Who is Quality Certification Services?

- Quality Certification Services (QCS) is the Certification Program of Florida Organic Growers and Consumers, Inc. (FOG)
- QCS is one of the first certification programs accredited by the National Organic Program (NOP) of the USDA. We have offered organic certification since 1989.
Our Services

• Organic certification throughout the food production chain:
  – Agriculture and Livestock
  – Processing and Retail
  – Distribution
  – Agricultural Groups
The Beginning
The Present

- Involvement in Public Policy
- Ask congress to regulate organic
- Organic Industry growth
- Change of consumers’ concerns from Environment to Health/Justice
## Organic Growth since 2000

### U.S. Organic Food vs. Total Food Sales, Growth and Penetration, 2000-2010

<table>
<thead>
<tr>
<th>Category</th>
<th>2000</th>
<th>2001</th>
<th>2002</th>
<th>2003</th>
<th>2004</th>
<th>2005</th>
<th>2006</th>
<th>2007</th>
<th>2008</th>
<th>2009</th>
<th>2010</th>
</tr>
</thead>
<tbody>
<tr>
<td>Organic Food</td>
<td>6,100</td>
<td>7,360</td>
<td>8,635</td>
<td>10,381</td>
<td>12,002</td>
<td>14,223</td>
<td>17,221</td>
<td>20,410</td>
<td>23,607</td>
<td>24,803</td>
<td>26,708</td>
</tr>
<tr>
<td>Growth</td>
<td>21.0%</td>
<td>20.7%</td>
<td>17.3%</td>
<td>20.2%</td>
<td>15.6%</td>
<td>18.5%</td>
<td>21.1%</td>
<td>18.5%</td>
<td>15.7%</td>
<td>5.1%</td>
<td>7.7%</td>
</tr>
<tr>
<td>Total Food</td>
<td>498,380</td>
<td>521,830</td>
<td>530,612</td>
<td>535,406</td>
<td>544,141</td>
<td>566,791</td>
<td>598,136</td>
<td>628,219</td>
<td>659,012</td>
<td>669,556</td>
<td>673,324</td>
</tr>
<tr>
<td>Growth</td>
<td>5.0%</td>
<td>4.7%</td>
<td>1.7%</td>
<td>0.9%</td>
<td>1.6%</td>
<td>4.2%</td>
<td>5.5%</td>
<td>5.0%</td>
<td>4.9%</td>
<td>1.6%</td>
<td>0.6%</td>
</tr>
<tr>
<td>Organic as % Total</td>
<td>1.2%</td>
<td>1.4%</td>
<td>1.6%</td>
<td>1.9%</td>
<td>2.2%</td>
<td>2.5%</td>
<td>2.9%</td>
<td>3.2%</td>
<td>3.6%</td>
<td>3.7%</td>
<td>4.0%</td>
</tr>
</tbody>
</table>

78% of U.S. families are buying organic food, up from 73% in 2009.

Four in Ten families say they are buying more organic products than they were a year ago.

Healthier For Me And My Children

Number one motivator cited by parents for choosing organic for the third consecutive year.

Seventy Two Percent of parents are familiar with the USDA Organic seal, up from 65% in 2009.

Organic Trade Association U.S. Families’ Organic Attitudes & Beliefs 2011 Tracking Study
Organic Citrus Production | United States*

Estimated dollar value* $86.6 Million/Year
Estimated volume* 93,481 Tons/Year

Tangerines
$2.2 M
4,720 T

Grapefruit
$8.7 M
12,127 T

Lemons
$17.4 M
15,117 T

Oranges
$58.3 M
61,517 T

* Total U.S. estimates are considerably underreported due to NASS OPS not reporting Arizona or Texas data.

Estimates based on data provided by the USDA National Agricultural Statistic Service 2011 Organic Production Survey and Industry Data.
Actual dollar value exported was $21,245 Million in 2012.

- Grapefruit: $1.5 M
- Lemons: $6.1 M
- Oranges: $13.6 M

Data compiled from U.S. Harmonized System Export Codes.
Organic Citrus: Challenges remain

- High demand
- Same challenges as the rest of the industry
- Citrus Greening Management Solutions
- Organic Citrus Acreage in Florida
Who needs organic certification?

- **Grower:** Yes, except if the grower sells less than $5,000 per year.
- **Handler and Processor:** Yes, except for the $5,000 exemption. Another exemption: handle products with less than 70% organic ingredients.
- **Some brokers, distributors and Traders:** exempt., unless there is processing.
- **Retail Food establishments:** exempted unless there is processing.
- **Other vendors:** online and delivery sales.
What is Organic Certification?

• It is a process that allows verifying if a system complies with the USDA National Organic Standards.
• It creates market differentiations for your products.
• It gives added value to the product, as well as building consumer confidence in your products.

Currently there are 84 certifying agents accredited to the USDA to offer this service.
Certification Process

1. Submit application (Organic System Plan) to QCS
2. Initial Review of the application
3. Inspection
4. Final review
5. Certification decision (entire process approx. 60-90 days)
Key Requirements for Organic Certification

- Land Requirements
- Recordkeeping requirements
- The Organic System Plan
- Annual Re-certification

<table>
<thead>
<tr>
<th>Land Requirements</th>
</tr>
</thead>
</table>
| This form describes a farm or production location for organic crop and/or livestock production and allows for accompanying documentation to establish its eligibility for organic certification. Submit one copy of this Land Requirements form for each farm location (not for individual fields) that is non-adjacent to your other farmland or production locations, and/or has distinct land use history. Enter the date of last prohibited materials use or different prior land management, etc.
| This Land Requirements form describes all the land in my organic operation.
| Additional copies of this form are attached and describe other land within my operation. |

<table>
<thead>
<tr>
<th>2.1 Land Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>Farm Name or Number</td>
</tr>
<tr>
<td>Area (acres) to be certified organic:</td>
</tr>
<tr>
<td>Parcel Location</td>
</tr>
<tr>
<td>Field Numbers (ALL fields on this farm)</td>
</tr>
<tr>
<td>City / Town</td>
</tr>
<tr>
<td>State</td>
</tr>
<tr>
<td>County</td>
</tr>
<tr>
<td>Legal Description: Section / Township / Range or Assessor's Parcel Number</td>
</tr>
</tbody>
</table>

[Image of USDA ATTRA Organic System Plan Template for Crop and/or Livestock Production]
Key Organic Regulations

- Land boundaries
- Soil building
- Raw manure use
- Fertility inputs allowed
- Seeds
- Excluded Methods prohibited
- May use synthetic substances – he National List
- Livestock production use of hormones, antibiotics, drugs.
# Record Keeping

## Fertilizers / Pest Control

<table>
<thead>
<tr>
<th>Date</th>
<th>Material Applied / Brand or Source</th>
<th>Rate / Amount</th>
<th>Notes</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
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</tr>
</tbody>
</table>

## Organic Farm Documentation Forms

*Provided courtesy of NCAT’s ATTRA Project, 1-800-346-9140*

### Field Activity Log

A record of the practices and equipment you use for each field.

- **Farm Name or Unit:**
- **Field ID:**
- **Acres:**
- **Crop:**
- **Year:**

### Field Activities:

List date and activity, from pre-plant through post-harvest.

<table>
<thead>
<tr>
<th>Date</th>
<th>Activity</th>
<th>Date</th>
<th>Activity</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
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<td></td>
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<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
## Record Keeping

### Harvest Record for Organic Operations
A record of your organic crops harvest for the entire year.

<table>
<thead>
<tr>
<th>Harvest Date</th>
<th>Field I.D.</th>
<th>Organic Crop</th>
<th>Quantity/Quality</th>
<th>Where Stored or Sold</th>
</tr>
</thead>
</table>

### Sales Record

<table>
<thead>
<tr>
<th>Date of Sale</th>
<th>Crop Sold</th>
<th>Storage Unit I.D.</th>
<th>Lot #</th>
<th>Sold as Organic or Conv.</th>
<th>Buyer</th>
<th>Quantity Sold</th>
<th>Price per Unit</th>
<th>Total Price</th>
<th>Balance of Crop Remaining</th>
</tr>
</thead>
</table>

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**LOT NO.104**
Reg No. DK04 JGG
About the Inspection

The Role of an inspector:
Just a neutral observer
Will not take any certification decision
Not a consultant

The inspector will:
Introduce him/herself
Explain the different things he/she will cover
Walk with you around your farm
Write the Exit interview with a summary of the findings
Take any samples needed
Other Requirements for Handler and Processor

- Product Flow and Traceability
- Pest Management Plan
- Follow labeling guidelines
- Split Operations
Key Questions on Organic certification

- Are these practices allowed?
  - In-vitro Propagation
  - Genetically Modified Organisms
  - Ionizing Radiation
  - Sewage sludge
- If they are not allowed, what happens if there is any use?
- Is there periodic testing for GMOs?
- Are organic products free of GMO ingredients? Is there a tolerance level?
Key Questions on Organic certification

- Is there any other residue testing requirements?
  - Prohibited pesticides
  - Arsenic or other contaminant metals
  - Synthetic hormones
  - Antibiotics
- Is there any tolerance levels?
Resources:
Rodale Institute http://rodaleinstitute.org/
Organic Trade Association http://www.ota.com/index.html
ATTRA https://attra.ncat.org/
eOrganic by Extension http://www.extension.org/organic_production
University of Florida EDIS publications http://edis.ifas.ufl.edu/
Sustainable Agriculture and Research Education (SARE) Publications http://www.sare.org/Learning-Center
The Organic Center http://organic-center.org/
Organic Farming Research Foundation http://www.ofrf.org/
National Organic Program (NOP) – USDA http://www.ams.usda.gov/AM Sv1.0/nop
Organic Materials Review Institute http://www.omri.org/
National Sustainable Agriculture Coalition http://sustainableagriculture.net/
Contact

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qcs@qcsinfo.org