



Want to Sell
Products to
Organic Farmers?
Here's what you
need to know!

OATS
Organic Agronomy
Training Service

Fiscal Sponsor: Organic Trade Association



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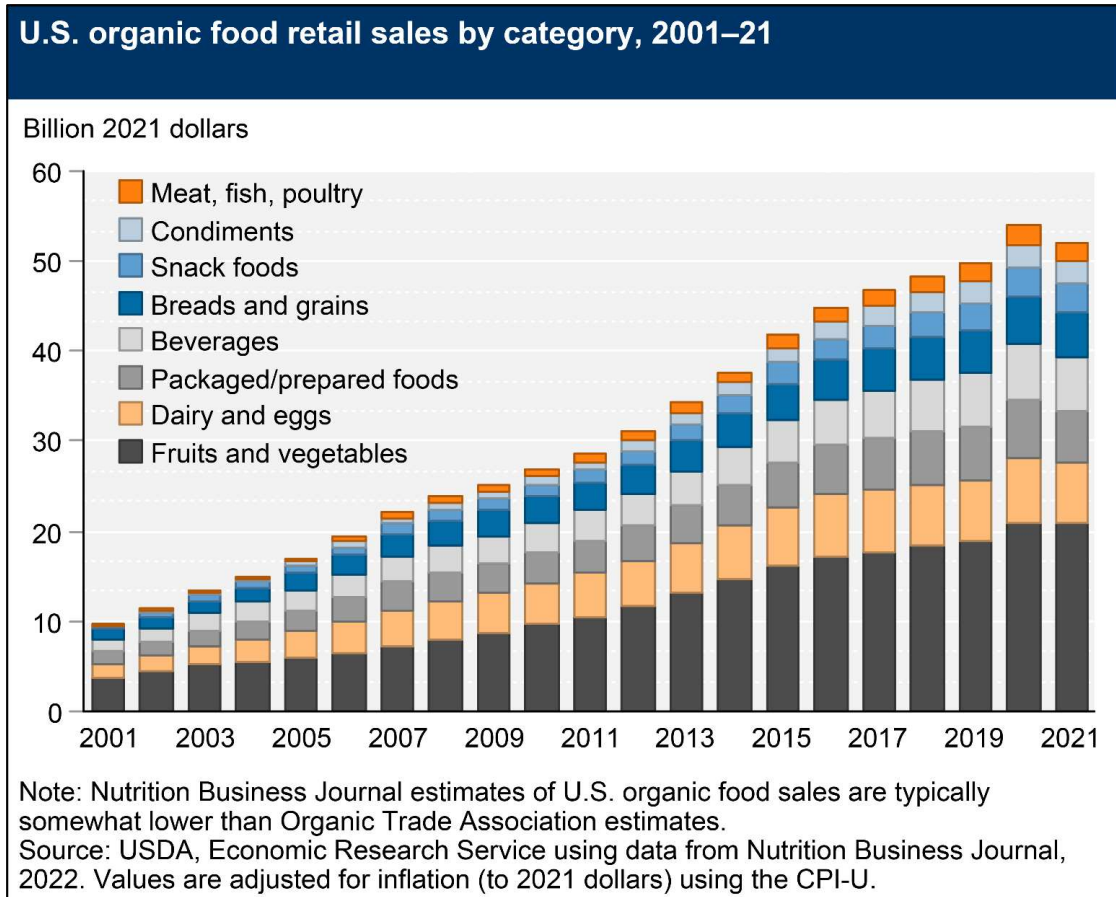
There is money to be made!

In 2021...

- 3.6 million acres of certified organic cropland (up 79% from 2011)
- 17,445 farms (up 90% from 2011)
- \$52 billion retail sales = 5.5% of all retail food sales
- \$11 billion farm gate sales

USDA ERS Organic Survey 2021

<https://www.ers.usda.gov/topics/natural-resources-environment/organic-agriculture/>



A photograph of a person in a field of crops, likely a farmer, with text overlaid. The person is wearing blue jeans and is standing in a field of tall, green plants. The text is white and is overlaid on the image.

Selling to organic farmers means...

1. Your product WORKS.

2. Your product is eligible to be used under the USDA National Organic Program.





Code of Federal Regulations

A point in time eCFR system



Title 7

Table of Contents

Details

Print/PDF

Display Options

Subscribe

Timeline

Go to Date

Compare Dates

Published Edition

PART 205—NATIONAL ORGANIC PROGRAM

Authority: 7 U.S.C. 6501–6524.

Source: 65 FR 80637, Dec. 21, 2000, unless otherwise noted.

Subpart A—Definitions

§ 205.1 Meaning of words.

For the purpose of the regulations in this subpart, words in the singular form shall be deemed to impart the plural and vice versa, as the case may demand.

§ 205.2 Terms defined.

Accreditation. A determination made by the Secretary that authorizes a private, foreign, or State entity to conduct certification activities as a certifying agent under this part.

Act. The Organic Foods Production Act of 1990, as amended (7 U.S.C. 6501 et seq.).

Action level. The limit at or above which the Food and Drug Administration will take legal action against a product to remove it from the market. Action levels are based on unavailability of the poisonous or deleterious substances and do not represent permissible levels of contamination where it is avoidable.

Rules of Thumb (the National List)

Generally:

- Non-synthetic (natural/mined) substances are ALLOWED
- Synthetic (chemically derived) substances are PROHIBITED

The “National List” outlines the exceptions.

- 205.601 - Synthetic substances that are ALLOWED
 - E.g. micronutrients like magnesium sulfate
- 205.602 - Non-synthetic substances that are PROHIBITED
 - E.g. arsenic



ALLOWED


- Means allowed under all conditions
- Examples:
 - Wood chip mulch
 - Biological inoculants
 - Molasses

ALLOWED WITH RESTRICTIONS

- Allowed for use in organic, but have certain restrictions or parameters that must be followed for use
- Examples:
 - Manure
 - Synthetic micronutrients

PROHIBITED

- NEVER allowed
- Examples:
 - Arsenic
 - Glyphosate

An aerial photograph of a farm. The image shows several large, rectangular fields in various shades of green and brown, indicating different stages of crop growth or soil conditions. In the center-left, there is a cluster of farm buildings, including a large white barn and several smaller structures. A road or path runs through the fields. The overall scene is a typical agricultural landscape.

Two restrictions relevant to input suppliers:

1. Preventative management
2. Documented deficiency



Preventative Management

Organic farms **MUST** use preventative management before applying substances for pest, weed, or disease control.
(§205.206)

Required management practices:

- (1) **Crop rotation** and soil and crop nutrient management practices (205.203 & 205.205)
- (2) **Sanitation** measures to remove disease vectors, weed seeds, and habitat for pest organisms
- (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.



Preventative Management

Example: Your corn starter mix includes a biofungicide.

Each client you sell to must demonstrate to their certifier that they tried to prevent fungal issues (like tar spot) but it was insufficient and they needed to spray.

The responsibility is on the farmer to demonstrate the need. But if you make recommendations, ask questions to determine that they have a demonstrated need and advise them to document that in their farm records.

They will thank you for the added effort!

Documented Deficiency

In order to use micronutrients, an organic farmer must document a deficiency for each micronutrient applied. (§205.601(j)(7))

Acceptable forms of documentation include:

- Soil test
- Tissue test
- Other documented and verifiable method as approved by the certifying agent
 - E.g. observations of plant symptoms

SOIL ANALYSIS REPORT

LAB NUMBER	SAMPLE IDENTIFICATION	ORGANIC MATTER L.O.I. percent	PHOSPHORUS			POTASSIUM				MAGNESIUM		CALCIUM		SODIUM		pH		CATION EXCHANGE CAPACITY C.E.C. meq/100g	PERCENT BASE SATURATION (COMPUTED)				
			P mg/kg ppm	P mg/kg ppm	P mg/kg ppm	K ppm	K ppm	K ppm	Mg ppm	Mg ppm	Ca ppm	Ca ppm	Na ppm	Na ppm	SOL pH 1.5	BUFFER INDEX	% K		% Mg	% Ca	% H	% Na	
267	POND PASTU	5.2 VH	58 VH	78 VH	320 VH	327 VH	2383 M	11	5.7	6.6	19.6	4.2	13.9	60.8	20.9	0.2							
48176	2HAY FIELD	4.8 VH	12 L	22 M	86 L	323 VH	3282 H	23	6.6	6.8	20.6	1.1	13.1	79.7	5.6	0.5							

LAB NUMBER	NITRATE-N (FA)						SULFUR S ICAP	ZINC Zn DPPA	MANGANESE Mn DPPA	IRON Fe DPPA	COPPER Cu DPPA	BORON B DPPA	SOLUBLE SALTS 1:1 meq/100g
	SURFACE		SUBSOIL 1		SUBSOIL 2								
	ppm	lb/ft	depth in	ppm	lb/ft	depth in	ppm	lb/ft	depth in	ppm	lb/ft	ppm	lb/ft
267	49	88	0-6				88	11 L	2.5 M	7 L	124 VH	1.4 H	0.4 VL
48176	64	115	0-6				115	12 L	1.3 M	3 VL	50 VH	0.9 M	0.4 VL

REV 12/03



Every ingredient counts!

Working with Certifiers

Selling to organic farmers requires full transparency. There are no “secret ingredients” in organics.

You **MUST** provide the organic certifier with a list of every ingredient in your product in order to verify compliance.

Be responsive to communication from certifiers - your customer can't use your product until the certifier reviews the material. This is true for every certifier that your customers use.

Streamline this process by ensuring that your ingredients lists are complete and sent to every organic client that you work with.

This is true for every product, including custom blends.



9-7-37

GUARANTEED ANALYSIS

Total Nitrogen (N).....	9%
9% Nitrate Nitrogen	
Available Phosphate (P ₂ O ₅).....	7%
Soluble Potash (K ₂ O).....	37%
Boron (B).....	0.09%
Copper (Cu).....	0.05%
0.05% Chelated Copper	
Iron (Fe).....	0.50%
0.50% Chelated Iron	
Manganese (Mn).....	0.19%
0.19% Chelated Manganese	
Molybdenum (Mo).....	0.01%
Zinc (Zn).....	0.15%
0.15% Chelated Zinc	

Derived from: Potassium nitrate, Monopotassium phosphate, Sodium borate, Copper EDTA, Iron DTPA, Manganese EDTA, Sodium Molybdate, Zinc EDTA

ALSO CONTAINS NON-PLANT FOOD INGREDIENTS:
7.0% ... Copoly-[(3 carboxypropionamide)(2 carboxymethylacetamide)]

CAUTION: The application of fertilizing materials containing Molybdenum (Mo) may result in forage crops containing levels of Molybdenum (Mo) which are toxic to ruminant animals.

WARNING: Some crops may be injured by application of boron.

Information regarding the contents and levels of metals in this product is available on the internet at <http://www.aapfco.org/metals.htm>

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Manufactured for Hort Americas and Guaranteed By:
ENP Investments, LLC
P.O. Box 618, 2001 W. Main St. | Mendota, Illinois 61342
1-800-255-4906

DIRECTIONS FOR USE

Hort Americas Hydroponic Fertilizer is specially formulated for growing leafy greens, culinary herbs, microgreens and other crops in a hydroponic system. Hort Americas has designed this water soluble fertilizer to deliver the essential nutrients for efficient uptake by the root system. It can be used as a constant feed or as a supplement. Hort Americas recommends that the grower have their source water tested by a professional water analysis laboratory to determine the nutrients, pH, EC and total alkalinity of your source water.

SUGGESTED RATES

0.271 to 0.455 lbs/100 gallons
1.23 to 2.06 grams/1 gallon (3.785 L)
Supplement with 3.58 grams/gallon of Calcium Nitrate and 1.67 grams/gallon of Magnesium Sulfate.

GENERAL GUIDELINES FOR HYDROPONIC CROP PRODUCTION

Maintain a pH between 5.4 and 5.8 with an EC of 1.5 mS/cm once the cotyledons have fully expanded. Contact Hort Americas for more details and our crop production guides.

SKU#

Net Weight: 25 lbs. (11.34 Kg.)

Scan here for more information



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14
organicagronomy.org

Avoid the hassle and get listed!



OMRI Search

Marrone Bio Innovations PACESETTER EXACT MATCH [Filters](#)

Within Your Current Search Results


Click on a type below to view only that type within your results

Manufacturer (284)	Category (64)	Glossary (13)
Materials Article (8)	Press Release (5)	Site Content (3)
Livestock Vitamins Minerals (2)	OMRI Listed Product (1997)	

2376 Total Results for "marrone bio innovations pacesetter" 1 2 3 4 5 6 7 8 9 next > last >>

▼ Marrone Bio Innovations PACESETTER

RULING BODY: NOP
STATUS: Allowed with Restrictions
PRODUCT CODE: moi-13975
USE CLASS: Crop Pest, Weed, and Disease Control
CATEGORIES: Botanical Pesticides
RESTRICTIONS: May only be used if the requirements of 205.206(e) are met, which require the use of preventive, mechanical, physical, and other pest, weed, and disease management practices.
COMPANY: [Marrone Bio Innovations](#)
DATE LISTED: 14-May-2020
EXPIRATION: 1-Sep-2024

 [certificate](#)

Selling Seed

Organic farms are generally required to use certified organic seed, but there are exceptions. (\$205.204)

If you are selling non-organic seed to a certified organic farmer:

- **MUST** be non-GMO
 - Be prepared to provide documentation!
- Cannot be treated with a prohibited substance
 - Allowed treatments are O.K.
- Always list seed treatments/coatings/pelletizers on the seed tag, invoice, statement, and label
 - Include the full brand name and material manufacturer name in the catalog or invoice





Custom Applications & Services

Organic fields and crops must be protected against contamination by prohibited substances. (§205.272(a) & 205.202(b))

Custom operators **MUST** do a thorough cleanout of all equipment that is used on both organic and conventional fields!

- Sprayers
- Planters
- Spreaders
- Wagons
- Totes
- Truck Beds
- Etc.

Document all cleanouts and provide these records to the certified organic farmer.

Documentation, Transparency, Communication

Build a reputation as a trustworthy and knowledgeable supplier of material inputs to organic farms.





Fiscal Sponsor: Organic Trade Association

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Thank you.

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