



ORGANIC SALES AND YIELDS – PRODUCER

CROP PRODUCER EXAMPLE SHEET

Example A: All of this grower’s income from the 2010 crop was final at the time that they completed their 2012 organic certification renewal paperwork. The Fuji trees were not bearing in 2010 and first Fuji apple crop was harvested 2011.

The Red Delicious apples were grafted to Honey Crisp after the 2010 harvest of Red Delicious apples. Next year this grower will report any gross income received from the 2011 Honey Crisp crop when completing the renewal paperwork for the 2013 certification year.

Crop year (specify which crop year): 2010

List sales received from individual crops within your selected reporting period (above). <i>No estimates accepted. Report actual sales only.</i>							2011 Crop Yields	
Organic Crop / Variety	✓ No Organic Sales	Sales from 2010 Crop	Sales from 2011 Crop	Total Direct Market Sales	Total Wholesale Sales	Total Sales	Acres in Production	2011 Yields
Honey Crisp	X	0	0	0	0	0	35	Non-bearing
Red Delicious		\$39,375	0	\$39,375	0	\$39,375	0	N/A
Fuji	X	0	0	0	0	0	40	160 Bins
Bing Cherries		\$67,500	0	0	\$67,500	\$67,500	7	2,550 Tons/Ac
Total Organic Gross Annual Income						\$106,875	<i>office use only:</i>	

Example B: Grower received sales from the 2010 crop and 2011 crop during their selected 12-month gross income reporting period. All sweet corn for processing is sold through contract to one wholesale buyer. All hay is sold directly to organic livestock producers. A portion of the 2011 Fuji crop was sold through the grower’s on-farm stand and local farmer’s market. The packing house pool for the 2010 Fuji crop closed on 8/21/11. Grower will use this pool closing total income to report the sales from the 2010 crop received in 2011. Even though this grower received a \$25/bin picking advance from their packer for the 2011 Fuji apple crop in 2011, this grower will not include this advance on this form. The date of the pool closing statement for the 2011 Fuji crop will be August 2012, and that pool closing total will be reported with the 2013 renewal paperwork.

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

List sales received from individual crops within your selected reporting period (above). <i>No estimates accepted. Report actual sales only.</i>							2011 Crop Yields	
Organic Crop / Variety	✓ No Organic Sales	Sales from 2010 Crop	Sales from 2011 Crop	Total Direct Market Sales	Total Wholesale Sales	Total Sales	Acres in Production	2011 Yields
Processing Sweet Corn		\$15,300	\$20,700	0	\$36,000	\$36,000	50	6.9 Tons/Ac
Hay		\$21,000	\$40,000	\$61,000	0	\$61,100	35	250 Tons
Fuji apples		\$140,000	\$22,356	\$22,356	\$140,000	\$166,356	40	35 Bins/Ac
Total Organic Gross Annual Income						\$263,456	<i>office use only:</i>	



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Example C: Grower only received sales from the 2010 crop during their selected 12-month gross income reporting period. This grower did not produce any sweet corn for processing in 2011. This grower did not grow wheat in 2010. Grower did grow wheat in 2011 but did not receive any income from the 2011 wheat crop between July 2010 and June 2011.

Fiscal year (specify 12-month period) From (month/year): July 2010 To (month/year): June 2011

List sales received from individual crops within your selected reporting period.							2011 Crop Yields	
Organic Crop / Variety	✓ No Organic Sales	Sales from 2010 Crop	Sales from 2011 Crop	Total Direct Market Sales	Total Wholesale Sales	Total Sales	Acres in Production	2011 Yields
Sweet Corn		\$29,325	0	0	\$29,325	\$29,325	0	0
Fuji Apples		\$140,000	0	0	\$140,000	\$140,000	40	1400 Bins
Wheat	X	0	0	0	0	0	50	5,000 bu
Total Organic Gross Annual Income						\$169,325	<i>office use only:</i>	

Example D: This grower received income from their 2010 storage crops (potatoes & apples) and 2011 cherry crop during their selected 12-month gross income reporting period: August – July. Most cherry and apple sales were through their wholesale packer, however some apples were sold at grower's produce stand.

Fiscal year (specify 12-month period) From (month/year): August 2010 To (month/year): July 2011

List sales received from individual crops within your selected reporting period.							2011 Crop Yields	
Organic Crop / Variety	✓ No Organic Sales	Sales from 2010 Crop	Sales from 2011 Crop	Total Direct Market Sales	Total Wholesale Sales	Total Sales	Acres in Production	2011 Yields
Potatoes		\$87,500	0	0	\$87,500	\$87,500	50	1100 Tons
Fuji Apples		\$140,000	0	\$2,250	\$137,750	\$140,000	40	35 Bin/Ac
Bing Cherries		0	\$67,500	\$3,815	\$63,685	\$67,500	7	2,550 Tons/Ac
Total Organic Gross Annual Income						\$295,000	<i>office use only:</i>	

Example E: Grower sold all 2011 crops within the 2011 calendar year. Mixed vegetables are sold at local farmer's market and CSA program. Winter Squash was only sold to one retail co-op. Strawberries were planted in 2011 and harvested for personal use only.

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

List sales received from individual crops within your selected reporting period.							2011 Crop Yields	
Organic Crop / Variety	✓ No Organic Sales	Sales from 2010 Crop	Sales from 2011 Crop	Total Direct Market Sales	Total Wholesale Sales	Total Sales	Acres in Production	2011 Yields
Mixed Vegetables		0	20,700	20,700	0	\$20,700	5	See below
Winter Squash		0	11,452	11,452	0	\$11,452	1.5	150 cases
Strawberries	X	0	0	0	0	personal use	0.5	N/A personal use
Total Organic Gross Annual Income						\$32,152	<i>office use only:</i>	

Additional explanation from producer: We have 35 CSA members that receive a box every week from June to October. Daily sales from the farmer's market and on-site farm stand are totaled. Crop yields are based on row feet planted and number of successions harvested.