



# OUR MISSION

Our mission to make our food system and agriculture biologically sound and socially equitable requires us to find practical ways to tackle big challenges.

Today, we look for opportunities to bring everyone to the table – farmers, processors, government agencies, nonprofits, businesses and consumers – to find the best solutions to meet challenges head on.



# **PUBLIC-PRIVATE PARTNERSHIP**

**Beginning  
Farmer &  
Rancher  
Education**

**Farm  
Profitability  
& Viability**

**Applied  
Organic  
Research,  
Education  
Extension**

**Organic  
Needs  
Assessment**

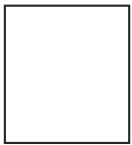


**Oregon State University  
Center for Small Farms &  
Community Food Systems**



# NEEDS ASSESSMENT REPORT

National  
Survey



Self-identified  
As Transitional



615 farmers





# FARMER CATEGORIES



**100% CERTIFIED**



**TRANSITIONING**



**SPLIT**



**NOT PURSUING**





# OBSTACLES RANKED



	Full Sample	100% Certified	Transitioning	Split	Not Pursuing
<b>Farm Level</b>					
Weed management					
Pest or disease control					
Learning process					
Managing soil fertility					
Reduced yields					
Planning crop rotations					
<b>Local &amp; Regional Infrastructure</b>					
Cost of organic inputs					
Availability of organic inputs					
Availability of labor					
Cost of labor					
Access to technical expertise					
Availability of organic processing facilities					
<b>Marketplace</b>					
Obtaining organic price premiums					
Obtaining adequate prices during transition					
Obtaining organic price information					
Finding buyers for organic products					
<b>Administrative/Policy</b>					
Cost of organic certification					
Recordkeeping requirements of organic certification					
<b>Totals</b>					





# OBSTACLES RANKED



	Full Sample	100% Certified	Transitioning	Split	Not Pursuing
<b>Farm Level</b>					
Weed management	X	X	X	X	X
Pest or disease control		X		X	X
Learning process	X	X	X	X	X
Managing soil fertility	X	X	X	X	X
Reduced yields				X	
Planning crop rotations					
<b>Local &amp; Regional Infrastructure</b>					
Cost of organic inputs	X	X	X	X	X
Availability of organic inputs	X	X		X	X
Availability of labor		X			
Cost of labor				X	X
Access to technical expertise				X	
Availability of organic processing facilities					X
<b>Marketplace</b>					
Obtaining organic price premiums	X		X	X	X
Obtaining adequate prices during transition			X		
Obtaining organic price information	X		X	X	
Finding buyers for organic products					
<b>Administrative/Policy</b>					
Cost of organic certification	X	X	X	X	X
Recordkeeping requirements of organic certification	X	X	X	X	X
<b>Totals</b>	<b>9</b>	<b>9</b>	<b>9</b>	<b>13</b>	<b>11</b>
Orange = Major; Yellow = Minor; Grey = No Clear Trend; Green = Not an Obstacle.					





# OBSTACLES RANKED



	Full Sample	100% Certified	Transitioning	Split	Not Pursuing
<b>Farm Level</b>					
Weed management	X	X	X	X	X
Pest or disease control		X		X	X
Learning process	X	X	X	X	X
Managing soil fertility	X	X	X	X	X
Reduced yields				X	
Planning crop rotations					
<b>Local &amp; Regional Infrastructure</b>					
Cost of organic inputs	X	X	X	X	X
Availability of organic inputs	X	X		X	X
Availability of labor		X			
Cost of labor				X	X
Access to technical expertise				X	
Availability of organic processing facilities					X
<b>Marketplace</b>					
Obtaining organic price premiums	X		X	X	X
Obtaining adequate prices during transition			X		
Obtaining organic price information	X		X	X	
Finding buyers for organic products					
<b>Administrative/Policy</b>					
Cost of organic certification	X	X	X	X	X
Recordkeeping requirements of organic certification	X	X	X	X	X
<b>Totals</b>	<b>9</b>	<b>9</b>	<b>9</b>	<b>13</b>	<b>11</b>
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# RESOURCES RANKED



Resource	100% Certified	Trans.	Split	Not Pursuing
Information on organic pest, disease, and weed management	1	1	1	1
Information on soil health management for organic farms	2	2	3	2
Information on effective organic crop rotations	3	7	5	5
Information on organic markets	4	3	2	3
Information on organic crop varieties	5	8	6	6
Market development for organic products	6	4	4	4
Organic and/or transition crop enterprise budget templates	7	9	10	9
Financial planning tools for transitioning to organic	8	5	8	8
Advance contracts from buyers during transition	9	10	7	7
Certified transition label	10	6	9	10





A photograph of a family of four (a man, a woman, and two children) standing in a field at sunset. The sun is low on the horizon, creating a warm, golden glow. The family is smiling and looking towards each other.

# RECOMMENDATIONS

1

**TECHNICAL ASSISTANCE**  
BRIDGES GAP BETWEEN  
OBSTACLES & OPPORTUNITIES

2

**FINANCIAL INCENTIVES**  
RECOGNIZES BENEFITS TO  
PEOPLE + PLANET

3

**MARKET DATA**  
IDENTIFIES ECONOMIC  
VALUE + OPPORTUNITIES

QUESTIONS?

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