

Survey Training

Organic Survey - 2025



**United States Department of Agriculture
National Agricultural Statistics Service**

Workforce Performance and Staff Development Section

Survey Purpose

- To collect acreage, production, sales data, and marketing and agricultural practices for a variety of certified organic crop and livestock commodities.
- Last conducted in 2019
- Project Code: 677 – Census Organics



Uses of the Data

- Used by government agencies (both federal and state) and the organic industry to determine sustainability, size, and structure of the industry for planning, policy-making, research and market analysis.
- Producers can use the data to help make decisions for their operations (expand/reduce production or compare production volumes/price points with state and U.S. averages)
- Vital to help improve insurance programs for organic producers

Uses of the Data

- Businesses/Suppliers use the data to determine locations of facilities and for production and marketing of new products
- Extension/Universities use the information to justify research funding and programs to develop new or improved production methods
- National Sustainable Agriculture Coalition (NSAC) and other Non-Governmental Organizations (NGO's) use the data to advocate for increased funding for research and organic farmer education programs
- Grower associations use the data to help promote organic agriculture both domestically and abroad.

Sample & Interviewer's Manual

- Sample
 - All known U.S. farms and ranches with certified organic production and/or transitioning acreage on the NASS list frame
 - We will only collect production data from certified producers
 - Certification status may have changed since last contact
- Interviewer's Manual
 - Chapter 1 – Background
 - Chapter 2 – General
 - Chapter 3 – Terms & Definitions
 - Chapter 4 – Survey Overview
 - Chapter 5 – Completing the Questionnaire
 - References Paper Survey
 - Good clarifying information for questions

Survey Content

Sections:

1. Operation Information
2. Certified Organic Vegetables Grown In The Open
3. Certified Organic Floriculture Crops, Nursery Crops, Mushrooms, Vegetables/Herbs under protection
4. Certified Organic Cultivated Christmas Trees and Maple Syrup
5. Certified Organic Grapes
6. Certified Organic Apples
7. Certified Organic Citrus Fruits
8. Certified Organic Berries, Tree Nuts, and Fruits
9. Certified Organic Field Crops and Hay
10. Certified Organic Livestock, Poultry, and Livestock Products
11. Organic Production Practices, Crop Insurance, Economic Loss
12. Marketing Practices for Certified Organic Products
13. Other Information
14. Transitional Acreage
15. No Certified Organic Production
16. Conclusion



Some Rules of Reporting (1)



Be sure to exclude anything that was for home use, home gardens, or personal consumption



Include landlord's share and contractor's share when reporting acres, production sold, and gross value of sales



Exclude any wild gathered crops



Exclude anything bought and re-sold (must have been produced by this operation)

Some Rules of Reporting (2)



If the respondent produced something that is not listed, enter the name of the item and select the “not listed” code in that section



GVS should be reported whether the item was sold as organic or as conventional as long as it was grown as *certified organic*

May not have had a market to sell as Certified Organic



Estimate quantity and GVS for anything that is still expected to be sold



Report acres to the nearest tenth whenever possible

Some Rules of Reporting (3)

- **When reporting harvested acres:**
 - If 2 or more pickings/cuttings from **same planting** - report acres harvested only once, but total production from all pickings/cuttings
 - Example: 5.0 acres of kale were planted and harvested. The same 5.0 acres grew back and were harvested again without replanting it. You would record 5.0 acres of kale harvested but would report the total production from both cuttings.
 - If **multiple plantings** occurred on the same acres, report summed acres for all crops
 - Example: 10.0 acres of green beans were planted and harvested. Then another crop of green beans were planted again and harvested on the same acres. You would record 20.0 acres of green beans.



Operation Information

- Did this operation grow any organic agricultural products in 2025?
 - If “No”, skip to transitional acres (Section 14)
- Any of these products Certified Organic as determined by USDA’s National Organic Program (NOP) standards?
 - If “No”, skip to transitional acres (Section 14)
- Name of certifying agency or organization
- Total Certified Organic Acres operated (Owned + Rented From – Rented To)
- Break down total organic acres by cropland and pasture/rangeland

National Organic Standards Program

- Became law in 2002
- Certification required if operation is selling organic agricultural products worth more than \$5,000 a year
 - Certified by state or private agency accredited by USDA
- Also requires:
 - An organic systems plan
 - Records of production/handling practices
 - Submission to audits/evaluations by certifying agents
 - Use of distinct boundaries/buffer zones
 - Use of organic seeds when commercially available
 - Minimizing erosion, rotating crops, & preventing crop contamination
 - No prohibited substances on land for previous 3 years



Certified Organic Vegetables Grown in the Open

- Any vegetables grown under protection will be reported in the next section
- Type of vegetables grown (select all that apply from the list)
- Acres harvested (to the nearest tenth of an acre)
- Quantity sold (whether as organic or conventional as long as it was produced as Certified Organic)



Certified Organic Vegetables in the Open Utilization

- How were these vegetables utilized?
 - If some or all were sold for commercial processing, complete the table
 - If 100% fresh market, skip to Section 3
- For each type of vegetable:
 - Quantity sold for processing and GVS
 - Quantity sold for fresh market and GVS
 - Will need to estimate for any production that is still to be sold
 - Report any commodity even if it was transformed to a value-added product.

What Are Value-Added Products

- Value-added is any activity or service occurring after agricultural production, transportation, or storage that added value to the product such as:
 - Processing, pasteurizing, canning, bottling, etc
- Some items would include:
 - Jams, bottled milk, processed meats, cheese, wine, apple cider, floral arrangements, etc.



Reporting Value-Added Products

- For all organic commodities, report the production and estimate the value of sales **for the raw commodity**, even if the commodity was transformed to a value-added product.
- We will also report the sales of the value-added product in Section 12 – “Marketing Practices for Organic Products”
 - Don’t worry – these will not be double counted!

Example of Value-Added Products

- A producer harvested 2 acres of organic tomatoes. The 2 acres produced a total of 4,000 pounds of tomatoes. The producer dried all 4,000 pounds, packaged them, and sold them as Organic Dried Tomatoes for a total of \$12,000.
 - In Section 2, Item 2 - Certified Organic Vegetables, you will record 2.0 acres of tomatoes harvested, 4,000 pounds sold, and the respondent's estimate of value for what the tomatoes would have sold for as unprocessed tomatoes.
 - **Ask the respondent to estimate the value of the tomatoes if they would have been sold as raw, unprocessed tomatoes.**
 - In Section 2, Item 3 – Utilization, you would record 4,000 pounds sold for processing and the respondent's estimate of what they would have sold for (same figure as in Item 2)
 - In Section 12, Item 3 – Value added products, you will record \$12,000 in Item 3a and enter "Dried Tomatoes" in Item 3b.

Tomatoes and Kale Grown in the Open

Section 2 - Certified Organic Vegetables Grown in the Open

1. Did this operation harvest any certified organic vegetables grown in the open in 2025? Report crops grown under glass or other protection in Section 3.

- INCLUDE landlord's share and contractor's share
- EXCLUDE home use, home gardens, or personal consumption
- Report tomatoes and vegetables/herbs grown under protection in Section 3

3000

1 ☒ Yes - Complete this Section

3 ☐ No - Go to Section 3, page 6

2. Acreage and Production - Complete the table below for each vegetable harvested in 2025. For those vegetables not printed in the table, enter the crop name and crop code from the list below.

- 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

Certified Organic Vegetables	Code	Certified Organic Acres Harvested in 2025		Total Certified Organic Production Sold or to be Sold in 2025				
		Acres	Tenths	Quantity	Unit (Bins, Pounds, Boxes, etc.)	Pounds Per Unit (If not reported in Pounds or Tons)	Gross Value of Sales	
Tomatoes, grown in the open	3490	2	0	4000	lbs		\$ 6000	.00
Kale	3530	3	5	1700	Boxes	10.0	\$ 13000	.00

Code for "Vegetables not Listed"

Respondent's estimate of the value of the tomatoes if they would have been sold as raw and unprocessed



Utilization

Section 2 - Certified Organic Vegetables in the Open Utilization

3. How were these harvested certified organic vegetables in the open (item 2, page 4) utilized in 2025?

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

3001 1 ☒ Some or all to commercial processing - Complete the table below 2 ☐ 100% fresh market - Go to Section 3, page 6

Certified Organic Vegetables	Code	Commercial Processing INCLUDE juiced, canned, dried, etc. EXCLUDE fresh packaged fruit				Fresh Market			
		Quantity of 2025 Certified Organic Production Sold as Processing	Unit (Bins, Pounds, Boxes, etc.)	Pounds Per Unit If not reported in Pounds or Tons	Gross Value of Sales of 2025 Certified Organic Production as Processing	Quantity of 2025 Certified Organic Production Sold as Fresh	Unit (Bins, Pounds, Boxes, etc.)	Pounds Per Unit If not reported in Pounds or Tons	Gross Value of Sales of 2025 Certified Organic Production as Fresh
Tomatoes, in the open	3499	4000	lbs		\$ 6000 .00				\$.00
Kale	3539				\$.00	1700	Boxes	10.0	\$ 13000 .00

Producer's estimate of what the tomatoes would have sold for

Certified Organic Floriculture Crops, Nursery Crops, Mushrooms, Vegetables/Herbs Under Protection



Items 1a – 1c: please go through all the crops to **INCLUDE** with the respondent



Items 1a – 1d: report square feet produced under protection then acres produced in the open

Under Protection includes anything grown under glass, rigid plastic, and plastic film, including tunnel protection and hoop houses



Items 1a – 1e: report the **combined** Total Gross Value of sales of all items produced in each question

Hemp is new for 2025. It can have many uses, so probe!



Notice that we are asking for production area and GVS in this section but not quantities produced



Flowers, Bedding Plants, and Other Vegetables

Crops Grown	Code	Square Feet Under Glass or Other Protection	Acres in the Open		Gross Value of Sales of Certified Organic Production
			Acres	Tenths	
a. Floriculture and bedding crops	401	5000		0	\$ 32000 .00
b. Nursery crops and aquatic plants	404				\$.00
c. Propagative materials sold	407				\$.00
d. Mushrooms	410				\$.00
e. Hemp, all uses	413				\$.00
f. Tomatoes grown under protection	420				\$.00
g. Other vegetables and fresh herbs grown under protection	424	5000			\$ 12000 .00
Floriculture and Bedding Crops	Code	Nursery Crops and Aquatic Plants	Code	Propagative Materials Sold	Code
INCLUDE bedding and garden plants, annuals, herbaceous perennials, vegetable plants, cut flowers, cut florist greens, foliage plants, potted flowering plants, and other floriculture and bedding plants	401	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, aquatic plants	404	INCLUDE bulbs, corms, rhizomes, tubers, cuttings, seedlings, liners, plugs, flower seeds, tobacco plants sold for transplant to farm fields, vegetable seeds, and vegetable transplants to farm fields	407

This operation has two 5,000 square foot green houses and produces several varieties of organic potted flowers and bedding plants in one and numerous types of vegetables in the other.

Certified Organic Cultivated Christmas Trees & Maple Syrup



- For Christmas Trees:
 - Acres in production, number of trees cut, and total value of sales
- For Maple Syrup:
 - Number of taps, gallons of syrup produced, and total value of sales
- Notice we are asking for **total cut/produced** in this section not **total sold** like in Section 1

Maple Syrup

Section 4 - Certified Organic Cultivated Christmas Trees and Maple Syrup

1. Did this operation grow any certified organic cultivated Christmas trees or tap any maple trees for maple syrup in 2025?
- INCLUDE landlord's share and contractor's share
 - EXCLUDE wild gathered crops
 - EXCLUDE home use, home gardens, or personal consumption
 - Report the production and value of sales of any commodity in this section even if the commodity was transformed to a value-added product

500

☒ Yes - Complete this Section

☐ No - Go to Section 5, page 7

Crop	Code	Acres in Production	Number of Trees Cut	Gross Value of Sales of Certified Organic Production	
a. Cultivated Christmas trees, cut and to be cut	451			\$.00

Crop	Code	Number of Taps	Gallons of Syrup Produced	Gross Value of Sales of Certified Organic Production	
b. Maple syrup	491	400	120	\$	4800.00

The maple sap must have been collected from trees/sugar bush that is being maintained under NOP standards



Certified Organic Grapes



Bearing acres harvested (nearest tenth of an acre)

Total pounds produced

Quantity sold by utilization (fresh, wine, juice, raisins, other processing)

- Will break Fresh and Wine types out by variety (pick the variety code from the list)

Value of sales by utilization

Example of Value-Added Products

- A producer harvested 2.0 acres of juice type organic grapes. The 2.0 acres produced a total of 6,000 pounds of grapes. The producer used all the grapes to make 3,000 bottles of organic grape juice. All the grape juice was sold for \$5.00 per bottle for a total of \$15,000.
 - In Section 5, Certified Organic Grapes, you will record 2.0 acres of grapes harvested, 6,000 pounds produced, 6,000 pounds sold for juice production, and the respondent's estimate of what the grapes would have sold for as unprocessed grapes.
 - **Ask the respondent to estimate the value of the grapes if they would have been sold as raw, unprocessed grapes.**
 - In Section 12 (Item 3), "Value-Added Products", you will record \$15,000 as Gross Value of Sales and "Bottled Grape Juice" as the Value-Added Product

We still need to account for the quantity of grapes that would have been sold and the estimated market value of those grapes even though they were made into a value added product (grape juice)

Section 5 - Certified Organic Grapes

1. Did this operation harvest any certified organic grapes in 2025?

- INCLUDE landlord's share and contractor's share
- EXCLUDE home use, home gardens, or personal consumption

5000

1 ☒ Yes - Complete this Section

3 ☐ No - Go to Section 6, page 8

2. Total Certified Organic Grapes Harvested

Certified Organic Grapes Harvested

Acres Tenth

a. How many acres of certified organic grapes were harvested on this operation in 2025? 5020

2 0

- Please report to the tenth of an acre

Pounds

b. What were the total pounds of certified organic grape production on this operation in 2025? 5021

6000

Using Codes Below Table, Specify Certified Organic Grape Varieties by Use	Code	Quantity of Certified Organic Production Sold or to be Sold in 2025	Gross Value of Sales of Certified Organic Production
a. Grapes Harvested as Fresh (Table Use)			
b. Grapes Harvested for Wine Production			
		lb \$.00
c. Grapes Harvested for Juice Production, all varieties	5080	6000	9000
		lb \$.00
d. Grapes Harvested for Raisins, all varieties	Fresh Weight 5105	lb	
	Dry Weight 5107	lb \$.00
e. Grapes Harvested for Other Processing Uses, all varieties	5120	lb \$.00

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

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



Section 6: Certified Organic Apples

Section 7: Certified Organic Citrus Fruits

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

- Select all varieties that apply
- Acres harvested
- Quantity sold and GVS by variety
- If some or all were sold for commercial processing we will break the sales out by utilization
 - First for “Commercial Processing” then for “Fresh Market”
 - Will ask for quantity sold and GVS for each variety



Section 8 - Certified Organic Berries, Tree Nuts, and Fruits

1. Did this operation harvest any certified organic berries, tree nuts, and/or fruits in 2025?

- INCLUDE landlord's share and contractor's share
- EXCLUDE home use, home gardens, or personal consumption

6000

1 ☒ Yes - Complete this Section

3 ☐ No - Go to Section 9, page 12

2. Acreage and Production - Complete the table below for each crop harvested in 2025. For those crops not printed in the table, enter the crop name and crop code from the list below.

- Report certified organic grapes in Section 5, certified organic apples in Section 6, and certified organic citrus fruits in Section 7
- For two or more pickings of the same crop, report acres harvested for that item only once, but report total production from all pickings

Certified Organic Berries, Tree Nuts, and Fruits	Code	Certified Organic Acres Harvested in 2025		Total Certified Organic Production Sold or to be Sold in 2025			
		Acres	Tenths	Quantity	Unit (Bins, Pounds, Boxes, etc.)	Pounds Per Unit If not reported in Pounds or Tons	Gross Value of Sales
Blueberries, cultivated	6030	3	0	7000	pints	.8	\$ 18000 .00
Blueberries, wild	6050						\$.00

Section 8 - Certified Organic Berries, Tree Nuts, and Fruits Utilization

3. How were these harvested certified organic berries, tree nuts, and/or fruits utilized in 2025 ?

INCLUDE production that was sold and estimate what will be sold

- Report the production and value of sales of any commodity in this section even if the commodity was transformed to a value-added product

6001

1 ☐ Some or all to commercial processing - Complete the table below

2 ☒ 100% fresh market - Go to Section 9, page 12

Certified Organic Berries, Tree Nuts, and Fruits	Code	Commercial Processing INCLUDE juiced, canned, dried, etc. EXCLUDE fresh packaged fruit				Fresh Market			
		Quantity of 2025 Certified Organic Production Sold as Processing	Unit (Bins, Pounds, Boxes, etc.)	Pounds Per Unit If not reported in Pounds or Tons	Gross Value of Sales of 2025 Certified Organic Production as Processing	Quantity of 2025 Certified Organic Production Sold as Fresh	Unit (Bins, Pounds, Boxes, etc.)	Pounds Per Unit If not reported in Pounds or Tons	Gross Value of Sales of 2025 Certified Organic Production as Fresh
Blueberries, cultivated	6039				\$.00				\$.00
Blueberries, Wild	6059				\$.00				\$.00

All blueberries were sold as fresh market, so utilization is skipped



Certified Organic Field Crops and Hay

- If multiple types of tobacco were produced, combine all types together
- If entire crop was used as feed on the operation, report \$0 for Quantity Sold and Gross Value of Sales and make a note
- If both dry hay and haylage/baleage were cut from the same acres, report each type separately
- Watch codes for crops “not listed”. There are separate ones for Field Crops, Dry Beans, and Dry Peas



Fed all of the corn and haylage to his milk cows. Fed most of the dry alfalfa as well but did sell 5 tons of dry alfalfa hay

Took first
two cuttings
of alfalfa
as dry hay
and last two
cuttings as
haylage from
the same
10 acres

Section 9 - Certified Organic Field Crops and Hay

1. Did this operation harvest any certified organic small grains, row crops, oilseeds, hay, or pulse crops in 2025?

- INCLUDE landlord's share and contractor's share

2000

1 ☒ Yes - Complete this Section

3 ☐ No - Go to Section 10, page 13

2. Complete the table below for each crop harvested in 2025. For those crops not printed in the table, enter the crop name and crop code from the list below.

- INCLUDE production that was sold and estimate what will be sold
- Report the production and value of sales of any commodity in this section even if the commodity was transformed to a value-added product
- Report 'Total Certified Organic Production' and 'Quantity of Certified Organic Production Sold' in the measurement unit specified beside each crop in the list below
- When both dry hay and haylage were cut from the same acres, report for each type
- If two or more hay cuttings were made from the same acres, report acres harvested for that item only once but report total production from all cuttings
- INCLUDE certified organic crops grown on this operation in 2025 that were fed to livestock

Field Crops	Code	Certified Organic Acres Harvested		Total Certified Organic Production		Total Certified Organic Production Sold or to be Sold in 2025	
		Acres	Tenths			Quantity	Gross Value of Sales
Tobacco (all types)	2620				lb		\$.00
Hops	2130				lb		\$.00
Field Crops	Code	Certified Organic Acres Harvested		Total Certified Organic Production		Total Certified Organic Production Sold or to be Sold in 2025	
		Acres	Tenths			Quantity	Gross Value of Sales
Corn (for grain or seed)	2040	20		2500	bu	0	\$ 0 .00
Soybeans (for beans)	2320				bu		\$.00
Alfalfa	2090	10		20	Tons	5	\$ 1125 .00
Alfalfa Haylage	2630	10		40	Tons	0	\$ 0 .00
							\$.00

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

Crops (units)	Code	Crops (units)	Code	Crops (units)	Code
Barley for grain or seed (bu)	2010	Proso Millet (bu)	2220	Field Crops not listed,	
Buckwheat (bu)	2020	Rice, long grain (cwt)	2230	specify above (lbs)	2700
Canola, edible (lbs)	2030	Rice, medium grain (cwt)	2240	Dry Edible Bean Types	



Certified Organic Livestock, Poultry, & Livestock Products

- Livestock and poultry must be fed certified organic feed and/or be on certified organic pasture to be sold as certified organic
- For each type of Livestock or Poultry
 - Largest number on hand *at any one time during the year*
 - AND**
 - *Total* number on hand at the end of the year



Certified Organic Livestock, Poultry, & Livestock Products

- Production contract to raise livestock or poultry

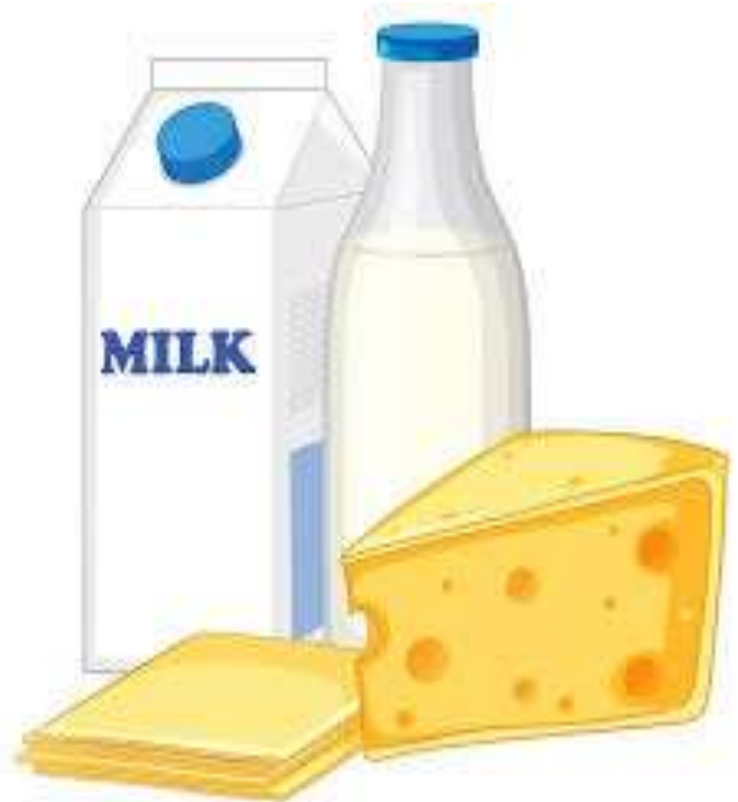
- Report:



- Peak #
 - Total on the operation on December 31
 - Total animals removed from the operation during the year
 - Estimate the value of these animals removed if they would have been sold (not what the operation was paid by the contractor)
 - Name of the contractor

Certified Organic Livestock, Poultry, & Livestock Products

- Other Livestock Products include: semen, embryos, manure that was sold, feathers, etc.
- Pullets would be included in Other Poultry
- Some value-added items in this section could be: bottled milk, cheese, processed meat (fresh, canned, dried), egg whites



Sells organic milk to a local bottler.
Sold 1 cull milk cow.
Sold the dairy calves and has 2 replacement Heifers.

Section 10 - Certified Organic Livestock, Poultry, and Livestock Products

1. Did this operation have or produce any certified organic livestock, poultry, or livestock products in 2025?

- INCLUDE landlord's share and contractor's share
- INCLUDE items produced for home use
- Report the production and value of sales of any commodity in this section even if the commodity was transformed to a value-added product

8000

1 ☒ Yes - Complete this Section

3 ☐ No - Go to Section 11, page 14

Livestock, Poultry, and Livestock Products	Code	Peak 2025 Certified Organic Inventory	Dec. 31, 2025 Certified Organic Inventory	Quantity of Certified Organic Sold or Moved in 2025	Gross Value of Sales of Certified Organic Production in 2025
a. Milk Cows and Milking Heifers that have Calved (Dry and milking)	8020	21	20	1	\$ 425 .00
b. Milk (pounds)	8030			250000	\$ 49000 .00
c. Beef Cows and Beef Heifers that have Calved	8060				\$.00
d. Other cattle (INCLUDE heifers that have not calved, steers, calves, and bulls)	8040	17	2	16	\$ 4000 .00
e. Hogs and Pigs	8050	1000	980	960	\$ 206000 .00
f. Sheep and Lambs	8330				\$.00

Is a contractee raising organic hogs for Pork B Organic LLC. We asked the operator to estimate the market value of the hogs removed under contract. We do not want to record what he was paid to raise the hogs.

2. Did this operation produce any certified organic livestock or poultry under a production contract arrangement in 2025?

- A production contract is a verbal or written agreement setting terms, conditions, and fees paid by the contractor to the operation for the production of livestock, poultry, and their products. The contractor owns the livestock or poultry and often provides inputs.

8600

1 ☒ Yes - What is the name of the contractor?

3 ☐ No

8601

Pork B Organic LLC



Organic Production Practices, Crop Insurance, Economic Loss

- 13 Yes/No production practices questions
- Did this operation market anything through CSA shares? Yes/No
- What % of the operation's organic acres were covered by crop insurance?
 - If none, what was the reason for not having crop insurance? Pick **one**
- Two questions about losses due to presence of GMO material or presence of non-NOP approved pesticides

Marketing Practices for Organic Products



- If operation sold any organic products that were food for humans to eat or drink:
 - GVS sold directly to:
 - Consumers (Farm stand, U-Pick, CSA, online marketplaces, etc.)
 - Direct to Retail, Institutions, or Food Hubs for Locally Branded Products (supermarkets, supercenters, restaurants, caterers, prisons, schools, etc.)

Food Sold for Human Consumption

Section 12 - Marketing Practices for Organic Products

1. During 2025, did this operation produce and sell any organic crops, livestock, poultry, or agricultural products that were food for humans to eat or drink?

INCLUDE

- Edible agricultural products for human consumption

EXCLUDE

- Non-edible products such as hay, cut flowers, Christmas trees, nursery products, etc.
- Commodities produced under production contracts
- Products purchased and resold

2750

1 ☒ Yes - Go to Item 2

3 ☐ No - Go to Item 3

2. How much was received in 2025 for the food produced and sold directly to:

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

Mark "X" if None

Gross Value of Sales (Dollars)

\$ **43200**.00

- i. Specify the food(s) that was produced and sold directly to consumers in 2025:

2761

Dried tomatoes, veggies, grape juice, maple syrup, blueberries, apples

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

Mark "X" if None

Gross Value of Sales (Dollars)

\$ **21000**.00

- i. Specify the food(s) that was produced and sold directly to retail markets, institutions, or food hubs in 2025:

2751

Dried tomatoes, fresh veggies, juice

Marketing Practices for Organic Products

- In 2025, did this operation produce and sell any **Value-Added** products from its own organic agriculture production (cannot be from any items purchased, processed and sold)?
 - Value-added is any activity or service occurring after agricultural production, transportation, or storage that added value to the product.
- | | | |
|--------------------|--------------|------------------------|
| -Bottled Milk | -Cheese | -Packaged Eggs |
| -Processed Meats | -Wine | -Jams/Jellies |
| -Canned Vegetables | -Juice/Cider | -Wreaths/Dried Flowers |

Value-Added Products

- Report the gross value of sales from all value-added organic products and specify what these products were.
- Value-added products and sales in section 12, item 3 will not be added to certified organic total commodity production level income.
 - The money will **not** be double counted



Sales of Value-Added Products

3. During 2025, did this operation produce and sell any processed or value-added organic products from its own organic agricultural production?

INCLUDE

- Jam, wine, cheese, meat, floral arrangements, cider, etc.

EXCLUDE

- Products purchased and resold
- Live animals

2753

1 ☒ Yes - Continue

3 ☐ No - Go to Section 13, page 17

Gross Value of Sales
(Dollars)

a. How much was received in 2025 for the sale of the processed or value-added product(s)? .. 2727 \$ **27000** .00

2728

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

Dried tomatoes, grape juice



Other Information

- Several straightforward questions about programs the operation participates in, challenges the operation faces, and plans the operation has over the next 5 years
- Production expenses paid during the year (seven questions)
- Total GVS of all ag products sold during the year (for both organic and conventional)
- % of total sales that were from organic products

Transitional Acreage

- Transitional acreage: the process of converting acreage previously used for conventional production to certified organic production. Acres must be managed organically and free from prohibited substances (unauthorized pesticides, treated seeds, etc.) for 3 years.



Transitional Acreage

- How many transitional acres were owned, rented/leased from others, rented/leased to others
- % of transitional acres that are cropland and % pasture/rangeland
- Price premium over conventional prices received for production from transitional acres
- % of production from transitional acres sold and delivered under a marketing contract

No Certified Organic Production

- Complete this section ONLY if the operation had no certified organic production during the year
- Seven “Yes” or “No” questions
 - Certified organic, but had no production?
 - Exempt from organic certification?
 - Certified organic in any prior year?
 - Produce or grow any organic products according to USDA NOP standards that were neither certified nor exempt from certification?
 - Certified as a handler or processor during the year?
 - Operation only for collection of wild products?
 - Any other reason you had no certified organic production

Things to Remember

- Marketing cooperatives/contractors should report only the commodities they actually produced not the commodities delivered to them
- For items produced under a production contract the value of sales is the *estimated market value of a product* NOT the payment received from the contractor
- Exclude any crops/products grown strictly for home use

Reluctant Respondents

- “Why should I report?” “How is this going to benefit me?”
 - This data will be used to help the organic industry in many ways:
 - Grower associations use the data to help promote the industry and develop new markets for organics
 - Extension/Universities use the information to justify research funding and programs to develop new or improved production methods
 - National Sustainable Agriculture Coalition (NSAC) and other Non-Governmental Organizations (NGO’s) use the data to advocate for increased funding for research and organic farmer education programs
 - You as a producer can use the data to help make decisions for your operation by comparing your production volumes/price points with state and U.S. averages that will be published in the “2021 Certified Organic” report



ORGANIC FARMERS
ASSOCIATION



Reluctant Respondents

- “Why should I report when I can’t even get decent crop insurance for my organic crops?”
 - The availability of crop insurance for organics has been improving, but the limiting factor is the lack of data about organic crops. That is exactly why it is important for you to report. This information is needed to help improve and expand the insurance options available to organic producers.

Reluctant Respondents

- “What has the government done to help the organic farmer?”
 - One Example: In October 2019, USDA approved \$24.1 million in grant funding to support research to improve the quality and sustainability of organic production, including research on soil microbial management and cover crops.

Conclusion

- Encounter anything odd or unexpected?
 - Leave good notes
 - The more you can tell us about the farm, the better the data will be!
- Be sure to reach out with any questions or concerns.
- Be sure to practice before interviewing to get familiar with the survey.

