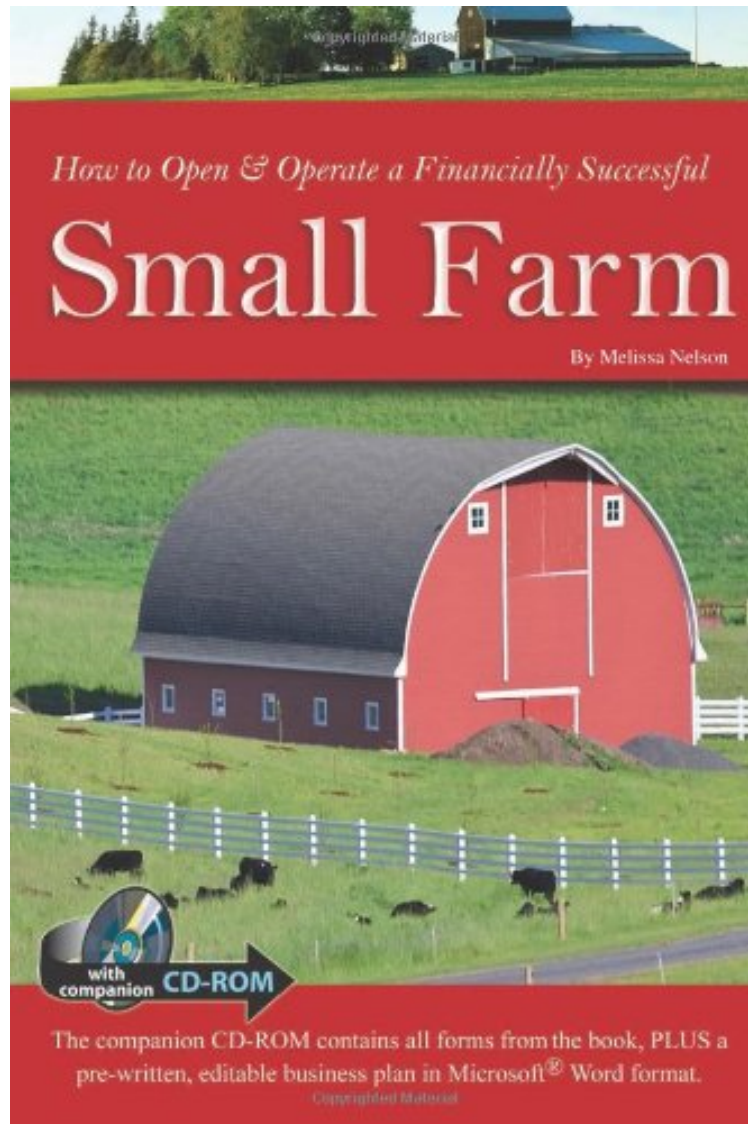


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Farm: With Companion CD-ROM (Back-To-Basics) (How to Open and Operate a Financially Successful...):

Throughout the latter half of the 20th century, the number of small farms operating in the United States dropped by more than 75 percent. Recently, there has been a major resurgence in family operated, outdoor businesses, and they have the potential to become financially viable again. 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: farmers who are looking to start their own small farm business. Begin by understanding 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 The realities of living with plants and livestock How to create a farm plan evaluating resources before making any decisions The best resources for finding help. 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. Buy this book and start your small farm today.

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.