



ESTIMATED ORGANIC ANNUAL INCOME AND YIELDS - PRODUCER

Farm Business Name:	Grower/Producer Name:	County:	Certification #:
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Estimate Production Yields for Current Year

- ✓ Include all transitional and organic crops, livestock and/or value added products you plan to produce this year.
- ✓ Specify the variety for apple and pear crops.
- ✓ If you do not maintain organic crop yield records in the below format below, please summarize your yields on an additional sheet.
- ✓ Include all transitional and organic crops, livestock and/or value added products you plan to produce this year

Sales – Gross Annual Income

- ✓ **Report estimated income for all crops and/or animal products** in which you are applying for certification.
- ✓ “Direct Market” means direct sales to: end consumers (farmers market, CSA, farm stand, Internet), retail establishments (grocery stores, restaurants, schools), or feed crop sales for livestock producers.

- 1. Reporting Period** – Select a 12-month period for estimating gross annual income (sales) you plan to receive for organic products using one of the two available methods.
- Last calendar year (*Jan. 1 – Dec. 31*)
- Fiscal or Crop year From (*month/year*): _____ To (*month/year*): _____

- 2. Income Records** - Select the scenario that best fits your operation and recordkeeping system. *Only one or both may apply to you.*
- Income is managed by market. *Complete Table 3a and enter total here.*
- Income is managed by crop, livestock, and/or value added product. *Complete Table 3b and enter total here.*

Total estimated gross annual income received during your selected reporting period.
Transfer amount to your certification fee form (AGR 2259).

3a. Income managed by market. Skip this section if income is <u>only</u> managed by individual crops.		
Market	Income received during the reporting period	Income during selected reporting period.
<i>Farmers Market</i>	<i>\$52,000</i>	<i>\$56,000</i>
<i>CSA Subscription</i>	<i>\$35,000</i>	<i>\$35,000</i>
1.		
2.		
3.		
4.		
5.		
6.		
Total		



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3b. Income managed by individual crops, livestock and/or value added products.				
Organic and/or Transitional Crop/ Variety	No Income <input type="checkbox"/>	Estimated Income you plan to receive during the reporting period		Total estimated income during selected reporting period.
		From Direct Market	From Wholesale Market	
Milk	<input type="checkbox"/>	n/a	\$723,000	\$723,000
Fuji Apples	<input type="checkbox"/>	\$2,250	\$137,750	\$140,000
Leeks	<input type="checkbox"/>	\$12,000	\$20,000	\$32,000
1.	<input type="checkbox"/>			
2.	<input type="checkbox"/>			
3.	<input type="checkbox"/>			
4.	<input type="checkbox"/>			
5.	<input type="checkbox"/>			
6.	<input type="checkbox"/>			
7.	<input type="checkbox"/>			
8.	<input type="checkbox"/>			
Total				

4. Estimated Production Yields - Attach a description of how you keep yield records if records are not maintained in this format.			
Organic and/or Transitional Crop/ Variety	Total Acres/ Animals in Production	Estimated Season Yields	<input checked="" type="checkbox"/> Indicate if the Crop/Variety is also produced using nonorganic methods.
Milk	140 cows	168,000 lb	<input type="checkbox"/>
Fuji Apples	40 acres	1,400 bins	<input type="checkbox"/>
1.			<input type="checkbox"/>
2.			<input type="checkbox"/>
3.			<input type="checkbox"/>
4.			<input type="checkbox"/>
5.			<input type="checkbox"/>
6.			<input type="checkbox"/>
7.			<input type="checkbox"/>
8.			<input type="checkbox"/>
9.			<input type="checkbox"/>
10.			<input type="checkbox"/>