Organics in Tennessee: A Snapshot

- Approx. 37 USDA Certified Organic farms, processors, and handlers in Tennessee
- Majority are vegetable producers
- Organic fruit production
- Organic dairies

TDA Organic Program

What TDA does

- Offer information and advice on getting certified
- Can assist with putting together application
- Evaluate marketing opportunities
- Offer funding opportunities and assist with additional opportunities

Funding Opportunities

TAEP Producer Diversification Cost Share
- 50% cost share
- $15,000 maximum/fiscal year

Areas of qualified expenses
- Infrastructure
- Specialized Equipment
- Marketing

Producer Success

Delvin Farms
- Greenhouse
- Orchard Development
- Loading Dock
- Blueberry Production
Other Popular Projects

- Irrigation Systems
- Spaders
- Plastic Mulch Layers
- Cooler Storage Systems
- On-Farm Retail Facilities
- High Tunnel/Hoophouse

Organic Certification Assistance

TDA will assist with application (Typically a 15-30 page application)

Organic Certification Cost Share

- USDA funds provide 75% cost share up to $750
- TDA administers the funds

Pick Tennessee Products

- Website listing for organic producers
- Community Supported Agriculture (CSA) listing

Pick Tennessee Products Promotional Efforts

- Advertising
- Trade Shows
- Press Releases
- Producer Associations
- Farmers Market Promotions
- Retail Store Promotions

“Tennessee Natural Beef”

- Outside of Organic Certification
- Developed by TDA
- Marketing program aimed to help producers capture a market premium
- Will be USDA third party labeling program
- Starting as a retail and farm fresh beef opportunity

- Cost Share Funding for Organics

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*Approved so far*
“Tennessee Natural Beef”

- No antibiotics
- No added hormones
- No animal by-products
- Born and raised in Tennessee
- Processed at USDA inspected facility

Opportunities in Producer Diversification Cost Share

- Value-Added Products sector
- 35% cost share
- $10,000 maximum

Links to TDA Programs - Organics

- http://www.picktnproducts.org/food/organics.html
- http://www.tn.gov/agriculture/enhancement

Any questions?

Jon Frady
Producer Diversification & Organic Marketing Specialist
(615) 837-5344
Jon.Frady@tn.gov
Producer.Diversification@tn.gov