

Additional Resources for Master Dairy Producer Meeting Participants

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Business Planning Resources

- AgPlan. Free online business plan creation, editing and review tool. <https://agplan.umn.edu/>
- *Building a Sustainable Business, A Guide to Developing a Business Plan for Farms and Rural Businesses*, published by Sustainable Agriculture Research and Education (SARE). Developed by the Minnesota Institute for Sustainable Agriculture, the book follows Cedar Summit Farm owners Dave and Florence Minar and their family throughout their planning process. The guide is available online (free) or printed (\$17) at <https://www.sare.org/Learning-Center/Books/Building-a-Sustainable-Business>.
- *Starting & Running Your Own Small Farm Business*, Storey Publishing.

Agritourism Resources

- Center for Profitable Agriculture, *Agritourism Program Area Website*. Includes resources from the CPA and links to other industry information.
<https://ag.tennessee.edu/cpa/Pages/Agritourism.aspx>.

Value-Added Dairy Resources

- The Tennessee Dairy Industry and Its Value-Added Opportunities,
<https://extension.Tennessee.edu/publications/Documents/W284.pdf>.
- History of Milk Marketing Orders and Current Implications to Dairy Producers and Industry,
<https://extension.Tennessee.edu/publications/Documents/PB1843-A.pdf>.
- A Preliminary Review of Dairy Licensing, Inspection and Regulatory Oversight in Tennessee,
<https://extension.Tennessee.edu/publications/Documents/PB1843-B.pdf>.
- Regional Milk Supply for a Possible Tennessee Milk Plant,
<https://extension.Tennessee.edu/publications/Documents/PB1843-C.pdf>.
- How a Potential Tennessee Milk Plant Might Grow the State Economy,
<https://extension.Tennessee.edu/publications/documents/PB1843-D.pdf>.
- *Dairy Processing Handbook*, Second, revised edition, 2003 Tetra Pak Processing Systems.
- *The Small Dairy Resource Book, Information Sources for Farmstead Producers and Processors*,
www.sare.org.

Value-Added Dairy Resources (continued)

- *Starting a Dairy Goat Business—A Guide for Farmers*, published by Wisconsin Department of Agriculture, Trade and Consumer Protection <http://datcp.wi.gov/uploads/business/pdf/goatstartupguide.pdf>.
- *Dairy Goat Enterprise Budget* published by Center for Integrated Agricultural Systems, UW-Madison <http://www.cias.wisc.edu/economics/dairy-goat-enterprise-budget/>.
- *Get More from Your Milk—Increasing Profit through Value-Added Products* published by The Pennsylvania State University <http://pubs.cas.psu.edu/freepubs/pdfs/xa0019.pdf>.

Funding Resources

- Tennessee Agricultural Enhancement Fund – Producer Diversification Cost-Share. Administered by the Tennessee Department of Agriculture. <https://www.tn.gov/agriculture/farms/taep/producer/producer-diversification.html>.
- Tennessee Agricultural Enterprise Fund. Grants for entrepreneurs starting or expanding agricultural, food and forestry businesses. Administered by the Tennessee Department of Agriculture in conjunction with the Department of Economic and Community Development. <https://www.tn.gov/agriculture/businesses/aef.html>.
- Value-Added Producer Grant. Administered by USDA Rural Development. <https://www.rd.usda.gov/programs-services/value-added-producer-grants>.

