



## ORGANIC YIELDS AND SALES ESTIMATES - PRODUCER

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

Select a 12-month period for estimating gross annual income (Sales) you plan to receive from organic products.

- Calendar year (*Jan. 1, 2010 – Dec. 31, 2010*)  
 Crop/Fiscal year (*specify 12-month period*)      From (*month/year*): \_\_\_\_\_ To (*month/year*): \_\_\_\_\_

<p style="text-align: center;"><b>Estimate Production Yields for Current Year</b></p> <ul style="list-style-type: none"> <li>Include all transitional and organic crops, livestock and/or value added products you plan to produce this year.</li> <li>Specify the variety for apple and pear crops.</li> <li>If you do not maintain organic crop yield records in the format below, please summarize your yields on an additional sheet.</li> </ul>	<p style="text-align: center;"><b>Sales – Gross Annual Income</b></p> <p>“Direct Market” means direct sales to:</p> <ul style="list-style-type: none"> <li>End consumers (farmers market, CSA, farm stand, Internet).</li> <li>Retail establishments (grocery stores, restaurants, schools).</li> <li>Feed crop sales for livestock producers.</li> </ul>
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Organic and/or Transitional Crop / Variety	Estimate Production Yields		Estimate Organic Sales		
	Total Acres / Animals in Production	Season Yields	No Organic Sales	Direct Market Sales	Wholesale Sales
<i>Fuji Apple</i>	<i>6 acres</i>	<i>125 bins</i>		<i>\$1,200</i>	<i>\$78,340</i>
<i>Concord Grapes</i>	<i>11 acres</i>	<i>nonbearing vines</i>	X		
1.					
2.					
3.					
4.					
5.					
6.					
7.					
8.					
9.					
10.					
11.					
<b>Total Organic Sales</b>				+	=
<b>Total Estimated Gross Annual Income from Organic Crops / Products</b>					

*Transfer the total above onto your Producer Fee Form (AGR 2259).*