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ORGANIC AGRICULTURE IN NEW YORK STATE

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Organic Agricultural Production in New York State

Abstract

This report describes the scale and scope of organic agricultural production in New York State in 2008. The most current data available generated by the 2008 U.S. Organic Production Survey conducted by National Agricultural Statistics Service, (NASS-USDA) are summarized for New York. Production data are broken down into the following types of farm output: livestock and poultry; field crops; vegetables, potatoes and melons; fruit and tree nuts; floriculture and bedding crops; berries; Christmas trees and maple syrup. In addition to information on production, sales and marketing data are presented including: product sales, organic sales as a percentage of all farm products sold, value-added sales, marketing contracts, percent of household income from sales, and various marketing practices. The top twelve organic farm products marketed were: milk and dairy cattle; vegetables, potatoes and melons; hay & haylage; soybeans; fruit and nuts; winter wheat; maple syrup; berries; oats; floriculture and bedding; and chicken eggs. The report summarizes responses on primary challenges and future production intentions for those New York State organic producers who participated in the survey.

Preface

This paper is an initial report from the first phase of a three year project examining organic food and agricultural production in New York State. The study is funded by a grant from National Institute of Food and Agriculture (NIFA-USDA), under the Hatch and Smith-Lever programs contract number 121-6473-473. Goals for the first year of the project include developing an up-to-date description of the scale and scope of organic agricultural production in New York State. Additional phases will examine the organic food and beverage processing sector as well as identify potential opportunities and barriers to the growth of organic agriculture, processing, and marketing in the state.

Keywords: certified organic farms, New York State, organic farms, organic agricultural production, organic food processing

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I. Introduction

The Organic Trade Association (www.ota.com) reports demand for organic food and beverages has grown significantly since 1990 from $1billion to an estimated $20 billion in 2007. Although the rate of growth in sales of organic food products has slowed due to the impact of the recession as well as other factors (The Hartman Group) sales remain strong particularly among key organic food consumers. Although organic agriculture represents only a small portion of total farm output in New York State, production has been growing annually since 1995 when production data became available. Organic farming might offer small to mid-sized farms in New York State an enterprise option that could improve farm and community economic viability and/or environmental sustainability. A primary objective of this overall study is to identify potential opportunities and barriers to the growth of organic agriculture as well as organic food and beverage processing in New York State.

Literature Review

There is a long history of farming practices around the world that led up to the formal definition of today's organic farming by USDA. J. Heckman with the Plant Biology and Pathology Department at Rutgers University discusses the history, philosophy and sociology of organic farming (Heckman, 2005). He reviews the increased attention that organic farming received from USDA with the publication of the *Report and Recommendations on Organic Farming* in 1980 and the passage of the Federal Organic Foods Production Act in 1990. Over the last 20 years, organic farming has received increased attention from researchers outside the U.S. (Lobley et al.; Rigby et al.; Tinker). Watson et al. discuss the support and policies provided to support organic farming (Watson, et al. 2007). A growing body of research indicates the existence of social, technical, economic, and policy related aspects of organic production (Morgan et al.; Rawson). In the past, the potential socio-economic benefits of organic farming systems have not been thoroughly clarified due to the relatively low adoption rates and limited data. There is evidence that the adoption of an organic production system may bring multiple social, environmental, and financial benefits which could relieve pressing modern agricultural problems (MacRae, et al. 2008). Some ecological benefits could be generated such as decreasing soil erosion, increasing biodiversity, and improving soil quality by organic farming systems,

(Bengtsson, et al. 2005; Reganold et al. 2001; Reganold, et al. 1987). Although research on the social impacts is less conclusive, evidence exists that an increase in the number of sustainable (including organic) producers in the community, can result in positive shifts in more social interaction and economic development (MacRae, et al. 2008). As a result, a community could experience: more hired labor, increased demand for local services such as transportation and more participation in civic institutions.

Food using the USDA organic label sold in the U.S. market must be certified by a USDA-accredited body (USDA, NOP). The number of agencies seeking USDA accreditation to become certification agents has increased indicating increased demand for certification as the number of farm producers and processors adopting organic standards has grown. The total certified operations rose from 3,587 in 1992 to 12,941 in 2008 (Rawson, J, M 2007). USDA estimates that approximately 4.8 million acres of farmland were cultivated using organic production systems in 2008. Certified organic acreage increased from 1,346,558 acres in 1997 to 2,196,874 acres in 2003 and grew again to 4,054,429 acres in 2005 (Greene C. and W. McBride, 2006). A current USDA report suggests that the number of organic farms showed stronger gains than conventional farms from 2002 to 2008, with cropland increasing at a 15% annual rate during that time. Although the adoption rate continues to be high, certified organic cropland represents only 0.7% of all U.S. cropland and certified organic pasture accounted for only 0.5% of all U.S. pasture in 2008. A recent study indicates that organic system could be financially competitive with a conventional system even if price premiums decrease (Cavigelli.et.al 2009).

Several authors report that scientists working on organic farming methods may face difficulties being accepted into the wider research community. Some research indicates difficulties with publishing and career development, as well as accusations of bias through their involvement in organic farming research (Tinker 2000; Wynen 1997; Lund & Algers 2003; Watson et al.2006). The research approach for evaluating organic farming may involve different methods from those used in conventional agriculture. Watson argues that a combination of interdisciplinary approaches is needed to interpret research within the context of the principles of organic research. A 'Fit-for-purpose' methodology may be useful for achieving future goals for the agricultural research, realizing that some problems require holistic approaches. But the best

solution may be a multi-disciplinary science approach. A developed understanding of the nature of all farming systems will be the vital factor for allowing more valid comparisons to be made (Watson, C.A et al. 2007).

Theoretically speaking, the conversion to organic dairy production practices is not especially difficult; however conversion is still slow in the dairy sector (Smit et al. 2009). This study observed that conversion to organic dairy production improved herd health, lowered the cull rate and decreased various input expense such as drug or hormone treatment. However, crop yields decreased along with milk output while labor costs increased. Potential profitability problems may result in a limited conversion in organic dairy farming.

While there is growing interest and demand in organic products nationwide, there has been little state level analysis in New York State. A recent paper published by Guptill (2009) indicates that conversion to large-scale organic agriculture is not yet taking place in upstate New York. There is evidence that the organic dairy product marketing may be heading towards a commodity type market situation as regional organic milk supplies may exceed regional demand.

Several state level studies have been conducted. A survey conducted by Jennifer Morgan from Rutgers University shows supply and price are the main obstacles to expand the organic market in New Jersey. This study indicates that a standardized certification program would assist the producer in selling organic products (Morgan and Barbour 1991). In Wisconsin, a report indicates that growing the market for fresh, local products as well as support for the food processing sector are two strategies which could expand opportunities for organic production in Wisconsin (Mariola, et al. 2003). In Texas, various groups of producers were included in a state level study of barriers to growing organic production. Although the availability of organic processing facilities is a significant barrier to growing organic production, more interest in adopting the organic production system is shown by smaller fruit and vegetable producers. Strategies that were proposed to increase organic production included: educational seminars and training and the development of a directory of local organic marketers could benefit Texas organic producers (Lau M., et al. 2010).

Background on Organic Agriculture

There is a long history of non petro-chemical based agriculture in New York State beginning with the indigenous peoples who cultivated crops centuries ago. The "Three Sisters" production system utilizing corn, squash and beans was used by native peoples in New York State. Archeologists are discovering corn storage capacity that indicates that a significant amount of corn, more than originally estimated, was grown by the Seneca tribe in Western New York many years ago.

At the turn of the century, practitioners of bio-dynamic agriculture settled in the Hudson Valley and instituted bio-dynamic farms that also served as teaching centers including the Hawthorne Valley Farm and the Pfeiffer Center. Some of the underlying precepts of bio-dynamic farming brought over from Germany include the view of the farm as an integrated, self-contained system, and not making use of petro-chemical fertilizers, herbicides and pesticides were later incorporated into modern organic agriculture.

In the 1940's, J. I. Rodale studied the works of Sir Albert Howard, an English agriculturalist in the late 1930's. Howard had success working with farmers in India to develop a composting system that sterilized weed seeds and produced a valuable natural fertilizer. J.I. Rodale and his son Robert were instrumental in introducing and promoting organic agriculture and gardening across the U.S. through a popular magazine, *Organic Gardening*, in the U.S. beginning in the 1950's. Rodale also established a working farm and research center in Emmaeus, PA that contributed to the knowledge and outreach related to the adoption of organic agricultural practices.

The "Back to the Land" Movement in the 1960's and '70's brought an influx of young people into Upstate New York interested in exploring alternative agricultural systems and rural livelihoods. Their interest in and practice of organic farming added to the growth in organic farming. The volume of organic production has grown steadily over the last fifty years in New York State.

Several developments that provide support and information stimulating the growth of organic production in the state include: non-profit associations, state government assistance, and university resources. The foundation of a New York chapter of the Northeast Organic Farming Association (www.nofany.org) in the 1970's encouraged more formal certification standards and disseminated knowledge about organic farming and marketing. The New York Department of Agriculture and Markets (http://www.agmkt.state.ny.us/AP/organic/) established an Organic Development Assistance Program several years ago. Support offered through the Department includes: improved marketing information, coordination of and cost sharing for organic certification efforts, applied research-based information on assessing New York farmer interest in the adoption of organic production practices, and resources on organic farming.

Both Agricultural Experiment Stations at Cornell and various faculty in the College of Agriculture and Life Sciences (CALS) are involved in research and outreach related to organic farming. The Homer C. Thompson Research Farm operated by the CALS conducts a range of research projects on organic farm production (see http://www.cuaes.cornell.edu/ag-operations/freeville-farm). The Organic Program Work Team (PWT) comprised of CALS faculty along with Cooperative Extension colleagues and practitioners focuses on organic agriculture. The PWT sponsors various educational events and produces resources for educators and farmers. A number of other resources are available that help support the growing organic agricultural industry in New York State. There are also a number of national efforts including USDA certification and the Ag Census on Organic Farming conducted by NASS, USDA which provided the data for this report. There is also a national Community of Practice (CoP) on organic agriculture formed in the USDA eXtension system (more information can be found at http://www.extension.org/pages/Organic_Agriculture_is_brought_to_you_by_eOrganic

II. USDA National Organic Program

Organic Certification

An underlying issue related to marketing organic farm products during the growth of production was the variety of certification systems and lack of consistent standard for defining and labeling organic food products. A fragmented and sometimes unclear approach to organic farm certification created problems for farmers and firms marketing organic food. Interstate commerce was burdened by separate state or local standards or certification procedures.

Organic Definition Standardized

The National Organic Standards Board of the USDA was established in 2000 to develop a national standard for the term organic. The definition developed by the board is: *Organic food must be produced without the use of conventional pesticides, petroleum-based fertilizers, sewage sludge-based fertilizers, herbicides, pesticides, genetic engineering (biotechnology), antibiotics, growth hormones, or irradiation. Animals raised on an organic operation must be fed organic feed and given access to the outdoors. Land must have no prohibited substances applied to it for at least 3 years before the harvest of an organic crop. (*source: NOP, USDA website)

The National Organic Standard became law on October 21, 2002. The law states that all farms and handling operations that display the "USDA Organic" seal must be certified by a State or private agency that ensures the National Organic Standards are followed. Certifying agents are accredited by the USDA. Farms that follow the National Organic Standards and have less than $5,000 in annual sales can be exempt from certification. These exempt farms can use the term "organic" but cannot use the "USDA Organic" seal.

Growth in Certified New York Farms

During Fiscal Year 2008, Federal funding became available to allow some states, including New York State, to reimburse certified organic farmers for a portion of their organic certification fees. The New York Dept. of Agriculture and Markets reported in October 2008 that there were 809 certified organic producers who applied for financial support for certification which was an

increase of 73 applications over the number received in 2007. Recipients must receive initial certification or continuation of certification from a USDA accredited certifying agent (ACA). Program participants may be reimbursed for up to 75 percent of their organic certification costs, not to exceed $750 per year.

There are a number of agencies certifying organic production in New York State (see appendix A.) The majority of farms are certified by the Northeast Organic Farmers Association of New York, LLC which has an office located in Binghamton, NY. A number of certifying agencies are recognized by other countries or international organizations which accommodate the export of NY produced organic food products to countries recognizing those entities as approved certifying agencies. In 2005, New York ranked 6th in the U.S. for certified organic operations accounting for 5% of total U.S. certified operations.

Organic Production Survey

The 2008 Organic Production Survey (OPS) is a follow-on survey to the 2007 Census of Agriculture. It is the first organic production and practices survey conducted on the national level by the U.S. Department of Agriculture (USDA), National Agricultural Statistics Service (NASS). For more information see http://www.nass.usda.gov.

The organic food and agricultural industry in the nation and New York State has experienced measurable growth over the last few years. This survey responded to the significant need for detailed industry data. The 2007 Census of Agriculture reported more than 20,000 farms engaged in organic production and over $1.7 billion in sales in the U.S. The 2008 Organic Production Survey collected additional information on organic farming for the 2008 calendar year.

Response to the Census of Agriculture is required by law under the "Census of Agriculture Act of 1997," Public Law 105-113 (Title 7, United States Code, Section 2204g). The law authorizes the Secretary of Agriculture to conduct surveys deemed necessary to furnish annual or other data on the subjects covered by the Census. The 2008 Organic Production Survey falls under the provisions of this section.

The 2008 OPS provides acreage, production, and sales data for a variety of organic crop and livestock commodities as well as information on organic production expenses and organic production and marketing practices. Data from the 2008 survey provide industry stakeholders with a useful source of public information. The data will help shape future decisions regarding farm policy, funding allocations, and availability of goods and services as well as assist producers in making informed decisions about the future of their own organic or transition farming operation.

Survey and Statistical Methods

The population identified for the OPS was all farms and ranches meeting the certification standards of the National Organic Program, (NOP) which is administered by the Agricultural Marketing Service of the USDA.

The survey defined several groups: certified, exempt and transitional. Certified farms met the NOP standards to market under the "USDA Organic" seal. Exempt farms met the criteria for marketing as organic, but had farm sales of less than $5,000 per year and are exempt from fees required for certification. Transitional farms hadn't completed all of the requirement for certification but intended to become certified.

The mail list for the OPS was constructed from several sources including: farms that indicated that they were certified or exempt as well as the 2008 USDA, Ag. Marketing Service list of certified farmers. The final list included 28,938 farms with 25,277 survey forms returned. In New York State, 1,577 surveys were mailed with 1,412 returned and 684 responding farms qualifying as certified organic.

Data for the survey were primarily collected by mail and supplemented with electronic data via the internet, telephone calls, and personal enumeration. The eight page survey report form (see Appendix B. for a copy of the questionnaire and instructions) was designed to collect data from certified, exempt and transitioning farms. Given that this was the first comprehensive survey of organic agriculture, NASS solicited input from the organic industry. The survey questionnaire was pre-tested with the target population.

The initial mailing of the OPS took place in May, 2009 handled by the U.S. Census Bureau's National Processing Center. Telephone follow-up with non-responding farms was made from a NASS Data Collection Center in June 2009. A computer edit ensured that all data reported were consistent. An analysis was conducted to check for distributional irregularities and data outliers. Adhering to the provisions of Title 7 of the U. S. Code, no data were published that disclosed any individual farm or ranch operations. The total number of farms reporting an item is not considered confidential information and is provided even though other information may be withheld.

III. Profile of New York Organic Farms

State Level Data for New York

A primary goal of this report is to summarize the state level data on organic production for New York. The following sections report that data for various agricultural commodities. The production data are broken down into the following types of farm output: livestock and poultry; field crops; vegetables, potatoes and melons; fruit and tree nuts; floriculture and bedding crops; berries; Christmas trees and maple syrup. In addition to data on production, various sales and marketing data are presented including: product sales, organic sales as a percentage of all farm products sold, value-added sales, use of marketing contracts, percent of household income from organic farm sales, and marketing practices. Participation in federal farm programs, years involved in organic farming and future organic farming plans are also described by producers responding to the OSP.

Livestock and Poultry

The largest number of organic farms in New York responding to the survey were dairy operations (317). This dairy farm group also generated the highest sales value of approximately $60.2 million. Typically, dairy farms also generate revenue from sales of cattle and calves. This responding group of producers reported sales of organic cattle and calves of slightly over $2.4 million. Survey data for organic livestock and poultry sales on certified and exempt farms in New York State are summarized in Table 1.

Table 1. Organic Livestock and Poultry on Certified and Exempt Organic Farms in New York State

	Inventory						Sales					
	Farms		Peak		Dec 31, 2008		Farms		Numbers		Dollars	
	Certified	Exempt	Certified	Exempt	Certified	Exempt	Certified	Exempt	Certified	Exempt	Certified	Exempt
milk cows	317	2	(D)	(D)	(D)	(D)	207	2	(D)	(D)	$2,370,548	(D)
beef cows	73	26	1,543	440	1,179	377	39	18	317	74	$327,379	$41,056
other organic cattle and calves	266	5	13,057	43	(D)	(D)	122	3	3,034	20	$1,005,304	$8,000
hogs and pigs	21	3	552	36	(D)	(D)	17	3	760	26	$215,345	$4,266
sheep and lambs	6	5	260	119	169	92	3	3	(D)	(D)	$11,200	$3,100
goats and kids	9	7	338	83	228	79	3	2	(D)	(D)	(D)	(D)
all other organic livestock	5	1	(X)	(X)	(X)	(X)	1	-	(X)	(X)	(D)	-
chickens - layers	28	31	4,127	901	3,248	701	9	5	296	53	$1,456	$340
chickens - broilers	15	4	15,015	130	(D)	-	13	2	(D)	(D)	(D)	(D)
turkeys	4	4	290	18	(D)	(D)	4	2	(D)	(D)	(D)	(D)
all other organic poultry	-	5	-	(X)	-	(X)	-	2	-	(X)	-	(D)

(D) Withheld to avoid disclosing data for individual farms

(X) Not applicable

Source **: 2008 Organic Production Survey,USDA NASS**

Although dairy farms represented the highest livestock related sales, beef; hogs and pigs; sheep and lambs; goats and kids; chicken layers/broilers, turkeys, and all other poultry accounted for a smaller amount of organic livestock sales. The inventory and sales data for certified and exempt other livestock and poultry farms in New York State are also described in Table1.

Livestock Products

Sales for a range of products generated from livestock and poultry are described in Table 2. Milk, beef and pigs are the top three livestock products sold.

Table 2. Organic Livestock and Poultry Products Sold on Certified and Exempt Organic Farms

	Farms		Quantity		Value($)	
	Certified	Exempt	Certified	Exempt	Certified	Exempt
milk from cows (quantity in cwt)	316	-	2,115,260	-	$60,244,854	-
wool (quantity in pounds)	3	3	860	430	(D)	(D)
goat milk	3	-	(D)	-	(D)	-
chicken eggs (quantity in dozens)	21	22	57,738	4,437	(D)	(D)
all other organic livestock and products	1	-	(X)	-	(D)	-

(D) Withheld to avoid disclosing data for individual farms

(X) Not applicable

Source **: 2008 Organic Production Survey,USDA NASS**

Field Crops

The value of organic field crops is reported in Table 3. The three highest valued field crops were corn for grain and silage ($11,343,944), hay and haylage (($4,606,897), and soybeans

($4,607,897). Field crops such as: barley, edible beans, buckwheat, canola, flax seed, herbs, oats, dry peas, & lentils, popcorn, rye, sorghum, sunflowers as well as spring and winter wheat are also included in Table 3.

Table 3. Organic Field Crops Harvested from Certified Organic and Exempt Farms in New York State

	Farms		Acres		Quantity		Farms		Dollars	
	Certified	Exempt	Certified	Exempt	Certified	Exempt	Certified	Exempt	Certified	Exempt
barley for grain or seed (bushels)	45	-	1,457	-	66,084	-	35	-	$437,724	-
beans, all dry edible, including limas	4	-	341	-	4,061	-	4	-	$247,999	-
buckwheat (bushels)	10	1	(D)	(D)	(D)	(D)	10	1	(D)	(D)
canola, edible (pounds)	2	-	(D)	-	(D)	-	2	-	(D)	-
corn for grain or seed (bushels)	143	6	10,612	29	1,288,791	3,010	100	5	$10,579,039	$16,026
corn for silage or greenchop	87	-	2,995	-	44,623	-	34	-	$757,879	-
flaxseed (bushels)	1	-	(D)	-	(D)	-	1	-	(D)	-
hay, all dry hay (tons)	325	37	33,058	1,749	74,792	2,805	201	31	$3,736,234	$110,171
haylage, other silage (tons)	174	6	22,656	132	90,158	1,002	93	3	$2,305,444	$4,320
herbs, dried (pounds)	4	-	8	-	3,447	-	4	-	$41,008	-
oats for grain or seed (bushels)	104	3	2,617	6	112,481	239	64	3	$432,894	$976
peas, dry peas, and lentils (cwt)	2	-	(D)	-	(D)	-	2	-	(D)	-
popcorns, shelled (pounds)	3	-	3	-	6,986	-	3	-	$7,000	-
rye for grain or seed (bushels)	11	1	(D)	(D)	(D)	(D)	10	1	(D)	(D)
sorghum for silage or greenchop	13	2	(D)	(D)	(D)	(D)	5	1	(D)	(D)
soybeans for beans (bushels)	92	-	6,775	-	232,607	-	88	-	$4,607,896	-
sunflower seed for all uses	1	-	(D)	-	(D)	-	1	-	(D)	-
spring wheat for grain or seed	10	1	(D)	(D)	(D)	(D)	8	1	(D)	(D)
winter wheat for grain or seed (bushels)	44	-	2,415	-	100,908	-	41	-	$994,923	-
other field crops (pound)	65	1	(D)	(D)	(D)	(D)	59	1	(D)	(D)

(D) Withheld to avoid disclosing data for individual farms

Source **: 2008 Organic Production Survey,USDA NASS**

Vegetables

New York farmers also produced organic vegetables, potatoes and melons in 2008. In total, 190 certified and exempt farms produced almost $9.5 million in sales. The three highest number of farms in this category produced tomatoes, squash and garlic. Ninety-seven farms produced tomatoes valued at $923,716. Eighty-four farms produced squash valued at $897,087. Eighty-three farms produced potatoes valued at $405,999. Eighty-one farms produced garlic valued at $355,298. One-hundred and seven farms produced other vegetables valued at $3,713,676. Data for all of the responding farms producing crops in this category can be found in Table 4.

Table 4. Organic Vegetables, Potatoes, and Melons Harvested from Certified and Exempt Organic Farms in New York State

	Harvested						Value of sale			
	Farms		Acres		Quantity		Farms		Dollars	
	Certified	Exempt	Certified	Exempt	Certified	Exempt	Certified	Exempt	Certified	Exempt
all vegetables, potatoes, melons	126	64	1,434	100	(X)	(X)	126	64	$9,143,918	$319,598
beans,snap(tons)	51	27	104	5	125	5	48	26	$196,182	$7,926
broccoli(cwt)	34	10	29	2	543	51	31	9	$109,260	$10,106
cabbage,all(cwt)	36	12	99	3	3,269	82	36	12	$241,727	$5,355
cantaloupes and muskmelons(cwt)	12	3	14	(Z)	(D)	(D)	10	3	$20,224	$163
carrots(tons)	46	16	26	3	(D)	10	44	13	$322,192	$23,249
caulifowers(cwt)	16	2	(D)	(D)	(D)	(D)	15	2	(D)	(D)
celery(cwt)	11	3	7	1	(D)	(D)	9	3	(D)	(D)
garlic(cwt)	53	28	33	10	898	91	53	28	$328,053	$27,245
herbs,fresh cut(pound)	38	15	21	3	41,341	5,546	38	15	$242,302	$22,788
honeydew melons(cwt)	4	-	6	-	711	-	4	-	$20,680	-
lettuce, all(cwt)	58	21	103	7	5,765	329	58	20	$618,302	$29,975
onions, dry(tons)	44	10	41	1	209	2	44	10	$46,179	$3,399
peas, green(tons)	31	7	16	1	9	(Z)	31	6	$56,057	$2,607
peppers, bell(cwt)	34	17	26	4	685	80	32	14	$151,520	$5,072
potatos (cwt)	62	21	70	4	6,011	389	60	21	$390,688	$15,311
spinach(tons)	29	10	22	1	59	2	27	9	$195,568	$7,819
squash, all(cwt)	58	26	169	10	8,471	387	58	26	$874,444	$22,643
sweet corn (tons)	29	20	51	12	110	36	29	20	$119,061	$14,607
sweet potatos (cwt)	12	1	(D)	(D)	(D)	(D)	12	1	(D)	(D)
tomatos in the open (tons)	59	38	75	9	200	16	58	38	$890,322	$33,394
watermelons (cwt)	12	2	(D)	(D)	(D)	(D)	12	2	(D)	(D)
other vegetables (pound)	76	31	478	24	2,275,723	58,367	76	31	$3,629,730	$83,946

(D) Withheld to avoid disclosing data for individual farms

(X) Not applicable

(Z) Less than half of the unit shown

Source **: 2008 Organic Production Survey,USDA NASS**

Fruit and Nuts

A total of 62 certified and exempt fruit and tree nut farms reported a total of over $1.44 million of related sales. Apples were the highest value fruit ($1.22 million) reported followed by grape sales ($181,116).

Eleven farms reported production of sweet cherries, peaches, pears, plums, and other tree nuts. The small number of farms included in this category limited the reporting sales to avoid disclosing individual operations. More detailed data are presented in Table 5.

Table 5. Organic Fruit and Tree Nuts Harvested from Certified and Exempt Organic Farms in New York State

	Harvested						Sales			
	Farms		Acres		Quantity		Farms		Value	
	Certified	Exempt	Certified	Exempt	Certified	Exempt	Certified	Exempt	Certified	Exempt
all fruit & nuts harvested	41	21	561	39	(X)	(X)	40	20	$1,389,526	$52,413
apples (lbs. quantity)	22	14	430	36	418,377	150,061	21	14	$1,171,793	$48,924
cherries, sweet (vol. tons)	1	3	(D)	(D)	(D)	1	1	3	(D)	(D)
grapes (tons)	14	7	121	3	230	3	14	6	$179,349	$1,767
peaches, all	-	1	-	(D)	-	(D)	-	-	-	-
pears, all	5	2	(D)	(D)	(D)	(D)	5	2	(D)	(D)
plums and prunes	1	-	(D)	-	(D)	-	1	-	(D)	-
other fruit (lbs. quantity)	4	-	3	-	13,924	-	4	-	$12,366	-
all tree nuts harvested	-	2	-	(D)	-	(X)	-	2	-	(D)
walnuts, english	-	1	-	(D)	-	(D)	-	1	-	(D)
other tree nuts	-	1	-	(D)	-	(D)	-	1	-	(D)

(D) Withheld to avoid disclosing data for individual farms

(X) Not applicable

Source **: 2008 Organic Production Survey,USDA NASS**

Floriculture and Miscellaneous Crops

Data for various floriculture & bedding crops are reported in Table 6. A number of crops including mushrooms, nursery crops, crops grown under protection and propagative materials were produced. All crops reported in this category generated total sales of $213,264.

Table 6 . Floriculture and Bedding Crops, Food Crops Grown Under Protection, Mushrooms, Nursery Crops, and Propagative Materials Grown on Certified and Exempt Organic Farms in New York

	Under glass or other protection				In the open				Value of sales			
	Farms		Square feet		Farms		Acres		Farms		Dollars	
	Certified	Exempt	Certified	Exempt	Certified	Exempt	Certified	Exempt	Certified	Exempt	Certified	Exempt
floriculture and bedding	11	3	44,271	350	10	5	18	2	18	8	$204,870	$8,394
food crops grown under protection	18	2	(D)	(D)	(X)	(X)	(X)	(X)	18	2	(D)	(D)
mushrooms	4	1	49,060	(D)	(X)	(X)	(X)	(X)	4	1	(D)	(D)
nursery crops, including aquatic plants	3	-	4,996	2	3	2	(D)	(D)	5	2	(D)	(D)
propagative materials sold	-	-	-	-	2	-	(D)	-	2	-	(D)	(D)

(D) Withheld to avoid disclosing data for individual farms

(X) Not applicable

Source **: 2008 Organic Production Survey,USDA NASS**

Berries

The survey results indicate that a variety of organic berries were grown in New York State in 2008. Sixty four certified and exempt producers reported total sales of $511,737. Strawberries, blueberries and raspberries accounted for the majority of berries produced. Table 7 describes the volume and sales of berries produced in more detail.

Table 7. Organic Berries Harvested from Certified and Exempt Organic Farms in New York State

	Harvested						Value of sale			
	Farms		Acres		Quantity		Farms		Dollars	
	Certified	Exempt	Certified	Exempt	Certified	Exempt	Certified	Exempt	Certified	Exempt
all berries	37	27	96	49	(X)	(X)	36	23	$458,034	$53,703
blackberries and dewberries	6	4	3	1	1,658	626	6	2	(D)	(D)
blueberries, tame (pounds)	10	13	(D)	(D)	26,947	9,584	10	11	$106,194	$31,052
raspberries, all (pounds)	17	14	13	33	20,111	3,314	16	10	$ 73,730	$12,895
strawberries (cwt)	24	8	47	2	1,167	40	24	7	$263,342	$ 7,707
other berries (pounds)	7	2	(D)	(D)	(D)	(D)	7	1	(D)	(D)

(D) Withheld to avoid disclosing data for individual farms

(X) Not applicable

Source **: 2008 Organic Production Survey,USDA NASS**

Forestry Products

A total of four certified and exempt farms reported producing cut Christmas trees. Sales volume was not revealed due to the small number of tree farms reporting. A total of twenty-four certified (17) and exempt (7) farms reported producing maple syrup amounting to over 18,500 gallons generating sales valued at slightly over $750,000. For more details see Table 8.

Table 8. Forestry Products from Certified and Exempt Organic Farms in New York State

CUT CHRISTMAS TREES	Certified	Exempt
Acres in production (farm)	2	2
Harvested (farm)	2	2

MAPLE SYRUP	Certified	Exempt
Farms	17	7
Number of taps	70,308	3,460
Syrup Produced (gallons)	18,235	471
Value of sales (dollar)	$738,593	$16,905

Source **: 2008 Organic Production Survey, USDA NASS**

Top Organic Farm Products Sold

The top twelve organic agricultural products reported sold in New York State in 2008 in terms of value were: milk and dairy cows; vegetables, potatoes & melons; hay and haylage; soybeans; fruit and nuts; winter wheat; maple syrup; berries; oats; floriculture and bedding; and eggs.

Combined certified and exempt farm sales data are listed in Table 9 and show that the total production of these twelve products were $104.75 million in 2008.

Table 9. Top 12 Organic Agricultural Products Marketed from Certified and Exempt Farms in New York State

Rank	Crop/Product	Total Certified & Exempt Sales
1	Milk and dairy cows	$62,615,402
2	Corn for grain and silage	$11,343,944
3	Veg., potatoes, and melons	$9,463,516
4	Hay & haylage	$6,156,169
5	Soybeans	$4,607,897
6	All fruit and nuts	$1,441,939
7	Winter wheat	$994,923
8	Maple Syrup	$755,498
9	All berries	$511,737
10	Oats for grain or seed	$443,870
11	Floriculture and bedding	$213,264
12	Chicken eggs	$62,175
TOTAL	Top Twelve Farm Products	$104,756,502

***Source*: 2008 Organic Production Survey, USDA, NASS**

Organic Product Share of Total Farm Sales

Participants in the survey were asked what share of all farm products marketed did the sales of organic products represent. Table 10 shows that sixty-three percent (523) of certified or exempt farms participating in the survey reported that sales from organic production accounted for over 75 percent of all agricultural products marketed. Fifteen percent (127) respondents reported organic farm products sales accounted for less than 25 percent of all farm sales. Sixty-two percent of farms (509) reported that sales of organic farm product accounted for 100% of farm products sold. Clearly, for this group organic farming represents a significant share of farm income.

Table 10. Organic Sales as Percent of All Organic Agricultural Products Sold from Certified and Exempt Organic Farms In New York State

	Farms by percent of total value of sales from organic production	
	Certified	Exempt
Farms (n=)	684	143
Less than 25 percent	112	15
25 to 49 percent	20	7
50 to 74 percent	29	4
75 to 99 percent	120	11
100 percent	403	106

Source **: 2008 Organic Production Survey,USDA NASS**

One question on the OPS focused on the share of total organic farm sales represented by value-added products. For the purpose of this survey, "value-added" is defined as:

> *"Any activity or service occurring after agricultural production, transportation, or storage that adds value to the raw commodity. Value-added sales do not include handler or processor receipts. Reported value-added dollars may include the commodity level value."* Source: http://www.nass.usda.gov

Survey responses summarized in Table 11 indicate that only 56 certified and exempt farms reported sales of value-added products totaling $261,812. And so, marketing producing and marketing value-added organic farm products do represent a significant share of total sales for the respondents.

Table 11. Value-Added Organic Product Sales on Certified and Exempt Organic Farms in New York State

	Farms by percent of organic sales from value-added products	
	Certified	Exempt
Farms (n=)	36	20
Less than 25 percent	26	6
25 to 49 percent	5	2
50 to 74 percent	2	2
75 to 99 percent	2	2
100 percent	1	8
Total gross sales (dollar)	$236,613	$25,199
total gross sales Average per farm (dollar)	$6,573	$1,260

Source **: 2008 Organic Production Survey,USDA NASS**

Farms with Production Contracts

The survey sought information on the use and extent of contracts entered into by farms for organic production. The data summarized in Table 12 indicate that only a few farms (78) entered into contracts for organic production. The majority of this group (57) contracted for 100% of their organic production. Twelve farms contracted for less than fifty percent of total organic production.

Table 12. Production Contracts for Organic Products on Certified and Exempt Organic Farms in New York State

	Farms by percent of total organic production under production contracts	
	Certified	Exempt
Farms (n=)	78	-
Less than 25 percent	8	-
25 to 49 percent	4	-
50 to 74 percent	2	-
75 to 99 percent	7	-
100 percent	57	-

Source **: 2008 Organic Production Survey,USDA NASS**

None of the exempt farms reported entering into production contracts. Certification would typically be required to qualify for an organic production contract.

Household Income from Organic Production

The share of net household income derived from organic sales varied by types of farms. Table 13 indicates that a significant percentage (31%) of the certified farms derived 100% of household income from organic sales. In contrast, only one percent of the exempt farms derived all of their household income from organic sales. This result is consistent with the definition of "exempt" as being farms with less than $5,000 in sales.

Table 13. Net Household Income Generated from Organic Sales on Certified and Exempt Farms in New York State

	Percent of farms by percent of net household income from organic sales	
	Certified	Exempt
Farms (n=)	684	143
Less than 25 percent	35.9	89.4
25 to 49 percent	9.2	6.4
50 to 74 percent	10.5	2.8
75 to 99 percent	13.8	-
100 percent	30.5	1.4

Source **: 2008 Organic Production Survey,USDA NASS**

Almost ninety percent of the exempt and thirty-six percent of the certified farms reported less than twenty-five percent of household income was generated from sales of organic farm products.

Organic Production Expenses

Respondents were queried about an extensive set of production expenses. Table 14 summarizes the breakdown of production expenses for organic and certified farms in New York State. Total production expenses amounted to over $81 million with an average certified farm incurring $117,396 for annual production expenses. The top three expense categories were feed, labor and fuel. The average certification expense was slightly over $1,000 per certified farm.

Table 14 . Organic Production Expenses on Certified and Exempt Organic Farms in New York State

		Certified	Exempt
	Farms(n=)	684	138
Total Expenses	$1,000	80,299	955
Average per farm	Dollars	117,396	6,923
	Farms	684	-
Organic certification expense	$1,000	687	-
	Farms	398	50
Fertilizer, lime, and soil conditioners	$1,000	2,933	22
Agricultural chemicals, beneficial insects,	Farms	183	22
other organic materials for pest control	$1,000	453	5
	Farms	631	118
Gasoline, fuels, and oils	$1,000	5,896	91
	Farms	464	75
Feed, plants, vines, trees	$1,000	2,889	35
	Farms	295	21
Hired agricultural labor and contract labor	$1,000	13,933	49
	Farms	146	21
Livestock purchased or leased	$1,000	4,223	19
	Farms	349	50
Feed purchased	$1,000	15,575	58
	Farms	364	31
Interest expense	$1,000	3,327	71
	Farms	572	96
Property taxes paid	$1,000	5,085	249
Rent and lease expenses for land,	Farms	308	11
buildings, machinery, etc	$1,000	2,268	15
	Farms	244	13
Customwork and custom hauling	$1,000	1,661	9
	Farms	598	90
Repairs, supplies, and maintenance	$1,000	9,988	167
	Farms	494	58
Utilities (see text)	$1,000	2,832	62
	Farms	466	55
All other production expenses	$1,000	8,549	103

Source: 2008 Organic Production Survey,USDA NASS

It should be noted that the survey data indicate that, on average, reported exempt farm expenses of $6,923 exceed the $5,000 sales limit resulting in a potential average net operating loss for those types of farm operations.

Agricultural Experience of Organic Producers

Years involved with organic agricultural production varied by type of farm. As one would assume, the certified farms tended to have more experience in organic agriculture than the exempt. Table 15 indicates that ten percent of the certified farms reported 50 or more years of being involved in organic agriculture while forty-three percent of exempt farms reported less than ten years experience.

Table 15. Years Involved in Agricultural Production on Certified and Exempt Organic Farms in New York State

	Percent of farms by years involved in Agricultural Production	
	Certified	Exempt
Farms (n=)	684	143
Less than 10 years	33.8	45.4
10 to 19 years	22	21.3
20 to 29 years	15.4	13.5
30 to 39 years	13.7	11.3
40 to 49 years	5.1	2.8
50 or more years	10	5.7

Source: 2008 Organic Production Survey,USDA NASS

Given that formal USDA certification has only been developed over the past five years, respondents reported fewer years of involvement in certified organic farming than organic farming in general. Table 16 indicates that forty-eight percent of respondents have been involved in certified organic production for five or more years.

Table 16. Years Involved in Certified Organic Agricultural Production in New York State

	Percent of farms by years involved in certified organic production	
	Certified	Exempt
Farms	684	-
Less than 2 years	5.8	-
2 to 4 years	45.8	-
5 or more years	48.4	-

Source **: 2008 Organic Production Survey,USDA NASS**

Production Practices

Various production practices were put forth in the survey. The most common practices reported by respondents included: using green or animal manures, maintaining buffer strips, using organic compost or mulches, and practicing rotational grazing.

Table 17. Production Practices on Certified and Exempt Organic Farms in New York State

	# Certified	# Exempt
Practiced biological pest management	151	28
Maintained beneficial insect/vertebrate habitat	104	20
Released beneficial organism	70	7
Used no-till or minimum till	179	52
Used water management practices	193	55
Selected planting locations to avoid pests	212	66
Chose pest resistant varieties	199	47
Planned plantings to avoid cross-contamination	187	39
Maintained buffer strips	444	48
Produced or used organic mulch/compost	319	91
Used green or animal manures	534	99
Practiced rotational grazing	284	30
Practiced free-range livestock production	147	34

Source **: 2008 Organic Production Survey,USDA NASS**

Table 17 indicates that the most prevalent production practices reported were 1) using green or animal manures, 2) maintaining buffer strips, and 3) practicing rotational grazing

Marketing Practices

The survey included a number of questions about various types of marketing practices and channels. Direct sales which included direct from farm, community supported agriculture (CSA's), mail/internet order or other direct options represented a large share on the smaller, exempt farms. Certified farms tended to utilize more retail and wholesale channels for marketing. In regards to geography, a large percent of organic farm products were sold from exempt farms (98%) within 100 miles of the farms where produced. Fewer certified farms (58%) marketed within 100 miles of their farm location and utilized more distant markets over 100 miles or export to international markets. Table 18 includes a summary of responses related to potential barriers to successful farm marketing such as having sufficient marketing options, reliable buyers and adequate organic production inputs. Most respondents replied that none of these potential barriers were a problem.

Table 18. Marketing Practices on Certified and Exempt Organic Farms in New York State

	Farms		Percent of sales	
	Certified	Exempt	Certified	Exempt
Consumer direct sales:				
On-site (e.g., farm stand, u-pick)	133	74	4.4	37.1
Farmers' market	97	26	3.6	24.2
Community Supported Agriculture (CSA)	52	6	3.5	3.5
Mail order/Internet	23	1	(D)	(D)
Other consumer direct	55	29	2.9	9.1
Direct-to-retail sales:				
Natural food stores (cooperatives and supermarkets)	64	13	2	2.9
Conventional supermarkets	18	4	0.3	0.5
Restaurants/caterers	44	13	0.7	8.4
Institutions (e.g., hospitals, schools}	7	1	(D)	(D)
Other direct-to-retail	10	5	2.5	1.6
Wholesale market sales:				
Natural food store chain buyer	10	-	0.4	-
Conventional supermarkets chain buyer	4	-	(D)	-
Processor, mill, or packer	209	3	38.8	1.7
Distributor, wholesaler, broker, or repacker	85	4	12.2	2.8
Sales to other farm operations	122	20	3.9	6.7
Grower cooperative	60	-	16.7	-
Other wholesale	41	3	(D)	(D)
First point of sales:				
Local (within 100 miles)	477	129	58.4	98.2
Regional (more than 100 miles but less than 500 miles)	209	7	33.7	1.5
National (500 miles or further)	58	3	(D)	0.3
International	4	-	(D)	-
Other marketing information:				
Sold organic products in non-organic or conventional markets	166	48	(X)	(X)
Sold products through CSA shares	52	6	(X)	(X)
Sold all organic products produced in 2008	379	72	(X)	(X)
Produced organic products under a production contract	78	-	(X)	(X)
Found reliable buyers/markets	426	92	(X)	(X)
Had sufficient organic marketing options	380	80	(X)	(X)
Acquired sufficient amount of organic seed	412	79	(X)	(X)
Had adequate organic production inputs avaiable	522	88	(X)	(X)

(D) Withheld to avoid disclosing data for individual farms

(X) Not applicable

***Source* : 2008 Organic Production Survey,USDA NASS**

Most certified (379) and exempt (72) farms replied that they were able to market all products produced in 2008.

Participation in Federal Farm Programs

A number of certified farms participated in Federal crop insurance programs (64) with more (288) participating in the National Organic Certification Cost Sharing Program (288).

Table 19. Federal Farm Programs on Certified and Exempt Organic Farms in New York State

	Certified	Exempt
Organic crops covered by federal crop insurance (farms)	64	1
Enrolled in National Organic Certification Cost-Share Program (farms)	288	1

Source **: 2008 Organic Production Survey,USDA NASS**

Production Challenges

The primary production challenges reported by respondents were regulatory problems, management, and price issues. Regulatory problems as described in the survey questionnaire included: "excessive paperwork, record keeping, cost of certification, etc." Table 20 shows that market access was ranked last in a list of six issues. Price issues also did not rank as high as the list of potential production problems.

Table 20. Primary Production Challenges for Certified and Exempt Organic Farms in New York State

	Farms		Percent of Farms	
	Certified	Exempt	Certified	Exempt
Regulatory problems	232	52	39.8	39.1
Price issues	64	19	11	14.3
Production problems	111	13	19	9.8
Market access	39	12	6.7	9
Management issues	72	17	12.3	12.8
Other	65	20	11.1	15

Source **: 2008 Organic Production Survey,USDA NASS**

Future Production Plans

Respondents were queried on their future production plans for the next five years. The future looked positive for continued or increasing production, with a large majority of certified producers either maintaining current levels (37%) or increasing production (47%). Table 21 indicates a very small percentage of both certified (3%) and exempt farms (1%) reported plans to discontinue organic production.

Table 21. Five-Year Production Plan for Certified and Exempt Organic Farms in New York State

	Farms		Percent of farms	
	Certified	Exempt	Certified	Exempt
Increase organic production	229	54	36.6	37.8
Maintain current level of organic production	293	47	46.8	32.9
Decrease organic production	19	4	3	2.8
Discontinue organic production	16	1	2.6	0.7
Discontinue all production	8	2	1.3	1.4
Do not know	61	35	9.7	24.5

Source **: 2008 Organic Production Survey,USDA NASS**

IV. Summary

Limitations of the Study

Researchers working in the area of organic agricultural production and marketing experience difficulties in identifying all farms in a given population practicing organic agriculture. The certification process and standards are not always standardized and in some cases not fully supported by small segments of the organic farming community. The survey data probably underestimate the total organic production because some producers who do not comply with NOP standards or certification procedures were not included in the sample. It is difficult to measure what impact this missing segment of the organic farm population might have on the overall report.

Data reported are a "snap shot" in time (the 2008 production year), some certified or exempt producers may have experienced crop failures and did not report any production for that year. Production may have been higher in a previous year or rebounded in a following year.

All of the data collected on transitioning farms were not included in the detailed report. For instance, a number of farms with transitioning acres in New York were not included in the complete report. The categories can be confusing and blurred with certified farms, exempt farms and other farms reporting transitioning acres. Approximately 14,000 acres in New York would fall into this category and would most likely be moving into future organic productions as the transition period terms.

Any survey relies on complete sampling distribution that generates the most complete and representative data set possible. Standard error is a method of measurement or estimate of the standard deviation of a sampling distribution. For this survey, USDA NASS calculated the relative standard error (RSE) for a number of variables generated from survey data and reported these results at the state level. The RSE is calculated by dividing the standard error by the mean and expressed as a percentage. Typically, survey variables with lower RSE's are more reliable with less dispersion around the mean. The number of farms and acres reported for New York State had RSE's that were respectively 2.8% and 1.7% which were relatively low ranges for state level data across the U.S. And so, one could assume that the data for New York are reliable in representing the total population of identified organic farms.

Areas for further research

A number of areas for further research arise from this descriptive report. More in-depth analysis could yield a deeper understanding of the attitudes or plans of various groups of organic producers. Although this survey was the first of its kind in the level of detail and scope, it would be useful to develop time series data using information collected for previous years to indicate trends in production or sales. This report is a preliminary presentation of the available production data for New York State. Additional research conducted under the multi-year efforts for this project will further identify opportunities and barriers to the growth of organic agriculture and food processing in New York State.

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APPENDIX A. SURVEY QUESTIONNAIRE

OMB No. 0535-0249: Approval Expires 04/12/2012

2008 ORGANIC PRODUCTION SURVEY

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

National Agricultural Statistics Service

Please return your completed report to:

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

OFFICE USE ONLY

0010	0011	0016

08-A623

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

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

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

SECTION 1 OPERATION INFORMATION

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

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

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

      111 1 ☐ **Yes** – *Specify certifying agency* 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**

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?	☐	121
b. Certified or exempt organic pastureland and/or rangeland?	☐	122
c. Transitioning organic cropland?	☐	123
d. Transitioning organic pastureland and/or rangeland?	☐	124
e. Non-organic cropland?	☐	125
f. Non-organic pastureland and/or rangeland?	☐	126
g. All other land (farmstead, buildings, woods, waste, buffer strips, etc.)?	☐	127
TOTAL ACRES OPERATED IN 2008 *(sum Items 2a - 2g)*		128

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

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

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

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

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

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

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

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SECTION 3 ORGANIC FIELD CROPS

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

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

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

Field Crops	Code	Acres Planted	Acres Harvested	Quantity Harvested		Gross Value Of Sales (Dollars)
Winter wheat for grain or seed	380				bu.	$ .00
Durum wheat for grain or seed	384				bu.	$ .00
Other spring wheat for grain/seed	388				bu.	$ .00

Field Crops	Code	Acres Harvested	Quantity Harvested		Gross Value Of Sales (Dollars)
Corn for grain or seed	301			bu.	$ .00
Barley for grain or seed	304			bu.	$ .00
Oats for grain or seed	310			bu.	$ .00
Rice	313			cwt.	$ .00
Soybeans for beans	316			bu.	$ .00
					$ .00
					$ .00
					$ .00

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

Field Crops	Code	Field Crops	Code	Field Crops	Code
Beans, all dry edible including limas (cwt.)	322	Herbs, dried (lbs.)	343	Rye for grain or seed (bu.)	362
Buckwheat (bu.)	325	Proso millet (cwt.)	347	Safflower (lbs.)	365
Canola, edible (lbs.)	328	Mint, peppermint and spearmint (lbs. of oil)	350	Sorghum for grain or seed, including milo (bu.)	368
Corn for silage or greenchop (tons)	331	Peanuts for nuts (lbs.)	353	Sorghum for silage or greenchop (tons)	371
Cotton, all (bales)	334	Peas, dry peas and lentils (cwt.)	356	Sugarcane for sugar (tons)	374
Flaxseed (bu.)	307	Popcorn (lbs. shelled)	359	Sunflower seed, all (lbs.)	377
Hay, all dry hay (tons)	337				
Haylage, other 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, cut Christmas trees, mushrooms, or food crops under protection or harvest organic maple syrup in 2008? *Include landlord's share and contractor's share. Exclude personal or home use crops. Report value-added products and sales in Section 8.*

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

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

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SECTION 5 ORGANIC LIVESTOCK, POULTRY, AND LIVESTOCK PRODUCTS

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

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

	PEAK Inventory in 2008	Inventory on Dec. 31, 2008	Total Quantity Sold in 2008	Gross Value of Sales in 2008
Cattle and Calves				
Milk cows	501 head	502 head	503 head	504 $ .00
Milk			505 lbs	506 $ .00
Beef cows	507 head	508 head	509 head	510 $ .00
All other organic cattle & calves	511 head	512 head	513 head	514 $ .00
Hogs and Pigs	521 head	522 head	523 head	524 $ .00
Sheep and Goats				
Sheep and Lambs	531 head	532 head	533 head	534 $ .00
Wool			537 lbs	538 $ .00
Goats and Kids	541 head	542 head	543 head	544 $ .00
Milk (goat)			545 lbs	546 $ .00
Mohair			547 lbs	548 $ .00
All Other Organic Livestock				
559 Specify:	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				
589 Specify:	581 number	582 number	583 number	584 $ .00
All other Organic Livestock Products*				
599 Specify:			593	594 $ .00

*Exclude value-added products. Value-added products should be reported in Section 8.

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SECTION 6 PRODUCTION EXPENSES

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

Expense	None	Total Expenses (Dollars)	Portion for Organic Production (Percent)
a. Organic certification expense	☐	1500 $ .00	
b. Fertilizers, lime, and soil conditioners	☐	1501 $ .00	601 %
c. Agriculture chemicals, beneficial insects, and other organic materials for pest control	☐	1522 $ .00	622 %
d. Gasoline, diesel, fuels, and oils purchased for the farm business	☐	1507 $ .00	607 %
e. Seed, plants, vines, trees, etc. purchased	☐	1503 $ .00	603 %
f. Hired agricultural labor including contract labor (include wages and benefit expenses)	☐	1541 $ .00	641 %
g. Livestock purchased or leased	☐	1529 $ .00	629 %
h. Feed purchased for livestock and poultry	☐	1506 $ .00	606 %
i. Interest paid on all debt related to the farm business	☐	1547 $ .00	647 %
j. Property taxes paid in 2008	☐	1517 $ .00	617 %
k. Rent and lease expenses for land, buildings, machinery, etc. – include grazing fees	☐	1537 $ .00	637 %
l. Customwork, such as custom hauling, custom planting, custom harvesting, etc.	☐	1512 $ .00	612 %
m. Repairs, supplies, and maintenance costs	☐	1509 $ .00	609 %
n. Utilities expense (including water purchased)	☐	1508 $ .00	608 %
o. All other production expenses – Include animal health cost, storage, marketing expenses, etc.	☐	1518 $ .00	618 %
Total Expenses (sum items a-o)		1599 $ .00	

SECTION 7 ORGANIC PRODUCTION PRACTICES

1. In 2008, did this operation use any of the following practices for organic agricultural production:

a. Biological pest management? 701 1 ☐ Yes 3 ☐ No

b. Apply or release beneficial organisms (insects, nematodes, fungi) to manage pests? 702 1 ☐ Yes 3 ☐ 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 pests? 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 3 ☐ No

g. Produce or use organic mulch/compost? 707 1 ☐ Yes 3 ☐ No

h. Green or animal manures? 708 1 ☐ Yes 3 ☐ No

i. No-till or minimum till cropping practices? 709 1 ☐ Yes 3 ☐ 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. 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 3 ☐ No

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SECTION 8 MARKETING PRACTICES FOR ORGANIC PRODUCTS

1. Of the total 2008 gross sales of ALL organic products (including any value-added or processed organic products), what percent was marketed through:

		% of **Total** 2008 Gross Organic Sales
		Percent
Consumer direct sales	a. On-site (e.g., farm stand, U-pick)	801 %
	b. Farmers' markets	802 %
	c. Community Supported Agriculture (CSA) shares	803 %
	d. Mail order or Internet	804 %
	e. Other consumer direct - *please specify:* 825	805 %
Direct-to-retail	f. Natural food stores (cooperatives and supermarkets)	806 %
	g. Conventional supermarkets	807 %
	h. Restaurants or caterers	808 %
	i. Institutions (e.g., hospitals, schools)	809 %
	j. Other direct-to-retail - *please specify:* 830	810 %
Wholesale markets	k. Natural food store chain buyer	811 %
	l. Conventional supermarket chain buyer	812 %
	m. Processor, mill, or packer	813 %
	n. Distributor, wholesaler, broker, or repacker	814 %
	o. Sales to other farm operations	815 %
	p. Grower cooperative	816 %
	q. Other wholesale - *please specify:* 835	817 %
	TOTAL (sum of items 1a - 1q)	**100%**

2. Approximately what percent of this operation's organic products' first point of sales were sold:

	Percent
a. Locally (within 100 miles)	841
b. Regionally (more than 100 miles but less than 500 miles)	842
c. Nationally (500 miles or further)	843
d. Internationally	844
	100%

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SECTION 8 MARKETING PRACTICES FOR ORGANIC PRODUCTS, cont.

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

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

a. What was produced and marketed?

859 Specify: _____ . . . . . Gross Value-Added Sales 851 $ .00

b. What portion of total organic sales was from the processed or value-added products listed above? . . . . . 852 %

4. Please answer the following questions for this operation:

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

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

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

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

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

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

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

SECTION 9 OTHER INFORMATION

Acres

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 in 2008? . . . . . 903 1 ☐ **Yes** 3 ☐ **No**

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

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

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

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 _____

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SECTION 9 OTHER INFORMATION, cont.

7. How many years has this operation been growing or raising any agricultural products? . . . . . Years 907

8. How many years has any portion of this operation been certified organic? 908

9. Over the next 5 years, does this operation plan to: *(check one)* Office Use 909

- 1 ☐ Increase organic agricultural production
- 2 ☐ Maintain current levels of organic agricultural production
- 3 ☐ Decrease organic agricultural production
- 4 ☐ Discontinue organic agricultural production
- 5 ☐ Discontinue all agricultural production
- 6 ☐ 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)* Office Use 910

- 0 ☐ None
- 1 ☐ $1 - $999
- 2 ☐ $1,000 - $2,499
- 3 ☐ $2,500 - $4,999
- 4 ☐ $5,000 - $9,999
- 5 ☐ $10,000 - $24,999
- 6 ☐ $25,000 - $49,999
- 7 ☐ $50,000 - $99,999
- 8 ☐ $100,000 - $249,999
- 9 ☐ $250,000 - $499,999
- 10 ☐ $500,000 - $999,999
- 11 ☐ $1,000,000 - $4,999,999
- 12 ☐ $5,000,000 or more

11. What percent of this operation's total gross value of sales reported above in item 10 came from the production and sales of ORGANIC agricultural products? . . . . . Percent of Total Gross Value of Sales 911 %

12. What percent of your Net Household Income came from the production and sale of organic agricultural products? . . . . . Percent of Net Household Income 912 %

SECTION 10 CONCLUSION

Name	Date completed (MM-DD-YYYY)	Telephone with Area Code
	9910 __ __-__ __-__ __ __ __	

The results of this survey will be available online in late 2009 at http://www.nass.usda.gov.

Thank you for your response

OFFICE USE

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	9903	0921	0098	0100

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

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APPENDIX B. SURVEY INSTRUCTIONS

Appendix B.
General Explanation and Report Form

DEVELOPMENT OF THE REPORT FORM

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

TERMS AND DEFINITIONS

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

Form Number: 08-A62(I)

USDA

INSTRUCTION SHEET
2008 ORGANIC PRODUCTION SUR□□□ □□□□

Terms and Definitions:

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

Completing the 2008 OPS Questionnaire

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

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

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

Partial Year Operation

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

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

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

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

Section 1 — Operation Information

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

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

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

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

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

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

Item 1b — Mark yes or no.
Item 2 — This question is designed to gather this operation's **total acres** operated in 2008 (both organic and conventional acres) by summing up its individual parts.
Item 2e — Include non-certified organic cropland as well as conventional cropland.
Item 2f — Include non-certified organic pastureland and/or rangeland as well as conventional pastureland and/or rangeland.

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

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

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

Acres harvested — Report the acres harvested in 2008. Exclude acres harvested only for home use. If multiple crops were harvested from the same acres, report the acres harvested for each crop. Report certified acres of orchards, vineyards, and berry stands maintained for current or future production in Section 1, item 2a.
Vegetables — For crops planted more than once during the year, report the total acres harvested during 2008. For example, if 1 acre was planted to lettuce, harvested, and the same acre was planted and harvested again, report 2 acres of lettuce under acres harvested.
Fruits and tree nuts — If fruit and nut trees and vines were interplanted with other crops, report only the total acres for the orchard in section 2, and the total acres of each interplanted crop in their appropriate item(s).
Total quantity harvested — If your unit of measure is different than the unit requested on the questionnaire, convert your figure for the quantity harvested to the unit requested. Estimate if the exact figures are not known.
Value of sales — Report the gross value of sales received for each organic commodity harvested. Exclude sales of non-organic commodities. Report sales of value-added products, such as fruit baskets, and processed products, such as wine, jams, etc., in Section 8.

Section 3 — Organic Field Crops

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

Report:
Corn for silage or greenchop with code "331"
Sorghum for silage and greenchop with code "371"
All dry hay from alfalfa, wild or native grasses, and small grains with crop code "337."
All haylage, other silage, forage, or greenchop from alfalfa, wild or native grasses, small grains, soybeans, and peanuts with crop code "340"

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

Quantity harvested — If your unit of measure is different than the unit requested on the questionnaire, convert your figure for the quantity harvested to the unit requested.
Value of sales — Enter the gross value of sales for each organically produced crop. If crops were produced under a production contract, which is less common for field crops, report the estimated market value as the value of sales and not only the payment you received from the contractor.
Double cropping — If two or more different crops were harvested from the same land (double cropping), report the total acres and production of each harvested crop.

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

Definitions of crop types —

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

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

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

Area harvested — Report the area of organic horticulture crop types grown and harvested. If the same crop was grown and harvested for sale in the same area more than once (i.e., mushrooms), report the area for that item only once.
Value of sales — Report the gross value of sales received for each organic commodity reported. Exclude sales of non-organic commodities. Report sales of value-added products, such as floral arrangements, plants repotted into artistic pots, and trees sold as pre-trained espaliers and cordons in Section 8. Cut flowers and florist greens, cut Christmas trees, and maple syrup are **not** value-added products and sales of these items should be reported here.
Cut Christmas trees — Report as acres in production both acres harvested in 2008 and acres to be harvested in future years. Trees cut include only those trees cut in 2008. Report live Christmas trees sold in "Nursery products, including aquatic plants."
Maple syrup — If sap was sold, estimate the number of gallons of syrup it would have produced. **Report sales of maple syrup in Section 4.**

Section 5 — Organic Livestock, Poultry and Livestock Products

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

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

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

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

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

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

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

All Other Organic Livestock Products
Include semen, embryos, manure which was sold, feathers, etc.

Section 6 — Production Expenses

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

Item 1 — In the first column report all the expenses paid in 2008 for conventional and organic production. In the next column report the portion of the expenses in column 1 that were for organic production. Report the portion for organic expense as a whole percent.
Item 1a — Fees paid to a USDA accredited organization for the Organic Certification.
Item 1c — Include surfactants and oils and other products used to increase a chemical's effectiveness.
Item 1f — Report labor expense for the farm business for gross salaries and wages, commissions, dismissal pay, vacation pay, and bonuses paid to hired workers, family members, hired managers, administrative and clerical employees, and salaried corporate offices. Include cost for benefits such as employer's social security contributions, unemployment compensation, workman's compensation insurance, employer paid life and medical insurance expense, pension plans, etc.

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

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

Item 1h — Report the purchase cost of all grains, silage, hay commercially mixed and premixed feeds, ingredients, concentrates, etc., fed to livestock or poultry on this operation. Include feed provided by contractors if livestock is produced on a contract basis. Do not report the value of feed raised and fed on this operation.
Item 1i — Report all interest expenses paid for the farm business. Include interest paid on CCC loans. Exclude interest associated with activities not related to production of crops or livestock on this operation, such as land or buildings rented to others, packing sheds, or feed mills that provided services to others. Exclude interests on owner/operator dwelling where the amount is separated from the interest on the land buildings on this operation.
Item 1j — Include real estate property taxes you paid on the acres and buildings you owned and used in this farm business. Also include property taxes on equipment and livestock. Exclude property taxes on land or buildings rented to someone else, property taxes paid on other property not associated with the farm business, income, social security and excise taxes.

Item 1k — Rent and lease expenses for land, buildings, machinery, etc. — including grazing fees. Include value of share crops taken by the landlord.
Item 1m — Include the cost of repairs and upkeep of farm machinery, vehicles, buildings, fences and other equipment used in the farm business. Exclude the cost for repairs for machinery and equipment used only for custom work. Exclude the cost of repairs for vehicles not used in the farm business. Exclude expenditures for the construction of new buildings or additions to existing buildings.

Section 7 — Organic Production Practices

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

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

Item 1(a—m) — Mark **Yes** or **No**.

Section 8 — Marketing Practices for Organic Products

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

Item (1a—1e) — Consumer Direct Sales is the process of marketing directly to consumers. Sometimes called relationship marketing, this method is usually based on word-of-mouth recommendations and developing customer loyalty. U-Pick or Pick-Your-Own farms grow crops specifically to be harvested by customers. Community supported agriculture (CSA) is a type of operation intended to create a relationship between farmers and consumers wherein risks and bounties are shared. CSA customers buy shares for a season by paying a fee in advance. In return, they receive a regular (in most cases weekly) selection of food.
Item (1f—1j) — Direct-to-retail marketing is an agreement between the producer and the retailer (food store, restaurant, or institution) to provide a specific product of the highest quality, usually commanding a higher price per pound.
Item (1k—1q) — Wholesale markets generally mean that the producer is selling directly to natural food store chains, processors, distributors, or other organization rather than directly to the customers. The idea behind wholesale marketing is that the customers get a reduced price by buying in bulk.
Item 2a — First point of sales refers to the distance food travels from the location where it is grown to the location where first sold. This question addresses how food miles are calculated, investigates how food miles affect producers and will be used to evaluate methods for curbing the energy intensiveness of our food transportation system.
Item 3a — Specify which product(s) was produced or processed as a value added product and report the gross value of sales for that product.
Item 3b — Report the percentage of total organic sales that were derived from the processed or value-added products.
Item 4(a—e) The following questions address the marketing options for organic producers. A good marketing strategy begins with planning, pricing, promotion, and distribution of products and services to consumers.
Item 4(a—f) — Mark Yes or No.
Item 4f — A production contract is an agreement between a producers and contractor (integrator) setting terms, conditions, and fees to be paid by the contractor to this operation for the production of crops, livestock, or poultry.
Item 4f(i) — Report the percent of total organic production that was produced under a production contract arrangement.

Section 9 — Other Information

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

Item 1 — If necessary please refer to the Terms and Definitions. Also, these acres should be in line with the acreage reported in Section 1, Question 2.
Item 2 — These acres should be in line with the acreage reported in Section 1, Question 2.
Item 3 — If necessary, see Terms and Definitions.
Item 4 — If applicable, mark yes or no.
Item 5 — Mark yes or no.
Item 6 — Please only mark one box. If box 6 (other) is marked then please specify, in the box provided, what the primary challenge you face as an organic farmer.
Item 7 — This includes growing or raising organic and conventional agriculture products.
Item 8 — Applies only if answer to Question 1a of Section 1 is **yes**.
Item 9 — Please only mark one box.
Item 10 — Please only mark one box.
Item 12 — If necessary, see Terms and Definitions.

Section 10 — Conclusion

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

APPENDIX C. **Organizations Providing Organic Certification Services for Producers and Processors in New York State**

Organizations Providing Organic Certification Services
for Producers and Processors in New York State

Phillip M. Bibbo (518) 485-0048
NYS Department of Agriculture & Markets
A comprehensive list of the USDA Accredited Certifying Agents can be found at the National Organic Program web site @ www.ams.usda.gov/nop

York State Offices

Northeast Organic Farming Association of New York Certified Organic, LLC (NOFA-NY) 840 Front St., Binghamton, NY 13905	(607) 724-9851 http://nofany.org
Natural Food Certifiers (NFC) 648 Central Park Ave., Ste. 136 Scarsdale, NY 10583	(845) 426-5098 www.nfccertification.com
New York State Offices Northeast Organic Farming Association of New York Certified Organic, LLC (NOFA-NY) 840 Front St., Binghamton, NY 13905	(607) 724-9851 http://nofany.org
Natural Food Certifiers (NFC) 648 Central Park Ave., Ste. 136 Scarsdale, NY 10583	(845) 426-5098 www.nfccertification.com

Out of State Offices

California Certified Organic Farmers (CCOF) 2155 Delaware Avenue, Suite 150, Santa Cruz CA 95060	(831) 423-2263 www.ccof.org
Certified Organic, Inc. (COI) 500 1st St. Keosququa, IA 52565	866-581-6428 www.certifiedorginc.org
Farm Verified Organic and ICS-US (FVO) 5449 45th St. SE, Medina, ND 58467	(701) 486-3578 www.ics-intl.com
Global Organic Alliance, Inc. (GOA) PO Box 530, 3185 RD 179, Bellefontaine, OH 43311	(937) 593-1232 www.goa-online.org
Oregon Tilth 470 Lancaster Dr. NE, Salem, OR 97301	(503) 378-0690 (press 8) www.tilth.org
Organic Crop Improvement Association (OCIA) 6400 Cornhusker, Ste. 125, Lincoln, NE 68507	(402) 477-2323 www.ocia.org
Pennsylvania Certified Organic (PCO) 406 S. Pennsylvania Ave., Centre Hall, PA 16828	(814) 364-1344 www.paorganic.org
Pro-Cert Canada, Inc. (OCPP/OCPRO) Box 100A, RR #3, 100A 475 Valley Rd, Saskatoon, Saskatchewan S7K 3J6	(306) 382-1299 (705) 374-5602-3 www.ocpro.ca/
Quality Assurance International (QAI) 9191 Towne Centre Dr., Ste.510, San Diego, CA 92122	(858) 792-3531 www.qai-inc.com
Quality Certification Services (QCS) PO Box 12311, Gainesville, FL 32604	(352) 377-0133 www.qcsinfo.org
Stellar Certification Services (SCS) PO Box 1390, Philomath, OR 97370	(541) 929-7148 http://demeter-usa.org
Vermont Organic Farmers, LLC (VOF) PO Box 697, Richmond, VT 05477	(802) 434-4122 www.nofavt.org

OTHER A.E.M. EXTENSION BULLETINS

EB No	Title	Fee (if applicable)	Author(s)
2010-12	2010 Federal Reference Manual for Regional Schools, Income Tax Management and Reporting for Small Businesses and Farms	($25.00)	Bouchard G. and J. Bennett
2010-11	2010 New York State Reference Manual for Regional Schools, Income Tax Management and Reporting for Small Businesses and Farms.	($25.00)	Bennett, J. and K. Bennett
2010-10	Dairy Farm Business Summary, Intensive Grazing Farms, New York, 2009		Conneman, G., Karszes, J., Grace, J., Murray, P., Carlberg, V., Benson, A., Staehr, A., Ames, M., Glazier, N., Anderson, J. and L. Putnam
2010-09	Profiles of Successful Farm Transfers on Long Island		Staehr, A.
2010-08	Dairy Farm Business Summary, New York Small Herd Farms, 80 Cows or Fewer, 2009	($16.00)	Knoblauch, W., Putnam, L., Kiraly, M. and J. Karszes
2010-07	Dairy Farm Business Summary, Hudson and Central New York Region, 2009	($12.00)	Knoblauch, W., Putnam, L., Karszes, J., Buxton, S., Shoen, K., Hadcock, S., Kiraly, M., Hulle, L., Smith, R, Skellie, K., Conneman, G. and R. Overton
2010-06	Dairy Farm Business Summary, Northern NY Region, 2009	($12.00)	Knoblauch, W., Putnam, L., Karszes, J., Murray, P., Vokey, F., Prosper, J., Deming, A., Balbian, D., Buxton, S., Manning, J., Collins, B. and R. Overton
2010-05	Dairy Farm Business Summary, Western NY Region, 2009	($12.00)	Knoblauch, W., Putnam, L., Karszes, J., Hanchar, J., Grace, J., Carlberg, V., Petzen, J., Welch, D., Ames, M., Overton, R. and K. Skellie
2010-04	Dairy Farm Business Summary, New York Large Herd Farms, 300 Cows or Larger, 2009	($16.00)	Karszes, J., Knoblauch, W. and L. Putnam
2010-03	The Effectiveness of Farm-to-Chef Marketing of Local Foods: an Empirical Assessment from Columbia County, NY"		Schmit, T., Lucke, A. and S. Hadcock

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