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2019 Organic Survey

Interviewer's Manual



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Chapter 1 Background

The 2019 Certified Organic Survey is part of the 2017 Census of Agriculture program. The primary purpose of the survey is to collect value of sale information at the commodity level along with acreage, production, and practices data for a variety of certified organic crop and livestock operations. Participation in the survey is mandatory and the data release is expected for October 2019.

Results from the 2017 Census of Agriculture showed that 15,951 certified organic farms and ranches in the United States sold a total of \$15 billion in products in 2017. It is important that detailed, unbiased information is available to help determine the economic impact of certified organic production at the national and state levels. Data published from the survey will help provide the industry with a reliable source of timely information to support research projects and fund requests to benefit producers.

1.1 Specific Examples of Benefits to Producers

- Farm organizations use information to lobby Congress or state legislatures for funding and support of industry related programs;
- Government, extension, and university scientists use information to determine research needs to benefit the industry;
- Suppliers to the organic industry use the data to plan production and marketing of new products;
- Policy makers use information to understand and support the practices used by organic producers; and
- Better crop insurance programs for organic producers.

Chapter 2 General

2.1 Authority

The census of agriculture is authorized under the provisions of the "Census of Agriculture Act of 1997", Public Law 105 - 113 (Title 13, United States Code). This law authorizes the Secretary of Agriculture to conduct surveys deemed necessary to furnish annual or other data on the subjects covered by the census. The 2019 Organic Survey is conducted under the provisions of this section.

2.2 Certified Organic Farm Definition

In December 2000, the National Organic Standards Board of the USDA established a national standard for the term "organic." Organic food must be produced without the use of synthetic fertilizers, herbicides, pesticides, genetic engineering (biotechnology), growth hormones or irradiation. Since October 21, 2002 (when the National Organic Standards became law), all farms, ranches, and handling operations selling more than \$5,000 worth of organic agricultural products a year had to be certified by a state or private agency accredited by the USDA. Organic operations are, among other things, also required to:

- Have an Organic Systems Plan
- Maintain records concerning the production and handling of organic products
- Submit to audits and evaluations conducted by accredited certifying agents
- Have distinct, defined boundaries and buffer zones to prevent the unintended application of a prohibited substance to land under organic management
- Use organic seeds when commercially available
- Minimize soil erosion, implement crop rotations, and prevent contamination of crops, soil and water by plant and animal nutrients, pathogenic organisms, heavy metals or residues of prohibited substances
- Have had no prohibited substances applied to their land for at least three years prior to harvest.

2.3 Enumerator's Responsibility

The 2019 Organic Survey is a complete enumeration of all known operations with certified, or transitioning organic production in the United States in 2019. The sources for the sampling frame were the 2017 Census of Agriculture, the 2016 Certified Organic Survey, the 2019 Agricultural Marketing Service (AMS) certified

organic list and sources supplied by regional field offices (RFOs). The enumerator is to contact selected producers and solicit their cooperation to supply data for the survey. As always, enumerators must protect respondent data, and information provided kept confidential. Information provided will be combined with other producer data to provide a summary. The enumerator must be thoroughly familiar with the report form and benefits to the producer for completing the report form. Basic guidelines for completing the report form:

- Use a number 2 pencil for entries;
- Follow skip instructions;
- Record quantity harvested entries to the unit specified on the questionnaire;
- Record acres to the nearest tenth acre, *except* for Christmas trees and field crops (except tobacco) which should be reported to the nearest whole acre;
- Record total sales entries to nearest dollar;
- Record percentage entries to nearest whole percent; and
- Write notes to describe unusual situations.

The project code to use on your timesheet for this survey is **677**.

Chapter 3 Terms and Definitions

Enumerators working on the 2019 Organic Survey must be familiar with the definitions of the terms listed below.

Certifying Agency

An agency or organization that, for an annual fee, certifies an operation's organic practices are in accordance with the USDA's Agricultural Marketing Service's National Organic Program (NOP) standards.

Certified Organic

Any commodity produced according to NOP standards. For more information, go to <http://www.ams.usda.gov> and select the Organic Certification option on the left side of the screen.

Community Supported Agriculture (CSA)

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

Food Crops Grown under Protection

These usually include crops such as hydroponic tomatoes, fruits, berries, vegetables, and fresh cut herbs grown in greenhouses, or under glass, rigid plastic, and plastic film, including "tunnel" protection and hoop houses.

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.

National Organic Program (NOP)

The NOP develops, implements, and administers national production, handling, and labeling standards for organic agricultural products. The NOP also accredits the certifying agents (foreign and domestic) who inspect organic production and handling operations to certify they meet USDA standards.

Peak Inventory

The largest number of livestock and/or poultry on the operation during 2019.

Processed Products

Products that have been altered by heat, pressure, and/or freezing temperatures.

Production Contract

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

Transitional Acreage

Transitional acreage refers to those operations that operate conventional acres and are in the process of becoming certified organic. The process to become certified organic takes 3 years.

Total Quantity Sold or Moved

The quantity of a commodity sold by an operation or delivered under a production contract.

Value-Added

Value-added is any activity or service occurring after agricultural production, transportation, or storage that added value.

- **Include** only those products where the initial agricultural commodity was produced on this operation.
- **Include** as value-added, activities which change the physical form of the product such as slicing of vegetables, butchering and packing of livestock or poultry, curing of meats, processed, canned, or preserved products such as jam, jelly, wine, juice, cider, and cheese, milling and grinding grains, flowers cut and sold as arrangements, or bundled corn stalks.
- **Exclude** normal processes which must occur prior to storage, such as the drying of grain, removing foreign material, or cooling milk and processes which are typical for the marketing of the commodity such as measuring, labeling, weighing, bagging, or sorting of crops, livestock, or livestock products.
- **Exclude** products bought for resale without additional growing, such as plugs and started plants.
- **Exclude** non-agricultural items such as planters, baskets, and clothing items not made from commodities grown on this operation.

The Gross Value of Sales in this survey is always the raw value of the commodity prior to its use for a value-added product.

Chapter 4 Survey Overview

4.1 General

The 2019 Organic Survey will be conducted in all 50 states. There is only one version of the report form. Blank versions of the report form will be distributed to Regional Field Offices (RFOs) and Field Offices (FOs) in November 2019. Results from the survey will be published in October 2020.

4.2 Survey Reference Period

The reference period is the calendar year 2019. All sales questions refer to the certified organic production during the 12 month period from January 1, 2019 to December 31, 2019. Production not yet sold on December 31, 2019 should be estimated when reporting Gross Value of Sales.

4.3 Methods of Data Collection

EDR Push Postcard

The National Processing Center (NPC) will mail an EDR push pre-survey postcard in early December to notify producers that they will be receiving a survey packet and that they have an opportunity to respond to the survey immediately online. A second EDR push postcard mailing from NPC will occur in January 2020 to notify producers that we have not received their response and that they still have an opportunity to respond to the survey immediately online.

Mailed Report Forms

NPC will mail a survey cover letter along with a report form and instruction sheet to the organic operations in each state. They will be mailed on December 20, 2019. The cover letter accompanying the questionnaire is signed by the NASS Administrator, Hubert Hamer, and encourages cooperation for respondents. A second mailing will be conducted in February 2020.

Computer Assisted Telephone Interview (CATI)

Data Collection Centers (DCCs) will conduct telephone follow-up to operations that have not responded beginning in February 2020.

Computer Assisted Web Interview (CAWI)

Respondents will be able to complete the report over the Internet. The web address is referenced in the EDR push pre-survey postcard, on the questionnaire and in the cover letter. For security purposes, respondents will need to know their unique survey code to complete the report over the Internet. The survey code is located just above the bar code on the face page of the questionnaire.

Computer Assisted Personal Interview (CAPI)

A portion of the respondents will not respond by mail or CAWI. The RFOs will determine which operations to include in a phone or personal interview follow-up.

Modes of data collection are under the discretion of the HQ and RFO staff. All data collection plans provided by RFOs should be followed.

4.4 New Operations

New organic operations discovered during data collection should be interviewed if s/he requests to be included. The enumerator will need to check with staff from a RFO to determine if the newly discovered operation is already on the list of known organic producers.

4.5 Refusals

In the event that a refusal occurs, it is important to carefully probe the respondent for general details. Observations should be made as much as possible about the size of the operation and types of organic products being produced. However, trespassing or deceptively trying to obtain the data is prohibited. Written notes should be provided to describe the size and scope of the operation. When possible, notes should address the following items:

Why did the respondent refuse?

Is the operation involved in organic production?

What organic products are produced or raised and how much?

How large is the operation, in terms of acreage and value of sales?

Does the operation have any greenhouses, if so, approximate size?

4.6 Mailing Completed Work

Completed questionnaires should be forwarded to the appropriate supervisor or RFO according to the provided guidelines. If it is determined that the last completed work will not reach the RFO by the due date, the assigned supervisor should be contacted immediately for additional instructions.

4.7 Burden Statement

Federal regulations require that an estimate of the average time required for completion be provided with all questionnaires used by agencies of the Federal government. The average time listed for this survey is 40 minutes. The burden statement regulation also provides the public with an opportunity to respond to the Office of Management and Budget (OMB) regarding any aspect of a survey. This regulation is administered by the OMB, which has the duty of approving and overseeing government data collection efforts.

If a respondent has problems with a questionnaire or the time required to complete the form, this issue may be conveyed to OMB. Since use of the burden statement is required by OMB regulations, any questions regarding the burden statement or the Paperwork Reduction Act should be addressed in writing to the OMB.

Respondents often ask, "How long will this take?" Enumerators should note the burden statement average time (40 minutes) requirement and never directly contradict it. However, enumerators may provide additional information such as, "The official average time for this survey is 40 minutes, but the interviews I have conducted in this area are averaging 20-30 minutes."

Chapter 5 Completing the Questionnaire

5.1 General

It is important that the enumerator review the questionnaire prior to conducting an interview. All entries made should be clear and easy to read. Answers should be in the proper spaces and in the units requested, i.e., acres, dollars, percent, etc., and all applicable “Yes” or “No” boxes appropriately marked with an “X.”

The report is 16 pages in total and collects acreage, production, and sales data for a variety of certified organic crop and livestock commodities. Because it is meant for use in all parts of the country, this questionnaire may contain items and inquiries which do not apply to a specific operation. In this case, the “No” or “None” box should be marked and the next item or section answered.

Producers should report all the certified organic crops, livestock, and poultry produced on their operation, as well as, commodities delivered under a marketing contract or a production contract. Marketing cooperatives or contractors should report only the commodities which they actually produced and not the commodities delivered to them.

5.2 Section 1: Operation Information

This section screens for whether or not the operation was involved in certified organic agriculture production in 2019. It also determines the operation's certifier and the distribution of the acreage.

Item 1: Organic Screening

If the operation produces or grows any organic agricultural products of any kind by any definition of organic, answer “Yes”, then proceed to item 2. If the operation does not produce or grow organic products, select “No”, then proceed to Section 14. The intent of this question is to provide a space for operations that, in their opinions, grow organically, but then to screen them out in Item 2 as they are not certified organic per USDA NOP standards. Doing this should reduce coverage error.

Item 2: Certified Organic Screening

If the operation is certified organic by USDA NOP standards, answer “Yes,” then proceed to item 3. See the definition of certified organic in Chapter 3, Terms and Definitions. If the operation is not certified by the USDA, select “No,” then proceed to Section 14.

Item 3: Certifying Agency

Enter the name of the agency or organization that certified the operation for organic production in 2019.

Item 4: Certified Acreage

Report all certified organic land owned, rented or leased from others, and/or

rented to others on the operation in 2019. 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.

Item 5: Total Certified Acres Operated

Calculated sum of owned plus rented from others minus rented to others from item 4.

Item 6: Certified Organic Cropland (a), Pastureland, and Rangeland (b)

Of the total acres reported in item 5, report the number of acres that were certified organic cropland, pastureland and rangeland.

5.3 Section 2: Certified Organic Vegetables Grown in the Open

This section records all certified organic vegetables acreage, production, and value of sales that was grown in the open in 2019.

Item 1: Production Screener

Select "Yes" if this operation produced certified organic vegetables grown in the open, then go to item 2. If "No," proceed to Section 3, Certified Organic Floriculture Crops, Nursery Crops, Mushrooms, Vegetables/ Herbs under Protection.

Item 2: Acreage and Production

Vegetables Harvested: Report any certified organic vegetables harvested in the open in 2019. If the crop is not pre-printed in the table, print the crop name in the first column and the appropriate code in the second column from the list below the table. To report a crop not listed, enter its name in the first column, then in the second column, enter crop code "3530".

Acres Harvested: Report the acres harvested to the nearest tenth of an acre. Exclude acres harvested only for home use. Tomatoes grown under protection should be reported in Section 3. If multiple crops were harvested from the same acres, report the acres harvested for each crop. For vegetables with two or more pickings of the same crop, report acres harvested for that item only once but report total production from all pickings.

Production: Report the quantity produced in 2019 from the acres harvested using the unit desired. Report the pounds per unit if pounds, hundredweight or tons is not used.

Sales: Report the amount of production that was sold, regardless of the organic or conventional market it was sold in. Report the gross value of sales for the quantity produced in 2019 and the estimate of the value of sales for the 2019 production of what will be sold. If crops were produced under a production contract, report the estimated market value as the value of sales and not the

payment received from the contractor.

Item 3: Quantity Sold Utilization and Sales

Vegetables Sold: Report any certified organic vegetables sold in the open in 2019. If all vegetables were sold as fresh market, check '100% fresh market' for item 3 and proceed to Section 3. If the crop is not pre-printed in the table, print the crop name in the first column and the appropriate code in the second column from the list below the table. To report a crop not listed, enter its name in the first column, then in the second column, enter crop code "3535".

Quantity Sold: Report the amount of the 2019 production from item 2, which was sold and estimate of what will be sold for commercial processing and/or fresh market, regardless of the organic or conventional market it was sold in. Report the production of any commodity in this section even if the commodity was transformed to a value-added product.

Sales: Report the gross value of sales for the commercial processing and/or fresh market 2019 production that was sold and estimate the value of sales for the 2019 production of what will be sold. If crops were produced under a production contract, report the estimated market value as the value of sales and not the payment received from the contractor. Report the value of sales of any commodity in this section even if the commodity was transformed to a value-added product. Estimate the market value of the raw commodity prior to its use for a value-added product and not the value-added sales.

5.4 Section 3: Certified Organic Floriculture Crops, Nursery Crops, Mushrooms, Vegetables/Herbs under Protection

This section records all certified organic floriculture crops, nursery crops, mushrooms, and vegetables/herbs under protection production and value of sales in 2019.

Item 1: Production Screener

Select "Yes" if this operation produced certified organic floriculture crops, nursery crops, mushrooms, or vegetables/herbs grown under protection, then continue. If "No," proceed to Section 4, Certified Organic Cultivated Christmas Trees and Maple Syrup.

a. Floriculture and bedding crops: Report the square footage and/or acres harvested to the nearest tenth of an acre. Exclude square footage and/or acres harvested only for home use. Report the gross value of sales for all certified organically grown floriculture and bedding crops. If crops were produced under a production contract, report the estimated market value as the value of sales and not the payment received from the contractor. Use the code box 401 underneath the table for reference. Estimate the value of sales for the production that has not yet been sold.

b. Nursery crops and aquatic plants: Report the square footage and/or acres harvested to the nearest tenth of an acre. Exclude square footage and/or acres harvested only for home use. Report the gross value of sales for all certified organically grown nursery crops, including aquatic plants. If crops were produced under a production contract, report the estimated market value as the value of sales and not the payment received from the contractor. Use the code box 404 underneath the table for reference. Estimate the value of sales for the production that has not yet been sold.

c. Propagative materials sold: Report the square footage and/or acres harvested to the nearest tenth of an acre. Exclude square footage and/or acres harvested only for home use. Report the gross value of sales for all certified organically grown propagative materials. If crops were produced under a production contract, report the estimated market value as the value of sales and not the payment received from the contractor. Use the code box 407 underneath the table for reference. Estimate the value of sales for the production that has not yet been sold.

d. Mushrooms: Report the square footage and/or acres harvested to the nearest tenth of an acre. Exclude square footage and/or acres harvested only for home use. Report the gross value of sales for all certified organically grown mushrooms. If the crop was produced under a production contract, report the estimated market value as the value of sales and not the payment received from the contractor. Estimate the value of sales for the production that has not yet been sold.

e. Tomatoes grown under protection: Report the square footage harvested. Exclude square footage harvested only for home use. Report the gross value of sales for all certified organically grown tomatoes grown under protection. If the crop was produced under a production contract, report the estimated market value as the value of sales and not the payment received from the contractor. Estimate the value of sales for the production that has not yet been sold. Tomatoes grown in the open should be reported in Section 2.

f. Other vegetables and fresh herbs grown under protection: Report the square footage harvested. Exclude square footage harvested only for home use. Report the gross value of sales for all certified organically grown other vegetables and fresh herbs grown under protection. If the crop was produced under a production contract, report the estimated market value as the value of sales and not the payment received from the contractor. Estimate the value of sales for the production that has not yet been sold. Vegetables and herbs grown in the open should be reported in Section 2.

5.5 Section 4: Certified Organic Cultivated Christmas Trees and Maple Syrup

This section records all certified organic cultivated Christmas tree and maple syrup

production and sales.

Item 1: Production Screener

Select “Yes” if this operation produced certified organic cultivated Christmas trees or maple syrup in 2019, then continue. If “No,” proceed to Section 5, Certified Organic Grapes.

- a. Cultivated Christmas trees, cut and to be cut:
- b. Maple Syrup:

5.6 Section 5: Certified Organic Grapes

This section records all certified organic grape acreage, production, and value of sales in 2019.

Item 1: Production Screener

Select “Yes” if this operation produced certified organic grapes in 2019, then go to item 2. If “No,” proceed to Section 6, Certified Organic Apples.

Item 2: Certified Organic Grapes Harvested

a. Report the acres harvested to the nearest tenth of an acre. Exclude acres harvested only for home use.

b. Report total certified organic grape production to the nearest pound.

c. Quantity Sold: For each utilization, report the amount of the 2019 production that was sold and estimate of what will be sold, regardless of the organic or conventional market they were or will be sold in. Include the production of any commodity in this section even if the commodity was transformed to a value-added product. Grape varieties should be reported by utilization, not type of grape. For example, if a table grape variety was harvested for wine production it should be reported as “grapes harvested for wine production” not “grapes harvested as fresh (table use).

d. Sales: Report the gross value of sales for the 2019 production that was sold and estimate the value of sales for the 2019 production of what will be sold. If crops were produced under a production contract, report the estimated market value as the value of sales and not the payment received from the contractor. Report the value of sales of any commodity in this section even if the commodity was transformed to a value-added product. Estimate the market value of the raw commodity prior to its use for a value-added product and not the value-added sales.

5.7 Section 6: Certified Organic Apples

This section records all certified organic apple acreage, production, and value of sales in 2019.

Item 1: Production Screener

Select "Yes" if this operation produced certified organic apples in 2019, then go to item 2. If "No," proceed to Section 7, Certified Organic Citrus Fruits.

Item 2: Acreage, Production, and Sales

Apple Variety Harvested: Report any certified organic apple variety harvested in 2019. If the variety is not pre-printed in the table, print the variety name in the first column and the appropriate code in the second column from the list below the table. To report a variety harvested not listed, enter its name in the first column, then in the second column enter crop code "4480".

Acres Harvested: Report the acres harvested to the nearest tenth of an acre. Exclude acres harvested only for home use.

Production: Report the quantity produced in 2019 from the acres harvested using the unit desired, and also report the pounds per unit (example: 400 bushels of Gala @ 42 lbs/bu = Quantity: 400, Unit: bushels, Pounds per Unit: 42).

Sales: Report the gross value of sales for the 2019 production and estimate the value of sales for the 2019 production of what will be sold.

Item 3: Quantity Sold and Sales

Apple Variety Sold: Report any certified organic apple variety sold in 2019. If entire quantity was sold as fresh market, check '100% fresh market' for item 3 and proceed to Section 7. If the variety is not pre-printed in the table, print the variety name in the first column and the appropriate code in the second column from the list below the table. To report a variety sold not listed, enter its name in the first column, then in the second column enter crop code "4485".

Quantity Sold: Report the amount of the 2019 production from item 2, which was sold and estimate of what will be sold for commercial processing and/or fresh market, regardless of the organic or conventional market it was sold in. Report the production of any commodity in this section even if the commodity was transformed to a value-added product.

Sales: Report the gross value of sales for the commercial processing and/or fresh market 2019 production that was sold and estimate the value of sales for the 2019 production of what will be sold. If apples were produced under a production contract, report the estimated market value as the value of sales and not the payment received from the contractor. Report the value of sales of any commodity in this section even if the commodity was transformed to a value-added product. Estimate the market value of the raw commodity prior to its use for a value-added product and not the value-added sales.

5.8 Section 7: Certified Organic Citrus Fruits

This section records all certified organic citrus fruit acreage, production, and value of sales in 2019.

Item 1: Production Screener

Select "Yes" if this operation produced any other certified organic fruit, tree nut or berry, then go to item 2. If "No," proceed to Section 8, Certified Organic Berries, Tree Nuts, and Fruits.

Item 2: Acres Harvested, Production, and Sales

Citrus Fruits: Report any certified organic citrus fruits harvested in 2019. If the crop is not pre-printed in the table, print the crop name in the first column and the appropriate code in the second column from the list below the table. To report a citrus fruit not listed, enter its name in the first column, then in the second column, enter crop code "7130".

Acres Harvested: Report the acres harvested to the nearest tenth of an acre. Exclude acres harvested only for home use. If multiple crops were harvested from the same acres, report the acres harvested for each crop. For crops with two or more pickings of the same crop, report acres harvested for that item only once but report total production from all pickings.

Production: Report the quantity produced in 2019 from the acres harvested using the unit desired. Report the pounds per unit if pounds, hundredweight or tons is not used.

Sales: Report the gross value of sales for the quantity produced in 2019 and estimate the value of sales for the 2019 production of what will be sold. If crops were produced under a production contract, report the estimated market value as the value of sales and not the payment received from the contractor.

Item 3: Quantity Sold and Sales

Quantity Sold: Report the amount of the 2019 production from item 2, which was sold and estimate of what will be sold for commercial processing and/or fresh market, regardless of the organic or conventional market it was sold in. If entire quantity was sold as fresh market, check '100% fresh market' for item 3 and proceed to Section 8. Report the production of any commodity in this section even if the commodity was transformed to a value-added product

Sales: Report the gross value of sales for the commercial processing and/or fresh market 2019 production that was sold and estimate the value of sales for the 2019 production of what will be sold. If citrus fruit were produced under a production contract, report the estimated market value as the value of sales and not the payment received from the contractor. Report the value of sales of any commodity in this section even if the commodity was transformed to a value-

added product. Estimate the market value of the raw commodity prior to its use for a value-added product and not the value-added sales.

5.9 Section 8: Certified Organic Berries, Tree Nuts, and Fruits

This section records all certified organic berries, tree nuts, and fruit acreage, production, and value of sales in 2019.

Item 1: Production Screener

Select "Yes" if this operation produced any other certified organic fruit, tree nut or berry, then go to item 2. If "No," proceed to Section 9, Certified Organic Field Crops and Hay.

Item 2: Acres Harvested, Production, and Sales

Berries, Tree Nuts, and Fruits Harvested: Report any certified organic berries, tree nuts, and fruits harvested in 2019. If the crop is not pre-printed in the table, print the crop name in the first column and the appropriate code in the second column from the list below the table. To report a crop not listed, enter its name in the first column, then in the second column, enter the appropriate code. For berries not listed, enter crop code "6130". For nuts not listed, enter crop code "6320". For fruits not listed, enter crop code "6660". Report certified organic grapes in Section 5, certified organic apples in Section 6, and certified organic citrus fruit in Section 7.

Acres Harvested: Report the acres harvested to the nearest tenth of an acre. Exclude acres harvested only for home use. If multiple crops were harvested from the same acres, report the acres harvested for each crop. For crops with two or more pickings of the same crop, report acres harvested for that item only once but report total production from all pickings.

Production: Report the quantity produced in 2019 from the acres harvested using the unit desired. Report the pounds per unit if pounds, hundredweight or tons is not used.

Sales: Report the gross value of sales for the quantity produced in 2019 and estimate the value of sales for the 2019 production of what will be sold. If crops were produced under a production contract, report the estimated market value as the value of sales and not the payment received from the contractor.

Item 3: Quantity Sold and Sales

Berries, Tree Nuts, and Fruits Sold: Report any certified organic berries, tree nuts, and fruits sold in 2019. If the crop is not pre-printed in the table, print the crop name in the first column and the appropriate code in the second column from the list below the table. To report a crop not listed, enter its name in the first column, then in the second column, enter the appropriate code. For berries not listed, enter crop code "6135". For nuts not listed, enter crop code "6325". For fruits not listed, enter crop code "6665".

Quantity Sold: If entire quantity was sold as fresh market, check '100% fresh market' for item 3 and proceed to Section 9. If not 100% fresh market, report the amount of the 2019 production from item 2, which was sold and estimate of what will be sold for commercial processing and/or fresh market, regardless of the organic or conventional market it was sold in. Report the production of any commodity in this section even if the commodity was transformed to a value-added product.

Sales: Report the gross value of sales for the commercial processing and/or fresh market 2019 production that was sold and estimate the value of sales for the 2019 production of what will be sold. If crops were produced under a production contract, report the estimated market value as the value of sales and not the payment received from the contractor. Report the value of sales of any commodity in this section even if the commodity was transformed to a value-added product. Estimate the market value of the raw commodity prior to its use for a value-added product and not the value-added sales.

5.10 Section 9: Certified Organic Field Crops and Hay

This section records all certified organic field crop acreage, production, and value of sales in 2019.

Item 1: Production Screener

Select "Yes" if this operation produced certified organic field crops, then go to item 2. If "No," proceed to Section 10, Certified Organic Livestock, Poultry, and Livestock Products.

Item 2: Acres Harvested, Production, Quantity Sold, and Sales

Field Crops: Report any certified organic field crop harvested in 2019. If the crop is not pre-printed in the table, print the crop name in the first column and the appropriate code in the second column from the list below the table. To report a crop not listed, enter its name in the first column, then in the second column, enter the appropriate code. For a field crop not listed, enter code 2700. For a dry bean not listed, enter code 2510. For a dry pea not listed, enter code 2650. Continue reporting the commodity's production, quantity sold, and gross value of sales in the third, fourth, and fifth columns, respectively. For code 2700, the quantity sold and gross value of sales will not be imputed, therefore, a minus 1 (-1) cannot be entered. The values accepted can only be positive, unless all is fed, where zero is then allowed.

Acres Harvested: Report the acres harvested to the nearest acre, except for Tobacco, which should be reported to the nearest tenth of an acre. Include acres and production used for livestock or poultry feed.

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.

Production: Report what was produced from the acres harvested. Report all hay and forage production in tons. If the unit of measure is different than the unit requested on the questionnaire, convert quantity harvested to the unit requested.

Quantity Sold and Sales: Report the amount of the 2019 production that was sold and estimate of what will be sold, regardless of the organic or conventional market it was or will be sold in. Report the gross value of sales for the 2019 production that was sold and estimate of what will be sold. If the entire crop was fed enter 0 (zero) in the Quantity Sold and Gross Value of Sales columns. If crops were produced under a production contract, report the estimated market value as the value of sales and not the payment received from the contractor. Include the production and value of sales of any commodity in this section even if the commodity was transformed to a value-added product. Estimate the market value of the raw commodity prior to its use for a value-added product and not the value-added sales.

5.11 Section 10: Certified Organic Livestock, Poultry, and Livestock Products

This section records all certified organic livestock, poultry, and livestock products raised and sold and value of sales in 2019. Certified organic livestock and poultry must be fed certified organic feed or be on certified organic pasture to be sold as certified organic.

Item 1: Production Screener

Select "Yes" if this operation produced certified organic livestock, poultry, or livestock products, then continue. If "No", go to Section 11, Organic Production Practices, Crop Insurance, and Economic Loss.

Livestock, Poultry, and Livestock Products: Report any certified organic livestock, poultry, and/or livestock products produced in 2019. To report livestock not listed, enter its name in the first column at row (i). To report livestock products not listed, enter its name in the first column at row (j). To report poultry not listed, enter its name in the first column at row (o).

Peak 2019 and Dec 31: Report the highest number of inventory on the operation at any time in 2019, and the number of inventory on the operation on December 31, 2019.

Quantity of Organic Production Sold or Moved: Report the number that was sold or moved as certified organic, regardless of whether or not it was sold in an organic or conventional market. Do not report the sale of livestock which were bought and then resold within 30 days, such sales are considered dealer

transactions.

Gross Value of Production: Report the gross value of sales for each produced item. If an item was produced under a production contract, report the estimated market value as the value of sales and not the payment received from the contractor. Livestock and poultry value of sales should be at the production level.

Note the following for the Poultry section:

Chickens: Layers - include all chickens which laid eggs, even if they have been slaughtered or will be slaughtered.

Chickens: Broilers - chickens raised only for meat production which did not produce marketable eggs. To report Pullets, enter Pullets in the first column at row (o), code 8240, Other Poultry.

For all Other Livestock Products, include semen, embryos, manure which was sold, feathers, hide, duck eggs, etc.

Item 2: Production Contract Agreement

This question records the operation's use of a production contract agreement for its certified organic products in 2019. Select "Yes" if the operation used a production contract and record the name of the contractor. If "No," proceed to Section 11, Organic Production Practices, Crop Insurance, and Economic Loss.

5.12 Section 11: Organic Production Practices, Crop Insurance, Economic Loss

Questions in this section relate to production practices for the organic production on the operation. Crop insurance is sold by independent agents, but are underwritten by RMA (Risk Management Agency), which is part of the USDA. GMO refers to genetically modified organisms. GMOs are not allowed in certified organic production, but operations may have inadvertent exposure causing economic loss. Complete this section for every interview.

5.13 Section 12: Marketing Practices for Organic Products

This section records the marketing practices used by the operation. If this operation did not produce and sell any organic crops, livestock, poultry or agricultural products for human consumption, check "no" and proceed to Item 3 in this section.

Item 2: Report the 2019 gross certified organic sales marketed as:

- a. Consumer Direct Sales is the process of marketing directly to consumers, e.g. farm stands, U-pick or Pick-Your-Own, etc.
- b. Direct-to-retail/Institutions marketing is an agreement between the

producer and the retailer without the use of a broker.

Item 3: Value Added Products

According to the USDA definition (AMS), value-added agricultural products are characterized by one or more of the following criteria: a change in the physical state or form of the product; the production of a product in a manner that enhances its value, as demonstrated through a business plan; the physical segregation of a commodity or product in a manner that results in the enhancement of the value of that commodity.

5.14 Section 13: Other Information

This section records all operational information including years in the agriculture business, years certified, future planning, and select operation expenses. It is important to capture the operation's total value of agricultural sales in Item 10. This should include the value received from sales of organic and non-organic production. Complete this section for every interview.

5.15 Section 14: Transitional Acreage

This section records all transitional acreage information.

Item 1: Production Screener

Select "Yes" if this operation operated or owned transitional acres in 2019, then go to item 2. If "No", go to Section 15, No Certified Organic Production.

Item 2: Transitional Acreage

Report all transitional land owned, rented or leased from others and/or to others on the operation in 2019.

Item 3: Total Transitional Acres Operated

Calculated sum of owned plus rented from others minus rented to others from item 2.

Item 4: Transitional Cropland, Pastureland, and Rangeland

Of the total transitional acres reported in item 3, report the number of acres that were cropland, pastureland, and/ or rangeland.

Item 5: Price Premiums

Some buyers will provide a price premium for products from acreage transitioning into organic production. Respondents should report any value received over the conventional value. If no premium is received, enter a zero.

Item 6: Transitional Production Marketing Contract

If any part of production from transitioning acres is sold under an marketing contract, enter the percentage in this cell. Values may range from 0 to 100.

5.16 Section 15: No Certified Organic Production

Respondents should only complete this section if the operation had no certified organic production in 2019 as determined by the USDA's National Organic Program (NOP) standards. Respondents who had certified organic production in 2019 should skip this section and complete Section 11: Conclusion. If the respondent reports that they did not have any certified organic production in Section 1, Item 2, it is expected that at least one of these answers will be 'yes'.

Item 1: Select "Yes" if the operation was certified organic under the USDA NOP standards but had no certified organic production in 2019. Otherwise, select "no."

Item 2: Select "Yes" if the operation had sales below \$5000 and so was exempt from organic certification. Otherwise, select "No."

Item 3: Select "Yes" if the operation was certified organic under USDA NOP standards at any time before 2019. Otherwise, select "No."

Item 4: Select "Yes" if the operation was a certified handler or processor of certified organic products in 2019. Otherwise, select "No."

Item 5: Select "Yes" if the operation only collected wild products in 2019. Otherwise, select "No."

Item 6: If none of the above apply, explain why the operation did not have any certified organic production in 2019.

5.17 Section 16: Conclusion

Complete this section for every interview.

Item 1: Duplicate Form

Report possible name and address of duplication.

Survey Results: Select "Yes" if the operator would like to receive a brief summary of the 2019 Organic Survey results, otherwise select "No." Record any comments related to the survey, operation or operator and the respondent's name, phone number and the date the interview was completed.

5.18 Back Page: Office Use Boxes

Complete the boxes below for every interview.

Response Box (9901): identifies response. Use the following:

- 1 = Complete (Comp)
- 2 = Refusal (R)
- 3 = Inaccessible (Inac)
- 5 = Estimated refusal (R-Est)
- 6 = Estimated inaccessible (Inac-Est)

Respondent Box (9902): identifies respondent. Use the following

- 1 = Operator/Manager (Op/Mgr)
- 2 = Spouse (Sp)
- 3 = Accountant/Bookkeeper (Acct/Bkpr)
- 4 = Partner
- 9 = Other

*Other respondents may include children, brother, sister, etc.

Mode Box (9903): Identifies how data were collected. Use the following:

- 2 = Telephone (Tel) (non CATI)
- 3 = Face-to-Face (non CAPI)
- 4 = CATI
- 8 = CAPI

Enumerator Code (9998): Enter your 5-digit identification number in box 9998.

5.19 Certified Organic Survey Publication

Final results from the survey will be published in October 2020. Data will be published at the national level and by state when applicable. The report will be available at www.nass.usda.gov.