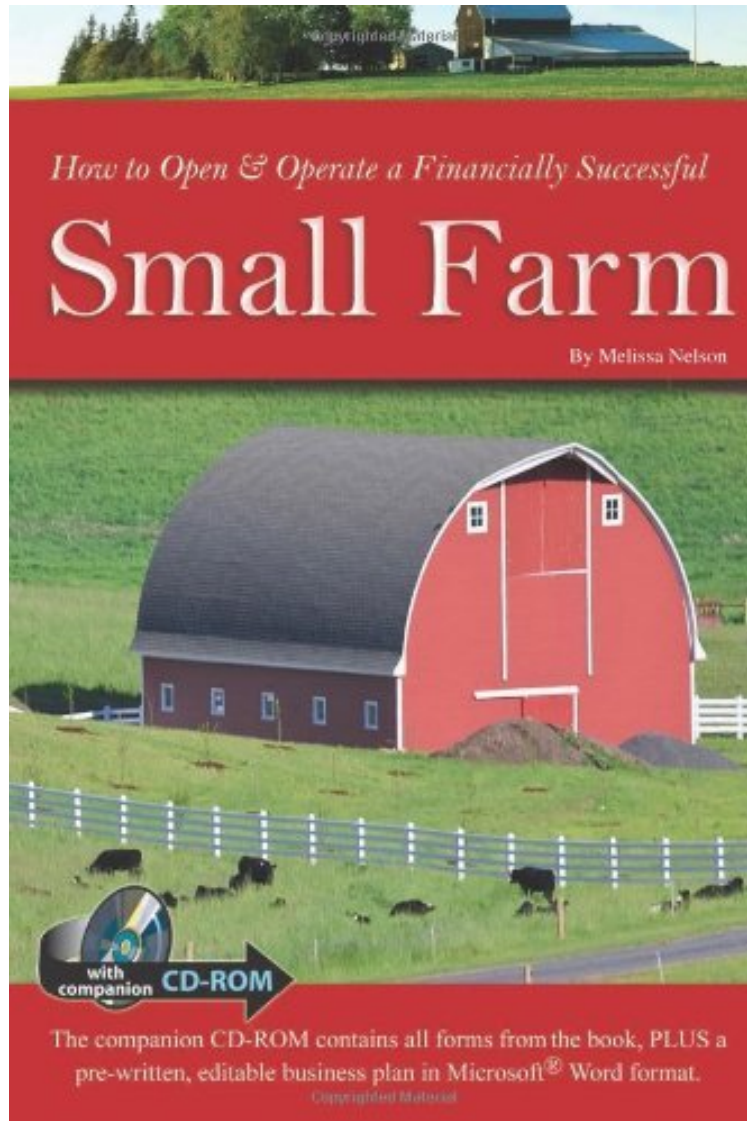


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Throughout the latter half of the 20th century, the number of small farms operating in the United States dropped by more than 75 percent according to the US Department of Agriculture. But, recently, there has been a major resurgence in these family operated, outdoor businesses that has made them both financially viable again and underrepresented. The world of small farm businesses is being bolstered by a surge in interest by health conscious individuals looking for organic, locally grown products. This, along with growing food needs in developed and developing countries, makes your potential business very viable. However, knowing how to develop that business effectively can be very hard. This book was written for people just like you those farmers who are looking to start their own small farm business. You will start by learning what the basics of a small farm entail what you will need, how your life will change, what you can expect from the government and your neighbors, and living with plants and livestock. You will learn how a farmer's lifestyle is different from yours right now, how to start building a farm plan and evaluating your resources before making any decisions. You will learn where to get advice on your farm plan and what good farming principles the top farmers in the world follow. The nature of the soil, working in the soil, and the essence of crop rotation are outlined in detail to help you make more targeted decisions with your crops. You will also learn how to use green manure and cover crops to protect your plants and the environment at the same time. For this book, dozens of farmers were interviewed from throughout the nation, each of them providing their years of expertise and insight for you to make better decisions about your own new farm business. You will learn the basics of nitrogen and legumes, livestock feeding, and weatherproofing along with planning your business and marketing your goods and services. You will learn how to set new goals and grow your business as well as how to identify your target market and to market within a given niche instead of trying to reach too broad of an audience. You will learn the basics of selling farm products and finally how to manage a farm, including the necessary information you need to hire employees, maintain machinery, and keep your farm up to date with new technology. The companion CD-ROM is included with the print version of this book; however is not available for download with the electronic version. It may be obtained separately by contacting Atlantic Publishing Group at sales@atlantic-pub.com Atlantic Publishing is a small, independent publishing company based in Ocala, Florida. Founded over twenty years ago in the company president's garage, Atlantic Publishing has grown to become a renowned resource for non-fiction books. Today, over 450 titles are in print covering subjects such as small business, healthy living, management, finance, careers, and real estate. Atlantic Publishing prides itself on producing award winning, high-quality manuals that give readers up-to-date, pertinent information, real-world examples, and case studies with expert advice. Every book has resources, contact information, and web sites of the products or companies discussed. This Atlantic Publishing eBook was professionally written, edited, fact checked, proofed and designed. The print version of this book is 288 pages and you receive exactly the same content. Over the years our books have won dozens of book awards for content, cover design and interior design including the prestigious Benjamin Franklin award for excellence in publishing. We are proud of the high quality of our books and hope you will enjoy this eBook version.

About the Author Julie Fryer lives with her husband, two sons, and vizsla dog in southeastern Minnesota. Julie is a freelance writer who writes nonfiction articles and books focusing on self-help, organic and green living, and everyday living. She is the author of *The Complete Guide to Your New Root Cellar* and *The Complete Guide to Water Storage*, and a contributing writer to various magazines and online websites including myorganicgardeningblog.com. When she is not writing, Julie and her family love to fish in area trout streams, enjoy summer camping and boat trips, and tend a large vegetable and flower garden.