

2008 ORGANIC PRODUCTION SURVEY

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



National Agricultural
Statistics Service

Please return your
completed report to:

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

OFFICE USE ONLY

OMB DRAFT 3/4/2009

0009	0010	0011	

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.*

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 ¹¹⁹(_____) – 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** – Continue

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

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.
- ²⁰⁰ **Yes** – Complete this section **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, tree nut and berry harvested for sale on this operation in 2008. Report crops grown under glass or other protection in Section 4. Exclude value added products. Value added products should be reported in Section 8.

Organic Vegetables, Fruits, Tree Nuts and Berries	Code	Acres Harvested		Total Quantity Harvested	Unit	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
					lbs	\$	.00
					lbs	\$	.00

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

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

SECTION 3: ORGANIC FIELD CROPS

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

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

2. 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.

Field Crops	Code	Acres Planted	Acres Harvested	Quantity Harvested	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	Value Of Sales (Dollars)	
Corn for grain or seed	301		bu.	\$.00	
Barley for grain or seed	304		bu.	\$.00	
Flaxseed	307		bu.	\$.00	
Oats for grain or seed	310		bu.	\$.00	
Rice	313		cwt.	\$.00	
Soybeans for beans	316		bu.	\$.00	
			bu.	\$.00	
			bu.	\$.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
Hay, all dry hay (tons).	337	Popcorn (lbs. shelled).	359	Sunflower seed, all (lbs.).	377
Haylage, silage or greenchop (tons).	340	Potatoes, report in section 2		Other field crops, specify above (lbs.).	397

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, 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.

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

Organic Crops Grown	Item Code	Square Feet Under Glass or Other Protection	Acres in the Open		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	Item Code	Acres in Production	Number of Trees Cut		Value of Sales (Dollars)
Cut Christmas trees	451				\$.00
Crop	Item Code	Number of Taps	Gallons of Syrup Produced		Value of Sales (Dollars)
Maple Syrup	491				\$.00

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 in Section 8.

⁵⁰⁰ **Yes** – Complete this section **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.

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. *Include* expenses paid by your landlords. *Exclude* expenses not related to the farm business.

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 %
i. 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. 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 %
Total Expenses (sum items a-o)	<input type="checkbox"/>	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 Yes 2 No
- b. Apply or release beneficial organisms (insects, nematodes, fungi) to manage pests? 702 1 Yes 2 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 Yes 3 No
- d. Plan planting locations to avoid cross infestation of pests in order to manage or reduce the spread of nests? 704 1 Yes 3 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 Yes 3 No
- f. Plant crops at a specific time to avoid cross contamination from other pollen or weeds? 706 1 Yes 2 No
- g. Produce or use organic mulch/compost? 707 1 Yes 2 No
- h. Use green or animal manures? 708 1 Yes 2 No
- i. Use no-till or minimum till cropping practices? 709 1 Yes 2 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 Yes 3 No
- k. Use water management practices such as irrigation scheduling, controlled drainage or structures for water control? 711 1 Yes 3 No
- l. Free range livestock production? 712 1 Yes 3 No
- m. Rotational grazing? 713 1 Yes 2 No

SECTION 8: MARKETING PRACTICES FOR ORGANIC PRODUCTS

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 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/Internet	804 %
	e. Other consumer direct – <i>please specify:</i> ⁸²⁵ (_____)	805 %
	f. Natural food stores (cooperatives and supermarkets)	806 %
	g. Conventional supermarkets	807 %
	h. Restaurants/caterers	808 %
	i. Institutions (e.g., hospitals, schools)	809 %
	j. Other direct-to-retail – <i>please specify:</i> ⁸³⁰ (_____)	810 %
	k. Natural food store chains 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> ⁸³⁵ (_____)	817 %
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)	841 %	
b. Regionally (more than 100 miles but less than 500 miles)	842 %	
c. Nationally (500 miles or further)	843 %	
d. Internationally	844 %	
TOTAL (sum of items 2a – 2d)		100%

SECTION 8: MARKETING PRACTICES FOR ORGANIC PRODUCTS, cont.

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

⁸⁵⁰ **Yes** – Continue **No** – Go to question 4 below

a. What was produced and marketed?

Gross Value of Sales

Specify: ⁸⁵⁹ (_____)

851	\$.00
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b. What portion of total organic sales was from the processed or value-added products listed above?

852	%
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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 **Yes** **No**

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

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

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

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

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

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

867	%
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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)?

901

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

902

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

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

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

Office Use
906

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: ⁹⁶⁹ (_____)

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

SECTION 10: CONCLUSION

Name: _____	9910 MM DD YY
	Date: ____ - ____ - ____
Telephone: 913(____) ____ - ____	

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

Thank you for your response.

For Office Use Only									
Response		Respondent		Mode		R Unit		Enum.	Eval.
1-Comp	9901	1-Op/Mgr	9902	1-Mail	9903	1-In business	0921	0098	0100
2-R		2-Sp		2-Tel		9- Out of business			
3-Inac		3-Acct/Bkpr		3-Face-to-Face		11-No report, in business			
4-Office Hold		4-Partner		4-CATI		12-No report, business status unknown			
5-R – Est		9-Oth		5-Web		13-Not an organic farmer			
6-Inac – Est				6-e-mail					
7-Off Hold – Est				7-Fax					
8-Known Zero				8-CAPI					
				19-Other					

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