Welcome!

• Thank you for joining us!
• Webinar #2 Recording: http://video.ca.uky.edu/videos/video/1221/
• If you have questions throughout the presentation, please type them into the “Chat” box in the lower right corner of your screen. We will reply via the chat box, or try to address your questions at the end of the presentation.
Organic Certification 101 & High Tunnels

Adam Watson
Kentucky Department of Agriculture
What is Organic?

Organic is a labeling term.
What is Organic Certification?

Governed by regulations

CFR 7 Section 205

Often called “The Rule”
What is Organic Certification?

A third party certification program that allows qualifying producers to label agricultural goods as organic.

• Under the control of the United States Department of Agriculture National Organic Program
Common Misconceptions

1. Organic is not “all natural”
2. Not all natural substances are allowed for use

§ 205.601 Synthetic substances allowed for use in organic crop production.
§ 205.602 Nonsynthetic substances prohibited for use in organic crop production.
§ 205.603 Synthetic substances allowed for use in organic livestock production.
§ 205.604 Nonsynthetic substances prohibited for use in organic livestock production.
Who Has to be Certified

Any producer/manufacturer who wants to market product as organic, and who sells more than $5,000 (gross) of “organic” product.

• Less than $5,000 exempt from certification, but must follow all regulations AND register with KDA as required by KRS. Limited marketing options.
What can be certified?

4 Scopes (categories):

Crop: plants \{food, fiber, livestock feed, aesthetics\}, physical ground

Livestock*: animals and their products \{food, fiber\}

*Also requires Crop
What can be certified?

Processed Products: agriculture products that have been handled or processed; ranges from diced fruit to cosmetics

Wild Crops: plants growing in the wild, not cultivated
Basic Requirements for Certification

Any land used for production of organic products must have been free from prohibited substances for a 36 month transition period.
Approved Methods
These methods integrate cultural, biological, and mechanical practices that foster cycling of resources, promote ecological balance, and conserve biodiversity.

Synthetic fertilizers or pesticides, sewage sludge, irradiation, and genetic engineering (GMO) may not be used.

NO TREATED LUMBER
Record Retention

All records relating to organic certification must be maintained for 5 years.
Crop Production Practices

• Must be adhere to all the regulations.
• No synthetics in the production (generally)
• Seed, bulbs, tubers, perennial plants must be certified organic unless commercially unavailable. If commercially unavailable, untreated conventional acceptable.
• **Seedlings must always be certified organic!**
Crop Production Practices

Inputs {fertilizers, pesticides, etc.} must adhere to NOP regulations.

• OMRI-Organic Materials Review Institute
• Washington State Dept. of Agriculture
• Pennsylvania Certified Organic (PCO)
• KDA evaluates materials on request
Annual Certification Process

1. Complete application, send it with supporting materials and applicable fee to certifier.

2. Application reviewed for completeness, may request additional materials. If everything is ok, assigned to an inspector.
Annual Certification Process

3. Inspector will contact you, arranges a time for inspection.

**BIG TIP** for a good inspection, have your records organized!

What records?

Receipts, seed tags, field activity, input use, sales records {quantity much more important than $}. 
Annual Certification Process

4. Inspectors arrives conducts the inspection, writes a summary of findings and discusses the finding with you.

Inspector does not make the decision on certification!

Submits the findings to a final reviewer; final reviewer makes decision to certify, or noncompliance.
Noncompliances

A **Notice of Noncompliance** is the result of something contrary to the regulations. They are generally correctible, you have a specified period of time to fix the issue, or rebut.

Common issues are lack of records, use of nonorganic seed without establishing lack of commercial availability, failing to submit application by deadline.
Annual Certification Process

If no noncompliances, or all noncompliances resolved, you will be issued an organic certificate.
KENTUCKY DEPARTMENT OF AGRICULTURE
USDA NOP CERTIFICATION ACKNOWLEDGEMENT

This is to certify that:
NAME
Entity
Address
City state zip

Is Certified Organic under the

The Kentucky Department of Agriculture has certified the
following scopes and products.

Scope:
Products:

Once certified, a production or handling operation's organic certification
continues in effect until surrendered, suspended or revoked.

Certificate #:
Effective Date of Certification:
Issue Date:

James Comer
Commissioner of Agriculture

Kentucky Department of Agriculture

KENTUCKY DEPARTMENT OF AGRICULTURE ORGANIC PROGRAM
100 FAIR, OAKS LANE, 5TH FLOOR
FRANKFORT, KY 40601
(502) 564-4983, FAX (502) 564-0303
Why is it important to use reviewed materials only?

Many potentially allowed substances can have a prohibited ingredient added or be from a disallowed source.

For example: Gypsum from mined source is allowed.

Gypsum from recycled wall board is not allowed!

Mined gypsum with a prohibited dust suppressant not allowed!
Specific Considerations to High Tunnels

Construction: Pressure treated woods cannot touch the ground or plants.

Substitute metal or engineered polymer products.
Specific Considerations to High Tunnels

Transplants: Either Purchased form a certified organic greenhouse or self produced.

If self produced pay very close attention to inputs such as growth media(potting soil).
Specific Considerations to High Tunnels

**Seeds:** Certified organic first, May substitute untreated non-certified seed if certified organic is unavailable.

“Untreated” means no pesticide, prohibited coating, or prohibited inoculant.
Specific Considerations to High Tunnels

**Input products:** Confirm the acceptability of input products. Never become complacent and take the word of the farm supply store or salesman. An honest mistake is still under a penalty.
Some Resources kyagr.com
Organic Marketing

The Kentucky Department of Agriculture is accredited by the United States Department of Agriculture National Organic Program as a Certifying Agent for the scopes of Crops, Wild Crops, Livestock, and Handling Operations.

KDA currently certifies only entities located within the state of Kentucky.

2013 Applications Available! MAY 15th renewal deadline.

Click "Organic" under forms to the right.

Regulations and Resources:
- USDA organic regulations: 7 CFR Section 205 includes all USDA organic standards, including prohibited practices, requirements, and the National List of Allowed and Prohibited Materials.
- National Organic Program Handbook: This compilation of guidance documents, policy memos, and instructions is intended to clarify policies and assist those who own, manage, or certify organic operations with complying with NOP regulations.
- ATTRA: Guide to Organic Crop Production
- ATTRA: Guide to Organic Livestock Production
- ATTRA: Guide to Organic Processing
- ATTRA: Guide to Organic Certification
- USDA NOP Certified Operations:
  - USDA NOP: What is Organic Certification
  - USDA NOP: Do I Need To Be Certified Organic?
High Tunnel Economics & Marketing

Dr. Tim Woods – University of Kentucky
Extension Agricultural Economist
Starting with the markets

• High tunnels provide a supplemental production system to pursue season extension advantages for –
  – Early and late farm market crops
  – Early and late on-farm retailing
  – Extending CSAs
  – Direct to restaurant and direct to grocery
  – Accessing farm to school markets
  – Auction market windows
  – Limited wholesale
Direct Market Benefits for High Tunnels

- Early market tomatoes $2.50-$3.50/lb
- July tomatoes $1.25-$2.25/lb
- HT tomatoes appearing in KY markets May 1
- Greens, peppers, beans, cucumbers all have strong early markets
- New early market revenue/expanded market season
- Earlier diversification of products
Local Demand Spreads Across Market Channels

- Community farm markets
- On-farm retail
- Community Supported Ag (subscription)
- Home delivery
- Restaurants
- Grocery
- Farm to school
- Farm to college
## Kentucky Produce Marketing Channels: Farms Selling More Than 10% into One Channel (2009 and 2012)

<table>
<thead>
<tr>
<th>---Markets---</th>
<th>2009</th>
<th>2012</th>
<th>2014 sales</th>
</tr>
</thead>
<tbody>
<tr>
<td>Farmers’ markets</td>
<td>52%</td>
<td>41%</td>
<td>+</td>
</tr>
<tr>
<td>On-farm markets</td>
<td>41%</td>
<td>41%</td>
<td>+</td>
</tr>
<tr>
<td>Cooperatives/Assoc</td>
<td>2%</td>
<td>3%</td>
<td></td>
</tr>
<tr>
<td>Non co-op wholesale</td>
<td>15%</td>
<td>14%</td>
<td>+</td>
</tr>
<tr>
<td>Direct to restaurant</td>
<td>8%</td>
<td>7%</td>
<td>++</td>
</tr>
<tr>
<td>Auction</td>
<td>19%</td>
<td>17%</td>
<td>++</td>
</tr>
<tr>
<td>CSA</td>
<td>4%</td>
<td>3%</td>
<td>+</td>
</tr>
<tr>
<td>Direct to retail</td>
<td>16%</td>
<td></td>
<td>+</td>
</tr>
<tr>
<td>Farm-to-school</td>
<td>1%</td>
<td></td>
<td>++</td>
</tr>
</tbody>
</table>

Where will we see the growth?

- On Farm Market (147): 33% Increase Some, 12% Increase Substantially
- Auctions (77): 33% Increase Some, 17% Increase Substantially
- Farmers Market (146): 36% Increase Some, 14% Increase Substantially
- Wholesale (65): 39% Increase Some, 9% Increase Substantially
- Direct to Retail (70): 43% Increase Some, 13% Increase Substantially
- Direct to Restaurant (55): 44% Increase Some, 29% Increase Substantially
- Farm to School (15): 47% Increase Some, 13% Increase Substantially
- CSA (15): 53% Increase Some, 27% Increase Substantially
- Cooperative (13): 62% Increase Some

Percentage of Total Response
Number of U.S. farmers markets up dramatically since mid-1990s

- From 1,755 in 1994 to 8,268 by 2014
- More than 5,000 new farmers markets since 2000, an increase of 175%
- 2,500+ vendors in KY

Source: USDA-AMS 2014; USDA AMS Marketing Services Division
Farmers market information is voluntary and self-reported to USDA-AMS
Kentucky Farm Markets

**Advantages**
- Higher value markets
- Small scale
- Lower packaging cost
- Control over production and marketing
- Good marketing support – EBT, sampling, value-added

**Disadvantages**
- Markets easily flooded
- Limited growth opportunities
- Variable demand
- Urban vs rural markets
- Labor and management intensive
Kentucky Farmers Market Report

These reports require that you have Adobe Reader installed on your computer. Download a free copy of Adobe Reader.

Meal, Poultry, and Eggs (July 2014)

Prices from Kentucky farmers markets
November 17 through November 23, 2014
November 10 through November 16, 2014
November 3 through November 9, 2014
October 27 through November 2, 2014
October 20 through October 26, 2014
October 13 through October 19, 2014
October 6 through October 12, 2014
September 29 through October 5, 2014
September 22 through September 28, 2014
September 15 through September 21, 2014
September 8 through September 14, 2014
September 1 through September 7, 2014
August 25 through August 31, 2014
August 18 through August 24, 2014
August 11 through August 17, 2014
August 4 through August 10, 2014
July 28 through August 3, 2014

Archived Farmers Market Sampling Webinar available

A recording of our Best Practices for Sampling at Kentucky Farmers Markets webinar is now available. Accompanying publications include:
Best Practices for Sampling at Farmers Markets (AEC-2012-19)
Webinar Slides
Sampling Checklist
Farmers Market Vendor FAQ
2014 KDA Sampling Packet

Click here to hear a Kentucky Farm Bureau podcast about sampling at farmers markets.

Video Shows Benefits of Farmers Market Sampling

Picky eaters broaden their food horizons at the Lexington Farmers Market. Click here to see taste testers react to a variety of products.

Illinois Farmers Market Report
Tennessee Farmers Market Report

Kentucky Farmers Market Association Technology and Food Safety Project
KY Proud Produce Availability Guide

2013 Kentucky Farmers Market Report

For more information, contact:
Tim Woods
University of Kentucky
## Kentucky Farmers Market Report
**August 4 to August 10, 2014**

<table>
<thead>
<tr>
<th>County</th>
<th>Tomatoes &amp; Tomatillos</th>
<th>Cut flowers</th>
<th>Honey, Jams, Sorghum, etc.</th>
<th>Baked goods</th>
</tr>
</thead>
<tbody>
<tr>
<td>Barren</td>
<td>tomatoes</td>
<td></td>
<td>strained honey:</td>
<td></td>
</tr>
<tr>
<td></td>
<td>$1.25 per lb</td>
<td></td>
<td>$6.75 per pint</td>
<td></td>
</tr>
<tr>
<td>Boone</td>
<td>tomatoes</td>
<td></td>
<td>dried bouquets:</td>
<td></td>
</tr>
<tr>
<td></td>
<td>$5 per quart</td>
<td></td>
<td>$10 to $12 each</td>
<td></td>
</tr>
<tr>
<td></td>
<td>tomatillos:</td>
<td></td>
<td>honey:</td>
<td></td>
</tr>
<tr>
<td></td>
<td>$2.50 per pint</td>
<td></td>
<td>$6 (12 oz)</td>
<td></td>
</tr>
<tr>
<td>Daviess</td>
<td>tomatoes</td>
<td></td>
<td>sorghum:</td>
<td></td>
</tr>
<tr>
<td></td>
<td>$2 to $3 per lb</td>
<td></td>
<td>$9.95 per lb</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>honey:</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>$9.95 per lb</td>
<td></td>
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<td></td>
<td></td>
<td></td>
<td>jelly:</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>$6 per pint</td>
<td></td>
</tr>
<tr>
<td>Fayette</td>
<td>green, ripe, heirloom:</td>
<td></td>
<td>sunflowers:</td>
<td></td>
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<tr>
<td></td>
<td>$2 to $2.50 per lb</td>
<td></td>
<td>$0.75 per stem</td>
<td></td>
</tr>
<tr>
<td></td>
<td>seconds: $0.75 to $1/lb</td>
<td></td>
<td>bouquets:</td>
<td></td>
</tr>
<tr>
<td></td>
<td>cherry tomatoes:</td>
<td></td>
<td>$5 (10 - 12 stems)</td>
<td></td>
</tr>
<tr>
<td>Fayette</td>
<td>tomatoes</td>
<td></td>
<td>cherry tomatoes:</td>
<td></td>
</tr>
<tr>
<td></td>
<td>$2.03 per lb</td>
<td></td>
<td>$10.50 (2 lb bear)</td>
<td></td>
</tr>
<tr>
<td></td>
<td>cherry tomatoes:</td>
<td></td>
<td>$16.50 (3 lb jar)</td>
<td></td>
</tr>
<tr>
<td></td>
<td>$3 per pint</td>
<td></td>
<td>$7.25 (12 oz)</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>$4 (8 oz)</td>
<td></td>
</tr>
<tr>
<td>Henderson</td>
<td>tomatoes</td>
<td></td>
<td>cherry tomatoes:</td>
<td></td>
</tr>
<tr>
<td></td>
<td>$2 per lb</td>
<td></td>
<td>$18 (48 oz), $12 (32 oz)</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>preserves, jams, pickles,</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>sausages: $6 per pint</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>free range eggs: $3dz</td>
<td></td>
</tr>
</tbody>
</table>

### Contact Information:
- Tim Woods
- University of Kentucky
- Department of Agricultural Economics
- 659-257-7270
- tawoods@uky.edu

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**UKAg Economics**
High Tunnels & Other Market Channels

- CSAs
- Farm to school
- Direct to restaurant

- Supplement field production with high tunnel production
- Good season extension options
- Volume buyers looking for bulk buying and lower prices
Manager Response to: Potential changes to your CSA production since it began

<table>
<thead>
<tr>
<th>CSA Production Function</th>
<th>Decreased a lot</th>
<th>Decreased some</th>
<th>About the same</th>
<th>Increased some</th>
<th>Increased a lot</th>
<th>N</th>
</tr>
</thead>
<tbody>
<tr>
<td>Scale and variety of products offered</td>
<td>1.6%</td>
<td>5.0%</td>
<td>21.2%</td>
<td>43.8%</td>
<td>28.4%</td>
<td>443</td>
</tr>
<tr>
<td>Processed products offered</td>
<td>0.9%</td>
<td>3.7%</td>
<td>35.3%</td>
<td>47.0%</td>
<td>13.0%</td>
<td>215</td>
</tr>
<tr>
<td>Season extension technologies</td>
<td>0.5%</td>
<td>0.8%</td>
<td>25.4%</td>
<td>46.6%</td>
<td>26.7%</td>
<td>382</td>
</tr>
<tr>
<td>Product sourcing from other producers</td>
<td>4.5%</td>
<td>4.5%</td>
<td>33.2%</td>
<td>43.9%</td>
<td>13.9%</td>
<td>223</td>
</tr>
<tr>
<td>On-farm shareholder activities</td>
<td>3.0%</td>
<td>9.9%</td>
<td>46.2%</td>
<td>32.7%</td>
<td>8.3%</td>
<td>303</td>
</tr>
<tr>
<td>Share packing on the farm</td>
<td>4.7%</td>
<td>3.3%</td>
<td>63.8%</td>
<td>16.3%</td>
<td>12.0%</td>
<td>276</td>
</tr>
</tbody>
</table>

Manager Response to: Potential changes to your CSA production since it began

<table>
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<th>Decreased some</th>
<th>About the same</th>
<th>Increased some</th>
<th>Increased a lot</th>
<th>N</th>
</tr>
</thead>
<tbody>
<tr>
<td>Scale and variety of products offered</td>
<td>7</td>
<td>22</td>
<td>94</td>
<td>194</td>
<td>126</td>
<td>443</td>
</tr>
<tr>
<td></td>
<td>1.6%</td>
<td>5.0%</td>
<td>21.2%</td>
<td>43.8%</td>
<td>28.4%</td>
<td></td>
</tr>
<tr>
<td>Processed products offered</td>
<td>2</td>
<td>8</td>
<td>76</td>
<td>101</td>
<td>28</td>
<td>215</td>
</tr>
<tr>
<td></td>
<td>0.9%</td>
<td>3.7%</td>
<td>35.3%</td>
<td>47.0%</td>
<td>13.0%</td>
<td></td>
</tr>
<tr>
<td>Season extension technologies</td>
<td>2</td>
<td>3</td>
<td>97</td>
<td>178</td>
<td>102</td>
<td>382</td>
</tr>
<tr>
<td></td>
<td>0.5%</td>
<td>0.8%</td>
<td>25.4%</td>
<td>46.6%</td>
<td>26.7%</td>
<td></td>
</tr>
<tr>
<td>Product sourcing from other producers</td>
<td>10</td>
<td>10</td>
<td>74</td>
<td>98</td>
<td>31</td>
<td>223</td>
</tr>
<tr>
<td></td>
<td>4.5%</td>
<td>4.5%</td>
<td>33.2%</td>
<td>43.9%</td>
<td>13.9%</td>
<td></td>
</tr>
<tr>
<td>On-farm shareholder activities</td>
<td>9</td>
<td>30</td>
<td>140</td>
<td>99</td>
<td>25</td>
<td>303</td>
</tr>
<tr>
<td></td>
<td>3.0%</td>
<td>9.9%</td>
<td>46.2%</td>
<td>32.7%</td>
<td>8.3%</td>
<td></td>
</tr>
<tr>
<td>Share packing on the farm</td>
<td>13</td>
<td>9</td>
<td>176</td>
<td>45</td>
<td>33</td>
<td>276</td>
</tr>
<tr>
<td></td>
<td>4.7%</td>
<td>3.3%</td>
<td>63.8%</td>
<td>16.3%</td>
<td>12.0%</td>
<td></td>
</tr>
</tbody>
</table>

Taking the CSA Beyond the Traditional Shareholder Base with Season Extension

Ginger Turner
CSA Manager for Farmer Daves
(Dave Demaresq)
Direct Marketing Resources

• KY Department of Ag – Sharon Spencer

• KY Farm Bureau Certified Roadside Market – Fran McCall

• KY MarketMaker
  – www.marketmakerky.com

• CSA planning
  – http://www.uky.edu/Ag/CCD/csareport.pdf
Post-harvest handling still essential management factor for high tunnels

• Want it sold?

    Keep it COLD!
Packaging
Fit for Wholesale Markets?

• Some possible market windows for local auctions
• Direct store delivery to smaller volume markets
• Auctions, wholesalers, & grocers looking for lower prices still
• More competition and more difficult to differentiate
• Need to estimate your break-even prices
Center for Crop Diversification

2013 produce auction schedules

Bath County schedule
Capsicune schedule
Casey County schedule
Fairview schedule
Hart County schedule
Lincoln County schedule

2012 Auction Report
For more information, contact:
Tim Woods
Department of Agricultural Economics
400 CE Barnhart Bldg
Lexington, KY 40546-0276
859-257-7270
tawoods@uky.edu

Produce Auction Report

These reports require that you have Adobe Reader installed on your computer. Download a free copy of Adobe Reader.

Prices from the Casey County Produce Auction

- September 16, 2013
- September 13, 2013
- September 11, 2013
- September 9, 2013
- September 6, 2013
- September 4, 2013
- September 2, 2013
- August 30, 2013
- August 28, 2013
- August 26, 2013
- August 23, 2013
- August 21, 2013
- August 19, 2013
- August 16, 2013
- August 14, 2013
- August 12, 2013
- August 9, 2013
- August 7, 2013
KY Produce Auction Report
Casey County Produce Auction

Wednesday, September 11, 2013

<table>
<thead>
<tr>
<th>Description</th>
<th>Unit</th>
<th>Quantity</th>
<th>High</th>
<th>Low</th>
<th>Average</th>
</tr>
</thead>
<tbody>
<tr>
<td>Apples</td>
<td>.5 Bu</td>
<td>25</td>
<td>$18.00</td>
<td>$7.00</td>
<td>$11.80</td>
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<tr>
<td>Bell Peppers</td>
<td>1 Bu</td>
<td>32</td>
<td>$14.00</td>
<td>$2.00</td>
<td>$5.00</td>
</tr>
<tr>
<td>Bell Peppers - Mixed</td>
<td>Peck</td>
<td>29</td>
<td>$9.00</td>
<td>$3.00</td>
<td>$2.10</td>
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<tr>
<td>Cantaloupe</td>
<td>Each</td>
<td>153</td>
<td>$1.60</td>
<td>$0.25</td>
<td>$1.00</td>
</tr>
<tr>
<td>Cucumbers</td>
<td>.5 Bu</td>
<td>10</td>
<td>$22.00</td>
<td>$17.00</td>
<td>$18.75</td>
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<tr>
<td>Cushaw</td>
<td>Each</td>
<td>77</td>
<td>$7.00</td>
<td>$1.10</td>
<td>$3.25</td>
</tr>
<tr>
<td>Gourds</td>
<td>Peck</td>
<td>6</td>
<td>$6.00</td>
<td>$6.00</td>
<td>$6.00</td>
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<tr>
<td>Green Beans</td>
<td>.5 Bu</td>
<td>4</td>
<td>$17.50</td>
<td>$17.00</td>
<td>$17.13</td>
</tr>
<tr>
<td>Green Beans</td>
<td>1 Bu</td>
<td>10</td>
<td>$15.00</td>
<td>$15.00</td>
<td>$15.00</td>
</tr>
<tr>
<td>Half Runner Beans</td>
<td>.5 Bu</td>
<td>9</td>
<td>$17.00</td>
<td>$16.00</td>
<td>$16.67</td>
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#1 Tomatoes/20# box
Fairview Produce Auction 2013-14

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Estimated HT cost per $20# box f.o.b. farm: $18.80
Field cost per 20# box f.o.b. farm: $15.75, NCSU Budgets
Protected Ag Expanding to Imports - Tomato Imports Impacting U.S. Markets
Fresh Market Tomatoes: U.S. vs Imports

Source: USDA ERS

Million lbs

U.S.
Imports
Acres of field tomatoes

Source: USDA-ERS
Acres of field tomatoes

**Tomato supplies from protected culture technology in the United States, 1999-2012**

- **US shipments**
- **Canadian imports**
- **Mexican imports**

*All data for 2012 is preliminary and includes January-November only. 2012 US shipments data reflect an adjustment in the data series and thus cannot be directly compared to previous years. Sources: U.S. Department of Commerce (Canadian and Mexican imports) and USDA, Agricultural Marketing Service (U.S. shipments)*

Source: USDA-ERS
Final Thoughts

• Choose your system based on your market opportunities
• Be realistic about your projected prices
• Calculate your total and breakeven costs
• Direct high tunnel production to markets willing to pay a premium for quality and timing - higher cost/higher price markets

• Dr. Tim Woods, tim.woods@uky.edu
• 859-257-7270
Questions?

• Please let us know what questions you have! Simply type them into the “Chat” box, and we’ll get back to you as soon as we can! Thank you!

• Do you have a specific question for our presenters? Contact them directly:
  – Adam Watson, adam.watson@ky.gov, 502-782-4133
  – Dr. Tim Woods, tim.woods@uky.edu, 859-257-7270
Follow-up Survey

• Please help us create better resources and programs in the future.

https://uky.az1.qualtrics.com/SE/?SID=SV_0oyiR5xnnWWfsjj