

2008 ORGANIC PRODUCTION SURVEY

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



National Agricultural
Statistics Service

Please return your
completed report to:

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

OFFICE USE ONLY

08-A623

0010	0011	0016

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

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

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

SECTION 1 OPERATION INFORMATION

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

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

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

111 1 **Yes** – Specify certifying agency – Go to Question 2
 2 **No**, exempt from certification (under \$5,000 in annual organic sales) – Go to Question 1b
 3 **No**, not certified – Go to Question 1b

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

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

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



SECTION 3 ORGANIC FIELD CROPS

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

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

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

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

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

Field Crops	Code	Field Crops	Code	Field Crops	Code
Beans, all dry edible including limas (cwt.)	322	Herbs, dried (lbs.)	343	Rye for grain or seed (bu.)	362
Buckwheat (bu.)	325	Proso millet (cwt.)	347	Safflower (lbs.)	365
Canola, edible (lbs.)	328	Mint, peppermint and spearmint (lbs. of oil)	350	Sorghum for grain or seed, including milo (bu.)	368
Corn for silage or greenchop (tons)	331	Peanuts for nuts (lbs.)	353	Sorghum for silage or greenchop (tons)	371
Cotton, all (bales)	334	Peas, dry peas and lentils (cwt.)	356	Sugarcane for sugar (tons)	374
Flaxseed (bu.)	307	Popcorn (lbs. shelled)	359	Sunflower seed, all (lbs.)	377
Hay, all dry hay (tons)	337	Potatoes, report in section 2		Other field crops, specify above (lbs.)	397
Haylage, other silage or greenchop (tons)	339				

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



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 **Yes** – Complete this section **No** – Go to Section 6

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

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



SECTION 6 PRODUCTION EXPENSES

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

Expense	None	Total Expenses (Dollars)	Portion for Organic Production (Percent)
a. Organic certification expense	<input type="checkbox"/>	1500 \$.00	
b. Fertilizers, lime, and soil conditioners	<input type="checkbox"/>	1501 \$.00	601 %
c. Agriculture chemicals, beneficial insects, and other organic materials for pest control.	<input type="checkbox"/>	1522 \$.00	62 %
d. Gasoline, diesel, fuels, and oils purchased for the farm business	<input type="checkbox"/>	1507 \$.00	60 %
e. Seed, plants, vines, trees, etc. purchased	<input type="checkbox"/>	1503 \$.00	603 %
f. Hired agricultural labor including contract labor (include wages and benefit expenses)	<input type="checkbox"/>	1541 \$.00	641 %
g. Livestock purchased or leased	<input type="checkbox"/>	1529 \$.00	629 %
h. Feed purchased for livestock and poultry	<input type="checkbox"/>	1506 \$.00	606 %
i. Interest paid on all debt related to the farm business	<input type="checkbox"/>	1547 \$.00	647 %
j. Property taxes paid in 2008	<input type="checkbox"/>	1517 \$.00	617 %
k. Rent and lease expenses for land, buildings, machinery, etc. – include grazing fees	<input type="checkbox"/>	1537 \$.00	637 %
l. Customwork, such as custom hauling, custom planting, custom harvesting, etc.	<input type="checkbox"/>	1512 \$.00	612 %
m. Repairs, supplies, and maintenance costs	<input type="checkbox"/>	1509 \$.00	609 %
n. Utilities expense (including water purchased)	<input type="checkbox"/>	1508 \$.00	608 %
o. All other production expenses – Include animal health cost, storage, marketing expenses, etc.	<input type="checkbox"/>	1518 \$.00	618 %
Total Expenses (sum items a-o)		1599 \$.00	

SECTION 7 ORGANIC PRODUCTION PRACTICES

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

- a. Biological pest management? 701 1 **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**

SECTION 8 MARKETING PRACTICES FOR ORGANIC PRODUCTS

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

% of **Total** 2008
Gross Organic Sales

		Percent
Consumer direct sales	a. On-site (e.g., farm stand, U-pick)	801 %
	b. Farmers' markets	802 %
	c. Community Supported Agriculture (CSA) shares.	803 %
	d. Mail order or Internet.	804 %
	e. Other consumer direct - <i>please specify:</i> <input type="text"/> 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 - <i>please specify:</i> <input type="text"/> ⁸³⁰	810 %
	Wholesale markets	k. Natural food store chain buyer.
l. Conventional supermarket chain buyer.		812 %
m. Processor, mill, or packer.		813 %
n. Distributor, wholesaler, broker, or repacker.		814 %
o. Sales to other farm operations.		815 %
p. Grower cooperative.		816 %
q. Other wholesale - <i>please specify:</i> <input type="text"/> 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).
- b. Regionally (more than 100 miles but less than 500 miles).
- c. Nationally (500 miles or further).
- d. Internationally.

841	
842	
843	
844	
100%	

SAMPLE ONLY - DO NOT FILL OUT



SECTION 8 MARKETING PRACTICES FOR ORGANIC PRODUCTS, cont.

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

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

a. What was produced and marketed?

Specify:

Gross Value-Added Sales	
851	
\$.00

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

852	%
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4. Please answer the following questions for this operation:

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

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

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

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

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

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

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

SECTION 9 OTHER INFORMATION

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

Acres	
901	

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

902	
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3. Did this operation participate in the National Organic Certification Cost Share Program in 2008? 903 1 **Yes** 3 **No**

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

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

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

1 Regulatory problems (excessive paperwork/record keeping, certification costs, etc.)

2 Price issues (low premiums, lack of price information, prices inconsistent, etc.)

3 Production problems (high input costs, low yields, poor product quality)

4 Market access (too much competition, not enough volume produced, lack of buyers, etc.)

5 Management issues (overall time requirement, labor management, access to capital, etc.)

6 Other, Specify:

Office Use	
906	



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)

- 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

Office Use
909

10. What was this operation's total gross value of sales of ALL (organic and conventional) agricultural products in 2008? (check one)

- | | | |
|--|--|---|
| 0 <input type="checkbox"/> None | 5 <input type="checkbox"/> \$10,000 - \$24,999 | 10 <input type="checkbox"/> \$500,000 - \$999,999 |
| 1 <input type="checkbox"/> \$1 - \$999 | 6 <input type="checkbox"/> \$25,000 - \$49,999 | 11 <input type="checkbox"/> \$1,000,000 - \$4,999,999 |
| 2 <input type="checkbox"/> \$1,000 - \$2,499 | 7 <input type="checkbox"/> \$50,000 - \$99,999 | 12 <input type="checkbox"/> \$5,000,000 or more |
| 3 <input type="checkbox"/> \$2,500 - \$4,999 | 8 <input type="checkbox"/> \$100,000 - \$249,999 | |
| 4 <input type="checkbox"/> \$5,000 - \$9,999 | 9 <input type="checkbox"/> \$250,000 - \$499,999 | |

Office Use
910

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)

9910

Telephone with Area Code

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

Thank you for your response

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Response	Respondent	Mode	R Unit	Enum.	Eval.
1-Comp 2-R 3-Inac 4-Office Hold 5-R - Est 6-Inac - Est 7-Off Hold - Est 8-Known Zero	9901 1-Op/Mgr 2-Sp 3-Acct/Bkpr 4-Partner 9-Oth	9902 1-Mail 2-Tel 3-Face-to-Face 4-CATI 5-Web 6-e-mail 7-Fax 8-CAPI 19-Other	9903 0921	0098	0100

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