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## Appendix B.

# General Explanation and Report Form

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### DEVELOPMENT OF THE REPORT FORM

Planning for the 2019 Organic Survey began in the fall of 2018. NASS pretested an early draft of the report form by conducting cognitive interviews with certified organic producers. Results from the cognitive interviews, along with recommendations from federal representatives and lessons learned from the 2016 Certified Organic Survey, were considered carefully before the final report form was completed.

### DATA CHANGES

The crop and livestock sections have had minor changes since the last organic survey was conducted in 2014.

- In Section 2, Certified Organic Vegetables Grown in the Open, Squash was updated to Squash, All including zucchini to ensure that all squash were being accurately accounted for on the report form.
- In Section 10, Certified Organic Livestock, the screening question was updated to ask respondents to include items produced for home use. In 2014, items for home use had been excluded.

### Report Form Changes

- The order of sections in the questionnaire were changed from 2014 version of the Organic Survey.
- Certified Organic Cultivated Christmas Trees and Maple Syrup were removed from the Organic floriculture crops, nursery crops, mushrooms and vegetables/herbs grown under protection section and given a separate section on the 2019 report form (Section 4).
- Certified Organic Citrus Fruits were removed from the Other Organic Fruits, Tree Nuts and

Berries Section where they were included in 2014 and were given a separate section in 2019 (Section 7).

- Certified Organic Berries, Tree Nuts and Fruits were removed from the Other Organic Fruits, Tree Nuts and Berries Section where they were included in 2014 and were given a separate section in 2019 (Section 8).
- A screener question was added allowing respondents to skip fresh and processed utilization questions in the fruit and vegetable sections if the respondent only sold fresh market commodities.
- In Section 6, Certified Organic Apples, the number of specific apple varieties reported by respondents were reduced from 22 to 9. The varieties listed in 2019 were Braeburn, Cameo, Cripps Pink, Gold Delicious, Granny Smith, Honeycrisp, and Red Delicious. Any varieties not listed were reported as “varieties not listed” and specified on the questionnaire.
- In Section 12, Marketing Practices, the questions regarding the location of the first point of sales for organic agriculture products produced by the operation and questions regarding production contracts were removed. The reporting of value added products was simplified to a single question regarding gross value of sales and a specification box for the type of value added product.
- In Section 13, Other Information, the number of reported production expenses were reduced from 15 to 7. Questions regarding the portion of reported production expenses resulting from organic production (percent) were removed.
- In Section 13, Other Information, the Gross Value of Sales breakouts were reduced from 34 to 13. Questions regarding what portion of the Net Household Income came from the

production and the sale of organic agricultural products were removed.

- In Section 15, No Certified Organic Production, had a screener added for operations that reported “No certified organic production in 2019.” This section contained specific questions related to the operation not reporting certified organic production in 2019.

## DEFINITIONS AND EXPLANATIONS

The following definitions and explanations provide a detailed description of specific terms and phrases used in this publication. Items in the publication tables which carry the note “see text” also are explained. Most of the definitions and explanations are the same as those used in earlier organic surveys.

**Acres and quantity harvested.** Totals for field crops, grapes, apples, fruits, tree nuts, berries, and vegetables in the open were reported in whole and tenths of acres. The area of floriculture, nursery crops, propagative materials, and mushrooms were reported as acres in the open to the tenth acre and grown under protection in square feet. During the tabulation process, the acres were rounded to whole acres at the aggregate level. Only area of harvested crops were summarized. Area of crops planted in 2019 for harvest the following year or crops that failed were not summarized.

**All apples.** This category contains the total amount of apples reported, including fresh and processing categories. This includes apples listed on the report form and apples not listed (included as Other).

**All berries.** This category contains the total amount of berries reported. This includes berries listed on the report form and berries not listed. Other fruits and tree nuts are not included.

**All berries and other fruit.** This category contains the total amount of berries and fruit reported. This includes all berries and fruit listed on the report form and berries and fruit not listed.

**All citrus.** This category contains the total amount of citrus reported. This includes citrus listed on the report form and citrus not listed.

**All other fruits.** This category contains the total amount of fruit (excluding apples or grapes) reported. This includes fruits listed on the report form and fruits not listed. Citrus fruits, tree nuts and other berries are not included.

**All tree nuts.** This category contains the total amount of tree nuts reported. This includes tree nuts listed on the report form and tree nuts not listed.

**Area and quantity harvested.** Totals for vegetables under protection were reported in square feet. The area of floriculture, nursery crops, propagative materials, and mushrooms were reported as acres in the open to the tenth acre and grown under protection in square feet. Area of crops planted in 2019 for harvest the following year or crops that failed were not summarized

**Certified organic commodity.** A commodity certified by a state or private agency, accredited by the USDA, under the guidance of the National Organic Program (NOP). For more information, go to <https://www.ams.usda.gov/> and select the National Organic Program.

**Certifying agency.** An agency or organization that, for an annual fee, certifies an operation’s organic practices are in accordance with the USDA’s NOP rules.

**Chickpeas (Garbanzo), all.** This category includes the total amount of Kabuli chickpeas and other chickpeas not listed on the report form.

**Community Supported Agriculture (CSA).** A type of operation 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.

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

**Direct to consumer sales.** This is the process of marketing directly to consumers. Sales may be through farmers markets, on-farm stores or farm

stands, roadside stands or stores, u-pick, CSAs (Community Supported Agriculture), or online marketplaces operated by the farming operation.

**Direct to retail markets, institutions, and food hubs for locally or regionally branded sales.** This is the process of marketing directly to outlets that sell to consumers. Sales outlets include supermarkets, supercenters, restaurants, caterers, grocery stores, food cooperatives, K-12 schools, colleges or universities, hospitals, workplace cafeterias, prisons, and foodbanks.

**Dry edible beans, all.** This category includes black, blackeye, great northern, dark red kidney, light red kidney, lima, navy, pinto, and dry beans not listed.

**EQIP Organic Initiative.** A program administered by the National Resource Conservation Service (NRCS) that provides technical and financial assistance for organic farmers and ranchers, or those interested in transitioning to organic. NRCS can help organic producers improve their operations or help producers transition to organic using a conservation plan tailored to their needs.

**Field crops not listed.** Any other field crops that did not have a specific code in the field crops section of the report form are included here.

**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 including cacti and succulents.

**Genetically Modified Organisms (GMOs).** This refers to genetically modified crops used in agriculture, the DNA of which has been modified using genetic engineering techniques. In most cases the aim is to introduce a new trait to the plant that does not occur naturally in the species. GMOs are prohibited in organic production and farms were asked to report whether they suffered an economic loss due to the unintended presence of GMO material in a certified organic crop produced for sale.

**Grapes.** This category contains the total amount of grapes reported, including all grape utilization

categories. This includes grapes listed on the report form as Fresh, Wine Production, Juice Production, Raisins, and Other Processing Uses.

**Grapes, fresh, table use, other varieties.** This category includes any grape variety reported for fresh table use that did not have a specific code in the grape section or those that did not meet the publication standard.

**Grapes, other processing uses, all varieties.** This category includes any grape variety reported for other processing that did not have a specific code in the grape section or those that did not meet the publication standard.

**Major production challenges.** Respondents were asked to identify any major challenges they faced as an organic farmer. The choices were regulatory problems, price issues, production problems, market access, management issues, or other challenges. In past surveys, respondents were asked to choose the one item that represented their primary production challenge.

**Market value of all agricultural products sold.** This is the gross value of sales before taxes and production expenses were deducted of all agricultural products, including organic products, sold or removed from the place in 2019 regardless of who received the payment.

**Marketing contract.** A verbal or written agreement reached before harvest of a crop or before completion of a livestock production stage, setting a price or pricing formula and market for the commodity.

**Marketing practices.** Farms were asked to report the value of products sold directly to consumers, direct to retail markets/institution/food hubs, and the amount of processed or value-added products sold. See Direct to consumer and direct to retail for the types of outlets included in each marketing practice.

**National Organic Certification Cost-Share Program.** This program provides cost share assistance to producers and handlers of agricultural products who are obtaining or renewing their certification under the [National Organic Program](#) (NOP). Certified operations may receive up to 50 percent of their certification costs paid during

the program year, not to exceed \$500 per certification scope.

**National Organic Program (NOP).** Established by [Congress](#), this federal regulatory program develops and enforces [uniform national standards](#) for organically-produced agricultural products sold in the United States. Operating as a public-private partnership, the National Organic Program (NOP) accredits third-party organizations to certify that farms and businesses meet the national organic standards. USDA and accredited certifiers also work together to enforce the standards, ensuring a level playing field for producers and protecting consumer confidence in the integrity of the [USDA Organic Seal](#).

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

**Other apple varieties, all, fresh, or processing.** These categories contain the total amount of apples reported on the form by utilization that did not belong to any of the available variety codes.

**Other berries.** This category includes any berry reported that did not have a specific code in the berries, tree nuts, and fruits section or those that did not meet the publication standard.

**Other cattle.** This category includes organic bulls, beef calves, replacement milk heifers, etc.

**Other citrus fruits.** This category includes any citrus fruit reported that did not have a specific code in the citrus section or those that did not meet the publication standard.

**Other field crops.** This category includes any field crops that did not have a specific code in the field crops section of the report form.

**Other fruits.** This category includes any fruit (which were not apples or grapes) reported that did not have a specific code in the berries, tree nuts, and fruits section or those that did not meet the publication standard.

**Other fruits, fresh.** This category includes any fresh fruit (which were not apples or grapes) reported that did not have a specific code in the berries, tree nuts, and fruits section. This also includes fresh fruit that did not meet the publication standard as well as any reported tart cherries, coffee, dates, olives, and prunes.

**Other fruits, processing.** This category includes any processed fruit (which were not apples or grapes) reported that did not have a specific code in the berries, tree nuts, and fruits section. This also includes processed fruit that did not meet the publication standard as well as any reported tart cherries, coffee, dates, olives, and prunes.

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

**Other livestock products.** This category includes semen, embryos, manure, feathers, etc., that was sold.

**Other poultry.** This category includes organic poultry not listed separately on the report form. Data includes ducks, quail, pullets, etc.

**Other tree nuts.** This category includes any tree nut reported that did not have a specific code in the berries, tree nuts, and fruits section or those that did not meet the publication standard.

**Other vegetables.** This category includes any vegetables grown in the open not listed on the report form or those that did not meet the publication standard.

**Other vegetables, fresh.** This category includes any fresh vegetables grown in the open reported that did not have a specific code in the fresh vegetable section. This also includes fresh vegetables that did not meet the publication standard as well as any reported artichokes and honeydews.

**Other vegetables, processing.** This category includes any processed vegetables reported that did not have a specific code in the other processed vegetable section. This also includes processed vegetables that did not meet the publication standard as well as any reported artichokes and honeydews.

**Other vegetables and fresh herbs grown under protection.** This category includes any vegetable or fresh herbs grown under protection not listed on the

report form or those that did not meet the publication standard.

**Peak inventory.** This is the largest number of individual species of livestock and poultry on the operation during 2019.

**Peas, all dry edible.** This category includes the total amount of smooth green peas, yellow dry peas, and other dry peas not listed on the report form.

**Price premium received for products from transitioning land.** This is the number of farms that received a price premium, over conventional price of the product, measured in percent, for products that were produced on transitional land.

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

**Propagative materials sold.** This category includes unfinished plants such as 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); and vegetable transplants sold for transplant to farm fields.

**Rice, all.** This category includes the total amount reported for long grain rice, medium grain rice, and short grain rice in the field crops section.

**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 that adds value. Some examples of adding value to commodities produced on the farm are: bottling milk; making cheese; processing or curing meat; producing wine, cider, juice, or jam; butchering livestock; and handcrafting milled or ground grains.

**Value of sales.** This is the gross value of sales of all certified organic agricultural products sold or removed from the place in 2019 regardless of who received the payment. The gross value of sales is at the commodity level and does not include any activity that enhances the commodity's value after production.

**Wine production, other varieties.** This category includes any grape variety reported for wine that did not have a specific code in the grape section or items that did not meet the publication standard.

# 2019 ORGANIC SURVEY

**SURVEY CODE:**

Form Number: 19-A623  
(11/18/2019)

www.agcounts.usda.gov



U.S. Department of Agriculture  
National Agricultural Statistics Service  
National Processing Center  
1201 East 10th Street  
Jeffersonville, IN 47132  
Phone: 1-888-424-7828  
Fax: 1-812-218-2232  
E-mail: [nass@usda.gov](mailto:nass@usda.gov)

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

The information you provide will be used for statistical purposes only. Your responses will be kept confidential and any person who willfully discloses ANY identifiable information about you or your operation is subject to a jail term, a fine, or both. This survey is conducted in accordance with the Confidential Information Protection provisions of Title V, Subtitle A, Public Law 107-347 and other applicable Federal laws. For more information on how we protect your information please visit: <https://www.nass.usda.gov/confidentiality>. Response to this survey is required by law under Title 7 USC 2204(g) Public Law 105-113.

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 number is 0535-0249. The time required to complete this information collection is estimated to average 40 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.

## SECTION 1 OPERATION INFORMATION

1. In 2019, did this operation produce or grow any organic agricultural products? (**Include** field crops, fruits, vegetables, floriculture, livestock, poultry, etc.)

110  
1  **Yes** - Continue to Item 2                      3  **No** - Go to Section 14, Page 15

2. In 2019, were any of these agricultural products **Certified Organic** as determined by the **USDA's National Organic Program (NOP)** standards?

111  
1  **Yes** - Continue to Item 3                      3  **No** - Go to Section 14, Page 15

3. What is the name of the certifying agency or organization?

119

4. In 2019, how many:

		Acres
a. <b>Certified organic</b> acres did this operator <b>own</b> ? . . . . .	150	<input style="width: 100%;" type="text"/>
b. <b>Certified organic</b> acres did this operator <b>rent or lease from</b> others? ( <b>Exclude</b> land used on a per-head or animal unit month (AUM) basis.) . . . . .	152 +	<input style="width: 100%;" type="text"/>
c. <b>Certified organic</b> acres did this operator <b>rent or lease to</b> others? . . . . .	115 -	<input style="width: 100%;" type="text"/>
5. [Calculate Items 4a + 4b - 4c] Then the <b>total certified organic acres operated</b> in 2019 were: . . . . .	154 =	<input style="width: 100%;" type="text"/>
6. Of the total (Item 5) certified organic acres operated in 2019, how many acres were:		
a. Certified organic <b>cropland</b> ? ( <b>Include</b> field crops, fruits, vegetables, floriculture, etc.) . . . . .	121	<input style="width: 100%;" type="text"/>
b. Certified organic <b>pasture</b> and <b>rangeland</b> ? . . . . .	122	<input style="width: 100%;" type="text"/>

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**SECTION 3 CERTIFIED ORGANIC FLORICULTURE CROPS, NURSERY CROPS, MUSHROOMS, VEGETABLES/HERBS UNDER PROTECTION**

1. Did this operation grow any certified organic floriculture crops, nursery crops, mushrooms and/or vegetables/herbs grown under protection in 2019?
- **Include** landlord's share and contractor's share.
  - **Exclude** wild gathered crops.
  - **Exclude** home use, home gardens, or personal consumption.
  - Report the production and value of sales of any commodity in this section even if the commodity was transformed to a value-added product.
  - If more than one crop was harvested from the same area, report area for each crop.
  - For two or more pickings of the same crop, report area harvested for that item only once, but report total production from all pickings.

400  
1  **Yes** - Complete this Section      3  **No** - Go to Section 4

Crops Grown	Code	Square Feet Under Glass or Other Protection	Acres in the Open		Gross Value of Sales of Certified Organic Production
			Acres	Tenths	
a. Floriculture and bedding crops	401			.	\$ .00
b. Nursery crops and aquatic plants	404			.	\$ .00
c. Propagative materials sold	407			.	\$ .00
d. Mushrooms	410			.	\$ .00
e. Tomatoes grown under protection	420				\$ .00
f. Other vegetables and fresh herbs grown under protection	424				\$ .00

Floriculture and Bedding Crops	Code	Nursery Crops and Aquatic Plants	Code	Propagative Materials Sold	Code
<b>Include</b> bedding and garden plants, annuals, herbaceous perennials, vegetable plants, cut flowers, cut florist greens, foliage plants, potted flowering plants, and other floriculture and bedding plants	401	<b>Include</b> nursery stock – ornamentals, shrubs, shade trees, flowering trees, evergreens, live Christmas trees, fruit and nut trees, and plants, vines, palms, ornamental grasses, bareroot herbaceous perennials, aquatic plants	404	<b>Include</b> bulbs, corms, rhizomes, tubers, cuttings, seedlings, liners, plugs, flower seeds, tobacco plants sold for transplant to farm fields, vegetable seeds, and vegetable transplants to farm fields	407

**SECTION 4 CERTIFIED ORGANIC CULTIVATED CHRISTMAS TREES AND MAPLE SYRUP**

1. Did this operation grow any certified organic cultivated Christmas trees or tap any maple trees for maple syrup in 2019?
- **Include** landlord's share and contractor's share.
  - **Exclude** wild gathered crops.
  - **Exclude** home use, home gardens, or personal consumption.
  - Report the production and value of sales of any commodity in this section even if the commodity was transformed to a value-added product.

500  
1  **Yes** - Complete this Section      3  **No** - Go to Section 5

Crop	Code	Acres in Production	Number of Trees Cut	Gross Value of Sales of Certified Organic Production
a. Cultivated Christmas trees, cut and to be cut	451			\$ .00
Crop	Code	Number of Taps	Gallons of Syrup Produced	Gross Value of Sales of Certified Organic Production
b. Maple syrup	491			\$ .00

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**SECTION 5 CERTIFIED ORGANIC GRAPES**

1. Did this operation harvest any **certified organic grapes** in 2019?  
 • **Include** landlord's share and contractor's share.  
 • **Exclude** home use, home gardens, or personal consumption.

5000 1  **Yes** - Complete this Section      3  **No** - Go to Section 6

2. **Total Certified Organic Grapes Harvested**

- a. How many acres of certified organic grapes were harvested on this operation in 2019?

• Please report acres to the tenth of an acre. . . . . 5020

**CERTIFIED ORGANIC GRAPES HARVESTED**

Acres	Tenths
Pounds	

- b. What were the total pounds of certified organic grape production on this operation in 2019? . . . . . 5021

- c. For each grape variety of **certified organic grapes** harvested in 2019, report the variety code, quantity of production **sold** or to be sold, and **gross value of sales** for the production by use.  
 • **Include** production that was sold **and estimate what will be sold.**  
 • Report the production and value of sales of any commodity in this section even if the commodity was transformed to a value-added product.

Using Codes Below Table, Specify Certified Organic Grape Varieties by Use	Code	Quantity of Certified Organic Production Sold or to be Sold in 2019	Gross Value of Sales of Certified Organic Production
<b>a. Grapes Harvested as Fresh (Table Use)</b>			
			lb \$ .00
			lb \$ .00
			lb \$ .00
			lb \$ .00
<b>b. Grapes Harvested for Wine Production</b>			
			lb \$ .00
			lb \$ .00
			lb \$ .00
			lb \$ .00
			lb \$ .00
c. Grapes Harvested for Juice Production, all varieties	5080		lb \$ .00
d. Grapes Harvested for Raisins, all varieties	Fresh weight	5105	lb \$ .00
	Dry weight	5107	lb \$ .00
e. Grapes Harvested for Other Processing Uses, all varieties	5120		lb \$ .00

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

Grape Varieties	Code	Grape Varieties	Code	Grape Varieties	Code
Autumn King . . . . .	01	Merlot . . . . .	13	Scarlet Royal . . . . .	25
Cabernet Sauvignon . . . . .	03	Muscat of Alexandria . . . . .	15	White Riesling . . . . .	27
Chardonnay . . . . .	05	Pinot Gris . . . . .	17	Zinfandel . . . . .	29
Crimson . . . . .	07	Pinot Noir . . . . .	19	Varieties not listed, specify above. . . . .	31
Flame . . . . .	09	Red Globe . . . . .	21		
French Colombard . . . . .	11	Rubired . . . . .	23		

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**SECTION 6 CERTIFIED ORGANIC APPLES**

1. Did this operation harvest any **certified organic apples** in 2019?  
 • **Include** landlord's share and contractor's share.  
 • **Exclude** home use, home gardens, or personal consumption.

4000  **Yes** - Complete this Section      3  **No** - Go to Section 7

2. **Acreage and Production** – Complete the table below for each variety harvested in 2019. For those varieties not printed in the table, enter the crop name and crop code from the list below.

Apple Variety	Code	Certified Organic Acres Harvested in 2019		Total Certified Organic Production Sold or to be Sold in 2019			
		Acres	Tenths	Quantity	Unit (Bins, Pounds, Boxes, Etc.)	Pounds Per Unit If not reported in Pounds or Tons	Gross Value of Sales
Fuji, all	4140						\$ .00
Gala, all	4160						\$ .00
							\$ .00
							\$ .00
							\$ .00

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

Apple Varieties	Code	Apple Varieties	Code	Apple Varieties	Code
Braeburn, all . . . . .	4020	Golden Delicious, all . . . . .	4220	Red Delicious, all . . . . .	4440
Cameo, all . . . . .	4040	Granny Smith, all . . . . .	4240	Rome, all . . . . .	4460
Cripps Pink, all . . . . .	4080	Honeycrisp, all . . . . .	4280	Varieties not listed, specify above, all . . . . .	4480

3. How were these harvested certified organic apples utilized in 2019?  
 • **Include** production that was sold **and estimate what will be sold**.  
 • Report the production and value of sales of any commodity in this section even if the commodity was transformed to a value-added product.

4001  Some or all to commercial processing – Complete the table below      2  100% fresh market – Go to Section 7

Apple Variety	Code	COMMERCIAL PROCESSING (Include juiced, canned, dried, etc. Exclude fresh packaged fruit.)				FRESH MARKET			
		Quantity of 2019 Certified Organic Production Sold as Processing	Unit (Bins, Pounds, Boxes, etc.)	Pounds per Unit If not reported in Pounds or Tons	Gross Value of Sales of 2019 Certified Organic Production as Processing	Quantity of 2019 Certified Organic Production Sold as Fresh	Unit (Bins, Pounds, Boxes, etc.)	Pounds per Unit If not reported in Pounds or Tons	Gross Value of Sales of 2019 Certified Organic Production as Fresh
Fuji, all	4149				\$ .00				\$ .00
Gala, all	4169				\$ .00				\$ .00
					\$ .00				\$ .00
					\$ .00				\$ .00
					\$ .00				\$ .00

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

Apple Varieties	Code	Apple Varieties	Code	Apple Varieties	Code
Braeburn, all . . . . .	4029	Golden Delicious, all . . . . .	4229	Red Delicious, all . . . . .	4449
Cameo, all . . . . .	4049	Granny Smith, all . . . . .	4249	Rome, all . . . . .	4469
Cripps Pink, all . . . . .	4089	Honeycrisp, all . . . . .	4289	Varieties not listed, specify above, all . . . . .	4489

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**SECTION 7 CERTIFIED ORGANIC CITRUS FRUITS**

1. Did this operation harvest any **certified organic citrus fruits** in 2019?  
 • **Include** landlord's share and contractor's share.  
 • **Exclude** home use, home gardens, or personal consumption.

7000 1  **Yes** - Complete this Section 3  **No** - Go to Section 8

2. **Acreage and Production** – Complete the table below for each citrus fruit harvested in 2019. Enter the crop name and crop code from the list below.

Citrus Fruit	Code	Certified Organic Acres Harvested in 2019		Total Certified Organic Production Sold or to be Sold in 2019		
		Acres	Tenths	Quantity	Unit (Bins, Pounds, Boxes, Etc.)	Pounds Per Unit If not reported in Pounds or Tons
						\$ .00
						\$ .00
						\$ .00
						\$ .00
						\$ .00

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

Citrus Fruit	Code	Citrus Fruit	Code	Citrus Fruit	Code
Grapefruit . . . . .	7010	Oranges, valencia. . . . .	7070	Citrus fruits not listed, specify above. .	7130
Lemons . . . . .	7030	Oranges, all other. . . . .	7090		
Oranges, navel. . . . .	7050	Tangerines and Mandarins . . . . .	7110		

3. How were these harvested certified organic fruits utilized in 2019?  
 • **Include** production that was sold **and estimate what will be sold**.  
 • Report the production and value of sales of any commodity in this section even if the commodity was transformed to a value-added product.

7001 1  Some or all to commercial processing – Complete the table below 2  100% fresh market – Go to Section 8

Citrus Fruit	Code	COMMERCIAL PROCESSING (Include juiced, canned, dried, etc. Exclude fresh packaged fruit.)				FRESH MARKET			
		Quantity of 2019 Certified Organic Production Sold as Processing	Unit (Bins, Pounds, Boxes, etc.)	Pounds per Unit If not reported in Pounds or Tons	Gross Value of Sales of 2019 Certified Organic Production as Processing	Quantity of 2019 Certified Organic Production Sold as Fresh	Unit (Bins, Pounds, Boxes, etc.)	Pounds per Unit If not reported in Pounds or Tons	Gross Value of Sales of 2019 Certified Organic Production as Fresh
					\$ .00				\$ .00
					\$ .00				\$ .00
					\$ .00				\$ .00
					\$ .00				\$ .00
					\$ .00				\$ .00

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

Citrus Fruit	Code	Citrus Fruit	Code	Citrus Fruit	Code
Grapefruit . . . . .	7019	Oranges, valencia. . . . .	7079	Citrus fruits not listed, specify above. .	7139
Lemons . . . . .	7039	Oranges, all other. . . . .	7099		
Oranges, navel. . . . .	7059	Tangerines (Mandarins). . . . .	7119		

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**SECTION 8 CERTIFIED ORGANIC BERRIES, TREE NUTS, AND FRUITS UTILIZATION**

3. How were these harvested **certified organic berries, tree nuts, and fruits** utilized in 2019?

- **Include** production that was sold **and estimate what will be sold.**
- Report the production and value of sales of any commodity in this section even if the commodity was transformed to a value-added product.

6001  Some or all to commercial processing – Complete the table below  100% fresh market – Go to Section 9

Certified Organic Berries, Tree Nuts, and Fruits	Code	COMMERCIAL PROCESSING (Include juiced, canned, dried, etc. Exclude fresh packaged fruit.)				FRESH MARKET			
		Quantity of 2019 Certified Organic Production Sold as Processing	Unit (Bins, Pounds, Boxes, etc.)	Pounds per Unit If not reported in Pounds or Tons	Gross Value of Sales of 2019 Certified Organic Production as Processing	Quantity of 2019 Certified Organic Production Sold as Fresh	Unit (Bins, Pounds, Boxes, etc.)	Pounds per Unit If not reported in Pounds or Tons	Gross Value of Sales of 2019 Certified Organic Production as Fresh
Blueberries, cultivated	6039				\$ .00				\$ .00
Blueberries, wild	6059				\$ .00				\$ .00
Raspberries	6099				\$ .00				\$ .00
Strawberries	6119				\$ .00				\$ .00
					\$ .00				\$ .00
					\$ .00				\$ .00
					\$ .00				\$ .00
					\$ .00				\$ .00
					\$ .00				\$ .00
					\$ .00				\$ .00
					\$ .00				\$ .00
					\$ .00				\$ .00
					\$ .00				\$ .00
					\$ .00				\$ .00
					\$ .00				\$ .00
					\$ .00				\$ .00
					\$ .00				\$ .00
					\$ .00				\$ .00

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

Berries	Code	Tree Nuts	Code	Fruits	Code
Blackberries and Dewberries . . . . .	6019	Almonds (shelled basis) . . . . .	6209	Apricots . . . . .	6409
Cranberries . . . . .	6079	Hazelnuts/Filberts (in-shell basis) . . . . .	6229	Avocados . . . . .	6429
Berries not listed, specify above. . . . .	6139	Macadamia (wet in-shell basis) . . . . .	6249	Cherries, sweet. . . . .	6449
		Pecans (in-shell basis) . . . . .	6269	Cherries, tart. . . . .	6469
		Pistachios (in-shell basis) . . . . .	6289	Coffee . . . . .	6489
		Walnuts, English (in-shell basis). . . . .	6309	Dates. . . . .	6509
		Nuts not listed, specify above . . . . .	6329	Figs . . . . .	6529
				Nectarines . . . . .	6549
				Olives. . . . .	6569
				Peaches . . . . .	6589
				Pears. . . . .	6609
				Plums. . . . .	6629
				Prunes . . . . .	6649
				Fruits not listed, specify above . . . . .	6669

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**SECTION 9 CERTIFIED ORGANIC FIELD CROPS AND HAY**

1. Did this operation harvest any **certified organic small grains, row crops, oilseeds, hay, or pulse crops** in 2019?  
 • **Include** landlord's share and contractor's share.

2000  
 1  **Yes** - Complete this Section      3  **No** - Go to Section 10

2. Complete the table below for each crop harvested in 2019. For those crops not printed in the table, enter the crop name and crop code from the list below.
- **Include** production that was sold **and estimate what will be sold**.
  - Report the production and value of sales of any commodity in this section even if the commodity was transformed to a value-added product.
  - Report 'Total Certified Organic Production' and 'Quantity of Certified Organic Production Sold' in the measurement unit specified beside each crop in the list below.
  - When both dry hay and haylage were cut from the same acres, report for each type.
  - If two or more hay cuttings were made from the same acres, report acres harvested for that item only once but report total production from all cuttings.
  - Include certified organic crops grown on this operation in 2019 that were fed to livestock.

Field Crops	Code	Certified Organic Acres Harvested		Total Certified Organic Production	Total Certified Organic Production Sold or to be Sold in 2019		
		Acres	Tenths		Quantity		Gross Value of Sales
Tobacco (all types)	2620			lb	lb	\$	.00

Field Crops	Code	Certified Organic Acres Harvested	Total Certified Organic Production	Total Certified Organic Production Sold or to be Sold in 2019		
				Quantity		Gross Value of Sales
Corn (for grain or seed)	2040		bu	bu	\$	.00
Soybeans (for beans)	2320		bu	bu	\$	.00
					\$	.00
					\$	.00
					\$	.00
					\$	.00
					\$	.00

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

Crops (units)	Code	Crops (units)	Code	Crops (units)	Code
Barley for grain or seed (bu) . . . . .	2010	Proso Millet (bu) . . . . .	2220	Field Crops not listed, specify above (lbs) . . . . .	2700
Buckwheat (bu) . . . . .	2020	Rice, long grain (cwt) . . . . .	2230	<b>Dry Edible Bean Types</b>	
Canola, edible (lbs) . . . . .	2030	Rice, medium grain (cwt) . . . . .	2240	Black (cwt) . . . . .	2400
Corn, silage or greenchop (tons) . . . . .	2050	Rice, short grain (cwt) . . . . .	2250	Blackeye (cwt) . . . . .	2410
Cotton, Upland (bales) . . . . .	2060	Rice, wild (finished weight, cwt) . . . . .	2260	Great Northern (cwt) . . . . .	2420
Cotton, Pima (bales) . . . . .	2070	Rye for grain or seed (bu) . . . . .	2280	Kidney, Dark Red (cwt) . . . . .	2430
Flaxseed (bu) . . . . .	2080	Safflower (lbs) . . . . .	2290	Kidney, Light Red (cwt) . . . . .	2440
Hay, Alfalfa & Alfalfa Mixtures for dry hay (tons) . . . . .	2090	Sorghum for grain or seed, including milo (bu) . . . . .	2300	Lima, all (cwt) . . . . .	2450
Hay, All other Dry, include small grain hay (tons) . . . . .	2100	Sorghum for silage or greenchop (tons) . . . . .	2310	Navy (cwt) . . . . .	2470
Haylage or Greenchop from alfalfa & alfalfa mixtures (tons, green) . . . . .	2630	Spelt and emmer (bu) . . . . .	2610	Pinto (cwt) . . . . .	2490
Haylage, greenchop, or silage other than corn (tons, green) . . . . .	2110	Sugarcane for sugar (net tons) . . . . .	2330	Dry beans not listed, specify above (cwt) . . . . .	2510
Herbs, dried (lbs) . . . . .	2120	Sunflower seed, oil (lbs) . . . . .	2340	<b>Dry Peas and Lentils</b>	
Hops (lbs) . . . . .	2130	Sunflower seed, non-oil (lbs) . . . . .	2350	Austrian Winter Peas (cwt) . . . . .	2540
Mint, Peppermint (lbs of oil) . . . . .	2140	Triticale (bu) . . . . .	2640	Lentils (cwt) . . . . .	2550
Mint, Spearmint (lbs of oil) . . . . .	2150	Wheat, Durum for grain or seed (bu) . . . . .	2370	Dry peas not listed, specify above (cwt) . . . . .	2650
Oats, grain or seed (bu) . . . . .	2160	Wheat, Other Spring for grain or seed (bu) . . . . .	2380	<b>Chickpeas, all (Garbanzo) (cwt) . . . . .</b>	2710
Peanuts, all (lbs) . . . . .	2170	Wheat, Winter for grain or seed (bu) . . . . .	2360		
Popcorn (lbs shelled) . . . . .	2210				
Potatoes - Report in Section 2					

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**SECTION 10 CERTIFIED ORGANIC LIVESTOCK, POULTRY, AND LIVESTOCK PRODUCTS**

1. Did this operation have or produce any **certified organic livestock, poultry, or livestock products** in 2019?  
 • **Include** landlord's share and contractor's share.  
 • **Include** items produced for home use.  
 • Report the production and value of sales of any commodity in this section even if the commodity was transformed to a value-added product.

8000 1  **Yes** - Complete this Section 3  **No** - Go to Section 11

Livestock, Poultry, and Livestock Products	Code	Peak 2019 Certified Organic Inventory	Dec. 31, 2019 Certified Organic Inventory	Quantity of Certified Organic Sold or Moved in 2019	Gross Value of Sales of Certified Organic Production in 2019
a. Milk Cows and Milking Heifers that have Calved (Dry and milking)	8020				\$ .00
b. Milk (pounds)	8030				\$ .00
c. Beef Cows and Beef Heifers that have Calved	8060				\$ .00
d. Other Cattle (Include heifers that have not calved, steers, calves, and bulls)	8040				\$ .00
e. Hogs and Pigs	8050				\$ .00
f. Sheep and Lambs	8330				\$ .00
g. Goats and Kids	8300				\$ .00
h. Goat Milk (pounds)	8310				\$ .00
i. Other Livestock Specify: C					
8406	8400				\$ .00
j. Other Livestock Products, Specify: C					
8414	8410				\$ .00
k. Broilers	8200				\$ .00
l. Layers	8210				\$ .00
m. Eggs (dozens)	8220				\$ .00
n. Turkeys	8230				\$ .00
o. Other Poultry, including Pullets Specify: C					
8246	8240				\$ .00

2. Did this operation produce any certified organic livestock or poultry under a **production contract** arrangement in 2019?  
 • A **production contract** is a verbal or written agreement setting terms, conditions, and fees paid by the contractor to the operation for the production of livestock, poultry, and their products. The contractor owns the livestock or poultry and often provides inputs.

8600 1  **Yes** - What is the name of the contractor?   
 3  **No**



**SECTION 11 ORGANIC PRODUCTION PRACTICES, CROP INSURANCE, ECONOMIC LOSS**

1. In 2019, did this operation use any of the following practices for organic agricultural production:
- a. Apply or release beneficial organisms (insects, nematodes, fungi) to manage pests? ..... 702 1  Yes 3  No
  - b. 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
  - c. Plan planting locations to avoid cross infestation of pests in order to manage or reduce the spread of pests? ..... 704 1  Yes 3  No
  - d. 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
  - e. Plant crops at a specific time to avoid cross contamination from pollen from other crops or weeds? ..... 706 1  Yes 3  No
  - f. Produce or use organic mulch/compost? ..... 707 1  Yes 3  No
  - g. Apply animal manure? ..... 715 1  Yes 3  No
  - h. Plant green manures (cover crops plowed under to enrich the soil)? ..... 716 1  Yes 3  No
  - i. Plant cover crops not plowed into soil? ..... 717 1  Yes 3  No
  - j. Use no-till or minimum till cropping practices? ..... 709 1  Yes 3  No
  - k. 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
  - l. Use water management practices such as irrigation scheduling, controlled drainage, or structures for water control? ..... 711 1  Yes 3  No
  - m. Use rotational grazing? ..... 713 1  Yes 3  No
2. In 2019, did this operation market any of its organic products through **community supported agriculture shares (CSA's)**? ..... 865 1  Yes 3  No
3. In 2019, were any of this operation's total organic acres covered by crop insurance?  
 510 1  **Yes** - Continue 3  **No** - Go to Item 4
- a. What percent of this operation's total organic acres were covered by crop insurance in 2019? ..... 511 

Percent

 %
4. Which of the following best describes the reason why crop insurance was not purchased for the uninsured organic acres in 2019? (Check one)  
 512 1  Organic crop insurance is too expensive  
 2  I am unfamiliar with organic crop insurance  
 3  Crop insurance agents are unfamiliar with organic crop insurance  
 4  Organic crop insurance is not available for the organic commodities I produce  
 5  Organic price elections are not offered for the organic commodities I produce  
 6  I do not need/want organic crop insurance  
 7  Other (specify): 513

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5. Have you ever experienced economic loss due to the unintended presence of **GMO** material in a certified organic crop you produced for sale? (*Check all that apply*)

- 731  Yes, in 2019      732  Yes, prior to 2018      733  Don't Know  
 734  Yes, in 2018      735  No

6. Have you ever experienced economic loss due to the unintended presence of non-NOP approved **pesticides** in a certified organic crop you produced for sale? (*Check all that apply*)

- 736  Yes, in 2019      737  Yes, prior to 2018      738  Don't Know  
 739  Yes, in 2018      740  No

**SECTION 12    MARKETING PRACTICES FOR ORGANIC PRODUCTS**

1. During 2019, did this operation produce and sell any organic crops, livestock, poultry, or agricultural products that were food for humans to eat or drink?

- INCLUDE  
 • edible agricultural products for human consumption
- EXCLUDE  
 • non-edible products such as hay, cut flowers, Christmas trees, nursery products, etc.  
 • commodities produced under production contracts  
 • products purchased and resold

- 2750 1  **Yes** - Go to question 2      3  **No** - Go to question 3

2. How much was received in 2019 for the food produced and sold directly to:

a. **Consumers:** Farmers markets, on-farm stores or farm stands, roadside stands or stores, u-pick, CSA (Community Supported Agriculture), online marketplaces, etc.? . . . . . 2760

Mark "X" if None	Gross Value of Sales (Dollars)
	\$ .00

(i) Specify the food(s) that was produced and sold directly to consumers in 2019.

2761

b. **Retail Markets, Institutions, or Food Hubs for Locally or Regionally Branded Products:** Supermarkets, supercenters, restaurants, caterers, independently owned grocery stores, food cooperatives, K-12 schools, colleges or universities, hospitals, workplace cafeterias, prisons, foodbanks, etc.? . . . . . 2752

Mark "X" if None	Gross Value of Sales (Dollars)
	\$ .00

(i) Specify the food(s) that was produced and sold directly to retail markets, institutions, or food hubs in 2019.

2751

3. During 2019, did this operation produce and sell any processed or value-added organic products from its own organic agricultural production?

- INCLUDE  
 • jam, wine, cheese, meat, floral arrangements, cider, etc.
- EXCLUDE  
 • products purchased and resold  
 • live animals

- 2753 1  **Yes** - Continue      3  **No** - Go to SECTION 13

a. How much was received in 2019 for the sale of the processed or value-added product(s)? . . . . . 2727

Gross Value of Sales (Dollars)
\$ .00

b. Specify the processed or value-added product(s) . . . . . 2728

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**SECTION 13 OTHER INFORMATION**

		Mark "X" if None	Acres
1.	How many of the 2019 organic acres in this operation were enrolled in the EQIP Organic Initiative (administered by NRCS)?	901 <input type="checkbox"/>	
2.	Did this operation participate in the National Organic Certification Cost Share Program in 2019?	903 1 <input type="checkbox"/> Yes	3 <input type="checkbox"/> No
3.	Was this operation able to acquire sufficient amount of organic seed in 2019?	904 1 <input type="checkbox"/> Yes	3 <input type="checkbox"/> No
4.	Were adequate organic production inputs (such as pest control, crop/soil nutrients, organic feed for livestock, etc.) available as needed for this operation in 2019?	905 1 <input type="checkbox"/> Yes	3 <input type="checkbox"/> No
5.	Which of the following would you consider a <b>major challenge</b> to you as an organic farmer? ( <i>Check all that apply</i> )		
913	<input type="checkbox"/> Regulatory problems (excessive paperwork/record keeping, certification costs, etc.)		
914	<input type="checkbox"/> Price issues (low premiums, lack of price information, prices inconsistent, etc.)		
915	<input type="checkbox"/> Production problems (high input costs, low yields, poor product quality)		
916	<input type="checkbox"/> Market access (too much competition, not enough volume produced, lack of buyers, etc.)		
917	<input type="checkbox"/> Management issues (overall time requirement, labor management, access to capital, etc.)		
918	<input type="checkbox"/> Other, specify: <sup>919</sup> <input type="text"/>		
6.	In what year did this operation first grow or raise any agricultural products?	907	YYYY
7.	In what year did any portion of this operation become certified organic?	920	YYYY
8.	Over the next 5 years, does this operation plan to: ( <i>check one</i> )		
909 1	<input type="checkbox"/> Increase organic agricultural production?		
2	<input type="checkbox"/> Maintain current levels of organic agricultural production?		
3	<input type="checkbox"/> Decrease organic agricultural production?		
4	<input type="checkbox"/> Discontinue organic agricultural production?		
5	<input type="checkbox"/> Discontinue all agricultural production?		
6	<input type="checkbox"/> Don't know		
9.	Report <b>production expenses</b> paid by this operation in 2019.		
	• <b>Include</b> expenses paid by your landlords and contractors.		
	• <b>Include</b> only expenses related to the farm business.		
		Mark "X" if None	Production Expenses (Dollars)
a.	Organic certification expense	930 <input type="checkbox"/>	\$ .00
b.	Certified organic feed purchased for livestock and poultry	931 <input type="checkbox"/>	\$ .00
c.	Food safety related expense	932 <input type="checkbox"/>	\$ .00
d.	Hired agricultural labor including contract labor (include wages and benefit expenses)	933 <input type="checkbox"/>	\$ .00
e.	Seed, annual seedlings, and planting stock	934 <input type="checkbox"/>	\$ .00
	(i) Organic seed, annual seedlings, and planting stock purchased	935 <input type="checkbox"/>	\$ .00
	(ii) Non-organic seed, annual seedlings, and planting stock purchased	936 <input type="checkbox"/>	\$ .00

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10. What was this operation's total gross value of sales of ALL (organic and conventional) agricultural products in 2019? (check one)

- |     |  |   |   |
|-----|--|---|---|
| 910 | 1 <input type="checkbox"/> \$1 - \$999         | 6 <input type="checkbox"/> \$25,000 - \$49,999    | 11 <input type="checkbox"/> \$1,000,000 - \$2,499,999 |
|     | 2 <input type="checkbox"/> \$1,000 - \$2,499   | 7 <input type="checkbox"/> \$50,000 - \$99,999    | 12 <input type="checkbox"/> \$2,500,000 - \$4,999,999 |
|     | 3 <input type="checkbox"/> \$2,500 - \$4,999   | 8 <input type="checkbox"/> \$100,000 - \$249,999  | 13 <input type="checkbox"/> \$5,000,000 and over      |
|     | 4 <input type="checkbox"/> \$5,000 - \$9,999   | 9 <input type="checkbox"/> \$250,000 - \$499,999  |   |
|     | 5 <input type="checkbox"/> \$10,000 - \$24,999 | 10 <input type="checkbox"/> \$500,000 - \$999,999 |   |

Percent of Total Gross Value of Sales	
	%

11. What percent of this operation's total gross value of sales reported in Item 10 came from the sale of organic agricultural products? . . . . . 911

**SECTION 14 TRANSITIONAL ACREAGE**

1. In 2019, did this operation own or operate any **transitional acres**?

- 9600
- 1  **Yes** - Continue                      3  **No** - Go to Section 15

2. In 2019, how many **transitional acres** did this operation:

- |  |      |  |              |
|--|------|--|--------------|
| a. Own? . . . . .                              | 9606 |  | <b>Acres</b> |
| b. Rent or lease <u>from</u> others? . . . . . | 9607 |  |              |
| c. Rent or lease <u>to</u> others? . . . . .   | 9601 |  |              |

3. [Calculate Items 2a + 2b - 2c] Then the **total transitional acres operated** in 2019 were: . . . . . 9608

4. Of the total (Item 3) transitional acres operated in 2019, what percent was:

- |                                     |      |  |                |   |
|-------------------------------------|------|--|----------------|---|
| a. Cropland? . . . . .              | 9620 |  | <b>Percent</b> | % |
| b. Pasture and rangeland? . . . . . | 9621 |  |                | % |

5. In general, how large of a price premium (in percent) over conventional prices did you receive for production from transitional acres? . . . . . 9602

	%
--	---

6. In general, what percent of production from transitional acres was sold and delivered under a marketing contract arrangement? . . . . . 9603

	%
--	---

**SECTION 15 NO CERTIFIED ORGANIC PRODUCTION**

1. If this operation did **NOT** have certified organic production in 2019, complete this section. If this operation had certified organic production in 2019, skip to Section 16.
2. Was this operation certified organic under the USDA NOP standards, but had no certified organic production in 2019? ..... 9710 1  **Yes** 3  **No**
3. In 2019, was this operation exempt from organic certification (sales below \$5000)? .... 9711 1  **Yes** 3  **No**
4. Was this operation certified organic under the USDA NOP standards at any time prior to 2019? ..... 9712 1  **Yes** 3  **No**
5. Did this operation produce or grow any organic products according to USDA NOP standards that were neither certified nor exempt from organic certification? ..... 9709 1  **Yes** 3  **No**
6. Was this operation certified as a handler or processor of certified organic products in 2019? ..... 9713 1  **Yes** 3  **No**
7. Was this operation engaged only in the collection of wild products in 2019? ..... 9714 1  **Yes** 3  **No**
8. Other reason you had NO certified organic production in 2019, please specify: ..... 9715 1  **Yes** 3  **No**  
 9716

**SECTION 16 CONCLUSION**

1. Is it possible the information on this form could be duplicated on a form with another name or address?  
 1080 1  **Yes - Provide the other name and address below:** 3  **No - Go to Comments**  
 Possible Duplicate Name 1081  Address 1082   
 City 1083  State 1084  Zip 1085

**COMMENTS:**

**Survey Results:** To receive the complete results of this survey on the release date, go to [www.nass.usda.gov/results/](http://www.nass.usda.gov/results/)

To have a brief summary emailed to you at a later date, please enter your email address: ..... 1095

Respondent Name 9912  Area Code and Phone Number 9911  -  -  Date (MM DD YY) 9910  /  /

**Thank you for your response.**

Office Use																			
Response	9901	Respondent	9902	Mode	9903	Enum.	9908	Eval.	9900	Change	9985	Office Use for POID							
1-Comp 2-R 3-Inac 4-Office Hold 5-R-Est 6-Inac-Est 7-Off Hold-Est 8-Known Zero		1-Op/Mgr 2-Sp 3-Acct/Bkpr 4-Partner 9-Other		1-PASI (Mail) 2-PATI (Tel) 3-PAPI (Face-to-Face) 6-Email 7-Fax 19-Other															
								<b>R. Unit</b>											
								9921											
S / E Name																			

21809165

## INSTRUCTION SHEET 2019 ORGANIC SURVEY Your report is due January 10, 2020

### Completing the 2019 Questionnaire

Everyone who receives a questionnaire must fill out this form and return it.

Use a **blue** or **black** ball point pen.

Make all entries clear and easy to read.

#### If You Received More than One Questionnaire for the Same Operation

Duplicate form(s) – If you received more than one questionnaire for the SAME farming operation, return all questionnaires in the same envelope as the completed report.

#### General

Refer to the instructions below for completing your questionnaire. The enclosed census follow-on questionnaire was mailed to 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.

#### Partial Year Operation

If you stopped farming during 2019, complete the questionnaire for the portion of 2019 that you did farm. Write "Stopped farming in 2019" and the date you stopped farming below the address area. Mail the completed questionnaire in the return envelope.

#### 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 Received More Than One Questionnaire for the Same Operation" above.

#### How to Enter Your Responses on the Questionnaire

Please enter your answers in the spaces provided and in the units requested, i.e., number of acres, dollars, percent, etc. Mark all applicable Yes/No boxes with an "X".

#### Instructions by Section

Complete Sections 1 of the questionnaire. If you did not produce or grow any organic agricultural products complete Section 1, item 1, select "No", then go to Section 14 and complete the remainder of the questionnaire. If you did not have any certified organic production as determined by the USDA's National Organic Program (NOP) standards complete Section 1, item 2, select "No", then go to Section 14 and complete the remainder of the questionnaire.

#### Section 1 – Operation Information

The operation includes land owned, rented, or used by the respondent, spouse, partnership, corporation, or organization identified on the questionnaire.

If you did not operate any land in 2019, go to Section 14 on page 15 and complete the remainder of the questionnaire.

**Include** all land, regardless of location or use; cropland, pastureland, rangeland, woodland, idle land, farmsteads, Conservation Reserve Program (CRP), Wetlands Reserve Program (WRP), Farmable Wetlands Program (FWP), and Conservation Reserve Enhancement Program (CREP). All responses in this section should be rounded to whole acres. **Exclude** land used under a grazing permit.

**Item 1** - Include all organic agricultural products of any kind produced or grown on this operation, including field crops, hay, fruits, berries, tree nuts, vegetables, floriculture, nursery and greenhouse crops, Christmas trees, maple syrup, livestock, poultry, etc.

**Item 2** - Report if the operation had certified organic production as determined by the USDA's National Organic Program (NOP) standards. Operations not certified by these standards must select "No" and go to Section 14.

**Item 3** - Report the agency or organization that certified this operation for certified organic production in 2019.

**Item 4** - Report in whole numbers the number of certified organic acres owned, leased from others, and/or leased to others. The acres in item 4a, should equal certified organic land owned by the respondent, spouse, partnership, corporation, or organization identified on the questionnaire. The acres in item 4b, should equal certified organic land this operation leased or rented from others. The acres in item 4c, should equal certified organic land this operation leased or rented to others.

**Item 5** - Report the total certified organic acres operated in 2019. This value should equal items 4a + 4b – 4c. All responses to this questionnaire should refer to these **total certified organic acres in this operation**. It is important that this number is correct as it is used to establish consistency throughout the questionnaire.

**Item 6a** - Report in whole numbers the number of certified organic acres reported in item 5 that were cropland. Cropland includes certified organic land from which crops were harvested or hay was cut, including land used for field crops, vegetables, fruits, nuts, berries, orchards, vineyards, nursery and greenhouse crops, Christmas trees, citrus groves, and maple syrup.

**Item 6b** - Report in whole number the number of certified organic acres reported in item 5 that were pastureland and/or rangeland.

#### Section 2 – Certified Organic Vegetables Grown In the Open

Report total acres harvested and production for any certified organic vegetables that were grown in the open on this operation in 2019. If not preprinted, enter the name and code of the certified organic vegetable harvested in 2019 from the Vegetables Code box on the bottom of the page. If a vegetable is not listed, select code 3530 (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.

**Item 2** - Include acreage harvested in the open, total production, and gross value of sales of certified organic vegetables grown on this operation in 2019. Report acres harvested to the tenth-acre. Report production using any unit. If pounds or tons is not used for the unit of production, report the pounds per unit. Value of sales should be reported in whole dollars.

**Item 3** - Report the utilization of the certified organic vegetables grown on this operation. If the utilization is 100% fresh market, indicate via the screener question and proceed to the next section of the questionnaire.

Vegetables sold in a processed form such as juiced, canned, dried, etc. should be reported under commercial processing. Report the total certified amount sold in 2019 for commercial processing. Report any unit for the quantity sold. If pounds or tons is not used for the unit sold, report the pounds per unit. Report the gross value of sales for certified organic production sold for commercial processing in whole dollars.

Vegetables sold as fresh produce (including fresh packaged fruit) should be reported as fresh market. Report the total certified amount sold fresh in 2019. Report any unit for the quantity sold. If pounds

or tons is not used for the unit sold, report the pounds per unit. Report the gross value of sales for certified organic production sold as fresh market in whole dollars.

### Section 3 – Certified Organic Floriculture Crops, Nursery Crops, Mushrooms, Vegetables/Herbs under Protection

**Items 1a - 1f** - Report for each crop category the certified organic square feet harvested in 2019. Reported gross value of sales should equal the sum of sales from products both grown under protection and in the open.

Under protection is defined as any crop covering including glass, rigid plastic, and plastic film, including "tunnel" protection and hoop houses.

- a. Floriculture and bedding crops - Include bedding/garden plants, annuals, herbaceous perennials, vegetable plants, cut flowers, cut florist greens, indoor foliage plants, potted flowering plants, and other floriculture and bedding plants.
- b. Nursery crops and aquatic plants - Include nursery stock - ornamentals, shrubs, shade trees, flowering trees, evergreens, live Christmas trees, fruit and nut trees, and plants, vines, palms, ornamental grasses, bareroot herbaceous perennials and aquatic plants.
- c. Propagative materials sold - Include bulbs, corms, rhizomes, tubers, cuttings, seedlings, liners, plugs, flower seeds, tobacco transplants to farm fields, vegetable seeds and vegetable transplants to farm fields.
- d. Mushrooms
- e. Tomatoes grown under protection
- f. Other Vegetables and fresh herbs grown under protection

**Items 1a - 1d** - Report for each category the certified organic acres in the open harvested in 2019 for all certified organic floriculture crops, nursery crops, propagative materials, and mushrooms on this operation. Report the gross value of sales for production grown in the open in whole dollars.

- a. Floriculture and bedding crops - Include bedding/garden plants, annuals, herbaceous perennials, vegetable plants, cut flowers, cut florist greens, indoor foliage plants, potted flowering plants, and other floriculture and bedding plants.
- b. Nursery crops and aquatic plants - Include nursery stock - ornamentals, shrubs, shade trees, flowering trees, evergreens, live Christmas trees, fruit and nut trees, and plants, vines, palms, ornamental grasses, bareroot herbaceous perennials and aquatic plants.
- c. Propagative materials sold - Include bulbs, corms, rhizomes, tubers, cuttings, seedlings, liners, plugs, flower seeds, tobacco transplants to farm fields, vegetable seeds and vegetable transplants to farm fields.
- d. Mushrooms

### Section 4 – Certified Organic Cultivated Christmas Trees and Maple Syrup

**Item 1a** - Report acres in production, number of cultivated Christmas trees cut, and gross value of sales of certified organic cultivated Christmas trees sold on this operation in 2019.

**Item 1b** - Report the number of certified organic taps on the operation in 2019, the total gallons of certified organic syrup produced, and the gross value of sales of certified organic production.

### Section 5 – Certified Organic Grapes

**Item 2a** - Report total acres of certified organic grapes harvested on this operation in 2019. Acreage should be reported to the nearest tenth-acre.

**Item 2b** - Report total pounds of certified organic grapes produced on this operation in 2019. Total production should be reported to the nearest pound.

**Item 2c** - Report for each utilization the quantity of certified organic grapes produced on this operation in 2019. Quantity sold should be reported in pounds. Gross value of sales should be reported in whole dollars.

Enter the name and code of the certified organic grape variety(ies) harvested in 2019 from the Grape Variety Code box at the bottom of the page. If a variety was harvested for fresh and wine production, report in both (a.) fresh and (b.) wine production. If a grape variety is not listed, select the code 31 (Varieties not listed) and write in the name of the grape. If additional space is needed to report a grape variety, use a separate piece of paper.

- a. Grapes harvested as fresh (Table Use)
- b. Grapes harvested for wine production
- c. Grapes harvested for juice production (all varieties)
- d. Grapes harvested for raisins (all varieties)
  - Fresh weight
  - Dry weight
- e. Grapes harvested for other processing uses (all varieties)

### Section 6 – Certified Organic Apples

**Item 2** - Report acreage harvested, total production and gross value of sales of certified organic apples grown on this operation in 2019 by variety. Report acres harvested to the tenth-acre. Report production using any unit. If pounds or tons is not used for the unit of production, report the pounds per unit. Value of sales should be reported in whole dollars.

**Item 3** - Report the utilization of the certified organic apples harvested on this operation by variety. If the utilization is 100% fresh market, indicate via the screener question and proceed to the next section of the questionnaire.

Apples sold in a processed form such as juiced, canned, dried, etc. should be reported under commercial processing. Report the total certified amount sold in 2019 for commercial processing. Report any unit for the quantity sold. If pounds or tons is not used for the unit sold, report the pounds per unit. Report the gross value of sales for certified organic production sold for commercial processing in whole dollars.

If not preprinted, enter the name and code of the certified organic apple variety, harvested in 2019 from the Apples Code box on the bottom of the page. If an apple variety is not listed, select code 4480 (Varieties not listed) and write in the name of the apple variety. If additional space is needed to report an apple variety and its production, use a separate piece of paper.

Apples sold as fresh produce (including fresh packaged fruit) should be reported as fresh market. Report the total certified amount sold fresh in 2019. Report any unit for the quantity sold. If pounds or tons is not used for the unit sold, report the pounds per unit. Report the gross value of sales for certified organic production sold as fresh market in whole dollars.

### Section 7 – Certified Organic Citrus fruits

**Item 2** - Report total acreage harvested, total production and gross value of sales of certified organic citrus fruits grown on this operation in 2019 by type. Report acres harvested to the tenth-acre. Report production using any unit. If pounds or tons is not used for the unit of production, report the pounds per unit. Value of sales should be reported in whole dollars.

If not preprinted, enter the name and code of the certified organic citrus fruit, harvested in 2019 from the Citrus fruits Code box on the bottom of the page. If a citrus fruit is not listed, select code 7130 (Citrus Fruits not listed) and write in the name of the citrus fruit variety. If additional space is needed to report a citrus fruit and its production, use a separate piece of paper.

**Item 3** - Report the utilization of the certified organic citrus fruits harvested on this operation by type. Citrus fruits sold in a processed form such as juiced, canned, dried, etc. should be reported under commercial processing. Report the total certified amount sold in 2019 for commercial processing. Report any unit for the quantity sold. If pounds or tons is not used for the unit sold, report the pounds per unit. Report the gross value of sales for certified organic production sold for commercial processing in whole dollars.

Citrus fruits sold as fresh produce (including fresh packaged fruit) should be reported as fresh market. Report the total certified amount sold fresh in 2019. Report any unit for the quantity sold. If pounds or tons is not used for the unit sold, report the pounds per unit. Report the gross value of sales for certified organic production sold as fresh market in whole dollars.

### Section 8 – Certified Organic Berries, Tree Nuts, and Fruits

**Item 2** - Include acreage harvested, total production and gross value of sales of certified organic berries, tree nuts and fruits grown on this operation in 2019. Report acres harvested to the tenth. Report production using any unit. If pounds or tons is not used for the unit of production, report the pounds per unit. Value of sales should be reported in whole dollars.

If not preprinted, enter the name and code of the certified organic berry, tree nut or fruit variety, harvested in 2019 from the berries, tree nuts and fruits code box on the bottom of the page. If a berry, tree nut or fruit is not listed, select code 6130 (berries not listed), 6320 (nuts not listed) or 6660 (fruits not listed) and write in the name of the berry, tree nut or fruit. If additional space is needed to report a berry, tree nut or fruit and its production, use a separate piece of paper.

**Item 3** - Report the utilization of the certified organic berries, tree nuts and fruits harvested on this operation. If the utilization is 100% fresh market, indicate via the screener question and proceed to the next section of the questionnaire.

Berries, tree nuts and fruits sold in a processed form such as juiced, canned, dried, etc. should be reported under commercial processing. Report the total certified amount sold in 2019 for commercial processing. Report any unit for the quantity sold. If pounds or tons is not used for the unit sold, report the pounds per unit. Report the gross value of sales for certified organic production sold for commercial processing in whole dollars.

Berries, tree nuts and fruits sold as fresh produce (including fresh packaged fruit) should be reported as fresh market. Report the total certified amount sold fresh in 2019. Report any unit for the quantity sold. If pounds or tons is not used for the unit sold, report the pounds per unit. Report the gross value of sales for certified organic production sold as fresh market in whole dollars.

### Section 9 – Certified Organic Field Crops and Hay

Report total acres and production for any certified organic field crops and hay that were grown on this operation in 2019. If not preprinted, enter the name and code of the certified organic field crop harvested in 2019 from the Crops Code box on the bottom of the page. If a crop is not listed, select code 2700 (Field Crop not listed), 2510 (Dry beans not listed), and/or 2650 (Dry peas not listed) and write in the name of the crop. If additional space is needed to report field crops, hay and its production, use a separate piece of paper.

**Item 2** - Include acreage harvested, total production, quantity sold and gross value of sales for certified field crops and hay grown on this operation in 2019. Report acres harvested to the tenth for tobacco only. Field crops other than tobacco should be reported to the whole acre. Report production using the specified unit for each crop. Value of sales should be reported in whole dollars.

### Section 10 – Certified Organic Livestock, Poultry, and Livestock Products

Report all certified organic livestock, poultry, and their products on the land you operate. This includes livestock owned by someone else under a production contract. Include livestock on public or industrial property under a grazing permit. Do not include livestock on a grazing permit or AUM that this operation does not own. Do not include livestock or poultry grown or fed by someone else on a contract basis. If a type of livestock is not listed, select the code 8406 (Other Livestock), 8414 (Other Livestock Products) or 8246 (Other Poultry) and write in the name of the livestock, poultry or livestock product.

**Item 1** - Report the largest inventory number on your operation during 2019, the number of each livestock commodity that was on the operation on December 31, 2019, quantity sold or moved in 2019 and gross value of sales.

- a. Milk cows and milking heifers that have calved
- b. Milk (quantity sold/value of sales)
- c. Beef cows and beef heifers that have calved
- d. Other cattle (include heifers that have not calved, steers, calves and bulls)
- e. Hogs and pigs
- f. Sheep and lambs
- g. Goats and kids
- h. Goat milk (quantity sold/value of sales)
- i. Other Livestock
- j. Other Livestock Products (quantity sold/value of sales)
- k. Broilers
- l. Layers
- m. Eggs (quantity sold/value of sales)
- n. Turkeys
- o. Other Poultry (include pullets)

**Item 2** - A production contract is a verbal or written agreement setting terms, conditions, and fees to be paid by the contractor to the operation for the production of livestock, poultry, or their products. The contractor owns the livestock or poultry and often supplies other inputs. Do not include marketing contracts, which is a contract for only the price and quantity of a deliverable. If this operation produced any certified organic livestock or poultry under contract in 2019, specify the name of the contractor.

### Section 11 – Organic Production Practices, Crop Insurance, Economic Loss

**Item 1a** - Report whether this operation applied or released any beneficial organisms to manage pests.

**Item 1b** - Report whether this operation maintained a beneficial insect or vertebrate habitat for the specific purpose of managing/reducing the spread of pests or disease.

**Item 1c** - Report whether this operation plans planting locations to avoid cross infestation of pests for the purpose of managing/reducing the spread of pests.

**Item 1d** - Report whether this operation chose a crop variety because of specific resistance to specific pests for the purpose of managing/reducing the spread of pests on this operation.

**Item 1e** - Report whether this operation planted crops at a specific time to avoid cross contamination from other crops/weeds.

**Item 1f** - Report whether this operation produced or used organic mulch/compost.

**Item 1g** - Report whether this operation applied animal manure.

**Item 1h** - Report whether this operation planted green manures (cover crops plowed under to enrich the soil).

**Item 1i** - Report whether this operation planted cover crops not plowed into the soil.

**Item 1j** - Report whether this operation used no-till or minimum till cropping practices.

**Item 1k** - Report whether this operation maintained buffer strips or border rows to isolate organic products from non-organic crops or land. Or did this operation take a buffer harvest.

**Item 1l** - Report whether this operation used water management practices such as irrigation scheduling, controlled drainage, or structures for water control.

**Item 1m** - Report whether this operation used rotational grazing.

**Item 2** - Report whether this operation marketed any of its organic products through community supported agriculture shares (CSA's).

**Item 3** - Report whether this operation's total organic acres were covered by crop insurance.



**Item 3a** - Report the percent of this operation's organic crop that was covered by crop insurance in 2019. Report in whole percent.

**Item 4** - If applicable, report the reason that best describes why crop insurance was not purchased for uninsured organic acreage in 2019. Mark only one answer.

**Item 5** - Report item(s) describing when economic losses due to unintended presence of GMO material in a crop you produced occurred. Mark all that apply.

**Item 6** - Report item(s) describing when economic losses due to unintended presence of non-NOP approved pesticides in a crop you produced for sale occurred. Mark all that apply.

#### Section 12 – Marketing Practices for Organic Products

**Item 1** - Report if this operation produced and sold edible agricultural products for human consumption.

**Item 2a** - Report the gross value of sales for food produced and sold directly to consumers from this operation. Report sales in whole dollars. Specify what type of food was produced and sold.

**Item 2b** - Report the gross value of sales for food produced and sold to retail markets, institutions, or food hubs for regional or local products. Report sales in whole dollars. Specify what type of food was produced and sold.

**Item 3** - Report if this operation produced and sold processed or value added products produced on this operation.

**Item 3a** - Report the gross value of sales for the sale of processed or value added products. Report sales in whole dollars.

**Item 3b** - Specify the type of processed or value added product produced and sold by this operation.

#### Section 13 – Other Information

**Item 1** - Report the total number of certified organic acres on this operation that were enrolled in the EQUIP Organic Initiative (Administered by NRCS). Report to the nearest whole acre.

**Item 2** - Report if this operation participated in the National Organic Certification Cost Share Program in 2019.

**Item 3** - Report if the operation was able to acquire a sufficient amount of organic seed in 2019.

**Item 4** - Report if adequate organic production inputs, such as organic feed for livestock, pest control or crop nutrients, were available as needed in 2019.

**Item 5** - Report item(s) describing what you consider a major challenge to you as an organic farmer. Mark all that apply.

**Item 6** - Report the year that this operation first grew or raised any agricultural products.

**Item 7** - Report the year that any portion of this operation became certified organic.

**Item 8** - Report item describing what may occur on this operation within the next 5 years. Mark only one item.

**Item 9** - Report production expenses paid by this operation in 2019. Include expenses paid by your landlords and contractors. Include farm business expenses only. Report to the nearest whole dollar.

- a. Organic certification expense
- b. Certified organic feed purchased for livestock and poultry
- c. Food safety related expenses
- d. Hired agricultural labor including contract labor expenses
- e. Seed, annual seedlings, planting stock
  - Organic seed, annual seedlings, and planting stock purchased
  - Non-Organic seed, annual seedlings, and planting stock purchased

**Item 10** - Report item describing the total gross value of sales of ALL (organic and conventional) agricultural products from this operation in 2019. Mark only one item.

**Item 11** - Report percent of this operation's total gross value of sales that came from the sale of certified organic agricultural products. Report the nearest whole percent.

#### Section 14 – Transitional Acreage

**Item 1** - Report if this operation owned or operated any transitional acres in 2019.

**Item 2** - Report in whole numbers the number of transitional acres owned, leased from others, and/or leased to others. The acres in item 2a, should equal transitional land owned by the respondent, spouse, partnership, corporation, or organization identified on the questionnaire. The acres in item 2b, should equal transitional land this operation leased or rented from others. The acres in item 2c, should equal transitional land this operation leased or rented to others.

**Item 3** - Report the total transitional acres operated in 2019. This value should be the result of 2a + 2b – 2c.

**Item 4a** - Report the percent of transitional acres reported in item 3 that were cropland. (Cropland includes certified organic land from which crops were harvested or hay was cut, including land used for field crops, vegetables, fruits, nuts, berries, orchards, vineyards, nursery and greenhouse crops, Christmas trees, citrus groves, and maple syrup).

**Item 4b** - Report the percent of transitional acres reported in item 3 that were pastureland and/or rangeland.

**Item 5** - Report the price premium this operation received for production from transitional acres by percentage. Report to the nearest whole percent.

**Item 6** - Report the percentage of production grown on transitional acreage on this operation was sold and delivered under a production contract. Report to the nearest whole percent.

#### Section 15 – No Certified Organic Production

Complete this section only if this operation did not have certified organic production. If you did have certified organic production, skip to Section 16.

**Item 2** - Report if this operation was certified organic under USDA NOP standards but had no organic production in 2019.

**Item 3** - Report if this operation was exempt from organic certification (sales below \$5,000).

**Item 4** - Report if operation was certified organic under USDA NOP standards prior to 2019.

**Item 5** - Report if this operation produced or grew any agricultural products according to USDA NOP standards that were neither exempt nor certified.

**Item 6** - Report if this operation was certified as a handler or processor of organic products in 2019.

**Item 7** - Report if this operation was involved in only the collection of wild products.

**Item 8** - Report other reasons this operation had no certified organic production in 2019. Specify reason.

#### Section 16 – Conclusion

**Item 1** - If it is possible that the information on this form could be duplicated on a form with another name or address please provide the name and address of that operation.

**Survey Results** - Please print the name of the person completing this form, the date completed, and telephone number. If you would like a brief summary of the results of the survey emailed to you at a later date, enter your email address in the space provided.