strawberries (9.5%), oranges (6.9%), romaine lettuce (6.7%), and potatoes (6.2%). In the case of trade, the most imported produce was bananas (53.1%), avocados (7.7%), mangoes (5.8%), blueberries (5.0%), and squashes (4.3%), while the most exported were apples (80.0%), pears (14.4%), cherries (4.0%), dried onions (1.5%), and potatoes (0.2%).

Growing demand for organic produce especially in the fruits and vegetables sector, rise in per capita spending on organic food

- The United States is one of the largest organic product consumers in the world. In 2020, the total sales of organic food products in the country accounted for USD 51.6 billion, according to the Nutrition Business Journal (NBJ, 2021). The United States had the largest per capita spending on organic products in the North American region, worth USD 186.7 in 2021.
- Organic fresh fruits and vegetables have been the leading categories of organic food since the establishment of the organic food retail industry. In 2020, retail sales for these organic products were valued at USD 20.0 billion, showing a growing demand for organic produce. The demand for organic fresh fruits and vegetables has steadily risen over the past two decades. Organic food sales are rising due to growing consumer awareness, especially among high-income consumers. The most in-demand organic categories include basic foods like eggs, dairy, fruits, and vegetables.
- Organic food preferences vary by demographic and region. Younger people aged between 18 and 29 are more likely to seek organic products (over 50%) compared to older people aged 65 and above. Income and region also play a role, with 42% of those with under USD 30,000 income and 49% of those with over USD 75.0 thousand seeking organic products.
- The per capita spending on organic products is increasing in the country, recording a projected CAGR of 5.2% between 2017 and 2021. The growing demand for organic products is creating opportunities for US organic producers to tap into high-value markets both domestically and abroad. The price premium associated with organic products is one of the major limiting factors for organic

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food consumption for low-income consumers.

United States Organic Fertilizer Industry Overview

The United States Organic Fertilizer Market is fragmented, with the top five companies occupying 21.10%. The major players in this market are California Organic Fertilizers Inc., Cedar Grove Composting Inc., EB Stone & Sons Inc., Morgan Composting Inc. and The Espoma Company (sorted alphabetically).

Additional Benefits:

- The market estimate (ME) sheet in Excel format
- 3 months of analyst support

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