



2015 Iowa Commercial Horticulture Survey Results

By Arlene Enderton, Corry Bregendahl, Dave Swenson, and Leigh Adcock Production by Alice Topaloff and Alexa Wahl January 2017





IOWA STATE UNIVERSITY Extension and Outreach











Some survey findings...

- Majority of Iowa's hort farmers have been hort farming ten years or less
 - These farmers are farming less acres: the average farm size has decreased from 13 in 2000 to 8 in 2015
 - Top five crops: tomatoes, pumpkins, cucs, green beans, winter squash (in 2000: sweet corn was tops, then tomatoes, green beans, cucs, sweet peppers
- On average, Iowa producers use two markets to sell products. Half sell exclusively through direct-to-consumer markets.



Survey findings, cont'd

- The top four markets by dollar value of sales were wholesale-type markets including brokers and wholesalers, contract processors and buyers, retail stores, and produce auctions
 - Beginning hort producers are more likely to sell exclusively through wholesale markets
 - Most high tunnel produce is sold at produce auctions
 - Most grapes and Aronia berries are sold to contract processors



Survey findings, cont'd

- Hort sales doubled from 2010 to 2015: \$30 million in direct sales was reported and \$20 million in value-added commerce for a total of nearly \$50 million in economic activity
- These results can be used to estimate total Iowa sales of \$48 million and \$32 in value-added commerce for nearly \$80 million in economic activity
- While sales are increasing, producers are deriving less gross family income from hort production: 14 percent of respondents in 1989 reported 71% or more of family income from horticulture while only 4% did in 2015

2015 Iowa Commercial Horticulture Survey

- Final publication should come out at end of February
- The survey steering committee wants to extend a big "Thank you!" to the Iowa Farmers Market Association
- The survey will help industry groups like IFMA, Practical Farmers of Iowa, Iowa Fruit and Vegetable Growers, etc,; policymakers; legislators; growers, staff at IDALS, etc. make informed decisions down the road



January, 2017

Dear Iowa Farmers Market Association Members,

The IFMA board is pleased to announce that the Iowa Farm Bureau has created a new insurance policy specifically designed for Iowa's farmers markets.

A few months ago the board approached the Farm Bureau to create such a policy, and Farm Bureau released the attached information to the board in late January. Prior to this, Farm Bureau did not have an insurance policy tailored to the needs of Iowa's farmers markets: we hope this information and offer provides you with one more option as you consider your market's insurance needs.

Sincerely,

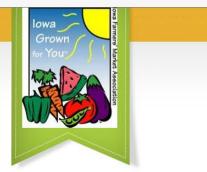
Donna Brahms

Donna Brahms, President Iowa Farmers Market Association

http://www.iafarmersmarkets.org/home.html

https://www.facebook.com/IowaFarmersMarketAssociation/

MSN News 🕖 Khan Academy 🛯 Wikipedia 🚥 BBC News 👯 Google Maps 遵 Iowa Department of Agric... 🚷 Google



Resources - Int...

RESOURCES

List of Iowa farmers markets State of Iowa Farmers Market Operating Guidelines IDALS Market Development Manual Des Moines Market Pricing Report 2015 Regulatory Guidance for Cottage Foods Commonly Sold at Markets EMNP Training Sessions 2016 EMNP Webinar Training 2016 The New Farmers Market (Dook resource for managers) Online GAP training Contact information for Iowa legislators

Send IFMA (or me) your market rules!

SAMPLE MARKET RULES

Lakes Area Farmers Market Rules Clarke County Farmers Market Rules

Inbox - Paul.Ov...

Washington Far... P-Slides for 2017 I... Korosoft Excel

Annoying Cust... IFMA Cover Let... IV NEW Local foo...



Tracy Penick Iowa Dept of Human Services 515-281-4935 tpenick@dhs.state.ia.us

	2015	2016
EBT	\$55,910	\$47,913
Debit/Credit	\$1,308,809	\$1,417,825
Total Sales	\$1,364,719	\$1,465,738
# of Producers	129	140





IDALS Sensitive Crops Directory & FieldWatch, Inc. Online Registry Tools

a new partnership to assist in protecting pesticide-sensitive crops and apiaries



FieldWatch is a non-profit company created to develop and operate the DriftWatch Specialty Crop Site & BeeCheck Apiary Registries. Formed in 2012 by Purdue University and interested agriculture stakeholder groups, the nonprofit is funded by state departments of ag, corporate entities, and producers.

driftwatch and **beecheck** are web-based mapping tools created by FieldWatch to promote communication between beekeepers, producers of specialty crops and pesticide applicators in support of ongoing stewardship activities.





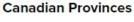


Communication. Cooperation. Collaboration.

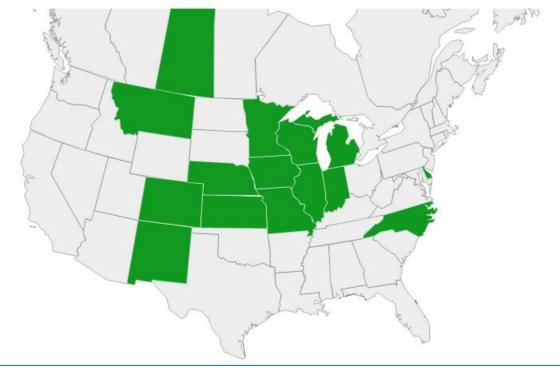
F	ield Watch								Bob Walters FieldWatch Administrator
	Communication. Cooperation. Collaboration.	About	FieldWatch Map	Order Signs	Resources	Contact Us	Dashboard	Reports	My Profile

Select a state below to view the interactive map:

United States Colorado Delaware Illinois Indiana Iowa Kansas Michigan Minnesota Missouri Montana Nebraska New Mexico North Carolina Wisconsin



Saskatchewan



FieldWatch is currently in 14 states and 1 Canadian province.

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Administrative Rules

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The lowa Department of Agriculture and Land Stewardship has partnered with the non-profit company FieldWatch[™], Inc., to provide online registry tools to **promote communication** between producers of pesticide-sensitive (i.e. specialty) crops, beekeepers and pesticide applicators. An

News & Events

Iowa Sensitive Crop Registry: Specialty Crop and Apiary Registries through FieldWatch™, Inc.

Regulations

agreement with IDALS and FieldWatch[™], Inc. was arrived at in 2016 with rollout of a new Iowa Sensitive Crops Registry using the FieldWatch[™], Inc. platforms as of January of 2017.

Marketing

These online FieldWatch™ registries support ongoing stewardship activities to reduce incidences of off-target pesticide exposure. The registries provide state of the art mapping features that provide applicators the locations of registered specialty sites. The boundaries on map entries are usersubmitted specialty/sensitive site designations. In addition to site designations, the map interface provides other data layers, including one mile radius boundaries around apiaries.

The two online registry tools developed and provided by FieldWatch[™], Inc. are 1) driftwatch[®]: a registry site for use by producers of commercial crops sensitive to pesticides, and 2) beecheck[®]: a registry site for beekeepers and apiarists. Specialty crop producers with apiaries may enter hive locations using either the driftwatch[®] obsecheck[®] registries. Submitted producer site entries are overseen by state-appointed stewards prior to their inclusion in the online registries.

Specialty Crops

Conservation

The intended crops for inclusion on the registries are beehives/apiaries; commercial fruit and vegetable plots (berries, fruits, pumpkins or melons, and vegetables); commercial nursery crops; commercial vineyards (grapes); commercial orchards; commercial evergreen/Christmas tree plantings; and certified organic row crops, small grains, and pastures. In addition, all specialty crops grown certified organic may be designated as such on the driftwatch[™] registry. The minimum field size for all specialty crop sites is ½ acre.

Apiaries

The FieldWatch^m, Inc. registries will help protect honey bees from exposure to chemicals that are toxic to bees. Registered locations of beehives will enable applicators to locate and minimize exposure to applied pesticides. Effective January 22, 2009, the Department adopted an amended "Pesticide/Bee Rule" of the lowa Administrative Code Chapter 21-45.31(206). The Rule reads:

"45.31(1) Owners of apiaries, in order to protect their bees from pesticide applications, shall register the location of their apiaries with the state apiarist. Registration shall be on forms provided by the department. The registration expires December 31 each year and may be renewed the following year.

45.31(2) Between 8 a.m. and 6 p.m., a commercial applicator shall not apply to blooming crops pesticides labeled as toxic to bees when the commercial applicator is located within one mile of a





Se Field Watch

First Time User Instructions

Cost Share

Iowa Sensitive Crop Directory Homepage

FieldWatch Specialty Crop and Apiary Registries Easy-to-Use Website Mapping Tools

DriftWatch - Home

Welcome to FieldWatch[™] 2016

Communication + Cooperation + Collaboration = Successful Co-existence

This site is a voluntary communication tool that enables crop producers, beekeepers, and pesticide applicators to work together to protect specialty crops and apiaries through use of mapping programs. It is not a substitute for any state regulatory requirements.

For more resources and information, please visit FieldWatch, Inc.



Access My Map

If you are a producer or an applicator and already have a FieldWatch, BeeCheck, or DriftWatch Account, log in here.

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Username:

Username

Password:

Password



Don't have a FieldWatch Account yet?



Map My Specialty Crops

Click here to sign up as a commercial crop producer.



Map My Apiaries

Click here to sign up if you only keep bees.



Applicator Registration

Click here to sign up if you are a licensed applicator.

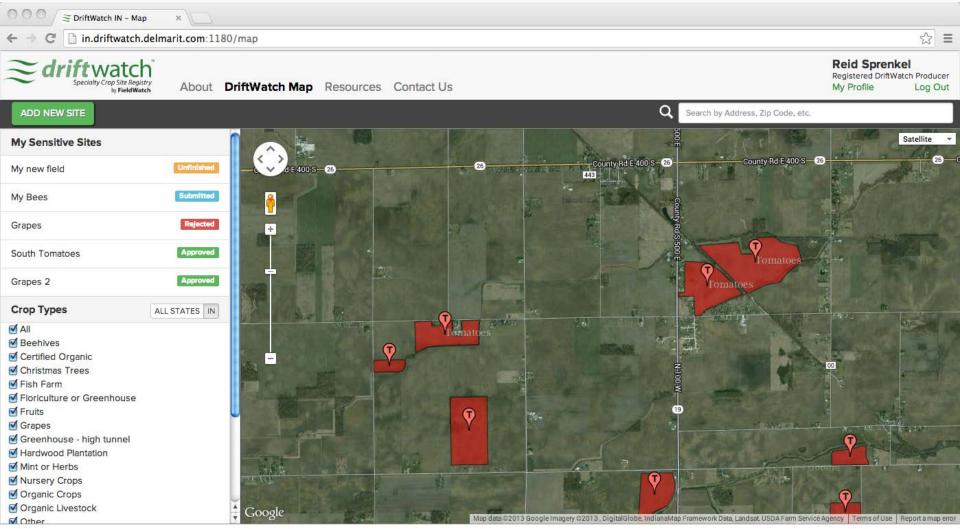


- Producers of commercially-grown specialty crops* can register their sites on-line and provide contact information about their operation.
- This registry tool allows producers to trace their field boundaries with easy-to-use mapping features.
- Crop producers that also have apiaries can register those hives through the driftwatch portal – they do not need to go through the beecheck registry.

*includes commercial fruit and vegetable producers, orchards, vineyards, floriculture sites, tree nurseries, Christmas tree farms, and organic production sites

driftwatch Specialty Crop Site Registry

Crop Producer View – allows producers to trace field boundaries



Contact us at (765) 427-3472 Support Disclaimer

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beecheck provides features such as GPS mapping, optional designation of time frames at given locations, and features viewable one-mile boundary zones around hives. beecheck is FREE to register and use for commercial and hobby beekeepers.

bee check [*]		My BeeCheck	Sign Up Free
Apiary Registry by FieldWatch	About BeeCheck Map Order Signs Resources Contact Us	beecheck walters	Log In

Welcome to BeeCheck[™]

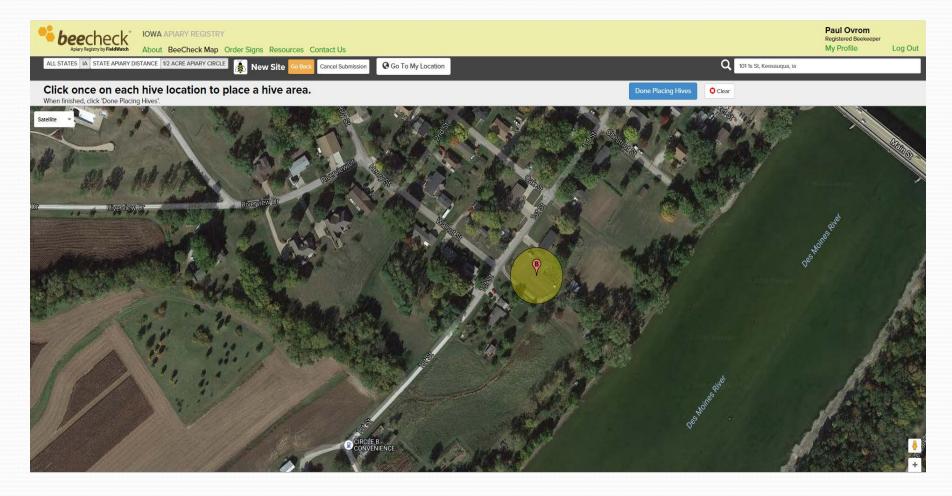
BeeCheck is a voluntary communication tool that enables beekeepers and pesticide applicators to work together to protect apiaries through use of the BeeCheck mapping program. It is not a substitute for any state regulatory requirements.

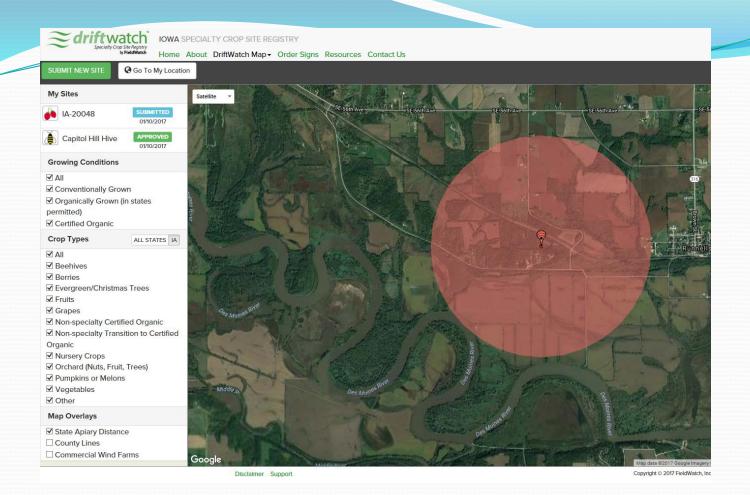
For more resources and information, please visit FieldWatch, Inc.



beecheck Site Registry

Beekeeper View – allows commercial and hobby beekeepers to designate sites by clicking locations on maps





Once a apiary site is approved by the data steward, a one mile boundary is propagated onto FieldWatch maps.

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Prior to inclusion on the driftwatch and beecheck registries, sites submitted by producers are reviewed and approved by an IDALS Data Steward.

	Specialty Crop A Approximately 0.5 acres Conventionally Grown Submitted 09/27/2016	rea IA-1283	Site expires from map afte
BEEHIVES	Number of Hives for this su	bmission: 3	12/3/2010
Information	Modifications		
Producer:	Elizabeth Buffington	Website:	http://www.extension.iastat e.edu/psep/
Company: Email:	lowa state university bbuffing@iastate.edu	Site Link:	http://ia.demo.driftwatch.or
Address:	-		g/map?view=IA-12830
Address:	9 Insectary Building2311 Pammel Dr. Ames IA 50011- 1025	Purpose:	Commercial Managed Pollinators
Phone:	5152947293	Bee Type:	Leafcutting bees (or other solitary bee)
		Location Type:	Permanent for the Season
		Registere with Stat	
Approve S	Site Rejec	t Site	Place On Hold
Steward Review N			appears to be in the middle of a



Applicator Registration

Click here to sign up if you are a licensed applicator.

Applicator User Page – **Applicator View**

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Registered FieldWatch Applicator My Profile Alerts Log Out

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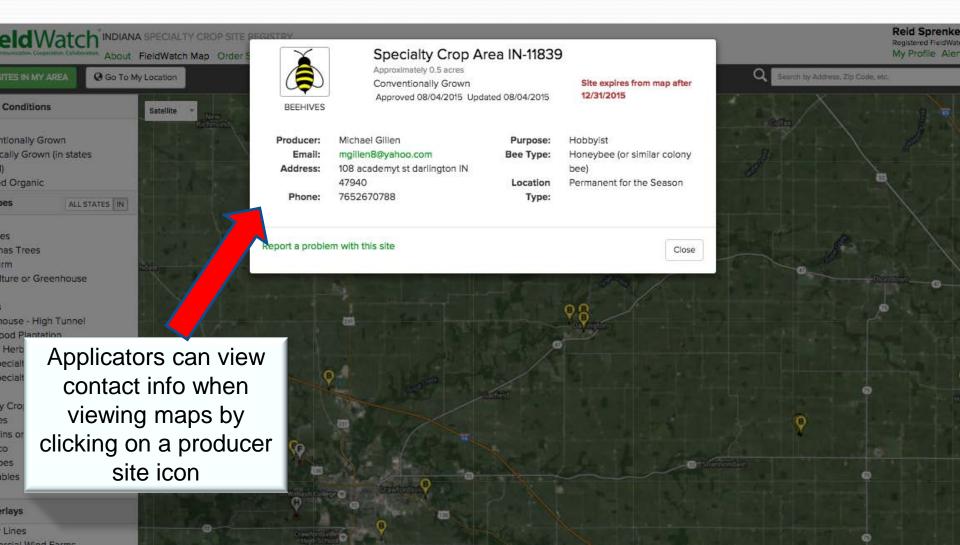
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Q EXPORT SITES IN MY AREA Go To My Location Search by Address, Zip Code, etc. **Growing Conditions** Satellite Conventionally Grown Organically Grown (in states) permitted) Certified Organic **Crop Types** ALL STATES IN Beehives Christmas Trees Fish Farm Floriculture or Greenhouse Applicators can zoom Fruits Grapes in to view maps Greenhouse - High Tunnel Hardwood Plantation Mint or Herbs Non-specialty Certified Organic Non-specialty Transition to Certified Organic Nursery Crops Pastures Pumpkins or Melons Tobacco Tomatoes Vegetables Other Map Overlays County Lines Commercial Wind Farms

> Crop designations, field boundaries, and one-mile apiary radii are all features within the applicator view

FieldWatch Specialty Crop & Apiary Registries

Contact Info Viewable for Applicators





Field Signs Available

To further promote awareness and communication in the field at the site









IDALS "No Spray" signs will also be available for purchase



Department "No Spray" markers are durable aluminum 12" x 18" signs. Signs are available only to those that have registered on the driftwatch® or beecheck® registries. An order form can be found on the Department's Sensitive Crops Directory homepage.



Annual Registration

 Registered producers and beekeepers may update their information at any time during the year.

• Because registration expires December 31st of each year, producers and beekeepers that wish to remain actively registered must confirm, and edit if necessary, their registration information beginning in January of the following year.

• FieldWatch will send out up to three notices to renewing producers reminding them to renew.

Food Safety Modernization Act or FSMA

- The law had broad bi-partisan support in Congress and was enacted on January 4, 2011
- FSMA is administered by the U.S. Food & Drug Administration (FDA)
- Since 2011, the FDA has been collecting input and formulating rules to enact this law
- The Act will be fully implemented over time

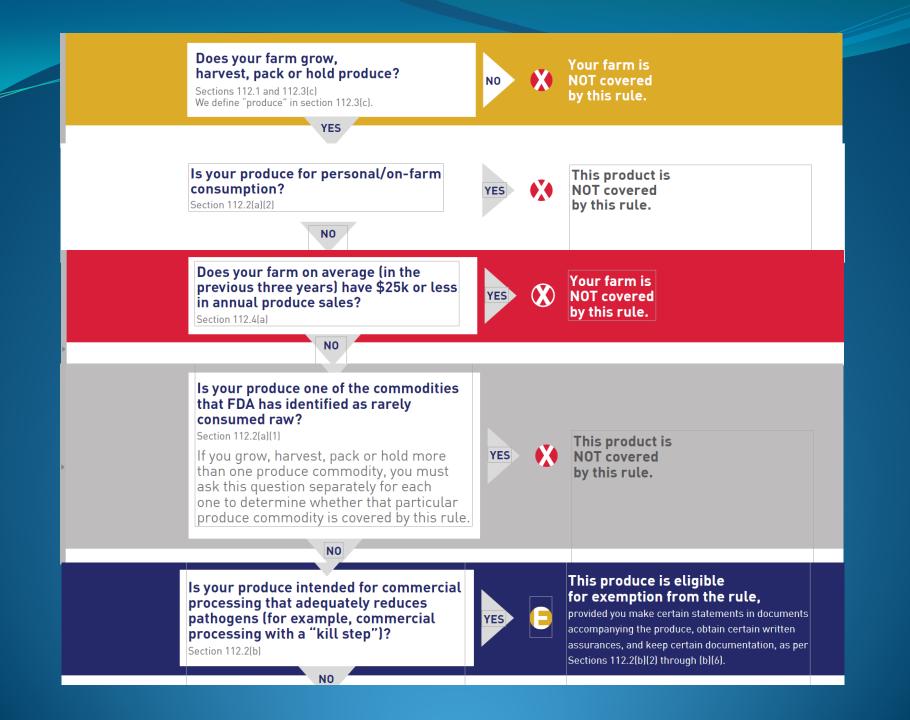
FSMA

Primary goal is prevention of food borne illnesses

- Reduce and eliminate outbreaks of *Salmonella*, *E. Coli*, *Listeria*, etc. related illnesses and deaths
- FDA reports about 48 million people (1 in 6 Americans) get sick, 128,000 are hospitalized, and 3,000 die each year from foodborne diseases, according to recent data from the Centers for Disease Control and Prevention.
- Last major update to the nation's food safety laws was 1938
- Most sweeping reform of FDA's food safety authority in more than 70 years

FSMA: 7 "Foundational Rules"

- One of those seven foundational rules is the "Produce Safety Rule"
 - The Produce Safety Rule "establishes science-based standards for growing, harvesting, packing and holding produce on domestic and foreign farms." Final rule issued: Nov. 13, 2015.
- How does your farm fall under the FSMA Produce Safety Rule?
 - Exempt
 - Modified requirements/qualified exemption
 - Full compliance



Is your produce one of the commodities that FDA has identified as rarely consumed raw?

Section 112.2(a)(1)

If you grow, harvest, pack or hold more than one produce commodity, you must ask this question separately for each one to determine whether that particular produce commodity is covered by this rule. NOT covered by this rule.

YES

*Rarely consumed raw produce commodities include asparagus; black beans, great Northern beans, kidney beans, lima beans, navy beans, and pinto beans; garden beets (roots and tops) and sugar beets; cashews; sour cherries; chickpeas; cocoa beans; coffee beans; collards; sweet corn; cranberries; dates; dill (seeds and weed); eggplants; figs; horseradish; hazelnuts; lentils; okra; peanuts; pecans; peppermint; potatoes; pumpkins; winter squash; sweet potatoes; and water chestnuts. Also food grains, including barley, dent- or flint-corn, sorghum, oats, rice, rye, wheat, amaranth, quinoa, buckwheat, and oilseeds (e.g. cotton seed, flax seed, rapeseed, soybean, and sunflower seed).



(The term "consumer" does not include a business.)

What do you need to do if you fall under the qualified exemptions? Primarily...

1)Labeling
 2)Records

Qualified Exempt: Labeling

Name and complete business address of the farm where produce was grown must be "prominently and conspicuously" displayed on a label, poster, sign, placard or documents delivered with the produce

Purchased produce sold along side of the produce you grow must also display the complete business address of that farm

Labeling Requirement Dates

- Farms grossing no more than \$250,000 in produce sales annually: the general compliance date is four years from the effective date of the rule (so, four years from January 26, 2016): **January 26, 2020**
- Farms grossing no more than \$500,000 in produce sales annually (based on a rolling three-year average) but more than \$250,000: the general compliance date is three years from the effective date of the rule (so, three years from January 26, 2016): **January 26, 2019**

Qualified Exempt: Records

Must keep adequate records necessary to demonstrate the farm satisfies the criteria for the qualified exempt status:

- records that show the farm sales are below the \$500K sales threshold (a detailed Schedule F on tax forms could suffice)
- Records showing the majority of your sales go to "qualified end users" (retail outlets, direct to consumer, restaurants in Iowa or within 275 miles)

Does your farm on average (in the previous three years) as per Section 112.5:

have < \$500k annual food sales,

AND

a majority of the food (by value) sold directly to "qualified end-users"?

"Qualified End-User" as defined in Section 112.3(c) means:

- the consumer of the food OR
- a restaurant or retail food establishment that is located—
 - (i) in the same State or the same Indian reservation as the farm that produced the food; OR
 - (ii) not more than 275 miles from such farm.

(The term "consumer" does not include a business.)



YOU ARE COVERED BY THIS RULE. qualified exer

YES

Your farm is eligible for a qualified exemption from this rule,

which means that you must comply with certain modified requirements and keep certain documentation, as per Sections 112.6 and 112.7.

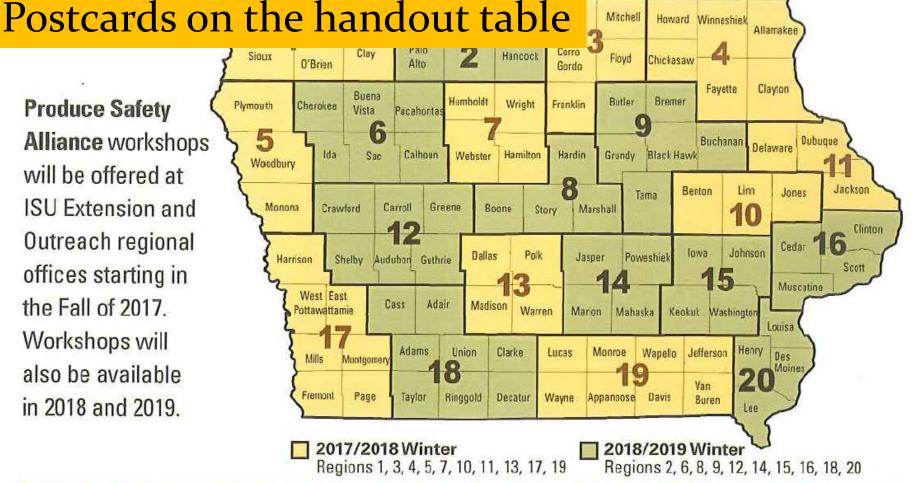
Fall under full compliance? Go to http:// www.fda.gov/Food/ GuidanceRegulation/ FSMA/ucm334114.htm

IDALS & ISU Extension have partnered on FSMA

- All growers are encouraged to take steps towards GAP certification and FSMA Produce Safety Rule compliance
- ISU Extension has a team to aid all growers in GAP training and Produce Safety Rule assistance
- Angela Shaw is the ISU team lead
 - 515-294-0868
 - <u>angelaml@iastate.edu</u>
 - safeproduce.cals.iastate.edu

Food Safety Modernization Act (FSMA) Training

Produce Safety Alliance workshops will be offered at ISU Extension and **Outreach** regional offices starting in the Fall of 2017 Workshops will also be available in 2018 and 2019.



Safeproduce.cals.iastate.edu

Safeproduce.cals.iastate.edu

Who should attend?

Vegetable and fruit growers. This class meets the FSMA Produce Safety Rule training requirements.

What will attendees learn?

The all-day class will explore:

- · Introduction to produce safety
- Worker health and hygiene
- Soil amendments
- · Wildlife, domesticated animals, and land use
- Agricultural water
- · Postharvest handling and sanitation
- · How to develop a farm food safety plan

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What does this cost?

The cost to attend the training is \$20 and includes the training manual, certificate of completion, and lunch.

Need more help?

The Food Safety team is available for On-farm Readiness Review and Preventive Controls Human Food Compliance Checks, free upon request

through our website.

For more information, contact Angela Shaw (515) 294-0868, angelaml@iastate.edu) or visit our website at safeproduce.cals.iastate.edu.

FS 0013 January 2017

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ity, genetic information, marital status, national

bited bases apply to all programs.) Inquiries regarding

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non-discrimination policies may be directed to

Questions on Food Safety? IDALS has partnered with ISU Extension to provide outreach on compliance.

Thank you!
Contact info: Paul Ovrom
State Horticulturist
paul ovrom@iowaagr



paul.ovrom@iowaagriculture.gov

515-242-6239



- Sensitive Crop Directory
- Farmers Market topics
- FSMA Produce Safety Rule
- Hort Food Crop Survey
- Outreach & Promotion
- Questions on Hort topics, etc., etc. – we're here to help!