



Six Initiatives

- Research
- Entrepreneurship
- Agribusiness Development Grants
- Farm Link
- Local Food and Logistics
- Policy

Research

- Headed up by 2 Clemson professors
- Industry driven – going to companies throughout the Southeast to find out their “problems”
- Looking for cutting edge research to solve these problems, for example, an odor problem at a poultry processing facility or a paper plant
- Ultimate goal is to solve industry problems resulting in companies putting a facility in SC

Entrepreneurship

- Looking for new and innovative ideas in agribusiness
- 2 tracks
 - Track 1 is for those ready to launch their product or process into the marketplace but need some help getting over the hump. ACRE will introduce you to potential investors, mentors, grant consultants and will be giving up to \$25,000 to each individual or group
 - Applications for Track 2 are currently on our website ACRE-sc.com and are due April 16th. I also have printed applications with me today if you're interested
 - Track 2 is a curriculum based program where we will help budding entrepreneurs learn the

Agribusiness Development Grants

- We believe in SC we are leaving a lot of grant money on the table
- We want to take advantage of grants as one more way to help new or existing agribusinesses
- We are working with Matson Consulting in Aiken, SC who specialize in agribusiness grants
- Help you know what grants to target and what information you need to apply

Farm Link

- Want to avoid agricultural land converting into commercial use
- Farm owners who have land but nobody to buy, rent or lease it
- There is a short application process to join our Farm Link database as a farm owner or farm seeker
- From our database we connect owner and seeker – we are a land matchmaker
- We are creating a map of SC showing all 46 counties and how many much acreage is for sale in the counties
- If they are interested in transitioning land we will refer them to Clemson Ext. where they

Local Food and Logistics

- South Carolina Food Hub Network – 5 Hubs
 - Catawba Farm and Food Coalition (York, SC)
 - City Roots (Columbia, SC)
 - Growfood Carolina (Charleston, SC)
 - Pee Dee Food Hub (Marion, SC)
 - Swamp Rabbit Cafe and Grocery (Greenville, SC)
- Provides local farmers with personalized resources and markets while ensuring customers are able to secure source identified food traced from harvest to market
- ACRE will work to strengthen the collaboration between local farmers and the hubs – for example, a regularly scheduled truck for pickups and drop-offs

Policy

- Growth of agribusiness in SC is dependent on policies and laws that are welcoming of new and expanding businesses and farms
- ACRE will conduct research on local, state and federal agricultural topics and create white papers, talking points, crisis communications plans and official SCDA stances on critical issues

Workshops

- We are applying for a grant to be able to go throughout the state and hold workshops on creating business plans, applying for grants, financial assistance, etc.

Contact Info:

Kyle Player – kplayer@scda.sc.gov
Phone # 803-734-2324

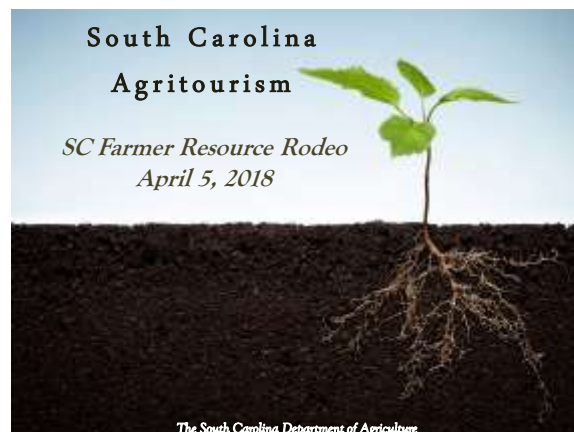
Website:
ACRE-sc.com



PRODUCE SAFETY RULE

Section of the **FOOD SAFETY MODERNIZATION ACT** that outlines federal regulatory standards for the safe production, harvesting, and handling of Fruits & Vegetables.





South Carolina Agritourism

SC Farmer Resource Rodeo
April 5, 2018

The South Carolina Department of Agriculture

SC Department of Agriculture



In 2014, SCDA began developing a program for state-wide Agritourism farm support, advocacy, and promotion.



TODS: Tourism Oriented Directional Signage to promote agritourism and tourist-related facilities in rural areas, providing signage from the closest primary route, a designated SC or US route.



SC Agritourism Association:

In December of 2014, a group of agritourism peers formed the non-profit SCAA to help Agritourism farmers face challenges within the industry and share best practices.

SCAA's Mission

- The Mission of the organization is to promote and support South Carolina's Agritourism operations through networking opportunities and Marketing. Therefore, encouraging the highest standards in hospitality and business operations.



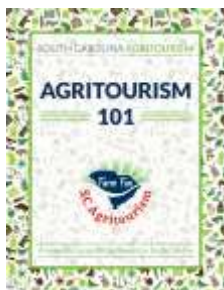
AGRITOURISM REGIONS



SCDA Promotes SC Agritourism

- Web:
 - Agriculture.sc.gov
 - SCFarmFun.org (List all SC Agritourism sites)
 - SCAgritourism.org (SCAA website)
 - facebook.com/SCAgritourism
- Billboards, Radio (Learfield) & TV (Making it Grow!)
- Print media: SC Farmer, SC Living, Palmetto, Gardener Guides
- Promotional materials – Magnets, Bumper Stickers, Rack Cards, Recipe/Postcards, Pens
- Monthly Public e-Newsletter
- SC Welcome Center
- SCDA events - Events, State Fair, SEWE, Festivals, AgriBiz
- SCAA Membership Directory
- SCAA Passport Program

SCDA produced beginners manual



Contents:

1. Introduction to Agritourism
2. Agritourism on Your Farm
3. Business planning
4. Marketing
5. Farm Safety
6. Legal Considerations
7. Keep it Going
8. Resources

For more info contact:
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 (803) 734-2144
 www.agriculture.sc.gov
 www.SCfarmfun.org

NRCS
WE CARE ABOUT CONSERVATION

The Natural Resources Conservation Service
Financial Assistance Programs
 Kellee Melton, Assistant State Conservationist for Programs

Conservation Planning

Conservation Plan Maps

Soil Maps

Financial Assistance Programs

Environmental Quality Incentives Program (EQIP)
 Conservation Stewardship Program (CSP)

Easement Programs

Agricultural Conservation Easement Program (ACEP)

Wetland Reserve Easement (WRE)



Agricultural Land Easement (ALE)



Top Three Takeaways....

1. NRCS offers **FREE** conservation planning to private landowners

2. Get to know your local NRCS staff

3. NRCS has financial assistance and easement program opportunities



Landowner Services SC Farmer Resource Rodeo April 5, 2018

Russell Hubright
Forest Management Chief



Types of Assistance Provided

- General forestry advice
- Management plans
- Help with I&D problems
- Storm recovery



General Forestry Advice



- Timber price information
- www.trees.sc.gov

General Forestry Advice



- Loblolly or longleaf?
- Financial returns

Forest Management Plans



Forest Management Plans



Forest Management Plans Forest Stewardship Plans



- Comprehensive plan
- Multiple objectives
- Timeline of activities
- Help from specialists

Forest Management Plans Cost-Share Plans - FRP

- State program
- 4:1 match from industry
- 40% cost-share
- Reforestation



Forest Management Plans Cost-Share Plans - EQIP

- Federal program - NRCS
- 75% cost-share
- SCFC – technical assistance
- Many practices



Forest Management Plans Cost-Share Plans - CRP

- Federal program - FSA
- 50-90% cost-share
- SCFC – technical assistance
- Rental payments



Insect & Disease Control

- Diagnosis
- Expert help
- Prevention



Storm Recovery

- Damage assessment
- Recovery assistance



Other Assistance

- Firebreak plowing
- Prescribed burning
- Standby assistance



Other Assistance

- Equipment Rental
 - tree planters, drum choppers, dibbles
- Timber Marking



BMP Courtesy Exams



Best Management Practices

- Courtesy exams
- Training for loggers
- Annual compliance reports

Tree Seedlings



- Seedlings at cost
- Genetic improvement





scforage.com

*Sustainable Grazing Lands: Providing a
Healthy Environment*

Who we are

A member-driven group focused on educating ourselves and helping others learn about:

- Soil health
- Rotational grazing
- Improving pasture productivity
- Farm profitability



Pasture workshop
on rotational grazing methods



Who are our members?

- Livestock associations
- Academic and cooperative extension programs
- Agricultural agencies
- Conservation organizations
- Farmers
- Others





Everyone gets involved in field days



What do we do?

- Pasture walks
- Workshops
- National affiliations
- Regional meetings
- Networking
- Conferences
- Roundtable discussions
- On-farm demonstrations
- Outreach



Pasture weed ID

Our goal is to provide landowners with the tools they need to make their operations successful while having a positive impact on soil health.



Comparing soils

Discussions involving soils and pasture health have been well-received



We have been active

- Won 2017 President's Award from AFGLC
- Conducted 11 meetings in 2017
- Grew membership four-fold in 2017
- Received a national Conservation Innovation Grant to purchase rainfall simulators
- Have held more than 30 rainfall simulations



In demand: One of our rainfall demonstration trailers





Rainfall simulator support

SCDNR, NRCS, Clemson University, SCFGLC. Agencies and organizations are working together to provide information and outreach to landowners across South Carolina. Farm Bureau, SC Cattlemen's Assoc., SC Sheep Industries Assoc., SC Horsemen's Council and United Farmers USA.



SC DNR & NRCS Staff Receiving Training From Bud Davis



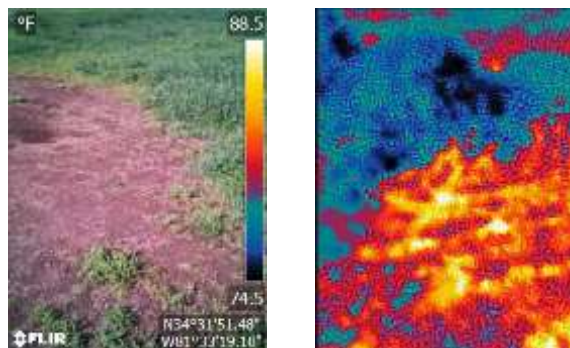
Cutting samples for first demonstration



Simulator set up and ready for demonstration. It's popular. There have been more than 30 SC demonstrations so far.



Simulator demonstration on sandy soil

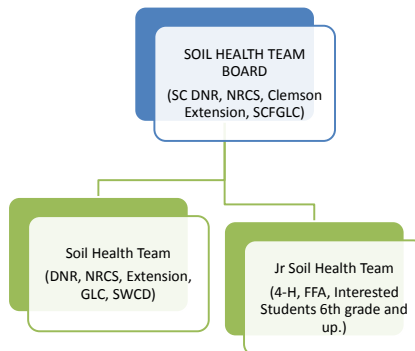


Soil health vs. soil temperatures



Advancing Soil Health in South Carolina:

A Collaborative Approach
 SCDNR, NRCS, Clemson University,
 SCFGLC



Questions?
 Comments?



CFSA's MISSION



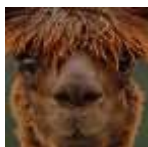
We help people in the Carolinas grow and eat local, organic food by **advocating** for fair farm and food policies, **building** the systems that organic family farms need to thrive, and **educating** communities about local, organic farming.



CFSA's VISION



Create a regional food system that is good for consumers, good for farmers and farmworkers, and good for the land.



CFSA PROGRAMS



FOOD SYSTEMS: Provide business development assistance to farmers and businesses looking to supply the local food system.

EDUCATION: Host SAC, OCLC, and the Piedmont Farm Tour

ADVOCACY: We work to change agriculture laws and regulations to benefit local and organic small and mid-sized farms.



CFSA PROGRAMS



FARM SERVICES: Technical assistance on organic production/ certification, food safety, seasonal high tunnel production, post-harvest handling, and selling into wholesale markets.

Elma C. Lomax Incubator Farm: Certified organic incubator farm in Concord, NC. That provides beginning farmers with access to land and equipment to start their own farm business. Onsite organic research program.



Consulting Services are FREE!!!



- \$25 to become a farmer-member
- \$39/year after year one
- What does it get you:
 - All of our consulting services for FREE
 - Discounts on all of our workshops and classes
 - Access to all of our newsletters, including the Growers Toolbox



CFSA's Consulting Services: Organic Certification



Organic Transition: guidance choosing a certifying agent and record keeping system, Q&A on NOP regulations, and records and application review.

Conservation Activity Planning (CAP-138): a farm resource inventory, identification of resource concerns and options to address them, a soil and water quality impact analysis for each option. End product can be used as your Organic Systems Plan.



CFSA's Consulting Services: Production



High Tunnel Production: Help farmers identify best management practices including planting dates, varieties selection, and irrigation, soil fertility and pest management.



Good Agricultural Practices (GAP): Conduct risk assessments, identify ways to mitigate pathogen risks, review Food Safety Plans, and provide assistance preparing for an audit.

Building Wholesale Capacity



<https://www.carolinafarmstewards.org/wholesale-capacity-building-and-post-harvest-handling-consulting/>

This consulting program will help you:

- Assess whether or not wholesale is right for you.
- Decide what kind of wholesale is right for you.
- Design postharvest handling strategies to maximize efficiency, food safety, and workflow.
- Understand infrastructure, packaging, labeling, traceability, transporting and basic food safety norms to meet wholesale buyer requirements.



CFSA Resources

- Seasonal High Tunnel Production: Organic Tomato Guide
- High Tunnel Micro-irrigation Guide
- Infrastructure Toolkit
- GAPs Manual and Videos
- Sample CAP Plan
- Organic Transition Handbook for Produce Farmers
- Organic Enterprise Budgets
- Organic Inputs and pest Control Finders
- Downloadable recordkeeping templates



www.carolinafarmstewards.org

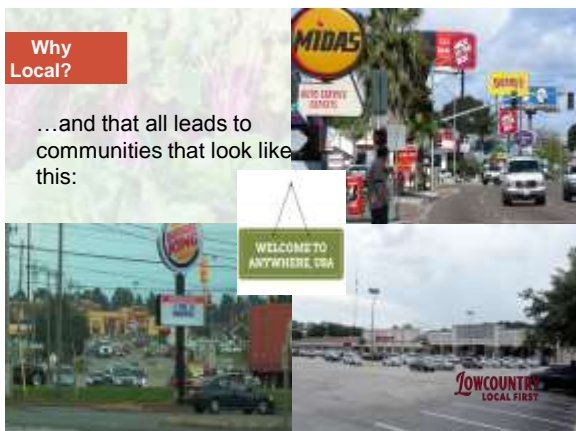


Who We Are

MISSION: Lowcountry Local First is a 501(c)3 nonprofit cultivating an economy anchored in local ownership, because local-independent businesses are the cornerstone of our culture, economy, and character.

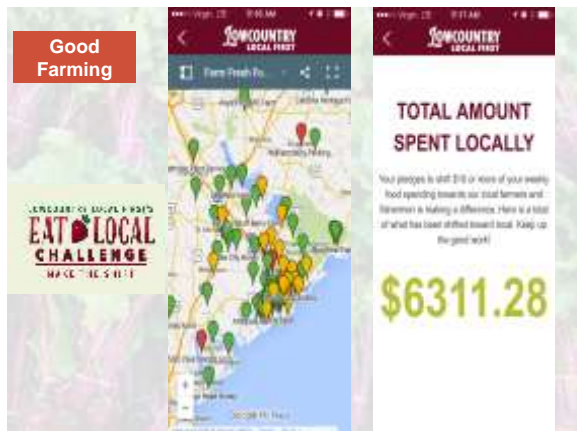
Founded in 2007; work with businesses, community, and policymakers to:

- Level the playing field and create an environment of success for local businesses.
- Cultivate aesthetically, culturally, and economically diverse communities.



- Voice for 600+ members with 12,000 employees across ALL industries, ALL sizes.
- Individuals as Localist members.





Good Farming

- 6 Month curriculum-based program
- Regular field trips to local farms, markets, distribution hubs, etc.
- Guest speakers from partnering agencies and community agencies
- Goal oriented project-based learning experiences
- Optional Apprenticeship/on the job training
- Optional business planning course available through Clemson Agribusiness Program/South Carolina Community Loan Fund

GROWING NEW FARMERS PROGRAM

Good Farming

COLLEGE OF CHARLESTON

Certificate in Sustainable Agriculture

- Participants will receive a minimum of 250 training hours (500+ with apprenticeship)
- 30 Continuing Education Credits
- Certificate of Sustainable Agriculture through CofC School of Professional Studies and the JobBridge program.

LOWCOUNTRY LOCAL FIRST

GROWING NEW FARMERS PROGRAM

Week at a glance

- Mondays:**
 - Classroom based training focused on curriculum for introductory level content.
- Wednesdays/Thurs days:**
 - On-farm field based trainings and field trips to follow-up on classroom training with application on farm.
- Apprenticeship (days flexible):**
 - Interested participants will be matched with potential mentors to provide on the job training on a working farm OR industry related business. Targeted to meet market and production specific interest of each candidate. Limited based

MIDDLETON PLACE

LOWCOUNTRY LOCAL FIRST

Good Farming

- 6 Month curriculum-based program
- Regular field trips to local farms, markets, distribution hubs, etc.
- Guest speakers from partnering agencies and community agencies
- Goal oriented project-based learning experiences
- Optional Apprenticeship/on the job training
- Optional business planning course available through Clemson Agribusiness Program/South Carolina Community Loan Fund
- \$2,000 fee/monthly payments. Limited, income-based financial aid available

GROWING NEW FARMERS PROGRAM

Apprenticeship



- Matching program facilitated by LLF
- Screen applicants based on experience, interest and availability
- Pair with mentor
- Provide goal setting and check-ins
- Farmers are required to pay at least minimum wage

LOWCOUNTRY
LOCAL FIRST

