



# Organic Value Added Products

## An Introduction to Organic Certification

EcoFarm 2017

Jessie Nichols – CCOF



# CCOF Mission:

To certify, educate, advocate  
and promote organic

Member-founded  
and governed since  
1973

- 3,300 Certified Operations
- 2 million Certified Acres
- 900 Certified Processors



# Agenda

1. What is Organic?
2. Certification process
3. Organic System Plan (OSP)
4. Tips & Resources
5. Questions



# Questions

1. Who farms?
2. Who already makes processed foods?
3. Who is certified organic already?

# What is Organic?



An ecological production management system that promotes and enhances biodiversity, biological cycles, and soil biological activity.

Organic is based on minimal use of off-farm inputs and on management practices that restore, maintain, and enhance ecological harmony.

**Organic is more  
than input  
substitution!**

Organic processing ensures organic integrity throughout the supply chain.





Federal Law & Standards

National Organic Standards Board

National Organic Program (NOP)

State Organic Program (SOP)

Certifier

Certifier

Organic Producers in California

Organic Producers In Other States

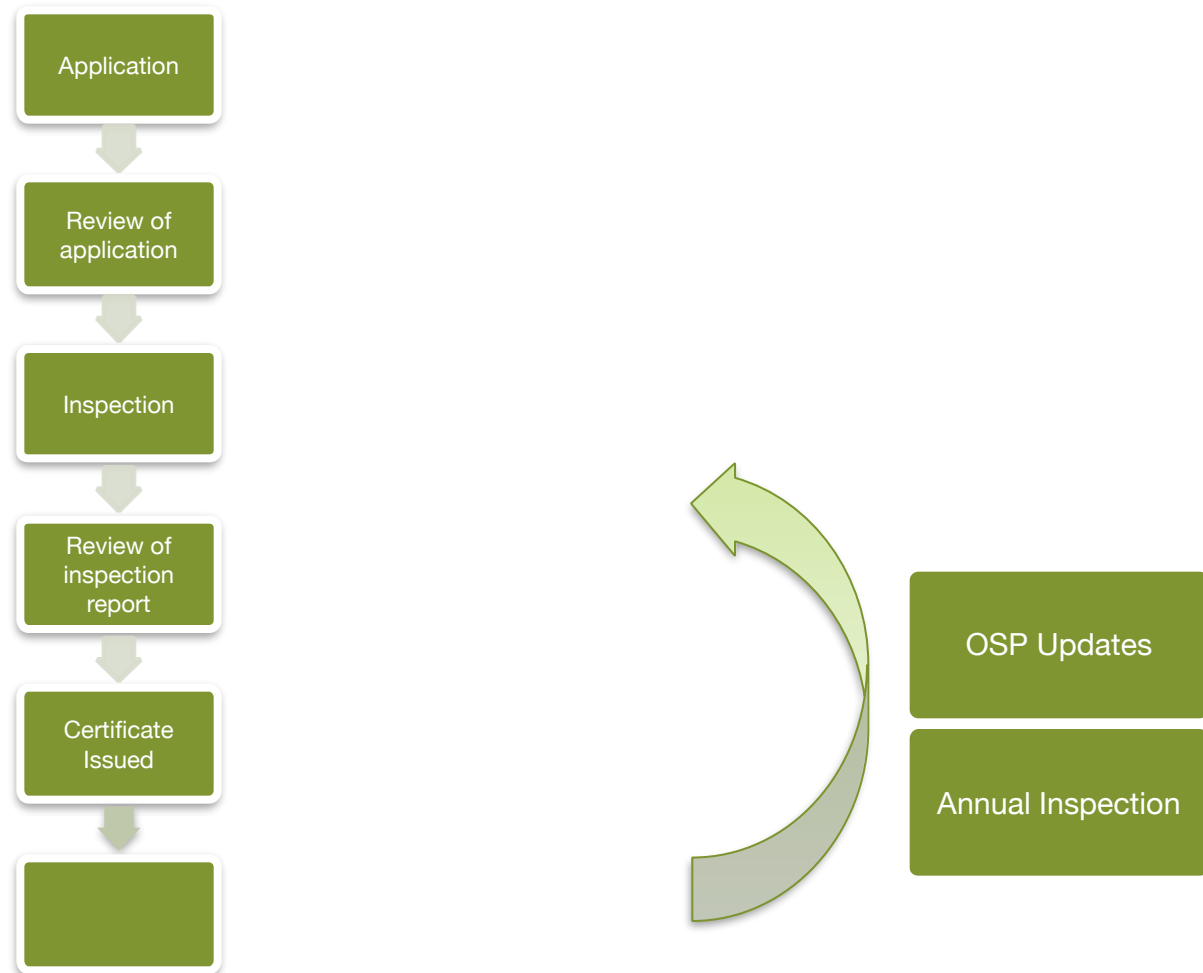




# What is a processor/handler?



# Certification Process Overview





# Organic System Plan



# National List of Allowed and Prohibited Substances

*§205.605 & §205.606 (for processors)*



205.605 Nonagricultural substances allowed for use

- Processing aids
- Dairy Cultures
- Cleaners, Sanitizers, Wash water additives
- Gases
- Vitamins



205.606 Nonorganic agricultural products allowed for use

- Specific agricultural commodities
- Not commercially available

**No  
Radiatio  
n**



**No Sewage  
Sludge**



**No GMOs**



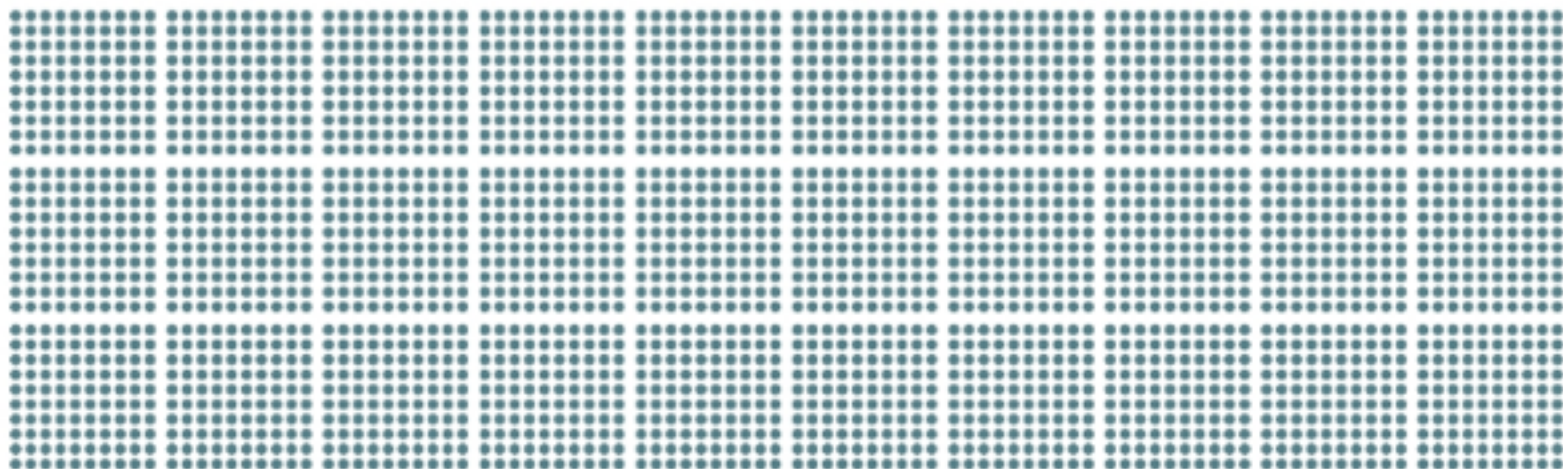
**The  
Big 3**

## How do the materials allowed in organic processed foods compare to the materials allowed in all other food?

**79** non-agricultural minor ingredients allowed in organic processing



**3000+** substances comprise Everything Added to Food in the United States (EAFUS)



Compared to the 79 non-agricultural minor ingredients allowed in organic processing, more than 3,000 total substances comprise an inventory often referred to as Everything Added to Food in the United States (EAFUS), and this is only a partial list of all food ingredients that may be lawfully added to conventional food.

Organic Trade Association | [www.OTA.com](http://www.OTA.com)

# Organic Label Claims



100% Organic  
Contains only  
100% Organic  
Ingredients



Organic  
> 95% Organic  
Ingredients  
< 5% on National  
List



Made With  
Organic  
>70% Organic  
Ingredients



**Ingredients:**  
Flour, Organic  
Oats, Sugar,  
Baking Soda, Salt

Ingredient panel  
only  
  
No organic claim on  
packaging

# Recordkeeping Lot Number

- Inventory
- Receiving Log or B.O.L
- Batch Record
- Outgoing Invoice



# Supplier Certificates





# When to Apply

## What

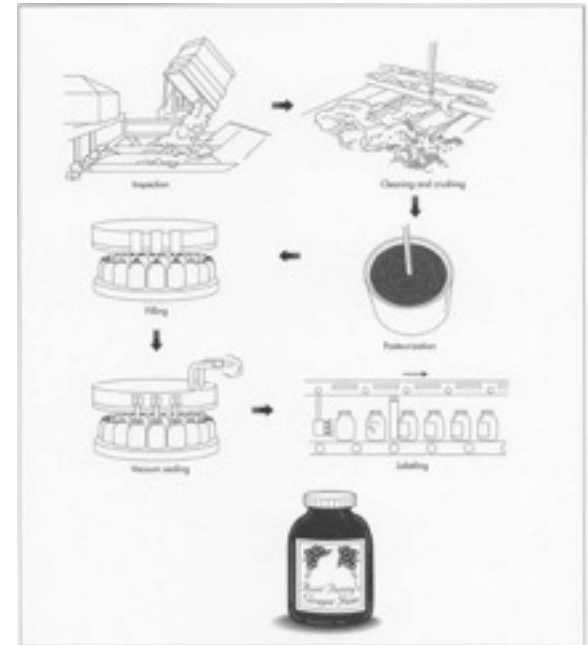
- Decide what you will make.

## How

- Decide how you will make it.
- Process Flow
- Links in the chain.

## Apply

- Clearly describe your plan to your certifier.
- Apply early, allow 3 months.
- Equipment on-site for



<http://www.madehow.com/Volume-5/Jam-and-Jelly.html>

# Maintaining your OSP

- Any change in organic operations
- Add/move facility
- Add/remove new equipment or processes
- Add/remove products, labels, ingredients, or materials



# General Tips

- Be proactive
- Be prepared for your inspections
  - Annual
  - New Facility
  - New Equipment
- Submit complete updates to your certifier **before** your practices change
  - New products
  - New suppliers, materials, formulas, labels
- Communicate with your certifier and inspector



# Resources

Federal Cost Share Program

CCOF Foundation Webinars

Organic Trade Association

Agricultural Marketing Service – Organic 101 series

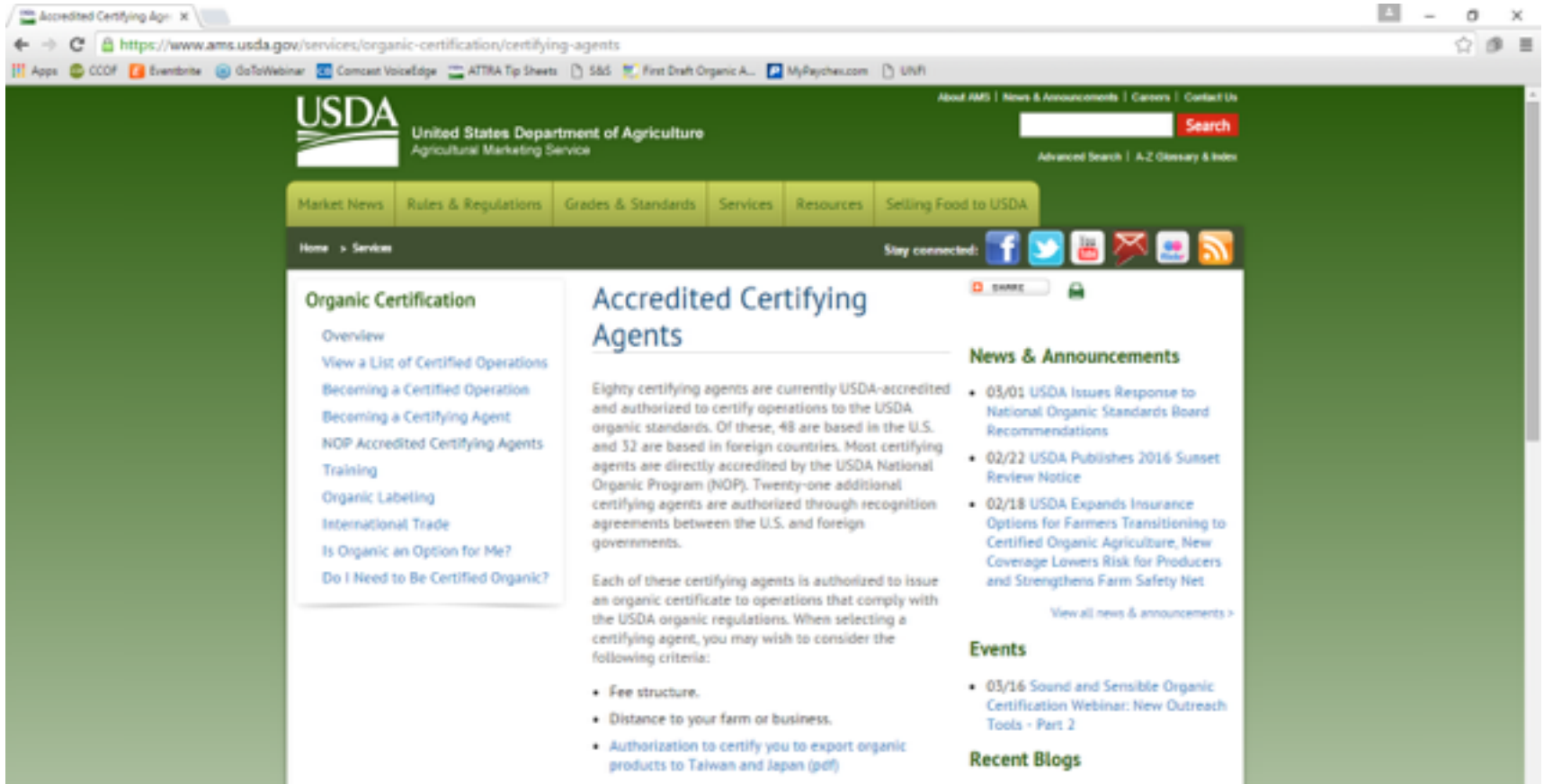
Organic Materials Review Institute (OMRI)

Other farmers!

Consultants



# Where to find a certifier?



The screenshot shows the USDA website's 'Accredited Certifying Agents' page. The browser address bar displays the URL: <https://www.ams.usda.gov/services/organic-certification/certifying-agents>. The page features the USDA logo and navigation links for Market News, Rules & Regulations, Grades & Standards, Services, Resources, and Selling Food to USDA. A sidebar on the left lists 'Organic Certification' topics: Overview, View a List of Certified Operations, Becoming a Certified Operation, Becoming a Certifying Agent, NOP Accredited Certifying Agents, Training, Organic Labeling, International Trade, Is Organic an Option for Me?, and Do I Need to Be Certified Organic?. The main content area is titled 'Accredited Certifying Agents' and explains that 80 agents are currently USDA-accredited, with 48 based in the U.S. and 32 in foreign countries. It lists criteria for selecting an agent, including fee structure, distance, and export authorization. A right sidebar contains 'News & Announcements' and 'Events'.

**USDA** United States Department of Agriculture  
Agricultural Marketing Service

Market News | Rules & Regulations | Grades & Standards | Services | Resources | Selling Food to USDA

Home > Services

Stay connected: [Facebook] [Twitter] [YouTube] [RSS] [Email]

### Organic Certification

- Overview
- View a List of Certified Operations
- Becoming a Certified Operation
- Becoming a Certifying Agent
- NOP Accredited Certifying Agents
- Training
- Organic Labeling
- International Trade
- Is Organic an Option for Me?
- Do I Need to Be Certified Organic?

### Accredited Certifying Agents

Eighty certifying agents are currently USDA-accredited and authorized to certify operations to the USDA organic standards. Of these, 48 are based in the U.S. and 32 are based in foreign countries. Most certifying agents are directly accredited by the USDA National Organic Program (NOP). Twenty-one additional certifying agents are authorized through recognition agreements between the U.S. and foreign governments.

Each of these certifying agents is authorized to issue an organic certificate to operations that comply with the USDA organic regulations. When selecting a certifying agent, you may wish to consider the following criteria:

- Fee structure.
- Distance to your farm or business.
- Authorization to certify you to export organic products to Taiwan and Japan (pdf)

### News & Announcements

- 03/01 USDA Issues Response to National Organic Standards Board Recommendations
- 02/22 USDA Publishes 2016 Sunset Review Notice
- 02/18 USDA Expands Insurance Options for Farmers Transitioning to Certified Organic Agriculture, New Coverage Lowers Risk for Producers and Strengthens Farm Safety Net

[View all news & announcements >](#)

### Events

- 03/16 Sound and Sensible Organic Certification Webinar: New Outreach Tools - Part 2

### Recent Blogs



The CCOF website offers a  
wealth of organic information!

[www.ccof.org](http://www.ccof.org)

Jane Wade for Application Support  
(831) 423-2263



# CCOF Certification Fees

- One-time **Application Fee** - \$325
- Add Scope/Facility - \$200
- The **Annual Fee** based on sales of organic products MINUS cost of organic ingredients:
  - \$ 0 - \$100K = \$725
  - \$100 - \$200K = \$825
  - \$200 - \$300K = \$875
  - \$300 - \$400K = \$1050
- The **Annual Inspection Fee** based on inspector's time and travel costs. The majority of CCOF inspections cost less than \$700.
- Certification Cost Share available



# Exempt Operations

## §205.101

- Gross agricultural income from organic sales less than \$5,000
- Must follow same production, handling, and labelling requirements
- Not overseen by a certifier
- Must register with SOP if in California
- Cannot be used in processed products made by another handling operation
- Cannot use USDA or certifier seal

Ingredient Panel Claim- Certification not required. Must be truthful.

# CSA Boxes

- All organic products from your own farm
  - Crops are on your certificate
- Source from other farms
  - CSA box will be listed on your certificate
  - Keep Supplier Certs
  - Audit Trail
- Mix of organic and nonorganic products
  - No organic claims on exterior of box, outside of an ingredient statement
  - Keep supplier certs
  - Packing List clearly identifies organic and nonorganic products
  - Audit Trail

# Using a Copacker

- Always- The facility is certified.
- They process your product and send it back to you:
  - Your WIP product is certified on their certificate. They are listed as a copacker in your OSP. The final product and label are in your OSP and on your certificate.
- They label your product:
  - Your final product is certified on their certificate.
  - If the label identifies CCOF as the certifier, the product is added to your certificate as well.

# Shared Commercial Kitchens

- The kitchen itself is not certified
- The products and the operation making those products are certified
- Looked at as a mixed operation (organic and nonorganic)
- Must protect organic products
  - Cleaners, Sanitizers
  - Pest Control materials

# Pest Control Hierarchy



Preventative

Mechanical

National List

Non-  
chemical



# Additional Considerations

**FDA** Food and Drug Administration

**CDFA** California Department of Food and Agriculture

**CDPH** California Department of Public Health

**SOP** State Organic Program

**FSMA** Food Safety Modernization Act

<b>C DFA</b>	<b>C DPH</b>
<b>Commodity Types</b>	<b>Commodity Types</b>
	<b>Processed and or Frozen</b>
<b>All fresh fruits, vegetables, inshell nuts</b>	
	<b>Coffee, Tea</b>
	<b>Juices, pulps, pastes, jams and jellies</b>
<b>Seeds for planting</b>	<b>Beverages, alcohol, liquor</b>
<b>Planting stock</b>	<b>Canned and Frozen foods</b>
<b>Plants, annuals, perennials</b>	<b>Vegetable based dairy substitutes</b>
<b>Dried herbs</b>	<b>Blended food products</b>
<b>Eggs</b>	<b>Egg products</b>
<b>Livestock, (excluding Aquaculture)</b>	
<b>Animals for slaughter</b>	<b>Meat, frozen, processed or seasoned and packaged</b>
<b>Slaughtered and butchered animals</b>	<b>Milk, Cream, Cheese products which are flavored or contain nondairy products</b>
<b>Cut Meat, unmodified, no additives or flavorings</b>	<b>Butter, curd, whey and products</b>
	<b>Extracts, flavorings,</b>
<b>Dairy products which contain no flavor, texture, or color additives or modifiers</b>	<b>Candy, chewing gum, syrups</b>
	<b>Dry grains, beans and grain products</b>
<b>Livestock feed, hay, grain, pasture</b>	<b>Pasta, bread,</b>
<b>Livestock bedding</b>	<b>Milled grains and seeds</b>
	<b>Processed sweeteners</b>
	<b>Spices and seasonings</b>
	<b>Oil seeds, oils and lubricants</b>
	<b>Vitamins, food supplements</b>
<b>Custom Packing and/or labeling</b>	
<b>Brokers, Merchants</b>	<b>Pet food, processed animal feeds and or blended and by products thereof</b>
<b>Textile fibers, cotton, flax,</b>	<b>Cosmetics</b>

# Food Safety Modernization Act

- Saturday 8:30-10:00am
  - *All About Food Safety for Farmers*
- ‘Compliance Dates’ Reference Sheet
- ‘Are you covered?’ Flow Chart
  - Depending on products and ownership, some small operations will need to be in compliance with the Product Safety Rule (growers) and the Preventative Controls Rule (handlers)