

Current and Former Organic Grower Survey
University of California Cooperative Extension

SECTION A: ORGANIC PROGRAM REGISTRATION

1. Were you ever registered as an **organic producer** with your County Agricultural Commissioner's office or the California Department of Food and Agriculture (CDFA) Organic Program?

- Yes, I was registered as a producer
- No, I was never registered as a producer

PLEASE END HERE AND RETURN SURVEY IN ENCLOSED ENVELOPE.

2. Are you currently registered with the CDFA Organic Program as an organic producer?

- Yes → **GO TO QUESTION 3**
- No → **GO TO QUESTION 4**

3. The following are some reasons the CDFA Organic Program may have you listed as "deregistered," even though you are still registered. Please indicate which of the following reasons apply to you. (**CHECK ALL THAT APPLY**).

- I consolidated several registration numbers into one number
- I am registered under a different entity
- My business name has changed
- I'm registered under my business partner
- I'm registered under another grower or management company
- I'm registered under a packer, broker or distributor
- Submitted registration late/problems with paperwork
- Nothing has changed – I don't know why I'm listed as deregistered
- Other (specify):

PLEASE END HERE AND RETURN SURVEY IN ENCLOSED ENVELOPE.

SECTION B: ISSUES AFFECTING ORGANIC FARM OPERATIONS

For questions 6-10, please rate the following issues on a scale of 1 (Not a Problem) to 5 (Severe Problem).

6. Please rate the following **production** issues you faced as an organic farmer.

	Not a Problem		Moderate Problem		Severe Problem
	1	2	3	4	5
A. Learning about organic production methods	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
B. Identifying which crops to grow	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
C. Low yields	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
D. Poor quality or high rates of unmarketable product	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
E. Weed-related yield losses	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
F. Pest/disease-related yield losses	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
G. Fertility-related yield losses	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
H. Insufficient access to production information	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
I. Insufficient access to labor	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
J. High cost of inputs	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
K. Difficulty finding organic inputs	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
L. Other (specify): _____ _____					

6a. **From the above list**, please rank **by letter** the two main production problems you faced as an organic farmer.

_____Most important problem _____Second most important problem

7. Please rate the following **market access** issues you faced as an organic farmer.

	Not a Problem		Moderate Problem		Severe Problem
	1	2	3	4	5
A. Could not find any markets for organic products	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
B. Could not find enough customers to absorb my organic production	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
C. Could not supply enough volume for customers	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
D. Competition from or other farmers or cheap imports	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
E. Problems with handler/wholesaler	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
F. Other (specify): _____ _____					

7a. **From the above list**, please rank **by letter** the two main market problems you faced as an organic farmer.

_____Most important problem _____Second most important problem

8. Please rate the following **price** issues you faced as an organic farmer.

	Not a Problem		Moderate Problem		Severe Problem
	1	2	3	4	5
A. Organic price premiums too low	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
B. Organic prices too inconsistent	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
C. Lack of organic price information	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
D. Lack of price premiums during transitional period	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
E. Other (specify): _____ _____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

8a. **From the above list**, please rank **by letter** the two main price problems you faced as an organic farmer.

_____Most important problem _____Second most important problem

9. Please rate the following **organic regulatory** issues you faced as an organic farmer.

	Not a Problem		Moderate Problem		Severe Problem
	1	2	3	4	5
A. Certification costs	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
B. Too much paperwork/ record-keeping	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
C. Difficulty meeting organic regulatory requirements	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
D. Difficulty interpreting organic standards	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
E. Other (specify): _____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

9a. **From the above list**, please rank **by letter** the two main regulatory problems you faced as an organic farmer.

_____ Most important problem _____ Second most important problem

10. Please rate the following **management** issues you faced as an organic farmer.

	Not a Problem		Moderate Problem		Severe Problem
	1	2	3	4	5
A. Production management	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
B. Marketing	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
C. Labor management	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
D. Access to credit	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
E. Insufficient capital	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
F. Financial management	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
G. Overall time requirements	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
H. Other (specify): _____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

10a. **From the above list**, please rank **by letter** the two main management problems you faced as an organic farmer.

_____ Most important problem _____ Second most important problem

11. Based on the following broad categories of issues, please rank **by letter** the main issues you faced as an organic farmer.

- A. Production issues
- B. Market access issues
- C. Price issues
- D. Regulatory issues
- E. Management issues

____ Most important problem ____ Second ____ Third ____ Fourth ____ Fifth

12. Are there any types of assistance that would have helped you continue farming organically? Please describe.

SECTION C: FARM INFORMATION

13. In which year did you first begin farming (including work on other farms)? _____

14. In which year did you begin farming organically (including work on other farms)? _____

15. Please describe the main reasons you started farming organically:

16. How important was each of the following in your decision to begin farming organically?

	Not Important		Somewhat Important		Very Important
	1	2	3	4	5
A. Personal/family health reasons	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
B. Better for the environment	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
C. To obtain organic price premiums	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
D. To diversify farm operation	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

FOR QUESTIONS 17 to 25, PLEASE PROVIDE INFORMATION FROM THE LAST YEAR YOU WERE REGISTERED WITH THE CALIFORNIA ORGANIC PROGRAM.

17. What was the last year you were registered with the California Organic Program? _____
18. In which county/counties did you farm organically? _____
19. About how many organic, transitional and conventional acres did you farm **the last year** you farmed organically?

	Number of Acres	
	Acres Owned	Acres Leased
Organic (registered)		
Conventional		
Transitional		

20. About how many organic and conventional **crops** did you produce for marketing purposes?
- a. Organic _____
- b. Conventional _____

21. What were your top 3 organic crops in terms of **sales**?

1. _____ 2. _____ 3. _____

22. What was your total farm revenue the last year you farmed organically? (NOTE: ALL INFORMATION IS COMPLETELY CONFIDENTIAL)

- | | |
|--|---|
| <input type="checkbox"/> \$0-\$4,999 | <input type="checkbox"/> \$100,000-\$249,999 |
| <input type="checkbox"/> \$5,000-9,999 | <input type="checkbox"/> \$250,000-\$499,999 |
| <input type="checkbox"/> \$10,000-\$49,999 | <input type="checkbox"/> \$500,000-\$1million |
| <input type="checkbox"/> \$50,000-\$99,999 | <input type="checkbox"/> over \$1 million |

23. What percent of your farm revenue was from organic sales? _____%

24. What percent of your organic sales were derived from the following marketing arrangements?

Type of Marketing Outlet	Percent of Sales (%)
Wholesale or other intermediary	_____%
Direct sales to stores and restaurants	_____%
Other direct sales (CSA, farmers' markets, etc.)	_____%
TOTAL	100%

25. Approximately what percent of your total HOUSEHOLD income was derived from farming the last year you farmed organically? _____%

26. What is your current age? _____years

27. What is your gender? Male Female

28. Do you have any additional comments about anything mentioned in this survey, or the organic registration process in general?

THANK YOU VERY MUCH FOR YOU PARTICIPATION IN THIS SURVEY!

**PLEASE RETURN YOUR COMPLETED SURVEY IN THE ENVELOPE PROVIDED,
OR TO:**

Dr. Karen Klonsky
Dept. of Agricultural and Resource Economics
University of California
One Shields Ave.
Davis, California 95616
Tel: (530) 752 3563
klonsky@primal.ucdavis.edu