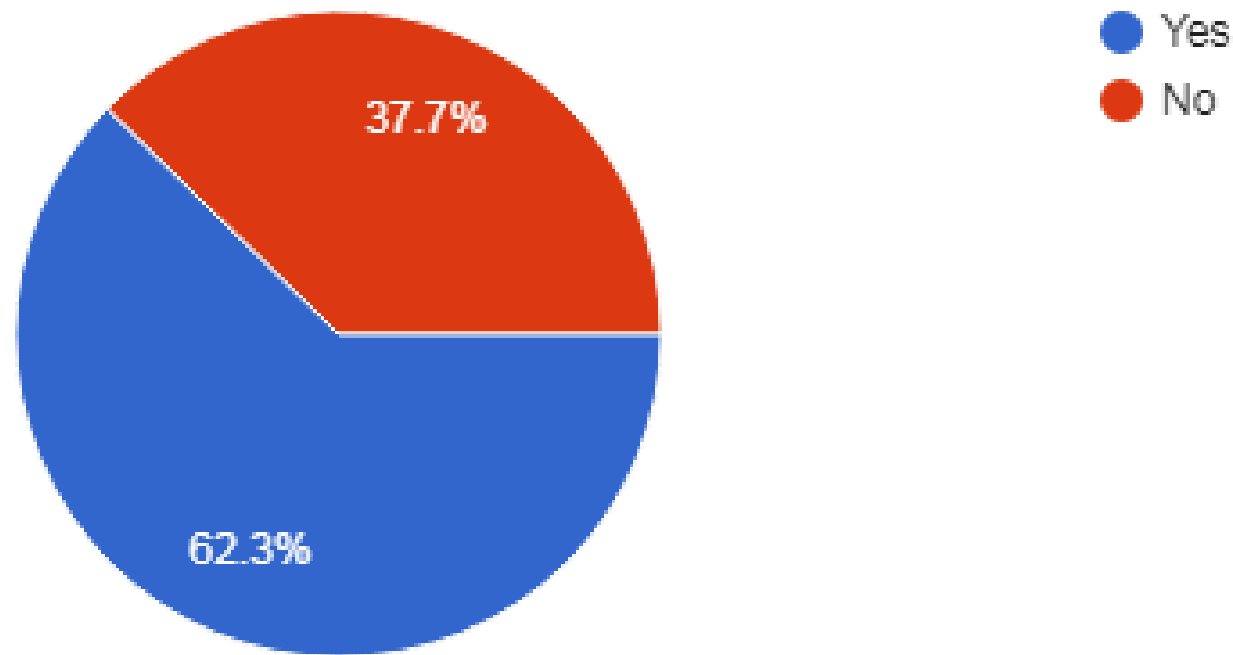


A wide-angle photograph of a lush green field with rows of young plants stretching towards a line of trees. The sky is filled with dramatic, dark clouds, with a bright light source breaking through on the right side, creating a high-contrast scene. The text 'Organic 101' is overlaid in the center in a large, white, sans-serif font, with a white underline beneath the text.

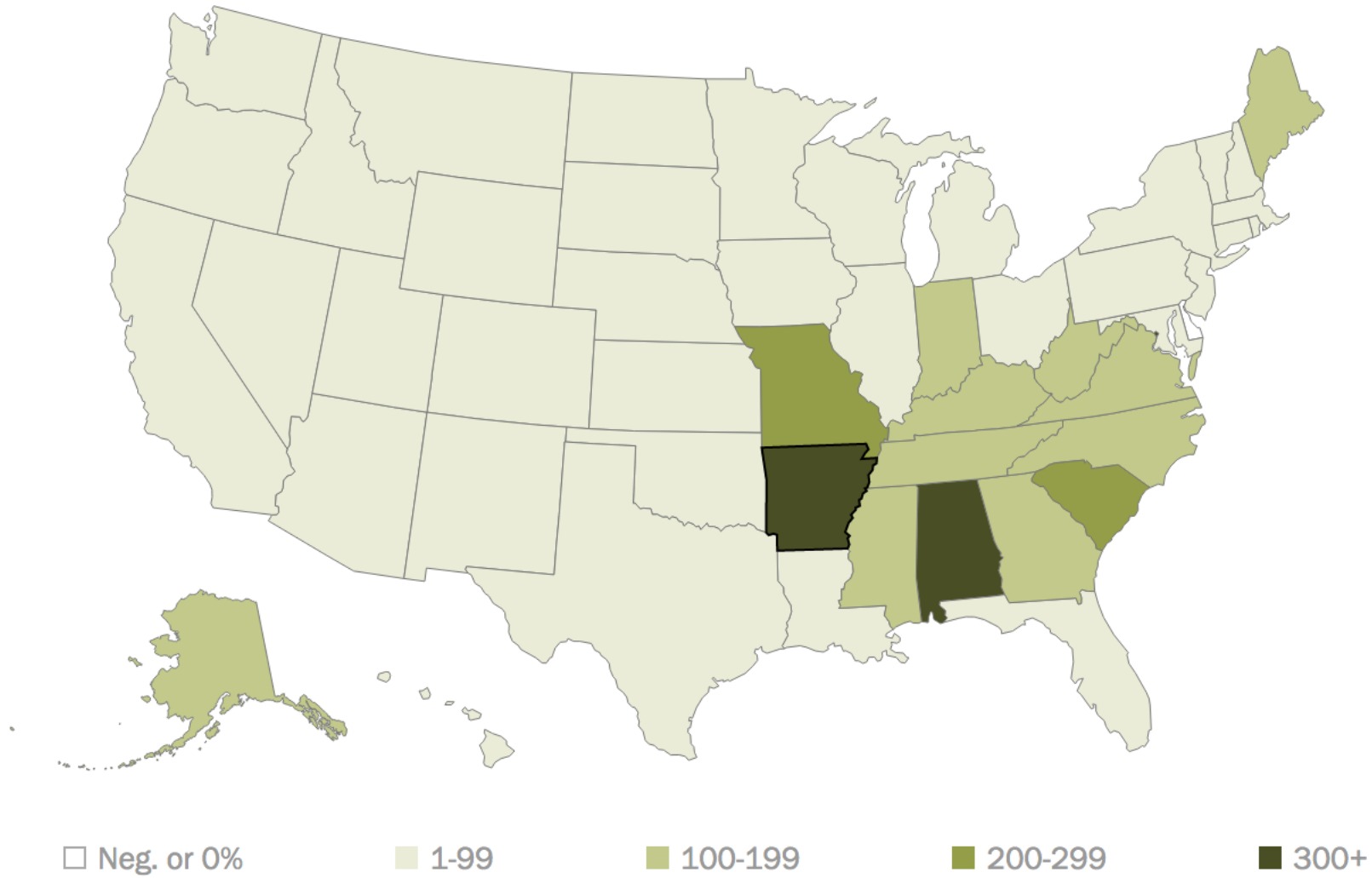
Organic 101

Do you have clients requesting information about opportunities in organic agriculture, transitioning to organic pr...nic agronomy, or other organics topics?

228 responses

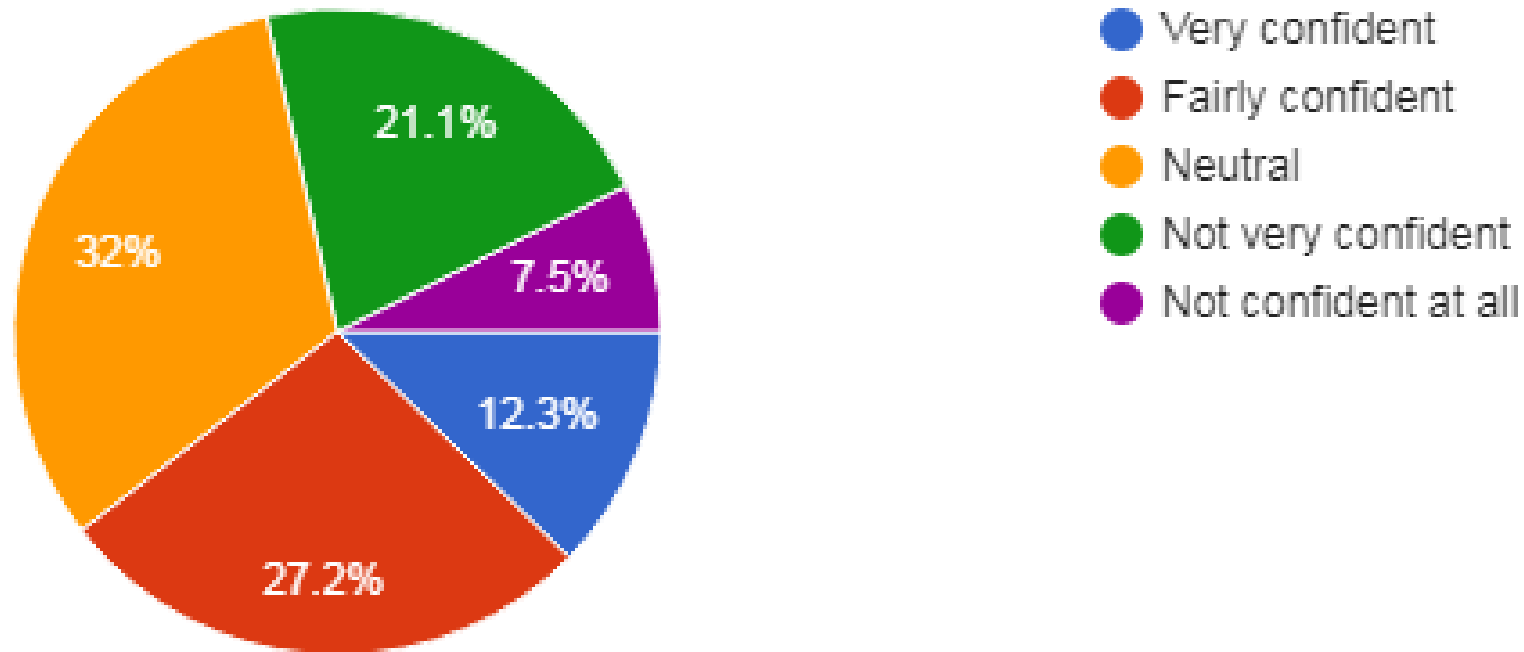


% change of certified organic farms from 2011 to 2016



How confident are you in your skills and knowledge to support clients inquiring about organic grain production?

228 responses



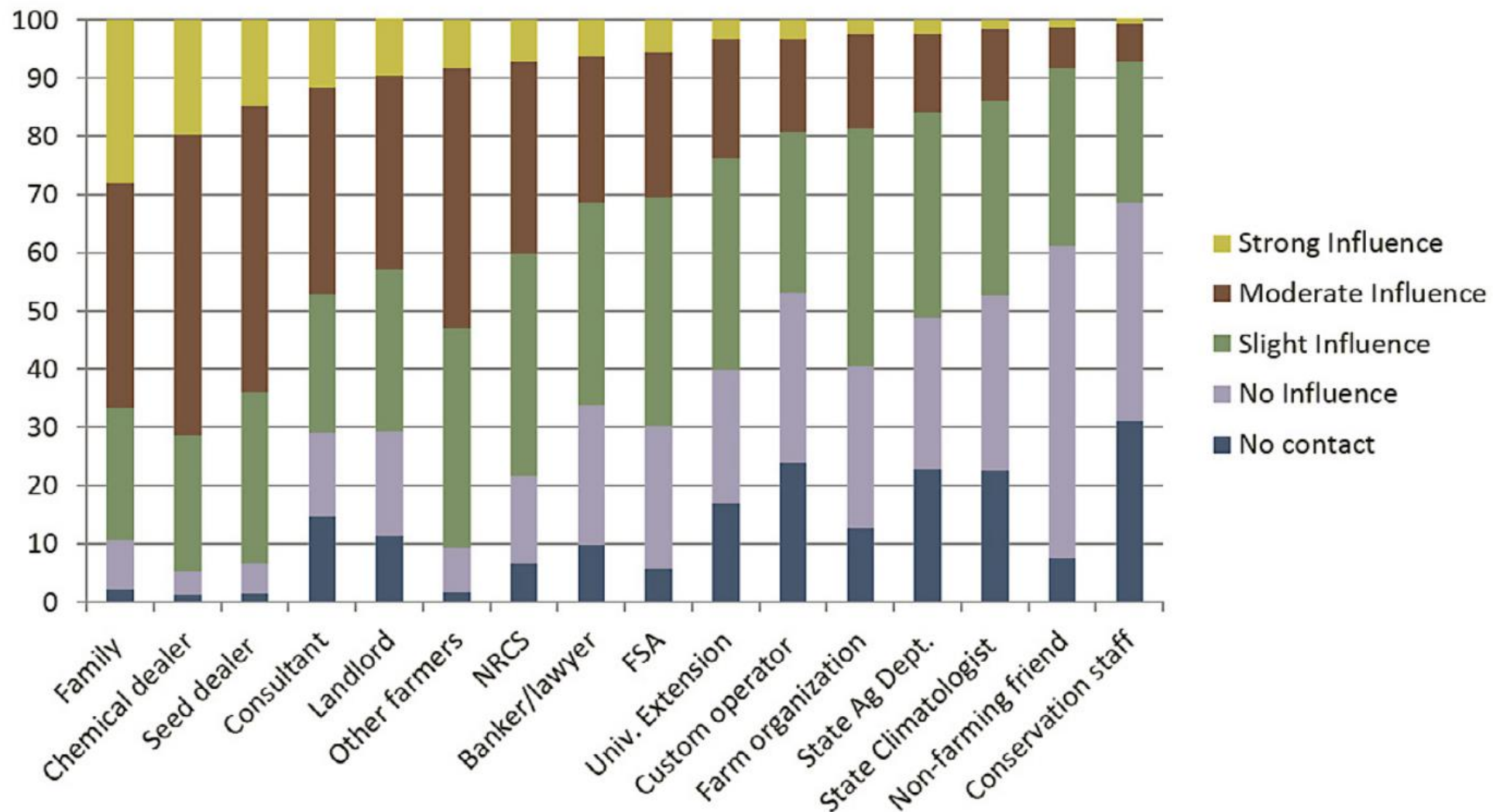


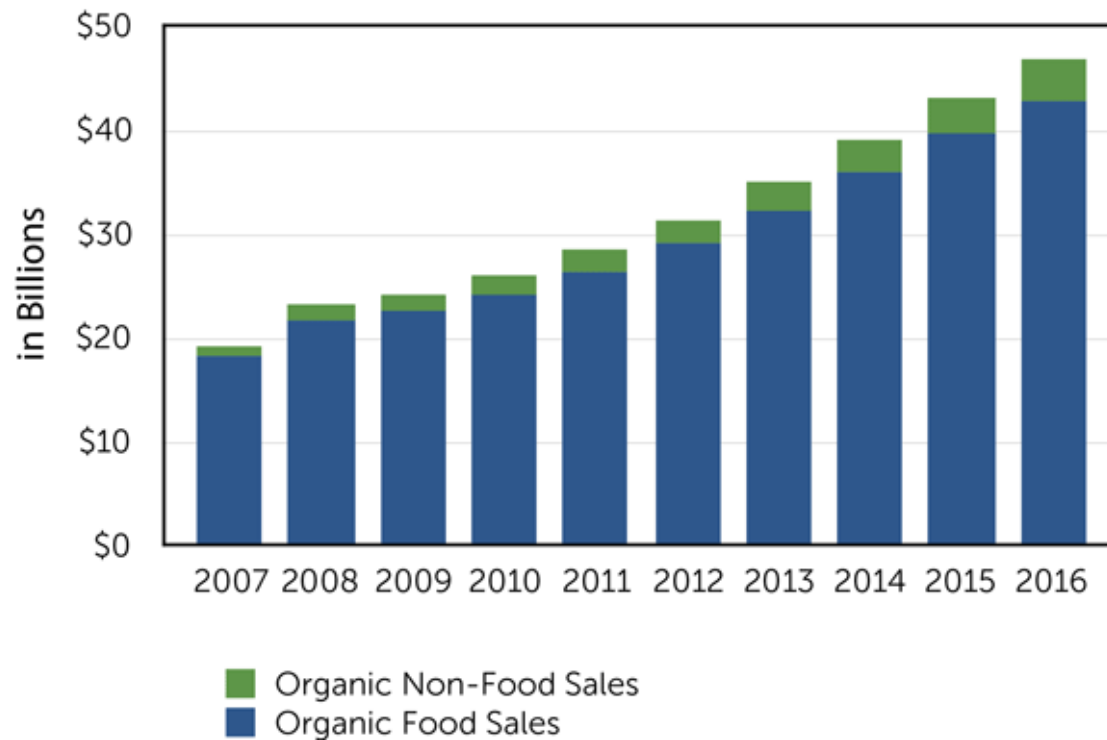
Fig. 2. Results of a 2012 survey of 4778 medium- to large-sized corn producers in the midwestern United States, conducted by scientists from two USDA National Institute of Food and Agriculture–funded projects, the Corn-Based Cropping Systems Coordinated Agricultural Project (www.sustainablecorn.org) and Useful to Usable (www.agclimate4u.org). Results presented are in response to the question, “Please indicate how influential the following groups and individuals are when you make decisions about agricultural practices and strategies.” More information about the methodology of this survey and survey findings can be found in Arbuckle et al. (2013) and Loy et al. (2013). FSA, USDA Farm Service Agency.

U.S. Organic Production Not Meeting Demand

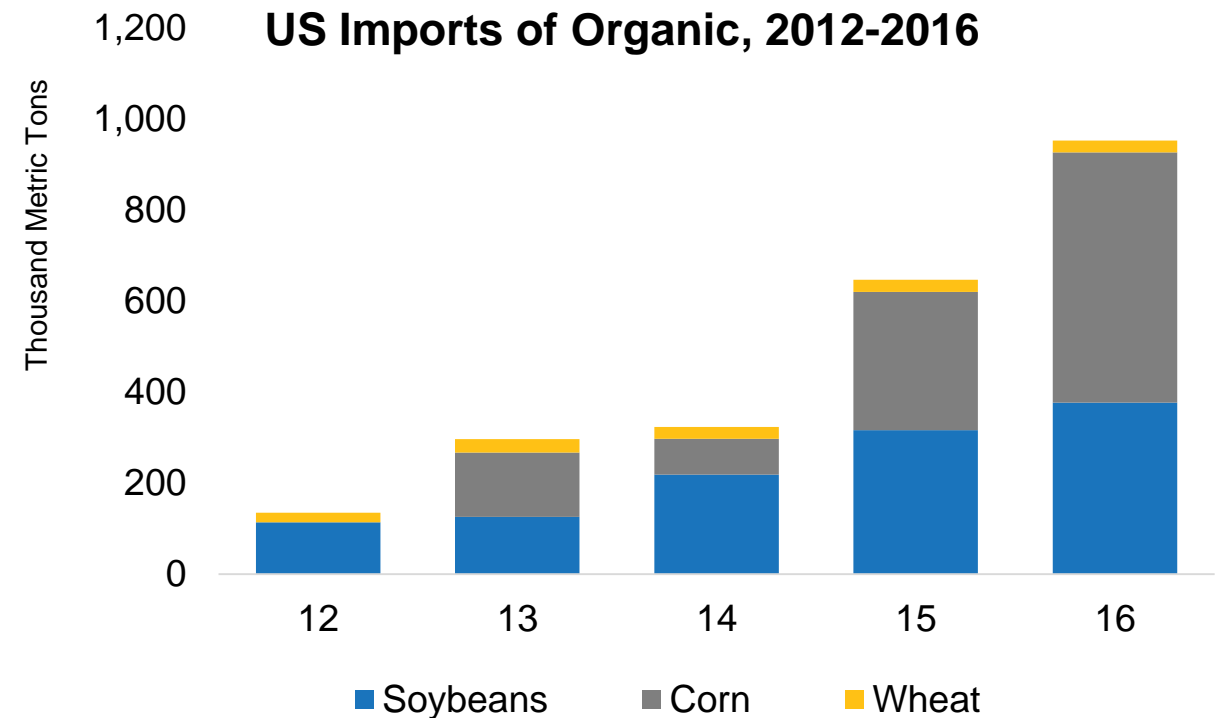
<1% of Row Cropland is Organic

Foreign Supplies Filling Gap

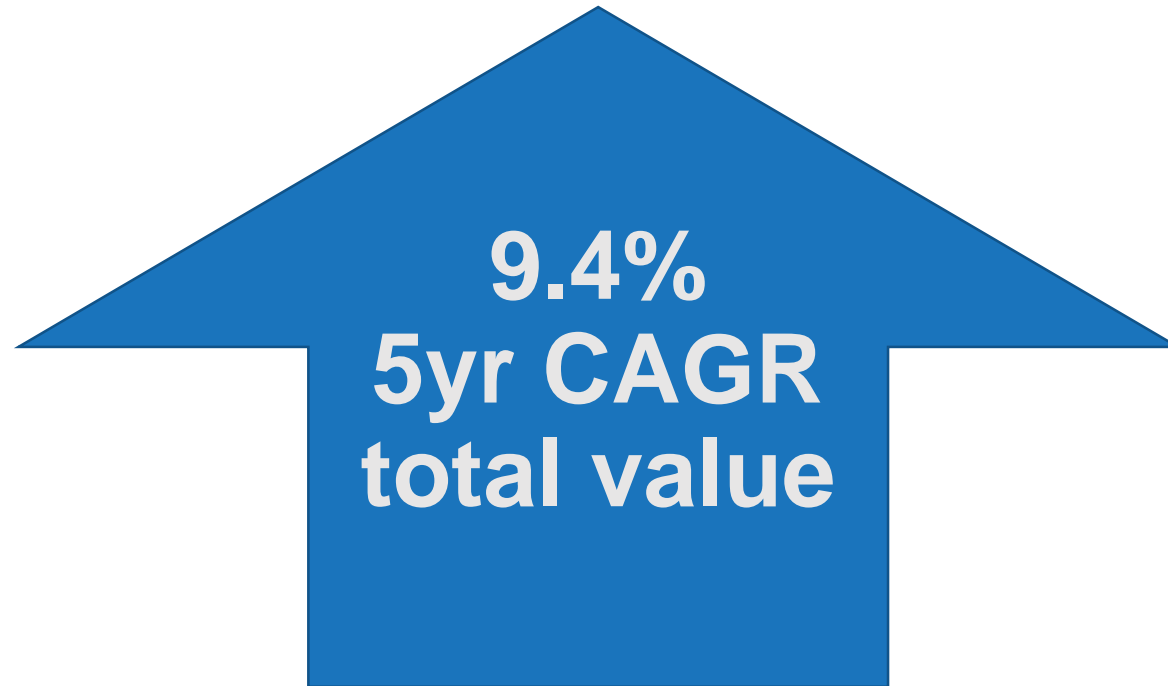
Total U.S. Organic Sales and Growth, 2007–2016



US Imports of Organic, 2012-2016



Landscape: Demand for Organic Grains

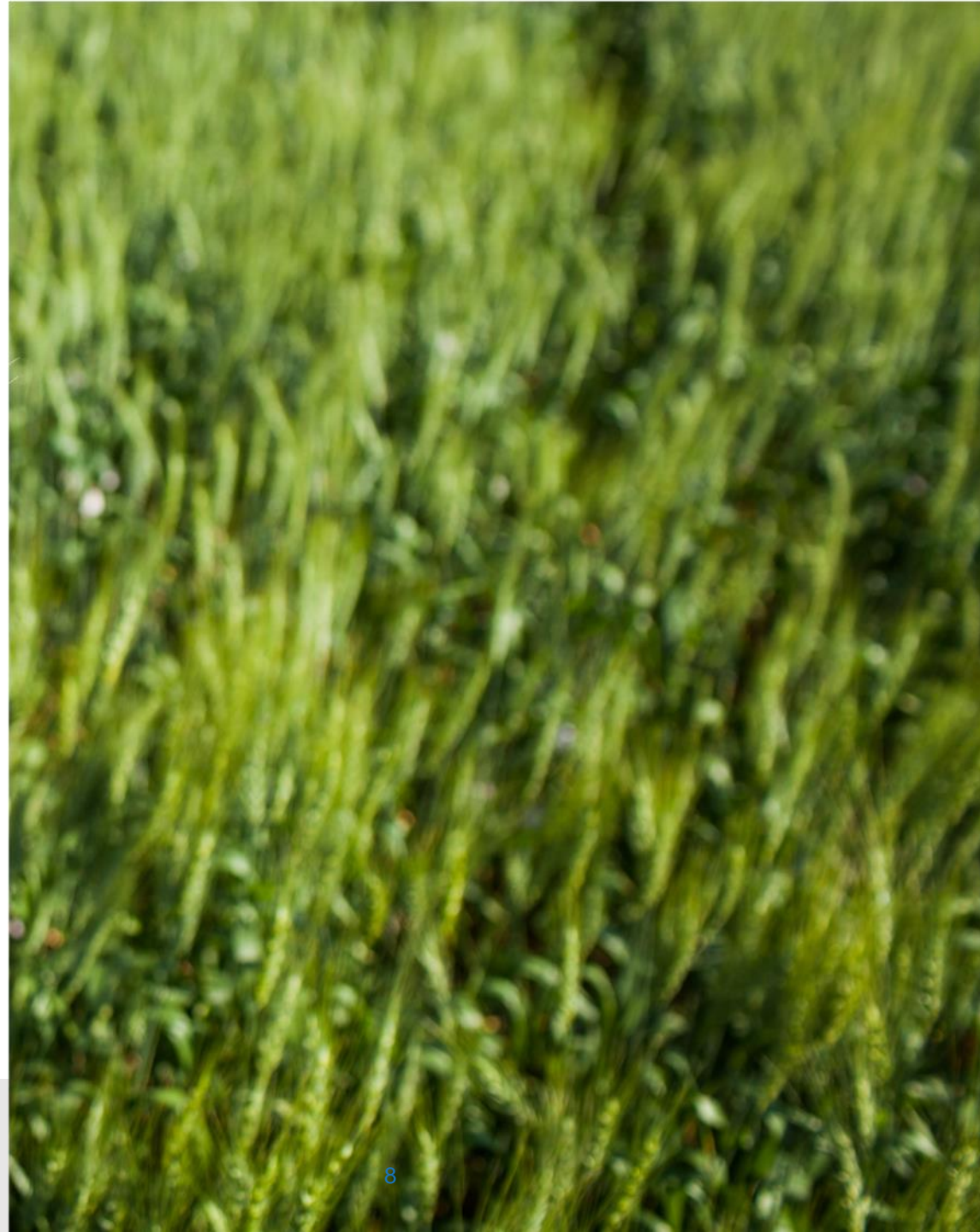


Jan. 2011: the U.S. Dept. of Commerce added codes for selected organic products to the U.S. trade code system
2013: U.S. Organic Corn Data unavailable

Service

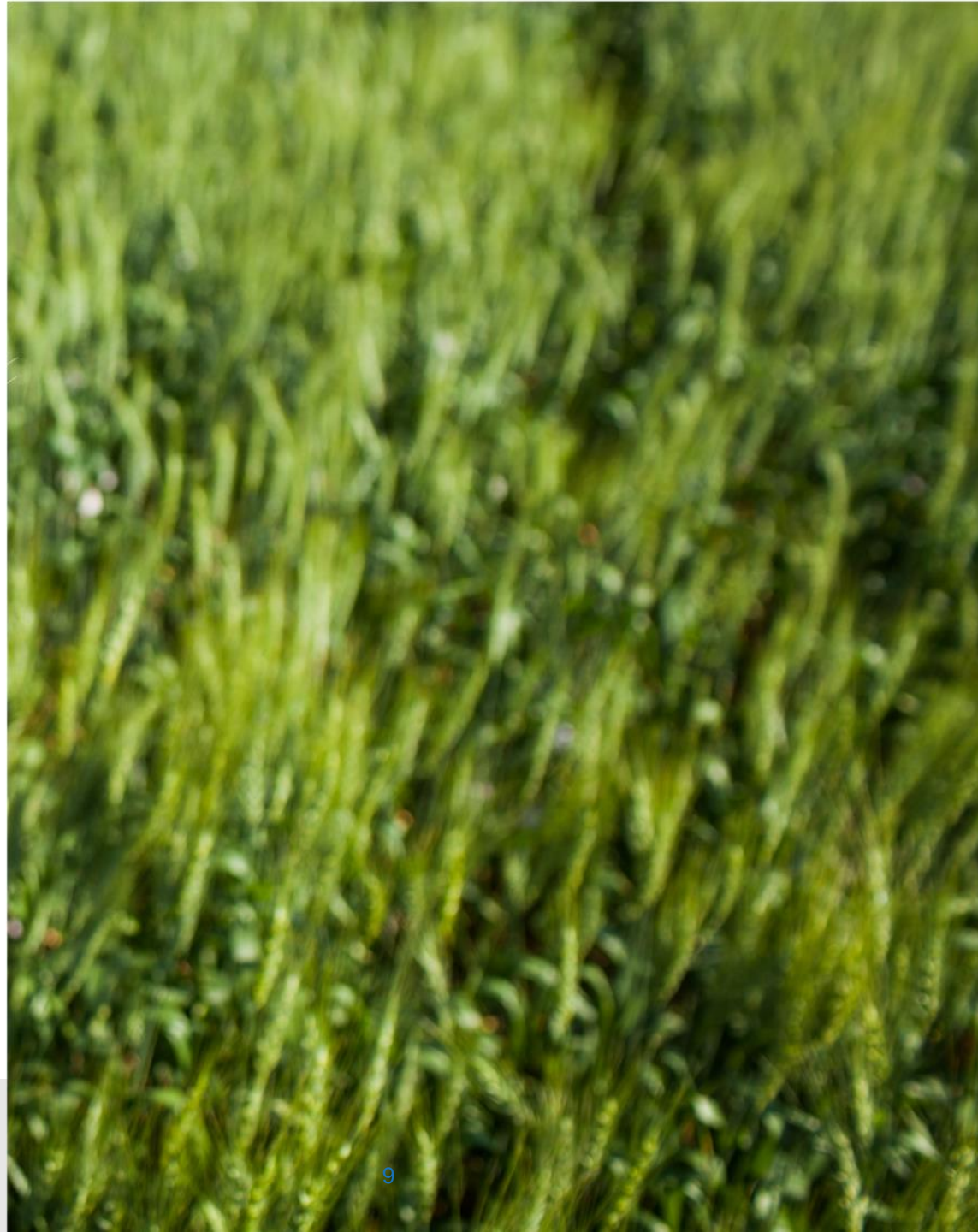
Barriers to transition

- Financial
- Agronomic
- Transition
- Regulatory
- Markets
- Social



Why transition to organic?

- Diversity
- Resilience
- Profitability
- Market demand
- Farm transfer
- Safety
- Collateral benefits
- Enjoyment (?)



Why

How

Start

What are you transitioning?



Certification



Crop rotation



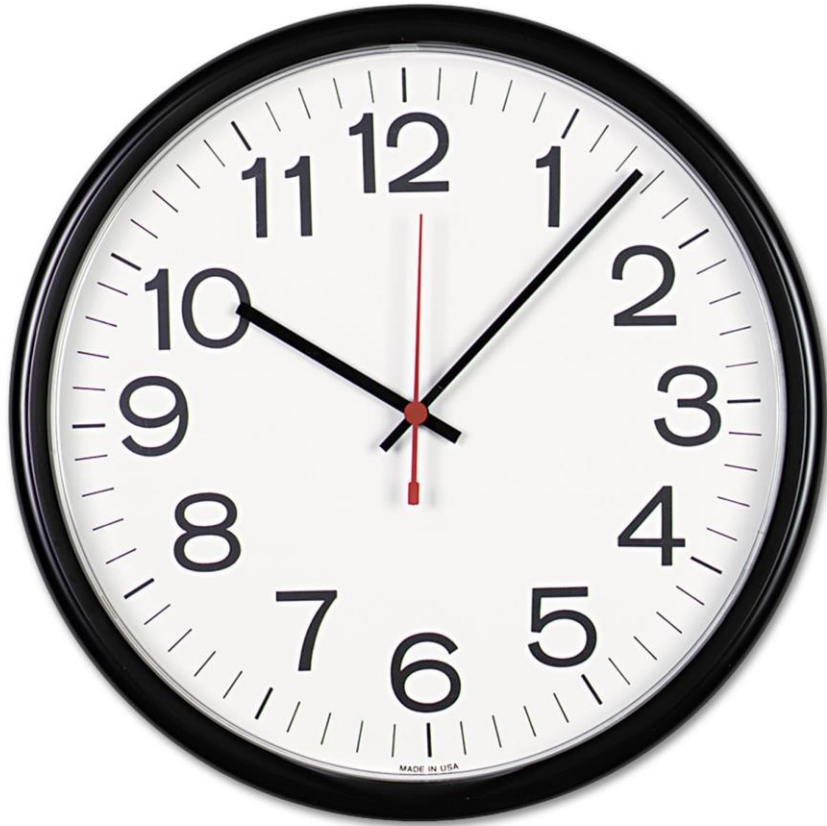
Fertility



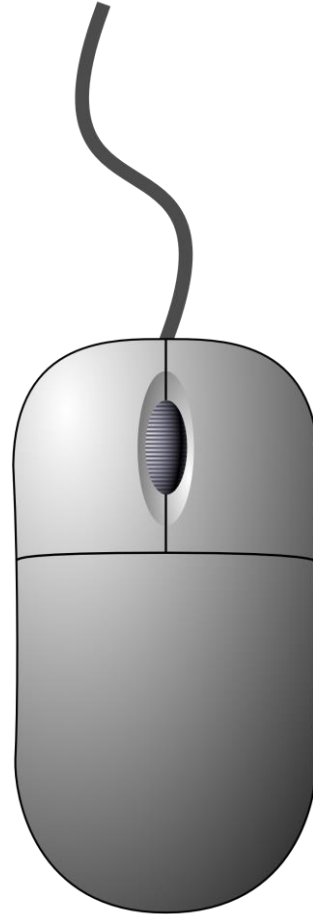
Weed control



Investments



Resources







DEVELOPING SUSTAINABLE SUPPLY CHAINS IN AGRICULTURE

Anders Gurda

agurda@pipelinefoods.com

612-868-1208

Organic Agronomy Training Series (OATS)

- West: March 26th and 27th in Bismarck, ND
- Central: August 14th and 15th in La Crosse, WI
- East: Date TBD (late July) in Crawfordsville, IN