

California Organic Grower Survey
University of California Cooperative Extension

SECTION A: ISSUES AFFECTING ORGANIC FARM OPERATIONS

1. Please rate the following **production** issues you face 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): _____ _____					

2a. **From the above list**, please rank **by letter** the two main production problems you face as an organic farmer.

_____Most important problem _____Second most important problem

2. Please rate the following **market access** issues you face as an organic farmer.

	Not a Problem		Moderate Problem		Severe Problem
	1	2	3	4	5
A. Finding markets for organic products	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
B. Finding enough customers to absorb my organic production	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
C. Supplying 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): _____ _____					

3a. **From the above list**, please rank **by letter** the two main market problems you face as an organic farmer.

_____ Most important problem _____ Second most important problem

4. Please rate the following **price** issues you face 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"/>

4a. **From the above list**, please rank **by letter** the two main price problems you face as an organic farmer.

_____ Most important problem _____ Second most important problem

5. Please rate the following **organic regulatory** issues you face 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"/>

5a. **From the above list**, please rank **by letter** the two main regulatory problems you face as an organic farmer.

_____ Most important problem _____ Second most important problem

6. Please rate the following **management** issues you face 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"/>

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

_____ Most important problem _____ Second most important problem

7. Based on the following broad categories of issues, please rank **by letter** the main issues you face 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

8. Are there any types of assistance that would help you be more successful as an organic farmer? Please describe.

SECTION B: FARM INFORMATION

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

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

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

12. 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"/>

13. In which county/counties do you farm organically? _____

14. About how many organic, transitional and conventional acres did you farm in 2006?

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

15. About how many organic and conventional **crops** did you produce for marketing purposes in 2006?

- a. Organic _____
- b. Conventional _____

16. What were your top 3 organic crops in terms of **sales** in 2006?

1. _____ 2. _____ 3. _____

17. What was your **total** farm revenue in 2006? (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 |

18. What percent of your farm revenue was from organic sales in 2006? _____%

19. What percent of your organic sales were derived from the following marketing arrangements in 2006?

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%

20. Approximately what percent of your total HOUSEHOLD income was derived from farming in 2006?
_____%

21. What is your current age? _____years

22. What is your gender? Male Female

23. Do you have any additional comments about anything mentioned in this survey, or organic farming in general?

THANK YOU VERY MUCH FOR YOU PARTICIPATION IN THIS SURVEY!

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

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