



The Farm to Market Handbook: How to create a profitable business from your small farm

By Janet Hurst

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Transform your pastime into your livelihood. If your sweet corn is tall, your brood of chickens is beautiful, and your half-dozen goats give delicious milk, then you know firsthand the rewards of running a small farm. But what if you could turn that Do-It-Yourself hobby into a long-term source of regular income? Nurturing a healthy harvest is only half the battle--what you *really* need to know is how to create a successful and sustainable business. In *The Farm to Market Handbook*, veteran dairy-goat farmer **Janet Hurst** combines her deep knowledge of farming life and farmers' markets with her hard-won experience turning farm products into a living wage. From CSAs and weekly markets to school programs and local chefs, Hurst guides you through every type of market available to small farmers. She explains how you can develop a realistic marketing plan, provides a breakdown of the food laws and regulations you'll need to be aware of, and offers insider tips on how to be a successful businessperson. Through enlightening interviews with producers around the country who speak of their successes - and their failures - this book takes a look at some of the nation's top markets and analyzes why they have thrived where others have not. So if you've ever wondered how to get started selling your produce, entertained the idea of raising meat goats, or wanted to spread the word about your homegrown honey, you should read *The Farm to Market Handbook* and figure out how to put money in your pockets.

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Bibliography

- Sales Rank: #616309 in Books
- Published on: 2014-12-19
- Original language: English
- Number of items: 1
- Dimensions: 10.13" h x .50" w x 8.13" l, .0 pounds
- Binding: Paperback
- 176 pages

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Editorial Review

About the Author

Janet Hurst has been a home artisanal cheesemaker for twenty years and is a certified cheesemaker through the University of Vermont's Institute of Artisan Cheese. She writes on cheesemaking for Mother Earth News, Mary Jane's Farm, Dairy Goat Journal, Countryside, and more.

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Raymond Lee:

Playing with family within a park, coming to see the sea world or hanging out with good friends is something that usually you have done when you have spare time, then why don't you try something that is really opposite from that. An activity that makes you not feel tired but still relaxing, thrilling like on a roller coaster you are riding on and with additional info. Even you love The Farm to Market Handbook: How to create a profitable business from your small farm, you can enjoy both. It is a very good combination right, you still wish to miss it? What kind of hangout type is it? Oh, can occur in its mind hangout fellows. What? Still don't have it, oh, come on its known as reading friends.

Ina French:

In this age of globalization it is important for someone to acquire information. The information will make anyone understand the condition of the world. The health of the world makes the information better to share. You can find a lot of personal references to get information, for example: internet, classifieds, books, and soon. You can see that now, a lot of publishers that print many kinds of books. Often the book that is recommended for you is The Farm to Market Handbook: How to create a profitable business from your small farm. This publication consists a lot of the information with the condition of this world now. This specific book was represented so why is the world has grown up. The vocabulary styles that the writer requires to explain it is easy to understand. The actual writer made some exploration when he made this book. That is why this book is acceptable to all of you.

Anthony Martin:

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