



Agribusiness Development
Agricultural Advancement Division

Overview

- ❖ **Mission:** *To develop and deliver opportunities for farm, food, and forest businesses in Tennessee.*
- ❖ **Vision:** *A strong and profitable agriculture and forest industry for all generations.*

The Agricultural Advancement Division

- Pursues new agribusinesses
- Pursues expansions of existing agribusinesses
- Offers assistance to established Tennessee agribusinesses

Focus Areas

Agricultural Advancement specialists focus on:

- **Food and beverage manufacturing**
- **International exports**
- **Specialty crops**
- **Meat processing**
- **Direct farm marketing**
- **Forestry and wood products**
- **Farmers markets**
- **Promotion of Pick Tennessee Products**
- **Agricultural innovation**

Focus Areas

❖ Identify Business Opportunities

- Utilizing all TDA employees

❖ Develop Partnerships

- Established and new

❖ Provide Financial & Technical Assistance

- Business to business connections
- Marketing opportunities
- Grant funding

Agriculture Enterprise Fund

- ❖ **Launched in 2017 with partner TNECD**
- ❖ **Grant for agriculture, food, and forestry businesses**
 - Increase in Farm Income
 - Access to Markets
 - Increased Capacity
 - Agricultural Innovation
- ❖ **Up to 25% of a project budget**
 - Expansion, new product line, etc.
- ❖ **Focused on rural counties, especially at-risk or distressed**

Agriculture Enterprise Fund

❖ Since August 2017:

- 28 projects
- \$1,134,469+ in grants
- Examples of awards:
 - **AgCentral Farmers Cooperative, Athens and Greenback** – Adding a soybean roaster
 - **Blankenship Sawmill, Bledsoe County** – upgrading a sawmill
 - **Edgefield Prime Meat Company, Dunlap** – Expanding meat processing facility
 - **Seven Springs Farm to Table, Maynardville** – Adding commercial kitchen facility
 - **AgLaunch, Memphis** – Creating a network of model farms for innovation and research

Areas of Collaboration

Potential areas of collaboration between Agricultural Advancement and the hops industry include:

❖ Funding – AEF

- Harvesting Equipment
- Drying Equipment
- Storage Facility

❖ Marketing

- Pick TN Products
- Trade Shows
- Trade Missions

Agricultural Advancement Team



Asst. Comm.
Ed Harlan



Debbie Ball
Farm Direct,
Pick TN



Neil Owens
Forestry &
Wood
Products



Wendy Sneed
Livestock &
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THANK YOU.

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www.tn.gov/agadvancement