
Appendix B.

General Explanation and Report Form

DEVELOPMENT OF THE REPORT FORM

Planning for the first NASS organic production survey began in early 2008. Report form content development was a team effort. NASS worked with individuals from the organic industry who had conducted similar, smaller scale organic surveys and also with representatives from other federal agencies. NASS pretested an early draft of the report form in several States where cognitive interviews were conducted with certified organic producers. Results from the cognitive interviews, along with recommendations from industry and federal representatives, were carefully considered before the final, 8-page 2008 Organic Production Survey report form was completed.

TERMS AND DEFINITIONS

Acres and quantity harvested. Crops were reported in whole and tenths of acres depending upon the commodity. Totals for crops reported in tenths of acres were rounded to whole acres at the aggregate level during the tabulation process. Nursery and greenhouse crops grown under glass or other protection were reported in square feet and are published in square feet. If a crop was planted but not harvested, the acres were not reported as harvested.

All other organic cattle and calves. This category includes organic bulls, beef calves, replacement milk heifers, etc.

All other organic livestock. This category includes organic livestock not listed separately on the report form, such as farm raised bison, deer, rabbits, and fish.

All other organic livestock products. This category includes semen, embryos, manure which was sold, feathers, etc.

All other organic poultry. This category includes organic poultry not listed separately on the report form. It includes pullets, ducks, quail, etc.

Certifying agency. State or private agency or organization that, for an annual fee, certifies an operation's organic practices are in compliance with NOP standards. These agencies and organizations are accredited on behalf of USDA.

Community Supported Agriculture (CSA). A type of organization intended to create a relationship between farmers and consumers in which risks and bounties are shared. CSA customers buy shares for a season by paying a fee in advance. In return they receive a regular (in most cases weekly) selection of food.

Cut Christmas trees. Data are for acres of organic Christmas trees – cut or to be cut – in production, number of trees cut, and value of sales.

Exempt from certification. Includes farms that follow the NOP standards and have less than \$5,000 in annual sales. Exempt farms may use the term organic but are not eligible to use the USDA Organic seal.

First point of sale. This is the first point at which money is exchanged for organic products.

Food crops grown under protection. This category includes greenhouse and hydroponic tomatoes, fruits, berries, vegetables, and fresh cut herbs.

Floriculture and bedding crops. This category includes annuals, herbaceous perennials, vegetable plants for sale, cut flowers and cut florist greens, indoor foliage plants, potted flowering plants, and other floriculture and bedding plants (i.e., cacti and succulents).

Market value of all agricultural products sold.

This is the gross value of sales before taxes and production expenses of all agricultural products, including organic products, sold or removed from the place in 2008 regardless of who received the payment.

Marketing practices. Data were collected for the types of marketing strategies employed by organic producers, including types of sales outlets used, first point of sales by location, and other marketing approaches.

National Organic Certification Cost-Share Program. This program provides cost-share assistance to organic crop and livestock producers who are certified by a USDA accredited certifying agent. USDA regulations limit payments to 75 percent of an individual producer's certification costs up to a maximum of \$500.

National Organic Program (NOP). The Secretary of Agriculture appointed 15 individuals to develop, implement, and administer national production, handling, and labeling standards for organic agricultural products. The NOP also accredits the certifying agents (foreign and domestic) who inspect organic production and handling operations to certify they meet the organic standards.

Net household income. The measure of all income generated during a year (from on- and off-farm sources) including salary, investment earnings, child support, and alimony payments, minus all deductions.

Nursery crops, including aquatic plants. This category includes ornamentals, shrubs, shade trees, live Christmas trees (potted, balled and burlapped, etc.), fruit and nut trees grown for sale, vines, palms, ornamental grasses, and aquatic plants.

Organic. Any commodity produced according to the National Organic Program standards. For more information, go to <http://www.ams.usda.gov> and select the National Organic Program option.

Other fruit. This category includes any fruit not listed on the report form.

Other tree nuts. This category includes any tree nut not listed on the report form.

Other vegetables. This category includes any vegetable not listed on the report form.

Peak inventory. This is the largest number of livestock and/or poultry on the operation during 2008.

Primary production challenge. This represents the primary obstacle facing organic farmers.

Processed products. This includes products that were altered by heat, pressure, and/or freezing temperatures.

Production expenses. Includes expenses incurred by the farm operation for the production of organic commodities. This includes the production expenses provided by the operators, partners, landlords (excluding property taxes), and contractors.

Livestock purchased or leased. These expenses include all breeding livestock and poultry purchased.

Utilities. These are expenses for the organic portion of the farm share cost of electricity, telephone charges, internet fees, and water purchased in 2008.

All other production expenses. This category includes all expenses not listed on the report form. Examples include animal health costs, storage and warehousing, marketing and ginning expenses, insurance, etc. Health expenses and payroll taxes were excluded.

Propagative materials sold. This category includes dry bulbs, corms, rhizomes, and tubers; cuttings, seedlings, liners, and plugs; flower and vegetable seeds; tobacco plants sold for transplant to farm fields (exclude transplants to be planted on the same operation); vegetable transplants sold for transplant to farm fields; and sod harvested (acres in the open only).

Quantity sold. The quantity of a commodity sold by an operation or delivered under a production contract.

Transitioning land. This is land in the process of becoming organic land that has not yet met the time requirement, which is usually 3 years.

Value-added. Any activity or service occurring after agricultural production, transportation, or storage that adds value to the raw commodity. Value-added sales do not include handlers or

processor receipts. Reported value-added dollars may include the commodity-level value.

Value of sales. This is the gross value of sales before taxes and production expenses of all organic agricultural products sold or removed from the place in 2008 regardless of who received the payment. The gross value of sales is at the commodity level and does not include value-added organic products.

2008 ORGANIC PRODUCTION SURVEY

Form Number: 08-A623
(04/21/09)



National Agricultural
Statistics Service

Please return your
completed report to:

Census of Agriculture
1201 East 10th Street
Jeffersonville, IN 47133

OFFICE USE ONLY

08-A623

0010	0011	0016

Please make corrections to name, address, and ZIP code if necessary.

Everyone who receives a form must complete and return one by mail or via the Internet at www.agcensus.usda.gov. Your report is due by **June 17, 2009**. To fill out the paper form, use a black or blue ballpoint pen. **Duplicate forms?** If you received extra report forms for the SAME farming operation, return all report forms in the same envelope with this completed report. Questions? Call us toll-free at **1-888-424-7828**.

NOTICE: Response to this inquiry is required by law (Title 7, U.S. Code). By the same law, YOUR REPORT IS CONFIDENTIAL and it will only be used for statistical purposes. Your report CANNOT be used for purposes of taxation, investigation, or regulation. The law also provides that copies retained in your files are immune from legal process.

SECTION 1 OPERATION INFORMATION

1. Did this operation produce or grow any **organic** crops, vegetables, fruits, livestock, poultry, or have any transitional organic acreage in 2008? Please report for production on land owned, rented, or used by you, your spouse, or by the partnership, corporation, or organization named on the label above.

¹¹⁰ 1 **Yes** – Continue 3 **No** – Go to Section 10, last page

a. Was this operation Certified Organic by a USDA accredited organization?

¹¹¹ 1 **Yes** – Specify certifying agency – Go to Question 2

2 **No**, exempt from certification (under \$5,000 in annual organic sales) – Go to Question 1b

3 **No**, not certified – Go to Question 1b

b. If not certified, will this operation become certified organic in the next 3 years? ¹¹² 1 **Yes** 3 **No**

2. Of the total acres in this operation in 2008, how many were:
(Include all land owned or rented from others. Exclude land rented to others.)

- | | None | Acres |
|--|--------------------------|-------|
| a. Certified or exempt organic cropland? | <input type="checkbox"/> | 121 |
| b. Certified or exempt organic pastureland and/or rangeland? | <input type="checkbox"/> | 122 |
| c. Transitioning organic cropland? | <input type="checkbox"/> | 123 |
| d. Transitioning organic pastureland and/or rangeland? | <input type="checkbox"/> | 124 |
| e. Non-organic cropland? | <input type="checkbox"/> | 125 |
| f. Non-organic pastureland and/or rangeland? | <input type="checkbox"/> | 126 |
| g. All other land (farmstead, buildings, woods, waste, buffer strips, etc.)? | <input type="checkbox"/> | 127 |
| TOTAL ACRES OPERATED IN 2008 (sum Items 2a - 2g) | | 128 |

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SECTION 2 ORGANIC VEGETABLES, FRUITS, TREE NUTS, AND BERRIES

1. Did this operation grow any organic vegetables, fruits, tree nuts, or berries in 2008? *Include landlord's share and contractor's share. Exclude personal or home use crops. Report crops grown under glass or other protection in Section 4. Report value-added products and sales in Section 8.*

²⁰⁰ 1 **Yes** – Complete this section 3 **No** – Go to Section 3

2. For those organic crops not printed in the table, enter the crop name and code from the list below for any other vegetable, fruit, tree nut, and berry crop grown on this operation in 2008.

Crop Name	Code	Acres Harvested		Total Quantity Harvested	Unit	Gross Value of Sales (Dollars)
		Acres	Tenths			
Almonds	2301				lbs	\$.00
Apples	2201				lbs	\$.00
Carrots	2021				lbs	\$.00
Grapes	2225				lbs	\$.00
Lettuce, all	2045				lbs	\$.00
Potatoes	2061				cwt	\$.00
Strawberries	2417				lbs	\$.00
Tomatoes in the open	2085				lbs	\$.00
					lbs	\$.00
					lbs	\$.00
					lbs	\$.00
					lbs	\$.00
					lbs	\$.00
					lbs	\$.00
					lbs	\$.00
					lbs	\$.00
					lbs	\$.00
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					lbs	\$.00
					lbs	\$.00
					lbs	\$.00
					lbs	\$.00
					lbs	\$.00
					lbs	\$.00

If more space is needed, use a separate sheet of paper.

Vegetables	Code	Vegetables, cont.	Code	Fruits	Code	Tree Nuts	Code
Artichokes	2001	Spinach	2065	Avocados	2205	Hazelnuts/Filberts	2305
Beans, snap	2005	Squash, all	2069	Cherries, sweet	2209	Pecans, all	2309
Broccoli	2009	Sweet corn	2077	Cherries, tart	2213	Pistachios	2313
Cabbage, all	2013	Sweet potatoes	2081	Dates	2217	Walnuts, English	2317
Cantaloupes and muskmelons	2017	Watermelons	2089	Figs	2221	Other nuts, specify above	2393
Cauliflower	2025	Other vegetables, specify above	2093	Grapefruit	2253		
Celery	2029			Lemons	2257		
Garlic	2033			Oranges, all	2261	Berries	Code
Herbs, fresh-cut	2037			Peaches, all	2229	Blackberries and dewberries	2401
Honeydew melons	2041			Pears, all	2233	Blueberries, tame	2405
Onions, dry	2049			Plums and prunes	2237	Cranberries	2409
Peas, green	2053			Tangerines	2265	Raspberries, all	2413
Peppers, bell	2057			Other fruit, specify above	2293	Other berries, specify	2493



SECTION 3 ORGANIC FIELD CROPS

1. Did this operation grow any organic small grains, row crops, oilseeds, hay, forage, or pulse crops in 2008? *Include landlord's share and contractor's share. Exclude personal or home use crops. Report value-added products and sales in Section 8.*

300 1 **Yes** – Complete this section 3 **No** – Go to Section 4

2. For organic crops not printed in the table, enter the crop name and code from the list below for any other field crop harvested in 2008.

Field Crops	Code	Acres Planted	Acres Harvested	Quantity Harvested	Gross Value Of Sales (Dollars)
Winter wheat for grain or seed	380			bu.	\$.00
Durum wheat for grain or seed	384			bu.	\$.00
Other spring wheat for grain/seed	388			bu.	\$.00
Field Crops	Code	Acres Harvested	Quantity Harvested	Gross Value Of Sales (Dollars)	
Corn for grain or seed	301			bu.	\$.00
Barley for grain or seed	304			bu.	\$.00
Oats for grain or seed	310			bu.	\$.00
Rice	313			cwt.	\$.00
Soybeans for beans	316			bu.	\$.00
					\$.00
					\$.00
					\$.00

If more space is needed, use a separate sheet of paper

Field Crops	Code	Field Crops	Code	Field Crops	Code
Beans, all dry edible including limas (cwt.)	322	Herbs, dried (lbs.)	343	Rye for grain or seed (bu.)	362
Buckwheat (bu.)	325	Proso millet (cwt.)	347	Safflower (lbs.)	365
Canola, edible (lbs.)	328	Mint, peppermint and spearmint (lbs. of oil)	350	Sorghum for grain or seed, including milo (bu.)	368
Corn for silage or greenchop (tons)	331	Peanuts for nuts (lbs.)	353	Sorghum for silage or greenchop (tons)	371
Cotton, all (bales)	334	Peas, dry peas and lentils (cwt.)	356	Sugarcane for sugar (tons)	374
Flaxseed (bu.)	307	Popcorn (lbs. shelled)	359	Sunflower seed, all (lbs.)	377
Hay, all dry hay (tons)	337	Potatoes, report in section 2		Other field crops, specify above (lbs.)	397
Haylage, other silage or greenchop (tons)	340				

SECTION 4 ORGANIC FLORICULTURE CROPS, NURSERY CROPS, MUSHROOMS, FOOD CROPS GROWN UNDER PROTECTION, CHRISTMAS TREES, AND MAPLE SYRUP

1. Did this operation grow any organic floriculture crops, nursery crops, cut Christmas trees, mushrooms, or food crops under protection or harvest organic maple syrup in 2008? *Include landlord's share and contractor's share. Exclude personal or home use crops. Report value-added products and sales in Section 8.*

400 1 **Yes** – Complete this section 3 **No** – Go to Section 5

Crops Grown	Code	Square Feet Under Glass or Other Protection	Acres in the Open		Gross Value Of Sales (Dollars)
			Acres	Tenths	
Floriculture and bedding crops	401				\$.00
Nursery crops, including aquatic plants	404				\$.00
Propagative materials sold	407				\$.00
Mushrooms	410				\$.00
Food crops grown under protection	413				\$.00
Crop	Code	Acres in Production	Number of Trees Cut		
Cut Christmas trees	451				\$.00
Crop	Code	Number of Taps	Gallons of Syrup Produced		
Maple syrup	491				\$.00

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SECTION 5 ORGANIC LIVESTOCK, POULTRY, AND LIVESTOCK PRODUCTS

1. Did this operation have or produce any organic livestock, poultry, or livestock products in 2008? *Include landlord's share and contractor's share. Exclude items produced only for home use. Report value-added products and sales in Section 8.*

500 1 **Yes** – Complete this section 3 **No** – Go to Section 6

	PEAK Inventory in 2008	Inventory on Dec. 31, 2008	Total Quantity Sold in 2008	Gross Value of Sales in 2008
Cattle and Calves				
Milk cows	501 head	502 head	503 head	504 \$.00
Milk			505 lbs	506 \$.00
Beef cows	507 head	508 head	509 head	510 \$.00
All other organic cattle & calves	511 head	512 head	513 head	514 \$.00
Hogs and Pigs	521 head	522 head	523 head	524 \$.00
Sheep and Goats				
Sheep and Lambs	531 head	532 head	533 head	534 \$.00
Wool			537 lbs	538 \$.00
Goats and Kids	541 head	542 head	543 head	544 \$.00
Milk (goat)			545 lbs	546 \$.00
Mohair			547 lbs	548 \$.00
All Other Organic Livestock				
Specify: ⁵⁵⁹	551 head	552 head	553 head	554 \$.00
Poultry				
Chickens: Layers	561 number	562 number	563 number	564 \$.00
Eggs			565 doz	566 \$.00
Chickens: Broilers	567 number	568 number	569 number	570 \$.00
Turkeys	571 number	572 number	573 number	574 \$.00
All Other Organic Poultry				
Specify: ⁵⁸⁹	581 number	582 number	583 number	584 \$.00
All other Organic Livestock Products*				
Specify: ⁵⁹⁹			593	594 \$.00
*Exclude value-added products. Value-added products should be reported in Section 8.				

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SECTION 6		PRODUCTION EXPENSES		
1. Report total production expenses paid by this operation in 2008 and the portion (percent) of those expenses used for organic production. <i>Include expenses paid by your landlords and contractors. Exclude expenses not related to the farm business.</i>				
Expense	None	Total Expenses (Dollars)	Portion for Organic Production (Percent)	
a. Organic certification expense	<input type="checkbox"/>	1500 \$	.00	
b. Fertilizers, lime, and soil conditioners	<input type="checkbox"/>	1501 \$	.00	601 %
c. Agriculture chemicals, beneficial insects, and other organic materials for pest control	<input type="checkbox"/>	1522 \$	.00	622 %
d. Gasoline, diesel, fuels, and oils purchased for the farm business	<input type="checkbox"/>	1507 \$	.00	607 %
e. Seed, plants, vines, trees, etc. purchased	<input type="checkbox"/>	1503 \$	.00	603 %
f. Hired agricultural labor including contract labor (include wages and benefit expenses)	<input type="checkbox"/>	1541 \$	.00	641 %
g. Livestock purchased or leased	<input type="checkbox"/>	1529 \$	.00	629 %
h. Feed purchased for livestock and poultry	<input type="checkbox"/>	1506 \$	.00	606 %
i. Interest paid on all debt related to the farm business	<input type="checkbox"/>	1547 \$	.00	647 %
j. Property taxes paid in 2008	<input type="checkbox"/>	1517 \$	.00	617 %
k. Rent and lease expenses for land, buildings, machinery, etc. – include grazing fees	<input type="checkbox"/>	1537 \$	.00	637 %
l. Customwork, such as custom hauling, custom planting, custom harvesting, etc.	<input type="checkbox"/>	1512 \$	.00	612 %
m. Repairs, supplies, and maintenance costs	<input type="checkbox"/>	1509 \$	.00	609 %
n. Utilities expense (including water purchased)	<input type="checkbox"/>	1508 \$	.00	608 %
o. All other production expenses – Include animal health cost, storage, marketing expenses, etc.	<input type="checkbox"/>	1518 \$	.00	618 %
Total Expenses (sum items a-o)		1599 \$	.00	

SECTION 7		ORGANIC PRODUCTION PRACTICES			
1. In 2008, did this operation use any of the following practices for organic agricultural production:					
a. Biological pest management?	701	1 <input type="checkbox"/>	Yes	3 <input type="checkbox"/>	No
b. Apply or release beneficial organisms (insects, nematodes, fungi) to manage pests?	702	1 <input type="checkbox"/>	Yes	3 <input type="checkbox"/>	No
c. Maintain a beneficial insect or vertebrate habitat for the specific purpose of managing or reducing the spread of pests or disease?	703	1 <input type="checkbox"/>	Yes	3 <input type="checkbox"/>	No
d. Plan planting locations to avoid cross infestation of pests in order to manage or reduce the spread of pests?	704	1 <input type="checkbox"/>	Yes	3 <input type="checkbox"/>	No
e. Choose a crop variety because of specific resistance to certain pests for the specific purpose of managing or reducing the spread of pests on this operation?	705	1 <input type="checkbox"/>	Yes	3 <input type="checkbox"/>	No
f. Plant crops at a specific time to avoid cross contamination from other pollen or weeds?	706	1 <input type="checkbox"/>	Yes	3 <input type="checkbox"/>	No
g. Produce or use organic mulch/compost?	707	1 <input type="checkbox"/>	Yes	3 <input type="checkbox"/>	No
h. Green or animal manures?	708	1 <input type="checkbox"/>	Yes	3 <input type="checkbox"/>	No
i. No-till or minimum till cropping practices?	709	1 <input type="checkbox"/>	Yes	3 <input type="checkbox"/>	No
j. Maintain buffer strips or border rows to isolate organic products from non-organic crops or land or take a buffer harvest?	710	1 <input type="checkbox"/>	Yes	3 <input type="checkbox"/>	No
k. Water management practices such as irrigation scheduling, controlled drainage or structures for water control?	711	1 <input type="checkbox"/>	Yes	3 <input type="checkbox"/>	No
l. Free range livestock production?	712	1 <input type="checkbox"/>	Yes	3 <input type="checkbox"/>	No
m. Rotational grazing?	713	1 <input type="checkbox"/>	Yes	3 <input type="checkbox"/>	No



SECTION 8		MARKETING PRACTICES FOR ORGANIC PRODUCTS	
1. Of the total 2008 gross sales of ALL organic products (including any value-added or processed organic products), what percent was marketed through:		% of Total 2008 Gross Organic Sales	
		Percent	
Consumer direct sales	a. On-site (e.g., farm stand, U-pick)	801	%
	b. Farmers' markets	802	%
	c. Community Supported Agriculture (CSA) shares.	803	%
	d. Mail order or Internet.	804	%
	e. Other consumer direct - <i>please specify:</i> <input style="width: 150px;" type="text"/>	805	%
Direct-to-retail	f. Natural food stores (cooperatives and supermarkets).	806	%
	g. Conventional supermarkets.	807	%
	h. Restaurants or caterers.	808	%
	i. Institutions (e.g., hospitals, schools).	809	%
	j. Other direct-to-retail - <i>please specify:</i> <input style="width: 150px;" type="text"/>	810	%
Wholesale markets	k. Natural food store chain buyer.	811	%
	l. Conventional supermarket chain buyer.	812	%
	m. Processor, mill, or packer.	813	%
	n. Distributor, wholesaler, broker, or repacker.	814	%
	o. Sales to other farm operations	815	%
	p. Grower cooperative.	816	%
	q. Other wholesale - <i>please specify:</i> <input style="width: 150px;" type="text"/>	817	%
TOTAL (sum of items 1a - 1q)		100%	
2. Approximately what percent of this operation's organic products' first point of sales were sold:		Percent	
a. Locally (within 100 miles).		841	
b. Regionally (more than 100 miles but less than 500 miles).		842	
c. Nationally (500 miles or further).		843	
d. Internationally.		844	
		100%	

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SECTION 8 **MARKETING PRACTICES FOR ORGANIC PRODUCTS, cont.**

3. Did this operation produce and market any **processed or value-added products** from its own organic agricultural production (e.g. bottled milk, cheese, processed meat, flour, wine, jam, jelly, etc.)? Do not include sales reported in previous sections.

850 1 **Yes** – Continue 3 **No** – Go to Question 4 below

a. What was produced and marketed?

Specify:

Gross Value-Added Sales	
851	\$ <input type="text" value=""/> .00

b. What portion of total organic sales was from the processed or value-added products listed above?

%

4. Please answer the following questions for this operation:

a. Was this operation able to find reliable buyers/markets for its organic products in 2008? .. 861 1 **Yes** 3 **No**

b. Did this operation have sufficient organic marketing options available in 2008? .. 862 1 **Yes** 3 **No**

c. Was this operation able to sell all of its organic agricultural products in 2008? .. 863 1 **Yes** 3 **No**

d. Did this operation sell any organically produced products in the non-organic or conventional markets in 2008? .. 864 1 **Yes** 3 **No**

e. Did this operation sell any products through Community Supported Agriculture (CSA) shares in 2008? .. 865 1 **Yes** 3 **No**

f. Did this operation produce any organic agricultural products under production contract arrangement in 2008? .. 866 1 **Yes** 3 **No**

(i) If YES, what percent of total organic production in 2008 was under a production contract arrangement? .. 867 %

SECTION 9 **OTHER INFORMATION**

1. How many of the 2008 organic acres in this operation were enrolled in the EQIP Organic Conversion Incentive Program (administered by NRCS)?

Acres
901 <input type="text" value=""/>

2. How many of the 2008 organic crop acres in this operation were covered by Federal Crop Insurance?

902 <input type="text" value=""/>

3. Did this operation participate in the National Organic Certification Cost Share Program in 2008? .. 903 1 **Yes** 3 **No**

4. Was this operation able to acquire a sufficient amount of organic seed in 2008? .. 904 1 **Yes** 3 **No**

5. Were adequate organic production inputs (such as pest control, crop/soil nutrients, organic feed for livestock, etc.) available as needed for this operation in 2008? .. 905 1 **Yes** 3 **No**

6. Which of the following would you consider the **primary challenge** to you as an organic farmer? (check one)

- 1 Regulatory problems (excessive paperwork/record keeping, certification costs, etc.)
- 2 Price issues (low premiums, lack of price information, prices inconsistent, etc.)
- 3 Production problems (high input costs, low yields, poor product quality)
- 4 Market access (too much competition, not enough volume produced, lack of buyers, etc.)
- 5 Management issues (overall time requirement, labor management, access to capital, etc.)

6 Other, Specify:

Office Use
906 <input type="text" value=""/>

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SECTION 9		OTHER INFORMATION, cont.	
		Years	
7. How many years has this operation been growing or raising any agricultural products?		907	
8. How many years has any portion of this operation been certified organic?		908	
9. Over the next 5 years, does this operation plan to: <i>(check one)</i>		Office Use	
1 <input type="checkbox"/> Increase organic agricultural production		909	
2 <input type="checkbox"/> Maintain current levels of organic agricultural production			
3 <input type="checkbox"/> Decrease organic agricultural production			
4 <input type="checkbox"/> Discontinue organic agricultural production			
5 <input type="checkbox"/> Discontinue all agricultural production			
6 <input type="checkbox"/> Don't know			
10. What was this operation's total gross value of sales of ALL (organic and conventional) agricultural products in 2008? <i>(check one)</i>		Office Use	
		910	
0 <input type="checkbox"/> None	5 <input type="checkbox"/> \$10,000 - \$24,999	10 <input type="checkbox"/> \$500,000 - \$999,999	
1 <input type="checkbox"/> \$1 - \$999	6 <input type="checkbox"/> \$25,000 - \$49,999	11 <input type="checkbox"/> \$1,000,000 - \$4,999,999	
2 <input type="checkbox"/> \$1,000 - \$2,499	7 <input type="checkbox"/> \$50,000 - \$99,999	12 <input type="checkbox"/> \$5,000,000 or more	
3 <input type="checkbox"/> \$2,500 - \$4,999	8 <input type="checkbox"/> \$100,000 - \$249,999		
4 <input type="checkbox"/> \$5,000 - \$9,999	9 <input type="checkbox"/> \$250,000 - \$499,999		
11. What percent of this operation's total gross value of sales reported above in item 10 came from the production and sales of ORGANIC agricultural products?		Percent of Total Gross Value of Sales	
		911	
		%	
12. What percent of your Net Household Income came from the production and sale of organic agricultural products?		Percent of Net Household Income	
		912	
		%	

SECTION 10			CONCLUSION		
Name		Date completed (MM-DD-YYYY)		Telephone with Area Code	
		9910			
<p>The results of this survey will be available online in late 2009 at http://www.nass.usda.gov.</p> <p style="font-size: 1.2em; font-weight: bold; margin-top: 20px;">Thank you for your response</p>					

OFFICE USE									
Response	9901	Respondent	9902	Mode	9903	0921	R Unit	Enum.	0100
1-Comp 2-R 3-Inac 4-Office Hold 5-R - Est 6-Inac - Est 7-Off Hold - Est 8-Known Zero		1-Op/Mgr 2-Sp 3-Acct/Bkpr 4-Partner 9-Oth		1-Mail 2-Tel 3-Face-to-Face 4-CATI 5-Web 6-e-mail 7-Fax 8-CAPI 19-Other					

According to the Paperwork Reduction Act of 1995, an agency may not conduct or sponsor, and a person is not required to respond to, a collection of information unless it displays a valid OMB control number. The valid OMB control number for this information collection is 0535-0249. The time required to complete this information collection is estimated to average 30 minutes per response, including the time for reviewing instructions, searching existing data sources, gathering and maintaining the data needed, and completing and reviewing the collection of information.





INSTRUCTION SHEET

2008 ORGANIC PRODUCTION SUR



Terms and Definitions:

- **Organic** — any commodities produced according to the National Organic Program standards.
- **Exempt** — follows the rules of a certified organic producer but exempt from paying for the certification due to having annual organic sales of less than \$5,000
- **Transitional** — in the process of becoming a certified organic producer but have not yet met the time requirement.
- **Certifying Agency** — the agency or organization that, for an annual fee, certifies one's organic practices are being performed in accordance with the USDA rules.
- **Community Supported Agriculture (CSA)** is a type of operation intended to create a relationship between farmers and consumers wherein risks and bounties are shared. CSA customers buy shares for a season by paying a fee in advance. In return, they receive a regular (in most cases weekly) selection of food.
- **EOIP** — voluntary conservation program that offers financial and technical assistance to implement conservation practices on eligible agricultural land, including organic production.
- **National Organic Certification Cost-Share Program** — program provides cost-share assistance to organic crop and livestock producers who have been certified by a USDA accredited certifying agent. USDA has determined that payments will be limited to 75 percent of an individual producer's certification costs up to a maximum of \$500.
- **Net household income** — the measure of all the money you bring home during a year (from farm and off-farm sources) including, salary, investment earnings, child support, and alimony payments minus all deductions. The result will be your net household income.
- **NOP — (National Organic Program)**, developed national organic standards and established the organic certification program.
- **Value Added** — is any activity or service occurring after agricultural production, transportation, or storage that adds value or increases the economic value and consumer appeal of a raw agricultural product by further processing, drying, canning and juicing, handcrafting, and unique packaging that changes the form of the original product.

Completing the 2008 OPS Questionnaire

Make all entries clear and easy to read. Use a **blue** or **black** ball point pen.

General

Refer to the instructions below for completing your questionnaire. The enclosed census follow-on questionnaire was mailed to all respondents who reported positively to the organic agriculture section of the recent 2007 Census of Agriculture. Because it is meant for use in all parts of the country, this questionnaire may contain items and inquiries which do not apply to your operation. In this case, mark the "No" or "None" box and go on to the next item or section.

Report all the organic crops, livestock and poultry produced on this operation. Farmers should include commodities delivered under a marketing contract or a production contract. Marketing cooperatives or contractors should report only the commodities which they actually produced, and not the commodities delivered to them.

Partial Year Operation

If you stopped farming at any time during 2008, complete the questionnaire for the portion of 2008 that you did farm. Write "Stopped farming in 2008" and the date you stopped farming below the address area. Mail the completed questionnaire in the return envelope.

If You Receive More Than One Questionnaire for the Same Operation — Return any duplicate questionnaires in the same envelope with the completed questionnaire(s). In the address area of the questionnaire(s) you complete, write the 11-digit ID number from the label of the extra questionnaire(s).

Partnership Operations

Complete only ONE questionnaire for a partnership operation and include all partners' shares on the same questionnaire. If two or more questionnaires were received for the partnership, see instruction on "If You Receive More Than One Questionnaire for the Same Operation" above.

How to Enter Your Responses on the Questionnaire

Please enter your answers in the proper spaces and in the units requested, i.e., number of acres, dollars, percent, etc. Mark all applicable Yes/No boxes with an "X".

Section 1 — Operation Information

In this section we will determine whether or not this operation qualifies to report; in other words, was this operation involved in organic agriculture production in 2008. This section will also determine this operation's certification status and the distribution of the acreage.

Form Number: 08-A62(I)

Item 1 — The organic commodity(s) must be produced or grown by this operation in order to answer **Yes**. Those operations in the process of becoming organic (transitional) should also answer **Yes**. Operations that only handle or distribute organic products are excluded and should answer **No**.

Item 1a — Certification status of the operation is identified in one of three ways:

*Yes, for *certified* (follow NOP standards and pay yearly certification fees to accredited USDA agency).

*No, for *exempt* from certification (follow NOP standards but pay no certification fees due to annual organic sales of less than \$5,000).

*No, for *not certified* (including those in transition to organic agriculture).

Item 1b — Mark yes or no.

Item 2 — This question is designed to gather this operation's **total acres** operated in 2008 (both organic and conventional acres) by summing up its individual parts.

Item 2e — Include non-certified organic cropland as well as conventional cropland.

Item 2f — Include non-certified organic pastureland and/or rangeland as well as conventional pastureland and/or rangeland.

The **total acres** operated should include land owned and rented from others (including land rented free of charge). However, it should **not** include land rented to others.

Please enter acres to nearest whole number. Mark the None Box for items that do not apply to your operation.

Section 2 — Organic Vegetables, Fruits, Tree Nuts and Berries

Acres harvested — Report the acres harvested in 2008. Exclude acres harvested only for home use. If multiple crops were harvested from the same acres, report the acres harvested for each crop. Report certified acres of orchards, vineyards, and berry stands maintained for current or future production in Section 1, item 2a.

Vegetables — For crops planted more than once during the year, report the total acres harvested during 2008. For example, if 1 acre was planted to lettuce, harvested, and the same acre was planted and harvested again, report 2 acres of lettuce under acres harvested.

Fruits and tree nuts — If fruit and nut trees and vines were interplanted with other crops, report only the total acres for the orchard in section 2, and the total acres of each interplanted crop in their appropriate item(s).

Total quantity harvested — If your unit of measure is different than the unit requested on the questionnaire, convert your figure for the quantity harvested to the unit requested. Estimate if the exact figures are not known.

Value of sales — Report the gross value of sales received for each organic commodity harvested. Exclude sales of non-organic commodities. Report sales of value-added products, such as fruit baskets, and processed products, such as wine, jams, etc., in Section 8.

Section 3 — Organic Field Crops

Acres planted — Enter the organic acres planted to winter wheat, durum wheat, and spring wheat that was harvested in 2008. Do not report acres planted for any other crops in table 2.

Acres harvested — Enter the organic acres harvested in 2008. Report acres harvested to the nearest whole acre. Exclude acres harvested only for home use. To report a field crop harvested in 2008 that is not prelisted in table in item 2, locate the field crop name and crop code in the list below the table. Report any organic field crop harvested in 2008 but not listed in this section or anywhere on the questionnaire in this section. Print the crop name in the first column and crop code "397" in the second column. Report the acres harvested, total quantity harvested (in pounds), and gross value of sales.

Report:

Corn for silage or greenchop with code "331"

Sorghum for silage and greenchop with code "371"

All dry hay from alfalfa, wild or native grasses, and small grains with crop code "337."

All haylage, other silage, forage, or greenchop from alfalfa, wild or native grasses, small grains, soybeans, and peanuts with crop code "340"

Report all hay and forage production in tons. Any certified organic pasture or conservation land that had organic hay cut from it should be included with cropland in Section 1, item 2a. Include crops and forage harvested for the operation's dairy animals on third year transitional acreage and include these acres in "Transitioning organic cropland" in Section 1, item 2c.

Quantity harvested — If your unit of measure is different than the unit requested on the questionnaire, convert your figure for the quantity harvested to the unit requested.

Value of sales — Enter the gross value of sales for each organically produced crop. If crops were produced under a production contract, which is less common for field crops, report the estimated market value as the value of sales and not only the payment you received from the contractor.

Double cropping — If two or more different crops were harvested from the same land (double cropping), report the total acres and production of each harvested crop.

Section 4 — Organic Floriculture Crops, Nursery Crops, Mushrooms, Food Crops grown under protection, Christmas trees, and Maple Syrup

Definitions of crop types —

Floriculture and bedding crops — annuals, herbaceous perennials, vegetable plants for sale, cut flowers and cut florist greens, indoor foliage plants, potted flowering plants, other floriculture and bedding plants (i.e., succulents).

Nursery crops, including aquatic plants — ornamentals, shrubs, shade trees, live Christmas trees (potted, balled, and burlapped, etc.), fruit and nut trees grown for sale, vines, palms, ornamental grasses, aquatic plants.

Propagative materials sold — dry bulbs, corms, rhizomes, and tubers; cuttings, seedlings, liners, and plugs; flower and vegetable seeds; tobacco plants sold for transplant to farm fields (exclude transplants to be planted on the same operation); vegetable transplants to farm fields; sod harvested (report acres in open only). Food crops grown under protection — greenhouse and hydroponic tomatoes, fruits, berries, vegetables, and fresh cut herbs.

Area harvested — Report the area of organic horticulture crop types grown and harvested. If the same crop was grown and harvested for sale in the same area more than once (i.e., mushrooms), report the area for that item only once.

Value of sales — Report the gross value of sales received for each organic commodity reported. Exclude sales of non-organic commodities. Report sales of value-added products, such as floral arrangements, plants repotted into artistic pots, and trees sold as pre-trained espaliers and cordons in Section 8. Cut flowers and florist greens, cut Christmas trees, and maple syrup are **not** value-added products and sales of these items should be reported here.

Cut Christmas trees — Report as acres in production both acres harvested in 2008 and acres to be harvested in future years. Trees cut include only those trees cut in 2008. Report live Christmas trees sold in “Nursery products, including aquatic plants.”

Maple syrup — If sap was sold, estimate the number of gallons of syrup it would have produced. **Report sales of maple syrup in Section 4.**

Section 5 — Organic Livestock, Poultry and Livestock Products

Organic livestock and poultry must be fed organic feed or be on organic pasture.

Peak Inventory

Peak Inventory is the largest inventory number on your operation during 2008.

Total Quantity Sold

Total Quantity Sold is the quantity of that commodity sold by your operation or delivered under a production contract. Do not report the sale of livestock which were bought and then resold within 30 days. Such sales are considered dealer transactions.

Gross Value of Sales

Enter the gross value of sales for each organically produced item. If an item was produced under a production contract, report the estimated market value as the value of sales and not the payment received from the contractor. Livestock and poultry value of sales should be at the production level. If the commodity was processed or had value added with marketing or retail services the gross value of sales should be reported in Section 8. For example, all gross value of sales of meat should be reported in Section 8.

All Other Organic Livestock

Include any organic livestock not listed separately, such as farm raised bison, deer, rabbits, and fish. Exclude wild animals and fish not farm raised. Farm raised game birds should be reported in “All Other Organic Poultry”.

Poultry

In “Chickens: Layers” include all the chickens which laid eggs, even if they have been slaughtered or will be slaughtered. “Chickens: Broilers” are the chickens raised only for meat production which did not produce marketable eggs. Pullets should be entered in “All Other Organic Poultry”.

All Other Organic Poultry

Include any organic poultry not listed separately, such as farm raised ducks, geese, poults, quail, etc.

All Other Organic Livestock Products

Include semen, embryos, manure which was sold, feathers, etc.

Section 6 — Production Expenses

Contract Growers or Custom Feeders — For all expenses, include expenses paid by contractor.

Item 1 — In the first column report all the expenses paid in 2008 for conventional and organic production. In the next column report the portion of the expenses in column 1 that were for organic production. Report the portion for organic expense as a whole percent.

Item 1a — Fees paid to a USDA accredited organization for the Organic Certification.

Item 1c — Include surfactants and oils and other products used to increase a chemical's effectiveness.

Item 1f — Report labor expense for the farm business for gross salaries and wages, commissions, dismissal pay, vacation pay, and bonuses paid to hired workers, family members, hired managers, administrative and clerical employees, and salaried corporate offices. Include cost for benefits such as employer's social security contributions, unemployment compensation, workman's compensation insurance, employer paid life and medical insurance expense, pension plans, etc.

Report the labor cost of workers furnished on a contract basis by labor contractor, crew leader, or cooperative for harvesting vegetables or fruit, shearing sheep, or similar farm activities.

Exclude costs for building or repair work done by a construction contractor.

Item 1h — Report the purchase cost of all grains, silage, hay commercially mixed and premixed feeds, ingredients, concentrates, etc., fed to livestock or poultry on this operation. Include feed provided by contractors if livestock is produced on a contract basis. Do not report the value of feed raised and fed on this operation.

Item 1i — Report all interest expenses paid for the farm business. Include interest paid on CCC loans. Exclude interest associated with activities not related to production of crops or livestock on this operation, such as land or buildings rented to others, packing sheds, or feed mills that provided services to others. Exclude interests on owner/operator dwelling where the amount is separated from the interest on the land buildings on this operation.

Item 1j — Include real estate property taxes you paid on the acres and buildings you owned and used in this farm business. Also include property taxes on equipment and livestock. Exclude property taxes on land or buildings rented to someone else, property taxes paid on other property not associated with the farm business, income, social security and excise taxes.

Item 1k — Rent and lease expenses for land, buildings, machinery, etc. — including grazing fees. Include value of share crops taken by the landlord.

Item 1m — Include the cost of repairs and upkeep of farm machinery, vehicles, buildings, fences and other equipment used in the farm business. Exclude the cost for repairs for machinery and equipment used only for custom work. Exclude the cost of repairs for vehicles not used in the farm business. Exclude expenditures for the construction of new buildings or additions to existing buildings.

Section 7 — Organic Production Practices

This section refers to the organic production practices that producers use on their operation. Pest management is a complex process and the collection of information from this section in combination with available pest control methods is used to manage pest damage by the most economical means, and with the least possible hazard to people, property, and the environment. It is important to note that the practice of good pest management is site-specific in nature, and individual tactics are principally determined by the particular crop/pest/environment scenario.

Organic producers have a number of cultural and biological tools to protect the health of plants in addition to nutrition, rotation, and variety selection. Biological control along with the release of the natural enemies of pests is another strategy that helps to control insects and pests.

Item 1(a—m) — Mark Yes or No.

Section 8 — Marketing Practices for Organic Products

This section will explore the marketing trends for organic food products through the collection of information related to organic marketing practices. The marketing of organic products is viewed as a significant link between the production side of the business and the consumers. When producers employ the appropriate marketing strategies they influence the consumers purchasing behavior. Incorporating good marketing practices will help the organic producer face the challenges that the organic food sector will encounter in the future.

Item (1a—1e) — Consumer Direct Sales is the process of marketing directly to consumers. Sometimes called relationship marketing, this method is usually based on word-of-mouth recommendations and developing customer loyalty. U-Pick or Pick-Your-Own farms grow crops specifically to be harvested by customers. Community supported agriculture (CSA) is a type of operation intended to create a relationship between farmers and consumers wherein risks and bounties are shared. CSA customers buy shares for a season by paying a fee in advance. In return, they receive a regular (in most cases weekly) selection of food.

Item (1f—1j) — Direct-to-retail marketing is an agreement between the producer and the retailer (food store, restaurant, or institution) to provide a specific product of the highest quality, usually commanding a higher price per pound.

Item (1k—1q) — Wholesale markets generally mean that the producer is selling directly to natural food store chains, processors, distributors, or other organization rather than directly to

the customers. The idea behind wholesale marketing is that the customers get a reduced price by buying in bulk.

Item 2a — First point of sales refers to the distance food travels from the location where it is grown to the location where first sold. This question addresses how food miles are calculated, investigates how food miles affect producers and will be used to evaluate methods for curbing the energy intensiveness of our food transportation system.

Item 3a — Specify which product(s) was produced or processed as a value added product and report the gross value of sales for that product.

Item 3b — Report the percentage of total organic sales that were derived from the processed or value-added products.

Item 4(a—e) The following questions address the marketing options for organic producers. A good marketing strategy begins with planning, pricing, promotion, and distribution of products and services to consumers.

Item 4(a—f) — Mark Yes or No.

Item 4f — A production contract is an agreement between a producer and contractor (integrator) setting terms, conditions, and fees to be paid by the contractor to this operation for the production of crops, livestock, or poultry.

Item 4f(i) — Report the percent of total organic production that was produced under a production contract arrangement.

Section 9 — Other Information

This section will capture a variety of information concerning organic farming and its continued growth and success. The following are some of the more important data to be gathered: Federal program participation, obstacles facing organic farming, age of organic farming, future organic plans, as well as the economic impact of the organic operation on the household.

Item 1 — If necessary please refer to the Terms and Definitions. Also, these acres should be in line with the acreage reported in Section 1, Question 2.

Item 2 — These acres should be in line with the acreage reported in Section 1, Question 2.

Item 3 — If necessary, see Terms and Definitions.

Item 4 — If applicable, mark yes or no.

Item 5 — Mark yes or no.

Item 6 — Please only mark one box. If box 6 (other) is marked then please specify, in the box provided, what the primary challenge you face as an organic farmer.

Item 7 — This includes growing or raising organic and conventional agriculture products.

Item 8 — Applies only if answer to Question 1a of Section 8 is yes.

Item 9 — Please only mark one box.

Item 10 — Please only mark one box.

Item 12 — If necessary, see Terms and Definitions.

Section 10 — Conclusion

Please print the name of the person completing this form, the date completed, and telephone number in the boxes provided.