

2014 ORGANIC SURVEY

A CENSUS OF AGRICULTURE SPECIAL STUDY

Organic Working Group Webinar
January 29, 2015

Jay Johnson, Acting Director

Census and Survey Division, National Agricultural Statistics Service

www.agcensus.usda.gov

U.S. Department of Agriculture
National Agricultural Statistics Service



CENSUS^{OF}
AGRICULTURE

2014 ORGANIC SURVEY

CONTENT

- Overview
- Why the Survey is Important
- How Data will be Used
- How to Complete the Survey
- Additional Organic Information
- Questions

www.agcensus.usda.gov

U.S. Department of Agriculture
National Agricultural Statistics Service



CENSUS OF
AGRICULTURE

2014 ORGANIC SURVEY

OVERVIEW

The primary purpose of the 2014 Organic Survey is to collect price information at the commodity level along with acreage, production, sales and other information for a variety of organic crops and livestock commodities.

www.agcensus.usda.gov

U.S. Department of Agriculture
National Agricultural Statistics Service



CENSUS_{OF}
AGRICULTURE

2014 ORGANIC SURVEY

OVERVIEW (cont)

- Conducted by NASS in collaboration with USDA's Risk Management Agency (RMA).
- Previous organic production surveys conducted in 2011 and 2008.
- One of 4 surveys in NASS' Program for Organic Producers.

www.agcensus.usda.gov
U.S. Department of Agriculture
National Agricultural Statistics Service



2014 ORGANIC SURVEY

WHY THE SURVEY IS IMPORTANT

Census of Agriculture Act of 1997 (Public Law 105-113) - requires the Secretary of Agriculture to conduct an agriculture census every five years and requires anyone who receives the census questionnaire to respond. As a special study to the 2012 Census of Agriculture, the 2014 Organic Survey encompasses the same requirements.

www.agcensus.usda.gov
U.S. Department of Agriculture
National Agricultural Statistics Service



2014 ORGANIC SURVEY

WHY THE SURVEY IS IMPORTANT

- From the 2012 Census of Agriculture:
 - Sales by organic U.S. farms increased by 83% from 2007
 - Sales from certified/exempt farms totaled over \$3.1 billion
 - 42% of organic farms sell directly to consumers

www.agcensus.usda.gov
U.S. Department of Agriculture
National Agricultural Statistics Service



2014 ORGANIC SURVEY

WHY THE SURVEY IS IMPORTANT (cont)

The 2014 Organic Survey is a complete inventory of all known organic producers that are:

- certified organic,
- exempt from certification, or
- transitioning to certified organic

www.agcensus.usda.gov

U.S. Department of Agriculture
National Agricultural Statistics Service



CENSUS_{OF}
AGRICULTURE

2014 ORGANIC SURVEY

HOW DATA WILL BE USED

Census of Agriculture Act of 1997 (Public Law 105-113) & Confidential Information Protection and Statistical Efficiency Act of 2002 (Public Law 107-347) - protects your identity and your data. The information you provide is **confidential** and may only be used for statistical purposes. It is protected from legal process and may not be used for purposes of taxation, investigation, or regulation.

www.agcensus.usda.gov
U.S. Department of Agriculture
National Agricultural Statistics Service



2014 ORGANIC SURVEY

HOW DATA WILL BE USED (cont)

- USDA's Risk Management Agency: to offer insurance that better reflects the coverage needs of organic producers.
- USDA's Natural Resources Conservation Service: to improve land conservation initiatives.
- USDA's Foreign Agricultural Service: to allow for more exports of organic agricultural products.

www.agcensus.usda.gov
U.S. Department of Agriculture
National Agricultural Statistics Service



2014 ORGANIC SURVEY

HOW TO COMPLETE THE SURVEY

- By mail using a questionnaire mailed to you by February 13, 2015.
- By phone with the assistance of a knowledgeable or trained personal interviewer beginning in March.
- By the internet using the survey code printed on your questionnaire by April 3, 2015.
- Data will be published in August.

www.agcensus.usda.gov

U.S. Department of Agriculture
National Agricultural Statistics Service



CENSUS OF
AGRICULTURE

2014 ORGANIC SURVEY

HOW TO COMPLETE THE SURVEY (cont)

- Go to agcounts.usda.gov

Welcome to the NASS Internet Survey Site

You will need your **Survey Code** to complete NASS surveys on-line.
Your **Survey Code** appears on the mailing label that we sent to you.

Please enter your **Survey Code** here  - -

To continue, click here 

www.agcensus.usda.gov
U.S. Department of Agriculture
National Agricultural Statistics Service



2014 ORGANIC SURVEY

HOW TO COMPLETE THE SURVEY (cont)

- Enter the Survey Code on your mailing label

Below is an example of the mailing label, similar to the one that was sent to you with the Survey Code highlighted in yellow.

11 222222220
SURVEY CODE=11-222222221-AA1AAA
JQP FARMS
JOHN Q PUBLIC
123 CT Y RD 1
ANYTOWN, ST 12345-6789

Example Mailing Label

www.agcensus.usda.gov
U.S. Department of Agriculture
National Agricultural Statistics Service



2014 ORGANIC SURVEY

HOW TO COMPLETE THE SURVEY (cont)

- Detailed instructions for every section in the questionnaire is available on the Ag Census website at http://www.agcensus.usda.gov/Publications/Organic_Survey/.
- Contact NASS Customer Service via email at nass@nass.usda.gov or toll free at 1-888-424-7828.

www.agcensus.usda.gov
U.S. Department of Agriculture
National Agricultural Statistics Service



2014 ORGANIC SURVEY

ADDITIONAL ORGANIC INFORMATION

- Future projects

- 2015 Organic Certifiers
- 2016 Organic Prices
- 2016 Organic Certifiers

- 2017 Organic Certifiers
- 2017 Census of Ag
- 2018 Organic Certifiers

www.agcensus.usda.gov
U.S. Department of Agriculture
National Agricultural Statistics Service



2014 ORGANIC SURVEY

ADDITIONAL ORGANIC INFORMATION (cont)

- National Organic Program (NOP):
<http://www.ams.usda.gov/nop>
- NOP Fact Sheet:
<http://www.ams.usda.gov/NOPFactSheets>
- Organic Agriculture:
<http://www.usda.gov/organic>

www.agcensus.usda.gov
U.S. Department of Agriculture
National Agricultural Statistics Service



2014 ORGANIC SURVEY

QUESTIONS?

Betsy Rakola

Organic Policy Advisor

Betsy.Rakola@osec.usda.gov



www.agcensus.usda.gov
U.S. Department of Agriculture
National Agricultural Statistics Service



CENSUS OF
AGRICULTURE

COVER

2014 ORGANIC SURVEY Census of Agriculture Special Study

Form Number: 14-A623
(12/17/2014)



United States
Department of
Agriculture

14-A623



National
Agricultural
Statistics
Service

**Risk
Management
Agency**

U.S. Department of Agriculture
National Agricultural Statistics Service
1400 Independence Ave., S.W.
Washington, DC 20250-2000
Phone: 1-888-424-7828
Fax: 202-690-2090
E-mail: nass@nass.usda.gov

0014

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

The information you provide will be used for statistical purposes only. In accordance with the Confidential Information Protection provisions of Title V, Subtitle A, Public Law 107-347 and other applicable Federal laws, your responses will be kept confidential and will not be disclosed in identifiable form to anyone other than employees or agents. By law, every employee and agent has taken an oath and is subject to a jail term, a fine, or both if he or she willfully discloses ANY identifiable information about you or your operation. Response to this inquiry is **required** by law (Title 7, U.S. Code).

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 45 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.

www.agcensus.usda.gov

U.S. Department of Agriculture
National Agricultural Statistics Service



CENSUS OF
AGRICULTURE

SECTION 1

SECTION 1 OPERATION INFORMATION

1. Did this operation have any **Certified Organic** production as determined by the **USDA's National Organic Program (NOP)** standards in 2014?

111 **Yes** - What is the name of the certifying agency or organization?
 119 → Go to Item 2

No - Did this operation have any **USDA NOP** organic production in 2014 that was **exempt** from certification (under \$5,000 in annual organic sales)? (**Exclude** transitional acres.)

113 **Yes** - Go to Item 2 **No** - Go to Section 16, Transitional Acreage on Page 15

2. In 2014, how many:

	Acres
a. Organic acres did this operator own ?	150
b. Organic acres did this operator rent or lease from others?	152 +
c. Organic acres did this operator rent or lease to others?	115 -
3. [Calculate Items 2a + 2b - 2c] Then the total organic acres operated in 2014 were:	154 =
4. Of the total (Item 3) organic acres operated in 2014, how many acres were organic pastureland or rangeland ?	122

www.agcensus.usda.gov

U.S. Department of Agriculture
National Agricultural Statistics Service



CENSUS OF AGRICULTURE

SECTION 2

SECTION 2 ORGANIC FIELD CROPS

1. Did this operation grow any **organic small grains, row crops, oilseeds, hay/forage, or pulse crops** in 2014?

- Include landlord's share and contractor's share. Exclude personal or home use crops.

2000

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

2. For those crops not printed in the following table, enter the crop name and code from the list below for any other field crop grown on this operation in 2014.

- Exclude from both Quantity Sold and Gross Value Sold, any production used to make value-added products on this operation. Report value-added products and sales in Section 14, Item 4.
- Report production in the unit specified for the crop name.
- When both dry hay and haylage were cut from the same acres, report for each type.
- If two or more cuttings were made from the same acres, report acres harvested for that item only once but report total production from all cuttings.

Field Crops	Code	Organic Acres		QUANTITY of Organic Production Sold As:				GROSS VALUE of Organic Production Sold As:			
		Harvested	Production	Organic	Conventional	Organic	Conventional				
Corn (for grain or seed)	2040		bu		bu		bu	\$	.00	\$	.00
Winter Wheat (for grain or seed)	2360		bu		bu		bu	\$	.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.

www.agcensus.usda.gov

U.S. Department of Agriculture
National Agricultural Statistics Service



CENSUS OF AGRICULTURE

SECTION 3

SECTION 3 ORGANIC GRAPES

1. Did this operation grow any **organic grapes** in 2014?
 • Include landlord's share and contractor's share. Exclude personal or home use crops.

5000 **Yes** - Complete this Section **No** - Go to Section 4

2. **Total Organic Grapes**

- a. How many acres of bearing age organic grapes were harvested on this operation in 2014?
 • Please report acres to the tenth of an acre. 5020

ORGANIC GRAPES	
Acres	Tenths
Pounds	Tenths

- b. What were the total pounds of organic grape production on this operation in 2014?
 • Please report production to the tenth of a pound. 5021

- c. Of these total pounds of **organic grapes** harvested in 2014, how many were **sold** for each utilization listed below?
 • Exclude from both Quantity sold and Gross Value Sold, any production used to make value-added products on this operation (such as wine). Report value-added products in Section 14, Item 4.
 • Please report production sold to the tenth of a pound.

Grape Utilization	Code	QUANTITY of Organic Production Sold As:				GROSS VALUE of Organic Production Sold As:	
		Organic		Conventional		Organic	Conventional
		(Pounds)	(Tenths)	(Pounds)	(Tenths)	(Dollars)	(Dollars)
Fresh (Table Use)	5040					\$.00	\$.00
Wine Production	5060					\$.00	\$.00
Juice Production	5080					\$.00	\$.00
Raisins	5100					\$.00	\$.00
Other Processing Uses	5120					\$.00	\$.00

3. What percent of Total Organic Grapes reported above were sold and delivered under a marketing contract arrangement? (A marketing contract is 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.) 5999

None

Percent

 %

www.agcensus.usda.gov

U.S. Department of Agriculture
National Agricultural Statistics Service



CENSUS OF AGRICULTURE

SECTION 4

SECTION 4 ORGANIC APPLES

1. Did this operation grow any **organic apples** in 2014?
 • Include landlord's share and contractor's share. Exclude personal or home use crops.

4000 **Yes** - Complete this Section **No** - Go to Section 5

2. **Acreage, Production, Quantity, and Gross Value Sold** – For those organic apple varieties not printed in the following table, enter the variety name and code from the list below.
- Include production that was sold and will be sold.
 - Exclude from both Quantity Sold and Gross Value Sold, any production used to make value-added products on this operation (such as cider). Report value-added products in Section 14, Item 4.

Apple Variety	Code	Organic Acres Harvested		Organic Production	Unit (Bins, lbs, Boxes, etc.)	Pounds per Unit	QUANTITY of Organic Production Sold As:		GROSS VALUE of Organic Production Sold As:			
		Acres	Tenths				Organic	Conventional	Organic	Conventional		
Fuji fresh	4010								\$	.00	\$	.00
Fuji processing	4020								\$	.00	\$	.00
Gala fresh	4030								\$	.00	\$	.00
Gala processing	4040								\$	.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.

www.agcensus.usda.gov
 U.S. Department of Agriculture
 National Agricultural Statistics Service



CENSUS OF AGRICULTURE

SECTION 5

SECTION 5 OTHER ORGANIC FRUITS, TREE NUTS, AND BERRIES

1. Did this operation grow any **other organic fruits, tree nuts, or berries** in 2014?
 • Include landlord's share and contractor's share. Exclude personal or home use crops.
 6000 **Yes** - Complete this Section **No** - Go to Section 6
2. For those crops not printed in the following table, enter the crop name and code from the list below for any other organic fruits, tree nuts, or berries grown on this operation in 2014.
 • Exclude from both Quantity Sold and Gross Value Sold, any production used to make value-added products on this operation. Report value-added products and sales in Section 14, Item 4.
 • Report organic Grapes in Section 3 and organic Apples in Section 4.
 • For two or more pickings of the same crop, report acres harvested for that item only once but report total production from all pickings.

Fruits, Tree Nuts, and Berries	Code	Organic Acres Harvested		Organic Production	QUANTITY of Organic Production Sold As:			GROSS VALUE of Organic Production Sold As:	
		Acres	Tenths		Organic	Conventional	Organic	Conventional	
Blueberries, fresh	6310			lbs		lbs	lbs	\$.00	\$.00
Blueberries, processing	6320			lbs		lbs	lbs	\$.00	\$.00
Blueberries, wild	6330			lbs		lbs	lbs	\$.00	\$.00
Plums/Prunes	6150			tons		tons	tons	\$.00	\$.00
Tangerines	6160			tons		tons	tons	\$.00	\$.00
								\$.00	\$.00
								\$.00	\$.00
								\$.00	\$.00

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

www.agcensus.usda.gov

U.S. Department of Agriculture
National Agricultural Statistics Service



CENSUS OF AGRICULTURE

SECTION 6

SECTION 6 ORGANIC VEGETABLES GROWN IN THE OPEN

1. Did this operation grow any **organic vegetables in the open** in 2014?
 • Include landlord's share and contractor's share. Exclude personal or home use crops.
 3000 **Yes** - Complete this Section **No** - Go to Section 7
2. For those organic crops not printed in the following table, enter the crop name and code from the list below for any other vegetables grown in the open on this operation in 2014.
 • Exclude from both Quantity Sold and Gross Value Sold, any production used to make value-added products on this operation. Report value-added products and sales in Section 14, Item 4.
 • If more than one vegetable crop was harvested from the same acres, report acres for each crop.
 • For two or more pickings of the same crop, report acres harvested for that item only once but report total production from all pickings.

Vegetables	Code	Organic Acres Harvested		Organic Production	QUANTITY of Organic Production Sold As:			GROSS VALUE of Organic Production Sold As:	
		Acres	Tenths		Organic	Conventional	Organic	Conventional	
Tomatoes fresh	3310			cwt	cwt	cwt	\$	.00	\$.00
Tomatoes processing	3320			tons	tons	tons	\$	.00	\$.00
Carrots	3090			cwt	cwt	cwt	\$	.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.

www.agcensus.usda.gov

U.S. Department of Agriculture
 National Agricultural Statistics Service



CENSUS OF AGRICULTURE

SECTION 7

SECTION 7 ORGANIC VEGETABLES GROWN UNDER PROTECTION

1. Did this operation grow any **organic vegetables under protection** in 2014?
- Include vegetable crops grown under glass, rigid plastic, and plastic film, including "tunnel" protection and hoop houses. Include landlord's share and contractor's share.
 - Exclude personal or home use crops.

3900 **Yes** - Complete this Section **No** - Go to Section 8

2. For those organic crops not printed in the following table, enter the crop name and code from the list below for any other vegetables grown under protection on this operation in 2014.
- Exclude from both Quantity Sold and Gross Value Sold, any production used to make value-added products on this operation. Report value-added products and sales in Section 14, Item 4.
 - If more than one vegetable 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.

Vegetables	Code	Organic Area Harvested	Organic Production	QUANTITY of Organic Production Sold As:				GROSS VALUE of Organic Production Sold As:	
		Square Feet Under Glass or Other Protection	Hundredweight	Organic	Conventional	Organic	Conventional	Organic	Conventional
Tomatoes fresh	3300		cwt		cwt		cwt	\$.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.

www.agcensus.usda.gov
 U.S. Department of Agriculture
 National Agricultural Statistics Service



CENSUS OF AGRICULTURE

SECTION 8

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

1. Did this operation grow any organic floriculture crops, nursery crops, mushrooms, cut Christmas trees, or harvest organic maple syrup in 2014?

- Include landlord's share and contractor's share.
- Exclude personal or home use crops.
- Report value-added products and sales in Section 14, Item 4.

400

Yes - Complete this Section No - Go to Section 9

Crops Grown	None	Code	Square Feet Under Glass or Other Protection	Acres in the Open		Gross Value of Sales
				Acres	Tenths	
a. Floriculture and bedding crops	<input type="checkbox"/>	401				\$.00
b. Nursery crops, including aquatic plants	<input type="checkbox"/>	404				\$.00
c. Propagative materials sold	<input type="checkbox"/>	407				\$.00
d. Mushrooms	<input type="checkbox"/>	410				\$.00
Crop	None	Code	Acres in Production	Number of Trees Cut		Gross Value of Sales
e. Cut Christmas trees	<input type="checkbox"/>	451				\$.00
Crop	None	Code	Number of Taps	Gallons of Syrup Produced		Gross Value of Sales
f. Maple syrup	<input type="checkbox"/>	491				\$.00

www.agcensus.usda.gov

U.S. Department of Agriculture
National Agricultural Statistics Service



CENSUS OF AGRICULTURE

SECTION 9

SECTION 9 ORGANIC ACRES UNDER CROP INSURANCE

1. In 2014, were any of this operation's total organic acres covered by crop insurance?

510

Yes - Continue

No - Go to Item 2

a. What percent of this operation's total organic acres were covered by crop insurance in 2014?

511

Percent

%

[If Item 1a is 100%, go to Section 10; otherwise, continue]

2. Which of the following best describes the reason why crop insurance was not purchased for the uninsured organic acres in 2014? (Check one)

512

1 Too expensive

2 Unfamiliar with crop insurance

3 Other (specify):

513

www.agcensus.usda.gov
U.S. Department of Agriculture
National Agricultural Statistics Service



CENSUS OF
AGRICULTURE

SECTION 10

SECTION 10 GMO PRESENCE IN ORGANIC CROPS

1. Have you experienced economic losses that you can document due to unintended presence of GMO material in an organic crop you have produced for sale? (Exclude expenses for preventative measures and testing of your crop.)

7000

Yes - Continue

No - Go to Section 11

a. Please list the three most recent occurrences of a loss including: the year, organic crop, quantity affected by GMO material, unit of measure, and the economic loss (\$/unit).

Year (YYYY)		Crop		Quantity		Unit (lbs, bushels, cwt, etc.)		Loss (\$/unit)	
7010		7011		7012		7014		7013	
7020		7021		7022		7024		7023	
7030		7031		7032		7034		7033	

www.agcensus.usda.gov

U.S. Department of Agriculture
National Agricultural Statistics Service



CENSUS OF
AGRICULTURE

SECTION 11

SECTION 11 ORGANIC LIVESTOCK, POULTRY, AND LIVESTOCK PRODUCTS

1. Did this operation have or produce any **organic livestock, poultry, or livestock products** in 2014?
- Include landlord's share and contractor's share. Exclude items produced only for home use.
 - Exclude from both Quantity Sold and Gross Value Sold, any production used to make value-added products on this operation. Report value-added products and sales in Section 14, Item 4.

8000

Yes - Complete this Section **No** - Go to Section 12

Livestock, Poultry, and Livestock Products	PEAK 2014 Organic Inventory	Dec. 31, 2014 Organic Inventory	QUANTITY of Organic Production Sold or Moved As:		GROSS VALUE of Organic Production Sold or Moved As:	
			Organic	Conventional	Organic	Conventional
a. Milk Cows (Dry and milking)	8020				\$.00	\$.00
b. Milk (pounds)	8030				\$.00	\$.00
c. Beef Cows	8060				\$.00	\$.00
d. Other Cattle and Calves	8040				\$.00	\$.00
e. Hogs and Pigs	8050				\$.00	\$.00
f. Sheep and Lambs	8330				\$.00	\$.00
g. Goats and Kids	8300				\$.00	\$.00
h. Goat Milk (pounds)	8310				\$.00	\$.00
i. Mohair (pounds)	8320				\$.00	\$.00
j. Other Livestock						

www.agcensus.usda.gov

U.S. Department of Agriculture
National Agricultural Statistics Service



CENSUS OF AGRICULTURE

SECTION 11 (cont)

j. Other Livestock Specify: <input checked="" type="checkbox"/>							
8406							
	8400					\$.00	\$.00
k. Other Livestock Products Specify: <input checked="" type="checkbox"/>							
8414							
	8410					\$.00	\$.00
l. Chickens, Layers	8210					\$.00	\$.00
m. Eggs (Dozen)	8220					\$.00	\$.00
n. Chickens, Broilers	8200					\$.00	\$.00
o. Turkeys	8230					\$.00	\$.00
p. Other Poultry Specify: <input checked="" type="checkbox"/>							
8246							
	8240					\$.00	\$.00

www.agcensus.usda.gov

U.S. Department of Agriculture
National Agricultural Statistics Service



CENSUS OF
AGRICULTURE

SECTION 12

SECTION 12 PRODUCTION EXPENSES

1. Report **total production expenses** paid by this operation in 2014 and the portion (percent) of those expenses used for organic production.
- Include expenses paid by your landlords and contractors.
 - Exclude expenses not related to the farm business.

Expense	None	Total Expenses (Dollars)		Portion for Organic Production (Percent)	
a. Organic certification expense	<input type="checkbox"/>	1500	\$.00		
b. Fertilizers, lime, and soil conditioners	<input type="checkbox"/>	1501	\$.00	601	%
c. Agriculture chemicals, beneficial insects, and other organic materials for pest control	<input type="checkbox"/>	1522	\$.00	622	%
d. Gasoline, diesel, fuels, and oils purchased for the farm business	<input type="checkbox"/>	1507	\$.00	607	%
e. Seed, plants, vines, trees, etc. purchased	<input type="checkbox"/>	1503	\$.00	603	%
f. Hired agricultural labor including contract labor (include wages and benefit expenses)	<input type="checkbox"/>	1541	\$.00	641	%
g. Livestock purchased or leased	<input type="checkbox"/>	1529	\$.00	629	%
h. Feed purchased for livestock and poultry	<input type="checkbox"/>	1506	\$.00	606	%

www.agcensus.usda.gov

U.S. Department of Agriculture
National Agricultural Statistics Service



CENSUS OF
AGRICULTURE

SECTION 12 (cont)

i. Interest paid on all debt related to the farm business	<input type="checkbox"/>	1547	\$	.00	647	%
j. Property taxes paid in 2014	<input type="checkbox"/>	1517	\$	.00	617	%
k. Rent and lease expenses for land, buildings, machinery, etc. - include grazing fees.	<input type="checkbox"/>	1537	\$	.00	637	%
l. Custom work, such as custom hauling, custom planting, custom harvesting, etc.	<input type="checkbox"/>	1512	\$	.00	612	%
m. Repairs, supplies, and maintenance costs	<input type="checkbox"/>	1509	\$	.00	609	%
n. Utilities expense (including water purchased).	<input type="checkbox"/>	1508	\$	.00	608	%
o. All other production expenses - Include animal health cost, storage, marketing expenses, etc.	<input type="checkbox"/>	1518	\$	.00	618	%
Total Expenses (Sum of Items 1a - 1o)		1599	\$	.00		

www.agcensus.usda.gov

U.S. Department of Agriculture
National Agricultural Statistics Service



CENSUS OF
AGRICULTURE

SECTION 13

SECTION 13 ORGANIC PRODUCTION PRACTICES

1. In 2014, did this operation use any of the following practices for organic agricultural production:

- | | | | |
|---|-----|------------------------------|-----------------------------|
| a. Biological pest management? | 701 | <input type="checkbox"/> Yes | <input type="checkbox"/> No |
| b. Apply or release beneficial organisms (insects, nematodes, fungi) to manage pests? | 702 | <input type="checkbox"/> Yes | <input type="checkbox"/> No |
| c. Maintain a beneficial insect or vertebrate habitat for the specific purpose of managing or reducing the spread of pests or disease? | 703 | <input type="checkbox"/> Yes | <input type="checkbox"/> No |
| d. Plan planting locations to avoid cross infestation of pests in order to manage or reduce the spread of pests? | 704 | <input type="checkbox"/> Yes | <input type="checkbox"/> No |
| e. Choose a crop variety because of specific resistance to certain pests for the specific purpose of managing or reducing the spread of pests on this operation? | 705 | <input type="checkbox"/> Yes | <input type="checkbox"/> No |
| f. Plant crops at a specific time to avoid cross contamination from other pollen or weeds? | 706 | <input type="checkbox"/> Yes | <input type="checkbox"/> No |
| g. Produce or use organic mulch/compost? | 707 | <input type="checkbox"/> Yes | <input type="checkbox"/> No |
| h. Green or animal manures? | 708 | <input type="checkbox"/> Yes | <input type="checkbox"/> No |
| i. No-till or minimum till cropping practices? | 709 | <input type="checkbox"/> Yes | <input type="checkbox"/> No |
| j. Maintain buffer strips or border rows to isolate organic products from non-organic crops or land or take a buffer harvest? | 710 | <input type="checkbox"/> Yes | <input type="checkbox"/> No |
| k. Use water management practices such as irrigation scheduling, controlled drainage, or structures for water control? | 711 | <input type="checkbox"/> Yes | <input type="checkbox"/> No |
| l. Free range livestock production? | 712 | <input type="checkbox"/> Yes | <input type="checkbox"/> No |
| m. Rotational grazing? | 713 | <input type="checkbox"/> Yes | <input type="checkbox"/> No |

www.agcensus.usda.gov

U.S. Department of Agriculture
National Agricultural Statistics Service



CENSUS OF
AGRICULTURE

SECTION 14

SECTION 14		MARKETING PRACTICES FOR ORGANIC PRODUCTS	
1. Of the total 2014 gross sales of ALL organic products (including any value-added/processed organic products), what percent was marketed through:			
Marketing Practices		Percent of Total 2014 Gross Organic Sales	
a. Consumer Direct Sales (Include farm stands, U-picks, farmers' markets, community supported agriculture shares (CSAs), mail orders, buying clubs, and the Internet.)? 9100			%
b. Direct-to-Retail/Institutions (Include individual grocery stores, restaurants, caterers, and institutions such as hospitals and schools, colleges, and universities.)? 9101			%
c. Wholesale Markets (Include grocery store distribution centers, processors, mills, packers, distributors, wholesalers, brokers, sales to other operations, and grower cooperatives.)? 9102			%
TOTAL (Sum of Items 1a + 1b + 1c)		100%	
2. In 2014, did this operation market any of its organic products through community supported agriculture shares (CSA's) ? 865 <input type="checkbox"/> Yes <input type="checkbox"/> No			
3. Approximately what percent of this operation's organic products first point of sales were sold:		Percent	
a. Locally (within 100 miles)? 841			%
b. Regionally (more than 100 miles but less than 500 miles)? 842			%
c. Nationally (500 miles or farther)? 843			%
d. Internationally? 844			%
TOTAL (Sum of Items 3a + 3b + 3c + 3d)		100%	

SECTION 14 (cont)

4. In 2014, did this operation produce and market any **Processed or Value-Added** products from its own organic agricultural production? (Include bottled milk, cheese, processed meat, wine, jam, etc.) (Exclude sales reported in previous sections.)

9503 **Yes** - Continue **No** - Go to Item 5

a. Please report the product, quantity, unit, and sales of the **processed or value-added** product.

Processed or Value-Added Product		Quantity Sold		Unit (lbs, bushels, cwt, etc.)		Gross Organic Value-Added Sales	
9501		9201		9202		9203	\$.00
Specify:							
9210		9204		9205		9206	\$.00
Specify:							
9211		9207		9208		9209	\$.00
Specify:							

5. Did this operation produce any organic agricultural products under a **production** contract arrangement in 2014?

866 **Yes** - Continue **No** - Go to Section 15

a. What percent of this operation's total organic production in 2014 was under a **production** contract arrangement? (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 crops, livestock, or poultry.

The contractor usually owns the commodity and often provides inputs.) 867

Percent

%

www.agcensus.usda.gov

U.S. Department of Agriculture
National Agricultural Statistics Service



CENSUS OF AGRICULTURE

SECTION 15

SECTION 15		OTHER INFORMATION	
1.	How many of the 2014 organic acres in this operation were enrolled in the EQIP Organic Initiative (administered by NRCS)?	901	None <input type="checkbox"/> Acres <input type="text"/>
2.	Did this operation participate in the National Organic Certification Cost Share Program in 2014?	903	<input type="checkbox"/> Yes <input type="checkbox"/> No
3.	Was this operation able to acquire sufficient amount of organic seed in 2014?	904	<input type="checkbox"/> Yes <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 2014?	905	<input type="checkbox"/> Yes <input type="checkbox"/> No
5.	Which of the following would you consider the primary challenge to you as an organic farmer? (check one)		
906	1 <input type="checkbox"/> Regulatory problems (excessive paperwork/record keeping, certification costs, etc.)		
	2 <input type="checkbox"/> Price issues (low premiums, lack of price information, prices inconsistent, etc.)		
	3 <input type="checkbox"/> Production problems (high input costs, low yields, poor product quality)		
	4 <input type="checkbox"/> Market access (too much competition, not enough volume produced, lack of buyers, etc.)		
	5 <input type="checkbox"/> Management issues (overall time requirement, labor management, access to capital, etc.)		
	6 <input type="checkbox"/> Other, specify: ⁹⁶⁹ <input type="text"/>		
6.	How many years has this operation been growing or raising any agricultural products?	907	Years <input type="text"/>
7.	How many years has any portion of this operation been certified organic?	908	<input type="text"/>

www.agcensus.usda.gov

U.S. Department of Agriculture
National Agricultural Statistics Service



CENSUS OF AGRICULTURE

SECTION 15 (cont)

8. Over the next 5 years, does this operation plan to: (check one)

909

- 1 Increase organic agricultural production?
- 2 Maintain current levels of organic agricultural production?
- 3 Decrease organic agricultural production?
- 4 Discontinue organic agricultural production?
- 5 Discontinue all agricultural production?
- 6 Don't know

9. What was this operation's total gross value of sales of ALL (organic and conventional) agricultural products in 2014? (check one)

910

- | | | | |
|--|---|---|---|
| 1 <input type="checkbox"/> None | 10 <input type="checkbox"/> \$10,000 - \$14,999 | 19 <input type="checkbox"/> \$80,000 - \$99,999 | 28 <input type="checkbox"/> \$1,000,000 - \$1,499,999 |
| 2 <input type="checkbox"/> \$1 - \$499 | 11 <input type="checkbox"/> \$15,000 - \$19,999 | 20 <input type="checkbox"/> \$100,000 - \$124,999 | 29 <input type="checkbox"/> \$1,500,000 - \$1,999,999 |
| 3 <input type="checkbox"/> \$500 - \$999 | 12 <input type="checkbox"/> \$20,000 - \$24,999 | 21 <input type="checkbox"/> \$125,000 - \$149,999 | 30 <input type="checkbox"/> \$2,000,000 - \$2,999,999 |
| 4 <input type="checkbox"/> \$1,000 - \$1,999 | 13 <input type="checkbox"/> \$25,000 - \$29,999 | 22 <input type="checkbox"/> \$150,000 - \$199,999 | 31 <input type="checkbox"/> \$3,000,000 - \$4,999,999 |
| 5 <input type="checkbox"/> \$2,000 - \$2,999 | 14 <input type="checkbox"/> \$30,000 - \$34,999 | 23 <input type="checkbox"/> \$200,000 - \$274,999 | 32 <input type="checkbox"/> \$5,000,000 - \$7,499,999 |
| 6 <input type="checkbox"/> \$3,000 - \$3,999 | 15 <input type="checkbox"/> \$35,000 - \$39,999 | 24 <input type="checkbox"/> \$275,000 - \$349,999 | 33 <input type="checkbox"/> \$7,500,000 - \$9,999,999 |
| 7 <input type="checkbox"/> \$4,000 - \$4,999 | 16 <input type="checkbox"/> \$40,000 - \$49,999 | 25 <input type="checkbox"/> \$350,000 - \$499,999 | 34 <input type="checkbox"/> \$10,000,000 and over |
| 8 <input type="checkbox"/> \$5,000 - \$7,499 | 17 <input type="checkbox"/> \$50,000 - \$59,999 | 26 <input type="checkbox"/> \$500,000 - \$749,999 | |
| 9 <input type="checkbox"/> \$7,500 - \$9,999 | 18 <input type="checkbox"/> \$60,000 - \$79,999 | 27 <input type="checkbox"/> \$750,000 - \$999,999 | |

www.agcensus.usda.gov

U.S. Department of Agriculture
National Agricultural Statistics Service



CENSUS OF
AGRICULTURE

SECTION 15 (cont)

10. What percent of this operation's total gross value of sales reported in Item 9 came from the sales of organic agricultural products? 911	Percent of Total Gross Value of Sales	
	<input type="text"/>	%
11. What percent of your Net Household Income came from the production and sale of organic agricultural products? 912	Percent of Net Household Income	
	<input type="text"/>	%

www.agcensus.usda.gov

U.S. Department of Agriculture
National Agricultural Statistics Service



CENSUS OF
AGRICULTURE

SECTION 16

SECTION 16		TRANSITIONAL ACREAGE	
1. In 2014, did this operation own or operate any transitional acres ?			
9600	<input type="checkbox"/> Yes - Continue	<input type="checkbox"/> No - Go to Section 17	
2. In 2014, how many transitional acres did this operation:			
			Acres
a. Own?	.....	9606	
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 2014 were:	.....	9608	
4. Of the total (Item 3) transitional acres operated in 2014, what percent was:			
			Percent
a. Cropland?	.....	9620	%
b. Pastureland?	.....	9621	%
c. Rangeland?	.....	9622	%
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 were sold and delivered under a marketing contract arrangement?			
	.....	9603	%

www.agcensus.usda.gov

U.S. Department of Agriculture
National Agricultural Statistics Service



CENSUS OF
AGRICULTURE

SECTION 17

SECTION 17 CONCLUSION

Survey Results: To receive the complete results of this survey on the release date, go to www.nass.usda.gov/results/

Would you rather have a brief summary sent to you at a later date?

9990

Yes

No

COMMENTS:

Respondent Name

9912

Area Code and Phone Number

9911

 - -

Date (MM DD YY)

9910

Thank you for your response.

www.agcensus.usda.gov
U.S. Department of Agriculture
National Agricultural Statistics Service



CENSUS OF
AGRICULTURE