GROWING ORGANIC EXPERTISE IN IOWA

What is “Organic?”

Rosalyn Lehman, executive director

Iowa Organic Association

Organic Trivia

What is the #1 organic commodity in the US (measured in sales)?

Organic Trivia

Milk = $1.38 billion
Eggs #2 ($816 M)
Broliers #3 ($750)
Apples #4 ($327)
Lettuce #5 ($277)

USDA ORGANIC

Organic Trivia

What is the #1 organic field crop in the US (measured in sales)?

Organic Trivia

Corn = $164 million

Organic Trivia

What state is #1 in organic **corn** grain production
(acres & bushels harvested)?

Organic Trivia

Iowa! ~30k acres & 4m bushels
Minnesota is #2

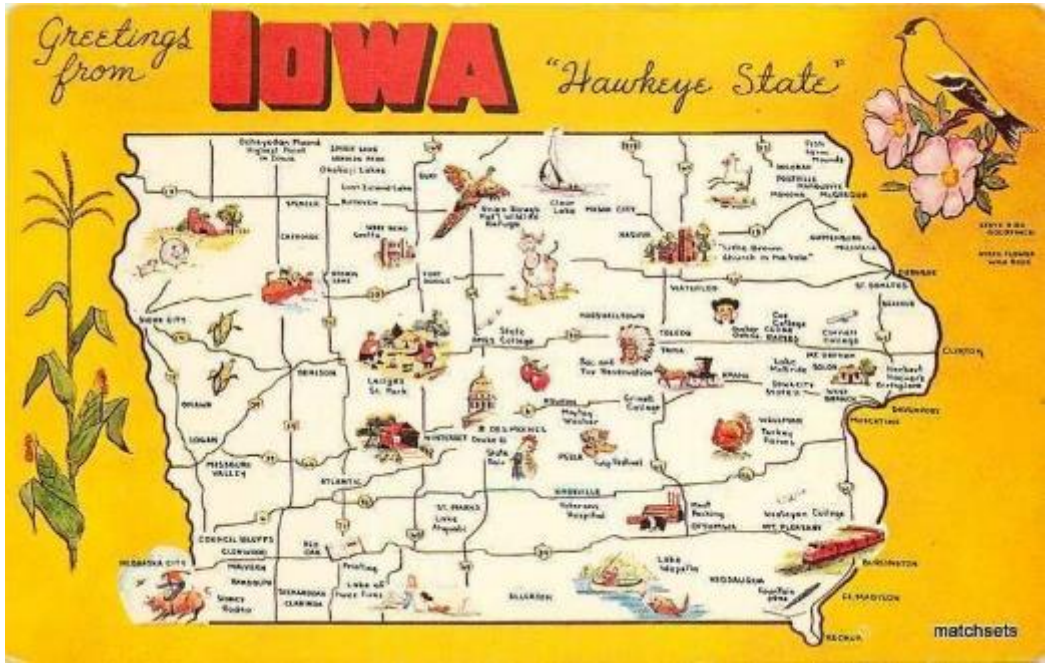
USDA ORGANIC

Organic Trivia

What state is #1 in organic **soybean** production
(acres & bushels harvested)?

Organic Trivia

Iowa! ~20k acres & 870k bushels
Minnesota is #2



USDA ORGANIC

Definition of **Organic Production**

From the National Organic Program:

A production system that is managed in accordance with the [Organic Food Production Act]…**to respond to site-specific conditions by integrating cultural, biological, and mechanical practices that foster cycling of resources, promote ecological balance, and conserve biodiversity.**

Organic Agriculture uses a Systems Approach

- Minimal use of external, off-farm inputs
  - Excludes: Synthetic fertilizers, synthetic pesticides, growth hormones, antibiotics, and genetically modified organisms
- Management that maintain and enhance ecological balance
  - Soil and water conservation and improvement
- Increased biodiversity of the farm and its surroundings
- Use of crop rotations and cover crops to recycle nutrients, build soil quality, and disrupt pest/weed cycles
- Use of biological and mechanical pest controls as a last resort

History

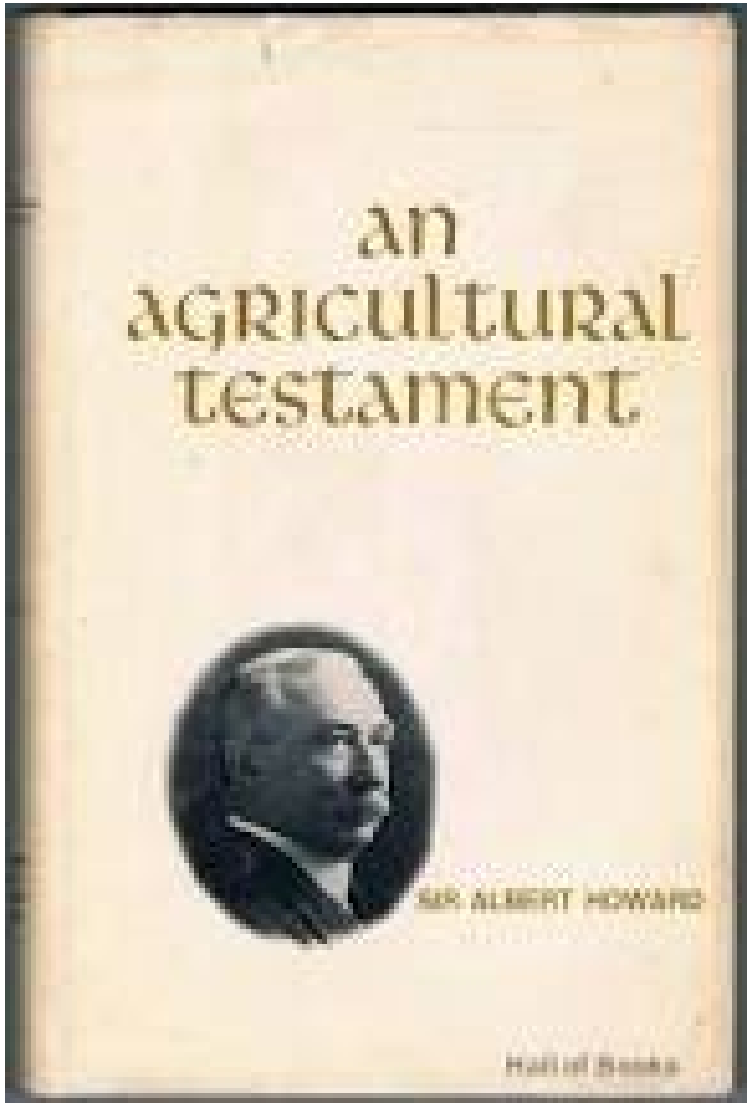
- Many standards and certifiers
- Organic Foods Production Act of 1990
- Implemented in 2002
- *Only 1 standard*; “organic” = USDA

Brief History of Organic Agriculture

Sir Albert Howard (1873-1947)

- Father of modern composting practices
- Wrote An Agricultural Testament (1940)
- Emphasized the important of humus, holding water in soil, and mycorrhizal soil fungi
- Influenced J.I. Rodale – soil health

"The maintenance of the fertility of the soil is the first condition of any permanent system of agriculture.“



Brief History of the Organic Movement

Lady Eve Balfour (1899-1990)

- Designed the first long term comparison of organic and conventional agricultural methods
- Wrote *The Living Soil* (1943)

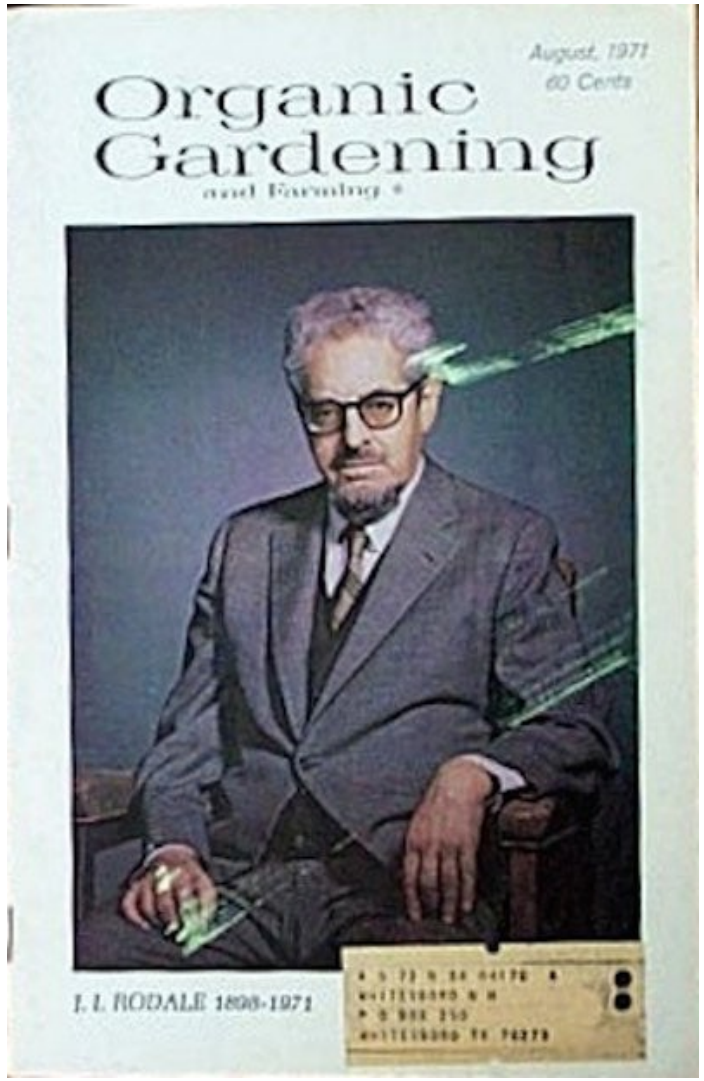
"The most frequently heard argument is that **intensive chemical farming provides the only hope of feeding the expanding world population** and has therefore to be accepted whether we like it or not. **To me it seems probable that the exact opposite could prove to be the case**, and that it is an alternative and largely organic agriculture that will be forced upon us whether we like it or not."

Brief History of the Organic Movement

J.I. Rodale (1898-1971)

- Father of the modern organic farming movement
- Founded Rodale Inc. (1930s)
  - Organic Farming and Gardening Magazine (1942)
- Purchased a farm in PA (1941) and founded the Soil and Health Foundation (1947)
  - Fostering scientific research and study
  - Provided the main source of information about "non-chemical" farming methods and was heavily influential in the development of organic production methods.

“Healthy Soil = Healthy Food = Healthy People”



Brief History of the Organic Movement

Robert Rodale (1930-1990)

- Bought 333-acre farm in Kutztown, PA (1972)
  - Began the Farming Systems Trial (1981)
    - Longest running organic vs. conventional comparison in the United States
- Introduced New Farm magazine (1979)
- Coined the term **“regenerative organic”** to distinguish a kind of farming that goes beyond sustainable (1989)

Brief History of the Organic Movement

- Demand steadily increased for organic products (1970s)
  - Environment and consumer demand
- Decentralized certification programs (1980s)
  - Each state had their own rules
- Congress passed the Organic Foods Production Act (OFPA) in 1990
  - USDA to write rules and regulations to explain the law to producers, handlers and certifiers
  - National Organic Standards Board established to make recommendations for allowable substances in organic production and handling, and to help USDA write the regulations
- National Organic Program written and implemented (2002)

25. ORGANIC FOODS PRODUCION ACT OF 1990

Title XXI of the Food, Agriculture, Conservation, and Trade Act of 1990 (Public Law 101–624)

TITLE XXI—ORGANIC CERTIFICATION

SEC. 2101. [7 U.S.C. 6501 note] SHORT TITLE.

This title may be cited as the "Organic Foods Production Act of 1990".

SEC. 2102. [7 U.S.C. 6501] PURPOSES.

It is the purpose of this title—

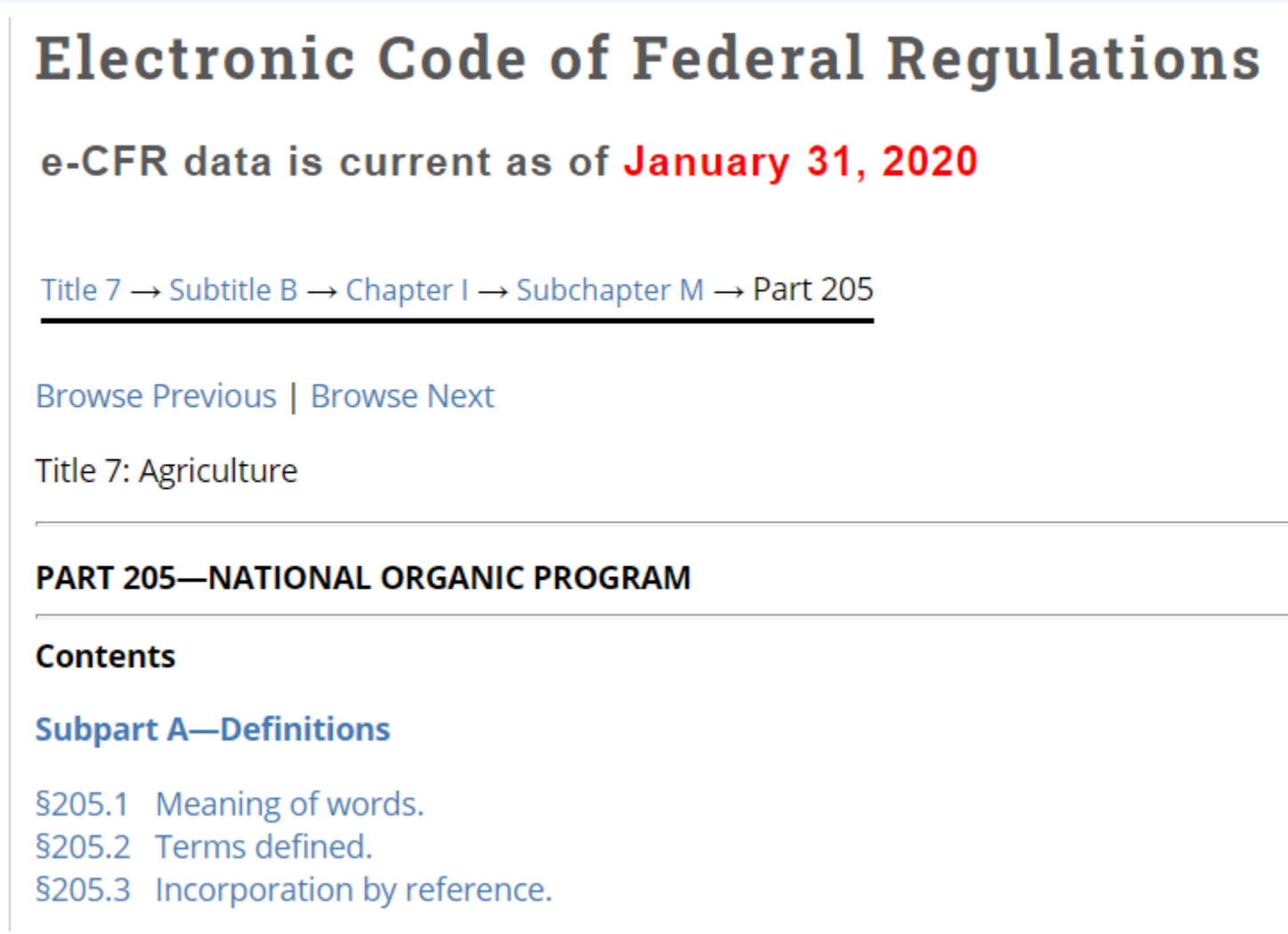
(1) to establish national standards governing the marketing of certain agricultural products as organically produced products;

(2) to assure consumers that organically produced products meet a consistent standard; and

(3) to facilitate interstate commerce in fresh and processed food that is organically produced.

The National Organic Program

- Mandated by the Organic Foods Production Act (OFPA) (The Law)
- Administered by the USDA Agricultural Marketing Service
- Defined by Agriculture Code of Regulations Part 205 (How it operates and what it regulates)



Electronic Code of Federal Regulations

e-CFR data is current as of January 31, 2020

Title 7 → Subtitle B → Chapter I → Subchapter M → Part 205

Browse Previous | Browse Next

Title 7: Agriculture

PART 205—NATIONAL ORGANIC PROGRAM

Contents

Subpart A—Definitions

§205.1 Meaning of words.
§205.2 Terms defined.
§205.3 Incorporation by reference.

The National Organic Standards Board

- Appointed by the U.S. Secretary of Agriculture for 5-year term
- Makes recommendations concerning the implementation of the National Organic Program
- Meets publicly twice per year
- Board has 15 members:
  - Own or operate an organic farming operation (4)
  - Own or operate an organic handling operation (2)
  - Owns or operates a retail establishment with significant trade in organic products (1)
  - Expertise in areas of environmental protection and resource conservation (3)
  - Who represent public interest or consumer interest groups (3)
  - Expertise in the fields of toxicology, ecology, or biochemistry (1)
  - A USDA accredited certifying agent (1)

The National Organic Standards Board

National Organic Standards Board (NOSB) Meeting - Cedar Rapids, Iowa

Event Date: Tuesday, October 27, 2020 - 8:30am to Thursday, October 29, 2020 - 6:00pm
Location: Cedar Rapids, IA

Event Date:
Tuesday, October 27, 2020 - 8:30am to Thursday, October 29, 2020 - 6:00pm Eastern Time

The NOSB will meet to discuss substances petitioned for addition to or deletion from the National List of Allowed and Prohibited Substances (National List), substances due to sunset from the National List in 2022, and recommendations on organic policies.

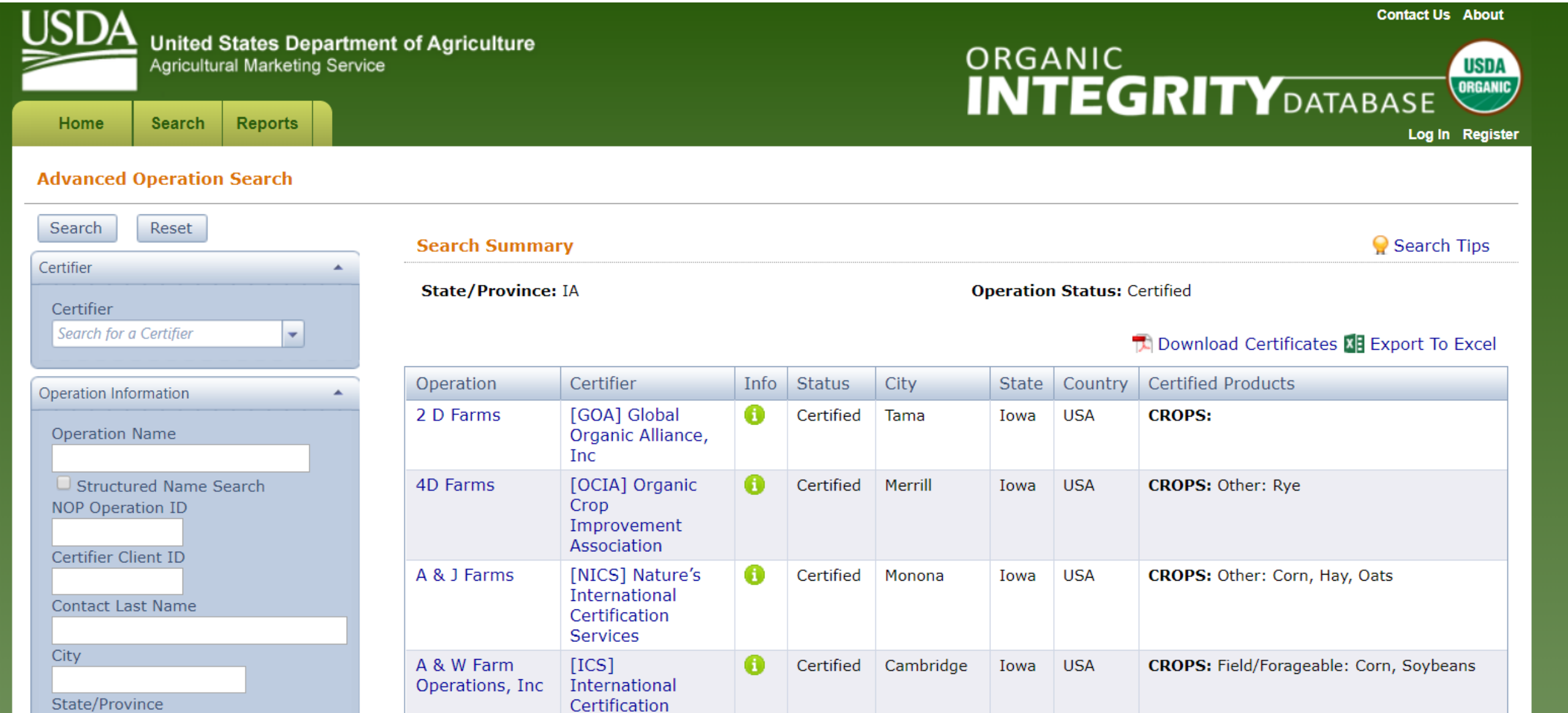
The National Organic Standards Board (NOSB) typically meets twice per year in various locations around the United States. During meetings, the NOSB listens to public comments, discusses agenda items, and then votes on recommendations to the Secretary in a public forum. Detailed meeting information, including agendas, locations, proposals, and public comments, will be posted below as it becomes available. For information on previous meetings, visit the NOSB meetings page.

Meeting Information:
DoubleTree by Hilton Hotel Cedar Rapids Convention Complex
350 First Avenue NE
Cedar Rapids, Iowa

USDA Organic Integrity Database:

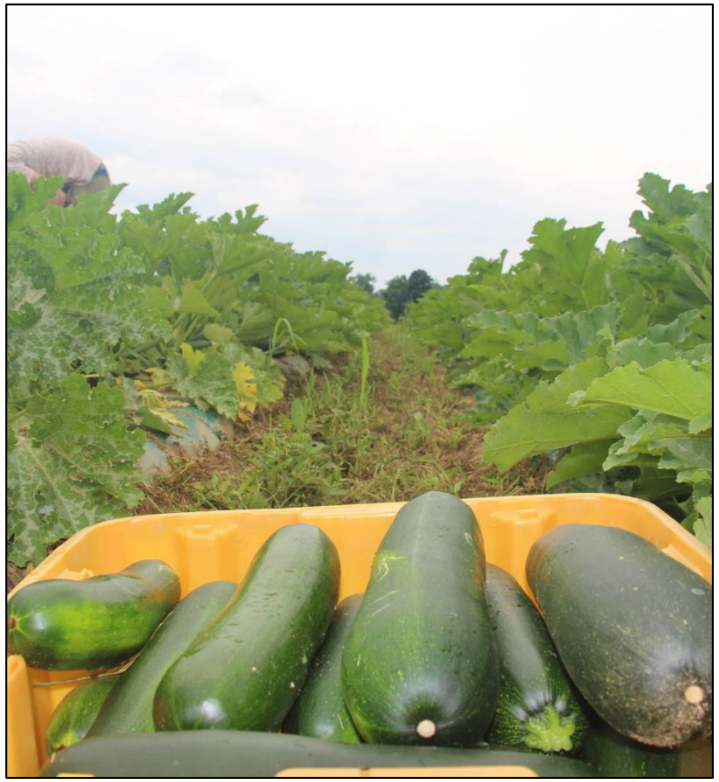
- Contains up-to-date and accurate information about operations that may and may not sell as organic, deterring fraud
- Increases supply chain transparency for buyers and sellers
- Promotes market visibility for organic operations
- **https://organic.ams.usda.gov/integrity/**

USDA Organic Integrity Database:
https://organic.ams.usda.gov/integrity/



The Certification Process

Types of Organic Operations

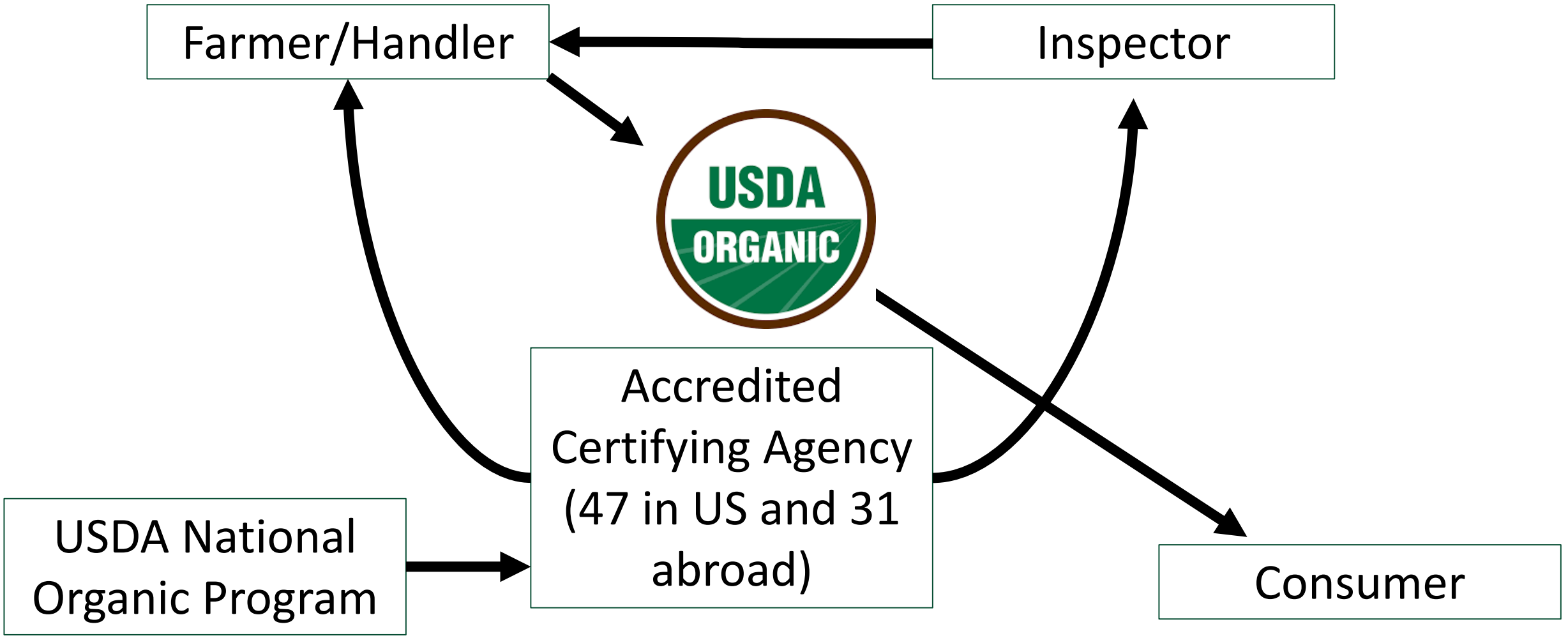


Crops

Handling

Livestock

Who is involved in Organic Certification?



Certification: Select a Certifier

- Currently 19 options in Iowa
- Considerations:
  - Fee structure
  - Areas of expertise
  - Responsiveness
  - Other services offered
  - Structure: state, for-profit, non-profit

CERTIFIED OREGON TILTH ORGANIC

OEFFA CERTIFIED ORGANIC ORGANIC

MCIA MINNESOTA CROP IMPROVEMENT ASSOCIATION

IOWA DEPARTMENT OF AGRICULTURE & LAND STEWARDSHIP

CERTIFIED ORGANIC OCIA

QUALITY ASSURANCE INTERNATIONAL CERTIFIED ORGANIC

MOSA certified organic

NCS CERTIFIED ORGANIC

Note: This is not an endorsement by IOA; nor is this list exhaustive

Certification: Organic Systems Plan

- The Organic System Plan, or OSP, is the foundation for your application for organic certification. It is the primary document that demonstrates compliance with the applicable organic standards on all aspects of their operation.

- Your OSP will be your action plan --- it will spell out exactly what you do, how you plan to do it, everything you anticipate using, and how your records will verify your practices.

Certification: Organic Systems Plan

- **Farm Map** – must include the name or code of the parcel to be certified, the location, description and size of any buffer areas, neighboring land uses, processing areas, location of buildings and the presence or use of treated lumber on the farm.
- **History of Land Use and Materials Application** – records of all land use practices and materials applied over the last 3 years. This includes a signed statement or affidavit that no prohibited materials were applied or used.
- **Planned Materials** – a list of all materials including seeds, fertilizers, pest, weed and disease control materials applied to crops during the upcoming year.
- **Planned Crops** – a list of your crops to be produced, include the location and acreage for each crop. You can change your OSP throughout the year, just make sure to notify your certifier.

Organic System Plan

Producer name: [_____] Organic System Plan – Crops – Page 2

Section 2: Land & Water

NOP §205.203(a) The producer must select and implement tillage and cultivation practices that maintain or improve the physical, chemical, and biological condition of soil and minimize soil erosion. (b) The producer must manage crop nutrients and soil fertility through rotations, cover crops, and the application of plant and animal materials. (e) The producer must not use: 1) Any fertilizer or composted plant and animal material that contains a synthetic substance not included on the National List of synthetic substances allowed for use in organic crop production; 2) Sewage sludge (biosolids) as defined in 40 CFR part 503; and 3) Burning as a means of disposal for crop residues produced on the operation: Except, *That, burning may be used to suppress the spread of disease or to stimulate seed germination.*

10. Have you managed all fields for which you are requesting organic certification for three or more years? [ ]Yes [ ]No
    a. If no, submit a signed Prior Land Use Statement from the previous owner(s)/operator(s) for fields which are new this year.

11. What steps have you taken to minimize the risk of accidental contamination of prohibited substances on your farm?

[ ]Buffers	[ ]Notify local co-ops	[ ]Notify residential neighbors
[ ]Notify highway dept.	[ ]Notify Farm Service Office	[ ]Sensitive Crops Directory
[ ]Notify electric co.	[ ]Notify County Engineer's Office	[ ]Other: [_____]
[ ]"No spray" signs	[ ]Notify aerial spray companies	

12. Source of water:

[ ]Municipal water	[ ]NA *(skip to question 15)*
[ ]On-site well	[ ]River/creek/pond
	[ ]Other: [_____]

Organic System Plan

Section 5: Pest/Insect/Weed/Disease Management

NOP §205.206(a)states "The producer must use management practices to prevent crop pests, weeds, and diseases including but not limited to: 1) Crop rotation and soil and crop nutrient management practices, as provided for in §205.203 and §205.205; 2) Sanitation measures to remove disease vectors, weed seeds, and habitat for pest organisms; and 3) Cultural practices that enhance crop health, including selection of plant species and varieties with regard to suitability to site-specific conditions and resistance to prevalent pests, weeds, and diseases. (b) Pest problems may be controlled through mechanical or physical methods including but not limited to: 1) Augmentation or introduction of predators or parasites of the pest species; 2) Development of habitat for natural enemies of pests; 3) Nonsynthetic controls such as lures, traps, and repellents. (c) Weed problems may be controlled through: 1) Mulching with fully biodegradable materials; 2) Mowing; 3) Livestock grazing; 4) Hand weeding and mechanical cultivation; 5) Flame, heat, or electrical means; or 6) Plastic or other synthetic mulches: Provided, *That, they are removed from the field at the end of the growing or harvest season. (d) Disease problems may be controlled through: 1) Management practices which suppress the spread of disease organisms; or 2) Application of nonsynthetic biological, botanical, or mineral inputs.*

44. What are your problem pests, insects, weeds, and diseases?
[ ]

45. What is your PLAN to prevent or control those pests, insects, weeds, and diseases?

[ ] Resistant varieties	[ ] Prevent weed seed set	[ ] Flame weeding
[ ] Traps	[ ] Mechanical cultivation	[ ] Herbicides
[ ] Lures	[ ] Hand weeding	[ ] Plant density
[ ] Repellents	[ ] Mowing	[ ] Disease sprays
[ ] Synthetic insecticides	[ ] Livestock grazing	[ ] Remove damaged plants
[ ] Natural enemy habitat	[ ] Smother crops	[ ] Other: [ ]
[ ] Crop rotation	[ ] Natural mulch	
[ ] Field preparation	[ ] Synthetic mulch	

Make sure to list all products in your Materials Used List

46. If you use a plastic or other synthetic weed barrier, is it removed at the end of the growing or harvest season? [ ] Yes [ ] No
    a. If no, please explain[ ]

Certification: Crops Organic Systems Plan

- Crops and acres
- Land and water
- Soil fertility, crop nutrients, and rotations
- Seeds and planting stock
- Pest/Insect/Weed/Disease management
- Greenhouse/High tunnel production
- Split, parallel, and buffer production
- Harvest, post-harvest, storage, and marketing

Section 3: Soil Fertility, Crop Nutrients & Rotations

21. What soil erosion challenges do you have?
__None __Creek bank erosion __Other: _____
__Highly erodible land __Wind erosion

22. What conservation practices are used?
__Terraces __Riparian management __Permanent waterways
__Contour farming __Undersowing/interplanting __Minimum/No-till
__Cover crops __Windbreaks/tree lines __Other: _____
__Plant density __Conservation tillage

23. What are the major components of your soil and crop fertility plan?
__Compost __Green manure __Soil amendments
__Cover crops __Interplanting __Side dressing
__Crop rotation __Incorporating crop residues __Summer fallow
__Foliar fertilizers __Manure __Other: _____

24. What is your crop rotation plan? If you have multiple cropping systems, attach pages as needed.

Year					
1	2	3	4	5	6
(example):Corn	*Soybeans*	*Oats/alfalfa*	*Alfalfa*		

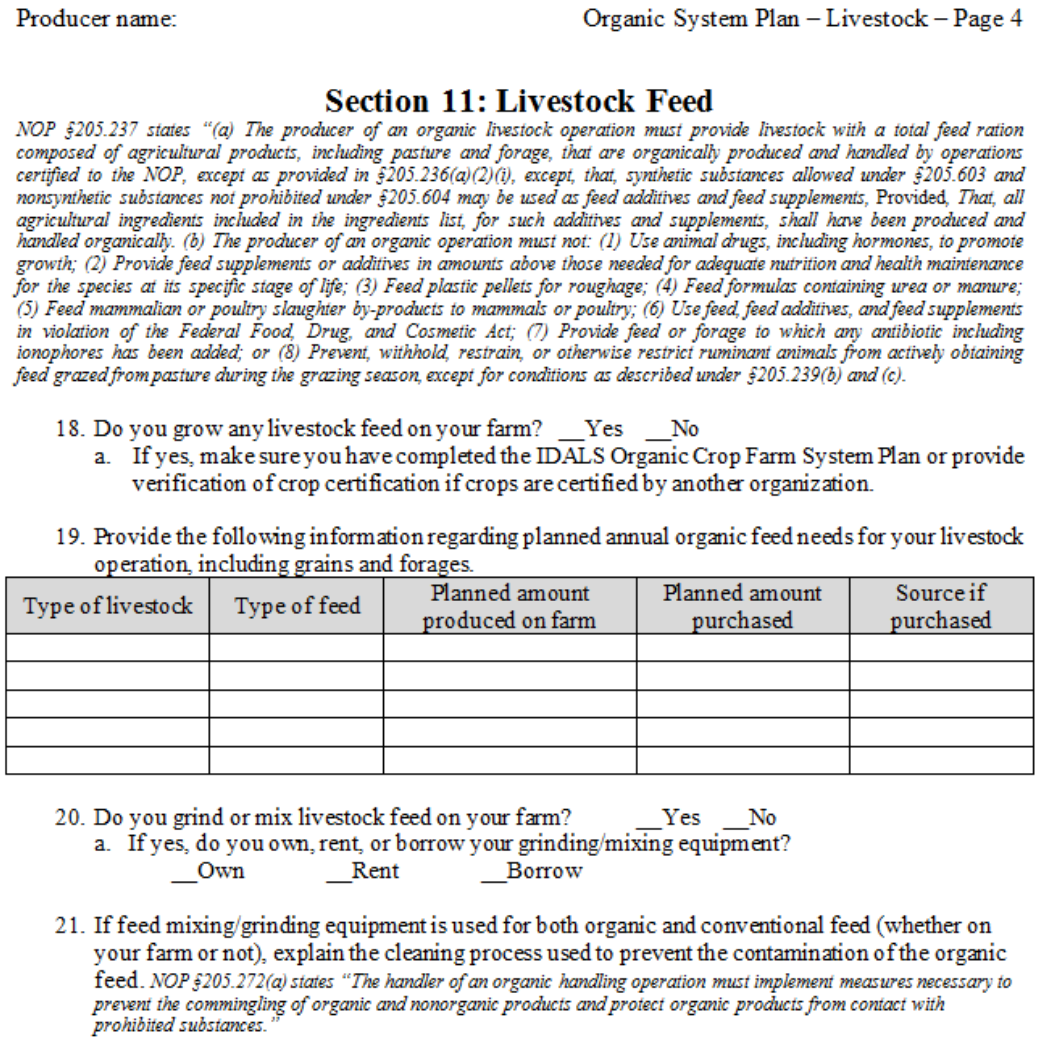
25. Do you use cover crops, sod crops, or catch crops? __Yes __No
a. If yes, what kind of cover crops do you plant?
__ Grass __ Clover __ Hay __ Rye __ Vetch __ Other: _____

26. What is your plan to improve soil fertility?
__Crop rotation __Green manure __Other: _____
__Animal manure __Leaving uncultivated areas

27. How do you monitor the effectiveness of your fertility program?
__Soil testing __Visual observation __Other: _____
__Foliar testing __Compare crop yield

Certification: Livestock Organic Systems Plan

- Types and number of livestock
- Feed
  - Storage
  - Outdoor access
  - Water
  - Grazing (ruminants only)
- Healthcare practices
- Living conditions
  - Manure management
  - Pest Control
  - Equipment



Producer name: Organic System Plan – Livestock – Page 4

Section 11: Livestock Feed

NOP §205.237 states "(a) The producer of an organic livestock operation must provide livestock with a total feed ration composed of agricultural products, including pasture and forage, that are organically produced and handled by operations certified to the NOP, except as provided in §205.236(a)(2)(i), except, that, synthetic substances allowed under §205.603 and nonsynthetic substances not prohibited under §205.604 may be used as feed additives and feed supplements, Provided, *That, all agricultural ingredients included in the ingredients list, for such additives and supplements, shall have been produced and handled organically. (b) The producer of an organic operation must not: (1) Use animal drugs, including hormones, to promote growth; (2) Provide feed supplements or additives in amounts above those needed for adequate nutrition and health maintenance for the species at its specific stage of life; (3) Feed plastic pellets for roughage; (4) Feed formulas containing urea or manure; (5) Feed mammalian or poultry slaughter by-products to mammals or poultry; (6) Use feed, feed additives, and feed supplements in violation of the Federal Food, Drug, and Cosmetic Act; (7) Provide feed or forage to which any antibiotic including ionophores has been added; or (8) Prevent, withhold, restrain, or otherwise restrict ruminant animals from actively obtaining feed grazed from pasture during the grazing season, except for conditions as described under §205.239(b) and (c).*

18. Do you grow any livestock feed on your farm? __Yes __No
    a. If yes, make sure you have completed the IDALS Organic Crop Farm System Plan or provide verification of crop certification if crops are certified by another organization.

19. Provide the following information regarding planned annual organic feed needs for your livestock operation, including grains and forages.

Type of livestock	Type of feed	Planned amount produced on farm	Planned amount purchased	Source if purchased

20. Do you grind or mix livestock feed on your farm? __Yes __No
    a. If yes, do you own, rent, or borrow your grinding/mixing equipment?
    __Own __Rent __Borrow

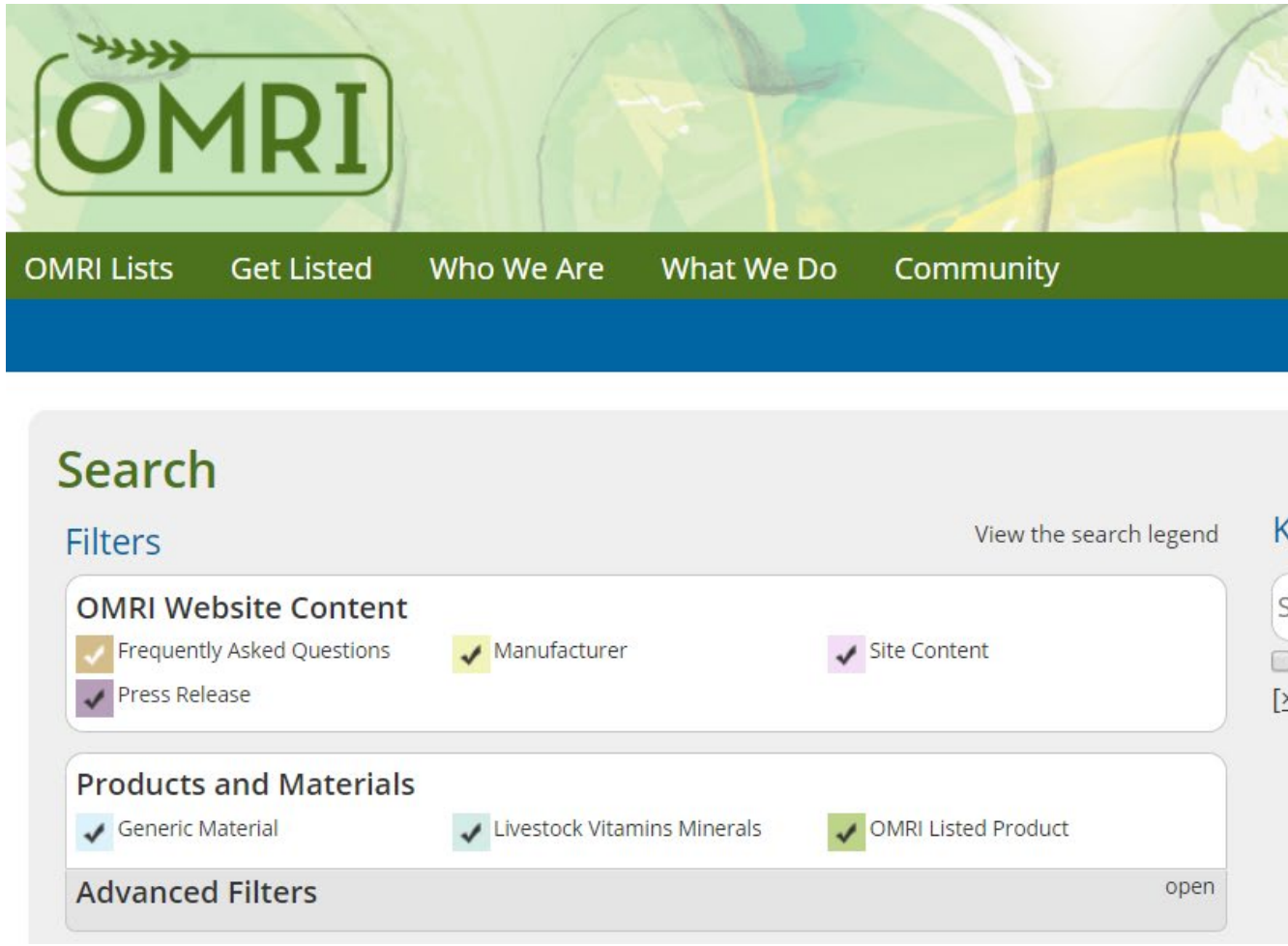
21. If feed mixing/grinding equipment is used for both organic and conventional feed (whether on your farm or not), explain the cleaning process used to prevent the contamination of the organic feed. *NOP §205.272(a) states "The handler of an organic handling operation must implement measures necessary to prevent the commingling of organic and nonorganic products and protect organic products from contact with prohibited substances."*

Certification: Transition Rules & Regulations

- Harvested crops are intended to be sold, labeled, or represented as "organic," must **have had no prohibited substances…applied to it for a period of 36 months immediately preceding harvest of the crop.**
  - Example: Synthetic seed planted May 1, 2016, certification eligibility date May 2, 2019.
  - Livestock = 12 month transition period
- Only use allowable materials found on the USDA National List of Allowed and Prohibited Substances.
- **ALWAYS confirm all materials with your certifier BEFORE use** to be sure the material is allowable for your organic production.
  - The approval of any input for organic use is at the discretion of the certifier.

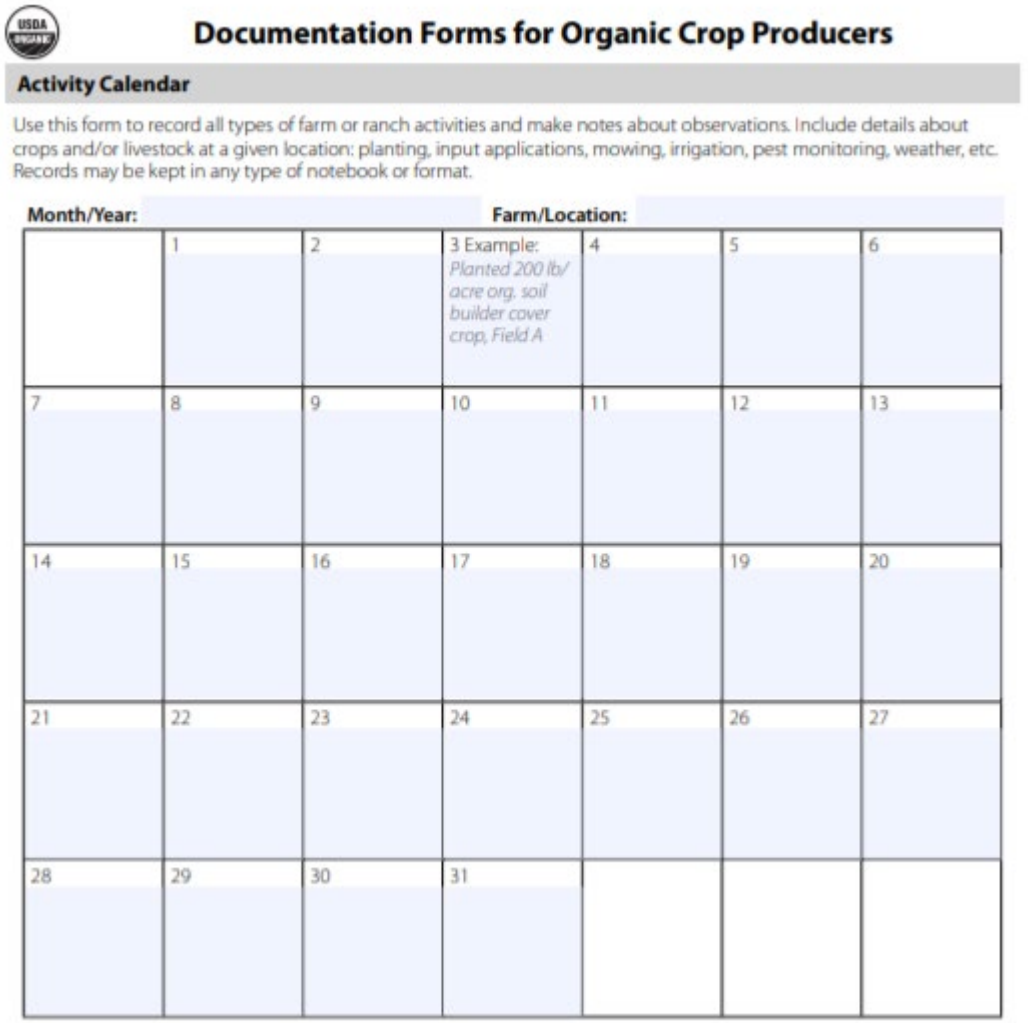
Certification: Rules & Regulations
Organic Materials Review Board (OMRI)

- Independent, non-profit organization
- Reviews substances for use in organic production
- Maintains database
  - “Allowed”, “Restricted”, or “Prohibited”
  - Adheres to National List of Allowed Synthetic and Prohibited Non-synthetic substances



Certification: Recordkeeping

- Records demonstrate compliance with NOP Standards
- Be readily understood, auditable, and sufficient to demonstrate compliance
- Kept on file for at least 5 years
- Tailored to the operation:
  - Production
    - Field Map
    - Field Activity Log
    - Inputs (Seeds, fertilizer, pest management)
  - Harvest/Sale
    - Bin log
    - Bill of lading / Clean truck doc.
    - Scale ticket / Invoice
  - Handling (may not apply – unless processing on farm and marketing)



Documentation Forms for Organic Crop Producers

Activity Calendar

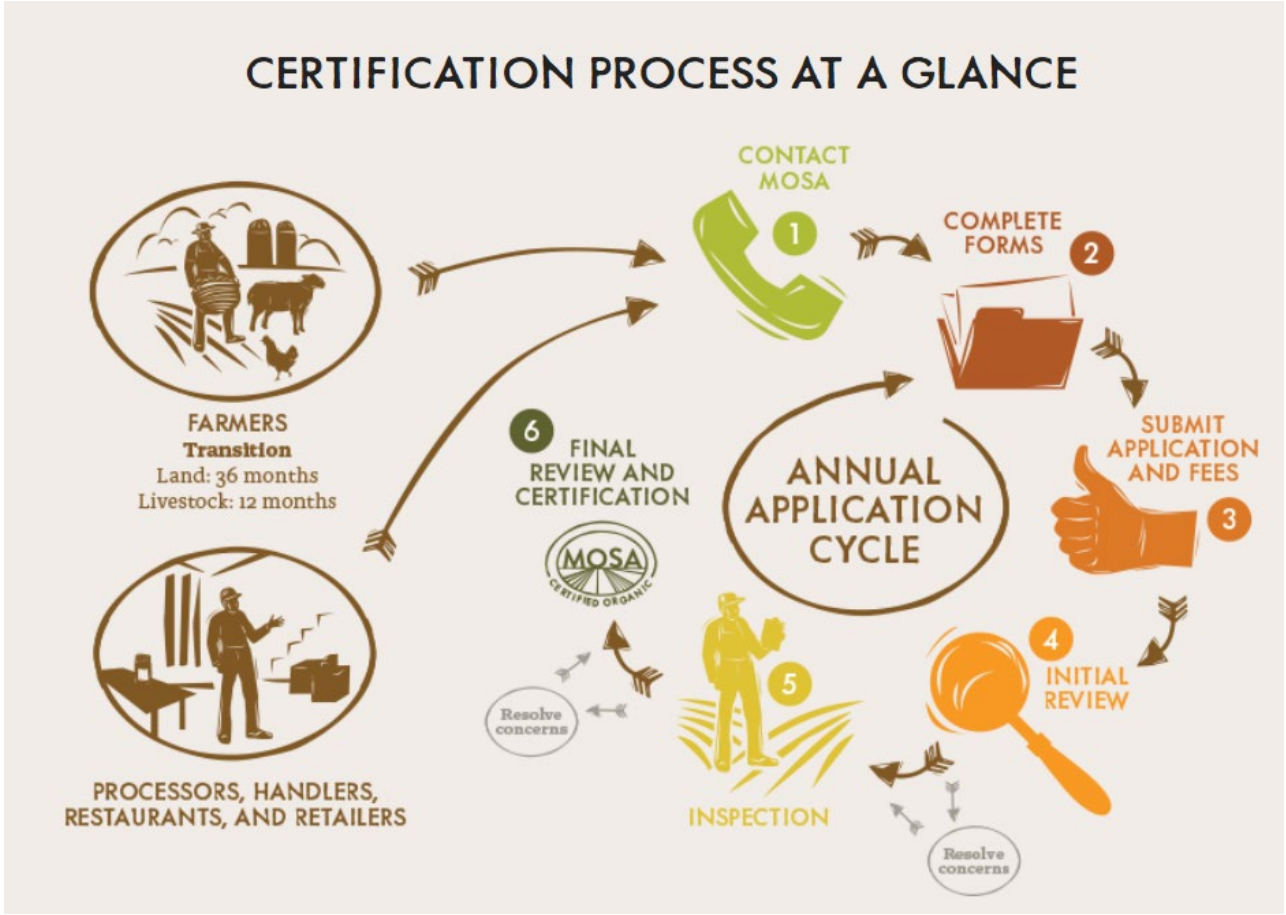
Use this form to record all types of farm or ranch activities and make notes about observations. Include details about crops and/or livestock at a given location: planting, input applications, mowing, irrigation, pest monitoring, weather, etc. Records may be kept in any type of notebook or format.

Month/Year: **Farm/Location:**

	1	2	3 Example: *Planted 200 lb/ acre org. soil builder cover crop, Field A*	4	5	6
7	8	9	10	11	12	13
14	15	16	17	18	19	20
21	22	23	24	25	26	27
28	29	30	31			

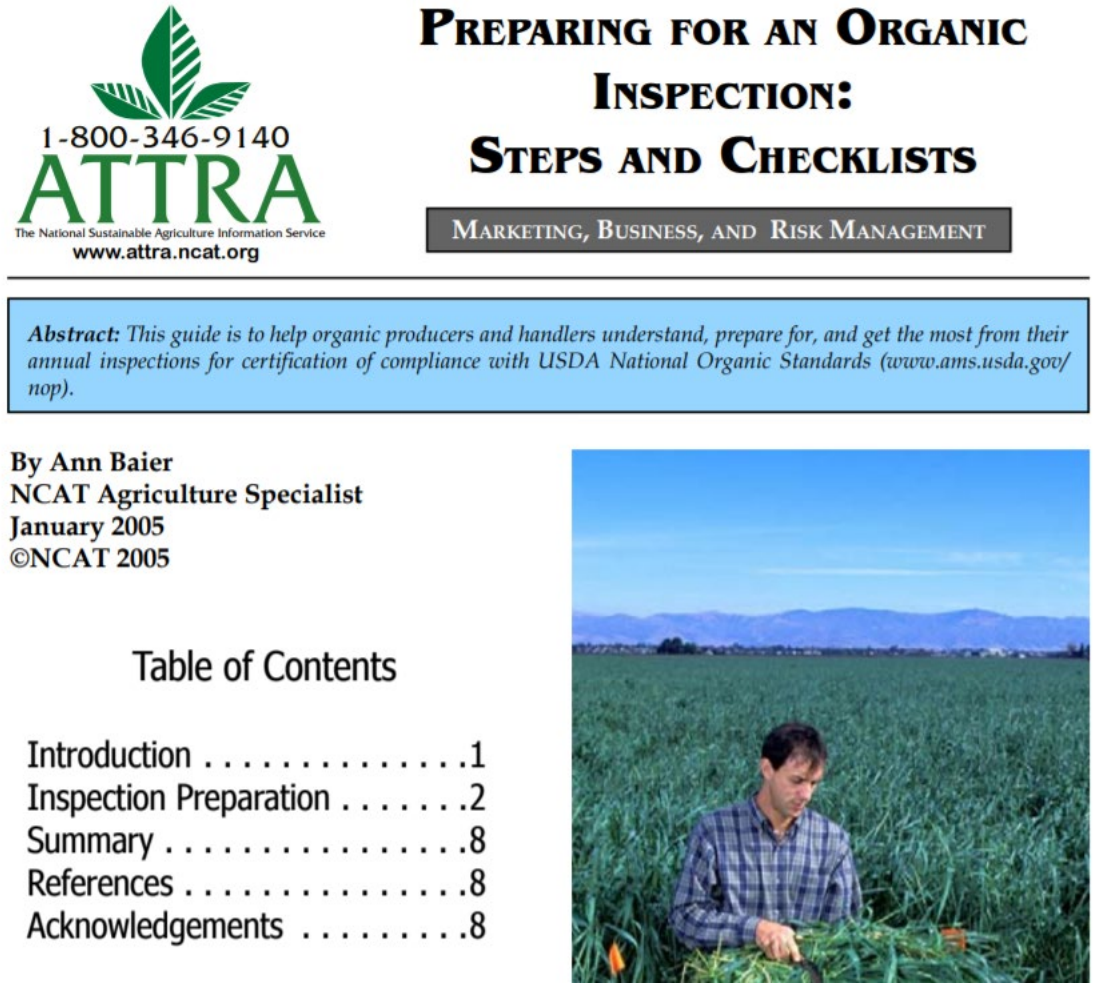
Certification: Application and Fees

- Submit application 4-5 months in advance of expected harvest
- Fees vary by certifier, IDALS example:
  - Base price: $125
  - Inspection: $300 (crop)
    - Travel costs
    - Hourly rate
  - Certification fee: $125+ (varies, ex: $6/ac corn; $27/ac vegetables)
    - Varies by crop and/or acres



Certification: Initial Review

- Certifier reviews application, OSP, and all additional forms to evaluate compliance.
- Sends a letter in response:
  1. Your operation is eligible for organic certification
  2. More information is needed
  3. May indicate possible issues of concern
- File is sent to organic inspector



1-800-346-9140
ATTRA
The National Sustainable Agriculture Information Service
www.attra.ncat.org

PREPARING FOR AN ORGANIC INSPECTION: STEPS AND CHECKLISTS

MARKETING, BUSINESS, AND RISK MANAGEMENT

Abstract: *This guide is to help organic producers and handlers understand, prepare for, and get the most from their annual inspections for certification of compliance with USDA National Organic Standards (www.ams.usda.gov/nop).*

By Ann Baier
NCAT Agriculture Specialist
January 2005
©NCAT 2005

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Certification Process: Inspection

- Review letter from certifying agent
- Expect 3-5 hours for inspection
  - Don't be in a rush
  - More time for 1st time inspection
  - Add additional time for livestock
- Have records organized and ready
- When did you last use that input?
  - Safely dispose of unneeded materials
- Inspections are confidential
- **The role of the inspector is to verify the OSP is accurate and indicate possible violations**
  - **Do NOT make any decisions regarding certification**
  - **CANNOT provide consultations**

Certification Process: Exit Interview and Report

Exit Interview:

- A closing meeting at the farm
- Review areas of concern (no surprises later)
- Requests additional documents
- Confirms accuracy of observations

Inspection Report:

- Completed after the inspection (off-farm)
- Details all on-farm observations for certifying agency
- Includes forms and photos from the farm

Certification Process: Final Review and Decision

- Certification specialist reviews all documents
  - May request more information from farmer
- May issue a major or minor non-compliance
  - May need resolution prior to issuing certificate
  - Possible residue testing
  - Unannounced inspections
- Decision
  - Certification Letter
  - Organic Certificate
- Annual OSP updates and inspection to maintain certification

CCOF

Certification Services, LLC

SUSTAINABLE SEED COMPANY

355 E. 20th St.

Chico, CA 95928 US

Certified to the USDA organic regulations, 7 CFR Part 205 for the following scope(s)/categories:

Handling (11/17/2010)

Effective Date:
November 17, 2010

Once certified, a production or handling operation's organic certification continues in effect until surrendered, suspended or revoked. Anniversary Date: Certified operations are required to submit annual updates to CCOF by January 1 of each year. Information regarding products, crops, parcels, etc., is available on the CCOF Client Profile.

Client Code: pr993

CCOF certified since: 11/17/2010

Issue Date: 10/19/2018

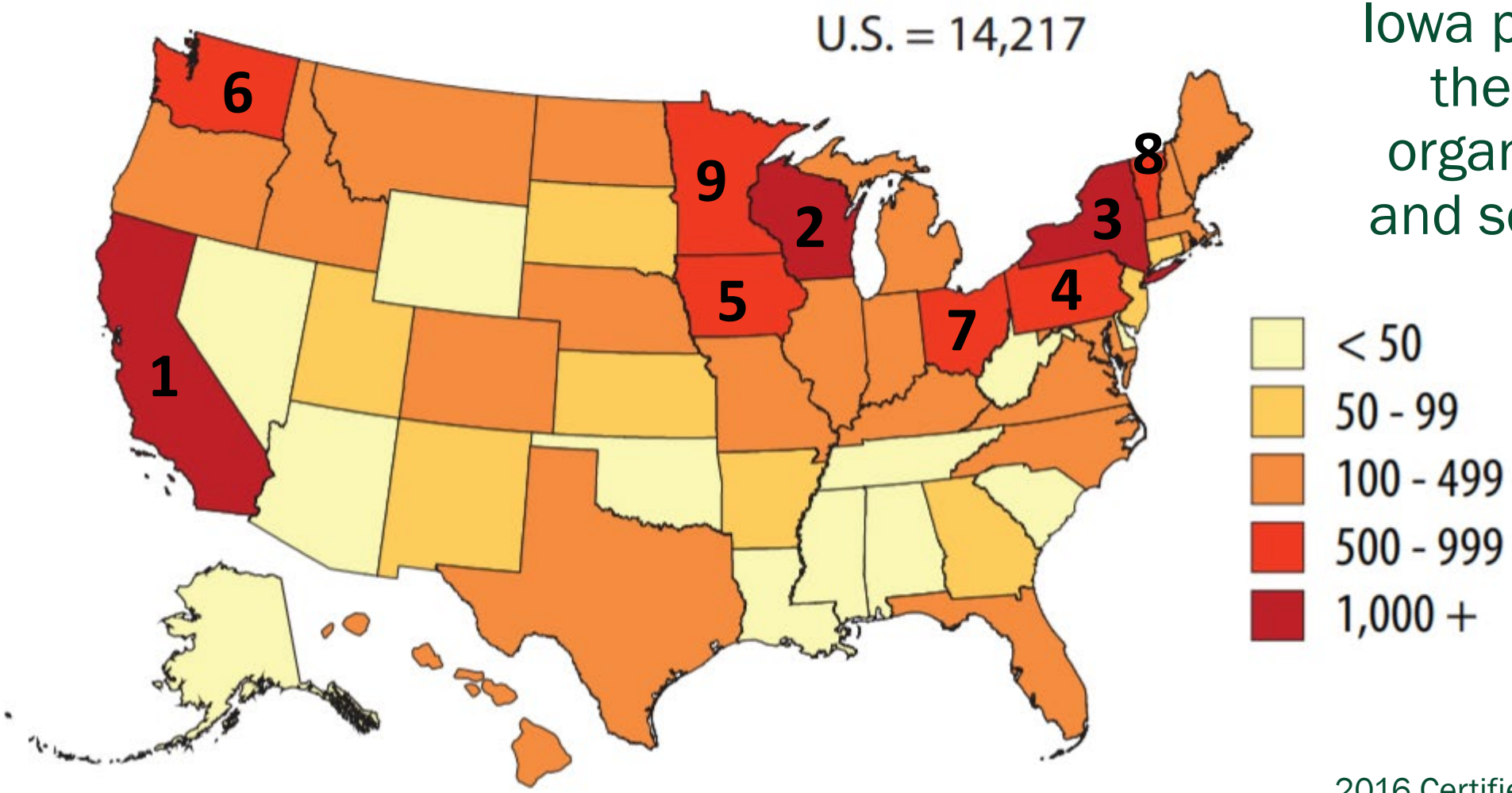
Certified CCOF Organic

Jake Lewin
President

Additional information and a directory of certified operations available from CCOF at www.ccof.org.
Use MyCCOF: Supplier Management to track current certification status and access certificates directly.
Visit www.ccof.org/myccof to sign up.

Trends and Farmer Perspectives

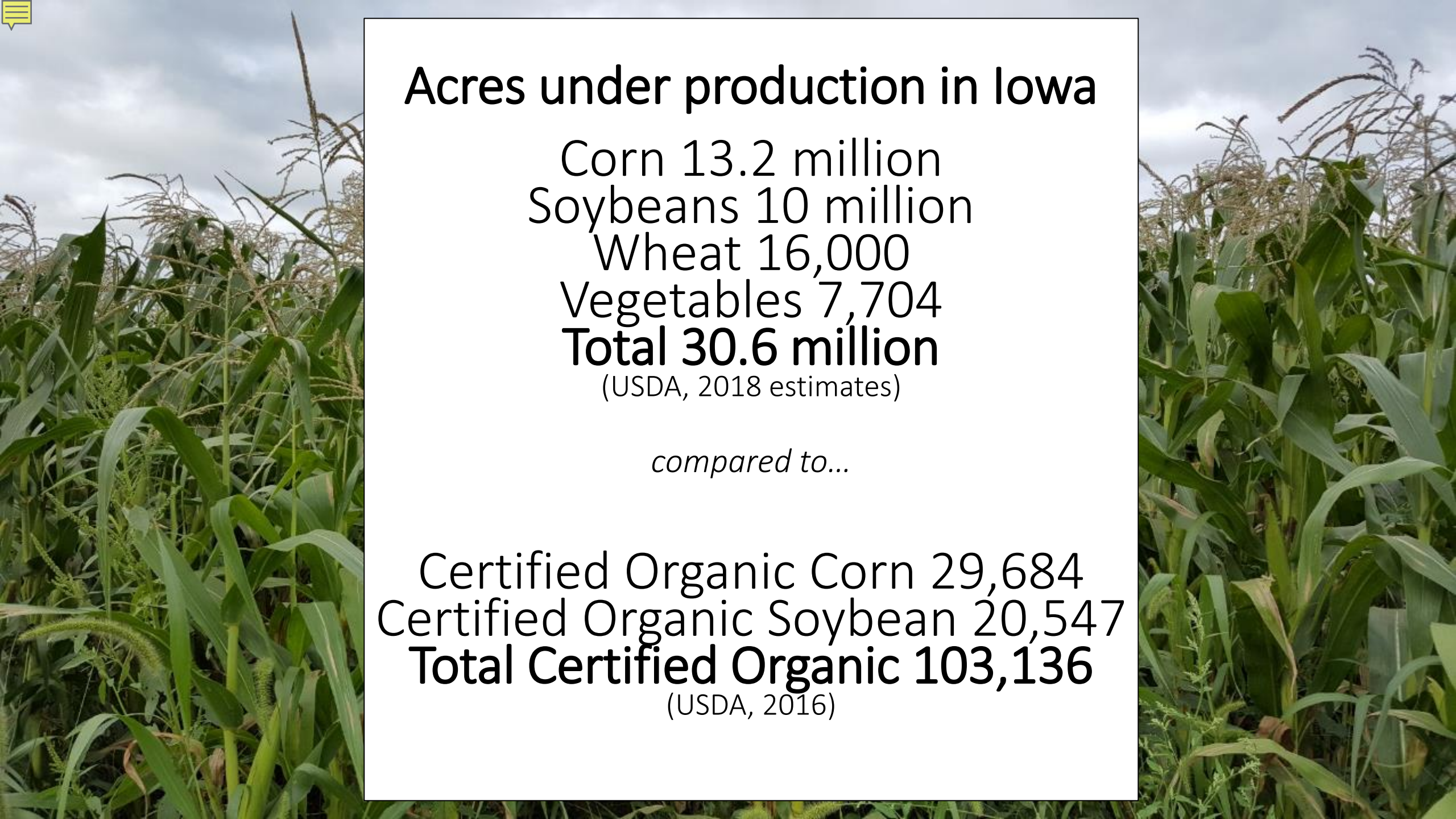
Certified Organic Farms in the U.S.



Iowa produces the most organic corn and soybeans

2016 Certified Organic Survey

USDA National Agricultural Statistics Service



Acres under production in Iowa

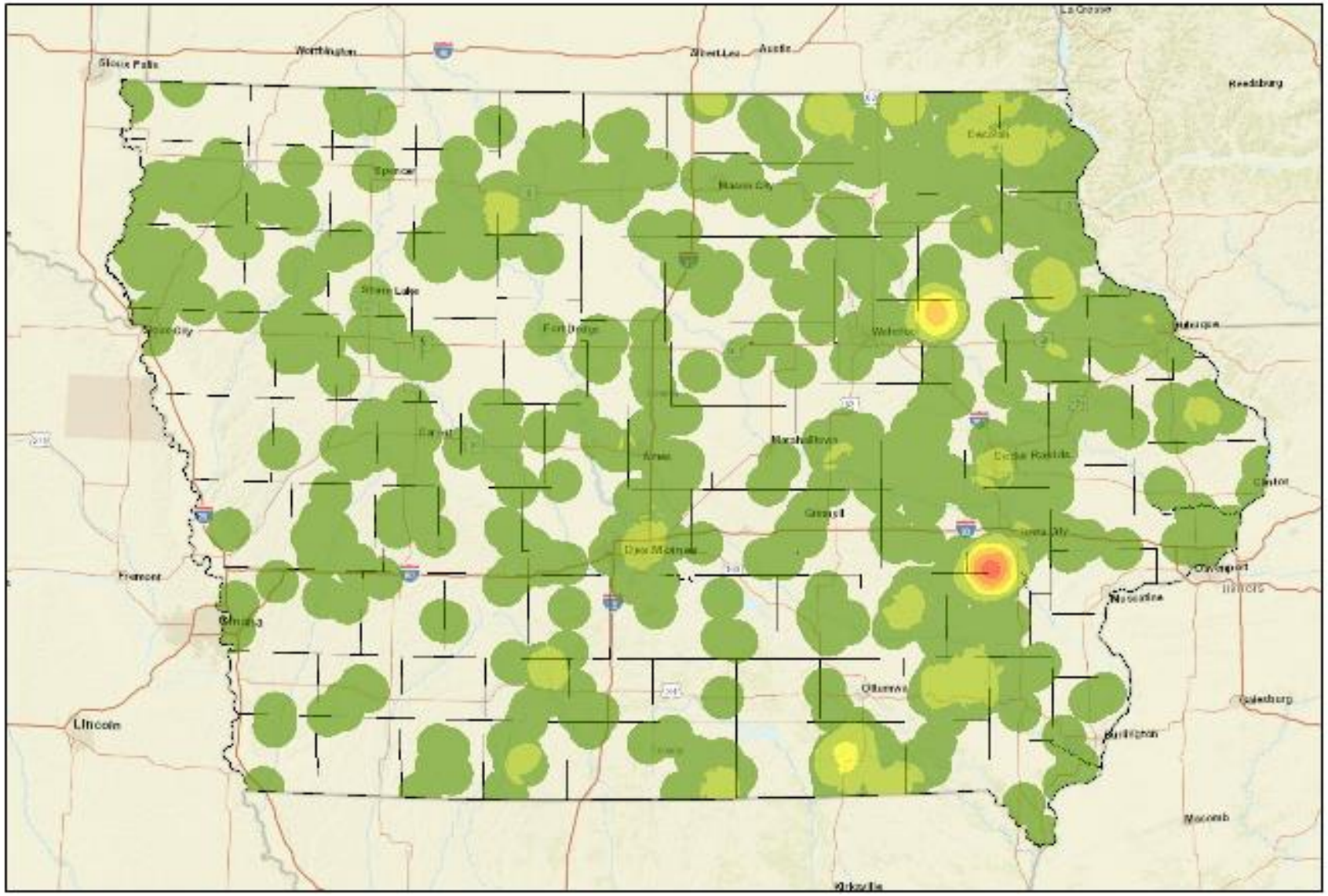
Corn 13.2 million
Soybeans 10 million
Wheat 16,000
Vegetables 7,704
Total 30.6 million
(USDA, 2018 estimates)

compared to…

Certified Organic Corn 29,684
Certified Organic Soybean 20,547
Total Certified Organic 103,136
(USDA, 2016)

Certified Organic Operations in Iowa

- Crops, 585
- Livestock, 16
- Handlers, 110
- Crops & Livestock, 212
- Crops & Handlers, 18
- Crops, Livestock, & Handlers, 14

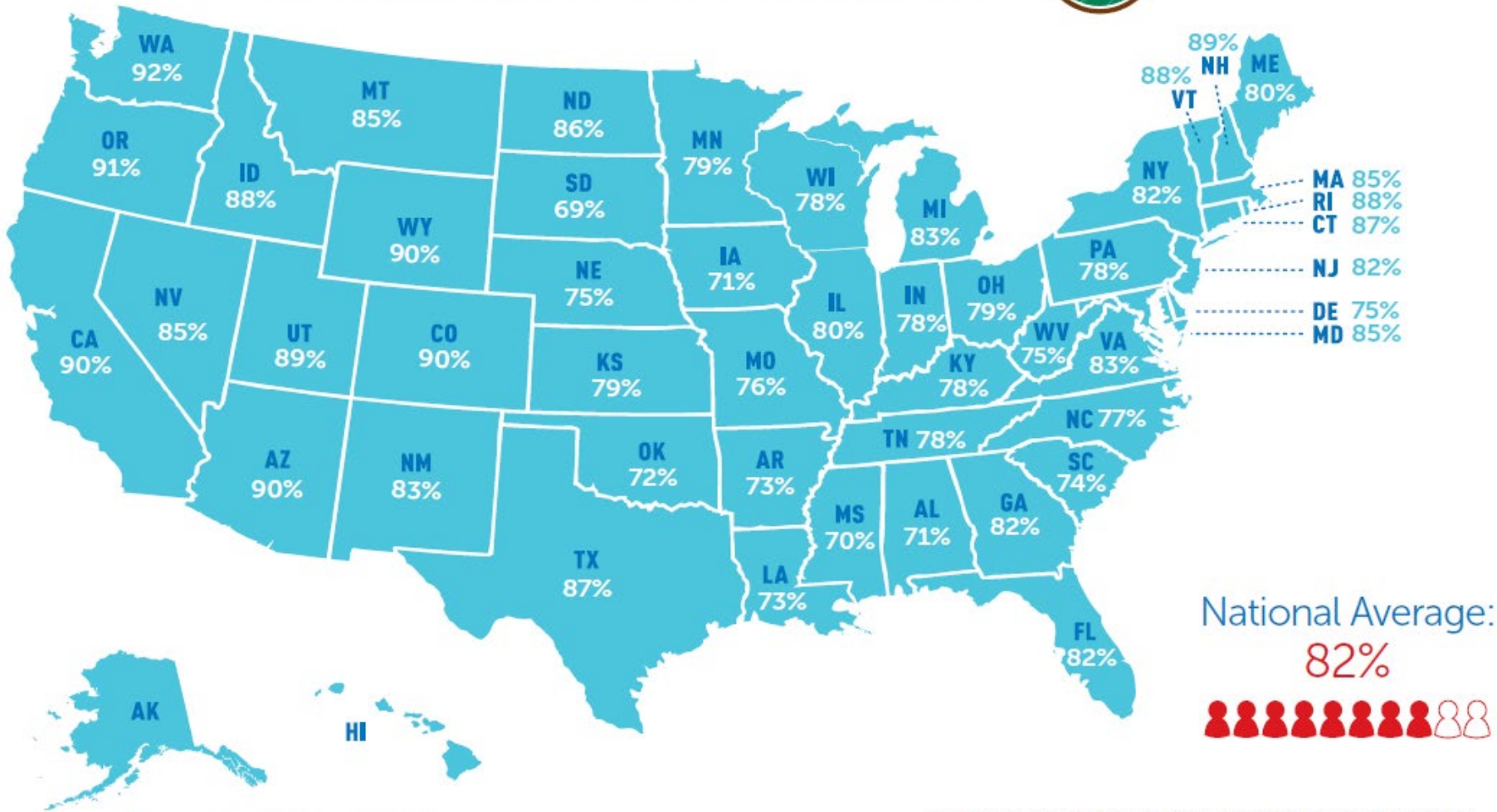


As of September 2019

Map Credit: Bret Lang

U.S. Households Purchasing Organic Products

Organic has made a huge inroad into the households of the majority of U.S. families. Organic products are in **more than 82 percent of American homes.** There are a number of states in which 90 percent or more of households now **buy organic on a regular basis,** and even the lowest levels all hover around 70 percent.



Data not available for AK + HI

National Average:
82%

Source: Nielsen UPC Scan Data of 100,000 households, 2016
Learn More: OTA.com

Trends and Value:
Organic Sales Exceed $52 Billion in 2018

Total U.S. Organic Sales & Growth, 2009–2018

CATEGORY	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
Organic Food	21,266	22,961	25,148	27,965	31,378	35,099	39,006	42,507	45,209	47,862
Growth (%)	4.3%	8.0%	9.5%	11.2%	12.2%	11.9%	11.1%	9.0%	6.4%	5.9%
% of Total Organic	92.2%	92.1%	92.0%	91.9%	91.9%	91.8%	91.6%	91.7%	91.6%	91.3%
Organic Non-Food	1,800	1,974	2,195	2,455	2,770	3,152	3,555	3,866	4,151	4,589
Growth (%)	9.1%	9.7%	11.2%	11.8%	12.8%	13.8%	12.8%	8.8%	7.4%	10.6%
% of Total Organic	7.8%	7.9%	8.0%	8.1%	8.1%	8.2%	8.4%	8.3%	8.4%	8.7%
Total Organic	**23,065**	**24,935**	**27,343**	**30,420**	**34,147**	**38,251**	**42,561**	**46,373**	**49,360**	**52,451**
Growth (%)	**4.6%**	**8.1%**	**9.7%**	**11.3%**	**12.3%**	**12.0%**	**11.3%**	**9.0%**	**6.4%**	**6.3%**

SOURCE: ORGANIC TRADE ASSOCIATION'S 2019 ORGANIC INDUSTRY SURVEY CONDUCTED 1/25/2019–3/26/2019 (CONSUMER SALES).

Conventional vs. Organic Prices

Conventional

- Corn $3.72/bu
- Soybeans $8.65/bu

USDA AMS Daily Grain Review
(January 31, 2020 – Chicago BOT)

Organic

- Corn $7.83/bu
  (210% premium)
- Soybeans $18.60/bu
  (215% premium)

USDA AMS: National Organic Grain and Feedstuffs Report
(January 29, 2020 – Feed Grade)

An opportunity for U.S. Farmers…

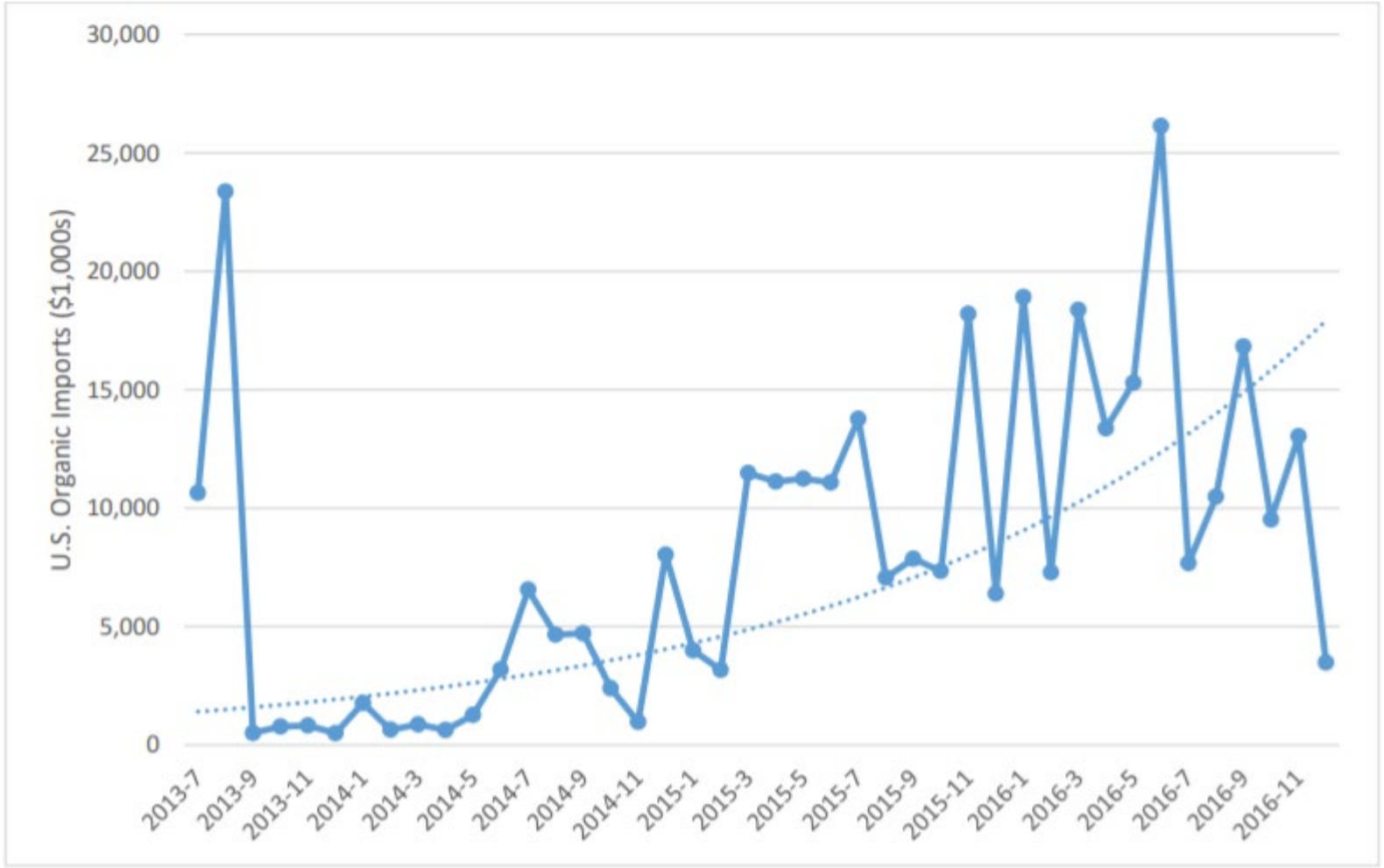
Organic corn imports to the US quadrupled from 2013-2016

Organic livestock feed demand outpacing domestic production

From U.S. Organic Trade Data: 2011 to 2016

Organic Trade Association, The Ohio State University, and Penn State

Figure I.5.a: Monthly Organic Corn Imports, with Exponential Trend Line



U.S. Organic Exports and Imports

U.S. organic exports reached $548 million in 2016.

- Top U.S. organic exports were apples, grapes, and lettuce.
- Canada and Mexico accounted for 70 percent of U.S. organic exports.
- Japan, Taiwan, and South Korea were also among the United States' top trade partners for organic products.

U.S. organic imports equaled $1.65 billion in 2016.

- Top U.S. organic imports included bananas, coffee, and olive oil, **corn and soybeans.**
- **Turkey**, Mexico, Italy, Peru, and Ecuador supplied 43 percent of imports.
- 87 countries supplied organic products to the United States.

Adapted from USDA Economic Research Service, October 09, 2019

Trends and Value: RI Farming Systems Trial (FST)

Trends and Value: RI Farming Systems Trial (FST)

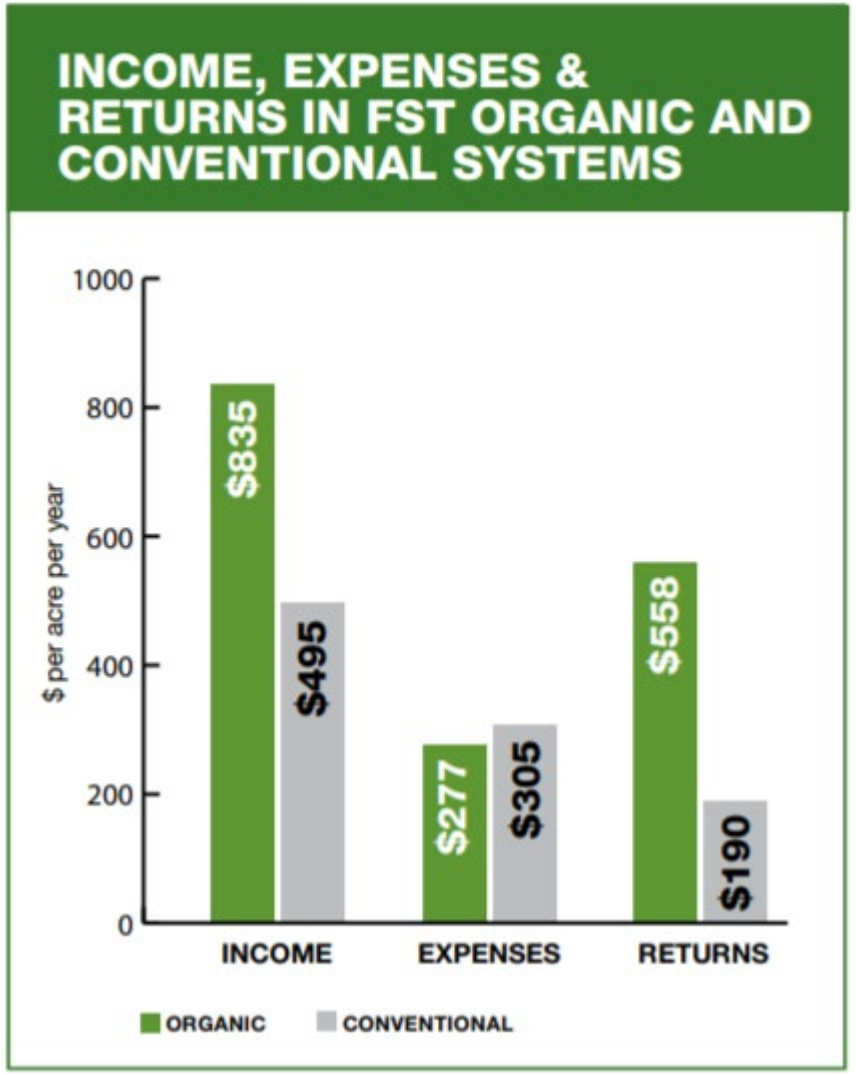
THE DIFFERENT SYSTEMS

ORGANIC MANURE
This system represents an organic dairy or beef operation. It features a long rotation including both annual feed grain crops and perennial forage crops. The system's fertility is provided by leguminous cover crops and periodic applications of manure or composted manure. This diverse rotation is also the primary line of defense against pests.

ORGANIC LEGUME
This system represents an organic cash grain system. It features a mid-length rotation consisting of annual grain crops and cover crops. The system's sole source of fertility is leguminous cover crops and the rotation provides the primary line of defense against pests.

CONVENTIONAL SYNTHETIC
This system represents the majority of grain farms in the U.S. It relies on synthetic nitrogen for fertility, and weeds are controlled by synthetic herbicides selected by and applied at rates recommended by Penn State University Cooperative Extension. In 2008, genetically modified (GM) corn and soybeans were added to this system.

NO-TILL SYSTEMS
Each of the major systems was divided into two in 2008 to compare traditional tillage with no-till practices. The organic systems utilize our innovative no-till roller/crimper, and the no-till conventional system relies on current, widespread practices of herbicide applications and no-till-specific equipment.



2008-2010 Economic Analysis

6 for 6 pack

Farmer Perspectives on Organic Transition

MOTIVATION		% YES
VALUES-BASED	Fits my and/or my family's values	91.3
	Concerns about environment	86.7
	Potential enhancement of farm sustainability	86.5
	Concerns about human health	86.3
MARKET/PROFIT	Access the expanding market for organics	61.6
	Potential increase in profit	60.8
	Specific market opportunity or contract from a buyer	32.7

From Breaking New Ground: Farmer Perspectives on Organic Transition, Oregon State University and Oregon Tilth

2016 National Survey to 1,829 farms (615 responses)

Farmer Perspectives on Organic Transition

OBSTACLES	PERCENT		
	MAJOR	MINOR	NOT AN OBSTACLE
MAJOR OBSTACLE			
Weed management	52.9	30.7	16.4
Cost of organic certification	43.2	37.5	19.3
MINOR OBSTACLE			
Learning process	16.7	47.1	36.2
Recordkeeping requirements of organic certification	40.0	43.6	16.4
Cost of organic inputs	32.7	42.6	24.7
Managing soil fertility	23.9	42.1	34.0
Availability of organic inputs (seed, fertilizer, etc.)	19.5	40.6	39.9
Obtaining organic price premiums	30.3	39.6	30.1
Obtaining organic price information	22.1	39.6	38.3

From Breaking New Ground: Farmer Perspectives on Organic Transition, Oregon State University and Oregon Tilth

TYPE OF SUPPORT	RANK
Mentoring from experienced organic farmers	1
One-on-one technical assistance during transition	2
In person workshops or short courses	3
Books or other printed materials	4
Online courses or webinars	5

RESOURCE	RANK
THE GROUP'S TOP 5	
Information on organic pest, disease, and weed management	1
Information on soil health management for organic farms	2
Information on organic markets (trends, opportunities, pricing)	3
Information on effective organic crop rotations for your region	4
Market development for organic products	5
LESS IMPORTANT	
Information on organic crop varieties	6
Financial planning tools for transitioning to organic	7
Advance contracts from buyers during transition	8
Certified transition label	9
Organic and/or transition crop enterprise budget templates	10

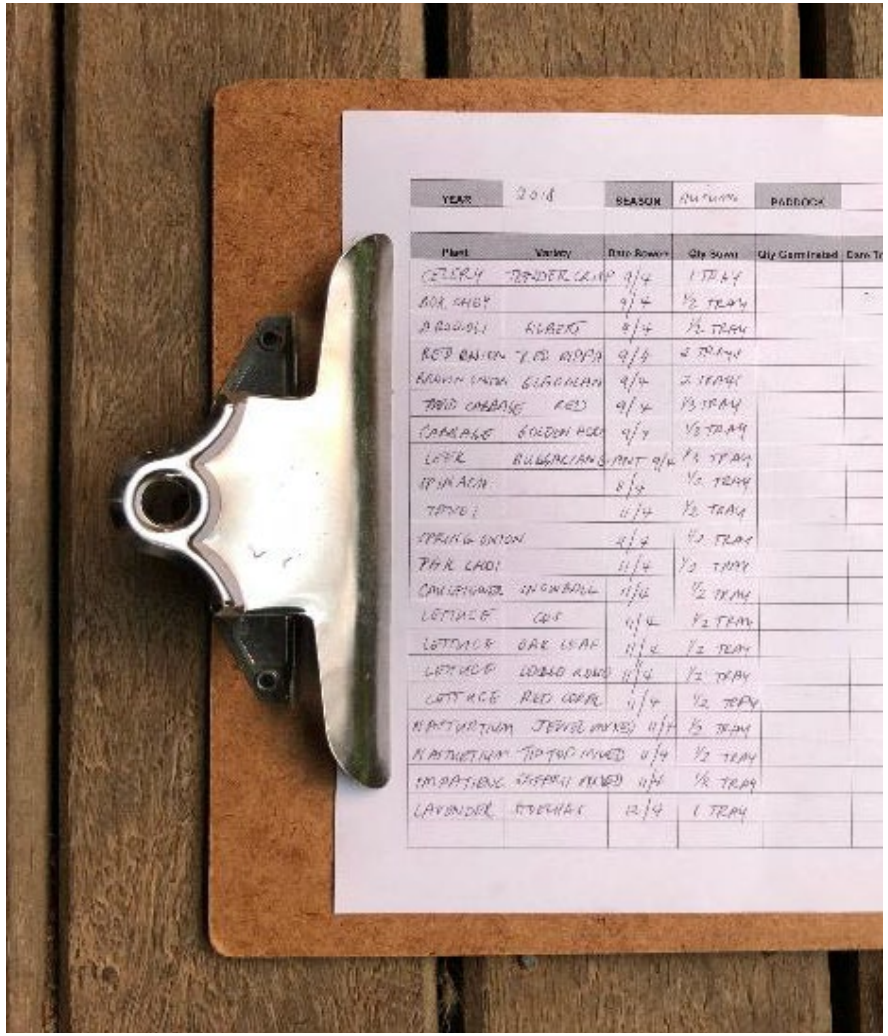
From Breaking New Ground: Farmer Perspectives on Organic Transition, Oregon State University and Oregon Tilth

Barriers to Certification

Barriers

- Cost
- Paper work
- Support, resources?
- Local market, know farmer

- *More on production barriers/challenges later*



Transition

TABLE 11. OBSTACLES: TRANSITIONING V. 100% CERTIFIED ORGANIC

OBSTACLES	TRANSITIONING (%)			100% CERTIFIED (%)		
	MAJOR	MINOR	NOT AN OBSTACLE	MAJOR	MINOR	NOT AN OBSTACLE
MAJOR OBSTACLE						
Weed management	48.9	32.6	18.5	54.3	28.4	17.3
Cost of organic certification[1]	47.8	35.3	16.8	19.5	43.3	37.2
Recordkeeping requirements of organic certification[2]	44.6	41.2	14.1	30.6	48.1	21.3

Imports

- 2008-2016 organic livestock industry tripled, but only 20% increase in US organic grain acres
- Imports increase to meet demand ($42m in 2011-$401m in 2016)
- Organic grain premiums decreased (~25%)
- Turkey previously top supplier, big drop as leading supplier lost organic certification

Fraud

Business

The labels said 'organic.' But these massive imports of corn and soybeans weren't.

By Peter Whoriskey
May 12, 2017

Workers at Laiwu Manhing Vegetables Fruits in China's Shandong province prepare to pack and ship ginger last June. The crop, though grown organically, doesn't meet U.S. organic standards, because of pesticide residue left after washing. It's not sold as organic in the United States or Europe, the company

Organic farmers head to hill to ensure Congressional support for anti-fraud and other measures in the Farm Bill

By Elizabeth Crawford
30-Jan-2019 - Last updated on 30-Jan-2019 at 16:12 GMT

14 1 COM

RELATED TAGS: Organic, Farm Bill

Twenty-two organic farmers will visit more than 40 lawmakers

JUSTICE

In the largest prosecution of organic fraud in U.S. history, Iowa grain seller sentenced to 10 years in prison

Erosion of Federal Standards

- Hydroponics
- Dairy herds – outdoor access
- Organic integrity – fraud
- Allowable substances

Can Hydroponic Farming Be Organic? The Battle Over The Future Of Organic Is Getting Heated

MAY 04, 2017

Dan Nosowitz

"This is like Soylent Green in the shape of a vegetable." Is it though?

The National Organic Standards Board

National Organic Standards Board (NOSB) Meeting - Cedar Rapids, Iowa

Event Date: Tuesday, October 27, 2020 - 8:30am to Thursday, October 29, 2020 - 6:00pm
Location: Cedar Rapids, IA

Event Date:
Tuesday, October 27, 2020 - 8:30am to Thursday, October 29, 2020 - 6:00pm Eastern Time

The NOSB will meet to discuss substances petitioned for addition to or deletion from the National List of Allowed and Prohibited Substances (National List), substances due to sunset from the National List in 2022, and recommendations on organic policies.

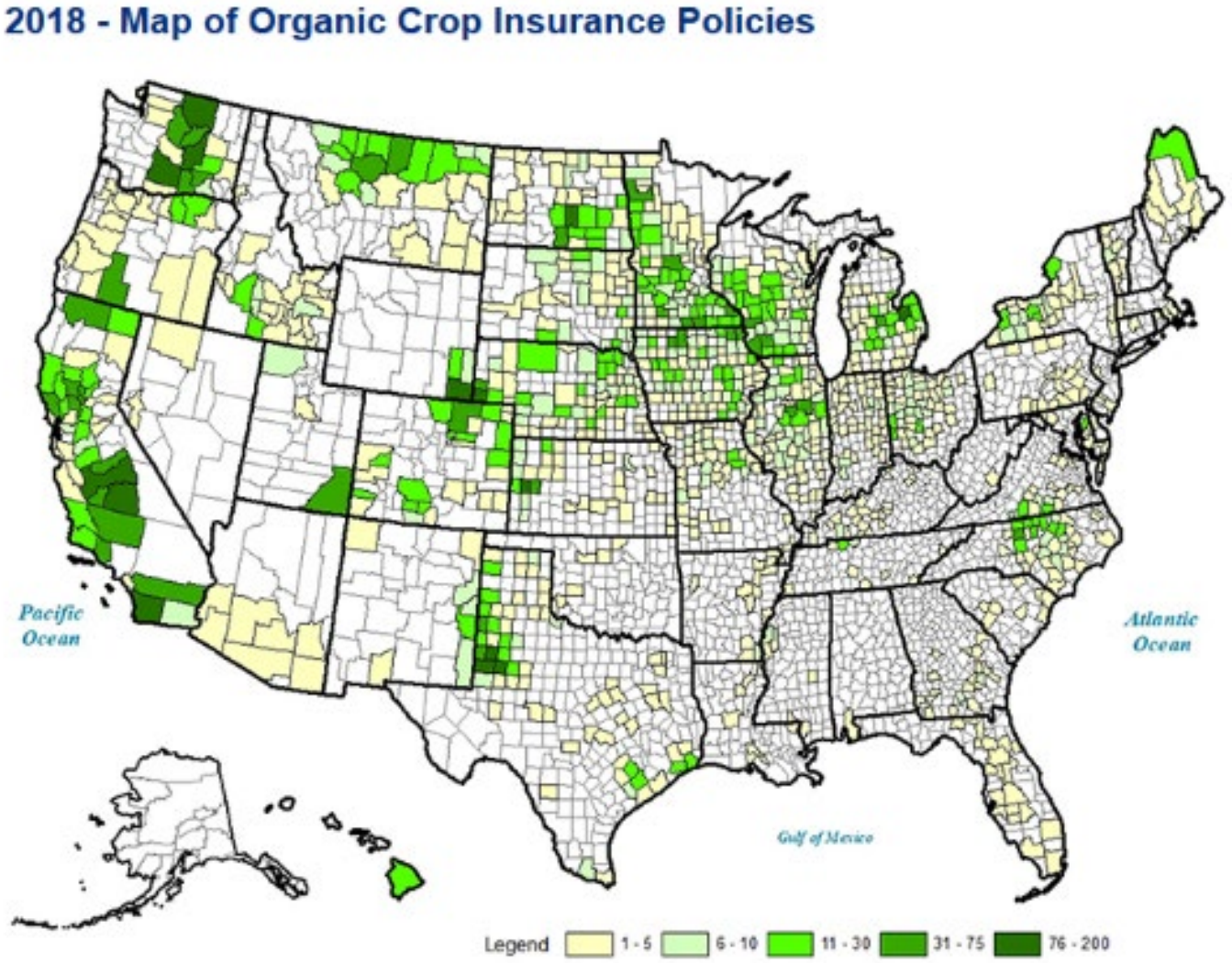
The National Organic Standards Board (NOSB) typically meets twice per year in various locations around the United States. During meetings, the NOSB listens to public comments, discusses agenda items, and then votes on recommendations to the Secretary in a public forum. Detailed meeting information, including agendas, locations, proposals, and public comments, will be posted below as it becomes available. For information on previous meetings, visit the NOSB meetings page.

Meeting Information:
DoubleTree by Hilton Hotel Cedar Rapids Convention Complex
350 First Avenue NE
Cedar Rapids, Iowa

Crop Insurance

Availability?

- ~80 crops have an organic price election, but not all available in every county.
- Multi-Peril Crop Insurance includes yield and sometimes revenue-based coverage.
- Whole-Farm Revenue Protection available



Organic Farming and Certification

Challenges

- Changes in management / mindset
- Cost of certification
- Paperwork / records
- Yield gap during transition ($)
- Risks
  - Loans
  - Crop insurance
- Erosion of federal standards?

Benefits

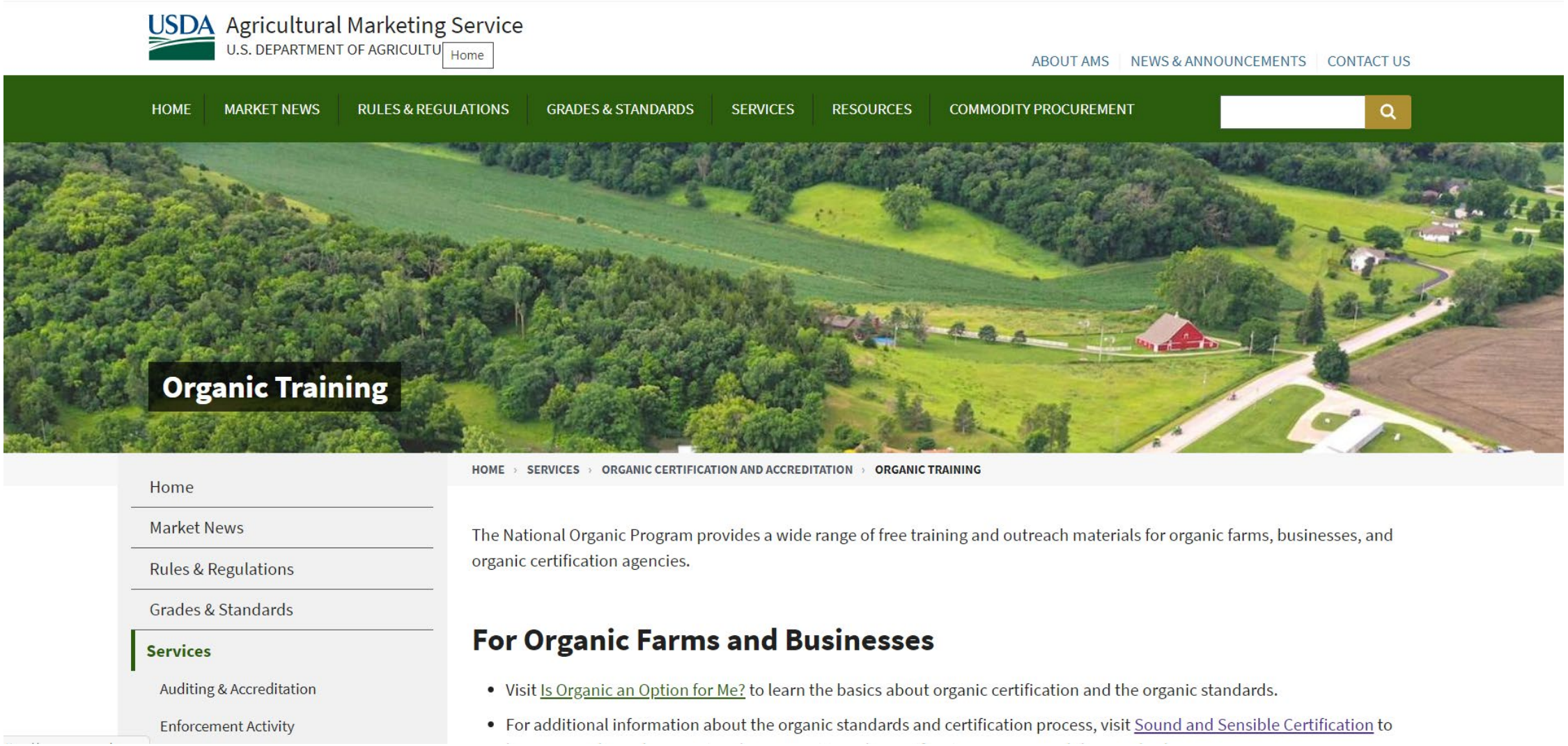
- Universal and regulated standard
- Communication with consumers
- Your farm counts (census/surveys)
- Records for decision-making
- Lower input costs
- Conservation of natural resources
- Boost farm profitability

Resources

USDA National Organic Program:

https://www.ams.usda.gov/about-ams/programs-offices/national-organic-program

USDA Organic Training:
https://www.ams.usda.gov/services/organic-certification/training



FSA Organic Certification Cost Share Program ($):
https://www.fsa.usda.gov/programs-and-services/occsp/index

OCCSP provides cost share assistance to producers and handlers of agricultural products who are obtaining or renewing their certification under the National Organic Program (NOP).

Certified operations may receive up to 75 percent of their certification costs paid during the program year, not to exceed $750 per certification scope.

NRCS EQIP Organic Initiative ($)
CAP 138 Transition to Organic Plan ($)

USDA
Natural Resources Conservation Service
United States Department of Agriculture

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Highlights

- Organic Cover Crops
- Organic Crop Rotations

Organic

Sign up for E-mail updates on Organic Agriculture

NRCS Growing Organic: http://www.nrcs.usda.gov/organic

Iowa Organic Association:
https://www.iowaorganic.org/directory

- Dryer Systems
- Energy Efficiency
- Equipment Suppliers
- Feed Dealers
- Soil Inputs
- Fertilizers And Human Resources
- Livestock Care
- Livestock Supplies
- Nurseries
- Pest Management
- Seed Suppliers
- Soil Testing Labs

And Processors

- Organic CSAs
- Farm Finances
- Farmers Markets
- Grain Buyers

- Consultants
- Iowa Organizations
- NRCS Offices
- National Sustainable Agriculture Organizations
- Organic Certifiers
- Organic Farming Conferences
- State And Federal Agencies
- University Research

Iowa Organic Association

2018 Organic Resource Directory

National Center for Appropriate Technology:
https://attra.ncat.org/topics/organic-farming/

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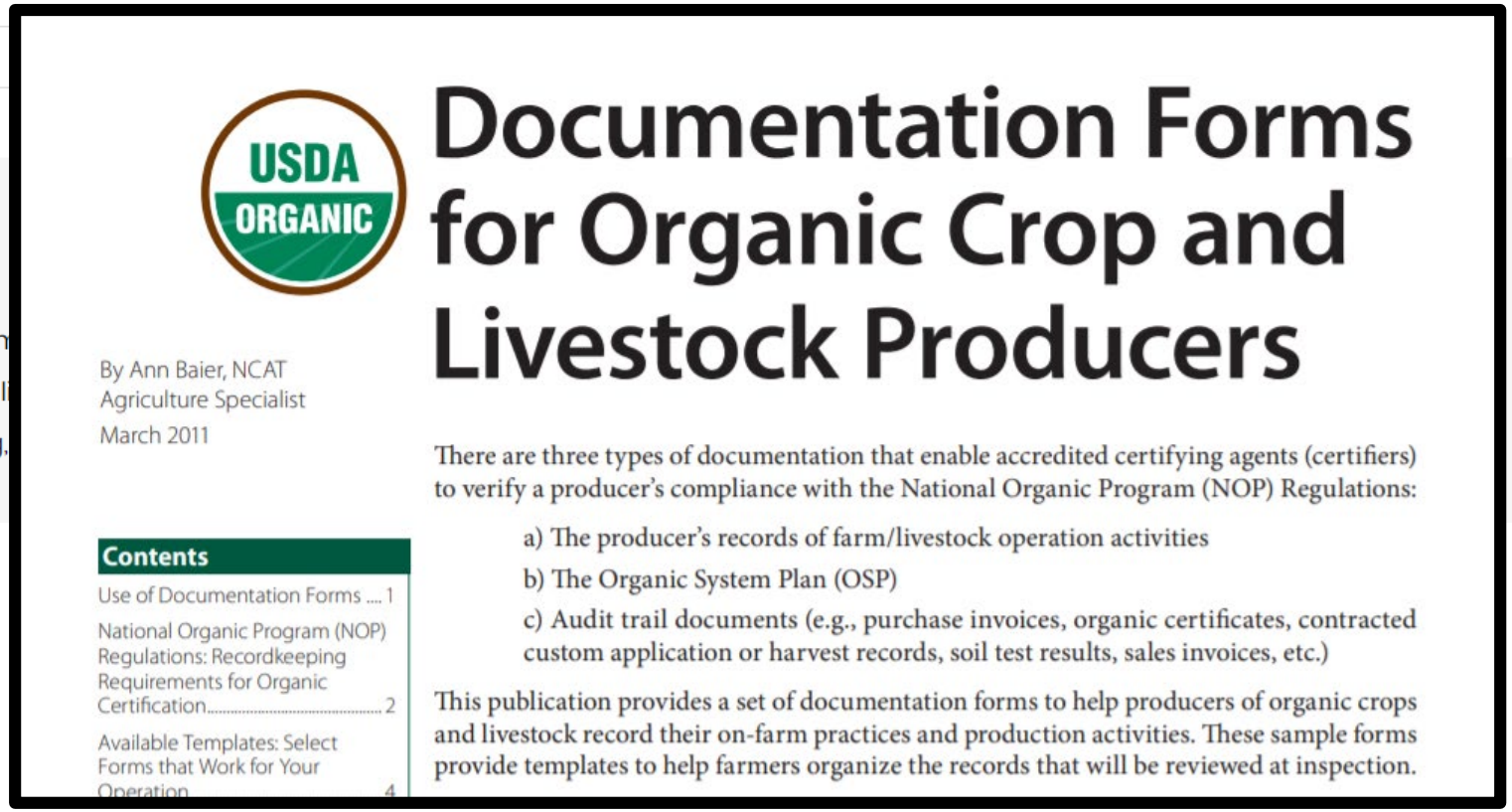
Organic Farming

With the organic market growing steadily, you may be interested in learning n
for certification and in production methods for a range of organic crops and l
issues related to specific products, as well as production methods, marketing,



USDA ORGANIC

Documentation Forms for Organic Crop and Livestock Producers

By Ann Baier, NCAT
Agriculture Specialist
March 2011

Contents

There are three types of documentation that enable accredited certifying agents (certifiers) to verify a producer's compliance with the National Organic Program (NOP) Regulations:

a) The producer's records of farm/livestock operation activities

b) The Organic System Plan (OSP)

c) Audit trail documents (e.g., purchase invoices, organic certificates, contracted custom application or harvest records, soil test results, sales invoices, etc.)

This publication provides a set of documentation forms to help producers of organic crops and livestock record their on-farm practices and production activities. These sample forms provide templates to help farmers organize the records that will be reviewed at inspection.

Organic Production

In 1992, there were 3,587 organic operations in the United States. Almost 25 years later, that number has more than quintupled to 24,650 certified organic operations as of 2016.

What accounts for this explosive growth in organic products, which now comprise almost five percent of the U.S. food market?

For one, consumers have responded to the environmental and health-related advantages of

Organic Production Topic Room Contents

Information is available on the following topics.

eOrganic: https://eorganic.info/

What is eOrganic?

eOrganic is the organic agriculture community of practice with eXtension. Our mission is to foster a research and outreach community, engage farmers and ag professionals through trainings and publications, and support research and outreach projects.

Resources

Ask-an-Expert

Projects at eOrganic

Biocontrol Tactics for Key Vegetable Insect Pests in the Southeastern U.S.

Breeding Non-commodity Corn for Organic Production Systems

Brown Marmorated Stink Bug in Organic Farming Systems

Carrot Improvement for Organic Agriculture

CREEP Stop: Organic Control of Canada Thistle and Field Bindweed in the Northern Great Plains and Pacific Northwest Regions

Grass-Birdsfoot Trefoil Mixtures to Improve the Sustainability of Pasture-based Organic

Dr. Kathleen Delate, Iowa State University:

http://extension.agron.iastate.edu/organicag/

IOWA STATE UNIVERSITY
Extension and Outreach

Organic Agriculture

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Rekindling the Light Within: The Art and Science of Organic Farming

Upcoming Events

January 9-10, 2020
5th Community Food Systems Annual Event
West Des Moines, Iowa

January 16-18, 2020
Practical Farmers of Iowa Annual

Welcome to the Iowa State University Organic Agriculture Program

19th Annual Iowa Organic Conference

19th ANNUAL ORGANIC CONFERENCE

DIVERSITY = STABILITY:
Elements of Diversity in Optimizing Organic Profitability

November 24-25, 2019
Iowa City, IA

Midwest Organic & Sustainable Education Service:
https://mosesorganic.org/ask/

MOSES
Midwest Organic & Sustainable Education Service

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Ask an Organic Specialist

MOSES Organic Specialists are experienced organic farmers/organic inspectors who can answer your questions about organic farming practices and organic certification.

Gardeners: Click here to find gardening help.

Farmers: If you don't see an answer below, please submit your question.

Submit Your Question

Speak to an organic specialist.

Organic Answer Line
888-90-MOSES (888-906-6737 ext. 1)

Answers to Farmers' Questions

Basics:

- Where can I get practical information about organic farming?
- Is it possible to find out how many certified organic operations are in my state?
- I read a news story recently that said organic produce isn't pesticide-free. Please explain this so I have information to share with my customers.
- How can I get involved in farm policy
- As I review my 2016 farm finances and prepare to file taxes, what resources can help me plan for next year and beyond?

Certification/Transition:

- I'm applying for certification for the first time in 2020. What should I do now to prepare?
- What are my options for hands-on farmer training programs in the U.S.?
- I have land that has been managed organically for more than three years. Do I still need to wait 36 months to transition it to organic?
- I am applying for organic certification for the first time. How do I choose a certification agency?
- What type of farm maps do I need for my organic system plan application?
- I am considering organic certification, but I am concerned that the recordkeeping will be too difficult. Any suggestions?

University of Wisconsin-Madison OGRAIN Network:
http://www.uworganic.wisc.edu/ograin/

Organic and Sustainable Agriculture Research and Extension
DEPARTMENT OF PLANT PATHOLOGY
UNIVERSITY OF WISCONSIN–MADISON

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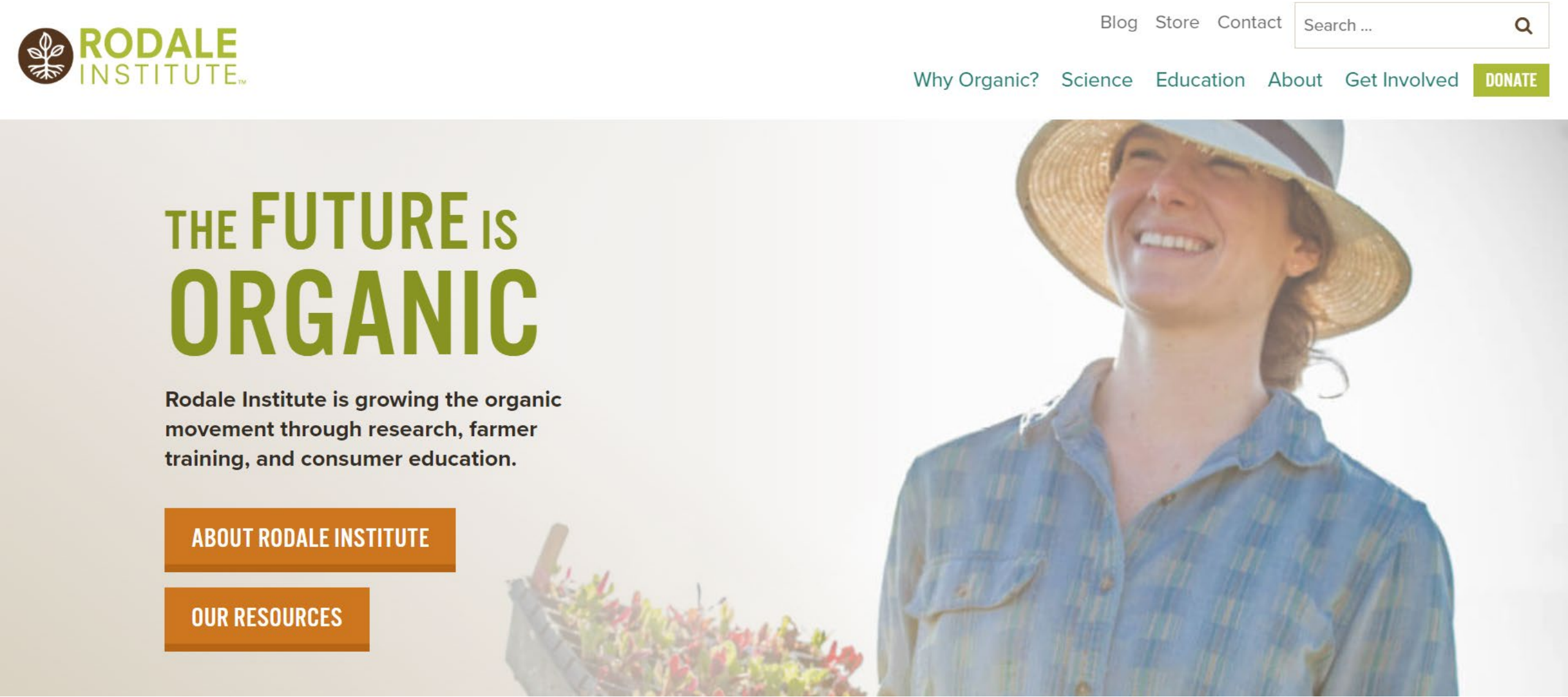
Organic Grain Resource and Information Network (OGRAIN)

Organic Grain Resource and Information Network (OGRAIN)

OGRAIN

The Organic Grain Resource and Information Network (OGRAIN) is an educational framework for developing organic grain production in the upper Midwest. OGRAIN resources include on-farm field days, annual winter and summer intensives, written resources, an organic grain Resource List, a series of educational videos and a mentorship program. The OGRAIN website offers access to these resources and more at https://ograin.cals.wisc.edu/.

Rodale Institute: rodaleinstitute.org



Education -> Training -> “Organic Transition Course”

Detailed information on:

- Why Organic?
- Soils
- Crops
- Livestock
- Marketing
- Certification

Iowa
Organic Association

Rosalyn Lehman, executive director
515-608-8622 | roz@iowaorganic.org
www.iowaorganic.org