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## Appendix B.

# General Explanation and Report Form

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### DEVELOPMENT OF THE REPORT FORM

Planning for the NASS organic production survey began in the fall of 2013. Report form content was developed with individuals from the organic industry and with representatives from other federal agencies. NASS pretested an early draft of the report form by conducting cognitive interviews with organic producers. Results from the cognitive interviews, along with recommendations from industry and federal representatives, were carefully considered before the final 2014 Organic Survey report form was completed.

### TERMS AND DEFINITIONS

**Acres and quantity harvested.** Most 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 production expenses.** See Production expenses.

**Certifying agency.** An agency or organization that, for an annual fee, certifies an operation's organic practices are in accordance with the USDA rules.

**Certified organic commodity.** 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.

**Community Supported Agriculture (CSA).** A type of operation 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.

**Consumer Direct Sales.** This is the process of marketing directly to consumers. Sometimes it is called relationship marketing. U-Pick or Pick-Your-Own farms grow crops specifically to be harvested by customers. Community Supported Agriculture customers buy shares for a season by paying a fee in advance.

**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.

**Direct-to-retail marketing.** This is an agreement between the producer/grower and the retailer (food store, restaurant, or institution) to provide a specific product. Generally, with specific quality standards.

**EQIP Organic Initiative.** A program administered by the National Resource Conservation Service (NRCS) which provides financial support and planning to help farmers implement conservation practices to support the environmental sustainability of their organic operations.

**Exempt organic farms.** These farms follow the NOP standards and expect to 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.

**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 including cacti and succulents.

**Genetically Modified Organisms (GMOs).** This refers to genetically modified crops used in agriculture, the DNA of which has been modified using genetic engineering techniques. In most cases the aim is to introduce a new trait to the plant that does not occur naturally in the species.

**Livestock purchased or leased.** See Production expenses.

**Market value of all agricultural products sold.** This is the gross value of sales before taxes and production expenses were deducted of all agricultural products, including organic products, sold or removed from the place in 2014 regardless of who received the payment.

**Marketing contract.** A verbal or written agreement reached before harvest of a crop or before completion of a livestock production stage, setting a price or pricing formula and market for the commodity.

**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 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 \$750.

**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 USDA 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.

**Organic vegetables grown under protection.** This category includes vegetables grown in greenhouses under glass, rigid plastic, and plastic film, including "tunnel" protection and hoop houses.

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

**Other organic cattle and calves.** This category includes organic bulls, beef calves, replacement milk heifers, etc.

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

**Other organic livestock products.** This category includes semen, embryos, manure that was sold, feathers, etc.

**Other organic poultry.** This category includes organic poultry not listed separately on the report form. It includes turkeys, ducks, quail, etc.

**Other field crops.** This category includes any field crops that did not have a specific code in the field crops section.

**Other fruits, tree nuts, and berries.** This category includes fruit data not listed separately on the report form. Grapes and apples were collected in separate

sections and their data are not included in this category.

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

**Peak inventory.** This is the largest number of individual specie of livestock and poultry on the operation during 2014.

**Price premium received for products from transitioning land.** This is the number of farms that received a price premium, over conventional price of the product, measured in percent, for products that were produced on transitional land.

**Primary production challenge.** This represents the primary challenge as an organic farmer selected by the respondent. The choices were regulatory problems, price issues, production problems, market access, management issues, or other challenges.

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

**Production contract.** A verbal or written agreement between the producer or grower and a contractor (integrator) setting terms, conditions, and fees to be paid by the contractor to the operation for the production of crops, livestock, or poultry.

**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 production 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 2014.

*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).

**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 that adds value. Some examples of adding value to commodities produced on the farm are: bottling milk; making cheese; processing or curing meat; producing wine, cider, juice, or jam; butchering livestock; and handcrafting milled or ground grains.

**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 2014 regardless of who received the payment. The gross value of sales is at the commodity level and does not include value-added organic products.

# 2014 ORGANIC SURVEY

## Census of Agriculture Special Study

Form Number: 14-A623  
(12/17/2014)



**Risk Management Agency**

U.S. Department of Agriculture  
National Agricultural Statistics Service  
1400 Independence Ave., S.W.  
Washington, DC 20250-2000  
Phone: 1-888-424-7828  
Fax: 202-690-2090  
E-mail: [nass@nass.usda.gov](mailto:nass@nass.usda.gov)

14-A623

0014

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

The information you provide will be used for statistical purposes only. In accordance with the Confidential Information Protection provisions of Title V, Subtitle A, Public Law 107-347 and other applicable Federal laws, your responses will be kept confidential and will not be disclosed in identifiable form to anyone other than employees or agents. By law, every employee and agent has taken an oath and is subject to a jail term, a fine, or both if he or she willfully discloses ANY identifiable information about you or your operation. Response to this inquiry is **required** by law (Title 7, U.S. Code).

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 number is 0535-0249. The time required to complete this information collection is estimated to average 45 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.

### SECTION 1 OPERATION INFORMATION

1. Did this operation have any **Certified Organic** production as determined by the **USDA's National Organic Program (NOP)** standards in **2014**?

111  **Yes** - What is the name of the certifying agency or organization?

119

→ Go to Item 2

**No** - Did this operation have any **USDA NOP** organic production in 2014 that was **exempt** from certification (under \$5,000 in annual organic sales)? (**Exclude** transitional acres.)

113

**Yes** - Go to Item 2

**No** - Go to Section 16, Transitional Acreage on Page 15

2. In 2014, how many:

a. **Organic** acres did this operator **own**? ..... 150

b. **Organic** acres did this operator **rent or lease from** others? ..... 152 **+**

c. **Organic** acres did this operator **rent or lease to** others? ..... 115 **-**

3. [Calculate Items 2a + 2b - 2c] Then the **total organic acres operated** in 2014 were: ..... 154 **=**

4. Of the total (Item 3) organic acres operated in 2014, how many acres were **organic pastureland or rangeland**? ..... 122

Acres

21804018

**SECTION 2 ORGANIC FIELD CROPS**

1. Did this operation grow any **organic small grains, row crops, oilseeds, hay/forage, or pulse crops** in 2014?  
 • Include landlord's share and contractor's share. Exclude personal or home use crops.  
 2000  **Yes** - Complete this Section  **No** - Go to Section 3

2. For those crops not printed in the following table, enter the crop name and code from the list below for any other field crop grown on this operation in 2014.  
 • Exclude from both Quantity Sold and Gross Value Sold, any production used to make value-added products on this operation. Report value-added products and sales in Section 14, Item 4.  
 • Report production in the unit specified for the crop name.  
 • When both dry hay and haylage were cut from the same acres, report for each type.  
 • If two or more cuttings were made from the same acres, report acres harvested for that item only once but report total production from all cuttings.

Field Crops	Code	Organic Acres		QUANTITY of Organic Production Sold As:			GROSS VALUE of Organic Production Sold As:	
		Harvested	Production	Organic	Conventional	Organic	Conventional	
Corn (for grain or seed)	2040			bu	bu	bu	\$ .00	\$ .00
Winter Wheat (for grain or seed)	2360			bu	bu	bu	\$ .00	\$ .00
							\$ .00	\$ .00
							\$ .00	\$ .00
							\$ .00	\$ .00
							\$ .00	\$ .00
							\$ .00	\$ .00

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

Crops	Code	Crops	Code	Crops	Code
Barley for grain or seed (bu) . . . . .	2010	Rice, long grain (cwt) . . . . .	2230	<b>Dry Edible Beans</b>	
Buckwheat (bu) . . . . .	2020	Rice, medium grain (cwt) . . . . .	2240	Black (cwt) . . . . .	2400
Canola, edible (lbs) . . . . .	2030	Rice, short grain (cwt) . . . . .	2250	Blackeye (cwt) . . . . .	2410
Corn silage or greenchop (tons) . . . . .	2050	Rice, cultivated wild (finished weight, cwt) . . . . .	2260	Great Northern (cwt) . . . . .	2420
Cotton, Upland (bales) . . . . .	2060	Rice, Other wild (finished weight, cwt) . . . . .	2270	Kidney, Dark Red (cwt) . . . . .	2430
Cotton, Pima (bales) . . . . .	2070	Rye for grain or seed (bu) . . . . .	2280	Kidney, Light Red (cwt) . . . . .	2440
Flaxseed (bu) . . . . .	2080	Safflower (lbs) . . . . .	2290	Lima, Large (cwt) . . . . .	2450
Hay, Alfalfa & Alfalfa Mixtures for dry hay (tons) . . . . .	2090	Sorghum for grain or seed, including milo (bu) . . . . .	2300	Lima, Baby (cwt) . . . . .	2460
Hay, All Other Dry (tons) . . . . .	2100	Sorghum for silage or greenchop (tons) . . . . .	2310	Navy (cwt) . . . . .	2470
Haylage, Other silage or Greenchop (tons) . . . . .	2110	Soybeans, for beans (bu) . . . . .	2320	Pink (cwt) . . . . .	2480
Herbs, dried (lbs) . . . . .	2120	Sugarcane for sugar (tons) . . . . .	2330	Pinto (cwt) . . . . .	2490
Hops (lbs) . . . . .	2130	Sunflower seed, oil (lbs) . . . . .	2340	Yellow Eye (cwt) . . . . .	2500
Mint, Peppermint (lbs of oil) . . . . .	2140	Sunflower seed, non-oil (lbs) . . . . .	2350	Dry beans not listed (cwt) . . . . .	2510
Mint, Spearmint (lbs of oil) . . . . .	2150	Wheat, Durum for grain or seed (bu) . . . . .	2370	<b>Dry Peas</b>	
Oats, grain or seed (bu) . . . . .	2160	Wheat, Other Spring for grain or seed (bu) . . . . .	2380	Smooth Green Peas (cwt) . . . . .	2520
Peanuts, Spanish (lbs) . . . . .	2170	Field Crops not listed, specify above (lbs) . . . . .	2390	Yellow Dry Peas (cwt) . . . . .	2530
Peanuts, Runner (lbs) . . . . .	2180			Austrian Winter Peas (cwt) . . . . .	2540
Peanuts, Virginia (lbs) . . . . .	2190			Lentils (cwt) . . . . .	2550
Peanuts, Valencia (lbs) . . . . .	2200			Dry peas not listed (cwt) . . . . .	2560
Popcorn (lbs shelled) . . . . .	2210			<b>Chickpeas (Garbanzo)</b>	
Potatoes report in Section 6				Kabuli, small (cwt) . . . . .	2570
Proso Millet (bu) . . . . .	2220			Kabuli, large (cwt) . . . . .	2580
				Desi (cwt) . . . . .	2590
				Chickpeas not listed (cwt) . . . . .	2600

21804026

**SECTION 3 ORGANIC GRAPES**

1. Did this operation grow any **organic grapes** in 2014?  
 • Include landlord's share and contractor's share. Exclude personal or home use crops.

5000  **Yes** - Complete this Section  **No** - Go to Section 4

**ORGANIC GRAPES**

Acres	Tenths
Pounds	Tenths

2. **Total Organic Grapes**

- a. How many acres of bearing age organic grapes were harvested on this operation in 2014?  
 • Please report acres to the tenth of an acre. . . . . 5020

- b. What were the total pounds of organic grape production on this operation in 2014?  
 • Please report production to the tenth of a pound. . . . . 5021

- c. Of these total pounds of **organic grapes** harvested in 2014, how many were **sold** for each utilization listed below?  
 • Exclude from both Quantity sold and Gross Value Sold, any production used to make value-added products on this operation (such as wine). Report value-added products in Section 14, Item 4.  
 • Please report production sold to the tenth of a pound.

Grape Utilization	Code	QUANTITY of Organic Production Sold As:				GROSS VALUE of Organic Production Sold As:	
		Organic		Conventional		Organic	Conventional
		(Pounds)	(Tenths)	(Pounds)	(Tenths)	(Dollars)	(Dollars)
Fresh (Table Use)	5040					\$ .00	\$ .00
Wine Production	5060					\$ .00	\$ .00
Juice Production	5080					\$ .00	\$ .00
Raisins	5100					\$ .00	\$ .00
Other Processing Uses	5120					\$ .00	\$ .00

3. What percent of Total Organic Grapes reported above were sold and delivered under a marketing contract arrangement? *(A marketing contract is a verbal or written agreement reached before harvest of a crop or before completion of a livestock production stage, setting a price or pricing formula and market for the commodity.)* . . . . . 5999

None 

Percent

 %

21804034

**SECTION 4 ORGANIC APPLES**

1. Did this operation grow any **organic apples** in 2014?  
 • Include landlord's share and contractor's share. Exclude personal or home use crops.  
 4000  **Yes** - Complete this Section  **No** - Go to Section 5

2. **Acreage, Production, Quantity, and Gross Value Sold** – For those organic apple varieties not printed in the following table, enter the variety name and code from the list below.  
 • Include production that was sold and will be sold.  
 • Exclude from both Quantity Sold and Gross Value Sold, any production used to make value-added products on this operation (such as cider). Report value-added products in Section 14, Item 4.

Apple Variety	Code	Organic Acres Harvested		Organic Production	Unit (Bins, lbs, Boxes, etc.)	Pounds per Unit	QUANTITY of Organic Production Sold As:		GROSS VALUE of Organic Production Sold As:			
		Acres	Tenths				Organic	Conventional	Organic	Conventional		
Fuji fresh	4010								\$	.00	\$	.00
Fuji processing	4020								\$	.00	\$	.00
Gala fresh	4030								\$	.00	\$	.00
Gala processing	4040								\$	.00	\$	.00
									\$	.00	\$	.00
									\$	.00	\$	.00
									\$	.00	\$	.00
									\$	.00	\$	.00
									\$	.00	\$	.00

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

Apple Varieties	Code	Apple Varieties	Code	Apple Varieties	Code
Braeburn, fresh . . . . .	4050	Gold Rush, processing . . . . .	4200	Lady Alice, fresh . . . . .	4350
Braeburn, processing . . . . .	4060	Golden Delicious, fresh . . . . .	4210	Lady Alice, processing . . . . .	4360
Cameo, fresh . . . . .	4070	Golden Delicious, processing . . . . .	4220	Liberty, fresh . . . . .	4370
Cameo, processing . . . . .	4080	Granny Smith, fresh . . . . .	4230	Liberty, processing . . . . .	4380
Cortland, fresh . . . . .	4090	Granny Smith, processing . . . . .	4240	McIntosh, fresh . . . . .	4390
Cortland, processing . . . . .	4100	Honeycrisp, fresh . . . . .	4250	McIntosh, processing . . . . .	4400
Cripps Pink, fresh . . . . .	4110	Honeycrisp, processing . . . . .	4260	Pinova, fresh . . . . .	4410
Cripps Pink, processing . . . . .	4120	Idared, fresh . . . . .	4270	Pinova, processing . . . . .	4420
Empire, fresh . . . . .	4130	Idared, processing . . . . .	4280	Red Delicious, fresh . . . . .	4430
Empire, processing . . . . .	4140	Jazz, fresh . . . . .	4290	Red Delicious, processing . . . . .	4440
Enterprise, fresh . . . . .	4150	Jazz, processing . . . . .	4300	Rome, fresh . . . . .	4450
Enterprise, processing . . . . .	4160	Jonagold, fresh . . . . .	4310	Rome, processing . . . . .	4460
Ginger Gold, fresh . . . . .	4170	Jonagold, processing . . . . .	4320	Varieties not listed, specify above fresh . . . . .	4470
Ginger Gold, processing . . . . .	4180	Jonathan, fresh . . . . .	4330	Varieties not listed, specify above processing . . . . .	4480
Gold Rush, fresh . . . . .	4190	Jonathan, processing . . . . .	4340		

3. What percent of Total Organic Apples reported above were sold and delivered under a marketing contract arrangement? (A marketing contract is a verbal or written agreement reached before harvest of a crop or before completion of a livestock production stage, setting a price or pricing formula and market for the commodity). . . . . 4999  None  %

**SECTION 5 OTHER ORGANIC FRUITS, TREE NUTS, AND BERRIES**

1. Did this operation grow any **other organic fruits, tree nuts, or berries** in 2014?  
 • Include landlord's share and contractor's share. Exclude personal or home use crops.  
 6000  **Yes** - Complete this Section  **No** - Go to Section 6

2. For those crops not printed in the following table, enter the crop name and code from the list below for any other organic fruits, tree nuts, or berries grown on this operation in 2014.  
 • Exclude from both Quantity Sold and Gross Value Sold, any production used to make value-added products on this operation. Report value-added products and sales in Section 14, Item 4.  
 • Report organic Grapes in Section 3 and organic Apples in Section 4.  
 • For two or more pickings of the same crop, report acres harvested for that item only once but report total production from all pickings.

Fruits, Tree Nuts, and Berries	Code	Organic Acres Harvested		Organic Production	QUANTITY of Organic Production Sold As:				GROSS VALUE of Organic Production Sold As:					
		Acres	Tenths		Organic	Conventional	Organic	Conventional	Organic	Conventional				
Blueberries, fresh	6310			lbs		lbs		lbs	\$		.00	\$		.00
Blueberries, processing	6320			lbs		lbs		lbs	\$		.00	\$		.00
Blueberries, wild	6330			lbs		lbs		lbs	\$		.00	\$		.00
Plums/Prunes	6150			tons		tons		tons	\$		.00	\$		.00
Tangerines	6160			tons		tons		tons	\$		.00	\$		.00
									\$		.00	\$		.00
									\$		.00	\$		.00
									\$		.00	\$		.00

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

Fruits	Code	Fruits	Code	Tree Nuts	Code
Apples, report in Section 4		Grapefruit (tons) . . . . .	6080	Almonds (lbs) . . . . .	6200
Avocados (tons) . . . . .	6010	Lemons (tons) . . . . .	6090	Hazelnuts/Filberts (tons) . . . . .	6210
Cherries, sweet (tons) . . . . .	6020	Oranges, navel (tons) . . . . .	6100	Pecans, all (lbs) . . . . .	6220
Cherries, tart (lbs) . . . . .	6030	Oranges, Valencia (tons) . . . . .	6110	Pistachios (lbs) . . . . .	6230
Coffee (lbs) . . . . .	6040	Oranges, all other (tons) . . . . .	6120	Walnuts, English (tons) . . . . .	6240
Dates (tons) . . . . .	6050	Peaches, all (tons) . . . . .	6130	Nuts not listed, specify above (lbs) . . .	6250
Figs (tons) . . . . .	6070	Pears, all (tons) . . . . .	6140		
Grapes, report in Section 3		Fruits not listed, specify above (tons) .	6170		
				<b>Berries</b>	<b>Code</b>
				Blackberries and Dewberries (lbs) . . .	6300
				Cranberries (barrels) . . . . .	6340
				Raspberries (lbs) . . . . .	6350
				Strawberries (cwt) . . . . .	6360
				Berries not listed, specify above (lbs) .	6370

3. What percent of Total Organic Fruits, Tree Nuts, and Berries reported above were sold and delivered under a marketing contract arrangement? (A marketing contract is a verbal or written agreement reached before harvest of a crop or before completion of a livestock production stage, setting a price or pricing formula and market for the commodity.) . . . . . 6999  None  %



**SECTION 6 ORGANIC VEGETABLES GROWN IN THE OPEN**

1. Did this operation grow any **organic vegetables in the open** in 2014?  
 • Include landlord's share and contractor's share. Exclude personal or home use crops.  
 3000  **Yes** - Complete this Section  **No** - Go to Section 7

2. For those organic crops not printed in the following table, enter the crop name and code from the list below for any other vegetables grown in the open on this operation in 2014.  
 • Exclude from both Quantity Sold and Gross Value Sold, any production used to make value-added products on this operation. Report value-added products and sales in Section 14, Item 4.  
 • If more than one vegetable crop was harvested from the same acres, report acres for each crop.  
 • For two or more pickings of the same crop, report acres harvested for that item only once but report total production from all pickings.

Vegetables	Code	Organic Acres Harvested		Organic Production	QUANTITY of Organic Production Sold As:				GROSS VALUE of Organic Production Sold As:			
		Acres	Tenths		Organic	Conventional	Organic	Conventional	Organic	Conventional		
Tomatoes fresh	3310			cwt					\$	.00	\$	.00
Tomatoes processing	3320			tons					\$	.00	\$	.00
Carrots	3090			cwt					\$	.00	\$	.00
									\$	.00	\$	.00
									\$	.00	\$	.00
									\$	.00	\$	.00
									\$	.00	\$	.00
									\$	.00	\$	.00
									\$	.00	\$	.00
									\$	.00	\$	.00
									\$	.00	\$	.00

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

Vegetables	Code	Vegetables	Code	Vegetables	Code
Artichokes (cwt) . . . . .	3010	Garlic (cwt) . . . . .	3120	Onions, processing, yellow (cwt) . . . . .	3220
Beans, Snap, fresh (cwt) . . . . .	3020	Herbs fresh cut (lbs) . . . . .	3130	Peas, Green (tons) . . . . .	3230
Beans, Snap, processing (tons) . . . . .	3030	Honeydew Melons (cwt) . . . . .	3140	Peppers, Bell (cwt) . . . . .	3240
Broccoli (cwt) . . . . .	3040	Lettuce, all (cwt) . . . . .	3150	Potatoes (cwt) . . . . .	3250
Cabbage, green (cwt) . . . . .	3060	Onions, dry (cwt) . . . . .	3160	Spinach (cwt) . . . . .	3260
Cabbage, red (cwt) . . . . .	3070	Onions, fresh, red (cwt) . . . . .	3170	Squash, all (cwt) . . . . .	3270
Cabbage, other (cwt) . . . . .	3050	Onions, fresh, white (cwt) . . . . .	3180	Sweet Corn (cwt) . . . . .	3280
Cantaloupes and Muskmelons (cwt) . . . . .	3080	Onions, fresh, yellow (cwt) . . . . .	3190	Sweet Potatoes (cwt) . . . . .	3290
Cauliflower (cwt) . . . . .	3100	Onions, processing, red (cwt) . . . . .	3200	Watermelons (cwt) . . . . .	3330
Celery (cwt) . . . . .	3110	Onions, processing, white (cwt) . . . . .	3210	Vegetables not listed (cwt), specify above . . . . .	3340

3. What percent of the total Organic Vegetables Grown in the Open reported above were sold and delivered under a marketing contract arrangement? (A marketing contract is a verbal or written agreement reached before harvest of a crop or before completion of a livestock production stage, setting a price or pricing formula and market for the commodity.) . . . . . 3999  None 

Percent

 %

**SECTION 7 ORGANIC VEGETABLES GROWN UNDER PROTECTION**

1. Did this operation grow any **organic vegetables under protection** in 2014?  
 • Include vegetable crops grown under glass, rigid plastic, and plastic film, including "tunnel" protection and hoop houses. Include landlord's share and contractor's share.  
 • Exclude personal or home use crops.

3900  **Yes** - Complete this Section  **No** - Go to Section 8

2. For those organic crops not printed in the following table, enter the crop name and code from the list below for any other vegetables grown under protection on this operation in 2014.  
 • Exclude from both Quantity Sold and Gross Value Sold, any production used to make value-added products on this operation. Report value-added products and sales in Section 14, Item 4.  
 • If more than one vegetable crop was harvested from the same area, report area for each crop.  
 • For two or more pickings of the same crop, report area harvested for that item only once but report total production from all pickings.

Vegetables	Code	Organic Area Harvested	Organic Production		QUANTITY of Organic Production Sold As:			GROSS VALUE of Organic Production Sold As:	
		Square Feet Under Glass or Other Protection	Hundredweight	Organic	Conventional	Organic	Conventional	Organic	Conventional
Tomatoes fresh	3300		cwt		cwt		cwt	\$ .00	\$ .00
								\$ .00	\$ .00
								\$ .00	\$ .00
								\$ .00	\$ .00
								\$ .00	\$ .00
								\$ .00	\$ .00
								\$ .00	\$ .00
								\$ .00	\$ .00
								\$ .00	\$ .00
								\$ .00	\$ .00
								\$ .00	\$ .00
								\$ .00	\$ .00
								\$ .00	\$ .00
								\$ .00	\$ .00
								\$ .00	\$ .00

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

Vegetables	Code	Vegetables	Code	Vegetables	Code
Artichokes (cwt) . . . . .	3520	Garlic (cwt) . . . . .	3620	Peas, Green (tons) . . . . .	3730
Beans, Snap, fresh (cwt) . . . . .	3530	Herbs fresh cut (lbs) . . . . .	3630	Peppers, Bell (cwt) . . . . .	3740
Beans, Snap, processing, (tons) . . . . .	3540	Honeydew Melons (cwt) . . . . .	3640	Potatoes (cwt) . . . . .	3750
Broccoli (cwt) . . . . .	3550	Lettuce, all (cwt) . . . . .	3650	Spinach (cwt) . . . . .	3760
Cabbage, green (cwt) . . . . .	3570	Onions, dry, all (cwt) . . . . .	3660	Squash, all (cwt) . . . . .	3770
Cabbage, red (cwt) . . . . .	3580	Onions, fresh, red (cwt) . . . . .	3670	Sweet Corn (cwt) . . . . .	3780
Cabbage, other (cwt) . . . . .	3560	Onions, fresh, white (cwt) . . . . .	3680	Sweet Potatoes (cwt) . . . . .	3790
Cantaloupes (cwt) . . . . .	3590	Onions, fresh, yellow (cwt) . . . . .	3690	Tomatoes, processing (cwt) . . . . .	3500
Carrots (cwt) . . . . .	3510	Onions, processing, red (cwt) . . . . .	3700	Watermelons (cwt) . . . . .	3800
Cauliflower (cwt) . . . . .	3600	Onions, processing, white (cwt) . . . . .	3710	Vegetables not listed (cwt), specify above . . . . .	3810
Celery (cwt) . . . . .	3610	Onions, processing, yellow (cwt) . . . . .	3720		

3. What percent of the total Organic Vegetables Grown Under Protection reported above were sold and delivered under a marketing contract arrangement? (A marketing contract is a verbal or written agreement reached before harvest of a crop or before completion of a livestock production stage, setting a price or pricing formula and market for the commodity.) . . . . . 3998  None 

<b>Percent</b>

 %

21804075

**SECTION 8 ORGANIC FLORICULTURE CROPS, NURSERY CROPS, MUSHROOMS, CHRISTMAS TREES, AND MAPLE SYRUP**

1. Did this operation grow any organic floriculture crops, nursery crops, mushrooms, cut Christmas trees, or harvest organic maple syrup in 2014?
- Include landlord's share and contractor's share.
  - Exclude personal or home use crops.
  - Report value-added products and sales in Section 14, Item 4.

400  **Yes** - Complete this Section  **No** - Go to Section 9

Crops Grown	None	Code	Square Feet Under Glass or Other Protection	Acres in the Open		Gross Value of Sales
				Acres	Tenths	
a. Floriculture and bedding crops	<input type="checkbox"/>	401				\$ .00
b. Nursery crops, including aquatic plants	<input type="checkbox"/>	404				\$ .00
c. Propagative materials sold	<input type="checkbox"/>	407				\$ .00
d. Mushrooms	<input type="checkbox"/>	410				\$ .00

Crop	None	Code	Acres in Production	Number of Trees Cut	Gross Value of Sales
e. Cut Christmas trees	<input type="checkbox"/>	451			\$ .00

Crop	None	Code	Number of Taps	Gallons of Syrup Produced	Gross Value of Sales
f. Maple syrup	<input type="checkbox"/>	491			\$ .00

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**SECTION 9 ORGANIC ACRES UNDER CROP INSURANCE**

1. In 2014, were any of this operation's total organic acres covered by crop insurance?

510  **Yes** - Continue  **No** - Go to Item 2

a. What percent of this operation's total organic acres were covered by crop insurance in 2014? ..... 511 

Percent

 %

**[If Item 1a is 100%, go to Section 10; otherwise, continue]**

2. Which of the following best describes the reason why crop insurance was not purchased for the uninsured organic acres in 2014? (Check one)

- 512
- 1  Too expensive
  - 2  Unfamiliar with crop insurance
  - 3  Other (specify): <sup>513</sup>

**SECTION 10 GMO PRESENCE IN ORGANIC CROPS**

1. Have you experienced economic losses that you can document due to unintended presence of GMO material in an organic crop you have produced for sale? (**Exclude** expenses for preventative measures and testing of your crop.)

7000  **Yes** - Continue  **No** - Go to Section 11

a. Please list the three most recent occurrences of a loss including: the year, organic crop, quantity affected by GMO material, unit of measure, and the economic loss (\$/unit).

Year (YYYY)		Crop		Quantity		Unit (lbs, bushels, cwt, etc.)		Loss (\$/unit)	
7010		7011		7012		7014		7013	
7020		7021		7022		7024		7023	
7030		7031		7032		7034		7033	

21804091

**SECTION 11 ORGANIC LIVESTOCK, POULTRY, AND LIVESTOCK PRODUCTS**

1. Did this operation have or produce any **organic livestock, poultry, or livestock products** in 2014?  
 • Include landlord's share and contractor's share. Exclude items produced only for home use.  
 • Exclude from both Quantity Sold and Gross Value Sold, any production used to make value-added products on this operation. Report value-added products and sales in Section 14, Item 4.

8000  **Yes** - Complete this Section  **No** - Go to Section 12

Livestock, Poultry, and Livestock Products	PEAK 2014 Organic Inventory	Dec. 31, 2014 Organic Inventory	QUANTITY of Organic Production Sold or Moved As:		GROSS VALUE of Organic Production Sold or Moved As:	
			Organic	Conventional	Organic	Conventional
a. Milk Cows (Dry and milking) 8020					\$ .00	\$ .00
b. Milk (pounds) 8030					\$ .00	\$ .00
c. Beef Cows 8060					\$ .00	\$ .00
d. Other Cattle and Calves 8040					\$ .00	\$ .00
e. Hogs and Pigs 8050					\$ .00	\$ .00
f. Sheep and Lambs 8330					\$ .00	\$ .00
g. Goats and Kids 8300					\$ .00	\$ .00
h. Goat Milk (pounds) 8310					\$ .00	\$ .00
i. Mohair (pounds) 8320					\$ .00	\$ .00
j. Other Livestock Specify: C 8406						
	8400				\$ .00	\$ .00
k. Other Livestock Products Specify: C 8414						
	8410				\$ .00	\$ .00
l. Chickens, Layers 8210					\$ .00	\$ .00
m. Eggs (Dozen) 8220					\$ .00	\$ .00
n. Chickens, Broilers 8200					\$ .00	\$ .00
o. Turkeys 8230					\$ .00	\$ .00
p. Other Poultry Specify: C 8246						
	8240				\$ .00	\$ .00

[If Organic Milk Production was reported above in row 1b, continue; otherwise skip to Section 12]

2. What percent of the total Organic Milk Production reported above in row 1b was sold and delivered under a marketing contract arrangement? (A marketing contract is a verbal or written agreement reached before harvest of a crop or before completion of a livestock production stage, setting a price or pricing formula and market for the commodity.) . . . . . 8999  None 

Percent

 %

**SECTION 12 PRODUCTION EXPENSES**

1. Report **total production expenses** paid by this operation in 2014 and the portion (percent) of those expenses used for organic production.
- Include expenses paid by your landlords and contractors.
  - Exclude expenses not related to the farm business.

Expense	None	Total Expenses		Portion for Organic	
		(Dollars)	(Dollars)	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 2014 . . . . .	<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. Custom work, 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	%
<b>Total Expenses (Sum of Items 1a - 1o) . . . . .</b>		1599	\$ .00		

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**SECTION 13 ORGANIC PRODUCTION PRACTICES**

1. In 2014, did this operation use any of the following practices for organic agricultural production:

- |  |     |                              |                             |
|--|-----|------------------------------|-----------------------------|
| a. Biological pest management? . . . . .   | 701 | <input type="checkbox"/> Yes | <input type="checkbox"/> No |
| b. Apply or release beneficial organisms (insects, nematodes, fungi) to manage pests? . . . . .  | 702 | <input type="checkbox"/> Yes | <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 | <input type="checkbox"/> Yes | <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 | <input type="checkbox"/> Yes | <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 | <input type="checkbox"/> Yes | <input type="checkbox"/> No |
| f. Plant crops at a specific time to avoid cross contamination from other pollen or weeds? . . . . .   | 706 | <input type="checkbox"/> Yes | <input type="checkbox"/> No |
| g. Produce or use organic mulch/compost? . . . . .   | 707 | <input type="checkbox"/> Yes | <input type="checkbox"/> No |
| h. Green or animal manures? . . . . .  | 708 | <input type="checkbox"/> Yes | <input type="checkbox"/> No |
| i. No-till or minimum till cropping practices? . . . . .   | 709 | <input type="checkbox"/> Yes | <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 | <input type="checkbox"/> Yes | <input type="checkbox"/> No |
| k. Use water management practices such as irrigation scheduling, controlled drainage, or structures for water control? . . . . .   | 711 | <input type="checkbox"/> Yes | <input type="checkbox"/> No |
| l. Free range livestock production? . . . . .  | 712 | <input type="checkbox"/> Yes | <input type="checkbox"/> No |
| m. Rotational grazing? . . . . .   | 713 | <input type="checkbox"/> Yes | <input type="checkbox"/> No |

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**SECTION 14**    **MARKETING PRACTICES FOR ORGANIC PRODUCTS**

1. Of the total 2014 gross sales of **ALL** organic products (including any value-added/processed organic products), what percent was marketed through:

Marketing Practices	Percent of Total 2014 Gross Organic Sales	
a. <b>Consumer Direct Sales (Include</b> farm stands, U-picks, farmers' markets, community supported agriculture shares (CSAs), mail orders, buying clubs, and the Internet.)? . . . . . 9100		%
b. <b>Direct-to-Retail/Institutions (Include</b> individual grocery stores, restaurants, caterers, and institutions such as hospitals and schools, colleges, and universities.)? . . . . . 9101		%
c. <b>Wholesale Markets (Include</b> grocery store distribution centers, processors, mills, packers, distributors, wholesalers, brokers, sales to other operations, and grower cooperatives.)? . . . . . 9102		%
<b>TOTAL (Sum of Items 1a + 1b + 1c)</b>	<b>100%</b>	

2. In 2014, did this operation market any of its organic products through **community supported agriculture shares (CSA's)**? . . . . . 865     **Yes**     **No**

3. 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 farther)? . . . . . 843	%
d. Internationally? . . . . . 844	%
<b>TOTAL (Sum of Items 3a + 3b + 3c + 3d)</b>	<b>100%</b>

4. In 2014, did this operation produce and market any **Processed or Value-Added** products from its own organic agricultural production? (**Include** bottled milk, cheese, processed meat, wine, jam, etc.) (**Exclude** sales reported in previous sections.)

9503     **Yes - Continue**                       **No - Go to Item 5**

a. Please report the product, quantity, unit, and sales of the **processed or value-added product**.

Processed or Value-Added Product	Quantity Sold		Unit (lbs, bushels, cwt, etc.)	Gross Organic Value-Added Sales	
9501 Specify:	9201		9202	9203	\$ .00
9210 Specify:	9204		9205	9206	\$ .00
9211 Specify:	9207		9208	9209	\$ .00

5. Did this operation produce any organic agricultural products under a **production** contract arrangement in 2014?

866     **Yes - Continue**                       **No - Go to Section 15**

a. What percent of this operation's total organic production in 2014 was under a **production** contract arrangement? (*A production contract is a verbal or written agreement setting terms, conditions, and fees to be paid by the contractor to the operation, for the production of crops, livestock, or poultry. The contractor usually owns the commodity and often provides inputs.*) . . . . . 867

Percent



**SECTION 15 OTHER INFORMATION**

	None	<b>Acres</b>	
1. How many of the 2014 organic acres in this operation were enrolled in the EQIP Organic Initiative (administered by NRCS)?	901 <input type="checkbox"/>		
2. Did this operation participate in the National Organic Certification Cost Share Program in 2014?	903 <input type="checkbox"/> Yes <input type="checkbox"/> No		
3. Was this operation able to acquire sufficient amount of organic seed in 2014?	904 <input type="checkbox"/> Yes <input type="checkbox"/> No		
4. Were adequate organic production inputs (such as pest control, crop/soil nutrients, organic feed for livestock, etc.) available as needed for this operation in 2014?	905 <input type="checkbox"/> Yes <input type="checkbox"/> No		
5. Which of the following would you consider the <b>primary challenge</b> to you as an organic farmer? (check <b>one</b> )			
906 1 <input type="checkbox"/> Regulatory problems (excessive paperwork/record keeping, certification costs, etc.)			
2 <input type="checkbox"/> Price issues (low premiums, lack of price information, prices inconsistent, etc.)			
3 <input type="checkbox"/> Production problems (high input costs, low yields, poor product quality)			
4 <input type="checkbox"/> Market access (too much competition, not enough volume produced, lack of buyers, etc.)			
5 <input type="checkbox"/> Management issues (overall time requirement, labor management, access to capital, etc.)			
6 <input type="checkbox"/> Other, specify: <span style="border: 1px solid black; padding: 2px;">969</span>			
		<b>Years</b>	
6. How many years has this operation been growing or raising any agricultural products?	907		
7. How many years has any portion of this operation been certified organic?	908		
8. Over the next 5 years, does this operation plan to: (check <b>one</b> )			
909 1 <input type="checkbox"/> Increase organic agricultural production?			
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			
9. What was this operation's total gross value of sales of ALL (organic and conventional) agricultural products in 2014? (check <b>one</b> )			
910 1 <input type="checkbox"/> None	10 <input type="checkbox"/> \$10,000 - \$14,999	19 <input type="checkbox"/> \$80,000 - \$99,999	28 <input type="checkbox"/> \$1,000,000 - \$1,499,999
2 <input type="checkbox"/> \$1 - \$499	11 <input type="checkbox"/> \$15,000 - \$19,999	20 <input type="checkbox"/> \$100,000 - \$124,999	29 <input type="checkbox"/> \$1,500,000 - \$1,999,999
3 <input type="checkbox"/> \$500 - \$999	12 <input type="checkbox"/> \$20,000 - \$24,999	21 <input type="checkbox"/> \$125,000 - \$149,999	30 <input type="checkbox"/> \$2,000,000 - \$2,999,999
4 <input type="checkbox"/> \$1,000 - \$1,999	13 <input type="checkbox"/> \$25,000 - \$29,999	22 <input type="checkbox"/> \$150,000 - \$199,999	31 <input type="checkbox"/> \$3,000,000 - \$4,999,999
5 <input type="checkbox"/> \$2,000 - \$2,999	14 <input type="checkbox"/> \$30,000 - \$34,999	23 <input type="checkbox"/> \$200,000 - \$274,999	32 <input type="checkbox"/> \$5,000,000 - \$7,499,999
6 <input type="checkbox"/> \$3,000 - \$3,999	15 <input type="checkbox"/> \$35,000 - \$39,999	24 <input type="checkbox"/> \$275,000 - \$349,999	33 <input type="checkbox"/> \$7,500,000 - \$9,999,999
7 <input type="checkbox"/> \$4,000 - \$4,999	16 <input type="checkbox"/> \$40,000 - \$49,999	25 <input type="checkbox"/> \$350,000 - \$499,999	34 <input type="checkbox"/> \$10,000,000 and over
8 <input type="checkbox"/> \$5,000 - \$7,499	17 <input type="checkbox"/> \$50,000 - \$59,999	26 <input type="checkbox"/> \$500,000 - \$749,999	
9 <input type="checkbox"/> \$7,500 - \$9,999	18 <input type="checkbox"/> \$60,000 - \$79,999	27 <input type="checkbox"/> \$750,000 - \$999,999	

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10. What percent of this operation's total gross value of sales reported in Item 9 came from the sales of organic agricultural products? . . . . . 911	<b>Percent of Total Gross Value of Sales</b>	<input style="width: 90%;" type="text"/> %
11. What percent of your Net Household Income came from the production and sale of organic agricultural products? . . . . . 912	<b>Percent of Net Household Income</b>	<input style="width: 90%;" type="text"/> %

**SECTION 16 TRANSITIONAL ACREAGE**

1. In 2014, did this operation own or operate any **transitional acres**?  
 9600  **Yes** - Continue  **No** - Go to Section 17

2. In 2014, how many **transitional acres** did this operation:

	Acres
a. Own? . . . . . 9606	<input style="width: 95%;" type="text"/>
b. Rent or lease <u>from</u> others? . . . . . 9607	<input style="width: 95%;" type="text"/>
c. Rent or lease <u>to</u> others? . . . . . 9601	<input style="width: 95%;" type="text"/>
3. [Calculate Items 2a + 2b - 2c] Then the <b>total transitional acres operated in 2014</b> were: . . . . . 9608	<input style="width: 95%;" type="text"/>

4. Of the total (Item 3) transitional acres operated in 2014, what percent was:

		Percent
a. Cropland? . . . . . 9620	<input style="width: 90%;" type="text"/>	%
b. Pastureland? . . . . . 9621	<input style="width: 90%;" type="text"/>	%
c. Rangeland? . . . . . 9622	<input style="width: 90%;" type="text"/>	%

5. In general, how large of a price premium (in percent) over conventional prices did you receive for production from transitional acres? . . . . . 9602

		Percent
6. In general, what percent of production from transitional acres were sold and delivered under a marketing contract arrangement? . . . . . 9603	<input style="width: 90%;" type="text"/>	%

**SECTION 17 CONCLUSION**

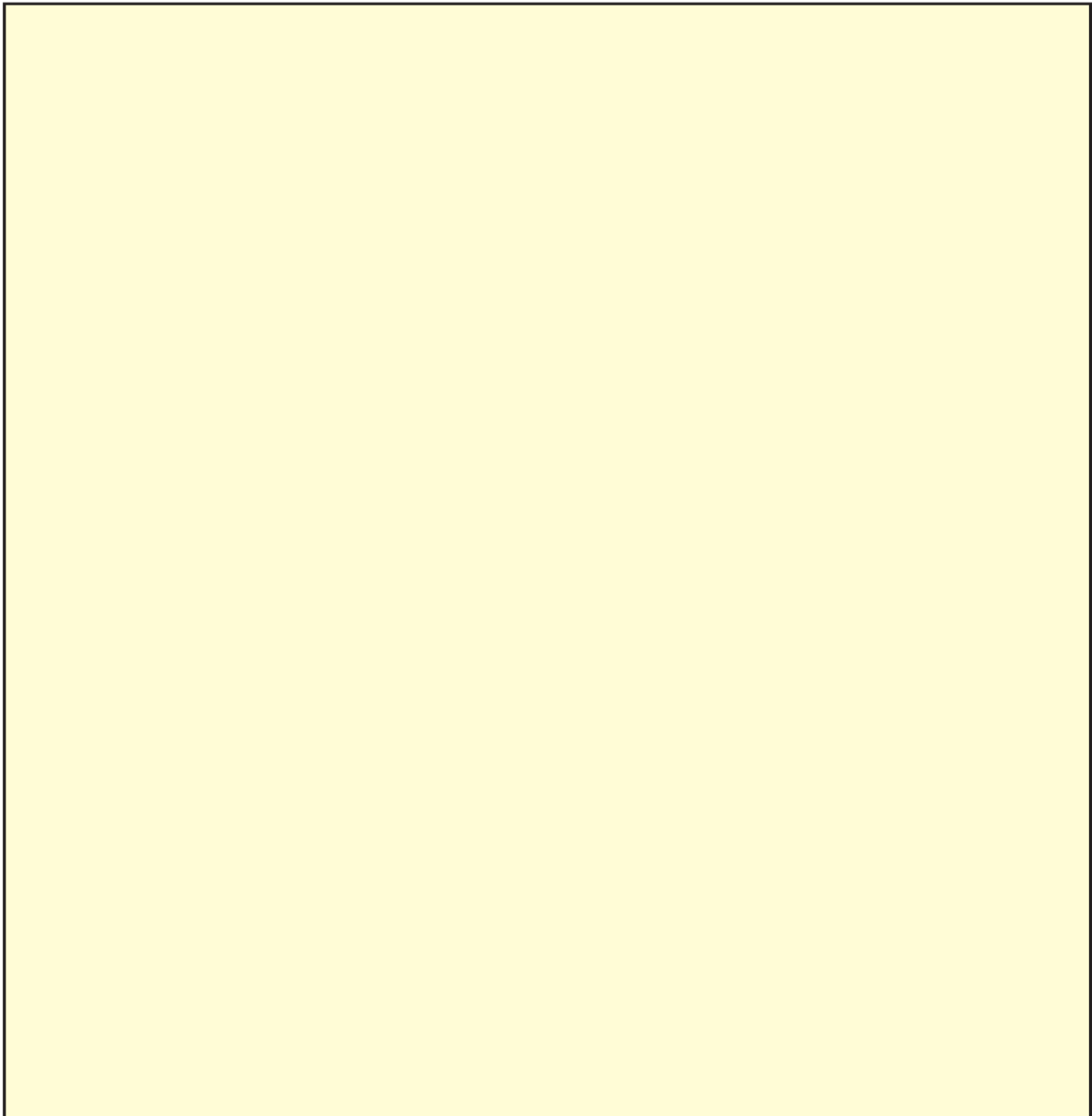
**Survey Results:** To receive the complete results of this survey on the release date, go to [www.nass.usda.gov/results/](http://www.nass.usda.gov/results/)

Would you rather have a brief summary sent to you at a later date? 9990  Yes  No

**COMMENTS:**

Respondent Name 9912 <input style="width: 95%;" type="text"/>	Area Code and Phone Number 9911 <input style="width: 15%;" type="text"/> - <input style="width: 15%;" type="text"/> - <input style="width: 60%;" type="text"/>	Date (MM DD YY) 9910 <input style="width: 20%;" type="text"/> / <input style="width: 20%;" type="text"/> / <input style="width: 60%;" type="text"/>
--	---	--

**Thank you for your response.**



Office Use															
Response		Respondent		Mode		Enum.	Eval.	Change	Office Use for POID						
1-Comp 2-R 3-Inac 4-Office Hold 5-R-Est 6-Inac-Est 7-Off Hold-Est 8-Known Zero	9901	1-Op/Mgr 2-Sp 3-Acct/Bkpr 4-Partner 9-Other	9902	1-Mail 2-Tel 3-Face-to-Face 4-CATI 5-Web 6-e-mail 7-Fax 8-CAPI 19-Other	9903	9998	9900	9985	9989						
											Optional Use				
												9907	9908	9906	9916
S / E Name															

21804166

# Instruction Sheet

## 2014 Organic Survey

### COMPLETING THE 2014 REPORT FORM

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

Refer to the instructions below for completing your report form. The report form was mailed to agricultural producers and growers throughout the United States. Because it is meant for use in all parts of the country, it 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.

**If You Did Not Have Any Certified Organic Production as Determined by the USDA's National Organic Program (NOP) standards in 2014 OR Did Not Have USDA NOP Organic Production exempt from Certification (Under \$5,000 in Annual Organic Sales) in 2014**

In Section 1, item 1, select both "No's," then go to Section 16 and Section 17.

#### **If You Did Not Operate Any Agricultural Land in 2014**

Write "Did not operate agricultural land in 2014" below the address label on the report form then go to Section 17 and complete the remainder of the report form. Mail the completed report form in the return envelope.

#### **Partial Year Operation**

If you stopped farming at any time during 2014, complete the report form for the portion of 2014 that you did farm. Write "Stopped farming in 2014" and the date you stopped farming below the address label on the report form and mail the completed report form in the return envelope.

#### **If You Receive More Than One Report Form for the Same Operation**

Return any duplicate report forms in the same envelope with the completed report form(s). In the address area of the report form(s) you complete, write the 11-digit ID number from the address label of the extra report form(s).

#### **Partnership Operations**

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

### REPORTING VALUE OF SALES

Report the value of all crops and livestock sold from this operation in 2014 in the appropriate commodity section. Report the sales in 2014 regardless of the year crops were harvested or raised. Include the value of your landlord's share of the commodities harvested. Report commodities as sold that you owned and moved to someone else's operation for further feeding, such as cattle. Report the gross value before the deduction of expenses, fees, or income taxes. Include payments received in 2014 from cooperatives or marketing organizations for crops produced on this operation regardless of the year in which the crops were harvested. Also, include as sales your estimate of the value of any crop or livestock removed from

this operation in trade of services, such as baled hay for labor or other services. Report the total value you received for animals and poultry sold from this operation in 2014, without deducting production or marketing expenses (cost of feed, cost of livestock purchased, cost of hauling and selling, etc).

**Do NOT include:**

- Proceeds from CCC loans or other government payments.
- The value of sales of any cattle, hogs, or poultry owned by you but kept and sold from a location you did not operate.
- The value of commodities grown under a production contract.

**INSTRUCTIONS BY SECTION**

**SECTION 1 ORGANIC PRODUCTION SCREENER/OPERATION INFORMATION**

**Item 1** – The operation must either have 1) certified organic production as determined by the USDA's National Organic Program (NOP) standards or 2) USDA NOP organic production exempt from certification (under \$5,000 in annual organic sales). Operations that neither certified organic or exempt from organic certification should select both "No's" in item 1 and go to Section 16 and Section 17.

**Items 2a – 2c** – Report in whole number the numbers the organic acres owned, leased from others, and/or leased to others.

**Item 3** – Calculate and report the sum of items 2a – 2c.

**Item 4** – Report in whole numbers the number of organic acres reported in item 3 that were pastureland or rangeland.

**SECTION 2 ORGANIC FIELD CROPS**

**Field Crops** – If not preprinted, enter the name and code of the crop(s) harvested in 2014 from the Crop Code box on the bottom of the page. If a crop is not listed, select the code that best fits its description (Field Crop not listed, Dry beans not listed or Chickpeas not listed) and write in the name of the crop. If additional space is needed to report a crop and its production, use a separate piece of paper.

**Organic Acres Harvested** – Enter the acres harvested in 2014. Round fractions to whole acres.

**Organic Production** – Enter the total amount of production using the appropriate unit.

**QUANTITY of Organic Production Sold As Organic/Conventional** – Report all organic production that was sold in an organic market and organic production that could not be sold in an organic market (for example: excess production, no organic outlet, etc.).

**GROSS VALUE of Organic Production Sold As Organic/Conventional** – Enter the gross value of organic production sold as organic and the gross value that was sold as conventional. See 'REPORTING VALUE OF SALES' for further instruction.

**SECTION 3 ORGANIC GRAPES**

**Items 2a & 2b - Acreage and Production** – Enter the total number of bearing age organic grape acres harvested in 2014 to the tenth of an acre. Enter the total amount of organic grape production in 2014 to the tenth of a pound.

**Item 2c - Quantity and Gross Value Sold** – Enter the quantity of production that was sold as organic and the quantity sold as conventional to the tenth of a pound. Enter the gross value of organic production

sold as organic and the gross value that was sold as conventional. See 'REPORTING VALUE OF SALES' for further instruction.

**Item 3 - Marketing Contract Arrangement** – A verbal or written agreement, reached before harvest of a crop, setting a price or pricing formula and market for the commodity. The operation usually owns the commodity prior to delivery.

#### **SECTION 4 CERTIFIED ORGANIC APPLES**

**Apple Variety** – If not preprinted, enter the name and code of the apple variety(ies) harvested in 2014 from the Apple Variety Code box on the bottom of the page. If an apple variety is not listed, select the code that best fits its description (Varieties not listed, fresh or Varieties not listed, processing) and write in the name of the apple. If additional space is needed to report an apple variety and its production, use a separate piece of paper.

**FRESH Utilization:** Apples sold as a whole fresh fruit.

**PROCESSED Utilization:** Apples sold in a processed form such as apple juice, cider, dried, frozen and canned.

**Organic Acres Harvested** – Enter the organic acres harvested 2014 in whole and tenth acres.

**Production/Unit/Pounds per Unit** – Report the total amount produced in 2014. Report production using the appropriate unit and also report the lbs per unit. (Example: Gala fresh, 400, bushels, 48 lbs/bushel.) Appropriate units include: lbs, cwt, tons, bushels, boxes/baskets, bins, and other.

**QUANTITY of Organic Production Sold As Organic/Conventional** – Report all organic production that was sold in an organic market and organic production that could not be sold in an organic market (for example: excess production, no organic outlet, etc.).

**GROSS VALUE of Organic Production Sold As Organic/Conventional** – Enter the gross value of organic production sold as organic and the gross value that was sold as conventional. See 'REPORTING VALUE OF SALES' for further instruction.

**Item 3 - Marketing Contract Arrangement** – A verbal or written agreement, reached before harvest of a crop, setting a price or pricing formula and market for the commodity. The operation usually owns the commodity prior to delivery.

#### **SECTION 5 OTHER ORGANIC FRUITS, TREE NUTS, AND BERRIES**

**Fruits, Tree Nuts, and Berries** – If not preprinted, enter the name and code of the fruit, tree nut or berry harvested in 2014 from the Code boxes on the bottom of the page. If a fruit, tree nut or berry is not listed, select the code that best fits its description (Fruits not listed, Nuts not listed, Berries not listed) and write in the name of the crop. If additional space is needed to report a fruit, tree nut and/or berry and its production, use a separate piece of paper.

**Organic Acres Harvested** – Enter the organic acres harvested in 2014 in whole and tenth acres.

**Organic Production** – Enter the total amount of production using the appropriate unit.

**QUANTITY of Organic Production Sold As Organic/Conventional** – Report all organic production that was sold in an organic market and organic production that could not be sold in an organic market (for example: excess production, no organic outlet, etc.).

**GROSS VALUE of Organic Production Sold As Organic/Conventional** – Enter the gross value of organic production sold as organic and the gross value that was sold as conventional. See 'REPORTING VALUE OF SALES' for further instruction.

**Item 3 - Marketing Contract Arrangement** – A verbal or written agreement, reached before harvest of a crop, setting a price or pricing formula and market for the commodity. The operation usually owns the commodity prior to delivery.

#### **SECTION 6 ORGANIC VEGETABLES GROWN IN THE OPEN**

**Vegetables** – If not preprinted, enter the name and code of the vegetable, grown in the open, harvested in 2014 from the Vegetables Code box on the bottom of the page. If a vegetable is not listed, select code 3340 (Vegetables not listed) and write in the name of the vegetable. If additional space is needed to report a vegetable and its production, use a separate piece of paper.

**Organic Acres Harvested** – Enter the acres harvested in 2014 in whole and tenth acres.

**Organic Production** – Enter the total amount of production using the appropriate unit.

**QUANTITY of Organic Production Sold As Organic/Conventional** – Report all organic production that was sold in an organic market and organic production that could not be sold in an organic market (for example: excess production, no organic outlet, etc.).

**GROSS VALUE of Organic Production Sold As Organic/Conventional** – Enter the gross value of organic production sold as organic and the gross value that was sold as conventional. See 'REPORTING VALUE OF SALES' for further instruction.

**Item 3 - Marketing Contract Arrangement** – A verbal or written agreement, reached before harvest of a crop, setting a price or pricing formula and market for the commodity. The operation usually owns the commodity prior to delivery.

#### **SECTION 7 ORGANIC VEGETABLES GROWN UNDER PROTECTION**

**Vegetables** – If not preprinted, enter the name and code of the vegetable, grown under protection, harvested in 2014 from the Vegetables Code box on the bottom of the page. If a vegetable is not listed, select code 3810 (Vegetables not listed) and write in the name of the vegetable. If additional space is needed to report a vegetable and its production, use a separate piece of paper.

**UNDER PROTECTION:** any crop covering including glass, rigid plastic, and plastic film including "tunnel" protection and hoop houses.

**Organic Square Feet Harvested** – Enter the square feet harvested in 2014 in whole and tenth acres.

**Organic Production** – Enter the total amount of production using the appropriate unit.

**QUANTITY of Organic Production Sold As Organic/Conventional** – Report all organic production that was sold in an organic market and organic production that could not be sold in an organic market (for example: excess production, no organic outlet, etc.).

**GROSS VALUE of Organic Production Sold As Organic/Conventional** – Enter the gross value of organic production sold as organic and the gross value that was sold as conventional. See 'REPORTING VALUE OF SALES' for further instruction.

**Item 3 - Marketing Contract Arrangement** – A verbal or written agreement, reached before harvest of a crop, setting a price or pricing formula and market for the commodity. The operation usually owns the commodity prior to delivery.

**SECTION 8 ORGANIC FLOURICULTURE CROPS, NURSERY CROPS, MUSHROOMS, CHRISTMAS TREES, AND MAPLE SYRUP**

**Items 1a – 1d. Square Feet Harvested** – Enter the organic square feet harvested in 2014.

**Items 1a – 1c. Acres in the Open** – Enter the organic acres harvested in 2014 in whole and tenth acres.

**Items 1a – 1d. Gross Value of Sales** – Enter the gross value of organic production.

**Item 1e. Acres/Number/Gross Value** – Enter the organic acres harvested in 2014, the number of trees cut and the gross value of sales of organic production.

**Item 1f. Number/Gallons/Gross Value** – Enter the number of organic taps on the operation in 2014, the total gallons of organic syrup produced and the gross value of sales of organic production.

**SECTION 9 ORGANIC ACRES UNDER CROP INSURANCE**

**Item 1a. Crop Insurance** – Report the total organic acres covered by crop insurance in 2014.

**Item 2. Reason for No or Some Crop Insurance** – Of the 3 choices provided, select which one describes the best reason that none or some of your organic acres were covered by crop insurance in 2014.

**SECTION 10 GMO PRESENCE IN ORGANIC CROPS**

**Year** – Report the year in which you experienced an economic loss, which you can document, due to the unintended presence of GMO material in an organic crop you produced for sale. Years accepted are 1986 – 2014.

**Crop** – Report the organic crop that was affected by the GMO material.

**Quantity/Unit** – Report the amount of organic production that was affected by GMO material using the appropriate unit. Appropriate units include: lbs, cwt, tons, bushels, boxes/baskets, bins, and other.

**Loss** – Report in dollars the total amount per unit you would have earned for the organic crop had it not been infected with GMO material.

**SECTION 11 ORGANIC LIVESTOCK, POULTRY AND LIVESTOCK PRODUCTS**

**PEAK 2014 Organic Inventory** – Enter the largest inventory number on your operation during 2014.

**Dec. 31, 2014 Certified Organic Inventory** – Enter the number of each livestock commodity that was on the operation on December 31, 2014.

**QUANTITY of Organic Production Sold As Organic/Conventional** – Report all organic production that was sold in an organic market and organic production that could not be sold in an organic market (for example: excess production, no organic outlet, etc.).

**GROSS VALUE of Organic Production Sold As Organic/Conventional** – Enter the gross value of organic production sold as organic and the gross value that was sold as conventional. See 'REPORTING VALUE OF SALES' for further instruction.



**Item 3 - Marketing Contract Arrangement** – A verbal or written agreement, reached before harvest of a crop, setting a price or pricing formula and market for the commodity. The operation usually owns the commodity prior to delivery. In this section, the question is asked only to those that produce cow milk.

## **SECTION 12 PRODUCTION EXPENSES**

**Total Expenses** – Report the total amount of expenses spent for each item. Include expenses for both organic and conventional production.

**Portion for Organic Production** – Report what percent of the total expenses were used on organic production.

## **SECTION 13 PRODUCTION PRACTICES**

**Items 1a – 1m** – Select either “Yes” or “No” for each agricultural practice.

## **SECTION 14 MARKETING PRACTICES FOR ORGANIC PRODUCTS**

**Item 1a - Consumer Direct Sales** – the process of marketing directly to consumers.

**Item 1b - Direct-to-Retail Marketing** – an agreement between the producer and the retailer without the use of a broker.

**Item 1c - Wholesale Markets** – generally means that the producer is selling directly to brokers, store chain buyers, processors, distributors, or other organizations rather than directly to the customers.

**TOTAL** - The sum of items 1a – 1c must equal 100%.

**Item 2 - Community Supported Agriculture** – 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 3** – Report what percent of your organic products’ first point of sale were done locally, regionally, nationally, or internationally.

**TOTAL** - The sum of items 3a – 3d must equal 100%.

**Item 4 - Processed or Value-Added** – products that have been altered by heat, pressure, or freezing temperatures. Include as processed products; canned or preserved vegetables, jam, jelly, wine, juice, cider, cheese, and cured meats. Include only those products where the initial agricultural commodity was produced on this operation. For example, if wine or cheese were produced from grapes or milk purchased from other operations, do not include the value of these commodities in this questionnaire.

**Item 5 - Production Contract** – a verbal or written agreement setting terms, conditions, and fees to be paid by the contractor to the operation for the production of crops, livestock, or poultry. The contractor usually owns the commodity and often provides inputs.

## **SECTION 15 OTHER INFORMATION**

**Item 1 - EQIP Organic Initiative** – a program administered by the National Resource Conservation Service (NRCS) which provides financial support and planning to help farmers implement conservation practices to support the environmental sustainability of their organic operations.

**Item 2 - National Organic Certification Cost-Share Program** – a federal program that provides cost-share assistance to organic crop and livestock producers who have received certification or a renewal of

certification from an accredited certifying agent (ACA). USDA has determined that payments will be limited to 75 percent of an individual producer's certification costs, up to a maximum of \$750 per year.

**Item 3** – Select either “Yes” or “No” to whether you were able to acquire a sufficient amount of organic seeds in 2014.

**Item 4** – Select either “Yes” or “No” to whether adequate organic production inputs, such as pest control, crop/soil nutrients, organic feed for livestock, etc) were available for your operation in 2014.

**Item 5** – Select one of the choices provided that best describes your primary challenge as an organic farmer/rancher.

**Item 6** – Report the number of years in which your operation has been growing or raising any agricultural products.

**Item 7** – Report the number of years in which any portion of your operation has been certified organic.

**Item 8** – Select one of the choices provided that best describes the plan for the operation over the next five years.

**Item 9** – Select one of the choices provided that best describes your operation's total gross value of sales of all agricultural productions – organically or conventionally grown or raised – in 2014.

**Item 10** – Report what percent of item 9 came from the sales of organically raised or produced agricultural products.

**Item 11** – Report what percent of your Net Household Income, the combined incomes of all people living in your residence, came from the production and sale of organic agricultural products.

#### **SECTION 16** TRANSITIONAL ACREAGE

**Transitional acres** – Conventional acres in the process of becoming certified organic. This process usually takes 3 years.

**Items 2a – 2c** – Report in whole number the numbers the transitional acres owned, leased from others, and/or leased to others.

**Item 3** – Calculate and report the sum of items 2a – 2b.

**Item 4a – 4b** – Report what percent of the transitional acres reported in item 3 were cropland, pastureland or rangeland.

**Item 5** – Report how large of a premium (in percent) over conventional prices did you received for your production from transitional acres.

**Item 6 – Marketing Contract Arrangement** – A verbal or written agreement, reached before harvest of a crop, setting a price or pricing formula and market for the commodity. The operation usually owns the commodity prior to delivery.

#### **SECTION 17** CONCLUSION

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