



Canolfan Organig Cymru
Organic Centre Wales



12th October/Hydref 2009

Dear Producer/Cynhyrchydd

Arolwg Cynhyrchwyr Organig 2009

Diolch yn fawr i bawb a gymerodd ran yn yr arolwg y llynedd – rydym yn gwerthfawrogi'ch cyfraniad ac mae'n helpu i sicrhau bod gennym wybodaeth gyfredol a chywir i'n helpu ni a chyrrff eraill yn y diwydiant i ddatblygu'r sector organig yng Nghymru. Mae'r arolwg eleni wedi'i deneuo er mwyn sicrhau nad yw'n cymryd ond ychydig funudau i'w gwblhau, ac eto bydd yn parhau i gynnig data hanfodol i ni er mwyn ateb cwestiynau megis nifer y defaid sy'n cael eu troi'n organig, faint o gig eidion sy'n cael ei werthu'n gonfensiynol a faint o borthiant sy'n cael ei dyfu gartref. Helpwch ni i'ch helpu chi yn y ffordd fwyaf effeithiol trwy gwblhau'r arolwg.

Mae'r arolwg eleni'n arbennig o bwysig oherwydd y cynnydd helaeth iawn mewn cynhyrchu organig yng Nghymru, y pwysedd y mae problemau economaidd ehangach yn eu gosod ar y farchnad organig, a'r angen i baratoi'r farchnad ar gyfer argaeledd ehangach pan fydd cynnyrch organig yn dod yn rhan o'r ffrwd. Defnyddir y canlyniadau gan Lywodraeth Cynulliad Cymru, Canolfan Organig Cymru a Hybu Cig Cymru i helpu cefnogi datblygu'r sector organig. Defnyddir yr arolwg eleni'n arbennig gan brosiect Cadwyni Cyflenwi'r Ganolfan Organig, Gwell Cysylltiadau Busnes Organig (GCBO (BOBL)) i ganolbwyntio ymdrechion yn fwy effeithiol ar ddatblygu marchnadoedd i'r sector organig yng Nghymru.

Gyda llawer o ddiolch ymlaen llaw – rydym yn gwerthfawrogi'ch cyfraniad pwysig,

Yn gywir

Sue Fowler
Cyfarwyddwr

Organic Producer Survey 2009

Thank you to everyone who participated in last year's survey – your input was gratefully received and is helping to ensure we have up to date, accurate information to help us and other industry bodies develop the Welsh organic sector. This year's survey has been slimmed down to ensure it only takes a few minutes to complete and yet will continue to provide us with vital data to answer questions such as the number of sheep in-conversion, the amount of beef being sold conventionally and the amount of feed being home-grown. Please help us to help you in the most effective way by completing the survey.

This year's survey is particularly important because of the very large expansion in Welsh organic production, the pressures that wider economic problems are placing on the organic market, and the need to prepare the market for the expansion in organic product availability when it comes on stream. The results will be used by the Welsh Assembly Government, Organic Centre Wales and Hybu Cig Cymru to help support the development of the organic sector. In particular this year's survey will be utilised by the OCW Supply Chains project: Better Organic Business Links (BOBL) to focus efforts more effectively on developing markets for the Welsh organic sector.

With many thanks in anticipation – your valuable input is very much appreciated,

Yours sincerely

Sue Fowler
Director

Gellir cwblhau'r holiadur a'i ddychwelyd trwy'r post, neu gallwn gysylltu â chi ar y ffôn ar gais. Byddwn yn codi'r ffôn yn achos unrhyw holiadur sydd heb ei ateb (oni ofynnir i ni beidio) ar ddechrau mis Tachwedd. Defnyddiwch yr amlen barod amgaaedig i ddychwelyd yr holiadur wedi'i gwblhau neu nodi'ch dewis o ran ffonio erbyn **dydd Gwener 30 Hydref**.

The questionnaire can be completed and returned by post, or we can contact you by phone if requested. We will follow up non-responses by phone (unless requested not to) in early November. Please use the enclosed SAE to return the completed questionnaire or indicate your phone preferences by **Friday 30th October**.

Pe bai'n well gennych gwblhau'r arolwg dros y ffôn, neu os oes angen fersiwn Gymraeg, rhowch dic yn y blychau perthnasol isod gan ddychwelyd y blaendalen hwn yn ôl. Neu, e-bostiwch neu ffoniwch Ganolfan Organig Cymru.

If you would prefer to complete the survey by phone, or require a Welsh language version, please tick the relevant box(es) below and post this front page back. Alternatively please email or phone OCW.

<input type="checkbox"/>	Cwblhau'r arolwg ar y ffôn? Complete survey by phone?	Diwrnod/amser gorau i ffonio? Best time/day to phone?	<input type="text"/>
<input type="checkbox"/>	Arolwg papur yn Gymraeg? Complete paper survey in Welsh?		

All information given is strictly confidential

Mae'r holl wybodaeth a roddir yn hollol gyfrinachol

Er mwyn sicrhau bod eich manylion yn gywir ar ein bas data, a fyddech cystal â chwblhau neu newid y manylion isod:

To ensure we have your correct details please complete or amend the details below:

Enw'r busnes / Name of business
Enw cyswllt / Contact Name
Cyfeiriad / Address

Cod post / Postcode
Rhif ffôn busnes / Business Phone Number
Cyfeiriad e-bost / Email address
Rhif trwydded tystysgrif organig /
Organic certification license number
A yw eich prif daliad o fewn yr Ardal Lai Ffafirol
(AllFf)? (ydy=1, Nac ydy = 0) /
Is your main holding within the Less Favoured
Area (LFA)? (Yes=1, No=0)

Please complete section 1 and then only those sections that are relevant to your business and return the entire form by 30th October.

Cwblhewch Adran 1 ac yna dim ond yr adrannau hynny sy'n berthnasol i'ch busnes a dychwelyd y ffurflen gyfan erbyn 30 Hydref.

SECTION 1 – ALL PRODUCERS

This section asks for general farm data and your views on some organic farming issues.

1: If you no longer farm organically as you may have ceased farming, rent all your land out or now farm non-organically please indicate below and return the letter and this page.

I have give up farming completely	Rent out all my organic land (please give area and tick area unit)			Hectares
				Acres
I have reverted to non-organic farming (Please give main reasons why)				
Other (Please specify in box)				

2: Please enter the area you farm for organic, in-conversion and non-organic forage, arable, horticultural and other crops in **2009**. Please include rented land but exclude any shared common grazing land.

Please tick to indicate whether the table has been completed in:	<input type="checkbox"/> Hectares	<input type="checkbox"/> Acres	
	Organic	In-Conversion	Non-organic
Total area farmed/harvested in 2009			
Permanent grass			
Temporary grass			
Rough grazing			
Fodder crops (legumes, roots & brassicas)			
Arable forage (wholecrop silage & crimped)			
Arable crops (combined grain & pulse crops)			
Potatoes			
Horticulture (exc. Potatoes)			
Other			

3: Are you participating in any agri-environmental schemes (including Tir Mynydd and the Organic Farming Scheme)? (Please tick all applicable boxes)

<input type="checkbox"/> Organic Farming Scheme (OFS)	<input type="checkbox"/> Tir Mynydd	<input type="checkbox"/> Tir Cynnal	<input type="checkbox"/> Tir Gofal
<input type="checkbox"/> Other (please enter details)			

4: Please tick any agriculturally related diversification activities that you are involved with:

<input type="checkbox"/> On farm processing	<input type="checkbox"/> Tourism activities
<input type="checkbox"/> On farm retailing	<input type="checkbox"/> Agricultural contracting
<input type="checkbox"/> On farm catering	<input type="checkbox"/> Educational activities (for profit & non-profit)
<input type="checkbox"/> Other (please specify in box to the right)	

5: Please tick the age group that applies to you (or the principal farmer if not you):

<input type="checkbox"/> Under 40	<input type="checkbox"/> 40-60	<input type="checkbox"/> Over 60
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6: Please enter the number of farming livestock you expect to have on your farm at **31st October 2009**.

	Organic	In-Conversion	Non-organic
Breeding beef cows			
Beef heifer replacements			
Growing beef animals (exc. heifers above)			
Breeding ewes			
Replacement ewe lambs			
Growing lambs (exc. ewe lambs above)			
Dairy cows			
Dairy heifer replacements			
Sows			
Growing pigs			
Laying hens			
Table poultry birds			
Other			

7: If your farm is currently **in-conversion** please indicate when you expect to be selling your first fully organic produce? (Please indicate the approximate month and year, e.g. May 2010):

<input type="text"/>	Organic finished beef	<input type="text"/>	Organic store beef
<input type="text"/>	Organic finished lamb	<input type="text"/>	Organic store lambs
<input type="text"/>	Organic milk	<input type="text"/>	Organic table poultry
<input type="text"/>	Organic pigs	<input type="text"/>	Organic fruit & vegetables
<input type="text"/>	Organic eggs	<input type="text"/>	Organic arable crops
<input type="text"/>	Other (please state to the right)	<input type="text"/>	

8: Please indicate your organic farming intentions in the next 12 months? (Please tick)

<input type="checkbox"/>	No change	<input type="checkbox"/>	Expand production	<input type="checkbox"/>	Reduce production
<input type="checkbox"/>	Give up farming completely	<input type="checkbox"/>	Rent out organic land (please give area)	<input type="text"/>	Acres/Hectares
<input type="checkbox"/>	Revert to non-organic farming (Please give main reasons)	<input type="text"/>			
<input type="checkbox"/>	Other (Please specify)	<input type="text"/>			

9: At present how long are you intending to farm organically? (Please tick one box)

<input type="checkbox"/>	Less than 5 years	<input type="checkbox"/>	5-10 years	<input type="checkbox"/>	10 years plus
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10: If the lower tier of the new Glastir scheme provides no additional funds for organic certification, will you remain certified organic?

<input style="width: 40px; height: 20px;" type="checkbox"/> Remain organic	<input style="width: 40px; height: 20px;" type="checkbox"/> Consider reverting to non-organic farming	<input style="width: 40px; height: 20px;" type="checkbox"/> Definitely revert to non-organic farming
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11: Please rank your reasons for farming organically in order of importance between 1 to 5: (Please identify your most important reasons as "1" your least important as "5")

	Most important			Least important	
	1	2	3	4	5
Organic farming principles (health, sustainability and ethics)					
Organic Farming Scheme support payments					
Premium prices for organic produce					
To improve profitability					
To protect the environment					
Other (please state) <input style="width: 300px; height: 20px;" type="text"/>					

12: Please tick the statement that you most agree with below? (Please only tick one statement)

	(✓)
Organic farming is the best solution for food production in the long term	<input type="checkbox"/>
Organic farming can play a significant part in producing food in the long term	<input type="checkbox"/>
Organic farming is likely to remain a niche sector of food production in the long term	<input type="checkbox"/>
Non-organic agriculture will provide the best solution to food production in the long term	<input type="checkbox"/>
Don't agree with any of the statements above	<input type="checkbox"/>

13: Please use this space to answer questions more fully, make additional comments, or suggestions for ways that OCW could improve its service to organic producers in Wales. (Please continue on a blank page if necessary)

SECTION 2 – BEEF PRODUCTION

Have you produced any beef animals in the last 12 months?	Yes Please complete the questions below
	No Please go to section 3

1: Please enter the **total** number of finished and store cattle sold, and then split the sales between those sold **organically** and those sold **conventionally**. Please split these conventional sales by the reason they were sold non-organically e.g. high conventional price or stock were in-conversion.

	Finished cattle	Store cattle
Total number of cattle sold between 1 st Nov 2008 and 31 st Oct 2009		
Number sold as organic		
Number sold as conventional		
Please split your conventionally sold cattle sales in the boxes below: (number of cattle in each category)		
Cattle were in-conversion		
Cattle did not meet organic market specification		
Due to high conventional beef prices		
Due to a lack of organic market outlet		
Prefer selling through a livestock market		
Due to extended veterinary product withdrawal periods		
Other reason? (Please state)		

2: Please estimate how much of your **concentrate feed** for **beef production** is home produced and bought-in:

	Feed used in last year (tonnes)	Split of feed		Approximate cost of bought-in feed (£/t)	Feed availability in the next year? Scale 0-4*
		Home grown	Bought-in		
Cereal					
Protein					
Compound feed					

*0=Don't know/No views, 1 =Good, 2=Sufficient, 3=Difficult, 4=Poor

3: Is the current price paid for **organic finished cattle** sufficiently high to continue producing them organically? (Please tick one box only)

Definitely	Probably	Not Sure	Probably not	Definitely not

4: Is the current price paid for **organic store cattle** sufficiently high to continue producing them organically? (Please tick one box only)

Definitely	Probably	Not sure	Probably not	Definitely not

5: Please indicate the approximate proportion of finished and store cattle that you have sold through various marketing routes in the past 12 months:

	Direct to abattoir	Producer group	Livestock market
Sales of finished cattle:	%	%	%
	Producer group	Livestock market	Direct to another producer
Sales of store cattle:	%	%	%

6: Are there other routes to market you would like to use? If so, please specify in the box below:

7: Please give details of any constraints and/or opportunities you face in developing your **organic cattle** enterprise:

SECTION 3 –SHEEP PRODUCTION

Have you produced any lamb in the last 12 months?	Yes Please complete the questions below
	No Please go to section 4

1: Please enter the **total** number of finished and store lambs sold, and then split the sales between those sold **organically** and those sold **conventionally**. Please split these conventional sales by the reason they were sold non-organically e.g. high conventional price or stock were in-conversion.

	Finished lambs	Store lambs
Total number of lambs sold between 1 st Nov 2008 and 31 st Oct 2009		
Number sold as organic		
Number sold as conventional		
Please split your conventionally sold lamb sales in the boxes below: (number of lambs in each category)		
Lambs were in-conversion		
Lambs did not meet organic market specification		
Due to high conventional lamb prices		
Due to a lack of organic market outlet		
Prefer selling through a livestock market		
Due to extended veterinary product withdrawal periods		
Other reason? (Please state)		

2: Please estimate how much of your **concentrate feed for lamb production** is home produced and bought-in:

	Feed used in last year (tonnes)	Split of feed		Approximate cost of bought-in feed (£/t)	Feed availability in the next year? Scale 0-4*
		Home grown	Bought-in		
Cereal					
Protein					
Compound feed					

*0=Don't know/No views, 1 =Good, 2=Sufficient, 3=Difficult, 4=Poor

3: Is the current price paid for **organic finished lambs** sufficiently high to continue producing them organically? (Please tick one box only)

Definitely	Probably	Not Sure	Probably not	Definitely not

4: Is the current price paid for **organic store lambs** sufficiently high to continue producing them organically? (Please tick one box only)

Definitely	Probably	Not sure	Probably not	Definitely not

5: Please indicate the approximate proportion of finished and store lambs that you have sold through various marketing routes in the past 12 months:

	Direct to abattoir	Producer group	Livestock market
Sales of finished lambs:	%	%	%
	Producer group	Livestock market	Direct to another producer
Sales of store lambs:	%	%	%

6: Are there other routes to market you would like to use? If so, please specify in the box below.

7: The OCW Supply Chains project; Better Organic Business Links (BOBL) has a number of projects aimed at improving the organic market in Wales. If you would like to receive information or to be involved please indicate below:

	Interested	Not sure	Not interested	Not applicable
Lamb market development				

8: Please give details of any constraints and/or opportunities you face in developing your **organic sheep** enterprise:

SECTION 4 –MILK SALES

Have you produced any milk in the last 12 months?	Yes Please complete the questions below
	No Please go to section 5

1: How much milk have you sold between 1st Nov 2008 and 31st Oct 2009? Please split the total into the volume sold to **organically** and the volume sold **conventionally**.

	Total milk volume sold	Milk sold as organic	Milk was sold as conventional because:			
			Farm is in-conversion	Lack of organic market outlet	Vet product withdrawal periods	Other reason?
Volume of milk (litres)						
Average price (ppl)						

2: In addition to your milk sales above, approximately how many litres of **organic milk** do you use to feed calves (organic and non-organic) on the farm? (Please enter "0" if you do not keep any calves)

	Saleable milk	Waste milk
Milk fed to calves (litres per year)		

3: Please estimate how much of your **conc. feed for dairy production** is home produced and bought-in:

	Feed used in last year (tonnes)	Split of feed		Approximate cost of bought-in feed (£/t)	Feed availability in the next year? Scale 0-4*
		Home grown	Bought-in		
Cereal					
Protein					
Compound feed					

*0=Don't know/No views, 1 =Good, 2=Sufficient, 3=Difficult, 4=Poor

4: Is the current price paid for **organic milk** sufficiently high to continue producing organically? (Please tick one box only)

Definitely	Probably	Not Sure	Probably not	Definitely not

5: Please indicate how you rear the majority of your calves: (Please tick one box only)

Artificial teat fed (e.g. milk bar)	Bucket fed	Nurse cow single-suckled	Nurse cow multiple-suckled	Other

6: Please enter the number of **calves born** between 1st Nov 2008 and 31st Oct 2009 and estimate the number used for different purposes and the main breed of each category (e.g. 20 Holstein/Friesian females for breeding):

		Total number of calves born	Retained for breeding	Sold for breeding	Retained for meat production	Sold for meat production	Otherwise disposed of
Females	Number	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
	Main breeds		<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
Males	Number	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
	Main breeds		<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>

7: Where do you believe the problems exist within the supply chain for making better use of organic dairy calves, (if any)? (Please tick one box only)

None exist	Farmers	Buyers	Processors	Retailers	Consumers
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

8: What research would you like to see to enable better use of organic dairy calves?

9: The OCW Supply Chains project; Better Organic Business Links (BOBL) has a number of projects aimed at improving the organic market in Wales. If you would like to receive information or to be involved with the improved organic dairy calf utilisation project please indicate below:

	Interested	Not sure	Not interested	Not applicable
Dairy calf project	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

10: Please give details of any constraints and/or opportunities you face in developing your **organic dairy** enterprise:

SECTION 5 – ORGANIC EGG/PULLET SALES

Have you produced any eggs/pullets in the last 12 months?	Yes Please complete the questions below
	No Please go to section 6

- 1: Please enter the **total** number of dozen eggs sold between 1st Nov 2008 and 31st Oct 2009, and then split the sales between those sold **organically** and those sold **conventionally**. Please split these conventional sales by the reason they were sold non-organically e.g. farm was in-conversion:

	Total number of eggs sold	Eggs sold as organic	Eggs sold as conventional because:			
			Farm is in-conversion	Lack of organic market outlet	Vet product withdrawal periods	Other reason?
Number of eggs (dozen)						
Average price received - £/doz.						

- 2: Please estimate how much of your **concentrate feed** for **egg production** is home produced and bought-in:

	Feed used in last year (tonnes)	Split of feed		Approximate cost of bought-in feed (£/t)	Feed availability in the next year? Scale 0-4*
		Home grown	Bought-in		
Cereal					
Protein (conc.)					
Compound feed					

*0=Don't know/No views, 1 =Good, 2=Sufficient, 3=Difficult, 4=Poor

- 3: Is the current price paid for **organic eggs** sufficiently high to continue producing them organically? (Please tick one box only)

Definitely	Probably	Not Sure	Probably not	Definitely not

- 4: Please estimate how much of your **concentrate feed** for **pullet production** is home produced and bought-in:

	Feed used in last year (tonnes)	Split of feed		Approximate cost of bought-in feed (£/t)	Feed availability in the next year? Scale 0-4*
		Home grown	Bought-in		
Cereal					
Protein (conc.)					
Compound feed					

*0=Don't know/No views, 1 =Good, 2=Sufficient, 3=Difficult, 4=Poor

- 5: If you rear **organic pullets**, please indicate the breed, numbers and whether they were retained on farm or sold between 1st Nov 2008 and 31st Oct 2009:

Breed(s)	Number reared	Number retained	Number sold

- 6: If you purchase pullets, how many have you bought-in from 1st November 2008 to 31st October 2009?

	Number of pullets purchased	Average price per head (£)	Main breed(s) of pullets purchased	Availability of organic pullets? Use scale 0-4*
Organic pullets		£		
Conventional pullets		£		

*0=Don't know/No views, 1 =Good, 2=Sufficient, 3=Difficult, 4=Poor

- 7: We are working on a project to increase the availability of organic pullets. It would help us to know how many and of what breeds do you anticipate sourcing over the next three years?

Year	Total number	Approximate month pullets required	Breed
2010			
2011			
2012			

- 8: The OCW Supply Chains project; Better Organic Business Links (BOBL) has a number of projects aimed at improving the organic market in Wales. If you would like to receive information or to be involved with the organic pullet production project please indicate below:

	Interested	Not sure	Not interested	Not applicable
Organic pullet production				

- 9: Please give details of any constraints and/or opportunities you face in developing your **organic egg / pullet** enterprise:

Have you produced any pigs in the last 12 months?	Yes	Please complete the questions below
	No	Please go to section 7

1: Please enter the **total** number of finished and store pigs sold, and then split the sales between those sold **organically** and those sold **conventionally**. Please split these conventional sales by the reason they were sold non-organically e.g. high conventional price or stock were in-conversion.

	Finished pigs	Store pigs
Total number of pigs sold between 1 st Nov 2008 and 31 st Oct 2009		
Number sold as organic		
Average organic market price achieved	(£/kg DW)	(£/head)
Number sold as conventional		
Main reason not sold organically (please state)		

2: Please estimate how much of your **concentrate feed for pig production** is home produced and bought-in:

	Feed used in last year (tonnes)	Split of feed		Approximate cost of bought-in feed (£/t)	Feed availability in the next year? Scale 0-4*
		Home grown	Bought-in		
Cereal					
Protein (conc.)					
Compound feed					

*0=Don't know/No views, 1 =Good, 2=Sufficient, 3=Difficult, 4=Poor

3: Is the current price paid for **organic pigs** sufficiently high to continue producing them organically? (Please tick one box only)

Definitely	Probably	Not sure	Probably not	Definitely not

4: Please give details of any constraints and/or opportunities you face in developing your **organic pig** enterprise:

SECTION 7 –TABLE BIRD SALES

Have you produced any table birds in the last 12 months?	Yes Please complete the questions below
	No Please go to section 8

- 1: Please enter the **total** number of birds sold between 1st Nov 2008 and 31st Oct 2009, and then split the sales between those sold **organically** and those sold **conventionally**. Please split these conventional sales by the reason they were sold non-organically e.g. farm was in-conversion:

	Total number of birds sold	Birds sold as organic market	Birds sold as conventional because:			
			Farm is in-conversion	Lack of organic market outlet	Vet product withdrawal periods	Other reason?
Number of birds						
Average price received - £/kg						

- 2: Please estimate how much of your **concentrate feed** for **table bird production** is home produced and bought-in:

	Feed used in last year (tonnes)	Split of feed		Approximate cost of bought-in feed (£/t)	Feed availability in the next year? Scale 0-4*
		Home grown	Bought-in		
Cereal					
Protein (conc.)					
Compound feed					

*0=Don't know/No views, 1 =Good, 2=Sufficient, 3=Difficult, 4=Poor

- 3: Is the current price paid for organic table birds sufficiently high to continue producing them organically? (Please tick one box only)

Definitely	Probably	Not Sure	Probably not	Definitely not

- 4: How many day old chicks have you bought-in from 1st November 2008 to 31st October 2009?

	Number of chicks purchased	Average price per head (£)	Main breed(s) of chick purchased	Availability of organic chicks? Use scale 0-4*
Organic chicks		£		
Conventional chicks		£		

*0=Don't know/No views, 1 =Good, 2=Sufficient, 3=Difficult, 4=Poor

- 5: Please give details of any constraints and/or opportunities you face in developing your **organic table bird** enterprise:

4: If you have experienced difficulties selling **organic fruit and vegetables** in 2009 please indicate the main reason(s) below: (Please tick all appropriate boxes)

Lack of organic market	Logistical problems	Organic price too low	Other.....

5: Please indicate if you would like to receive information or to be involved in the horticulture supply chains project:

	Interested	Not sure	Not interested	Not applicable
Horticultural supply chains				

6: Please give details of any constraints and/or opportunities you face in developing your **organic horticulture** enterprise: (please continue on blank page if necessary)

SECTION 9 – ORGANIC GRAINS & PULSES

Have you harvested any cereals in the last 12 months? (Please include combined crops, but exclude wholecrop and crimped crops)	Yes Please complete the questions below
	No Please go to section 10

1: Please enter the area of **grains and pulses** grown on your farm between 1st November 2008 and 31st October 2009, estimating production, sales, average price and the main market route:

Main crops grown	Production		Sales		
	Area (please state unit)	Production (tonnes)	Volume sold (tonnes)	Average price (£/t)	Sales route (trader/farmer)
Wheat					
Barley					
Oats					
Triticale					
Other cereals					
Peas					
Beans					
Oilseeds					
Cereal/legume mix (grain)					
Seed crops.....					
Other.....					
Other.....					
Other.....					

2: Is the current price paid for **organic grains and pulses** sufficiently high to continue producing them organically? (Please tick one box only)

Definitely	Probably	Not Sure	Probably not	Definitely not

3: If you have experienced any technical difficulties growing **organic grains and pulses** in 2009 please indicate the main reason(s) below: (Please tick all appropriate boxes)

<input type="checkbox"/> Weed problems	<input type="checkbox"/> Seed/variety choice
<input type="checkbox"/> Disease problems	<input type="checkbox"/> Access to labour
<input type="checkbox"/> Adapting to changing climate/weather	<input type="checkbox"/> Access to machinery
<input type="checkbox"/> Other (please state in right hand box)	

4: If you have experienced difficulties selling **organic grains and pulses** in 2009 please indicate the main reason(s) below: (Please tick all appropriate boxes)

Lack of organic market	Logistical problems	Organic price too low	Other.....

5: Please give details of any constraints and/or opportunities you face in developing your **organic grains and pulses** enterprise: (please continue on blank page if necessary)

SECTION 10 - DIRECT SALES TO CONSUMERS

Have you sold any produce directly to consumers in the last 12 months?	<input type="checkbox"/> Yes Please complete the questions below
	<input type="checkbox"/> No Thank you for completing the survey.

1: Please tick **one** box to describe the **main content** of your direct sales:

<input type="checkbox"/> Meat	<input type="checkbox"/> Vegetables	<input type="checkbox"/> Fruit
<input type="checkbox"/> Eggs	<input type="checkbox"/> Dairy	<input type="checkbox"/> Mixed main content

2: Please indicate your approximate total annual sales, and indicate whether your sales have changed during this period. (1st November 2008 to 31st October 2009 or latest financial results):

	Retail sales in latest financial year (£)	% of total farm business turnover	Annual turnover change over last 12 months (Please tick one box)				
			Up by more than 10%	Up by less than 10%	No change	Down by less than 10%	Down by more than 10%
Direct to consumer sales	£	%					

3: Is the current price paid for **direct organic sales** sufficiently high to continue selling them organically? (Please tick one box only)

Definitely	Probably	Not Sure	Probably not	Definitely not

4: Please give details of any constraints and/or opportunities you face in developing your **organic direct sales to consumers** enterprise: