

INSTRUCTION SHEET
2021 ORGANIC SURVEY
Your report is due April 22, 2022

Completing the 2021 Questionnaire

This guide gives information on completing your survey form. If you need more help, call 1-888-424-7828, or email nass@usda.gov. The telephone call is free. Once you have completed your survey, please return it in the postage-paid envelope we have provided.

You may respond online www.agcounts.usda.gov. This method is fast, easy, and secure.

If you do not return your form by April 22, a second copy will be mailed. If you still do not return a completed form, we will contact you to arrange a telephone or personal interview.

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 survey 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 2021, complete the questionnaire for the portion of 2021 that you did farm. Write "Stopped farming in 2021" 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".

How to Report Value of Sales

Report the value of all crops and livestock sold from this operation in 2021 in the appropriate commodity section. Include the value of your landlord's share of the commodities harvested. Report livestock 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, marketing charges, hauling fees, other fees, or income taxes. 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.

How to report Processed or Value-added products

Value-added or processed products are those in which the commodities produced on the farm are changed in physical form to increase the value to the farm operation. Examples would be cheese or yogurt produced from milk produced on this operation, wine produced from grapes grown on this operation or meat produced from this operation's livestock. Record acres harvested, inventory and quantity sold of any value added or processed commodity in the appropriate commodity in section 2-10. Exclude from the Value of Sales in Section 2-10 any additional value that you received for processed or value-added commodities. Value of sales in Sections 2-10 should only include the value of the unprocessed commodities. Value-added products and their sales should be reported in section 12, item 3.

Instructions by Section

Complete Section 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 2021, go to Section 14 on page 19 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. Round all acreage less than 1 acre to 1 acre in Section 1 (acreage to tenths will be recorded by commodity). Record only certified acreage. **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 2021.

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 2021. 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 numbers 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 2021. If not preprinted, enter the name and code of the certified organic vegetable harvested in 2021 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 sold or to be sold, and gross value of sales of certified organic vegetables grown on this operation in 2021. Report acres harvested to the tenth-acre. Report production using any unit. If pounds, cwt. or tons is not used for the unit of production, report the pounds per unit. Value of sales should be reported in whole dollars.

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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 or to be sold in 2021 for commercial processing. Report any unit for the quantity sold. If pounds, cwt. 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 should be reported as fresh market. Report the total certified amount sold or to be sold fresh in 2021. Report any unit for the quantity sold. If pounds, cwt. 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

Report for each crop category the certified organic square feet harvested in 2021. 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.

Items 1a – 1d – Report for each category the certified organic acres in the open harvested in 2021 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.

- 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.
- 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
- 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
- Mushrooms

Items 1e – 1f –

- Tomatoes grown under protection
- Other Vegetables and fresh herbs grown under protection

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

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 2021.

Item 1b - Report the number of certified organic taps on the operation in 2021, 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 2021. Acreage should be reported to the nearest tenth-acre.

Item 2b – Report total pounds of certified organic grapes produced on this operation in 2021. 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 2021. 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 2021 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.

- Grapes harvested as fresh (Table Use)
- Grapes harvested for wine production
- Grapes harvested for juice production (all varieties)
- Grapes harvested for raisins (all varieties)
 - Fresh weight
 - Dry weight
- 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 2021 by variety. Report acres harvested to the tenth-acre. Report production using any unit. If pounds, cwt. 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 2021 for commercial processing. Report any unit for the quantity sold. If pounds, cwt. 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 2021 from the Apples Code box on the bottom of the page. If an apple variety is not listed, select code 4489.(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 2021. Report any unit for the quantity sold. If pounds, cwt. 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 2021 by type. Report acres harvested to the tenth-acre. Report production using any unit. If pounds, cwt. 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 2021 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 2021 for commercial processing. Report any unit for the quantity sold. If pounds, cwt. 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 2021. Report any unit for the quantity sold. If pounds, cwt. 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 2021. Report acres harvested to the tenth-acre. Report production using any unit. If pounds, cwt. 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 2021 from the berries, tree nuts and fruits code box on the bottom of the page. If a berry,

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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 2021 for commercial processing. Report any unit for the quantity sold. If pounds, cwt. 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 2021. Report any unit for the quantity sold. If pounds, cwt. 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 2021. If not preprinted, enter the name and code of the certified organic field crop harvested in 2021 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 2021. Report acres harvested to the tenth-acre 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 2021, the number of each livestock commodity that was on the operation on December 31, 2021, quantity sold or moved in 2021 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 to produce 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 2021, 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 2021. 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 2021. 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 products 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 EQIP 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 2021.

Item 3 – Report if the operation was able to acquire a sufficient amount of organic seed in 2021.

Item 4 – Report if adequate organic production inputs, such as organic feed for livestock, pest control or crop nutrients, were available as needed in 2021.

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 2021. 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
 - o Organic seed, annual seedlings, and planting stock purchased
 - o 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 2021. 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 2021.

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 2021. 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 2021.

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

Item 4 – Report if this operation was certified organic under USDA NOP standards prior to 2021.

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 2021.

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 2021. 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 later, enter your email address in the space provided.