Washington State Department of Agriculture
Organic Food Program
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ORGANIC SALES AND YIELDS – CROP PRODUCER

FARM BUSINESS NAME:	CERTIFICATION NUMBER:
GROWER / PRODUCER NAME:	FARM LOCATION (COUNTY):

Select one of the following for reporting your gross annual income (Sales) from organic products.

☐ Calendar year *(Jan. 1, 2011 – Dec. 31, 2011)*

☐ Fiscal year (*specify 12-month period*) From (*month/year*): _____ To (*month/year*): _____

☐ Crop year (*specify the most recent crop year* for which all sales are reconciled and auditable) _____

No estimated sales accepted.

Select a 12 month time period from the past or most recent crop year for which all sales are final (reconciled).

See Sales and Yield Example Sheet

Sales – Gross Annual Income

"Direct Market" means direct sales to:

- End consumers (farmer's market, CSA, farm stand, Internet).
- Retail establishments (grocery stores, restaurants, schools).
- Include gross income from any organic products bought and resold to supplement farmer's market, CSA, or farm stand sales.

Production Yields

- Include all crops listed on your 2011 certificate.
- If you did not receive income for the organic crop, check "no organic sales." ***Yields must still be reported.***
- Specify varieties for apple and pear crops.
- If you do not maintain organic crop yields in the format below, summarize your yields on an additional sheet.

List sales received from individual crops within your selected reporting period.
No estimates accepted. Report actual sales only.

Organic Crop / Variety	✓ No Organic Sales	Sales from 2010 Crop	Sales from 2011 Crop	Total Direct Market Sales	Total Wholesale Sales	Total Sales
Total Organic Gross Annual Income						

2011 Crop Yields

Acres in Production	2011 Yields
office use only:	

*Transfer the total Gross Annual Income onto your renewal form (*AGR 2158).