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SERIES

# STUDIES AND PERSPECTIVES

ECLAC OFFICE  
IN WASHINGTON D.C.

## Organic food market in the United States

Market access opportunities for  
Latin American and Caribbean producers

Anne-Christine Scherer



UNITED NATIONS

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## Abstract

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The organic food market in the United States has shown impressive growth rates since the passage of legislation to regulate the market in the early 2000s. Rapidly increasing consumer demand for organic products has led to significant organic market expansion, with double-digit annual sales growth rates for some product categories. The increasing demand to import certain organic products from international sources presents an interesting trade potential for exporters from Latin America and the Caribbean.

In order to guard the integrity of the domestic organic market, the United States has determined specific rules for the certification and review of organic products and their production. International suppliers need to meet these standards in order to offer their products as “organic” in the United States, and to profit from price premiums reached due to consumers’ belief in the high quality of organically produced food.

No comprehensive data is available yet on international trade in organic food products, but since 2011, the United States has maintained a database that allows tracking the imports of selected organic commodities. The statistics indicate the importance of Latin American and Caribbean countries as suppliers for the United States organic food market, especially in the product categories of coffee, seasonal fruits, and vegetables.

Current research suggests that local, national, and regional partnerships between public and private institutions that seek to strengthen the legislative framework of organic agriculture and capacity-building in exporting countries, increase foreign producers’ chances of selling to this expanding agricultural niche market.



## I. Introduction

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The United States organic food market is approximately thirty times bigger now than it was twenty years ago. Sales have risen from US\$ 1 billion in 1990 to US\$ 31.5 billion in 2011. Even during the financial crisis and the subsequent recession, no other segment in the food sector could parallel the growth of organic food sales (OTA, 2011b; OTA, 2012).

This growth underlines the United States consumer markets continuously increasing demand for organically produced agricultural products. However, as illustrated in a 2009 paper on “Emerging Issues in the United States Organic Industry”, demand for organic food exceeds the capacities on the domestic supply side. Despite strategic efforts by the United States Department of Agriculture (USDA), through the National Organic Program (NOP) to support and strengthen United States domestic organic production, traders of organic products are already heavily relying on imports. Especially sought after are exotic or seasonal fruits, vegetables, and spices (Green and others, 2009).

This presents an opportunity for farmers and exporters in Latin America and the Caribbean to develop new markets for their organic agricultural products. In FY 2012, six countries from Latin America and the Caribbean ranked amongst the top fifteen suppliers of regular agricultural goods to the United States. In the fresh or frozen fruits section, nine of the top ten import sources were Latin American countries. Within the fresh or frozen vegetables section, seven of the top ten were from the region (USDA ERS, 2012a; USDA ERS, 2013).

Hence, the assumption stands to reason, that the United States organic market could provide an excellent opportunity for the region to diversify exports and broaden market access via trade in organic agro-foods. A big hurdle to overcome in order to profit from selling products as “organic” in the United States and achieving the respective price premiums, however, is the prerequisite to comply with the detailed organic standards and to pass the certification provisions set out by the NOP. Besides the technical, sanitary and phytosanitary standards (SPS) applicable to regular agricultural products, special requirements are asked of imports to be marketed and sold as “organic” in the United States.

This report aims to serve two purposes: first, to provide the reader with an overview of the current regulatory framework of the United States organic food market by presenting authorities, controlling bodies and legislation. Second, to present a brief glance at the state of organic agriculture across Latin



America and the Caribbean, indicating areas where exports to the United States could increase. In both parts, overarching practical issues such as labeling requirements and certification process specifications are addressed. A bibliography and an annex with data selected from government and private organizations conducting research on organic markets complement the report, and are intended to serve as a starting point for further reading.

## II. What does it mean to be “organic”?

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What the term “organic” exactly comprises is often subject to discussion, and with a range of competing labels used, such as “produced regionally”, “sustainable agriculture”, “fair trade”, consumers are often confused about the specific characteristics of an “organic” agricultural product. Several intergovernmental organizations, for example, the Food and Agriculture Organization (FAO) and International Fund for Agricultural Development (IFAD) have laid out definitions for the term. Civil society associations, such as the International Federation of Organic Agriculture Movements (IFOAM) which connects more than 750 member organizations in 116 countries have also been very active in this area.

Worldwide, in both developed and developing countries, organic agriculture is adopted by farmers and promoted by governments as a means to preserve natural resources and to protect the environment. They recognize the basic characteristics of this sustainable way of farming as summarized by the FAO and World Health Organization (WHO):

“Organic agriculture is a holistic production management system which promotes and enhances agroecosystem health, including biodiversity, biological cycles, and soil biological activity. It emphasizes the use of management practices in preference to the use of off-farm inputs, taking into account that regional conditions require locally adapted systems. This is accomplished by using, where possible, cultural, biological and mechanical methods, as opposed to using synthetic materials, to fulfill any specific function within the system. An organic production system is designed to:

- (a) enhance biological diversity within the whole system;
- (b) increase soil biological activity;
- (c) maintain long-term soil fertility;
- (d) recycle wastes of plant and animal origin in order to return nutrients to the land, thus minimizing the use of non-renewable resources;
- (e) rely on renewable resources in locally organized agricultural systems;

- (f) promote the healthy use of soil, water and air as well as minimize all forms of pollution thereto that may result from agricultural practices;
- (g) handle agricultural products with emphasis on careful processing methods in order to maintain the organic integrity and vital qualities of the product at all stages;
- (h) become established on any existing farm through a period of conversion, the appropriate length of which is determined by site-specific factors such as the history of the land, and type of crops and livestock to be produced.” (WHO/FAO, 2007, p. 2-3).

The basis for the United States Department of Agriculture (USDA) definition of organic agriculture, as laid out in the National Organic Program, matches the internationally recognized description of “organic” in the Codex Alimentarius as:

“...a labeling term that denotes products that have been produced in accordance with organic production standards and certified by a duly constituted certification body or authority. Organic agriculture is based on minimizing the use of external inputs, avoiding the use of synthetic fertilizers and pesticides. Organic agriculture practices cannot ensure that products are completely free of residues, due to general environmental pollution. However, methods are used to minimize pollution of air, soil and water. Organic food handlers, processors and retailers adhere to standards to maintain the integrity of organic agriculture products. The primary goal of organic agriculture is to optimize the health and productivity of interdependent communities of soil life, plants, animals and people.” (WHO/FAO 2007, p. 2).

The USDA has set specific standards for organic crops, livestock, and multi-ingredient products as a result of the Organic Foods Production Act of 1990. Goods that are advertised, labeled, and sold as “organic” in the United States must meet the requirements determined by the NOP. The regulations can be read in detail in the National Organic Program and further guidance documents are provided in the regularly updated National Organic Handbook (United States, 2000a; USDA, 2013c).

### **III. Brief history and prospects for the organic market in the United States**

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The idea of organic farming is hardly an invention of the 20th century. Many civilizations have produced agricultural products “organically”. In some regions of the world people still manage agricultural systems where industrial and chemical methods have not become part of the mainstream. This chapter outlines the rise of modern organic agriculture and the development of the regulated organic market in the United States.

#### **A. The organic movement and marketing strategies**

In the United States, the 1960s and 1970s provided the environment for a broader interest in the re-invention of sustainable farming practices and its products. The development of the first organic markets was connected to the rise of a wider “green” movement in these decades (Kuepper, 2010).

With a growing market arose the need to define what classified as “organic”. Organic products were mostly sold at small markets and farms as well as in independent grocery stores. In order to assure customers that the products they intended to purchase were in fact organic, farmers’ cooperatives on the West Coast established the first standards for “certified organic” products. First in line, of many to follow, was California Certified Organic Farmers in 1973. In the late 1980s several agencies were awarding certificates for compliance with organic standards. These standards however did not necessarily match each other, especially in the details. Representatives of the organic industry successfully lobbied for the regulation of the sector. In 1990, Congress passed the Organic Foods Production Act (OFPA) (Kuepper, 2010; USDA, 2005 and 2012e).

This act set the stage for national applicable standards for the production and handling of organic goods. It also provided the United States Department of Agriculture with a mandate to develop the National Organic Program in order to manage these standards. Two years later, the first members of the

National Organic Standards Board, the advisory body to the NOP, started to discuss the guidelines for national organic standards. After a nearly ten year long process, in October 2002, the USDA regulations regarding organic production and marketing were fully implemented (USDA, 2012e).<sup>1</sup>

Between the passing of the Organic Foods Production Act in 1990 and the implementation of the National Organic Standards in 2002, certified organic farmland in the United States had doubled. The Farm Bill of 2008 (Food, Conservation, and Energy Act) included legislation in strategic support of the organic farming sector and many of the USDA agencies, such as the Agricultural Marketing Service (AMS) are now contributing to knowledge management, production, and marketing programs for organic producers and their products. While many domestic farmers consider changing to organic agriculture for the benefits of lower input cost, high-value markets, and conservation of natural resources, the often high costs of shifting to organic production and a lack of knowledge of organic farming, marketing, and breaking into the organic market pose a considerable hurdle and keep the conversion rate very low. Only approximately 0.7 percent of total United States cropland and 0.5 percent of all United States pasture was certified organic in 2008, making up a total of 1.95 million hectares (USDA ERS, 2012d).

## **B. Current dimensions of the organic market**

The limited conversion rate to organic farming forms a stark contrast to the impressive growth levels of the organic market and customers' demand. Over the two decades from 1990 until 2010, sales of organic foods and beverages in the United States have grown from US\$ 1 billion annually to US\$ 26.7 billion. The Organic Trade Association (OTA), founded in 1985, is the business association of the organic industry in the United States and conducts a yearly market analysis, the "Organic industry survey". Their analysis shows that even shortly after the financial crisis, from 2009 to 2010, the growth in sales was 7.7 percent. Organic food and beverage sales made up 4 percent of the total food and beverage sales volume that year (OTA, 2011b).

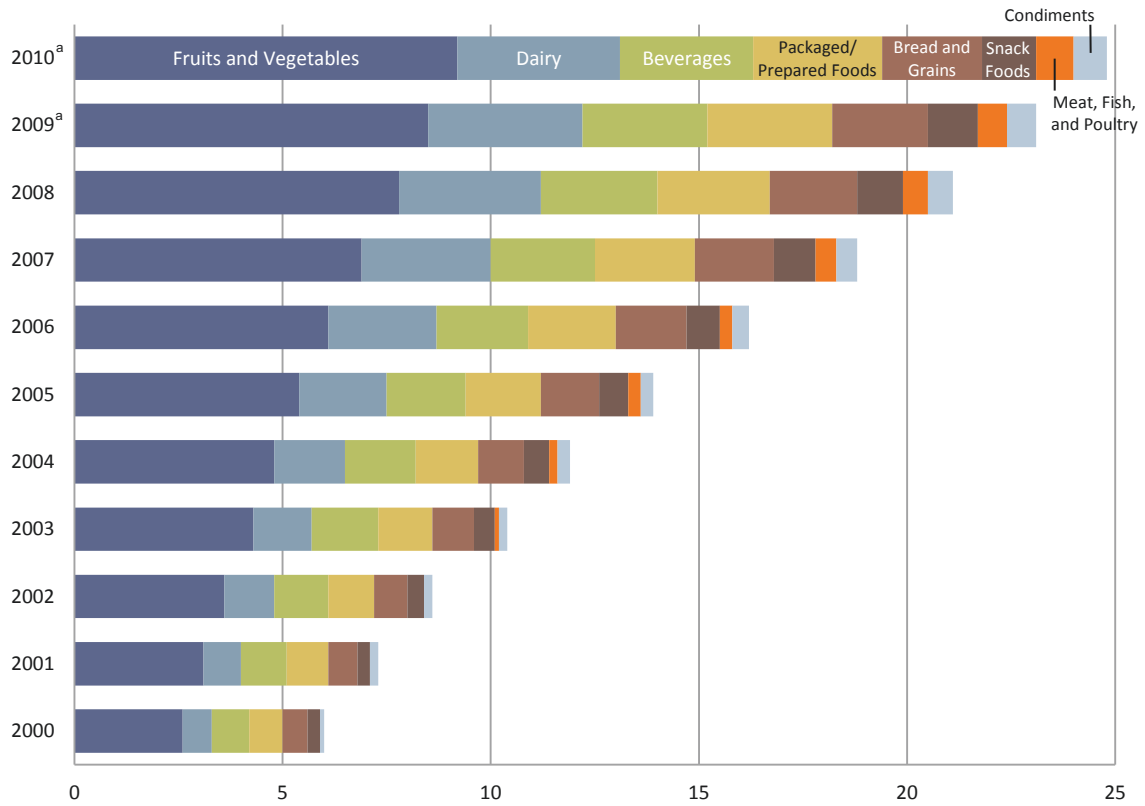
In 2011, the growth rate of organic food and beverages increased to 9.4 percent, reaching an annual sales volume in this category of US\$ 29.22 billion. The percentage of organic food sales as part of overall United States food sales rose to 4.2 percent. Organic industry observers at the OTA conclude that an easing of the recession and consumers' continued willingness to pay a price premium for organic products valued higher than conventional ones will point to maintained growth rates that could well surpass the current level. At the beginning of 2012, the USDA valued the complete organic market in the United States, including also organic non-food items, such as organic body care products, at US\$ 31.4 billion. This estimate makes the United States organic market the largest global national market – in size only comparable to that of the European Union with its 27 member states (OTA, 2012; USDA, 2012e; Willer and Kilcher, 2012, table 86).

Organic fruits and vegetables have led the growth of the organic food segment in the United States (see figure III.1) and represented almost 40 percent of organic food and beverage sales in 2008 (see figure III.2). Although significantly growing in recent years, the organic meat, fish, and poultry segment remains relatively small. This is probably owed to the detailed organic livestock standards and high input costs, for example, to acquire organic feed grains.

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<sup>1</sup> The final rule was published in the Federal Register in December 2000. It became effective 60 days from its publication and was fully implemented one and a half years after the effective date.

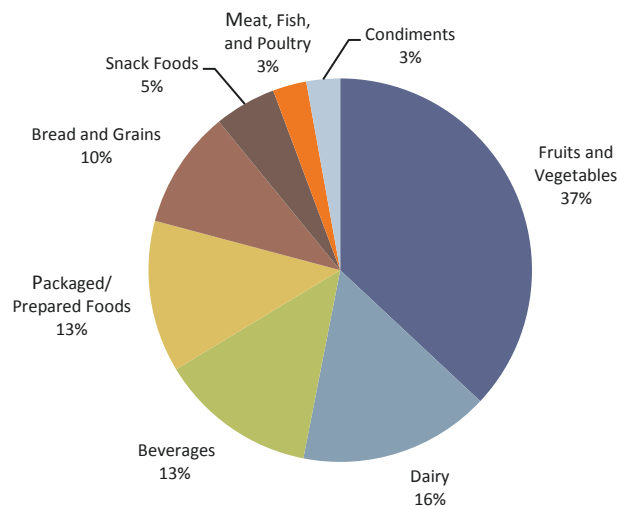
**FIGURE III.1**  
**HTS CODED ORGANIC FOOD AND BEVERAGE SALES IN THE UNITED STATES, 2000-2010**  
*(Billions of dollars)*



Source: Prepared by the author on basis of USDA ERS, 2012b.

<sup>a</sup> Estimates.

**FIGURE III.2**  
**SHARE OF HTS CODED ORGANIC FOOD AND BEVERAGE SALES IN THE UNITED STATES, 2008**



Source: Prepared by the author on basis of USDA ERS, 2012b.

Organic food products also stepped out of the niche retailer markets and are now found in most mainstream supermarkets such as Walmart and Safeway. In 2010, mass market retailers sold over half of all organic food products in the United States. Together with natural retailers, they now cover 93 percent of total United States organic food sales. Farmers' markets, specialty stores, mail and internet sales make up slightly less than ten percent of the sales (OTA, 2011b).

The Economic Research Service (ERS) monitors prices for certain organic food categories in individual local markets within the United States (USDA ERS, 2012c). The 2008 Organic Production Survey by the ERS researched land use, product quantities and sales for certified organic and exempt<sup>2</sup> organic farms in the United States. A similar survey from 2011 was published in October 2012 by the USDA and the National Agricultural Statistics Service (NASS) but it focused on data from certified organic farms only. Whereas organic produced agro-foods usually exceed the sales prices of non-organically produced food, production input costs were found also to be higher. This is the case for organic soybeans, for example. However, the price premiums for organic soybeans on the United States market in 2006 outweighed the increased production costs and made them even more profitable than regular soybeans (Greene and McBride, 2008).

### **C. Consumer demand, market growth and the search for international supply sources**

Although organic production in the United States has more than doubled since the late 1990s, customer demand has outpaced domestic supply as the organic market has grown about five times over its year 2000 level in 2011 (Greene and others, 2009; OTA, 2012). According to a 2011 survey from the OTA questioning 1,300 families in the United States, 78 percent of households buy organic products at least occasionally. The study also found that 72 percent of parents in the United States are familiar with the USDA organic seal. Just three years earlier, in 2009, only 65 percent of parents knew about the national organic label. Furthermore, over one third of the families stated that they are buying more organic products in 2011 than they did the previous year (OTA, 2011a).

These findings underline the larger profile of organic agricultural products in the United States and give reason to expect further market growth<sup>3</sup> through increased consumer demand. A survey by the Economic Research Service in 2004 found that distributors of organic foods in the United States purchased supplies mostly from domestic producers, but 38 percent rely on imports. Over 40 percent of the questioned handlers of organic products in the United States experienced supply shortages during the year. Especially coffee, soy beans used for soy milk production and as feeding grains, nuts, and fresh fruits and vegetables are imported from abroad to meet the needs of the fast expanding organic market, despite intensive domestic support programs initiated by the NOP in the last three years (Green and others, 2009 and 2010).

According to recent USDA data, in the beginning of 2012 there were over 17,000 certified organic operations in the United States. Worldwide a total of 28,386 recognized organic farms and processing facilities in 133 countries are registered to NOP standards (USDA, 2012e).

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<sup>2</sup> Operations with an earned income under US\$ 5,000.

<sup>3</sup> See for example a 2010-2014 organic market forecast by the Center for Economic Vitality, Western Washington University, 2010, projecting US\$ 42 billion in organic food sales for 2014.

## IV. Regulation of the organic market in the United States

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This chapter provides an overview on the rules and requirements established by the USDA in the National Organic Program (NOP) to protect and regulate the organic market in the United States.

The key activities of the NOP center around the regulation and protection of organic standards in order to ensure the integrity of USDA organic products in the United States and around the world. The program is responsible for developing the regulatory framework on organic products, investigating and following up on regulatory violation complaints, accrediting and training certifying agents for organic producers and handlers, and defining international import and export policies (USDA, 2013b and 2013d).

As a consequence of the provisions in support of organic agriculture in the Farm Bill of 2008, the NOP was able to expand its programs and activities in recent years. From 2009 to 2010, the USDA doubled the staff and budget assigned to the NOP (Fitch Haumann, 2011b).

To protect consumers and guarantee a consistency of standards, products advertised, labeled and sold as “organic” in the United States need to meet criteria set out by the USDA in the NOP. For instance, organic products must be produced according to the “National List of Allowed and Prohibited Substances”. In addition, the NOP legislation excludes certain methods from the production process, such as ionizing radiation or genetic engineering (United States, 2000b; USDA, 2012a).

The USDA sets standards for organic crop production, livestock farming, and the handling of organic products.<sup>4</sup> Organic products have to be certified by a USDA-accredited certifying agency. Otherwise, “organic” quality claims are not allowed on the product package and these products may not bear any of the two USDA organic labels. Operations earning less than US\$ 5,000 a year in gross agricultural income are exempt from this requirement. However, these small operations may not print the official USDA organic seal on their products (USDA, 2012a and 2012d).

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<sup>4</sup> For detailed information see USDA, 2011a.



## A. USDA organic certification: process and requirements

In order to receive, and maintain, USDA organic certification, the NOP has established a certifying process. (1) The operation seeking USDA organic certification needs to contact an accredited certifying agent in the region who will provide information on how to prepare an “Organic System Plan” (OSP). This plan documents all production practices, procedures, substances and methods used, and their frequencies. Organic farmers also need to detail how they intend to maintain standards. (2) The certifying agent will review the plan and determine if the NOP regulations are being met. In addition, the certifier schedules a production site inspection with an organic inspector to assure the compliance of the operation with the regulations and address any possible problems. (3) Based on the inspection report and supporting documentation, the certifying agency will make a determination of: “noncompliance”, “denial”, “certifications” or “certification with conditions”. (4) The certifying agency will continue to monitor the operation site in order for the producer to maintain its organic certification. The producer must submit an updated Organic System Plan to the certifier every year and inform the agency prior to making any production changes (USDA, 2011b).

Once the farmer or owner of a processing facility has received the necessary organic certification for a product by a USDA licensed certifying agent, they may label and sell their products according to the category for which they received the certification.

## B. USDA organic labeling categories

There are three labeling categories with different requirements:

### “100 Percent Organic”

If an operation wants to market their raw or processed agricultural products under this label, all ingredients, excluding unadulterated salt and water, and processing aids must be certified organic. If these requirements are met, and if the certifying agent and all organic ingredients are clearly stated and marked on the information panel, the USDA organic seal and the “100 percent organic” claim may be printed on the principal display panel.

FIGURE IV.1  
USDA NATIONAL ORGANIC PLAN “ORGANIC” SEALS  
IN BLACK AND WHITE AND COLOR



Source: USDA 2012c.

### “Organic”

In order to include the USDA organic seal and the “organic” claim on the principal display panel of a raw or processed agricultural product, all of its agricultural ingredients must be certified organic with exceptions as specified on the National List of Allowed and Prohibited Substances. Non-organic substances allowed according to the National List may be included up to an overall total of five percent. This means that at least 95 percent of the product is made up of certified organic ingredients. On the information panel, organic ingredients have to be marked and the name of the certifying agent has to be stated.

**“Made with” organic...**

Agricultural products in this category must not bear the USDA organic seal or the claims “organic” or “made with organic ingredients” anywhere on the finished product or package. If the product contains at least 70 percent certified organic ingredients (salt and water excluded) and the non-organic ingredients are produced by approved methods, the principal display panel may state “made with organic” and include up to three ingredients or ingredient categories in the claim. For instance, “Cookies. Made with organic whole wheat flour and sugar” would be an appropriate product label in this category. Non-agricultural products in this category need to be allowed as per the National List. Like in the other categories, the organic ingredients and the certifying agent have to be clearly identified on the information panel.

Any multi-ingredient products with a certified organic content below 70 percent (salt and water excluded) are not allowed to include the USDA organic seal or the word “organic” anywhere on the principal display panel. These products do not need to be certified, but only certified organic ingredients may be listed as “organic” in the ingredient list on the information panel (USDA, 2012d).

Apart from agricultural products, specific labeling requirements are set out for alcohol (see TTB, 2012), textiles (see USDA, 2011c) and cosmetic products (see USDA, 2008).

The NOP established a framework of enforcement actions to prosecute violations of its regulations. For instance, the NOP cooperates closely with certifying agents to monitor any possible frauds, such as fraudulent certificates, labeling violations, or the misrepresentation of agricultural goods as “USDA organic”. Violations can lead to fines up to US\$ 11,000 per violation and any organic certifications already held by the operation subject to compliance and enforcement actions could be revoked. The NOP states on its website that anyone can contact their Compliance and Enforcement Division to report a suspected violation of the regulations and provides instructions for submitting a complaint. Furthermore, the NOP aims to make information on its enforcement actions and discovered frauds publicly available. It publishes, for example, the names of fraudulent certifiers and of falsely labeled products found in violation of organic standards (USDA, 2012b).

A thorough knowledge of the laws and regulatory requirements governing the United States organic market is essential for any foreign producer considering exporting organic products to the United States. Organically produced commodities from outside of the United States have to comply with the same NOP standards and labeling and certification requirements as domestic products if they are to be marketed as “organic” in the United States.



## **V. Exporting organic products to the United States**

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In recent years, the United States has negotiated trade arrangements on organics with several countries and one trading area to facilitate the certification of organic foods, currently no trade arrangements covering organic agro-foods are in effect with countries from Latin America and the Caribbean. The main aim of these accords is not only to allow consumers in the United States access to organic agro-foods independent of domestic growing seasons, but also to facilitate additional market opportunities for United States organic producers overseas. The NOP cooperates with the Foreign Agricultural Service (FAS) and the Office of the United States Trade Representative (USTR) in the negotiation of these trade arrangements (USDA, 2013e).

### **A. Trade agreements with international exporters and requirements**

The United States signed an equivalence agreement with the European Union. Provided that the specific terms in this agreement are met, organic products certified to the standards of one of the two trade areas may be labeled and sold as “organic” in the other, effective since 1 June 2012. It should be noted that this arrangement is only valid for goods certified in, and exported from, the European Union or the United States directly, and not, for example, products certified to European Union or USDA standards in third countries. A similar equivalence agreement with respect to individual requirements has been in place with Canada since June 2009 (USDA, 2012f).

With Japan and Taiwan, the United States maintains an export trade relationship which means that goods produced in the United States according to USDA organic standards may be sold as “organic” in Japan and Taiwan. The arrangement with Japan is supplemented by the United States through a ‘recognition agreement’. Such an agreement authorizes the foreign government to grant the ability to accredit agents in its territory, allowing them to inspect operations according to the USDA organic standards. The accredited foreign certifying agents may then certify the products of organic producers who meet or exceed all USDA organic standards. Upon certification, these products may be imported and sold in the United States. Further recognition agreements were signed with India, Israel, and New Zealand (USDA, 2012g).

## B. Implications for exporters from Latin America and the Caribbean

The absence of organic trade promoting agreements between the United States and countries in Latin America and the Caribbean means that a producer from the region may only market their products as “organic” in the United States market after receiving certification from a NOP accredited certifier. At the moment, USDA accredited certifiers are located in over 20 countries around the world, and often also provide certification services outside their home country location. On its website, the National Organic Program maintains a regularly updated list of USDA approved international certifying agents. Through this practice, the USDA aims to guarantee comparability to domestic certification application and review procedures, as well as to production and product standards, in order to safeguard the integrity of the organic market in the United States. This report contains an excerpt of USDA accredited international certifying agents in Latin America and the Caribbean, organized by country (see annex 6) (USDA, 2013a and 2012g).

Besides compliance with NOP organic standards, producers of organic agricultural products have to fulfill the general and commodity-specific requirements for imports as well, of course. This includes arranging appropriate phytosanitary certificates, meeting pesticides restrictions, and following grading standards for fresh produce, and certain inspection standards for meat, poultry, and processed egg products.<sup>5</sup>

## C. United States organic imports

Seasonal fruits and vegetables, coffee, spices and tropical produce that are not grown in the United States and ingredients for multi-ingredient manufactured organic food make up most of what the United States imports according to information by the Foreign Agricultural Service and the ERS. Major suppliers include Canada, countries in Latin America, the European Union, and some Asian trading partners. The recent equivalency agreement between the United States and the European Union is expected to lead to an increase in the trade of organic foodstuffs between the two trading partners. Both have rapidly growing domestic organic markets that are valued at US\$ 57 billion combined and make up approximately 90 percent of all global certified organic food sales (USDA ERS, 2012f; Scott-Thomas, 2012; European Commission, 2012).

As most organic agricultural products are not listed separately from conventionally produced foods in international trade statistics, no comprehensive data on imports of organic food and beverage segments is available at the time of writing this report. However, in 2011, the United States International Trade Commission (USITC) started tracking 23 United States certified organic exports in the Schedule B of the United States Census Bureau, and released 20 codes for certified organic imports to the United States in the Harmonized Tariff Schedule (HTS) (Fitch Hauman, 2011a; USITC, 2012).

Probably reflecting major export and import categories, all but two of the United States organic export codes covered fresh vegetables and fruits, and nearly half of the organic import codes were for coffee and tea. In 2012, the USITC introduced three new import codes for organic agricultural food products to the HTS. They are for certified organic honey, and for two seasonal classifications of certified organic quinces which were previously included under the codes for pears. The codes for coffee, soybeans and selected fruits are probably the most relevant for organic exporters from Latin America and the Caribbean.<sup>6</sup>

The introduction of organic product codes into the HTS at the beginning of 2011 enabled the USITC not only to track some of its own organic exports via the Schedule B codes, but also to collect information on United States import values of selected organic products from exporting countries into the United States market. Albeit no consistent international data on organic trade is currently available, the online query system of the Foreign Agricultural Service already allows executing detailed searches on United States import data

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<sup>5</sup> For further information, see the USDA FSIS (Food Safety and Inspection Service) website, 2013.

<sup>6</sup> An excerpt of the HTS codes for organic imports can be found in annex 1.

for the commodities that are included in the HTS since 2011. Via the search engine of the Global Agricultural Trade System (GATS), available at <www.fas.usda.gov/gats>, it is possible to select time periods and product category, and to rank search results for single countries, trading areas and regions, for example.

It is important to keep in mind that many products, such as mangos, squash, and grapes, which may be available as certified organic imports in United States supermarkets, currently, do not have specific HTS codes.<sup>7</sup> In the future, the GATS could prove a valuable research and monitoring tool for exporters, trade, and agricultural ministries in the Latin America and the Caribbean interested in exporting organic products to the United States. The depth of its contribution to organic export and import analysis, however, will depend on the addition of more HTS codes for organic products. For now, the GATS statistics are only an indication of the trends in the sector, as 23 product codes reflect only a fraction of the total range of certified agricultural products imported by the United States. Despite these limitations, the data provides some insight into United States import volumes and values of certified organic consumption commodities.

In 2011, the United States imported over US\$ 667 million worth of HTS listed certified organic commodities for consumption, originating from 85 countries. Despite the inclusion of three new HTS codes in the statistics for 2012, the annual import value fell to nearly US\$ 496 million – mostly due to the significant reduction in the value of coffee imports.

A look at the top ten certified organic imports of the 23 HTS coded items in 2011 and 2012 illustrates the large contribution of coffee to the overall value of certified organic imports (see table V.1). A traditional import commodity in the United States, the significant decrease of coffee import values in 2012, led to a noticeable reduction in overall import values. This change can partly be explained by the change in coffee prices which rose in between 2010 and 2011 and subsequently fell from 2011 to 2012 (ICO, 2013). However, quantities imported also declined and import reductions varied within the organic coffee range. For example coffee that is ‘roasted but not decaffeinated in retail containers under 2 kg’ [Coffee Rst Nd <2Kg Ret], imports in 2012 fell to a quarter of the value of the previous year, whereas the import value for ‘organic decaffeinated unroasted’ coffee remained the same (GATS, 2013).

**TABLE V.1**  
**TOP TEN HTS CODED UNITED STATES ORGANIC IMPORT PRODUCTS**  
**BY ACCUMULATED VALUE OF PRODUCT CATEGORY, 2011 AND 2012<sup>a</sup>**

(Thousands of dollars)

2011		2012	
Products	Value	Product	Value
1. Coffee Arabica Nr Nd	408 863	1. Coffee Arabica Nr Nd	218 684
2. Soybeans Except Seed	41 790	2. Soybeans Except Seed	90 182
3. Coffee Rst Nd <2Kg Ret	39,545	3. Coffee N/Rst Decaf	28 093
4. Coffee N/Rst Nd Other	33 516	4. Rice Semi/Whol Milled	25 421
5. Coffee N/Rst Decaf	28 953	5. Coffee N/Rst Nd Other	18 072
6. Rice Semi/Whol Milled	24 426	6. Blk Tea Ferm Bag<3Kg	15 911
7. Avocado-Hslike Fr/Dr	17 219	7. Avocado-Hslike Fr/Dr	13 121
8. Grn Tea Not Flav<3K	16 299	8. Grn Tea Not Flav<3K	12 642
9. Blk Tea Ferm Bag<3Kg	15 180	9. Apples Fr >22Cents/Kg	12 135
10. Coffee Rst Nd Other	9 321	10. Coffee Rst Nd <2Kg Ret	11 707
Other Products	32 307	Other Products	49 905
<b>Total</b>	<b>667 420</b>	<b>Total</b>	<b>495 873</b>

Source: Prepared by the author on basis of USDA FAS, 2013.

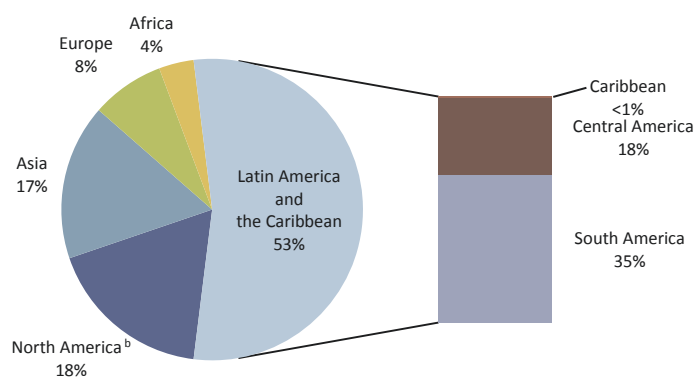
<sup>a</sup> Variables used: Trade area or partners of origin: world; Period: January – December; Imported consumption commodities: organics – all aggregates (includes certified organics as per HTS in respective year).

<sup>7</sup> As of July 2013, additional certified organic codes have been added to the HTS.

Due to the limited product range covered by the statistics, as well as the short collection period, it is not yet possible to make assumptions about a potential trend towards a more balanced import spectrum, but it is noticeable that import values for apples and soybeans – products that are also grown in the United States – more than doubled in 2012. The high values for organic soybean imports, ranked in second place, support the observations of supply squeezes, mentioned in chapter IV, due to the high demand for organic soybeans for soy milk production and as feed grains in the United States. Other fruits and grains that did not make the top ten, such as blueberries, early season pears, and Durum wheat also registered an import value increase in 2012 (see annexes 2 and 3).

From a global perspective, the GATS data highlights the role of Latin America and the Caribbean in satisfying the United States demand for certified organic products. In 2011, the region supplied two thirds of the HTS coded organic import commodities, amounting to US\$ 430,875,000 (see figure V.1).

**FIGURE V.1**  
**REGIONAL SHARES OF UNITED STATES ORGANIC IMPORTS WITH HTS CODES, 2011<sup>a</sup>**



Source: Prepared by the author on basis of USDA FAS, 2013.

<sup>a</sup> Variables used: Trade area or partners of origin: world regions; Period: January – December; Imported consumption commodities: total organics – selected (includes certified organics as per HTS in 2011).

<sup>b</sup> “North America” includes Canada and Mexico.

In 2011, of the top ten exporters of HTS coded certified organic consumption commodities to the United States, seven were from Latin America and the Caribbean. The top four countries were Peru, Mexico, Colombia, and Brazil (see table V.2). This was driven by the high values of coffee imports in that year. In 2012, as the value of imports of coffee decreased, coffee exporters from Colombia, Costa Rica, and Honduras, were substituted by organic soybean exporters from China and India, organic soybean exporters. In 2012, China supplied organic soybeans to the value of nearly US\$ 39 million, overtaking Canada in that product category who exported soybeans worth around US\$ 30 million to the United States market in 2011 and 2012. Canada became the third largest HTS organic trading partner with the United States, after Peru and Mexico in 2012, supplying also over US\$ 9 million in Durum wheat. Whereas Thailand managed to move up into the top ten in 2012 on the basis of its organic rice exports, Ethiopia interestingly acquired eighth place in the ranking due to maintained coffee export values. For both countries, values have been stable in both years around US\$ 18 million (see annexes 2 and 3).

**TABLE V.2**  
**TOP TEN EXPORTERS OF HTS CODED ORGANIC PRODUCTS TO THE UNITED STATES, 2011<sup>a</sup>**  
*(Thousands of dollars)*

Partner	Value
1. Peru	84 662
2. Mexico	70 851
3. Colombia	67 813
4. Brazil	61 009
5. Canada	47 945
6. Indonesia	41 638
7. Costa Rica	31 302
8. Switzerland	30 518
9. Guatemala	29 894
10. Honduras	27 551
All other countries together	174 237
World	667 420

Source: Prepared by the author on basis of USDA FAS, 2013.

Note: "Total organics" includes all HTS coded certified organic products as of 2011. For 2012 three additional codes, covering organic honey and quinces were added to the 20 presented in 2011.

<sup>a</sup> Variables used: Trade area or partners of origin: world regions – by country; Period: January – December; Imported consumption commodities: total organics – selected (includes certified organics as per HTS in 2011).

A look at the top ten HTS coded certified organic imports for consumption in the past two years from Latin America and the Caribbean illustrates the importance of coffee for the region's organic exports to the United States (see table V.3). As was the case worldwide, the region experienced a significant decrease in coffee prices. However, it was able to benefit from a higher import demand for fruits, vegetables, and soybeans in 2012. An addition to the 2012 HTS codification is the new data for certified organic honey. About US\$ 8 million of the total US\$ 11,196,000 value of imported honey from all countries in 2012 were from Brazil. It seems noteworthy that despite being a large international soybean producer, Brazil did not export any certified organic soybeans to the United States in 2011 or 2012. In the region, Argentina has been the sole exporter of this commodity in both years (see annex 4).

**TABLE V.3**  
**TOP TEN HTS CODED ORGANIC IMPORTS FROM**  
**LATIN AMERICA AND THE CARIBBEAN, 2011 AND 2012<sup>a</sup>**  
*(Thousands of dollars)*

2011		2012	
Product	Value	Product	Value
1. Coffee Arabica Nr Nd	340 129	1. Coffee Arabica Nr Nd	168 469
2. Coffee N/Rst Nd Other	31 558	2. Coffee N/Rst Decaf	21 024
3. Coffee N/Rst Decaf	21 773	3. Coffee N/Rst Nd Other	14 364
4. Avocado-Hslike Fr/Dr	17 219	4. Avocado-Hslike Fr/Dr	13 121
5. Bell Peppers Greenhse	4 290	5. Apples Fr >22Cents/Kg	9 088
6. Apples Fr >22Cents/Kg	3 869	6. <b>Honey</b>	9 052
7. Coffee Rst Nd Other	3 591	7. Soybeans Except Seed	7 276
8. Cultiv Blueberries Fr	2 638	8. Cultiv Blueberries Fr	3 492
9. Soybeans Except Seed	1 682	9. Bell Peppers Greenhse	3 432
10. Bell Peppers Fr Other	1 062	10. Bell Peppers Fr Other	2 898
Other Products	3 065	Other Products	9 046
Grand Total	430 875	Grand Total	261 262

Source: Prepared by the author on basis of USDA FAS, 2013.

Note: The product in **bold** is a new entrant

<sup>a</sup> Variables used: Trade area or partners of origin: Latin America; Period: January – December; Imported consumption commodities: organics – all aggregates (incl. certified organics as per HTS in respective year).



Peru and Mexico are the top two suppliers of HTS coded organic products worldwide (see table V.2). They accounted for half of the overall HTS organic export value in 2012 from Latin America and the Caribbean (see table V.4). Whereas five of the six commodities from Peru are coffee based, Mexico maintains a diverse export product basket. Besides its main organic export commodity coffee, Mexico also ships avocados, covering nearly all supplies of that product to the United States market, as well as rice, blueberries, honey, and peppers. The increased import demand for apples and other fruits in 2012 has been positive for Chile and Argentina, while imports from Brazil and the Central American and Andean countries are marked by the decrease in organic coffee (see annex 4).

**TABLE V.4**  
**TOP TEN HTS CODED EXPORTERS FROM LATIN AMERICA AND THE CARIBBEAN, 2011 AND 2012<sup>a</sup>**  
(Thousands of dollars)

2011			2012		
	Partner	Value		Partner	Value
1.	Peru	84 662	1.	Peru	68 222
2.	Mexico	70 851	2.	<b>Mexico</b>	62 070
3.	Colombia	67 813	3.	<b>Brazil</b>	27 542
4.	Brazil	61 009	4.	Guatemala	18 715
5.	Costa Rica	31 302	5.	Honduras	16 122
6.	Guatemala	29 894	6.	Argentina	14 924
7.	Honduras	27 551	7.	Nicaragua	14 073
8.	Nicaragua	24 282	8.	Colombia	11 447
9.	El Salvador	8 232	9.	<b>Chile</b>	10 919
10.	Ecuador	6 524	10.	Costa Rica	8 409
	All other countries	18 755		All other countries	8 817
	Latin America	430 875		Latin America	261 262

Source: Prepared by the author on basis of USDA FAS, 2013.

Note: The product in **bold** is a new entrant.

“Total organics” includes all HTS coded certified organic products as of 2011. For 2012 three additional codes, covering organic honey and quinces were added to the 20 presented in 2011. The author added the values per country for these three newly introduced items to the GATS “Total organics” values for 2012 in the respective table. See annex 4 for detailed annual product values for each of the 19 countries from Latin America and the Caribbean.

<sup>a</sup> Variables used: Trade area or partners of origin: Latin America – by country; Period: January – December; Imported consumption commodities: organics – all aggregates (includes certified organics as per HTS in respective year).

Initiatives to diversify the organic export portfolio could help absorb the negative impact of commodity price drops in a certain segment. Given the leading positions of Latin American and Caribbean countries in United States imports of conventionally farmed fruits and vegetables (USDA ERS, 2012a), their organic categories could offer new unexploited export opportunities.

United States demand for year-round fresh produce and regionally limited products, such as coffee, present good opportunities for foreign organic farmers and handlers to sell their products on the United States organic market.

## VI. The organic market in Latin America and the Caribbean

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The state of organic agriculture in Latin America is very different from country to country in regards to conversion levels amongst farmers, incentives for development, and government support and regulation. While some farmers have maintained farming traditions that could qualify as “organic agriculture”, industrial methods are commonly employed in all countries. Starting in the 1980s as a strand of rural development projects, systematic organic agriculture was introduced in particular by non-governmental organizations. This was often incorporated in efforts of community-building, strengthening farmer’s self-organization in cooperatives, and fair trade promotion. Over the years, domestic interest groups have formed, and organic agriculture in developing countries has attracted the interest of researchers. Since the early 2000s, organic agriculture has become acknowledged as a tool for rural development<sup>8</sup> in the region by intergovernmental organizations such as IFAD, United Nations Conference on Trade and Development (UNCTAD), and FAO, and governments in various countries started to commission their agricultural ministries with the elaboration of organizational and regulatory frameworks for organic agriculture (Garibay and Ugas, 2010; Willer and Kilcher, 2012).

This chapter outlines the current state of organic agriculture in terms of organic land shares, the promotion of organic farming, the state of organic standards and regulations, and regional initiatives to strengthen the profile of organic farming and exports in the region.

### A. Distribution and promotion of organic agriculture

Almost one quarter of the world’s organically managed agricultural land is in Latin America and the Caribbean. In 2010, 8.4 million hectares were cultivated organically by over 270,000 producers. Approximately half of the organic land is concentrated in one country: Argentina. Brazil with about

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<sup>8</sup> See, e.g., IFAD, 2011; Soto, 2003. For a non-governmental organization promotion of organic agriculture as a development tool see, e.g., IFOAM, 2006.

1.8 million hectares, and Uruguay with about 0.9 million hectares follow. The latter country is also amongst the countries with the highest shares of organic farmland of total agricultural land. Its quota of 6.3 percent is surpassed only by the Falkland Islands/Islands Malvinas (35.9 percent), the Dominican Republic (8.5 percent), and French Guyana (7.8 percent). The average organic agricultural land share across the countries of the region is 1.4 percent (Willer and Kilcher, 2012, Table 86). Annex 5 provides an overview of the number of organic producers and organic farmland per surveyed country in the region.

It is noteworthy that organic farms in the Andean region and in Central America are usually small in size while organic farms in South America – particularly those in Mercosur – are on average significantly larger in farm size. In 2008, the country with the most organic farmers was Mexico with 128,862. In the period 2007-2008 99.9 percent of the Mexican organic producers were small-scale farmers. Over 80 percent of these farmers were of Indigenous origin, commonly small-scale farmers, organized into production groups. Peasant organizations and NGO or international cooperation agency supported associations also allow Indigenous groups in other Latin American countries, for example in Colombia and Guatemala, to access the international organic market (Garibay and Ugas, 2010; Gómez Cruz and others, 2009; Escobar, 2009; De la Cruz Berganza, 2009).

Organic production in the region is mostly export-oriented. At least 80 to 90 percent of each country's domestic organic production<sup>9</sup> is shipped to the European Union, Japan, and the United States. Major organic export commodities are coffee, cocoa, exotic fruits, sugar, grains and cereals, and some spices. In the fruit and vegetable segment, for example, the Dominican Republic is clearly dominating the export of bananas, whereas Brazil is a strong supplier of apples and grapes to the world market and Mexico successfully sells avocados and apples. Large quantities of vegetables from the region are exported by Argentina and Chile. For organic farmers in Central America, growing organic cocoa is an important source of income. Argentina, Brazil, and Paraguay are the main international exporters of organic grains and soybeans from the region. Local grain varieties from the Andes like amaranth have also found their way onto the international organic market and provide export opportunities for Peru and Plurinational State of Bolivia (Garibay, Ugas and Flores Escudero, 2011).

According to a 2008 survey<sup>10</sup> conducted by the Research Institute of Organic Agriculture (known by its German acronym, FiBL), Mexico has the largest organic coffee area in the world whereas the area of organic coffee land in Peru is only half as big. It is surprising hence, that Peru is leading the United States HTS import statistics in all three organic coffee areas (see annex 3).

Over the past decade, Peru, like other countries from Latin America and the Caribbean, has become a major international player in the trade with organic agro-foods. The country had an export volume of US\$ 200 million in 2009. This impressive number builds a stark contrast to the country's domestic market sales that are estimated to amount to about US\$ 2 million. Most domestic organic markets in Latin America and the Caribbean are small and often centered in big cities. In the region, Argentina and Brazil have the most developed domestic organic markets. Some major supermarkets in these countries have integrated organic goods in their product range, but demand is relatively weak (Nakayo, 2010; Foguelman, 2009).

Garibay, Ugas and Flores Escudero state that projects in countries like Colombia, Costa Rica, Honduras, Nicaragua, and Peru, that were initiated to enhance foreign trade in organics by government authorities, foreign investors, and cooperation agencies mostly focus on a small selection of products for export and are geared for large scale volumes. Smaller companies in the sector are hence left out, in favor of involving big international traders. However, small independent farmers have managed to create value chains through associations and joint marketing. Thus, they manage to meet certification requirements and gain

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<sup>9</sup> For information on single countries' domestic organic agricultural production, the country reports in the 2009 edition of the annually released FiBL and IFOAM publication *World of Organic Agriculture* provide a good starting point for further reading.

<sup>10</sup> More results from the FiBL 2008 survey of Latin American and Caribbean hectare rankings of farmland for bananas, cocoa, and sugarcane can be found in Garibay, Ugas and Flores Escudero, 2011.

foreign market access. For instance in Ecuador, over 80 producers' organizations managing organic production systems have obtained recognized certification. Strategic government support through sector regulation, standard harmonization, certification, and label promotion is deemed a major factor of organic export facilitation (Garibay, Ugas and Flores Escudero, 2011; Rovayo and Lehman, 2009).

## **B. Standards and regulation of organic agriculture**

Compared to other developing and emerging countries, many countries in Latin America and the Caribbean have some of the most advanced legislative and regulatory frameworks for their organic markets. However, the number of organic certification bodies accredited to the region, ranked Latin America and the Caribbean behind Europe, Asia, and North America in 2009. The number of accreditation bodies had increased only slowly in the prior five years. In 2010, twelve operations in the region received accreditation to certify for the European Union market, and ten for the United States (Buley and others, 2004; Örvjavik, 2011).

Foreign certifiers, for example, the Organic Crop Improvement Association (OCIA) from the United States and BCS Oeko-Garantie from Europe, operate intensively in Latin America and the Caribbean and have set up national offices to facilitate cooperation with an increasing number of national governments that have implemented organic legislation. In addition, most countries have local certification agencies as well, for instance, Argencert from Argentina, Biotropico from Colombia, Instituto Biodinamico from Brazil, Maya Cert from Guatemala, and Uru Cert from Uruguay. While a good proportion of them are accredited to inspect operations in foreign markets, many only certify for the particular domestic market. Of note is Biolatina from Peru, which operates in its home country, but operates also in other countries of the region (Garibay and Ugas, 2010).

Many governments in Latin American and the Caribbean have passed national organic laws. Amongst the first to start national organic support programs or laws were Argentina (1992) and Guatemala (1999), the Dominican Republic (2001), Ecuador (2003), Mexico (2006), Chile (2006) and Colombia (2006) soon followed.

FiBL IFOAM research published in 2011, showed that in 2010 ten countries in Latin America and the Caribbean – Argentina, the Plurinational State of Bolivia, Brazil, Chile, Costa Rica, Colombia, the Dominican Republic, Ecuador, Honduras, and Peru as countries with fully implemented national laws for organic agriculture. Six more, El Salvador, Guatemala, Mexico, Paraguay, Uruguay, and the Bolivarian Republic of Venezuela, were in the process of drafting such but had not fully implemented their proposals in 2010. Brazil was one of the later countries to implement legislation but promotes, like Colombia, a national organic seal. Two countries, Argentina and Costa Rica, have obtained third country status to the European Union organic market. This means that their regulations on organic production has been deemed equivalent to those of the European Union, and hence their products can be freely exported to the whole European Union market without requiring additional import authorizations by the European Union member states (Huber, Schmitt and Napo-Bitatem, 2011).

This shows that the sustained strategic development and regulation of organic markets in Latin America and the Caribbean can lead to a better international competitiveness of organic products and to trade integration in the global organic market.

## **C. Efforts to raise the profile of organic agriculture**

Several efforts have been undertaken at the local, subregional, and regional level in Latin America and the Caribbean to unite efforts in promoting organic agriculture and strengthening its regulatory base.

On the local level, the so-called Participatory Guarantee Schemes (PGS) [locally focused quality assurance systems, which certify producers based on active participation of stakeholders and are built on a foundation of trust, social networks and knowledge exchange, IFOAM definition, 2008], have significantly increased over the last few years. They can be compared to the early private certification systems in the United States in the 1980s because they mainly focus on the creation of local quality

assurance networks and knowledge transfer. PGSs contribute to public trust-building in the organic sector and are not only an alternative but can also be a stepping-stone for third-party certification by foreign countries. They furthermore nurture the development of local organic markets that are still very small in the region (Katto-Andrighetto, 2010; Garibay and Ugas, 2010). Since 2010, Brazil so far has been the only country to consider PGSs for accreditation by the Ministry of Agriculture and for access to the national organic seal (Katto-Andrighetto, 2011). This initiative could significantly facilitate national certification for the many smallholders that are organized in Brazilian PGSs and lower the certification costs for them.

For organic policy initiatives in Latin America and the Caribbean it is important to bridge the large gaps between the local, national, regional, and global markets. As most producers are small farmholders that cooperate on a local level but are seeking access to global import markets for their products, interlinking capacities on the national and regional level are crucial in terms of external marketing, value chain management, and supply coordination. To forge a strong partnership at the regional level and to profit from the joint expertise of the competent authorities across the region, is the aim of the Inter-American Commission for Organic Agriculture (Comisión Interamericana de Agricultura Orgánica, CIAO). It unites 18 member states – Argentina, Plurinational State of Bolivia, Brazil, Chile, Colombia, Costa Rica, Ecuador, El Salvador, Honduras, Guatemala, México, Nicaragua, Panama, Paraguay, Peru, the Dominican Republic, Uruguay, and Bolivarian Republic of Venezuela – of which five sent representatives to the Board of Directors. The Technical Secretariat is located at the headquarters of the Inter-American Institute for Cooperation on Agriculture (Instituto Interamericano de Cooperación para la Agricultura, IICA). CIAO publishes a regular information bulletin and conducts research on organic agriculture. It also seeks to contribute to the advancement of organic production norms, monitoring of producers, processors, handlers, certification agencies and inspectors in order to strengthen organic agriculture development in the region. Most notably so far, it has placed in its website a compilation of the organic regulations enforced by its member states, allowing interested stakeholders to compare standards and laws (CIAO, 2013a).

Latin American and Caribbean countries interested in intensifying their involvement in the global trade of organic products can also find support in the Global Organic Market Access project (GOMA). In 2008, as a result of the cooperation surrounding the creation of the International Task Force on Harmonization and Equivalence in Organic Agriculture (ITF), FAO, UNCTAD, and IFOAM founded the global partnership program GOMA. The program seeks to facilitate trade flows of organic products between multiple regulatory and private organic guarantee schemes, and to facilitate harmonization of a global organic market. With the “EquiTool”, the ITF and GOMA developed a resource to compare the equivalence of standards and technical regulations. In addition, guidelines on “International Requirements for Organic Certification Bodies” (IROCB) are intended to help governments and private organizations with the assessment of organic certification and standards (FAO/IFAOM/UNCTAD, 2012a; ITF, 2008a and 2008b; Twarog, 2010).

In particular, GOMA has assisted the intergovernmental dialogue designated to strengthen regional organic standards in Central America by supporting Costa Rica, Honduras, Guatemala, El Salvador, Nicaragua, Panama and the Dominican Republic in the development of a harmonized organic standard. Additional assistance is also provided by the IICA. In August 2012 ministers from Central America submitted a document detailing the harmonized organic standard to the WTO (FAO/IFOAM/UNCTAD, 2012b).

By aiming to harmonize organic standards in the region, the overall regulatory framework for organic agriculture in Central America is expected to be significantly strengthened. This will not only help individual countries to create economies of scale for their organic products but also contribute to a better position for their exports by enabling the development of equivalence status with major importing countries like the United States.

## **VII. Opportunities and challenges for organic farmers and handlers from Latin America and the Caribbean**

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Studies on the practice of organic agriculture, its regulatory framework and stakeholders across Latin America and the Caribbean have emphasized three crucial conditions for the successful export of organic products: first, the support of farmer associations to organize product marketing, ascend value chains, and conquer niche markets; second, development of regulatory frameworks and to harmonize standards; and third, the willingness of public, private, and civil society stakeholders to form partnerships for knowledge sharing and capacity building down to the producer and consumer levels. The development level and measure of domestic support provided by these three components shape the opportunities for organic farmers and handlers on foreign organic markets, such as the United States.

Organic farming may be considered more labor intensive than conventional farming, thus, countries with smaller farms and lower farm labor costs could profit from an advantage in the adoption of organic farming practices for certain products (Green and others, 2010).

A 2003 case study by the International Fund for Agricultural Development (IFAD) on organic agriculture and smallholder farms, single family farms with a mix of cash and subsistence crops, in Latin America and the Caribbean showed that switching to organic agriculture had positive effects on their income. Between 2001 and mid-2002, over 5,100 small farmers, in Argentina, Costa Rica, El Salvador, Guatemala, Mexico and the Dominican Republic that produce bananas, coffee, cocoa, honey, sugar cane, and vegetables were monitored. Although the study results differentiated in respect to production costs, yields per hectare, and market prices, all smallholders received higher net gains compared to their prior way of farming. In all studied cases, the farmers obtained higher prices for their certified organic products than they would have for their products on the conventional market. However, premiums varied greatly depending on product and country, from between approximately 22 to 150 percent. Despite the positive economic and environmental aspects that their research connected to organic agriculture, the authors alert that success of converting to organic agriculture in the long-term is subject to farmers' ability to maintain soil quality, and market price development. Hence, technical assistance and marketing strategy support are crucial for the continued development of smallholder organic agriculture. They also stress the importance of producers associations, as research found that organized farmers were better trained and more

successful. Associations have a positive impact in particular in regards to technology transfer, developing monitoring systems, and accompanying the transition period to organic farming (IFAD, 2003).

The costs attached to the process of becoming certified through a certifying agent accredited by a foreign organic program might be seen as a major hurdle for small and medium farmers that would like to convert to organic farming. Certification costs vary depending on the certifying agency, farm size, and product. Most USDA accredited certifiers<sup>11</sup> in Latin America and the Caribbean thus ask interested farmers to contact them directly for assistance. Biolatina has published detailed schedules of costs for application evaluation, inspection, and report review that could serve as an orientation for cost calculation to farmers (Biolatina, 2013).

A strong domestic framework for organic standards, related training, and domestic organic assistance programs can help to ease conversion costs for farmers and facilitate the application and certification process for NOP certification. Hence, for example, the creation of national organic programs and the implementation of laws and regulations could reduce producers' costs for organic certification and help to raise standards for better competitiveness on the international market.

In the UNCTAD and the United Nations Environment Program (UNEP) guidebook on “Best Practices for Organic Policies”, two of the seven case studies to identify the best practices and lessons learned from crafting organic policies around the world, were from Latin America, Chile and Costa Rica. The book offers 35 recommendations on how to design initial policies, standards and regulations, and also how to initiate capacity-building, for example, in the field of education. The authors alert that export promotion strategies have to be specifically targeted for organic products and be based on a detailed assessment of potentials. For instance, the strategy that works to market an agricultural product that is exported in large quantities in the conventional category might not be automatically successful to promote the export of the respective certified organic product to a very quality-conscious organic market abroad (UNCTAD/UNEP, 2008).

While stakeholders in some countries in Latin America and the Caribbean have recognized the export potential of organic agriculture and thus have become increasingly involved in the regulation of the sector, much still has to be done in this regard across the region as a whole.

In order for national and local governments to benefit in a broader sense from organic agriculture as a tool for development and poverty reduction, the International Federation of Organic Agriculture Movements has made several suggestions. Amongst those are the creation of weekly or daily markets for organic agricultural products within cities, the education of young citizens in particular about organic agriculture and nutritional values, and the serving of organic foods in public dining halls, such as schools (IFOAM, 2006).

Public-private partnerships have proven to be effective in the joint export promotion of organic products and in the representation of a country as a quality supplier of organic goods. They are also expected to better tackle technical problems like the fumigation of organic produced agro-foods in the handling chain.

Another area to forge public-private partnerships could be the combination of eco-tourism with organic agriculture and the possibility to advertise both areas together on the United States market and in other countries abroad. Furthermore government and business in the region could join forces to promote regional cuisine, for example, Andean food culture, and its specific ingredients abroad. A consumer survey undertaken in the United States found that people with varied cooking skills are more likely to purchase organic foods, and that the food market has traditionally featured a high demand for exotic produce and spices (Li, Zepeda and Gould, 2007).

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<sup>11</sup> Refer to the list of USDA accredited certifiers by country in annex 6.

Civil society institutions, such as the Movimiento Argentino para la Producción Orgánica (MAPO)<sup>12</sup> in Argentina or the Chilean Organic Association (AAOCH)<sup>13</sup>, have developed structures to coordinate efforts between organic producers, legislators, and the exporting business community (Garibay and Ugas, 2010; Eguillor Recabarren, 2009).

The studies and guideline publications mentioned in this chapter are part of a larger research effort across IGOs, NGOs and think tanks that has significantly increased in the last decade and produced many interesting reports that should be considered by policymakers and trade agencies in Latin America and the Caribbean.<sup>14</sup>

However, converting to organic agriculture is not always the panacea. But especially for smallholders in rural regions – a population group that is mostly affected by the inequalities in income, health, and education – conversion to organic agriculture can prove successful. This is in part owed to the circumstance, that these farmers have worked their soil without or with little input of industrial and chemical materials. Hence, conversion to a sustainable, eco-friendly way of farming was not that difficult (IFAD, 2003).

Smallholders are the dominant group among organic farmers in the region – with the exception of the large Southern countries. Without effective control systems and ways to transfer knowledge, however, they cannot open up ways to access premium foreign markets and hence need intensified support from governments and organic industry associations. In addition, smallholders are often negatively affected by a lack of rural infrastructure and sustainable financial investment sources (IFAD, 2003; Garibay and Ugas, 2010).

Apart from the import and standard restrictions explained in sections IV and V, challenges also await exporters from Latin America and the Caribbean once a product has gained access to the United States market. As the surveys in section III illustrate, organic buyers are very quality conscious, but also willing to pay price premiums for exotic products. It is also noteworthy that in recent years, labels advertising agricultural products as “locally grown” have become popular amongst United States customers. Those products are not necessarily organic, but could mean competition for imported organic products (Green and others, 2009: *Emerging Issues in the United States Organic Industry*, p. 16-17). In order to benefit from a competitive advantage, the product range offered by organic producers from the United States should hence be carefully analyzed by exporters from the region when deciding to market an organic food item in the country.

The OTA survey mentioned in section III has also shown the high trust and credibility United States consumers attach to the USDA organic seal. It could hence prove very advantageous for producers from Latin America and the Caribbean to seek NOP certification when seeking to offer their products on the United States market. The success of the USDA organic seal in a time span of only a few years underlines the importance of countries in the region to promote a recognizable national organic label, parallel to consumer education. The willingness of the United States and European Union to open their organic markets for trading partners whose organic standards and legislation they value as equal, should be motivation enough for producers, agricultural trade associations, and policy makers in Latin America and the Caribbean to continue their efforts to design high-quality support programs and regulatory frameworks for organic agriculture.

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<sup>12</sup> MAPO maintains an informative website in Spanish at <<http://www.mapo.org.ar>>.

<sup>13</sup> AAOCH can be found online at <<http://aaoch.cl>>.

<sup>14</sup> For those directly involved in the development or management of organic agriculture with smallholders, “The Organic Business Guide” by Bo van Elzhakker and Frank Eyhorn advises on how to create and elevate sustainable value chains in organic agriculture. The publication of the guidebook was supported by several intergovernmental, national and non-governmental development agencies, amongst others, UNEP, the Swedish International Development Cooperation Agency, and IFOAM.





## VIII. Conclusion

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There is a growing demand for fresh and exotic certified organic products in the United States. Opportunities to penetrate the market can only be successfully exploited, when foreign producers are willing to comply with certain import, certification, marketing, and labeling requirements as determined by the National Organic Program, under the United States Department of Agriculture.

Although the costs, as well as the compliance procedures attached to the conversion and certification process related to organic agriculture may make market access more difficult, they do not necessarily constitute insurmountable obstacles for producers and handlers from the region. Adoption costs for switching to organic farming may vary greatly depending on the individual circumstances like farm size, product, and previous way of farming. However, the price premiums that are to be expected for certified organic products in the United States are generally expected to outweigh the costs attached to the conversion process, in particular for smallholders, single family farms with a mix of cash and subsistence crops. The presence of NOP accredited certifying agencies in the region assures that farmers interested in becoming USDA certified have local contact persons. Well organized national organic programs, laws and institutions for monitoring and enforcement are crucial to reduce conversion and certification costs for organic agriculture. Government involvement also facilitates certification and access to international markets. Successfully implemented national or regional legislation on organic agriculture could be seen as a prerequisite for the successful negotiation of bi- and multilateral agreements on trade in organic agriculture. The most powerful players on the international organic market, the United States and the European Union are conscious not to compromise the integrity of their domestic organic standards.

In the last decade, several governments in Latin America and the Caribbean have become very active in supporting organic agriculture and are working on forging alliances with research institutions and the agricultural industry. Programs to strengthen organic legislation and the development of the domestic market for organic products are expected to have positive effects on the export potential and suitability of their agricultural products.

In addition, more could be done to educate local consumers about organic products and standards. In the long run, this could lead to the development of broader domestic organic markets in Latin America and the Caribbean and would provide producers with more market outlets. In addition to exporting their products to the United States and Europe, they could also sell certain quantities on local

markets. Cooperation initiatives like the CIAO seem promising in regards to coordinating efforts and facilitating knowledge transfer and capacity building on a regional level.

The development of a strong organic industry will not only add to individual countries' export sales. It has the potential to contribute to the advancement and competitiveness of the agricultural sector at large. Ultimately, it could play a positive role in the development of a framework for the sustainable management of food security in the region.

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## **Annexes**

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## Annex 1

### Import codes for organic products in the 2012 United States Harmonized Tariff Schedule

Heading/ Sub-heading	Statistical Suffix	Article Description	Rates of Duty		
			1		2 <sup>b</sup>
			General	Special <sup>a</sup>	
0409.00.00	05	Natural Honey	1.9¢/kg	Free (A+, AU, BH, CA, CL, CO, D, E, IL, J, JO, KR, MA, MX, OM, P, PA, PE, SG)	6.6¢/kg
0709.60.40	15	Sweet bell-type peppers ( <i>Capiscum annum</i> ), greenhouse	4.7¢/kg	Free (A, AU, BH, CA, CL, CO, E, IL, J, JO, KR, MA, MX, OM, P, PA, PE, SG)	5.5¢/kg
	65	Sweet bell-type peppers ( <i>Capiscum annum</i> ), other			
0804.40.00	20	Avocados (Hass avocados and avocados determined by the Secretary of Agriculture to be Hass-like)	11.2¢/kg	Free (A+, BH, CA, CO, D, E, IL, J, JO, MX, P, PA, PE, SG) See 9913.08.05-9913.08.30 (AU) See 9911.08.05-9911.08.35 (CL) 5.6¢/kg (KR) 3.3¢/kg (MA) 2.2¢/kg (OM)	33.1¢/kg
0808.10.00	45	Apples (valued over 22¢ per kg)	Free		1.1¢/kg
0808.30.20	15	Pears (if entered during the period from 1 April -30 June, inclusive, in any year)	Free		1.1¢/kg
0808.30.40	15	Pears (if entered at any other time)	0.3¢/kg	Free (A+, AU, BH, CA, CL, CO, D, E, IL, J, JO, KR, MA, MX, OM, P, PA, PE, SG)	1.1¢/kg
0808.40.20	15	Quinces (if entered during the period from 1 April -30 June, inclusive, in any year)	Free		1.1¢/kg
0808.40.40	15	Quinces (if entered at any other time)	0.3¢/kg	Free (A+, AU, BH, CA, CL, CO, D, E, IL, J, JO, KR, MA, MX, OM, P, PA, PE, SG)	1.1¢/kg
0810.40.00	26	Blueberries (cultivated)	Free		2.8¢/kg
0901.11.00	15	Coffee (not roasted, not decaffeinated, Arabica)	Free		Free
	45	Coffee (not roasted, not decaffeinated, other)	Free		Free
0901.12.00	15	Coffee (not roasted, decaffeinated)	Free		Free
0901.21.00	35	Coffee (roasted, not decaffeinated, in retail containers weighing 2 kg or less)	Free		Free
	55	Coffee (roasted, not decaffeinated, other)	Free		Free
0901.22.00	35	Coffee (roasted, decaffeinated, in retail containers weighing 2 kg or less)	Free		Free

## Annex 1 (concluded)

Heading/ Sub-heading	Statistical Suffix	Article Description	Rates of Duty		
			1		2 <sup>b</sup>
			General	Special <sup>a</sup>	
0902.10.10	15	Green tea (not fermented, in immediate packings of a content not exceeding 3 kg, flavored)	6.4%	Free (A, AU, BH, CA, CL, CO, E, IL, J, JO, KR, MA, MX, OM, P, PA, PE, SG)	20%
0902.10.90	15	Green tea (not fermented, in immediate packings of a content not exceeding 3 kg, other)	Free		Free
0902.20.90	15	Other green tea (not fermented, other)	Free		Free
0902.30.00	15	Black tea (fermented and partly fermented tea, in immediate packings of a content not exceeding 3 kg, in tea bags)	Free		Free
1001.19.00	25	Wheat and meslin (Durum wheat, other)	0.65¢/kg	Free (A+, AU, BH, CA, CL, CO, D, E, IL, J, JO, KR, MA, MX, OM, P, PA, PE, SG)	1.5¢/kg
1006.30.90	15	Rice (Semi-milled or wholly milled rice, whether or not polished or glazed, other)	1.4¢/kg	Free (A+, AU, BH, CA, CL, CO, D, E, IL, J, JO, KR, MA, MX, OM, P, PA, PE, SG)	5.5¢/kg
1201.90.00	10	Soybeans, whether or not broken (other)	Free		4.4¢/kg

Source: Prepared by the author on basis of USITC, 2012.

<sup>a</sup> Programs under which special tariff treatment may be provided, and the corresponding symbols for such programs as they are indicated in the "Special" subcolumn, are as follows:

Generalized System of Preferences.....	A or A+
United States-Australia Free Trade Agreement.....	AU
Automotive Products Trade Act.....	B
United States-Bahrain Free Trade Agreement Implementation Act.....	BH
Agreement on Trade in Civil Aircraft.....	C
North American Free Trade Agreement: Goods of Canada, under the terms of general note 12 to this schedule.....	CA
Goods of Mexico, under the terms of general note 12 to this schedule.....	MX
United States-Chile Free Trade Agreement.....	CL
African Growth and Opportunity Act.....	D
Caribbean Basin Economic Recovery Act.....	E
United States-Israel Free Trade Area.....	IL
Andean Trade Preference Act or Andean Trade Promotion and Drug Eradication Act.....	J
United States-Jordan Free Trade Area Implementation Act.....	JO
Agreement on Trade in Pharmaceutical Products.....	K
Dominican Republic-Central America-United States Free Trade Agreement Implementation Act.....	P
Uruguay Round Concessions on Intermediate Chemicals for Dyes.....	L
United States-Caribbean Basin Trade Partnership Act.....	R
United States-Morocco Free Trade Agreement Implementation Act.....	MA
United States-Singapore Free Trade Agreement.....	SG
United States-Oman Free Trade Agreement Implementation Act.....	OM
United States-Peru Trade Promotion Agreement Implementation Act.....	PE
United States-Korea Free Trade Agreement Implementation Act.....	KR
United States-Colombia Trade Promotion Agreement Implementation Act.....	CO
United States-Panama Trade Promotion Agreement Implementation Act.....	PA

<sup>b</sup> Rates of Duty under section 2, apply to Cuba and North Korea.

## Annex 2

### United States organic imports, by HTS code, 2011-2012<sup>a</sup>

Products ranked by accumulated values in 2011.

(Thousands of dollars)

Product	2011	2012	Percentage change
Coffee Arabica Nr Nd	408 863	218 684	(47)
Soybeans Except Seed	41 790	90 182	116
Coffee Rst Nd <2Kg Ret	39 545	11 707	(70)
Coffee N/Rst Nd Other	33 516	18 072	(46)
Coffee N/Rst Decaf	28 953	28 093	(3)
Rice Semi/Whol Milled	24 426	25 421	4
Avocado-Hslike Fr/Dr	17 219	13 121	(24)
Grn Tea Not Flav<3K	16 299	12 642	(22)
Blk Tea Fern Bag<3Kg	15 180	15 911	5
Coffee Rst Nd Other	9 321	4 446	(52)
Bell Peppers Greenhse	6 735	6 206	(8)
Apples Fr >22Cents/Kg	5 738	12 135	111
Coffee Rst Dec<2K Ret	5 560	1 468	(74)
Grn Tea Not Flav Other	5 118	5 626	10
Cultiv Blueberries Fr	2 921	3 492	20
Pears Fresh Other Time	2 349	1 493	(36)
Pears Fresh 1/4-30/6	1 320	2 552	93
Bell Peppers Fr Other	1 239	3 124	152
Durum Wheat Not Seed	695	9 517	1 270
Grn Tea Flav<3K	632	608	(4)
Honey <sup>b</sup>	...	11 196	...
Quinces Fresh 1/4 – 30/6 <sup>b</sup>	...	73	...
Quinces Fresh 1/7 – 3/3 <sup>b</sup>	...	103	...
Total	667 420	495 873	(26)

Source: Prepared by the author on basis of USDA FAS, 2013.

<sup>a</sup> Variables used: Area and partners of origin: world; Period: January – December; Imported consumption commodities: organics –all aggregates (includes certified organics as per HTS).

<sup>b</sup> As 2011 was chosen as base year to rank the import values, the three product categories that were newly included in the HTS in 2012 appear at the end of the list.

### Annex 3

## Value of HTS coded organic products imports to the United States, by exporter, 2011-2012<sup>a</sup>

Exporters are ranked by accumulated values in 2011.

(Thousands of dollars)

Rank	Partner	Product	2011	2012	Percentage change
1	Peru	Coffee Arabica Nr Nd	69 217	56 174	(19)
		Coffee N/Rst Decaf	8 753	9 467	8
		Coffee N/Rst Nd Other	6 668	2 153	(68)
		Coffee Rst Nd Other	20	0	...
		Coffee Rst Dec<2K Ret	4	0	...
		Avocado-Hslike Fr/Dr	0	429	...
2	Mexico	Coffee Arabica Nr Nd	38 436	32 986	(14)
		Avocado-Hslike Fr/Dr	16 804	12 407	(26)
		Coffee N/Rst Decaf	6 946	6 542	(6)
		Bell Peppers Greenhse	4 186	3 416	(18)
		Coffee N/Rst Nd Other	2 361	3 034	29
		Bell Peppers Fr Other	1 022	2 834	177
		Coffee Rst Nd Other	930	0	...
		Grn Tea Not Flav Other	98	0	...
		Coffee Rst Nd <2Kg Ret	44	0	...
		Rice Semi/Whol Milled	20	48	138
		Cultiv Blueberries Fr	4	21	382
		Honey	0	781	...
3	Colombia	Coffee Arabica Nr Nd	61 733	9 052	(85)
		Coffee N/Rst Nd Other	5 766	1 562	(73)
		Coffee Rst Nd Other	157	680	333
		Coffee N/Rst Decaf	120	150	25
		Coffee Rst Nd <2Kg Ret	37	3	(91)
4	Brazil	Coffee Arabica Nr Nd	56 222	16 067	(71)
		Coffee N/Rst Nd Other	2 922	1 340	(54)
		Coffee Rst Nd Other	1 195	33	(97)
		Coffee Rst Nd <2Kg Ret	595	2 025	240
		Coffee N/Rst Decaf	69	0	...
		Coffee Rst Dec<2K Ret	6	0	...
		Honey	0	8 014	...
		Grn Tea Not Flav Other	0	46	...
		Rice Semi/Whol Milled	0	16	...
5	Canada	Soybeans Except Seed	32 462	29 772	(8)
		Coffee Rst Nd <2Kg Ret	6 685	5 474	(18)
		Blk Tea Ferm Bag<3Kg	2 889	3 742	30
		Coffee N/Rst Decaf	1 308	2 259	73
		Apples Fr >22Cents/Kg	1 037	1 506	45
		Coffee Rst Dec<2K Ret	1 013	1 130	12
		Coffee Rst Nd Other	895	435	(51)
		Durum Wheat Not Seed	695	9 312	1 240
		Grn Tea Not Flav<3K	529	139	(74)
		Bell Peppers Greenhse	205	17	(92)
		Grn Tea Flav<3K	83	93	13
		Rice Semi/Whol Milled	64	0	...
		Bell Peppers Fr Other	38	0	...
		Grn Tea Not Flav Other	26	0	...
		Coffee N/Rst Nd Other	15	0	...
		Pears Fresh 4/1-6/30	3	10	275
Honey	0	1 475	...		

## Annex 3 (continued)

Rank	Partner	Product	2011	2012	Percentage change
6	Indonesia	Coffee Arabica Nr Nd	38 154	29 271	(23)
		Coffee N/Rst Decaf	2 681	3 401	27
		Coffee N/Rst Nd Other	697	1 726	148
		Coffee Rst Dec<2K Ret	59	81	37
		Rice Semi/Whol Milled	32	107	235
		Grn Tea Not Flav<3K	15	14	(1)
		Coffee Rst Nd <2Kg Ret	0	72	...
		Coffee Rst Nd Other	0	8	...
7	Costa Rica	Coffee Arabica Nr Nd	29 855	8 004	(73)
		Coffee Rst Nd Other	1 179	25	(98)
		Coffee N/Rst Nd Other	151	185	22
		Coffee Rst Nd <2Kg Ret	83	187	125
		Coffee N/Rst Decaf	28	9	(69)
		Coffee Rst Dec<2K Ret	6	0	...
8	Switzerland	Coffee Rst Nd <2Kg Ret	26 669	0	...
		Coffee Rst Dec<2K Ret	3 815	0	...
		Rice Semi/Whol Milled	34	32	(5)
9	Guatemala	Coffee Arabica Nr Nd	24 803	16 252	(34)
		Coffee N/Rst Nd Other	4 566	2 350	(49)
		Coffee N/Rst Decaf	522	113	(78)
		Coffee Rst Nd <2Kg Ret	2	0	...
10	Honduras	Coffee Arabica Nr Nd	23 192	12 451	(46)
		Coffee N/Rst Decaf	3 283	3 273	...
		Coffee N/Rst Nd Other	1 076	399	(63)
11	Nicaragua	Coffee Arabica Nr Nd	20 755	11 231	(46)
		Coffee N/Rst Decaf	1 944	1 355	(30)
		Coffee N/Rst Nd Other	1 576	1 483	(6)
		Rice Semi/Whol Milled	7	0	...
		Coffee Rst Nd <2Kg Ret	0	4	...
12	Ethiopia	Coffee Arabica Nr Nd	16 244	16 204	...
		Coffee N/Rst Decaf	1 098	397	(64)
		Coffee N/Rst Nd Other	867	1 713	98
		Grn Tea Not Flav Other	32	0	...
13	Thailand	Rice Semi/Whol Milled	17 151	17 980	5
		Coffee Rst Nd Other	7	0	...
		Coffee Arabica Nr Nd	0	4	...
		Coffee N/Rst Nd Other	0	3	...
14	India	Rice Semi/Whol Milled	5 463	4 789	(12)
		Soybeans Except Seed	5 327	12 710	139
		Blk Tea Ferm Bag<3Kg	4 712	3 998	(15)
		Coffee Arabica Nr Nd	387	264	(32)
		Grn Tea Not Flav Other	241	343	42
		Coffee Rst Nd <2Kg Ret	153	45	(71)
		Coffee N/Rst Nd Other	89	11	(88)
		Grn Tea Not Flav<3K	73	50	(32)
		Coffee N/Rst Decaf	66	0	...
		Coffee Rst Nd Other	45	0	...
		Grn Tea Flav<3K	5	0	...
		Coffee Rst Dec<2K Ret	4	0	...
		15	China	Grn Tea Not Flav<3K	4 968
Grn Tea Not Flav Other	3 628			3 947	9
Soybeans Except Seed	2 320			38 923	1 578
Pears Fresh Other Time	834			0	...
Blk Tea Ferm Bag<3Kg	385			731	90
Pears Fresh 4/1-6/30	371			15	(96)

## Annex 3 (continued)

Rank	Partner	Product	2011	2012	Percentage change
	China, continued	Coffee Arabica Nr Nd	315	0	...
		Grn Tea Flav<3K	236	348	47
		Rice Semi/Whol Milled	43	185	335
		Coffee Rst Nd <2Kg Ret	38	95	152
		Quinces Fresh 7/1-3/3	0	29	...
16	Japan	Grn Tea Not Flav<3K	9 798	7 274	(26)
		Grn Tea Not Flav Other	617	884	43
		Coffee Rst Nd <2Kg Ret	14	0	...
		Grn Tea Flav<3K	13	11	(13)
17	El Salvador	Coffee Arabica Nr Nd	8 053	2 084	(74)
		Coffee N/Rst Nd Other	92	526	473
		Bell Peppers Greenhse	53	0	...
		Coffee N/Rst Decaf	34	22	(37)
18	Germany	Coffee Arabica Nr Nd	2 339	139	(94)
		Coffee N/Rst Decaf	1 291	944	(27)
		Coffee Rst Nd Other	1 021	209	(80)
		Coffee Rst Nd <2Kg Ret	1 014	1 306	29
		Blk Tea Ferm Bag<3Kg	324	24	(93)
		Grn Tea Not Flav Other	234	161	(31)
		Coffee Rst Dec<2K Ret	132	41	(69)
		Grn Tea Not Flav<3K	126	43	(66)
		Grn Tea Flav<3K	112	17	(84)
19	Ecuador	Coffee N/Rst Nd Other	5 436	767	(86)
		Coffee Arabica Nr Nd	1 058	658	(38)
		Coffee Rst Nd Other	30	29	(4)
20	Chile	Apples Fr >22Cents/Kg	3 249	7 414	128
		Cultiv Blueberries Fr	2 285	2 976	30
		Avocado-Hslike Fr/Dr	415	285	(31)
		Pears Fresh 4/1-6/30	32	68	112
		Pears Fresh Other Time	0	29	...
		Quinces Fresh 4/1-6/30	0	73	...
		Quinces Fresh 7/1-3/3	0	74	...
21	Italy	Coffee Rst Nd <2Kg Ret	2 639	1 126	(57)
		Coffee Rst Nd Other	2 241	1 091	(51)
		Rice Semi/Whol Milled	445	504	13
		Coffee Rst Dec<2K Ret	370	114	(69)
		Coffee Arabica Nr Nd	6	0	...
		Honey	0	157	...
		Coffee N/Rst Nd Other	0	5	...
		Grn Tea Not Flav Other	0	9	...
22	Argentina	Soybeans Except Seed	1 682	7 276	333
		Pears Fresh Other Time	1 031	1 457	41
		Pears Fresh 4/1-6/30	847	2 459	190
		Apples Fr >22Cents/Kg	621	1 674	170
		Cultiv Blueberries Fr	348	495	42
		Rice Semi/Whol Milled	134	1 359	911
		Grn Tea Not Flav Other	5	0	...
		Durum Wheat Not Seed	0	205	...
23	Vietnam	Coffee Arabica Nr Nd	3 803	87	(98)
		Rice Semi/Whol Milled	196	60	(69)
		Coffee N/Rst Decaf	170	12	(93)
		Coffee Rst Nd <2Kg Ret	37	0	...
		Coffee Rst Nd Other	0	31	...
		Grn Tea Not Flav Other	0	20	...



## Annex 3 (continued)

Rank	Partner	Product	2011	2012	Percentage change
24	United Kingdom	Blk Tea Ferm Bag<3Kg	3 479	3 119	(10)
		Grn Tea Not Flav<3K	431	284	(34)
		Grn Tea Flav<3K	52	47	(10)
		Coffee Rst Nd Other	25	7	(71)
		Coffee Rst Nd <2Kg Ret	4	13	187
25	Bolivia (Plurinational State of)	Coffee Arabica Nr Nd	3 280	2 449	(25)
		Coffee N/Rst Nd Other	405	305	(25)
		Coffee N/Rst Decaf	72	93	29
26	Sri Lanka	Blk Tea Ferm Bag<3Kg	2 805	4 091	46
		Grn Tea Not Flav<3K	160	109	(32)
		Grn Tea Flav<3K	88	58	(33)
		Grn Tea Not Flav Other	9	12	41
27	Papua New Guinea	Coffee Arabica Nr Nd	2 552	1 463	(43)
		Coffee N/Rst Nd Other	0	121	...
		Coffee N/Rst Decaf	0	40	...
28	Kenya	Coffee Arabica Nr Nd	2 226	91	(96)
29	Dominican Republic	Coffee Arabica Nr Nd	1 383	695	(50)
		Coffee N/Rst Nd Other	447	6	(99)
		Bell Peppers Greenhse	51	15	(70)
		Coffee Rst Nd <2Kg Ret	45	33	(27)
		Bell Peppers Fr Other	39	64	63
30	Uganda	Honey	0	257	...
		Coffee Arabica Nr Nd	1 308	644	(51)
		Coffee N/Rst Decaf	528	0	...
		Coffee N/Rst Nd Other	114	0	...
31	Panama	Coffee Rst Nd <2Kg Ret	0	3	...
		Coffee Arabica Nr Nd	1 938	257	(87)
32	Netherlands	Bell Peppers Greenhse	1 652	2 463	49
		Bell Peppers Fr Other	82	4	(95)
		Coffee Rst Nd <2Kg Ret	69	0	...
		Cultiv Blueberries Fr	26	0	...
		Soybeans Except Seed	0	631	...
33	Belgium-Luxembourg	Coffee Rst Nd <2Kg Ret	1 092	939	(14)
		Coffee Rst Nd Other	155	187	21
		Blk Tea Ferm Bag<3Kg	90	106	17
		Grn Tea Not Flav<3K	76	103	36
		Grn Tea Not Flav Other	63	0	...
		Bell Peppers Greenhse	43	0	...
		Coffee Rst Dec<2K Ret	21	0	...
34	New Zealand	Apples Fr >22Cents/Kg	832	1 528	84
		Cultiv Blueberries Fr	257	0	...
		Pears Fresh Other Time	18	0	...
		Honey	0	128	...
		Bell Peppers Greenhse	0	4	...
35	Bosnia a. Herzegovina	Coffee Rst Nd Other	821	900	10
		Coffee N/Rst Nd Other	5	5	(5)
36	Rwanda	Coffee Arabica Nr Nd	762	1 385	82
		Coffee N/Rst Nd Other	0	3	...
37	Israel	Bell Peppers Greenhse	545	290	(47)
		Blk Tea Ferm Bag<3Kg	118	15	(87)
		Bell Peppers Fr Other	57	208	264
		Coffee Rst Nd Other	24	0	...
		Honey	0	6	...
		Coffee Arabica Nr Nd	0	36	...

## Annex 3 (continued)

Rank	Partner	Product	2011	2012	Percentage change
38	Hong Kong	Rice Semi/Whol Milled	534	35	(93)
		Grn Tea Not Flav Other	46	36	(20)
		Blk Tea Ferm Bag<3Kg	3	3	15
		Grn Tea Flav<3K	0	2	...
39	Tanzania	Coffee Arabica Nr Nd	443	14	(97)
		Coffee N/Rst Nd Other	108	0	...
		Grn Tea Not Flav Other	8	0	...
40	Republic of Korea	Pears Fresh Other Time	466	0	...
		Pears Fresh 4/1-6/30	67	0	...
		Grn Tea Not Flav Other	8	0	...
		Grn Tea Flav<3K	0	2	...
41	Croatia	Grn Tea Not Flav<3K	0	6	...
		Coffee Rst Nd Other	324	253	(22)
		Coffee Rst Nd <2Kg Ret	18	0	...
42	Jamaica	Coffee N/Rst Nd Other	2	0	...
		Coffee Arabica Nr Nd	206	109	(47)
		Coffee Rst Nd Other	74	10	(86)
43	Ireland	Coffee Rst Nd <2Kg Ret	33	0	...
		Blk Tea Ferm Bag<3Kg	9	13	46
		Blk Tea Ferm Bag<3Kg	303	3	(99)
44	France	Coffee Rst Dec<2K Ret	119	102	(14)
		Grn Tea Not Flav<3K	82	85	3
		Grn Tea Flav<3K	37	0	...
		Coffee Rst Nd <2Kg Ret	28	210	650
45	Serbia	Blk Tea Ferm Bag<3Kg	3	0	...
		Coffee Rst Nd Other	128	382	199
		Coffee Rst Nd <2Kg Ret	84	18	(79)
46	Cambodia	Rice Semi/Whol Milled	209	108	(48)
47	Burundi	Coffee Arabica Nr Nd	195	0	...
48	Haiti	Coffee N/Rst Nd Other	92	255	177
49	Taiwan	Grn Tea Not Flav<3K	38	0	...
		Grn Tea Not Flav Other	23	91	293
		Grn Tea Flav<3K	5	12	151
		Blk Tea Ferm Bag<3Kg	3	17	469
		Honey	0	12	...
50	Madagascar	Coffee N/Rst Nd Other	54	122	126
		Rice Semi/Whol Milled	9	18	103
51	Turkey	Coffee Rst Nd <2Kg Ret	55	3	(94)
		Coffee Rst Nd Other	7	0	...
		Blk Tea Ferm Bag<3Kg	0	8	...
		Soybeans Except Seed	0	167	...
52	South Africa	Grn Tea Not Flav Other	51	16	(69)
		Grn Tea Not Flav<3K	5	125	2 522
53	Sweden	Coffee Rst Nd <2Kg Ret	51	0	...
		Coffee Rst Nd Other	0	13	...
54	United Arab Emirates	Rice Semi/Whol Milled	39	0	...
55	Malaysia	Coffee N/Rst Decaf	32	0	...
		Coffee N/Rst Nd Other	4	0	...
		Coffee Rst Nd <2Kg Ret	2	0	...
56	Jordan	Coffee Rst Nd <2Kg Ret	35	21	(39)
57	Macedonia	Coffee Rst Nd Other	28	36	28
		Grn Tea Flav<3K	0	9	...
		Grn Tea Not Flav<3K	0	5	...

## Annex 3 (concluded)

Rank	Partner	Product	2011	2012	Percentage change
58	Poland	Blk Tea Ferm Bag<3Kg	15	18	22
		Rice Semi/Whol Milled	4	4	(18)
		Coffee Rst Nd Other	3	0	...
		Coffee Rst Dec<2K Ret	3	0	...
		Grn Tea Not Flav Other	2	0	...
		Coffee Rst Nd <2Kg Ret	0	21	...
59	Uruguay	Rice Semi/Whol Milled	27	169	533
60	Bangladesh	Blk Tea Ferm Bag<3Kg	20	0	...
		Grn Tea Not Flav Other	0	18	...
61	Spain	Grn Tea Not Flav Other	14	36	165
		Rice Semi/Whol Milled	6	8	28
		Bell Peppers Fr Other	0	14	...
62	Pakistan	Blk Tea Ferm Bag<3Kg	9	9	(4)
		Rice Semi/Whol Milled	7	0	...
		Grn Tea Flav<3K	3	6	106
63	Greece	Blk Tea Ferm Bag<3Kg	10	0	...
		Coffee Rst Dec<2K Ret	8	0	...
		Honey	0	114	...
64	Philippines	Grn Tea Not Flav Other	14	6	(58)
65	Finland	Coffee Rst Nd <2Kg Ret	6	4	(21)
		Coffee Rst Nd Other	5	0	...
66	Austria	Coffee Rst Nd <2Kg Ret	10	16	69
67	Ghana	Coffee N/Rst Decaf	7	0	...
68	Venezuela (Bolivarian Republic of)	Coffee Rst Nd Other	5	0	...
69	Australia	Coffee N/Rst Nd Other	4	0	...
		Honey	0	252	...
		Coffee N/Rst Decaf	0	14	...
		Blk Tea Ferm Bag<3Kg	0	2	...
70	Slovenia	Coffee Rst Nd <2Kg Ret	3	0	...
71	Nepal	Blk Tea Ferm Bag<3Kg	2	0	...
		Coffee Arabica Nr Nd	0	3	...
		Grn Tea Not Flav<3K	0	5	...
72	Singapore	Rice Semi/Whol Milled	2	0	...
73	Bulgaria	Blk Tea Ferm Bag<3Kg	0	5	...
74	Congo (Brazzaville)	Coffee Arabica Nr Nd	0	234	...
75	Congo (Kinshasa)	Coffee Arabica Nr Nd	0	103	...
76	Cameroon	Pears Fresh Other Time	0	8	...
77	Denmark	Coffee Arabica Nr Nd	0	4	...
		Coffee Rst Nd <2Kg Ret	0	4	...
78	Djibouti	Coffee Arabica Nr Nd	0	271	...
79	Egypt	Grn Tea Flav<3K	0	2	...
80	Kosovo	Coffee Rst Nd Other	0	54	...
81	Kazakhstan	Soybeans Except Seed	0	536	...
82	Portugal	Coffee Rst Nd <2Kg Ret	0	84	...
		Blk Tea Ferm Bag<3Kg	0	6	...
83	Romania	Soybeans Except Seed	0	166	...
84	Saudi Arabia	Coffee Rst Nd Other	0	62	...
85	Namibia	Apples Fr >22Cents/Kg	0	12	...
Total all countries			667 420	495 873	(26)

Source: Prepared by the author on basis of USDA FAS (2013).

<sup>a</sup> Variables used: Area and partners of origin: World – by country; Period: January – December; Imported consumption commodities Imported: organics –all aggregates (only includes codes for organics as per HTS in respective year).

## Annex 4

### HTS coded United States organic imports from Latin American and Caribbean countries, 2011-2012<sup>a</sup>

Products and exporters are ranked by accumulated values in 2012.

(Thousands of dollars)

Product	Region/Country	2011	2012	Percentage change
Coffee Arabica Nr Nd	Latin America	340 129	168 469	(50)
	Peru	69 217	56 174	(19)
	Mexico	38 436	32 986	(14)
	Guatemala	24 803	16 252	(34)
	Brazil	56 222	16 067	(71)
	Honduras	23 192	12 451	(46)
	Nicaragua	20 755	11 231	(46)
	Colombia	61 733	9 052	(85)
	Costa Rica	29 855	8 004	(73)
	Bolivia (Plurinational State of)	3 280	2 449	(25)
	El Salvador	8 053	2 084	(74)
	Dominican Republic	1 383	695	(50)
	Ecuador	1 058	658	(38)
	Panama	1 938	257	(87)
Jamaica	206	109	(47)	
Coffee N/Rst Decaf	Latin America	21 773	21 024	(3)
	Peru	8 753	9 467	8
	Mexico	6 946	6 542	(6)
	Honduras	3 283	3 273	...
	Nicaragua	1 944	1 355	(30)
	Colombia	120	150	25
	Guatemala	522	113	(78)
	Bolivia (Plurinational State of)	72	93	29
	El Salvador	34	22	(37)
	Costa Rica	28	9	(69)
	Brazil	69	0	...
Coffee N/Rst Nd Other	Latin America	31 558	14 364	(54)
	Mexico	2 361	3 034	29
	Guatemala	4 566	2 350	(49)
	Peru	6 668	2 153	(68)
	Colombia	5 766	1 562	(73)
	Nicaragua	1 576	1 483	(6)
	Brazil	2 922	1 340	(54)
	Ecuador	5 436	767	(86)
	El Salvador	92	526	473
	Honduras	1 076	399	(63)
	Bolivia (Plurinational State of)	405	305	(25)
	Haiti	92	255	177
	Costa Rica	151	185	22
Dominican Republic	447	6	(99)	
Avocado-Hslike Fr/Dr	Latin America	17 219	13 121	(24)
	Mexico	16 804	12 407	(26)
	Peru	0	429	...
	Chile	415	285	(31)

## Annex 4 (continued)

Product	Region/Country	2011	2012	Percentage change
Apples Fr >22Cents/Kg	Latin America	3 869	9 088	135
	Chile	3 249	7 414	128
	Argentina	621	1 674	170
Honey	Latin America	...	9 052	...
	Brazil	...	8 014	...
	Mexico	...	781	...
	Dominican Republic	...	257	...
Soybeans Except Seed	Latin America	1 682	7 276	333
	Argentina	1 682	7 276	333
Cultiv Blueberries Fr	Latin America	2 638	3 492	32
	Chile	2 285	2 976	30
	Argentina	348	495	42
	Mexico	4	21	382
Bell Peppers Greenhse	Latin America	4 290	3 432	(20)
	Mexico	4 186	3 416	(18)
	Dominican Republic	51	15	(70)
	El Salvador	53	0	...
Bell Peppers Fr Other	Latin America	1 062	2 898	173
	Mexico	1 022	2 834	177
	Dominican Republic	39	64	63
Pears Fresh 1/4-30/6	Latin America	879	2 527	187
	Argentina	847	2 459	190
	Chile	32	68	112
Coffee Rst Nd <2Kg Ret	Latin America	839	2 252	168
	Brazil	595	2 025	240
	Costa Rica	83	187	125
	Dominican Republic	45	33	(27)
	Nicaragua	0	4	...
	Colombia	37	3	(91)
	Guatemala	2	0	...
	Jamaica	33	0	...
Rice Semi/Whol Milled	Latin America	188	1 592	747
	Argentina	134	1 359	911
	Uruguay	27	169	533
	Mexico	20	48	138
	Brazil	0	16	...
	Nicaragua	7	0	...
	Chile	0	29	...
Pears Fresh Other Time	Latin America	1 031	1 486	44
	Argentina	1 031	1 457	41
	Chile	0	29	...
Coffee Rst Nd Other	Latin America	3 591	778	(78)
	Colombia	157	680	333
	Brazil	1 195	33	(97)
	Ecuador	30	29	(4)
	Costa Rica	1 179	25	(98)
	Jamaica	74	10	(86)
	Mexico	930	0	...
	Peru	20	0	...
Venezuela (Bolivarian Republic of)	5	0	...	

## Annex 4 (concluded)

Product	Region/Country	2011	2012	Percentage change
Durum Wheat Not Seed	Latin America	0	205	...
	Argentina	0	205	...
Quinces Fresh 1/7-3/3	Latin America	...	74	...
	Chile	...	74	...
Quinces Fresh 1/4-30/6	Latin America	...	73	...
	Chile	...	73	...
Grn Tea Not Flav Other	Latin America	103	46	(55)
	Brazil	0	46	...
	Argentina	5	0	...
	Mexico	98	0	...
Blk Tea Ferm Bag<3Kg	Latin America	9	13	46
	Jamaica	9	13	46
Coffee Rst Dec<2K Ret	Latin America	16	0	...
	Brazil	6	0	...
	Costa Rica	6	0	...
	Peru	4	0	...
Total		430 875	261 262	(39)

Source: Prepared by the author on basis of USDA FAS, 2013.

<sup>a</sup> Variables used: Area and partners of origin: Latin America – by country; Period: January – December; Imported consumption commodities: organics –all aggregates (includes codes for certified organics as per HTS in respective year).

## Annex 5

### Number of organic agricultural producers, total area, and share of total agricultural land for Latin America and the Caribbean

Country	Producers	Area (ha)	Share of total agricultural land
Argentina	1 856	4 177 653	2.97
Belize	2 017 <sup>a</sup>	1 177 <sup>a</sup>	0.77
Bolivia (Plurinational State of)	11 646	112 109	0.30
Brazil	7 250 <sup>b</sup>	1 765 793 <sup>b</sup>	0.68
Chile	529 <sup>a</sup>	31 696	0.20
Colombia	4 775	33 334	0.08
Costa Rica	3 000 <sup>a</sup>	11 114	0.62
Cuba	2 467 <sup>c</sup>	14 314 <sup>c</sup>	0.22
Dominican Republic	23 376	165 109	8.49
Ecuador	13 114	64 751	0.86
El Salvador	2 000 <sup>b</sup>	6 736 <sup>c</sup>	0.44
Falkland Islands	8	398 806	35.94
French Guiana	27	1 776	7.82
Grenada	3	85	0.68
Guadeloupe	26	27	0.07
Guatemala	3 008	13 375	0.30
Guyana	74 <sup>a</sup>	4 249 <sup>d</sup>	0.25
Haiti	42 <sup>a</sup>	188	0.01
Honduras	1 113 <sup>a</sup>	17 825	0.56
Jamaica	80 <sup>a</sup>	542 <sup>d</sup>	0.12
Martinique	27	193	0.69
Mexico	128 862 <sup>c</sup>	332 485 <sup>c</sup>	1.55
Nicaragua	10 060	33 621 <sup>a</sup>	0.65
Panama	9	3 242	0.15
Paraguay	11 401 <sup>b</sup>	51 190 <sup>b</sup>	0.24
Peru	44 827	216 756	1.01
Suriname	1	11	0.01
Trinidad and Tobago	n.a.	n.a.	n.a.
Uruguay	630 <sup>d</sup>	930 965 <sup>d</sup>	6.92
Venezuela (Bolivarian Republic of)	4	337	0.02
<b>Total</b>	<b>272 152</b>	<b>8 387 463</b>	

Source: Prepared by the author on the basis of data from Willer and Kilcher, 2012.

Note: Data from 2010 unless otherwise stated.

<sup>a</sup> 2009.

<sup>b</sup> 2007.

<sup>c</sup> 2008.

<sup>d</sup> 2006.

## Annex 6

### USDA accredited organic certifiers in Latin America and the Caribbean

#### Argentina

##### Argencert S.A. (ARG)

Scope: Crop, livestock, wild crop, handling  
 Address: Bernardo de Irigoyen 972, 4 "B"  
 Ciudad Autonoma de Buenos Aires  
 Argentina  
 Contact: Laura Cecilia Montenegro  
 Phone: (54-11) 4363-0033  
 Email: info@argencert.com.ar  
 Website: http://www.argencert.com.ar

##### Food Safety S.A. (FS)

Scope: Crop, livestock, wild crop, handling  
 Address: Av. Pedro Goyena 1695  
 Ciudad Autonoma de Buenos Aires  
 Argentina  
 Contact: Eng. Jorge Luis Nievas  
 Phone: (54-11) 4632-4544  
 Email: foodsafety@foodsafety.com.ar  
 Website: http://www.foodsafety.com.ar

##### LETIS S.A. (LETIS)

Scope: Crop, livestock, wild crop, handling  
 Address: Entre Rios 549 1er. Piso  
 Rosario, Santa Fé  
 Argentina  
 Contact: Patricia Isabel García de Clausen  
 Phone: (54) 341-426-4244  
 Email: letis@letis.org  
 Website: http://www.letis.org

##### Organización Internacional Agropecuaria (OIA)

Scope: Crop, livestock, wild crop, handling  
 Address: Av. Santa Fe 830  
 Buenos Aires  
 Argentina  
 Contact: Pedro Landa  
 Phone: (54-11) 4793-4340  
 Email: oia@oia.com.ar  
 Website: http://www.oia.com.ar

#### Bahamas

##### Quality Certification Services (QCS)

Scope: Crop, livestock, wild crop, handling  
 Address: 1810 NW 6th St, Suite F, P.O. Box 12311  
 Gainesville, FL 32609  
 USA  
 Contact: Ramkrishnan Balasubramanian  
 Phone: (1-352) 377-0133  
 Email: qcs@qcsinfo.org  
 Website: http://www.qcsinfo.org

#### Belize

##### OneCert, Inc. (ONE)

Scope: Crop, livestock, wild crop, handling  
 Address: 2219 C Street  
 Lincoln, NE 68502  
 USA  
 Contact: Sam Welsch  
 Phone: (1-402) 420-6080  
 Email: sam@onecert.com  
 Website: http://www.onecert.com

#### Bolivia (Plurinational State of)

##### BCS-Oeko Garantie GmbH (BCS)

Scope: Crop, livestock, wild crop, handling  
 Address: Cimbberstrasse 21  
 Nuremberg, D-90402  
 Germany  
 Contact: Peter Grosch  
 Phone: (49-911) 42439-0  
 Email: Grosch@bcs-oeko.de  
 Website: http://www.bcs-oeko.de

##### Bio Latina (BIOL)

Scope: Crop, handling  
 Address: Av. Alfredo Benavides 330, Of. 203  
 Miraflores, Lima 18  
 Peru  
 Contact: Roxana Priego Flores  
 Phone: (51-1) 209-0300  
 Email: central@biolatina.com.pe  
 Website: http://www.biolatina.com

##### Boliviana de Certificacion - Bolicert (BOLI)

Scope: Crop, wild crop, handling  
 Address: Calle Colón No. 756, Piso 2 Office 2A Edif. Valdivia  
 La Paz  
 Bolivia  
 Contact: Carmen Murillo Quiroga  
 Phone: (591-2) 290-21-03  
 Email: bolicert@mail.megalink.com  
 Website: http://www.bolicert.org

##### Certification of Environmental Standards – GmbH (CERES)

Scope: Crop, livestock, wild crop, handling  
 Address: Vorderhaslach Nr. 1  
 Happurg, D-91230  
 Germany  
 Contact: Albrecht Benzing  
 Phone: (49-9158) 92 82 92  
 Email: benzing@ceres-cert.com  
 Website: http://www.ceres-cert.com



## Annex 6 (continued)

**Bolivia, continued****EcoCert S.A. (ECO)**

Scope: Crop, livestock, wild crop, handling  
 Address: BP47 Lieu dit Lamothe  
 L'Isle Jourdain, 32600  
 France  
 Contact: Aude Bonnet  
 Phone: (33-5-62) 07-34-24  
 Email: aude.bonnet@ecocert.com  
 Website: <http://www.ecocert.com>

**IBD Certifications (IBD)**

Scope: Crop, livestock, wild crop, handling  
 Address: Rua Amando de Barros, 2275 - Centro  
 Botucatu SP, CEP 18602-150  
 Brazil  
 Contact: Paul Espanion  
 Phone: (55-14) 3811-9800  
 Email: paul@ibd.com.br  
 Website: <http://www.ibd.com.br>

**Institute for Marketecology – Switzerland (IMO)**

Scope: Crop, livestock, wild crop, handling  
 Address: Weststrasse 51  
 Weinfelden, CH-8570  
 Switzerland  
 Contact: Jenni Ponsens  
 Phone: (41-71) 626-0-626  
 Email: nop@imo.ch  
 Website: <http://www.imo.ch>

**Brazil****BCS-Oeko Garantie GmbH (BCS)**

Scope: Crop, livestock, wild crop, handling  
 Address: Cimbarnstrasse 21  
 Nuremberg, D-90402  
 Germany  
 Contact: Peter Grosch  
 Phone: (49-911) 42439-0  
 Email: Grosch@bcs-oeko.de  
 Website: <http://www.bcs-oeko.de>

**EcoCert S.A. (ECO)**

Scope: Crop, livestock, wild crop, handling  
 Address: BP47 Lieu dit Lamothe  
 L'Isle Jourdain, 32600  
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 Contact: Aude Bonnet  
 Phone: (33-5-62) 07-34-24  
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 Contact: Eng. Jorge Luis Nievas  
 Phone: (54-11) 4632-4544  
 Email: foodsafety@foodsafety.com.ar  
 Website: <http://www.foodsafety.com.ar>

**IBD Certifications (IBD)**

Scope: Crop, livestock, wild crop, handling  
 Address: Rua Amando de Barros, 2275 - Centro  
 Botucatu SP, CEP 18602-150  
 Brazil  
 Contact: Paul Espanion  
 Phone: (55-14) 3811-9800  
 Email: paul@ibd.com.br  
 Website: <http://www.ibd.com.br>

**Institute for Marketecology – Switzerland (IMO)**

Scope: Crop, livestock, wild crop, handling  
 Address: Weststrasse 51  
 Weinfelden, CH-8570  
 Switzerland  
 Contact: Jenni Ponsens  
 Phone: (41-71) 626-0-626  
 Email: nop@imo.ch  
 Website: <http://www.imo.ch>

**LACON GmbH (LACON)**

Scope: Crop, livestock, wild crop, handling  
 Address: Brünnesweg 19  
 Offenburg, D-77654  
 Germany  
 Contact: Fabienne Verzeletti  
 Phone: (49-781) 919-3730  
 Email: f.verzeletti@lacon-institut.org  
 Website: <http://www.lacon-institut.com>

**Organización Internacional Agropecuaria (OIA)**

Scope: Crop, livestock, wild crop, handling  
 Address: Av. Santa Fe 830  
 Buenos Aires  
 Argentina  
 Contact: Pedro Landa  
 Phone: (54-11) 4793-4340  
 Email: oia@oia.com.ar  
 Website: <http://www.oia.com.ar>

**Chile****Argencert S.A. (ARG)**

Scope: Crop, livestock, wild crop, handling  
 Address: Bernardo de Irigoyen 972, 4 "B"  
 Ciudad Autonoma de Buenos Aires  
 Argentina  
 Contact: Laura Cecilia Montenegro  
 Phone: (54-11) 4363-0033  
 Email: info@argencert.com.ar  
 Website: <http://www.argencert.com.ar>

**BCS-Oeko Garantie GmbH (BCS)**

Scope: Crop, livestock, wild crop, handling  
 Address: Cimbarnstrasse 21  
 Nuremberg, D-90402  
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 Contact: Peter Grosch  
 Phone: (49-911) 42439-0  
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 Website: <http://www.bcs-oeko.de>

## Annex 6 (continued)

**Chile, continued****Certification of Environmental Standards – GmbH (CERES)**

Scope: Crop, livestock, wild crop, handling  
 Address: Vorderhaslach Nr. 1  
 Happurg, D-91230  
 Germany  
 Contact: Albrecht Benzing  
 Phone: (49-9158) 92 82 92  
 Email: benzing@ceres-cert.com  
 Website: <http://www.ceres-cert.com>

**Control Union Certifications (CUC)**

Scope: Crop, livestock, wild crop, handling  
 Address: Meeuwenlaan 4-6  
 8011 BZ ZWOLLE  
 Netherlands  
 Contact: Gyorgi Acs Feketene  
 Phone: (31-38) 426-01-00  
 Email: gacs@controlunion.com  
 Website: <http://www.controlunion.com>

**Institute for Marketecology – Switzerland (IMO)**

Scope: Crop, livestock, wild crop, handling  
 Address: Weststrasse 51  
 Weinfelden, CH-8570  
 Switzerland  
 Contact: Jenni Ponsens  
 Phone: (41-71) 626-0-626  
 Email: nop@imo.ch  
 Website: <http://www.imo.ch>

**Oregon Tilth Certified Organic (OTCO)**

Scope: Crop, livestock, wild crop, handling  
 Address: 260 SW Madison Avenue, Suite 106  
 Corvallis, OR 97333  
 USA  
 Contact: Connie Karr  
 Phone: (1-503) 378-0690  
 Email: connie@tilth.org  
 Website: <http://tilth.org>

**Organic Certifiers, Inc (OC)**

Scope: Crop, livestock, wild crop, handling  
 Address: 6500 Casitas Pass Rd.  
 Ventura, CA 93001  
 USA  
 Contact: Susan Siple  
 Phone: (1-805) 684-6494  
 Email: susan@organiccertifiers.com  
 Website: <http://www.organiccertifiers.com>

**Colombia****BCS-Oeko Garantie GmbH (BCS)**

Scope: Crop, livestock, wild crop, handling  
 Address: Cimbernstrasse 21  
 Nuremberg, D-90402  
 Germany  
 Contact: Peter Grosch  
 Phone: (49-911) 42439-0  
 Email: Grosch@bcs-oeko.de  
 Website: <http://www.bcs-oeko.de>

**Bio Latina (BIOL)**

Scope: Crop, handling  
 Address: Av. Alfredo Benavides 330, Of. 203  
 Miraflores, Lima 18  
 Peru  
 Contact: Roxana Priego Flores  
 Phone: (51-1) 209-0300  
 Email: central@biolatina.com.pe  
 Website: <http://www.biolatina.com>

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Scope: Crop, livestock, wild crop, handling  
 Address: Vorderhaslach Nr. 1  
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**EcoCert S.A. (ECO)**

Scope: Crop, livestock, wild crop, handling  
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 Phone: (33-5-62) 07-34-24  
 Email: aude.bonnet@ecocert.com  
 Website: <http://www.ecocert.com>

**Eco-Logica S.A. (LOGI)**

Scope: Crop, handling  
 Address: Apartado Postal 132-2020  
 San José  
 Costa Rica  
 Contact: Elisa Pasos  
 Phone: (506) 2297-6676  
 Email: epasos@eco-logica.us  
 Website: <http://www.eco-logica.com>

**Institute for Marketecology – Switzerland (IMO)**

Scope: Crop, livestock, wild crop, handling  
 Address: Weststrasse 51  
 Weinfelden, CH-8570  
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 Contact: Jenni Ponsens  
 Phone: (41-71) 626-0-626  
 Email: nop@imo.ch  
 Website: <http://www.imo.ch>

## Annex 6 (continued)

**Colombia, continued****Mayacert S.A. (MAYA)**

Scope: Crop, livestock, wild crop, handling  
 Address: 18 calle 7-25 zona 11, Colonia Mariscal  
 Ciudad de Guatemala, 01011  
 Guatemala  
 Contact: Noe Rivera Flores  
 Phone: (502) 2463-3333  
 Email: noe.rivera@mayacert.com  
 Website: <http://www.mayacert.com/es>

**Costa Rica****BCS-Oeko Garantie GmbH (BCS)**

Scope: Crop, livestock, wild crop, handling  
 Address: Cimbrenstrasse 21  
 Nuremberg, D-90402  
 Germany  
 Contact: Peter Grosch  
 Phone: (49-911) 42439-0  
 Email: Grosch@bcs-oeko.de  
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**Control Union Certifications (CUC)**

Scope: Crop, livestock, wild crop, handling  
 Address: Meeuwenlaan 4-6  
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 Phone: (31-38) 426-01-00  
 Email: gacs@controlunion.com  
 Website: <http://www.controlunion.com>

**Eco-Logica S.A. (LOGI)**

Scope: Crop, handling  
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 Phone: (506) 2297-6676  
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 Website: <http://www.eco-logica.com>

**Mayacert S.A. (MAYA)**

Scope: Crop, livestock, wild crop, handling  
 Address: 18 calle 7-25 zona 11, Colonia Mariscal  
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 Guatemala  
 Contact: Noe Rivera Flores  
 Phone: (502) 2463-3333  
 Email: noe.rivera@mayacert.com  
 Website: <http://www.mayacert.com/es>

**Stellar Certification Services (STEL)**

Scope: Crop, livestock, wild crop, handling  
 Address: P.O. Box 1390  
 Philomath, OR 97370  
 USA  
 Contact: Sally Lammers  
 Phone: (1-541) 929-7148  
 Email: info@demeter-usa.org  
 Website: <http://www.demeter-usa.org/stellar-certification>

**Cuba****EcoCert S.A. (ECO)**

Scope: Crop, livestock, wild crop, handling  
 Address: BP47 Lieu dit Lamothe  
 L'Isle Jourdain, 32600  
 France  
 Contact: Aude Bonnet  
 Phone: (33-5-62) 07-34-24  
 Email: aude.bonnet@ecocert.com  
 Website: <http://www.ecocert.com>

**Dominican Republic****BCS-Oeko Garantie GmbH (BCS)**

Scope: Crop, livestock, wild crop, handling  
 Address: Cimbrenstrasse 21  
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**Certification of Environmental Standards – GmbH (CERES)**

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 Address: Vorderhaslach Nr. 1  
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 Email: benzing@ceres-cert.com  
 Website: <http://www.ceres-cert.com>

**Control Union Certifications (CUC)**

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 Address: Meeuwenlaan 4-6  
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 Contact: Gyorgi Acs Feketene  
 Phone: (31-38) 426-01-00  
 Email: gacs@controlunion.com  
 Website: <http://www.controlunion.com>

**Institute for Marketecology – Switzerland (IMO)**

Scope: Crop, livestock, wild crop, handling  
 Address: Weststrasse 51  
 Weinfelden, CH-8570  
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 Contact: Jenni Ponsens  
 Phone: (41-71) 626-0-626  
 Email: nop@imo.ch  
 Website: <http://www.imo.ch>

**Mayacert S.A. (MAYA)**

Scope: Crop, livestock, wild crop, handling  
 Address: 18 calle 7-25 zona 11, Colonia Mariscal  
 Ciudad de Guatemala, 01011  
 Guatemala  
 Contact: Noe Rivera Flores  
 Phone: (502) 2463-3333  
 Email: noe.rivera@mayacert.com  
 Website: <http://www.mayacert.com/es>

## Annex 6 (continued)

**Ecuador****BCS-Oeko Garantie GmbH (BCS)**

Scope: Crop, livestock, wild crop, handling  
 Address: Cimbemstrasse 21  
 Nuremberg, D-90402  
 Germany  
 Contact: Peter Grosch  
 Phone: (49-911) 42439-0  
 Email: Grosch@bcs-oeko.de  
 Website: http://www.bcs-oeko.de

**Certification of Environmental Standards – GmbH (CERES)**

Scope: Crop, livestock, wild crop, handling  
 Address: Vorderhaslach Nr. 1  
 Happurg, D-91230  
 Germany  
 Contact: Albrecht Benzing  
 Phone: (49-9158) 92 82 92  
 Email: benzing@ceres-cert.com  
 Website: http://www.ceres-cert.com

**Control Union Certifications (CUC)**

Scope: Crop, livestock, wild crop, handling  
 Address: Meeuwenlaan 4-6  
 8011 BZ ZWOLLE  
 Netherlands  
 Contact: Gyorgi Acs Feketene  
 Phone: (31-38) 426-01-00  
 Email: gacs@controlunion.com  
 Website: http://www.controlunion.com

**EcoCert S.A. (ECO)**

Scope: Crop, livestock, wild crop, handling  
 Address: BP47 Lieu dit Lamothe  
 L'Isle Jourdain, 32600  
 France  
 Contact: Aude Bonnet  
 Phone: (33-5-62) 07-34-24  
 Email: aude.bonnet@ecocert.com  
 Website: http://www.ecocert.com

**El Salvador****BCS-Oeko Garantie GmbH (BCS)**

Scope: Crop, livestock, wild crop, handling  
 Address: Cimbemstrasse 21  
 Nuremberg, D-90402  
 Germany  
 Contact: Peter Grosch  
 Phone: (49-911) 42439-0  
 Email: Grosch@bcs-oeko.de  
 Website: http://www.bcs-oeko.de

**Bio Latina (BIOL)**

Scope: Crop, handling  
 Address: Av. Alfredo Benavides 330, Of. 203  
 Miraflores, Lima 18  
 Peru  
 Contact: Roxana Priego Flores  
 Phone: (51-1) 209-0300  
 Email: central@biolatina.com.pe  
 Website: http://www.biolatina.com

**Institute for Marketecology – Switzerland (IMO)**

Scope: Crop, livestock, wild crop, handling  
 Address: Weststrasse 51  
 Weinfelden, CH-8570  
 Switzerland  
 Contact: Jenni Ponsens  
 Phone: (41-71) 626-0-626  
 Email: nop@imo.ch  
 Website: http://www.imo.ch

**International Certification Services, Inc (ICS)**

Scope: Crop, livestock, wild crop, handling  
 Address: 301 5th Ave SE  
 Medina, ND 58467  
 USA  
 Contact: Dawn Krapp  
 Phone: (1-701) 486-3578  
 Email: info@ics-intl.com  
 Website: http://www.ics-intl.com

**Mayacert S.A. (MAYA)**

Scope: Crop, livestock, wild crop, handling  
 Address: 18 calle 7-25 zona 11, Colonia Mariscal  
 Ciudad de Guatemala, 01011  
 Guatemala  
 Contact: Noe Rivera Flores  
 Phone: (502) 2463-3333  
 Email: noe.rivera@mayacert.com  
 Website: http://www.mayacert.com/es

**Organic Crop Improvement Association (OCIA)**

Scope: Crop, livestock, wild crop, handling  
 Address: 1340 North Cotner Blvd.  
 Lincoln, NE 68505  
 USA  
 Contact: Amanda Brewster  
 Phone: (1-402) 477-2323  
 Email: abrewster@ocia.org  
 Website: http://www.ocia.org

**Grenada****Certification of Environmental Standards – GmbH (CERES)**

Scope: Crop, livestock, wild crop, handling  
 Address: Vorderhaslach Nr. 1  
 Happurg, D-91230  
 Germany  
 Contact: Albrecht Benzing  
 Phone: (49-9158) 92 82 92  
 Email: benzing@ceres-cert.com  
 Website: http://www.ceres-cert.com

**Guatemala****BCS-Oeko Garantie GmbH (BCS)**

Scope: Crop, livestock, wild crop, handling  
 Address: Cimbemstrasse 21  
 Nuremberg, D-90402  
 Germany  
 Contact: Peter Grosch  
 Phone: (49-911) 42439-0  
 Email: Grosch@bcs-oeko.de  
 Website: http://www.bcs-oeko.de

## Annex 6 (continued)

**Guatemala, continued****Bio Latina (BIOL)**

Scope: Crop, handling  
 Address: Av. Alfredo Benavides 330, Of. 203  
 Miraflores, Lima 18  
 Peru  
 Contact: Roxana Priego Flores  
 Phone: (51-1) 209-0300  
 Email: central@biolatina.com.pe  
 Website: <http://www.biolatina.com>

**Control Union Certifications (CUC)**

Scope: Crop, livestock, wild crop, handling  
 Address: Meeuwenlaan 4-6  
 8011 BZ ZWOLLE  
 Netherlands  
 Contact: Gyorgi Acs Feketene  
 Phone: (31-38) 426-01-00  
 Email: gacs@controlunion.com  
 Website: <http://www.controlunion.com>

**EcoCert S.A. (ECO)**

Scope: Crop, livestock, wild crop, handling  
 Address: BP47 Lieu dit Lamothe  
 L'Isle Jourdain, 32600  
 France  
 Contact: Aude Bonnet  
 Phone: (33-5-62) 07-34-24  
 Email: aude.bonnet@ecocert.com  
 Website: <http://www.ecocert.com>

**Institute for Marketecology – Switzerland (IMO)**

Scope: Crop, livestock, wild crop, handling  
 Address: Weststrasse 51  
 Weinfelden, CH-8570  
 Switzerland  
 Contact: Jenni Ponsens  
 Phone: (41-71) 626-0-626  
 Email: nop@imo.ch  
 Website: <http://www.imo.ch>

**Mayacert S.A. (MAYA)**

Scope: Crop, livestock, wild crop, handling  
 Address: 18 calle 7-25 zona 11, Colonia Mariscal  
 Ciudad de Guatemala, 01011  
 Guatemala  
 Contact: Noe Rivera Flores  
 Phone: (502) 2463-3333  
 Email: noe.rivera@mayacert.com  
 Website: <http://www.mayacert.com/es>

**Oregon Tilth Certified Organic (OTCO)**

Scope: Crop, livestock, wild crop, handling  
 Address: 260 SW Madison Avenue, Suite 106  
 Corvallis, OR 97333  
 USA  
 Contact: Connie Karr  
 Phone: (1-503) 378-0690  
 Email: connie@tilth.org  
 Website: <http://tilth.org>

**Organic Crop Improvement Association (OCIA)**

Scope: Crop, livestock, wild crop, handling  
 Address: 1340 North Cotner Blvd.  
 Lincoln, NE 68505  
 USA  
 Contact: Amanda Brewster  
 Phone: (1-402) 477-2323  
 Email: abrewster@ocia.org  
 Website: <http://www.ocia.org>

**Quality Certification Services (QCS)**

Scope: Crop, livestock, wild crop, handling  
 Address: 1810 NW 6th St, Suite F  
 Gainesville, FL 32609  
 USA  
 Contact: Ramkrishnan Balasubramanian  
 Phone: (1-352) 377-0133  
 Email: qcs@qcsinfo.org  
 Website: <http://www.qcsinfo.org>

**Guyana****EcoCert S.A. (ECO)**

Scope: Crop, livestock, wild crop, handling  
 Address: BP47 Lieu dit Lamothe  
 L'Isle Jourdain, 32600  
 France  
 Contact: Aude Bonnet  
 Phone: (33-5-62) 07-34-24  
 Email: aude.bonnet@ecocert.com  
 Website: <http://www.ecocert.com>

**Haiti****Institute for Marketecology – Switzerland (IMO)**

Scope: Crop, livestock, wild crop, handling  
 Address: Weststrasse 51  
 Weinfelden, CH-8570  
 Switzerland  
 Contact: Jenni Ponsens  
 Phone: (41-71) 626-0-626  
 Email: nop@imo.ch  
 Website: <http://www.imo.ch>

**Honduras****BCS-Oeko Garantie GmbH (BCS)**

Scope: Crop, livestock, wild crop, handling  
 Address: Cimbernstrasse 21  
 Nuremberg, D-90402  
 Germany  
 Contact: Peter Grosch  
 Phone: (49-911) 42439-0  
 Email: Grosch@bcs-oeko.de  
 Website: <http://www.bcs-oeko.de>

Annex 6 (continued)

**Honduras, continued****Bio Latina (BIOL)**

Scope: Crop, handling  
 Address: Av. Alfredo Benavides 330, Of. 203  
 Miraflores, Lima 18  
 Peru  
 Contact: Roxana Priego Flores  
 Phone: (51-1) 209-0300  
 Email: central@biolatina.com.pe  
 Website: <http://www.biolatina.com>

**Control Union Certifications (CUC)**

Scope: Crop, livestock, wild crop, handling  
 Address: Meeuwenlaan 4-6  
 8011 BZ ZWOLLE  
 Netherlands  
 Contact: Gyorgi Acs Feketene  
 Phone: (31-38) 426-01-00  
 Email: gacs@controlunion.com  
 Website: <http://www.controlunion.com>

**Mayacert S.A. (MAYA)**

Scope: Crop, livestock, wild crop, handling  
 Address: 18 calle 7-25 zona 11, Colonia Mariscal  
 Ciudad de Guatemala, 01011  
 Guatemala  
 Contact: Noe Rivera Flores  
 Phone: (502) 2463-3333  
 Email: noe.rivera@mayacert.com  
 Website: <http://www.mayacert.com/es>

**Jamaica****Certification of Environmental Standards – GmbH (CERES)**

Scope: Crop, livestock, wild crop, handling  
 Address: Vorderhaslach Nr. 1  
 Happurg, D-91230  
 Germany  
 Contact: Albrecht Benzing  
 Phone: (49-9158) 92 82 92  
 Email: benzing@ceres-cert.com  
 Website: <http://www.ceres-cert.com>

**Mexico****Agricultural Services Certified Organic (ASCO)**

Scope: Crop, livestock, wild crop, handling  
 Address: P.O. Box 4871  
 Salinas, CA 93912  
 USA  
 Contact: Katherine Borchard  
 Phone: (1-831) 449-6365  
 Email: info@ascorganic.com  
 Website: <http://www.ascorganic.com>

**Americert International (AI)**

Scope: Crop, handling  
 Address: 2603 NW 13th Street #228  
 Gainesville, FL 32609  
 USA  
 Contact: Jonathan Austin  
 Phone: (1-352) 336-5700  
 Email: oia@oianorth.com  
 Website: <http://americertorganic.com/home>

**BCS-Oeko Garantie GmbH (BCS)**

Scope: Crop, livestock, wild crop, handling  
 Address: Cimbernstrasse 21  
 Nuremberg, D-90402  
 Germany  
 Contact: Peter Grosch  
 Phone: (49-911) 42439-0  
 Email: Grosch@bcs-oeko.de  
 Website: <http://www.bcs-oeko.de>

**Bio Latina (BIOL)**

Scope: Crop, handling  
 Address: Av. Alfredo Benavides 330, Of. 203  
 Miraflores, Lima 18  
 Peru  
 Contact: Roxana Priego Flores  
 Phone: (51-1) 209-0300  
 Email: central@biolatina.com.pe  
 Website: <http://www.biolatina.com>

**BioAgriCert (BAC)**

Scope: Crop, livestock, wild crop, handling  
 Address: Via dei Macabracchia 8  
 Casalecchio di Reno, BO 40033  
 Italy  
 Contact: Dr. Riccardo Cozzo  
 Phone: (39-051) 56-21-58  
 Email: info@bioagricert.org  
 Website: <http://www.bioagricert.org>

**CCOF Certification Services, LLC (CCOF)**

Scope: Crop, livestock, wild crop, handling  
 Address: 2155 Delaware Ave, Suite 150  
 Santa Cruz, CA 95060  
 USA  
 Contact: Jake Lewin  
 Phone: (1-831) 423-2263  
 Email: ccof@ccof.org  
 Website: <http://www.ccof.org>

**Cert. Mexicana de Productos y Procesos Ecologicos SC (CMEX)**

Scope: Crop, livestock, wild crop, handling  
 Address: Calle 16 de Septiembre #204, Ejido Guadalupe Vic.  
 Oaxaca, 68026  
 Mexico  
 Contact: Taurino Reyes  
 Phone: (01-951) 520-2687  
 Email: certimex@certimexsc.com  
 Website: <http://www.certimexsc.com>

## Annex 6 (continued)

**Mexico, continued****Certification of Environmental Standards – GmbH (CERES)**

Scope: Crop, livestock, wild crop, handling  
 Address: Vorderhaslach Nr. 1  
 Happurg, D-91230  
 Germany  
 Contact: Albrecht Benzing  
 Phone: (49-9158) 92 82 92  
 Email: benzing@ceres-cert.com  
 Website: <http://www.ceres-cert.com>

**Control Union Certifications (CUC)**

Scope: Crop, livestock, wild crop, handling  
 Address: Meeuwenlaan 4-6  
 8011 BZ ZWOLLE  
 Netherlands  
 Contact: Gyorgi Acs Feketene  
 Phone: (31-38) 426-01-00  
 Email: gacs@controlunion.com  
 Website: <http://www.controlunion.com>

**Ethical and Environmental Certification Institute (ICEA)**

Scope: Crop, livestock, wild crop, handling  
 Address: Via Nazario Sauro No. 2  
 Bologna 40121  
 Italy  
 Contact: Cristina Baia or Alessandro Pulga  
 Phone: (39-051) 27-29-86  
 Email: icea@icea.info  
 Website: <http://www.icea.info>

**Institute for Marketecology – Switzerland (IMO)**

Scope: Crop, livestock, wild crop, handling  
 Address: Weststrasse 51  
 Weinfelden, CH-8570  
 Switzerland  
 Contact: Jenni Ponsens  
 Phone: (41-71) 626-0-626  
 Email: nop@imo.ch  
 Website: <http://www.imo.ch>

**International Certification Services, Inc (ICS)**

Scope: Crop, livestock, wild crop, handling  
 Address: 301 5th Ave SE  
 Medina, ND 58467  
 USA  
 Contact: Dawn Krapp  
 Phone: (1-701) 486-3578  
 Email: info@ics-intl.com  
 Website: <http://www.ics-intl.com>

**Mayacert S.A. (MAYA)**

Scope: Crop, livestock, wild crop, handling  
 Address: 18 calle 7-25 zona 11, Colonia Mariscal  
 Ciudad de Guatemala, 01011  
 Guatemala  
 Contact: Noe Rivera Flores  
 Phone: (502) 2463-3333  
 Email: noe.rivera@mayacert.com  
 Website: <http://www.mayacert.com/es>

**OneCert, Inc. (ONE)**

Scope: Crop, livestock, wild crop, handling  
 Address: 2219 C Street  
 Lincoln, NE 68502  
 USA  
 Contact: Sam Welsch  
 Phone: (1-402) 420-6080  
 Email: sam@onecert.com  
 Website: <http://www.onecert.com>

**Oregon Tilth Certified Organic (OTCO)**

Scope: Crop, livestock, wild crop, handling  
 Address: 260 SW Madison Avenue, Suite 106  
 Corvallis, OR 97333  
 USA  
 Contact: Connie Karr  
 Phone: (1-503) 378-0690  
 Email: connie@tilth.org  
 Website: <http://tilth.org>

**Organic Certifiers, Inc (OC)**

Scope: Crop, livestock, wild crop, handling  
 Address: 6500 Casitas Pass Rd.  
 Ventura, CA 93001  
 USA  
 Contact: Susan Siple  
 Phone: (1-805) 684-6494  
 Email: susan@organiccertifiers.com  
 Website: <http://www.organiccertifiers.com>

**Organic Crop Improvement Association (OCIA)**

Scope: Crop, livestock, wild crop, handling  
 Address: 1340 North Cotner Blvd.  
 Lincoln, NE 68505  
 USA  
 Contact: Amanda Brewster  
 Phone: (1-402) 477-2323  
 Email: abrewster@ocia.org  
 Website: <http://www.ocia.org>

**Primus Labs (PL)**

Scope: Crop, handling  
 Address: 2810 Industrial Parkway  
 Santa Maria, CA 93455  
 USA  
 Contact: Brian A. Mansfield  
 Phone: (1-805) 922-0055  
 Email: brian@primuslabs.com  
 Website: <http://www.primuslabs.com/>

**Quality Assurance International (QAI)**

Scope: Crop, livestock, wild crop, handling  
 Address: 9191 Towne Center Dr., Suite 200  
 San Diego, CA 92122  
 USA  
 Contact: Carey Allen  
 Phone: (1-734) 214-6261  
 Email: callen@nsf.org  
 Website: <http://www.qai-inc.com>

## Annex 6 (continued)

**Mexico, continued****Quality Certification Services (QCS)**

Scope: Crop, livestock, wild crop, handling  
 Address: 1810 NW 6th St, Suite F  
 Gainesville, FL 32609  
 USA  
 Contact: Ramkrishnan Balasubramanian  
 Phone: (1-352) 377-0133  
 Email: qcs@qcsinfo.org  
 Website: <http://www.qcsinfo.org>

**Stellar Certification Services (STEL)**

Scope: Crop, livestock, wild crop, handling  
 Address: P.O. Box 1390  
 Philomath, OR 97370  
 USA  
 Contact: Sally Lammers  
 Phone: (1-541) 929-7148  
 Email: [info@demeter-usa.org](mailto:info@demeter-usa.org)  
 Website: <http://www.demeter-usa.org/stellar-certification>

**Nicaragua****BCS-Oeko Garantie GmbH (BCS)**

Scope: Crop, livestock, wild crop, handling  
 Address: Cimbemstrasse 21  
 Nuremberg, D-90402  
 Germany  
 Contact: Peter Grosch  
 Phone: (49-911) 42439-0  
 Email: [Grosch@bcs-oeko.de](mailto:Grosch@bcs-oeko.de)  
 Website: <http://www.bcs-oeko.de>

**Bio Latina (BIOL)**

Scope: Crop, handling  
 Address: Av. Alfredo Benavides 330, Of. 203  
 Miraflores, Lima 18  
 Peru  
 Contact: Roxana Priego Flores  
 Phone: (51-1) 209-0300  
 Email: [central@biolatina.com.pe](mailto:central@biolatina.com.pe)  
 Website: <http://www.biolatina.com>

**Institute for Marketecology – Switzerland (IMO)**

Scope: Crop, livestock, wild crop, handling  
 Address: Weststrasse 51  
 Weinfelden, CH-8570  
 Switzerland  
 Contact: Jenni Ponsens  
 Phone: (41-71) 626-0-626  
 Email: [nop@imo.ch](mailto:nop@imo.ch)  
 Website: <http://www.imo.ch>

**Mayacert S.A. (MAYA)**

Scope: Crop, livestock, wild crop, handling  
 Address: 18 calle 7-25 zona 11, Colonia Mariscal  
 Ciudad de Guatemala, 01011  
 Guatemala  
 Contact: Noe Rivera Flores  
 Phone: (502) 2463-3333  
 Email: [noe.rivera@mayacert.com](mailto:noe.rivera@mayacert.com)  
 Website: <http://www.mayacert.com/es>

**Organic Crop Improvement Association (OCIA)**

Scope: Crop, livestock, wild crop, handling  
 Address: 1340 North Cotner Blvd.  
 Lincoln, NE 68505  
 USA  
 Contact: Amanda Brewster  
 Phone: (1-402) 477-2323  
 Email: [abrewster@ocia.org](mailto:abrewster@ocia.org)  
 Website: <http://www.ocia.org>

**Panama****BCS-Oeko Garantie GmbH (BCS)**

Scope: Crop, livestock, wild crop, handling  
 Address: Cimbemstrasse 21  
 Nuremberg, D-90402  
 Germany  
 Contact: Peter Grosch  
 Phone: (49-911) 42439-0  
 Email: [Grosch@bcs-oeko.de](mailto:Grosch@bcs-oeko.de)  
 Website: <http://www.bcs-oeko.de>

**Bio Latina (BIOL)**

Scope: Crop, handling  
 Address: Av. Alfredo Benavides 330, Of. 203  
 Miraflores, Lima 18  
 Peru  
 Contact: Roxana Priego Flores  
 Phone: (51-1) 209-0300  
 Email: [central@biolatina.com.pe](mailto:centeral@biolatina.com.pe)  
 Website: <http://www.biolatina.com>

**Control Union Certifications (CUC)**

Scope: Crop, livestock, wild crop, handling  
 Address: Meeuwenlaan 4-6  
 8011 BZ ZWOLLE  
 Netherlands  
 Contact: Gyorgi Acs Feketene  
 Phone: (31-38) 426-01-00  
 Email: [gacs@controlunion.com](mailto:gacs@controlunion.com)  
 Website: <http://www.controlunion.com>

**Eco-Logica S.A. (LOGI)**

Scope: Crop, handling  
 Address: Apartado Postal 132-2020  
 San José  
 Costa Rica  
 Contact: Elisa Pasos  
 Phone: (506) 2297-6676  
 Email: [epasos@eco-logica.us](mailto:epasos@eco-logica.us)  
 Website: <http://www.eco-logica.com>

**Mayacert S.A. (MAYA)**

Scope: Crop, livestock, wild crop, handling  
 Address: 18 calle 7-25 zona 11, Colonia Mariscal  
 Ciudad de Guatemala, 01011  
 Guatemala  
 Contact: Noe Rivera Flores  
 Phone: (502) 2463-3333  
 Email: [noe.rivera@mayacert.com](mailto:noe.rivera@mayacert.com)  
 Website: <http://www.mayacert.com/es>



## Annex 6 (continued)

**Panama, continued****Organización Internacional Agropecuaria (OIA)**

Scope: Crop, livestock, wild crop, handling  
 Address: Av. Santa Fe 830  
 Buenos Aires  
 Argentina  
 Contact: Pedro Landa  
 Phone: (54-11) 4793-4340  
 Email: oia@oia.com.ar  
 Website: <http://www.oia.com.ar>

**Paraguay****Argencert S.A. (ARG)**

Scope: Crop, livestock, wild crop, handling  
 Address: Bernardo de Irigoyen 972, 4 "B"  
 Ciudad Autonoma de Buenos Aires  
 Argentina  
 Contact: Laura Cecilia Montenegro  
 Phone: (54-11) 4363-0033  
 Email: info@argencert.com.ar  
 Website: <http://www.argencert.com.ar>

**BCS-Oeko Garantie GmbH (BCS)**

Scope: Crop, livestock, wild crop, handling  
 Address: Cimbemstrasse 21  
 Nuremberg, D-90402  
 Germany  
 Contact: Peter Grosch  
 Phone: (49-911) 42439-0  
 Email: Grosch@bcs-oeko.de  
 Website: <http://www.bcs-oeko.de>

**Certification of Environmental Standards – GmbH (CERES)**

Scope: Crop, livestock, wild crop, handling  
 Address: Vorderhaslach Nr. 1  
 Happurg, D-91230  
 Germany  
 Contact: Albrecht Benzing  
 Phone: (49-9158) 92 82 92  
 Email: benzing@ceres-cert.com  
 Website: <http://www.ceres-cert.com>

**Control Union Certifications (CUC)**

Scope: Crop, livestock, wild crop, handling  
 Address: Meeuwenlaan 4-6  
 8011 BZ ZWOLLE  
 Netherlands  
 Contact: Gyorgi Acs Feketene  
 Phone: (31-38) 426-01-00  
 Email: gacs@controlunion.com  
 Website: <http://www.controlunion.com>

**EcoCert S.A. (ECO)**

Scope: Crop, livestock, wild crop, handling  
 Address: BP47 Lieu dit Lamothe  
 L'Isle Jourdain, 32600  
 France  
 Contact: Aude Bonnet  
 Phone: (33-5-62) 07-34-24  
 Email: aude.bonnet@ecocert.com  
 Website: <http://www.ecocert.com>

**Institute for Marketecology – Switzerland (IMO)**

Scope: Crop, livestock, wild crop, handling  
 Address: Weststrasse 51  
 Weinfelden, CH-8570  
 Switzerland  
 Contact: Jenni Ponsens  
 Phone: (41-71) 626-0-626  
 Email: nop@imo.ch  
 Website: <http://www.imo.ch>

**LETIS S.A. (LETIS)**

Scope: Crop, livestock, wild crop, handling  
 Address: Entre Rios 549 1er. Piso  
 Rosario, Santa Fé  
 Argentina  
 Contact: Patricia Isabel Garcia de Clausen  
 Phone: (54) 341-426-4244  
 Email: letis@letis.org  
 Website: <http://www.letis.org>

**Organización Internacional Agropecuaria (OIA)**

Scope: Crop, livestock, wild crop, handling  
 Address: Av. Santa Fe 830  
 Buenos Aires  
 Argentina  
 Contact: Pedro Landa  
 Phone: (54-11) 4793-4340  
 Email: oia@oia.com.ar  
 Website: <http://www.oia.com.ar>

**Quality Assurance International (QAI)**

Scope: Crop, livestock, wild crop, handling  
 Address: 9191 Towne Center Dr., Suite 200  
 San Diego, CA 92122  
 USA  
 Contact: Carey Allen  
 Phone: (1-734) 214-6261  
 Email: callen@nsf.org  
 Website: <http://www.qai-inc.com>

**Peru****BCS-Oeko Garantie GmbH (BCS)**

Scope: Crop, livestock, wild crop, handling  
 Address: Cimbemstrasse 21  
 Nuremberg, D-90402  
 Germany  
 Contact: Peter Grosch  
 Phone: (49-911) 42439-0  
 Email: Grosch@bcs-oeko.de  
 Website: <http://www.bcs-oeko.de>

**Bio Latina (BIOL)**

Scope: Crop, handling  
 Address: Av. Alfredo Benavides 330, Of. 203  
 Miraflores, Lima 18  
 Peru  
 Contact: Roxana Priego Flores  
 Phone: (51-1) 209-0300  
 Email: central@biolatina.com.pe  
 Website: <http://www.biolatina.com>

Annex 6 (concluded)

**Peru, continued****Control Union Certifications (CUC)**

Scope: Crop, livestock, wild crop, handling  
 Address: Meeuwenlaan 4-6  
 8011 BZ ZWOLLE  
 Netherlands  
 Contact: Gyorgi Acs Feketene  
 Phone: (31-38) 426-01-00  
 Email: gacs@controlunion.com  
 Website: <http://www.controlunion.com>

**Institute for Marketecology – Switzerland (IMO)**

Scope: Crop, livestock, wild crop, handling  
 Address: Weststrasse 51  
 Weinfelden, CH-8570  
 Switzerland  
 Contact: Jenni Ponsens  
 Phone: (41-71) 626-0-626  
 Email: nop@imo.ch  
 Website: <http://www.imo.ch>

**LETIS S.A. (LETIS)**

Scope: Crop, livestock, wild crop, handling  
 Address: Entre Rios 549 1er. Piso  
 Rosario, Santa Fé  
 Argentina  
 Contact: Patricia Isabel García de Clausen  
 Phone: (54) 341-426-4244  
 Email: letis@letis.org  
 Website: <http://www.letis.org>

**Organic Crop Improvement Association (OCIA)**

Scope: Crop, livestock, wild crop, handling  
 Address: 1340 North Cotner Blvd.  
 Lincoln, NE 68505  
 USA  
 Contact: Amanda Brewster  
 Phone: (1-402) 477-2323  
 Email: abrewster@ocia.org  
 Website: <http://www.ocia.org>

**Uruguay****BCS-Oeko Garantie GmbH (BCS)**

Scope: Crop, livestock, wild crop, handling  
 Address: Cimbernstrasse 21  
 Nuremberg, D-90402  
 Germany  
 Contact: Peter Grosch  
 Phone: (49-911) 42439-0  
 Email: Grosch@bcs-oeko.de  
 Website: <http://www.bcs-oeko.de>

**Control Union Certifications (CUC)**

Scope: Crop, livestock, wild crop, handling  
 Address: Meeuwenlaan 4-6  
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 Netherlands  
 Contact: Gyorgi Acs Feketene  
 Phone: (31-38) 426-01-00  
 Email: gacs@controlunion.com  
 Website: <http://www.controlunion.com>

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 Argentina  
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 Phone: (54) 341-426-4244  
 Email: letis@letis.org  
 Website: <http://www.letis.org>

**Organización Internacional Agropecuaria (OIA)**

Scope: Crop, livestock, wild crop, handling  
 Address: Av. Santa Fe 830  
 Buenos Aires  
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