ORGANIC IS AN OPPORTUNITY

Since 1990, the organic food industry has grown by over 20% per year. The conventional food industry has averaged 3% growth during this same time period. In 2018, organic sales reached $52.5 billion dollars, up 6.3% from the previous year, and now represents 5.7% of all food sold in the United States. Nearly all retailers report that consumers are demanding even more organic options. The market continues to grow at a rapid pace, so more organic farms and processors are needed to meet this demand. The future is very bright for organic food production.

Consumers are willing to pay a premium price for organic foods. A recent analysis shows that organic foods sell for 20% to 60% higher prices than conventional foods. This price premium helps with greater economic returns for organic farmers and processors.

Before you begin your transition to organic, be sure to research your market options. Contact organic buyers and processors in your area to determine the need and the potential market. You should approach organic production like any other business enterprise. Good research and planning will help you make sound decisions.

MAKING THE TRANSITION FOR FOOD PROCESSORS AND HANDLERS

Food processors, restaurants, distributors, and retailers do not have a required transition period if they are not growing their own food or fiber (purchasing all inputs). If you do have your own production, that land and/or those animals will have to follow the same transition requirements as farmers (producers).

MAKING THE TRANSITION FOR FARMERS – LAND

By law, all land that is used to produce organic foods or fiber must be free of prohibited materials for 36 months prior to the first harvest. Farms cannot be certified until at least one part of the operation qualifies for organic production.

Land that is currently being farmed with chemical fertilizers and pesticides will have to undergo a full three year transition. If the land has never been farmed, or it has been some time since the last application of a prohibited material, it may immediately qualify, or take less time to transition. To determine how long each field will take, simply determine the last date a prohibited material was applied, and then move forward 36 months. That is the date when that field will be certifiable.
PROHIBITED MATERIALS
During the transition, you need to manage that land as if it were organic. That means that only materials that are listed as approved can be used. If a prohibited material is applied intentionally, or by accident, your transition date for that field will be reset to 36 months. It is critical to understand and follow the National Organic Standards during the transition period to prevent costly mistakes. We strongly recommend that you contact us for a copy of the **National Organic Standards** and for a copy of the **National List of Approved and Prohibited Substances**.

In general, all synthetic inputs are prohibited. This includes chemical fertilizers and pesticides. There are also a few natural inputs that are prohibited due to toxicity or other negative impacts. Reference the National List and the OMRI Materials List for details, or call MOSA. Never apply an input when you are not sure of the status. Also note that all genetically-modified seeds, and products made with genetically-modified ingredients are prohibited.

Special Note: Manure from conventional farms is not a prohibited input, provided it has not been treated with, or mixed with, prohibited materials.

SEEDS
One notable difference between the transition years and certified organic production is the use of certified organic seeds. The National Organic Standards require certified operations to use certified organic seeds. Farms in transition do not have to use certified organic seeds, but any seeds used must be non-GMO and untreated. Like with prohibited materials, GMO or treated seeds will reset your transition time to 36 months. If you plant a crop during the transition, but intend to harvest that crop as organic, those seeds must be certified organic.

MAKING THE TRANSITION — LIVESTOCK
Dairy animals, and livestock raised for fiber production, can be transitioned to organic production. The official rule is one year of organic management before their products can be certified organic. During that year, the animals must be fed 100% organic feed and must be managed without prohibited materials. Antibiotics, hormones and most synthetic health inputs are prohibited during this one year transition.

For organic meat, mammalian animals must be raised organically from at least the last third of gestation. During that time the mothers must be fed 100% certified organic feed and managed without prohibited materials. The mothers do not have to be from organic stock, but can never be sold for organic meat.

Poultry must be raised organically from the 2nd day of life to be sold as organic.

OTHER PREPARATIONS
Outdoor access is required, weather permitting, for all organic livestock and all organic ruminant animals are required to have a minimum of 30% Dry Matter Intake (DMI) from pasture for a minimum of 120 days.

If you do not currently have enough pasture to meet the rule, or if your facilities do not allow outdoor access, you should begin converting some fields to pasture, researching rotational grazing, and modifying your infrastructure so you are prepared for certification.

RESOURCES:
**MOSES Guidebook for Certification**: [https://mosesorganic.org/publications/guidebook-for-certification/](https://mosesorganic.org/publications/guidebook-for-certification/)