

2008 ORGANIC PRODUCTION SURVEY

Form Number: 08-A62
(09/10/08)



National Agricultural
Statistics Service
Please return your
completed report to:

01/15/09

Census of Agriculture
1201 East 10th Street
Jeffersonville, IN 47132

OFFICE USE ONLY

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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.nass.usda.gov. Your report is due by **July 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.*)

Yes, continue **No, Go to Section 10, last page**

a. Was this operation a **certified organic** operation?

Yes, specify certifying agency _____

Not certified or exempt from certification (under \$5,000 in annual organic sales)

b. If not certified, will this operation become certified organic in the next 3 years?

Yes 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
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a. Certified or exempt organic cropland?

b. Certified or exempt organic pastureland and/or rangeland?

c. Transitioning organic cropland?

d. Transitioning organic pastureland and/or rangeland?

e. Non-organic cropland?

f. Non-organic pastureland and/or rangeland?

g. All other land (farmstead, buildings, woods, waste, buffer strips, etc.)?

TOTAL acres operated in 2008 (add Items 2a – 2g)?

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

1. Did this operation grow any organic vegetables, fruits, tree nuts or berries in 2008?

xxxx 1 **Yes** – Complete this section

3 **No** - Go to SECTION 3

2. For those organic crops not printed in the following table, enter the crop name and code from the list below for any other vegetable, fruit, nuts, and berries harvested for sale on this operation in 2008. (Include landlord's share and contractor's share. Exclude products used for home gardens or food crops for home use.)

Organic Vegetables, Fruits, Tree Nuts, and Berries	Code	Acres Harvested		Total Quantity Harvested	Unit	Specify number of pounds if unit is not listed	Value of Sales (Dollars)
		Acres	Tenths				
Almonds	xxx				Cwt		\$.00
Apples	xxx				Carton 48 lbs		\$.00
Carrots	xxx				Flats XX lbs		\$.00
Grapes	xxx				Lugs Xx lbs		\$.00
Lettuce, all	xxx				Zz Xx		\$.00
Potatoes	xxx				Zz Xx		\$.00
Strawberries	xxx				Zz Xx		\$.00
Tomatoes in the open	xxx				Zz Xx		\$.00
							\$.00
							\$.00
							\$.00
							\$.00
							\$.00

VEGETABLES	CODE	VEGETABLES, Cont.	CODE	FRUITS, Cont.	CODE	NUTS	CODE
Artichokes (zz,xx) . . .	xxx	Spinach (zz,xx) . .	xxx	Grapefruit (zz,xx).	xxx	English Walnuts (zz,xx)	xxx
Beans, snap (zz,xx)	xxx	Sweet corn (zz,xx).	xxx	Figs (zz,xx)	xxx	Hazelnuts/Filberts (zz,xx)	xxx
Broccoli (cartons.23 lbs) . .	xxx	Sweet potatoes (zz,xx)	xxx	Lemons (ctn.38 lbs) . .	xxx	Pecans (zz,xx)	xxx
Cabbage (zz,xx)	xxx	Watermelons (zz,xx)	xxx	Oranges, all (zz,xx) . .	xxx	Pistachios (zz,xx)	xxx
Cantaloupes and muskmelons (1/2 cartons, 40 lbs) . .	xxx	Other vegetables, specify above (zz,xx)	xxx	Peaches (zz,xx)	xxx	Other nuts, specify (zz,xx)	xxx
Carrots (sacks,48 lbs) . .	xxx			Pears, all (zz,xx)	xxx	BERRIES	CODE
Cauliflower (zz,xx)	xxx	FRUITS	CODE	Plums and Prunes (zz,xx)	xxx	Blackberries and dewberries (zz,xx)	xxx
Celery (zz,xx)	xxx	Avocados (cts,25 lbs)	xxx	Tangerines (zz,xx) . .	xxx	Blueberries, tame(zz,xx)	xxx
Onions,dry (zz,xx)	xxx	Cherries, sweet (zz,xx)	xxx	Peaches (zz,xx)	xxx	Raspberries (zz,xx)	xxx
Peas, green (zz,xx)	xxx	Cherries, tart (zz,xx)	xxx	Other fruit, specify above (zz,xx)	xxx	Cranberries (zz,xx)	xxx
Peppers, Bell (zz,xx)	xxx	Dates (zz,xx)	xxx			Other berries, specify	xxx
		Figs (zz,xx)	xxx				

SECTION 3 ORGANIC FIELD CROPS

1. Did this operation grow any organic small grains, row crops, oilseeds, hay/forage, or pulse crops in 2008?

1011 1 **Yes** – Complete this section 3 **No** – Go to SECTION 4

For crops not printed in the table, enter the crop name and code from the list below for any other field crop harvested in 2008. (Include landlord's share and contractor's share. Exclude crops for home use.)

FIELD CROP	CODE	ACRES HARVESTED	QUANTITY HARVESTED	VALUE OF SALES
Corn for grain or seed	xxx		Bu.	\$.00
Barley for grain or seed	xxx		Bu.	\$.00
Flaxseed	xxx		Bu.	\$.00
Oats for grain or seed	xxx		Bu.	\$.00
Rice	xxx		Cwt.	\$.00
Soybeans for beans	xxx		Bu.	\$.00
Wheat (all)	xxx		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 (hundredweight)	xxx	Millet (cwt)	xxx	Rye for grain or seed (bushels)	xxx
Buckwheat (bushels)	xxx	Mint, peppermint and spearmint (pounds of oil)	xxx	Safflower (pounds)	xxx
Canola, edible (pounds)	xxx	Peanuts for nuts (pounds)	xxx	Sorghum for grain or seed, including milo	xxx
Cotton, All (bales)	xxx	Peas, dry peas and lentils (hundredweight)	xxx	Sunflower seed, all (pounds)	xxx
Hay, all dry hay (tons)	xxx	Popcorn, (pounds shelled)	xxx	Sweet potatoes – Report in SECTION 2	
Haylage, silage or greenchop (tons)	xxx	Potatoes, report in Section 2.		Other field crop, specify above (pounds)	xxx
				Other oilseeds, specify above (pounds)	xxx

Did this operation grow any organic herbs, horticulture crops, Christmas trees, mushrooms, or food crops under protection or harvest organic maple syrup in 2008? (Include landlord's share and contractor's share. Exclude products used for home gardens or food crops for home use.)

Yes, continue **No**, Go to Section 5

Organic Horticultural Crops	Item Code	Square Feet Under Glass or Other Protection	Acres in the Open		Value Of Sales (dollars)
			Acres	Tenths	
Herbs, cultivated and wildcraft	xxx				\$.00
Floriculture and bedding crops	xxx				\$.00
Nursery crops, including aquatic plants	xxx				\$.00
Propagative materials sold	xxx				\$.00
Mushrooms	xxx				\$.00
Food crops grown under protection	xxx				\$.00
Crop	Item Code	Acres in Production	Number of Trees Cut		Value Of Sales (dollars)
Cut Christmas trees	XXX				\$.00
Crop	Item Code	Number of Taps	Gallons of Syrup Produced	Value Of Sales (dollars)	
Maple Syrup	XXX				\$.00

1. Report **total production expenses** paid by this operation in 2008 and the portion (percent) of those expenses used for organic production. (Include expenses paid by your landlords. Exclude expenses not related to the farm business.)

Expense	None	Total Expenses (dollars)	Percent for Organic Production
a. Organic certification expense	<input type="checkbox"/>	\$.00	
b. Agricultural chemicals, beneficial insects, and other organic materials for pest control	<input type="checkbox"/>	\$.00	%
c. Fertilizers, lime, soil conditioners	<input type="checkbox"/>	\$.00	%
d. Gasoline, diesel, fuels, and oils purchased for the farm business	<input type="checkbox"/>	\$.00	%
e. Seed, plants, vines and trees	<input type="checkbox"/>	\$.00	%
f. Hired agricultural labor, including contract labor - include wages and benefits expenses	<input type="checkbox"/>	\$.00	%
g. Livestock purchases	<input type="checkbox"/>	\$.00	%
h. Feed purchased for livestock and poultry	<input type="checkbox"/>	\$.00	%
i. Interest	<input type="checkbox"/>	\$.00	%
j. Taxes (real estate and property)	<input type="checkbox"/>	\$.00	%
k. Land rent or lease expenses	<input type="checkbox"/>	\$.00	%
l. Custom work, such as: custom planting, custom harvesting, custom hauling, etc.	<input type="checkbox"/>	\$.00	%
m. Repairs, supplies, and maintenance costs	<input type="checkbox"/>	\$.00	%
n. Utilities expense (including water purchased)	<input type="checkbox"/>	\$.00	%
o. All other production expenses – Include animal health cost, marketing expenses, etc.	<input type="checkbox"/>	\$.00	%
TOTAL Expenses (sum items a through o)		\$.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?	<input type="checkbox"/> Yes	<input type="checkbox"/> No
b. Apply or release beneficial organisms (insects, nematodes, fungi) to manage pests?	<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?	<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?	<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?	<input type="checkbox"/> Yes	<input type="checkbox"/> No
f. Plant crops at a specific time to avoid cross contamination from other pollen or weeds?	<input type="checkbox"/> Yes	<input type="checkbox"/> No
g. Produce or use organic mulch/compost?	<input type="checkbox"/> Yes	<input type="checkbox"/> No
h. Use green or animal manures?	<input type="checkbox"/> Yes	<input type="checkbox"/> No
i. Use no-till or minimum till cropping practices?	<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?	<input type="checkbox"/> Yes	<input type="checkbox"/> No
k. Use water management practices such as irrigation scheduling, controlled drainage or structures for water control?	<input type="checkbox"/> Yes	<input type="checkbox"/> No
l. Free range livestock production?	<input type="checkbox"/> Yes	<input type="checkbox"/> No
m. Rotational grazing?	<input type="checkbox"/> Yes	<input type="checkbox"/> No

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SECTION 8: MARKETING PRACTICES FOR ORGANIC PRODUCTS

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1. Of the total 2008 gross sales of ALL organic products (including any value added/processed organic products), what percent was marketed through:		% of total 2008 gross sales of ALL organic products
		Percent
Consumer Direct	a. On-site (e.g., farm stand, U-pick)?	%
	b. Farmers' markets?	%
	c. Community Supported Agriculture (CSA) shares?	%
	d. Mail order / Internet?	%
	e. Other consumer direct? (<i>please specify:</i> _____)	%
Direct to Retail	f. Natural food stores (cooperatives and supermarkets)?	%
	g. Conventional supermarkets?	%
	h. Restaurants/caterers?	%
	i. Institutions (e.g., hospitals, schools).?	%
	j. Other direct-to-retail? (<i>please specify:</i> _____)	%
Wholesale Markets	k. Natural food store chain buyer ?	%
	l. Conventional supermarket chain buyer?	%
	m. Processor, mill, or packer?	%
	n. Distributor, wholesaler, broker, or repacker?	%
	o. Sales to other farm operations?	%
	p. Grower cooperative?	%
	q. Other wholesale? (<i>please specify:</i> _____)	%
Total (sum of items 1a. – 1q.)		100%
2. Approximately what percent of this operation's organic products first point of sales were:		Percent
a. Locally (within 100 miles)?	%	
b. Regionally (more than 100 miles but less than 500 miles)?	%	
c. Nationally (500 miles or further)?	%	
d. Internationally?	%	
Total (sum of items 2a. – 2d.)		100%

SECTION 8: MARKETING PRACTICES FOR ORGANIC PRODUCTS, cont.

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3. Did this operation directly produce and market any of the **processed or value added products** from its organic agricultural production (e.g. bottled milk, cheese, processed meat, flour, wine, jam/jelly, etc.)?

Yes, continue **No, go to question 4 below**

a. What was produced and marketed?	Gross Value of Sales
Specify products: _____	\$ _____ .00

b. What portion of the total organic sales of this operation in 2008 was from the processed or value-added products listed above?	Percent	
	%	
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?	<input type="checkbox"/> Yes	<input type="checkbox"/> No
b. Did this operation have sufficient organic marketing options available in 2008?	<input type="checkbox"/> Yes	<input type="checkbox"/> No
c. Was this operation able to sell all of its organic agricultural products in 2008?	<input type="checkbox"/> Yes	<input type="checkbox"/> No
d. Did this operation sell any organically produced products in the non-organic or conventional markets?	<input type="checkbox"/> Yes	<input type="checkbox"/> No
e. Did this operation sell any products through Community Supported Agriculture (CSA) shares in 2008?	<input type="checkbox"/> Yes	<input type="checkbox"/> No
f. Did this operation produce any organic agricultural products under a production contract arrangement in 2008?	<input type="checkbox"/> Yes	<input type="checkbox"/> No
(i) If YES, what percent of total organic production in 2008 was under a production contract arrangement?	%	

SECTION 9: OTHER INFORMATION

	Acres	
1. How many of the 2008 organic acres in this operation were enrolled in the EQIP Organic Conversion Incentive Program (administered by NRCS)?		
2. How many of the 2008 organic crop acres in this operation were covered by Federal Crop Insurance?		
3. Did this operation participate in the National Organic Certification Cost Share Program?	<input type="checkbox"/> Yes	<input type="checkbox"/> No
4. Was this operation able to acquire sufficient amounts of organic seed in 2008?	<input type="checkbox"/> Yes	<input type="checkbox"/> 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?	<input type="checkbox"/> Yes	<input type="checkbox"/> No
6. Which of the following would you consider the primary challenge to you as an organic farmer? (<i>check one</i>)		
<input type="checkbox"/> Regulatory problems (excessive paperwork/record keeping, certification costs, etc.)		
<input type="checkbox"/> Price issues (low premiums, lack of price information, prices inconsistent, etc.)		
<input type="checkbox"/> Production problems (high input costs, low yields, poor product quality)		
<input type="checkbox"/> Market access (too much competition, not enough volume produced, lack of buyers, etc.)		
<input type="checkbox"/> Management issues (overall time requirement, labor management, access to capital, etc.)		
<input type="checkbox"/> Other (specify: _____)		

SECTION 9: OTHER INFORMATION, cont.
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Years

7. How many years has this operation been growing or raising any agricultural products?	
8. How many years has any portion of this operation been certified organic?	
9. Over the next 5 years, this operation plans to: (<i>check one</i>)	
<input type="checkbox"/> Increase organic agricultural production	
<input type="checkbox"/> Maintain current levels of organic agricultural production	
<input type="checkbox"/> Decrease organic agricultural production	
<input type="checkbox"/> Discontinue organic agricultural production	
<input type="checkbox"/> Discontinue all agricultural production	
<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? (check one)

- | | | |
|--|--|--|
| <input type="checkbox"/> None | <input type="checkbox"/> \$25,000 --- \$49,999 | <input type="checkbox"/> \$5,000,000 or more |
| <input type="checkbox"/> \$1 --- \$999 | <input type="checkbox"/> \$50,000 --- \$99,999 | |
| <input type="checkbox"/> \$1,000 --- \$2,499 | <input type="checkbox"/> \$100,000 --- \$249,999 | |
| <input type="checkbox"/> \$2,500 --- \$4,999 | <input type="checkbox"/> \$250,000 --- \$499,999 | |
| <input type="checkbox"/> \$5,000 --- \$9,999 | <input type="checkbox"/> \$500,000 --- \$999,999 | |
| <input type="checkbox"/> \$10,000 --- \$24,999 | <input type="checkbox"/> \$1,000,000 --- \$4,999,999 | |

	Percent of Total Gross Value of Sales
11. What percent of this operation's total gross value of sales (reported above in Item 11) came from the production and sales of ORGANIC agricultural products?	%
	Percent of net Household Income
12. What percent of your Net Household Income came from the production and sale of organic agricultural products?	%

SECTION 10: CONCLUSION

Name: _____ Date: _____

Telephone: (_____) _____ - _____

The results of this survey results will be available on the Internet at <http://www.nass.usda.gov> in the fall of 2009.

Thank you for your response.

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Response	Respondent	Mode	R Unit	Enum.	Eval.
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-Oth	9902 1-Mail 2-Tel 3-Face-to-Face 4-CATI 5-Web 6-e-mail 7-Fax 8-CAPI 19-Other	0921	098	100

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