

Instruction Sheet 2014 Organic Survey

COMPLETING THE 2014 REPORT FORM

Make all entries clear and easy to read. Use a **blue** or **black** ball point pen. Enter your answers in the proper spaces and in the units requested, i.e., number of acres, dollars, percent, etc. Mark all applicable Yes/No boxes with an "X."

Refer to the instructions below for completing your report form. The report form was mailed to agricultural producers and growers throughout the United States. Because it is meant for use in all parts of the country, it may contain items and inquiries which do not apply to your operation. In this case, mark the "No" or "None" box and go on to the next item or section.

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

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

If You Did Not Operate Any Agricultural Land in 2014

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

Partial Year Operation

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

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

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

Partnership Operations

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

REPORTING VALUE OF SALES

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

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

Do NOT include:

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

INSTRUCTIONS BY SECTION

SECTION 1 ORGANIC PRODUCTION SCREENER/OPERATION INFORMATION

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

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

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

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

SECTION 2 ORGANIC FIELD CROPS

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

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

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

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

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

SECTION 3 ORGANIC GRAPES

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

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

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

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

SECTION 4 CERTIFIED ORGANIC APPLES

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

FRESH Utilization: Apples sold as a whole fresh fruit.

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

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

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

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

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

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

SECTION 5 OTHER ORGANIC FRUITS, TREE NUTS, AND BERRIES

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

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

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

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

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

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

SECTION 6 ORGANIC VEGETABLES GROWN IN THE OPEN

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

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

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

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

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

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

SECTION 7 ORGANIC VEGETABLES GROWN UNDER PROTECTION

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

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

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

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

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

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

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

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

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

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

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

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

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

SECTION 9 ORGANIC ACRES UNDER CROP INSURANCE

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

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

SECTION 10 GMO PRESENCE IN ORGANIC CROPS

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

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

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

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

SECTION 11 ORGANIC LIVESTOCK, POULTRY AND LIVESTOCK PRODUCTS

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

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

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

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

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

SECTION 12 PRODUCTION EXPENSES

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

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

SECTION 13 PRODUCTION PRACTICES

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

SECTION 14 MARKETING PRACTICES FOR ORGANIC PRODUCTS

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

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

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

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

Item 2 - Community Supported Agriculture – a type of operation intended to create a relationship between farmers and consumers wherein risks and bounties are shared. CSA customers buy shares for a season by paying a fee in advance. In return, they receive a regular (in most cases weekly) selection of food.

Item 3 – Report what percent of your organic products’ first point of sale were done locally, regionally, nationally, or internationally.

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

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

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

SECTION 15 OTHER INFORMATION

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

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

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

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

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

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

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

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

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

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

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

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

SECTION 16 TRANSITIONAL ACREAGE

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

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

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

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

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

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

SECTION 17 CONCLUSION

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