2023 Application B
Producer Diversification
Agritourism • Fruit and Vegetable • Honey Bee
Horticulture • Organic • Value-Added Products
Application Period
October 1 – 7, 2023

Application Guide

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The Tennessee Agricultural Enhancement Program (TAEP) was established in 2005 to provide cost share dollars to agricultural producers for the purpose of making long-term investments in Tennessee farms and communities. Participation allows producers to maximize farm profits, adapt to changing market situations, improve operation safety, increase farm efficiency, and make a positive economic impact in their communities.

More than $246 million has been invested in 80,860 producer projects from 2005 through 2022. Each TAEP dollar generates $6.55 in local economies.

Application Period

The 2023 application period is open for seven days: October 1-7, 2023.

Eligible Purchase Dates

Program purchases can be made starting October 1, 2023 and must be completed by the program reimbursement request deadline.

Approval Notification

Approval notifications and reimbursement packets are scheduled to be mailed in mid-December.

Reimbursement Request Deadlines

The reimbursement request deadline for Producer Diversification is August 1, 2024. Payments are based upon expenses incurred for eligible program items.

### 2023 TAEP Application B

<table>
<thead>
<tr>
<th>Sector</th>
<th>Reimbursement Maximum</th>
<th>Reimbursement Request Deadline</th>
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<tr>
<td>Agritourism</td>
<td>$12,000</td>
<td>August 1, 2024</td>
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### Important Notes

**Startup Operations**

It is recommended to have at least three years of reported farm income to be considered a competitive applicant within Producer Diversification.

**Priority Projects**

Priority is given to projects that focus on long-term use and on improving or increasing current farm operation production. To ensure long-term investments, items requested must be able to meet the five (5) year verification period to be considered for cost share.

**Complete Application Submission**

Incomplete submissions will be considered low priority and less competitive. Required materials include: TAEP Application B form, proposal questionnaire, project budget, and project cost quotes. Additional information such as designs, diagrams, dimensions, and/or photos are encouraged to help further explain requested projects. See pp. 19 – 21.

**Attention Hemp Producers**

Hemp projects are currently not eligible for TAEP cost share. Opportunities may be available in the future as this emerging market continues to develop in Tennessee.

www.tn.gov/taep  2  1-800-342-8206
Producer Diversification Overview

The goal of the Producer Diversification program is to encourage agricultural producers to expand or improve their working farm/existing operation through the production of diversified agricultural products. This program provides cost share opportunities for industry sectors of Agritourism, Fruit & Vegetable, Honey Bee, Horticulture, Organic, and Value-Added Products. Project categories include farm infrastructure, marketing, and specialized equipment.

Application Proposal, Budget, and Cost Quotes

The Producer Diversification program requires the applicant to submit an application form and a written proposal using the proposal questionnaire template. The proposal questionnaire template outlines the applicant’s agricultural operation, previous TAEP history, marketing plan, proposed project(s), line-item project budget(s), and special requirement attendance – if requesting 50% cost share. Written cost estimates from each vendor/supplier are also required with the application proposal. Researching all costs associated with each proposed project is extremely important. Providing a line-item budget allows the review committee to make adjustments to the budget if there are items listed which are not approved. This allows for a partial project approval if needed. Funding allocation is based upon the final approved budget and the cost share percentage requested. Allocation amounts cannot exceed the program maximums.

Applications are competitively evaluated by industry sector according to each individual project. Projects are identified primarily by the sector in which they are eligible.

If approved, the applicant must pay for and complete all approved projects prior to submitting their cost share reimbursement request. Only one reimbursement payment per program approval. Projects must be completed by reimbursement deadline.

Application Evaluation

Applications must merit financial support, clearly state objectives, provide a sound work plan, and prove applicant expertise necessary to successfully complete project(s). Only complete applications that include sufficient information will be considered for evaluation. An onsite visit or meeting may be required as part of the evaluation process. All committee decisions are final.

Proposed activities must:

- Demonstrate significant potential for increasing farm income
- Be market driven and have a viable marketing plan
- Establish something new, not maintain on-going projects
- Meet all state and local food safety and regulatory requirements
- Produce long-term benefits for the farm

Project Examples

<table>
<thead>
<tr>
<th>Project Description</th>
<th>Sector</th>
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</thead>
<tbody>
<tr>
<td>Restrooms for public use</td>
<td>Agritourism</td>
</tr>
<tr>
<td>Retail shelters for farm produce</td>
<td>Agritourism</td>
</tr>
<tr>
<td>Greenhouse for growing vegetables</td>
<td>Fruit &amp; Vegetable</td>
</tr>
<tr>
<td>Irrigation for farm produce</td>
<td>Fruit &amp; Vegetable</td>
</tr>
<tr>
<td>Honey processor/facility</td>
<td>Honey Bee</td>
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<tr>
<td>Apiary expansion</td>
<td>Honey Bee</td>
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<table>
<thead>
<tr>
<th>Project Description</th>
<th>Sector</th>
</tr>
</thead>
<tbody>
<tr>
<td>Packing facility</td>
<td>Horticulture</td>
</tr>
<tr>
<td>Loading area/dock</td>
<td>Horticulture</td>
</tr>
<tr>
<td>Flail mower</td>
<td>Organic</td>
</tr>
<tr>
<td>Irrigation for pumpkins</td>
<td>Organic</td>
</tr>
<tr>
<td>Processing equipment for on-farm products</td>
<td>Value-Added Products</td>
</tr>
<tr>
<td>Walk-in freezer for farm-fresh meats</td>
<td>Value-Added Products</td>
</tr>
</tbody>
</table>

Standard Producer (35%) and Master Producer (50%)

Each sector allows for two cost share percentage options – 35% and 50%. All approved applicants are eligible for 35% (Standard Producer) cost share. To be eligible for 50% (Master Producer), the approved applicant must complete the special requirements for the sector in which their project is eligible. Special requirements focus on education and include conferences, courses, events, workshops, and specific certifications. Attendance is verified and the registered name must match the approved applicant to be eligible for 50% cost share.
Eligibility Requirements

1. Applicant must be a citizen of the United States of America or lawfully present in the United States.

2. Applicant must be at least 18 years old at time of application.

3. Applicant must be a Tennessee resident residing in Tennessee. Documentation, including a current Tennessee Driver/Identification license, may be requested to verify applicant has established residency in Tennessee.

4. Applicant must be operating a farm* in Tennessee.

   *To operate a farm means to share in the expenses, profits, and/or management of farm production. A farm may involve the production of multiple agricultural products and may have more than one location in Tennessee. A diversified farm with multiple species of livestock, crops, and/or multiple locations is considered a single operation regardless of tax filings or organizational structure.

   If two or more individuals participate in the operation of the farm*, only one individual is eligible to apply for TAEP Application B cost share.

5. Applicant must have filed a Federal IRS Schedule F (Form 1040), Profit or Loss from Farming, within the last two years (2021 or 2022). Applicant will not be required to submit a copy of their Schedule F at the time of application. However, applicant may be asked to submit a copy of their Schedule F prior to TAEP approval to verify their farming operation. If your operation does not file a Schedule F, please contact TAEP about alternate documentation (Schedule C or Schedule K) to verify farming status.

6. Applicant must meet any additional requirements as indicated within each sector cost share funding is requested.

7. Applicant must have current (not expired) documentation (certificate or permit) as indicated within the sector(s) cost share is requested.

Tennessee Department of Agriculture may:

- Accept, modify, or reject any or all applications or requests.
- Modify program criteria, approval, and payment processes.
- Request additional information from the applicant.
- Provide partial funding that may be less than the full amount requested.
- Deny payments for projects that do not meet requirements.
Program Requirements

Application

1. Applications must be submitted during the application period October 1 – 7, 2023.
   • Applications may be submitted by one of the following methods:
     ° Mail — applications must have a postmark date ranging from October 1 - 7, 2023
     ° Hand delivery between October 1 – 7, 2023 during normal business hours. Contact TAEP office prior to hand delivery in 2023.
   • Applications are not accepted by fax, email, or text.
   • Applications are ineligible if postmarked or received prior to October 1 or after October 7, 2023.

2. Application B cost share requests are evaluated on a competitive basis by industry sector.
   • Only complete applications that include sufficient information will be considered for evaluation.
   • All committee decisions are final.

3. Applicant may only submit one Application B per application period. Refer to eligibility requirement #4 (p. 4) if two or more individuals participate in the operation of the farm.

4. Application will be notified in writing of approval or disapproval. Notifications will be mailed in mid-December. Applicant must alert TAEP office if notification is not received by mid-January.

5. Reimbursement packet may include additional program requirements and cost share guidelines.

Reimbursement

1. Receipts dated prior to October 1, 2023 are not eligible. All items, regardless of backorder status, must be purchased by the program reimbursement deadline. Backordered items may be ineligible for cost share if not delivered to the farm by the program deadline.

2. Receipts must be in the name of the applicant approved for cost share funding. Quotes and purchase orders do not represent a purchase and are not considered receipts. Proof of payment may be requested to verify purchase.

3. Receipts for in-kind services are not eligible. Trade-in value is not eligible.

4. Used equipment, used materials, and leased equipment are not eligible for cost share reimbursement unless otherwise noted.

5. Labor provided by applicant is not eligible for cost share reimbursement. Labor is for structures only.

6. Applicant cannot be reimbursed for purchases from a business where applicant participates in ownership (producer cooperatives excluded).

7. Applicants cannot combine projects or attach items to another applicant's project. Applicants cannot submit multiple reimbursement requests for the same purchased item.

8. Reimbursement documentation must be postmarked or uploaded to your TAEP Online Account Portal by the reimbursement request deadline. Additional processing time is required for incomplete requests and requests submitted within one month of the program deadline. It is recommended you submit your reimbursement request as soon as your project is completed.

9. There can only be one reimbursement payment per program approval. Projects must be completed by reimbursement deadline.

Verification

1. Applicant must utilize equipment and structures reimbursed with cost share funds for the intended purpose of the program for a minimum of five (5) continuous years from date of purchase. Applicants who fail to comply with minimum use requirements may be required to repay any portion of or all of the funds distributed to them under TAEP.

2. Site visits relating to the performance of the project before, during, and after completion may take place. Site visits may include verification of cost share guidelines and program eligibility to ensure applicants meet eligibility and minimum livestock/acreage requirements for chosen program(s).

3. Failure to comply with all aspects of the cost share guidelines may result in denial of applicant approval, denial of reimbursement payments, repayment of cost share funds, and/or suspension from future TAEP funding cycles.

4. Providing any false, fraudulent, or misleading information may result in suspension of the applicant's operation, civil litigation, and/or criminal prosecution.
Who is an Agritourism Producer?
For the purposes of TAEP, an eligible Agritourism working farm offers on-the-farm experiences relating to production agriculture of food and/or fiber for a fee and is aimed at increasing profitability of the operation.

- Farm education (tours of production agriculture)
- Farm activities (pick your own, fee-fishing)
- Farm fun (corn maze, hayrides)
- Farm purchases (retail sales of farm's agricultural products)

Agritourism Producer Cost Share Opportunities

Standard Producer – 35% Cost Share - $12,000 Reimbursement Maximum
All approved applicants with Agritourism projects are eligible for 35% cost share. There are no special requirements for 35% cost share.

Master Producer – 50% Cost Share - $12,000 Reimbursement Maximum
To be eligible for 50% cost share, approved applicant must complete special requirements prior to the program reimbursement request deadline of August 1, 2024. The name registered for the special requirement must be the same name as the individual applying for cost share funding.

Special Requirements for 50% Cost Share

Agritourism Special Requirements – applicant must complete one of the following options to qualify for 50%

Option #1: Agritourism educational courses (2) – applicant must attend two eligible events; see special requirements list

Option #2: UT Master Farm Manager, UT Master Farm Family Health & Wellness, or TSU New Farmer Academy

- Applicant must have participated in special requirements from 2020 - 2024.
- The name registered for the special requirement must be the same name as the individual applying for cost share funding.
- The Producer Diversification Special Requirements List is posted at www.tn.gov/taep in Producer Programs under Producer Diversification and updated when new courses are added. See p. 23.

What Agritourism Projects Qualify for TAEP?
The proposed activity/project must encompass quality expansion or improvement of the applicant's farm and business. The eligible categories are: farm infrastructure, specialty equipment, and marketing. Examples of eligible and ineligible items are provided on p. 7.

Competitive Projects - Agritourism

- Priority is given to projects focusing on long-term public use considerations which increase opportunities for profitability.
- Preference will be given to projects that focus on agricultural education and production over agricultural entertainment/other. Examples of agricultural entertainment/other includes but is not limited to: weddings, concerts, bed and breakfasts, farm stays, campgrounds, canoe rentals, trail rides, playgrounds, parks, event centers, concert venues etc.
- Marketing projects that are long-term in nature are allowed but are not considered as competitive as those involving production.
- Only complete applications that include sufficient information will be considered for evaluation.

Approved applicants will receive a revised budget with reimbursement documentation. The revised budget indicates approved items per committee review, cost share allocation amount, and status of special requirement participation. All committee decisions are final.
Eligible Agritourism Items

- DVD – educational, not for resale
- Educational Pavilion - educational use only
- Hand washing stations
- Handicap accessible areas*
- Hayride wagon – safety or education
- Lighting – public areas
- Parking areas (new) – include dimensions and # of parking spots to be created
  - Gravel or pavement
  - Geotextile preferred for gravel
- Public address (PA) systems – safety or educational
- Restroom facilities*
- Retail shelters*
- Safe way areas*
- Seating
- Security camera system
- Signs* - to promote farm operation, provide directions, farm safety, or ag education; must provide a mock up of design with dimensions
- Tables
- Tents
- Website development – no fees

* Include dimensions and designs with project proposal.

Ineligible Agritourism Items – Most commonly requested

- Advertising
- Airbnb projects
- Alarm/security systems
- Arena/Barn – livestock, storage
- Bed & Breakfast projects
- Brochures
- Building – storage
- Building – show facility
- Cash register/point of sale system
- Campground/park projects
- Chair racks/carts
- Computers
- Concert/event venue projects
- Concession stands/kitchens
- Containers – bottles, pots, packaging
- Driveways, trails, paths, roads, etc.
- Electrical consumption
- Event/wedding pavilions and projects
- Farm stay projects
- Fees – membership
- Fencing
- Flyers – promotional
- Fuel
- General inputs
- Giveaway items
- Golf Carts
- Hemp projects
- Landscaping

- Land – clearing of
- Livestock
- Maintenance of – existing structures, gravel projects, equipment, items, parking lots, etc.
- Meeting expenses
- Merchandise
- Motorized vehicles – ATV, forklift, tractor
- Motorized rides
- Office equipment
- Permits
- Park/campground projects
- Playground equipment
- Printing
- Product development
- Property – purchase or debt payment
- Renovations of existing structures
- Replacing existing equipment, items etc.
- Salaries, wages, benefits
- Signage that is not farm related nor promoting ag education
- Software
- Store – for resale of goods
- Table carts/racks
- Trade show expenses
- Trailers – livestock; utility

**Used equipment**

- Water source creation – ponds/wells
- Website – annual or hosting fees
- Wedding/event pavilions and projects
Who is a Fruit and Vegetable Producer?

For the purposes of TAEP, an eligible Fruit and Vegetable operation is involved in the production of produce for sale and is aimed at increasing profitability of the operation.

- Fruit and vegetable grower
- Pumpkin producers
- Viticulture – grape production only

Fruit and Vegetable Producer Cost Share Opportunities

Standard Producer – 35% Cost Share - $12,000 Reimbursement Maximum

All approved applicants with Fruit & Vegetable projects are eligible for 35% cost share. There are no special requirements for 35% cost share.

Master Producer – 50% Cost Share - $12,000 Reimbursement Maximum

To be eligible for 50% cost share, approved applicant must complete special requirements prior to the program reimbursement request deadline of August 1, 2024. The name registered for the special requirement must be the same name as the individual applying for cost share funding.

Special Requirements for 50% Cost Share

Fruit & Vegetable Special Requirements – applicant must complete one of the following options to qualify for 50%

- Option #1: Fruit & Vegetable educational courses (2) – applicant must attend two eligible events; see special requirements list
- Option #2: UT Master Farm Manager, UT Master Farm Family Health & Wellness, or TSU New Farmer Academy
- Option #3: Good Agricultural Practices (GAP) – applicant must have GAP certification and current letter of compliance at time of reimbursement

- Applicant must have participated in special requirements from 2020 - 2024.
- The name registered for the special requirement must be the same name as the individual applying for cost share funding.
- The Producer Diversification Special Requirements List is posted at www.tn.gov/taep in Producer Programs under Producer Diversification and updated when new courses are added. See p. 23.

What Fruit and Vegetable Projects Qualify for TAEP?

The proposed activity/project must encompass quality expansion or improvement of the applicant's farm and business. The eligible categories are: farm infrastructure, specialty equipment, and marketing. Examples of eligible and ineligible items are provided on p. 9.

Competitive Projects - Fruit and Vegetable

- Priority is given to long-term projects that focus on improving or increasing production.
- Marketing projects that are long-term in nature are allowed but are not considered as competitive as those involving production.
- Only complete applications that include sufficient information will be considered for evaluation.

Approved applicants will receive a revised budget with reimbursement documentation. The revised budget indicates approved items per committee review, cost share allocation amount, and status of special requirement participation. All committee decisions are final.
Eligible Fruit and Vegetable Items

High tunnel/hoop-house*
Irrigation
- Controller system
- Fertigation system
- Filter system
- Frost protection
- Overhead
- Pivot
- Pond liner
- Pump
- Storage tanks
- Lighting - not for aesthetics
- Greenhouse*
- Pavilion/retail shelter*
- Loading area/dock*
- Mechanical harvesters
- Mulch machine
- Must pump – fruit juices only
- Packing facility*
- Structure
- Electrical
- Plumbing
- Packing line/washing equipment
- Permanent restroom facilities for workers
- Standalone structure from packing facility
- Sinks/toilets
- Electrical
- Plumbing

Pest control
- Bird control netting
- Sprayer
- Wildlife barriers
- Plastic mulch layer/lifter
- Plastic pallets (food grade only)
- Production line equipment
- Pruner – mechanical
- Signs*
- Sink – produce washing
- Soil mixer
- Spray equipment
- Sprayer
- Thermostat – greenhouse
- Trellis materials – berries and vines
- Vineyard hoe
- Website development – no fees
- Wood boiler

* Include dimensions and designs with project proposal.

Ineligible Fruit and Vegetable Items – Most commonly requested

Advertising
Brochures
Building – storage
Chemicals
Computers
Concession stands/kitchens
Containers – bottles, pots, packaging
Drip tape
Driveways, trails, paths, roads, etc.
Electrical consumption
Fees – membership
Fencing
Fertilizer
Fuel
Giveaway items
Golf cart
Growing buckets/pots
Hand tools
Hemp projects
Insecticides
Labor – applicant
Landscaping
Land – clearing of
Maintenance of existing structures, equipment, items, replacing existing/damaged/aged fruit/plant stock, etc.
Meeting expenses
Merchandise
Motorized vehicles – ATV, forklift, tractor
Mower
Office equipment
Paper chain pots
Permits – or certifications
Pesticides
Plants – liners/plugs
Product development
Property – purchase or debt payment
Replacement of existing/damaged/aged fruit/plant stock
Replacement of equipment/irrigation/existing items or structures
Renovations of existing structures
Seeds – produce, nursery, flowers, etc.
Software
Soil/mediums
Store – general
Trade show expenses
Trailers – livestock; utility
**Used equipment**
Water source creation – ponds, wells
Website – annual or hosting fees
Winemaking equipment - see Value-Added Products sector pp. 16 - 17
Who is a Honey Bee Producer?

For the purposes of TAEP, an eligible Honey Bee producer must meet the minimum requirements of beekeeping experience and number of existing colonies as outlined below in Honey Bee Applicant Requirements.

Honey Bee Applicant Requirements

Experience

- Minimum experience of five (5) years and current ownership of at least fifteen (15) existing colonies is required to participate.
- Minimum experience of five (5) years and current ownership of at least thirty (30) existing colonies is required to request cost share for construction of a TDA licensed and inspected Honey Processing Facility.
- Applicant must report experience and number of hives in application proposal to be eligible.
  - If the applicant has assisted other beekeepers and mentors in working directly with bees, he or she may count this hands-on experience toward the requirements. The applicant must list the beekeeper’s name, contact information, and length of time spent assisting this beekeeper for this experience to be considered.
  - There is not a year requirement for ownership of hives but applicants must own required number of hives at time of application.

TDA Consumer & Industry Services Division

- Apiaries must be registered with the State of Tennessee by the time of the application period (October 1 – 7, 2023). Contact TDA State Apiarist at 615-837-5342 for more information.
- If you pack or sell more than (150) gallons of honey per year, you must be licensed and inspected by the State of Tennessee as a food manufacturing facility. Contact TDA Consumer & Industry Services Division at 615-837-5153 for more information.

Honey Bee Producer Cost Share Opportunities

Standard Producer – 35% Cost Share - $12,000 Reimbursement Maximum

All approved applicants with Honey Bee projects are eligible for 35% cost share. There are no special requirements for 35% cost share.

Master Producer – 50% Cost Share - $12,000 Reimbursement Maximum

To be eligible for 50% cost share, approved applicant must complete special requirements prior to the program reimbursement request deadline of August 1, 2024. The name registered for the special requirement must be the same name as the individual applying for cost share funding.

Special Requirements for 50% Cost Share

Honey Bee Special Requirements – applicant must complete one (1) of the following educational courses to qualify for 50%

- UT Master Beekeeping (preferred)
- UT Master Farm Manager
- UT Master Farm Health & Wellness
- TSU New Farmer Academy

- Applicant must have participated in special requirements from 2020 – 2024.
- Certificate must be in the name of the applicant applying for cost share funding.
- Applicants are encouraged to participate in the UT Master Beekeeping course before taking other educational courses.

 Visit epp.tennessee.edu/masterbee/ for more information about the UT Master Beekeeping.

What Honey Bee Projects Qualify for TAEP?

The proposed activity must encompass quality expansion or improvement of pollination or honey production. The eligible categories are: apiary expansion, honey processing equipment, pollination services, and honey processing facility. Examples of eligible and ineligible items are provided on p. 11.

Competitive Projects - Honey Bee

- Priority is given to long-term projects that focus on improving or increasing production of honey, bees, or hive related products.
- Marketing projects that are long-term in nature are allowed but are not considered as competitive as those involving production.
- Only complete applications that include sufficient information will be considered for evaluation.

Approved applicants will receive a revised budget with reimbursement documentation. The revised budget indicates approved items per committee review, cost share allocation amount, and status of special requirement participation. All committee decisions are final.
Eligible Honey Bee Items

**Apiary Expansion**

Beekeeping supplies
- Queens: one per new hive – re-queening of existing hives is not eligible
- Package bees
- Nucleus colonies – honey bees & boxes

Hive or super equipment
- Deep supers – hive bodies 9 5/8"
- Illinois, Western, Medium supers 6 5/8"
- Shallow supers 6 1/4"

Frames
- Deep supers – hive bodies 9 5/8"
- Illinois, Western, Medium supers 6 5/8"
- Shallow supers 6 1/4"

Foundation wax
- Deep supers – hive bodies 9 5/8"
- Illinois, Western, Medium supers 6 5/8"
- Shallow supers 6 1/4"

Hive accessories
- Telescoping covers, Western, or flat covers
- Bottom boards

- Not all eligible items are listed; please contact the Producer Diversification Coordinator for project eligibility or clarification prior to applying for TAEP cost share.
- All eligible items requested may not be approved due to the competitive evaluation of the program.
- To ensure long-term investments, items requested must be able to meet the five (5) year verification period to be considered for cost share.

*Include dimensions and designs with project proposal.*

**Honey Processing Equipment**

Band heaters
Bottling bucket kit
Capping scratchers
Containers – 5 or more gallons and usually stainless steel
Drum handling truck
Extractors – motorized recommended
Gates for honey storage
Honey bottling valve
Honey dispensing tanks
Honey filter

**Pollination Services**

All items and equipment listed in above sections are also eligible under the pollination services.

Trailers – size cannot be larger than needed for the number of colonies.

**Honey Processing Facility**

Requirement-thirty (30) registered and existing colonies with five (5) years experience - see p.10

Building materials to construct a licensed facility.

Labor is only eligible for infrastructure projects. In order to be eligible for cost share reimbursement, labor must be quoted and performed by a contractor.

*Include dimensions and designs with project proposal.*

Ineligible Honey Bee Items – Most commonly requested

<table>
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<th>Frame fixers</th>
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<tr>
<td>Bee escapes</td>
<td>Frame holders</td>
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<tr>
<td>Bee go – product for moving bees out of supers</td>
<td>Frames for resale</td>
</tr>
<tr>
<td>Bee hats</td>
<td>Frame spacing tool</td>
</tr>
<tr>
<td>Beekeeping gloves</td>
<td>Fume boards</td>
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<tr>
<td>Bees for resale</td>
<td>Grafting tools</td>
</tr>
<tr>
<td>Beetle boards</td>
<td>Hive tools</td>
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<tr>
<td>Brood builder</td>
<td>Honey containers</td>
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<tr>
<td>Comb cutters</td>
<td>Jars and caps</td>
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<tr>
<td>Corn syrup</td>
<td>Labels</td>
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<tr>
<td>Coveralls</td>
<td>Mailing cages</td>
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<tr>
<td>Diagnostic kits</td>
<td>Maxant hive tools</td>
</tr>
<tr>
<td>Electric embedder</td>
<td>Medications</td>
</tr>
<tr>
<td>Equipment for resale</td>
<td>Packaging</td>
</tr>
<tr>
<td>Frame/form board</td>
<td>Plastic queen cell cups</td>
</tr>
<tr>
<td>Frame cleaner</td>
<td>Observation hives</td>
</tr>
<tr>
<td>Frame grip(s)</td>
<td>Queen cell protectors</td>
</tr>
<tr>
<td></td>
<td>Queen clipping scissors</td>
</tr>
</tbody>
</table>

| Queen paint markers |
| Replacement of equipment/bees/existing items or structures of any kind |
| Ross rounds |
| Section scraping tools |
| Small hive beetle traps |
| Smokers |
| Smoker bellows |
| Smoker materials |
| Sting kill swabs |
| Sugar |
| Swarm traps |
| Sweat bands |

**Used equipment**

| Used materials |
| Veils |
Who is a Horticulture Producer?

For the purposes of TAEP, an eligible Horticulture operation is involved in the production of tree/plant stock for sale and is aimed at increasing profitability of the operation.

- Tree farms
- Nurseries
- Plant farms

Horticulture Applicant Requirements

Experience

- The applicant's business must produce the majority of their plants from seed or cutting to finished product.
  - Businesses who make the majority of their gross sales from plants purchased for resale are not eligible.

TDA Consumer & Industry Services Division

- Producers must meet all state and local regulatory requirements at time of application submission (October 1 – 7, 2023).
- Applicants producing nursery stock, greenhouse plants, turf grass, etc. must be licensed by the State of Tennessee.
  - Contact the TDA Consumer and Industry Services Division at 615-837-5137 for more information on required permits.

Horticulture Producer Cost Share Opportunities

Standard Producer – 35% Cost Share - $12,000 Reimbursement Maximum

All approved applicants with Horticulture projects are eligible for 35% cost share. There are no special requirements for 35% cost share.

Master Producer – 50% Cost Share - $12,000 Reimbursement Maximum

To be eligible for 50% cost share, applicant must complete special requirements prior to the program reimbursement request deadline of August 1, 2024. The name registered for the special requirement must be the same name as the individual applying for cost share funding.

Special Requirements for 50% Cost Share

Horticulture Special Requirements – applicant must complete one (1) of the following educational courses to qualify for 50%
  - UT Master Nursery Producer (preferred)
  - UT Master Farm Manager
  - UT Master Farm Health & Wellness
  - TSU New Farmer Academy

- Applicant must have participated in special requirements from 2020 – 2024.
- Certificate must be in the name of the applicant applying for cost share funding.
- Applicants are encouraged to participate in the UT Master Nursery Producer course before taking other educational courses.
- Visit [ag.tennessee.edu/plantsciences/Pages/AFulcher/TMNP.aspx](ag.tennessee.edu/plantsciences/Pages/AFulcher/TMNP.aspx) or call UT TMNP Coordinator's office at 865-974-7152 for more information about the UT Master Nursery Producer course.

What Horticulture Projects Qualify for TAEP?

The proposed activity/project must encompass quality expansion or improvement of the applicant's farm and business. The eligible categories are: farm infrastructure, specialty equipment, and marketing. Examples of eligible and ineligible items are provided on p. 13.

Competitive Projects - Horticulture

- Priority is given to long-term projects that focus on improving or increasing production.
- Marketing projects that are long-term in nature are allowed but are not considered as competitive as those involving production.
- Only complete applications that include sufficient information will be considered for evaluation.

Approved applicants will receive a revised budget with reimbursement documentation. The revised budget indicates approved items per committee review, cost share allocation amount, and status of special requirement participation. All committee decisions are final.
# Horticulture Sector

## Eligible Horticulture Items

<table>
<thead>
<tr>
<th>Item</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>Aeration system – flowers</td>
<td>Heating system – greenhouse</td>
</tr>
<tr>
<td>Cold frames*</td>
<td>High tunnel/hoop house*</td>
</tr>
<tr>
<td>Cold storage*</td>
<td>Irrigation</td>
</tr>
<tr>
<td>Container production area*</td>
<td>Controller system</td>
</tr>
<tr>
<td>Drying house – flowers*</td>
<td>Filter system</td>
</tr>
<tr>
<td>Fan – greenhouse</td>
<td>Overhead/drip</td>
</tr>
<tr>
<td>Fertilizer equipment</td>
<td>Pivot</td>
</tr>
<tr>
<td>Field planter</td>
<td>Pond liner</td>
</tr>
<tr>
<td>Gravel – geotextile preferred</td>
<td>Pump</td>
</tr>
<tr>
<td>Greenhouse*</td>
<td>Lighting – not for aesthetics</td>
</tr>
<tr>
<td>Propagation building*</td>
<td>Greenhouse*</td>
</tr>
<tr>
<td>Container production</td>
<td>Loading area/dock*</td>
</tr>
<tr>
<td>Foundation*</td>
<td>Packing facility*</td>
</tr>
<tr>
<td>Propagation area*</td>
<td>Packing line equipment</td>
</tr>
<tr>
<td>Container production</td>
<td>Potting building*</td>
</tr>
<tr>
<td>Covering</td>
<td>Potting wagon</td>
</tr>
<tr>
<td>Overwintering</td>
<td>Propagation building*</td>
</tr>
<tr>
<td>Shade system</td>
<td>Propagation mats</td>
</tr>
<tr>
<td>Structure</td>
<td>Rolling carts</td>
</tr>
</tbody>
</table>

- Not all eligible items are listed; please contact the Producer Diversification Coordinator for project eligibility or clarification prior to applying for TAEP cost share.
- All eligible items requested may not be approved due to the competitive evaluation of the program.
- To ensure long-term investments, items requested must be able to meet the **five (5)** year verification period to be considered for cost share.

* Include dimensions and designs with project proposal.

## Ineligible Horticulture Items – Most commonly requested

<table>
<thead>
<tr>
<th>Item</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>Advertising</td>
<td>Insecticides</td>
</tr>
<tr>
<td>Brochures</td>
<td>Labor – applicant</td>
</tr>
<tr>
<td>Building – storage</td>
<td>Landscaping</td>
</tr>
<tr>
<td>Catalogs</td>
<td>Land – clearing of</td>
</tr>
<tr>
<td>Chemicals</td>
<td>Livestock</td>
</tr>
<tr>
<td>Computers</td>
<td>Maintenance of existing structures, equipment, items, etc.</td>
</tr>
<tr>
<td>Containers – bottles, pots, packaging</td>
<td>Meeting expenses</td>
</tr>
<tr>
<td>Drip tape</td>
<td>Merchandise</td>
</tr>
<tr>
<td>Driveways, trails, paths, roads, etc</td>
<td>Motorized vehicles – ATV, forklift, tractor</td>
</tr>
<tr>
<td>Electrical consumption</td>
<td>Mower</td>
</tr>
<tr>
<td>Fees – membership</td>
<td>Office equipment</td>
</tr>
<tr>
<td>Fencing</td>
<td>Paper chain pots</td>
</tr>
<tr>
<td>Fertilizer</td>
<td>Permits</td>
</tr>
<tr>
<td>Fuel</td>
<td>Pesticides</td>
</tr>
<tr>
<td>Giveaway items</td>
<td>Plants – liners/plugs</td>
</tr>
<tr>
<td>Golf cart</td>
<td>Product development</td>
</tr>
<tr>
<td>Growing buckets/pots</td>
<td>Property – purchase or debt payment</td>
</tr>
<tr>
<td>Hemp projects</td>
<td>Replacement of existing/damaged/aged nursery/tree/plant stock</td>
</tr>
<tr>
<td>Insecticides</td>
<td>Replacement of equipment/irrigation/existing items or structures</td>
</tr>
<tr>
<td>Labor – applicant</td>
<td>Renovations – of existing structures</td>
</tr>
<tr>
<td>Landscaping</td>
<td>Seeds – produce, nursery, flowers, etc.</td>
</tr>
<tr>
<td>Land – clearing of</td>
<td>Software</td>
</tr>
<tr>
<td>Livestock</td>
<td>Soil/mediums</td>
</tr>
<tr>
<td>Maintenance of existing structures, equipment, items, etc.</td>
<td>Solar power equipment</td>
</tr>
<tr>
<td>Meeting expenses</td>
<td>Store – general</td>
</tr>
<tr>
<td>Merchandise</td>
<td>Trade show display and expenses</td>
</tr>
<tr>
<td>Motorized vehicles – ATV, forklift, tractor</td>
<td>Trailers – livestock; utility</td>
</tr>
<tr>
<td>Mower</td>
<td><strong>Used equipment</strong></td>
</tr>
<tr>
<td>Office equipment</td>
<td>Water source creation – ponds/wells</td>
</tr>
<tr>
<td>Paper chain pots</td>
<td>Website – annual, domain, or hosting fees</td>
</tr>
<tr>
<td>Permits</td>
<td></td>
</tr>
</tbody>
</table>
Organic Sector

Who is an Organic Producer?
For the purposes of TAEP, an eligible Organic operation is involved in the production and sale of certified USDA Organic products (fruits, vegetables, and meats) and is aimed at increasing profitability of the operation. Applicant must be certified USDA Organic or working towards certification to qualify. Certification must be current at the time of reimbursement request.

- Organic fruit producer
- Organic viticulture producer
- Organic vegetable producer
- Organic farm fresh meat producer

Organic Producer Cost Share Opportunities

**Standard Producer – 35% Cost Share - $12,000 Reimbursement Maximum**

All approved applicants with Organic projects are eligible for 35% cost share. There are no special requirements for 35% cost share.

**Master Producer – 50% Cost Share - $12,000 Reimbursement Maximum**

To be eligible for 50% cost share, applicant must complete special requirements prior to the program reimbursement request deadline of August 1, 2024. The registered name for the certificate/letter must be the same name as the individual applying for cost share funding.

**Special Requirements for 50% Cost Share**

**USDA Organic Certification** – applicant must be certified USDA Organic (certificate and current letter of compliance) at time of reimbursement to be eligible for 50% cost share. See p. 24 for contact information regarding organic certification agencies near Tennessee.

What Organic Projects Qualify for TAEP?

The proposed activity/project must encompass quality expansion or improvement of the applicant’s farm and business. The eligible categories are: farm infrastructure, specialty equipment, and marketing. Examples of eligible and ineligible items are provided on p. 15.

Competitive Projects – Organic

- Priority is given to long-term projects that focus on improving or increasing production.
- Marketing projects that are long-term in nature are allowed but are not considered as competitive as those involving production.
- Only complete applications that include sufficient information will be considered for evaluation.

TAEP staff will coordinate with UT Extension and USDA to verify organic compliance. Applicants need to send a copy of their USDA Organic certificate and most current letter of compliance for TAEP records.

Approved applicants will receive a revised budget with reimbursement documentation. The revised budget indicates approved items per committee review, cost share allocation amount, and status of special requirement participation. All committee decisions are final.
Eligible Organic Items

- Fan – greenhouse
- Fertilizer equipment
- Field planter
- Flail mower
- Fruit stock - new expansion only
  - Apples
  - Blackberries
  - Blueberries
  - Peaches
  - Grapes
  - Raspberries
- Gravel – geotextile preferred
  - Foundation
  - Propagation area
- Greenhouse*
  - Structure
  - Hydroponic
  - Overwintering
  - Shade system
- Heater – greenhouse
- High tunnel/hoop house*
- Irrigation
  - Controller system
  - Filter system
  - Overhead
  - Pivot
  - Pump
  - Water level control
  - Water storage tanks
- Lighting – not for aesthetics
  - Greenhouse
  - Loading area/dock*
  - Mulch machine
  - Mulch layer/lifter
  - Packing facility*
  - Packing line equipment
  - Pond liner – irrigation system
  - Production line equipment
- Roller crimper
- Signs*
- Sink – produce washing
- Soil mixer
- Spader
- Spray equipment
- Sprayer
- Thermostat – greenhouse
- Trellis materials
- Walk in cooler*
- Website development – no fees
- Wood boiler

* Include dimensions and designs with project proposal.

Ineligible Organic Items – Most commonly requested

- Advertising
- Alcohol production equipment
- Brochures
- Building – storage
- Certifications through TDA
- Chemicals
- Computers
- Containers – bottles, pots, packaging
- Drip tape
- Driveways, trails, paths, roads, etc.
- Electrical consumption
- Fees – membership
- Fencing
- Fertilizer
- Fuel
- Giveaway items
- Golf cart
- Growing buckets/pots
- Hemp projects
- Insecticides
- Labor – applicant
- Landscaping
- Land – clearing of
- Livestock
- Maintenance of existing structures, equipment, items, replacing existing/damaged/aged fruit/plant stock, etc.
- Meeting expenses
- Merchandise
- Motorized vehicles – ATV, forklift, tractor
- Mower
- Office equipment
- Paper chain pots
- Permits
- Pesticides
- Plants – liners/plugs
- Product development
- Property – purchase or debt payment
- Replacement of existing/damaged/aged fruit/plant stock
- Replacement of equipment/irrigation/existing items or structures
- Renovations – of existing structures
- Seeds – produce, nursery, flowers, etc.
- Software
- Soil/mediums
- Store – general
- Trade show expenses
- Trailers – livestock; utility
- Used equipment
- Water source creation – ponds/wells
- Website – annual, domain, or hosting fees
Who is a Value-Added Products Producer?

For the purposes of TAEP, an eligible Value-Added business produces products for sale that use raw foods or fibers produced by their agricultural operation. Applicants must use agricultural products that have been grown on their farm as primary source of the value-added product. Businesses within the sector include a variety of products such as:

- Cheese
- Clothing
- Crafts
- Farm fresh meats
- Ice cream
- Jams
- Jellies
- Relishes
- Salsa
- Wine
- Other

TDA Consumer & Industry Services Division Requirements

- Applicants producing processed foods, meats, dairy, and related products must be licensed and inspected by the State of Tennessee as a food manufacturing facility if applicable.
- Farm based retail sale of meat requires a current Retail Meat Sales Permit and an inspection by the Tennessee Department of Agriculture prior reimbursement.
- Contact the TDA Consumer and Industry Services Division at 615-837-5125 for more information on state regulations.

Value-Added Products Producer Cost Share Opportunities

**Standard Producer – 35% Cost Share - $12,000 Reimbursement Maximum**

All approved applicants with Value-Added Products projects are eligible for 35% cost share. There are no special requirements for 35% cost share.

**Master Producer – 50% Cost Share - $12,000 Reimbursement Maximum**

To be eligible for 50% cost share, applicant must complete special requirements prior to the program reimbursement request deadline of August 1, 2024. The name registered for the special requirement must be the same name as the individual applying for cost share funding.

**Special Requirements for 50% Cost Share**

**Value-Added Special Requirements** – applicant must complete one of the following options to qualify for 50%

- **Option #1:** Value-Added educational courses (2) – applicant must attend two eligible events; see special requirements list
- **Option #2:** UT Master Farm Manager, UT Master Farm Family Health & Wellness, or TSU New Farmer Academy

- Applicant must have participated in special requirements from 2020 - 2024.
- The name registered for the special requirement must be the same name as the individual applying for cost share funding.
- The Producer Diversification Special Requirements List is posted at www.tn.gov/taep in Producer Programs under Producer Diversification and updated when new courses are added. See p. 23..

What Value-Added Projects Qualify for TAEP?

The proposed activity/project must encompass quality expansion or improvement of the applicant's farm and business. The eligible categories are: farm infrastructure, specialty equipment, and marketing. Examples of eligible and ineligible items are provided on p. 17.

**Competitive Projects – Value-Added Products**

- Priority is given to long-term projects that focus on improving or increasing production.
- **Producers that are producing 100% of the raw food or fiber product(s) to be used in their value-added enterprise are given priority over off-farm sourcing of raw product.**
- Marketing projects that are long-term in nature are allowed but are not considered as competitive as those involving production.
- Only complete applications that include sufficient information will be considered for evaluation.

Approved applicants will receive a revised budget with reimbursement documentation. The revised budget indicates approved items per committee review, cost share allocation amount, and status of special requirement participation. All committee decisions are final.
Eligible Value-Added Items

- Cold storage*
- E-Commerce development
- Freezers*
  - Walk-in
  - Chest
- Hand washing areas* – for food safety
- Loading dock*
- Packaging equipment
- Pasteurizers
- Processing areas*
- Processing equipment
- Range/stove
- Refrigerators
- Refrigerated trailers (enclosed trailer only)
- Retail shelter*
- Website development – no fees
- Winemaking equipment

* Include dimensions and designs with project proposal.

Ineligible Value-Added Items – most commonly requested

- Advertising
- Brochures
- Building – storage
- Chemicals
- Computers
- Containers – bottles, pots, packaging
- Driveways, trails, paths, roads, etc.
- Electrical consumption
- Fees – membership
- Fencing
- Fertilizer
- Fuel
- Giveaway items
- Golf cart
- Hemp projects
- Ingredients
- Items for resale
- Kitchen utensils
- Labels
- Labor – applicant
- Landscaping
- Land – clearing of
- Livestock
- Maintenance of existing structures, equipment, items, etc.
- Merchandise
- Motorized vehicles – ATV, forklift, tractor
- Office equipment
- Packaging
- Permits
- Product development
- Property – purchase or debt payment
- Replacement of equipment/existing items or structures of any kind
- Renovations – of existing structures
- Rent
- Software
- Store – general
- Trailers – livestock; utility
- Used equipment
- Water source creation – ponds/wells
- Website – annual, domain, or hosting fees

Tennessee Department of Agriculture – Farm Based Retail Meat Sales Guidelines

Requires a $50 retail meat sales permit and CIS inspection. Product must be on-site for the initial inspection. The permit must be visually posted where meat sales occur.

This permit is acceptable for “retail meat” sales only. Meat must be processed at a USDA inspected facility which is examined prior to being processed. Labels, at a minimum, should include: 1) common product name, 2) inspection legend and establishment number; 3) handling statement, 4) net weight, 5) ingredients statement, 6) address line, 7) nutrition facts, 8) safe handling statement, and 9) name and address of the seller.

Meat must be transported in a secure manner either with a freezer or refrigerator operated by inverter. Cooler/refrigerator/freezer units used for the storage or transportation must be clean, sanitary, well maintained and in good repair. The storage of meat in the cooler/refrigerator/freezer units must be dedicated to the meat offered for sale. It is to be kept in a secure area away from potential sources of contamination and accessible for inspection by TDA. Thermometers are required for all coolers/refrigerators to verify temperatures are maintained at less than 41°F. All poultry meat (if not maintained frozen) must be stored in a separate cooler/refrigerator to prevent cross-contamination with meats of other species.

No re-freezing of product, if the product is acquired frozen from the processor it must be maintained in a frozen state from the processing facility to the consumer – refrigerated product must be maintained under 41°F. from the processing facility to the consumer. Hands and outer clothing must be kept clean when handling meat being offered for sale. Records of source animal and consumer or place of consumer purchase should be maintained for traceability purposes.

Contact TDA Consumer and Industry Services at 615-837-5193 for additional information on retail farm-based meat permits.
Preparing Application B

Things to Consider Before Applying

Know what to expect

Read the Producer Diversification Overview (p. 3) which highlights the key aspects of the program.

Determine if you are eligible to apply

Basic eligibility requirements and rules are featured on pp. 4 & 5. Review criteria for each sector. Each sector has a definition of who qualifies as a producer and sector specific applicant requirements.

Determine if there is opportunity within this cost share program for your operation

One key element of this program is that it allows the producer to customize their project(s) according to the needs of their operation. Think about what improvement or expansions are needed to assist in increasing your farm income. Determine if this project is eligible for cost share within the program guidelines.

If the project is eligible, research the cost of the project and decide if your operation can afford to do this project. Your project may be eligible for cost share if approved, but the financial liability of completing the project is your responsibility. Approved projects must be completed prior to requesting reimbursement. Cost share funding is not provided prior to project completion.

The program timeline is another factor to consider. You will apply for cost share during the application period (October 1 – 7, 2023). Approval notifications and reimbursement packets are scheduled to be mailed in mid-December. If you plan to complete the project regardless of whether it is approved for cost share, the earliest you may start your project is October 1, 2023. Invoices dated prior to October 1, 2023 are not eligible.

The reimbursement request deadline is August 1, 2024. Your approved project(s) must be fully completed and reimbursement materials submitted by this deadline to be considered for cost share funding. It is recommended you submit your reimbursement request as soon as your project is complete. It is not necessary to wait until the reimbursement request deadline. Processing payments can take longer at deadline time due to the high volume of requests received.

Make the most of application tools to maximize your chances of approval

This program is competitive by industry sector. Each application will be reviewed by a committee and compared to other proposals within each sector. Your ability to describe your operation and justify how your project(s) will benefit your operation is important to increasing your chances of approval.

Applications must merit financial support, clearly state objectives, provide a sound work plan, and prove applicant expertise necessary to successfully complete project(s). Only complete applications that include sufficient information will be considered for evaluation. An on-site visit or meeting may be required as part of the evaluation process. All committee decisions are final.

It is recommended to secure a digital copy of the proposal questionnaire template (see p. 19 – required materials). This template provides the format and questionnaire required for your proposal. The proposal instructions (pp. 20 – 21) give key points to address within each question. Remember that the proposal is your opportunity to share who you are, what you do, and how your operation will benefit from cost share assistance.

Provide a comprehensive, yet concise, answer on each section of the questionnaire. Research all project costs and provide cost sources along with cost estimates. Incomplete information is the number one reason for not receiving cost share funds. Ask someone to review your application materials for completeness. Please note that TDA staff cannot review proposals prior to submission.

Communication is the key to success. Please contact TAEP directly if you have any questions or concerns by emailing producer.diversification@tn.gov. The reference list on p. 24 provides additional resources.
Preparing Application B

Required Application Materials

1. Application B Form (pp. 25 – 26)
   - Complete all sections of the form, date, and sign
   - Special requirements for 50% cost share must be in the name of the individual applying for cost share

2. Proposal (pp. 20 – 21)
   - Download a copy of the application proposal template online at www.tn.gov/taep in Producer Programs under Producer Diversification. A copy may also be requested by emailing producer.diversification@tn.gov.

   This template provides the required format for preparing your written proposal. It outlines your agricultural operation, marketing plan, proposed project(s), and line-item budget(s).

3. Project budget and cost quotes (p. 21)
   - Research all costs associated with each project
   - Secure cost quotes for each project request - from potential vendors (weblinks will not be accepted)
   - Outline project costs in a line-item budget format

   Written cost estimates from each vendor/supplier are also required with the application proposal. Researching all costs associated with each proposed project is extremely important. Weblinks will not be accepted as quotes. Links may expire or are broken and the committee is unable to see the items proposed.

   Providing a line-item budget allows the review committee to make adjustments to the budget if there are items listed which are not approved. This allows for a partial project approval if needed. Funding allocation is based upon the final approved budget and the cost share percentage requested. Allocation amounts cannot exceed the program maximum.

4. Other support materials (p. 21) – if applicable
   - Designs – required for infrastructure projects; must include designs and dimensions
   - Pictures – “before” pictures are helpful to illustrate why expansion or enhancement is needed
   - Graphic mock ups/examples - required for signage/marketing projects; must include design with dimensions

How to Submit

Make a copy of your application materials for your records and submit the original by mail.

Please consider using a traceable method of delivery if mailing your application. For example, USPS Certified Mail with Return Receipt method will provide the sender with evidence of delivery (to whom the mail was delivered and date of delivery).

- Applications are not accepted by fax, email, or text.
- Applications are ineligible if postmarked or received prior to October 1 or after October 7, 2023.

Mailing Address

TN Dept of Agriculture, TAEP 2023 – App B, P.O. Box 40627, Nashville, TN 37204

Review Process

Application B cost share requests are evaluated on a competitive basis by industry sector. Committee reviews begin once all applications are received and processed for evaluation. Applications must merit financial support, clearly state objectives, provide a sound work plan, and prove applicant expertise necessary to successfully complete project(s). Only complete applications that include sufficient information will be considered for evaluation. An on-site visit or meeting may be required as part of the evaluation process. All committee decisions are final.

Approved applicants will receive a revised budget with reimbursement documentation. The revised budget indicates approved items per committee review, cost share allocation amount, and status of special requirement participation. All committee decisions are final.
Application B - Proposal Instructions

• Typing your proposal is strongly recommended and preferred.
• Secure a digital copy of the proposal template:
  — Download the proposal template at [www.tn.gov/taep](http://www.tn.gov/taep) in Producer Programs under Producer Diversification
  — Request an electronic copy by emailing [producer.diversification@tn.gov](mailto:producer.diversification@tn.gov)
• Answer each section of the proposal questionnaire as completely as possible.
• Submit a complete application. Required materials include:
  — TAEP Application B Form
  — Proposal Questionnaire
  — Project Budget
  — Project Cost Quotes
  — Additional information (designs, diagrams, dimensions, and/or photos), if applicable.
• **Only complete applications that include sufficient information will be considered for evaluation.**
• Contact TAEP if you have any questions about completing the proposal.

### 2023 Producer Diversification Proposal Questionnaire - REQUIRED

#### 1. Agriculture Operation

a. What is the name of your operation and the year it was established?

b. Describe your operation and the current services it provides.

c. What does your operation produce?
   *Indicate total number of acres in production, head of livestock, existing hives, etc.*

d. What facilities/structures does the operation currently have?
   *Indicate existing facilities, structures, parking, and restrooms.*

e. Provide approximate gross sales income generated from this operation for each of the past three years.
   *It is recommended to have at least three years of reported farm income to be considered a competitive applicant.*

<table>
<thead>
<tr>
<th></th>
<th>2020</th>
<th>2021</th>
<th>2022</th>
</tr>
</thead>
<tbody>
<tr>
<td>$</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

#### 2. Marketing Plan

a. How do you promote your operation?
   *Provide examples – print, radio/tv, social media, website, etc.*

b. Where are your products/services currently being sold at or will be sold?

#### 3. Proposed Project(s)

a. Describe each proposed project in detail.

b. Explain how each project will improve or expand your operation.

c. Describe the timeline of your project(s).
   *Project completion is required by the August 1 deadline.*
4. Proposed Budget, Cost Quotes, & Additional Information

a. **Budget** – provide a detailed, line-item budget for each proposed project using the template below.

b. **Cost quotes** – attach copies of cost quotes for each item listed in the budget.
   - *Weblinks will not be accepted as quotes.* Links may expire or become broken.
   - *Screenshot of prices online are acceptable.*

c. **Additional information** – include support materials to further illustrate your project (designs, diagrams, dimensions, graphics, and/or photos), if applicable.

### Example of a Proposed Budget for Master Producer

<table>
<thead>
<tr>
<th>Item Description</th>
<th>List Source of Cost Quote</th>
<th>QTY</th>
<th>Total Cost</th>
<th>%</th>
<th>Amount Requested</th>
</tr>
</thead>
<tbody>
<tr>
<td>Peach tree liners</td>
<td>The Peach Seed Co.</td>
<td>300</td>
<td>$9,000</td>
<td>50%</td>
<td>$4,500</td>
</tr>
<tr>
<td>Fruit press</td>
<td>Jacto, Inc.</td>
<td>1</td>
<td>$2,500</td>
<td>50%</td>
<td>$1,250</td>
</tr>
<tr>
<td><strong>TOTAL</strong></td>
<td></td>
<td></td>
<td><strong>$11,500</strong></td>
<td></td>
<td><strong>$5,750</strong></td>
</tr>
</tbody>
</table>

### Example of a Proposed Budget for Standard Producer

<table>
<thead>
<tr>
<th>Item Description</th>
<th>List Source of Cost Quote</th>
<th>QTY</th>
<th>Total Cost</th>
<th>%</th>
<th>Amount Requested</th>
</tr>
</thead>
<tbody>
<tr>
<td>Retail shelter</td>
<td>ABC Builders</td>
<td>20'x20'</td>
<td>$31,000</td>
<td>35%</td>
<td>$10,850</td>
</tr>
<tr>
<td>Safe way area</td>
<td>Safety First LLC</td>
<td>4</td>
<td>$1,400</td>
<td>35%</td>
<td>$490</td>
</tr>
<tr>
<td><strong>TOTAL</strong></td>
<td></td>
<td></td>
<td><strong>$32,400</strong></td>
<td></td>
<td><strong>$11,340</strong></td>
</tr>
</tbody>
</table>

- The amount of your cost share allocation will be based upon cost quotes for items approved.
- Requested amount cannot exceed program maximum of $12,000.
- Any purchase made prior to October 1, 2023 is not eligible for cost share.
- Used equipment, used materials, and leased equipment are not eligible.

*Do not write answers on these application booklet pages. Secure a digital copy of the proposal template per instructions above. If submitting a handwritten proposal, use the template outline and write out each question along with the answer on separate sheets of paper.*
Special Requirements for 50%

To be eligible for 50% cost share, the approved applicant must complete special requirements prior to the program reimbursement request deadline (August 1, 2024). Special requirements focus on education and include conferences, courses, events, workshops, and specific certifications. The applicant must have participated in educational programs or recertification from 2020-2024. The name registered for the special requirement must be the same name as the individual approved for cost share funding.

Special Requirements by Sector

Agritourism

Option #1: Agritourism educational courses (2) – applicant must attend two eligible events
Option #2: UT Master Farm Manager, UT Master Farm Family Health & Wellness, or TSU New Farmer Academy

Fruit & Vegetable

Option #1: Fruit & Vegetable educational courses (2) – applicant must attend two eligible events
Option #2: UT Master Farm Manager, UT Master Farm Family Health & Wellness, or TSU New Farmer Academy
Option #3: GAP certification – applicant must provide certificate and current letter of compliance of time of reimbursement

Honey Bee

UT Master Beekeeping (preferred), UT Master Farm Manager, UT Master Farm Family Health & Wellness, or TSU New Farmer Academy

Horticulture

UT Master Nursery Producer (preferred), UT Master Farm Manager, UT Master Farm Family Health & Wellness, or TSU New Farmer Academy

Organics

USDA Organic certification – applicant must provide USDA Organic certification and current letter of compliance at time of reimbursement

Value-Added Products

Option #1: Value-Added educational courses (2) – applicant must attend two eligible events
Option #2: UT Master Farm Manager, UT Master Farm Family Health & Wellness, or TSU New Farmer Academy

Special Requirements List

This list features eligible courses and events from 2020 - 2024 for the Agritourism (Agri-T), Fruit & Vegetable (F&V), and Value-Added Products (VAP) sectors. This list posted at www.tn.gov/taep in Producer Programs under Producer Diversification and is updated when new courses are added. See p. 23.

How to register for special requirement courses?

Contact your local UT/TSU Extension office to inquire about educational course (UT Master Beekeeping, UT Farm Manager, UT Master Farm Family Health & Wellness, UT Master Nursery Producer, or TSU New Farmer Academy) offerings. Visit utextension.tennessee.edu or tnstate.edu/extension.

The University of Tennessee Institute for Agriculture's Center for Profitable Agriculture (CPA) administers many of the courses offered. Visit cpa.utk.edu and click on workshops under the educational events tab.

Cornell University offer GAPs Online Produce Safety Training course. Visit gaps.cornell.edu for more information.

Produce Safety Alliance Grower Training Workshop is held yearly. Visit vegetables.tennessee.edu/food-safety/ for more information.

It is the applicant's responsibility to ensure courses are eligible for TAE special requirements.

The Producer Diversification Special Requirements List is posted at www.tn.gov/taep in Producer Programs under Producer Diversification and updated when new courses are added. See p. 23.

Please contact producer.diversification@tn.gov for more information on special requirements.
### Special Requirements for 50%

#### Producer Diversification - Special Requirements List

<table>
<thead>
<tr>
<th>Sector</th>
<th>Event</th>
<th>Month</th>
<th>Year</th>
</tr>
</thead>
<tbody>
<tr>
<td>Agri-T, F&amp;V, VAP</td>
<td>CPA - Considerations for Growing and Marketing Grapes in TN</td>
<td>January</td>
<td>2020</td>
</tr>
<tr>
<td>Agri-T, F&amp;V, VAP</td>
<td>UT - Quickbooks Financial Record Keeping (Dallas Manning)</td>
<td>January</td>
<td>2020</td>
</tr>
<tr>
<td>Agri-T, F&amp;V, VAP</td>
<td>CPA - Got Farm Records...Now What?</td>
<td>Jan/Feb</td>
<td>2020</td>
</tr>
<tr>
<td>VAP</td>
<td>CPA - Developing Value - Added Agriculture Businesses</td>
<td>Jan/Feb</td>
<td>2020</td>
</tr>
<tr>
<td>Agri-T, F&amp;V, VAP</td>
<td>CPA - Considerations for Growing and Marketing Grapes in TN</td>
<td>February</td>
<td>2020</td>
</tr>
<tr>
<td>Agri-T, F&amp;V, VAP</td>
<td>Pick Tennessee Conference</td>
<td>February</td>
<td>2020</td>
</tr>
<tr>
<td>F&amp;V</td>
<td>Produce Safety Alliance Grower Training</td>
<td>February</td>
<td>2020</td>
</tr>
<tr>
<td>Agri-T, F&amp;V, VAP</td>
<td>CPA - Farmers Market Boot Camp</td>
<td>March</td>
<td>2020</td>
</tr>
<tr>
<td>Agri-T, F&amp;V, VAP</td>
<td>TFVA - Small Farm &amp; Producer Food Safety Workshop</td>
<td>March</td>
<td>2020</td>
</tr>
<tr>
<td>F&amp;V</td>
<td>UT - Undercover Tomato Production Short Course</td>
<td>March</td>
<td>2020</td>
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<tr>
<td>Agri-T, F&amp;V, VAP</td>
<td>CPA - Considerations for Growing and Marketing Grapes in TN</td>
<td>April</td>
<td>2020</td>
</tr>
<tr>
<td>F&amp;V</td>
<td>Produce Safety Alliance Grower Training</td>
<td>April</td>
<td>2020</td>
</tr>
<tr>
<td>Agri-T, F&amp;V, VAP</td>
<td>Appalachian RC&amp;D Council's Field School</td>
<td>Summer/Winter</td>
<td>2020</td>
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<tr>
<td>Agri-T, F&amp;V, VAP</td>
<td>CPA - Starting a Food Manufacturing Business in Tennessee</td>
<td>November</td>
<td>2020</td>
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<tr>
<td>Agri-T, F&amp;V, VAP</td>
<td>CPA - Exploring Agritourism for Your Farm</td>
<td>December</td>
<td>2020</td>
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<tr>
<td>Agri-T, F&amp;V, VAP</td>
<td>CPA - MarketReady Virtual Workshop Series</td>
<td>December</td>
<td>2020</td>
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<tr>
<td>Agri-T, F&amp;V, VAP</td>
<td>CPA - MarketReady Virtual Workshop Series</td>
<td>January</td>
<td>2021</td>
</tr>
<tr>
<td>Agri-T, F&amp;V, VAP</td>
<td>CPA - Starting a Food Manufacturing Business in Tennessee</td>
<td>January</td>
<td>2021</td>
</tr>
<tr>
<td>F&amp;V</td>
<td>Produce Safety Alliance Grower Training</td>
<td>January</td>
<td>2021</td>
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<tr>
<td>F&amp;V</td>
<td>Produce Safety Alliance Grower Training</td>
<td>February</td>
<td>2021</td>
</tr>
<tr>
<td>Agri-T, F&amp;V, VAP</td>
<td>CPA - Exploring Agritourism for Your Farm</td>
<td>March</td>
<td>2021</td>
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<tr>
<td>F&amp;V</td>
<td>Produce Safety Alliance Grower Training</td>
<td>March</td>
<td>2021</td>
</tr>
<tr>
<td>Agri-T, F&amp;V, VAP</td>
<td>CPA - Starting a Food Manufacturing Business in Tennessee</td>
<td>April</td>
<td>2021</td>
</tr>
<tr>
<td>Agri-T, F&amp;V, VAP</td>
<td>CPA - Starting a Food Manufacturing Business in Tennessee</td>
<td>May</td>
<td>2021</td>
</tr>
<tr>
<td>Agri-T, F&amp;V, VAP</td>
<td>CPA - MarketReady Virtual Workshop Series</td>
<td>June</td>
<td>2021</td>
</tr>
<tr>
<td>Agri-T, F&amp;V, VAP</td>
<td>UT - Quickbooks Financial Record Keeping (Dallas Manning)</td>
<td>June 22 &amp; 23</td>
<td>2021</td>
</tr>
<tr>
<td>Agri-T, F&amp;V, VAP</td>
<td>UT - Quickbooks Financial Record Keeping (Dallas Manning)</td>
<td>July 20 &amp; 21</td>
<td>2021</td>
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<tr>
<td>Agri-T, F&amp;V, VAP</td>
<td>UT - Quickbooks Financial Record Keeping (Dallas Manning)</td>
<td>July 7 &amp; 8</td>
<td>2021</td>
</tr>
<tr>
<td>Agri-T, F&amp;V, VAP</td>
<td>Appalachian RC&amp;D Council's Field School</td>
<td>Summer/Winter</td>
<td>2021</td>
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<tr>
<td>Agri-T, F&amp;V, VAP</td>
<td>CPA - Exploring Agritourism for Your Farm</td>
<td>August</td>
<td>2021</td>
</tr>
<tr>
<td>Agri-T, F&amp;V, VAP</td>
<td>CPA - Starting a Food Manufacturing Business in Tennessee</td>
<td>August</td>
<td>2021</td>
</tr>
<tr>
<td>VAP</td>
<td>CPA - Developing Value - Added Agriculture Businesses</td>
<td>January</td>
<td>2022</td>
</tr>
<tr>
<td>Agri-T, F&amp;V, VAP</td>
<td>Pick Tennessee Conference</td>
<td>February</td>
<td>2022</td>
</tr>
<tr>
<td>F&amp;V</td>
<td>Produce Safety Alliance Grower Training</td>
<td>February</td>
<td>2022</td>
</tr>
<tr>
<td>Agri-T, F&amp;V, VAP</td>
<td>UT - Quickbooks Financial Record Keeping (Dallas Manning)</td>
<td>June 20 &amp; 21</td>
<td>2022</td>
</tr>
<tr>
<td>Agri-T, F&amp;V, VAP</td>
<td>UT - Quickbooks Financial Record Keeping (Dallas Manning)</td>
<td>June 27 &amp; 28</td>
<td>2022</td>
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<td>Agri-T, F&amp;V, VAP</td>
<td>UT - Quickbooks Financial Record Keeping (Dallas Manning)</td>
<td>June 30 &amp; July 1</td>
<td>2022</td>
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<td>Agri-T, F&amp;V, VAP</td>
<td>Appalachian RC&amp;D Council's Field School</td>
<td>Summer/Winter</td>
<td>2022</td>
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<tr>
<td>Agri-T, F&amp;V, VAP</td>
<td>CPA - Farmers Market Bootcamp</td>
<td>March</td>
<td>2022</td>
</tr>
<tr>
<td>Agri-T, F&amp;V, VAP</td>
<td>Pick Tennessee Conference</td>
<td>February</td>
<td>2023</td>
</tr>
<tr>
<td>Agri-T, F&amp;V, VAP</td>
<td>CPA - Farmers Market Vendor Bootcamp</td>
<td>Jan/Feb</td>
<td>2023</td>
</tr>
<tr>
<td>VAP</td>
<td>CPA - Value-Added Producer Grant Training Workshop</td>
<td>January</td>
<td>2023</td>
</tr>
<tr>
<td>Agri-T, F&amp;V, VAP</td>
<td>CPA - ValueAg Bootcamp</td>
<td>Mar/Apr</td>
<td>2023</td>
</tr>
<tr>
<td>Agri-T, F&amp;V, VAP</td>
<td>CPA - Biosafety Safari</td>
<td>April</td>
<td>2023</td>
</tr>
<tr>
<td>Agri-T, F&amp;V, VAP</td>
<td>CPA - Dair-ing To Learn Value Added</td>
<td>May</td>
<td>2023</td>
</tr>
<tr>
<td>Agri-T, F&amp;V, VAP</td>
<td>Appalachian RC&amp;D Council's Field School</td>
<td>Summer/Winter</td>
<td>2023</td>
</tr>
<tr>
<td>Agri-T, F&amp;V, VAP</td>
<td>UT - Quickbooks Financial Record Keeping (Dallas Manning)</td>
<td>July 18</td>
<td>2023</td>
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<td>Agri-T, F&amp;V, VAP</td>
<td>UT - Quickbooks Financial Record Keeping (Dallas Manning)</td>
<td>July 20</td>
<td>2023</td>
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<tr>
<td>Agri-T, F&amp;V, VAP</td>
<td>Pick Tennessee Conference</td>
<td>February</td>
<td>2024</td>
</tr>
</tbody>
</table>

List current as of August 2023

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www.tn.gov/taep  
1-800-342-8206
References

TAEP Producer Diversification ................................................................. 615-837-5347

TDA State Apiarist ................................................................. 615-837-5342

UT Master Beekeeping Program .............................................. epp.tennessee.edu/masterbee/

UT Center for Profitable Agriculture (CPA) ........................................... 931-486-2777
cpa.utk.edu

UT/TSU Extension ................................................... utextension.tennessee.edu or www.tnstate.edu/extension for your local UT/TSU Extension Office

UT Master Nursery Producer Program (TMNP) ........................................... 865-974-7152
plantsciences.tennessee.edu/tennessee-master-nursery-producer-program/

UT Organics ................................................................. 865-974-7324
organics.tennessee.edu

Good Agricultural Practices (GAP) Certification ........................................... 865-974-7274

Pick TN Products ................................................................. picktnproducts.org

Organic Certification Agencies near Tennessee:

Quality Certification Services (QCS) ........................................................ 352-377-0133
www.qcsinfo.org

Georgia Crop Improvement Association (GCIA) ............................................ 706-542-2351
www.georgiacrop.com

USDA National Organic Program (NOP) ............................................. 202-720-3252
www.ams.usda.gov/NOP

Tennessee Small Business Development Center ........................................ 877-898-3900
www.tsbdc.org
1. APPLICANT INFORMATION

<table>
<thead>
<tr>
<th>Last Name</th>
<th>First Name</th>
<th>Middle Name</th>
<th>Title</th>
<th>Suffix</th>
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</thead>
<tbody>
<tr>
<td></td>
<td></td>
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<td>MR</td>
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<td>MRS</td>
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</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td>IV</td>
</tr>
</tbody>
</table>

Social Security Number – Last four digits only: X X X X

*This is for identification purposes ONLY. Applicant will provide taxpayer information at time of reimbursement.*

Mailing Address:

City: 

State: Zip: Farm County: 

Home Address:

City: 

State: Zip: 

Home Phone: – – — Cell Phone: – – —

Email: 

2. FARMING HISTORY: List the year you started farming your operation:

*Farm Operation Participation - only one person from your farming operation may apply for Application B.*

3. TAEP PRODUCER NUMBER (TPN): New TAEP applicants will not have a TPN until applications are processed.

4. INDUSTRY SECTOR: Indicate sector(s) that apply to your cost share projects.

- Agritourism
- Fruit & Vegetable
- Honey Bee
- Horticulture
- Organic
- Value-Added Products

5. COST SHARE REQUEST AMOUNT: Requested amount cannot exceed program maximum of $12,000. $ ,

Important! This form will be scanned. Please complete in CAPITAL LETTERS using a black or dark blue ink pen. Do not use a felt tip pen, pencil, or marker. Leave boxes blank to indicate spaces. Please do not write outside the boxes.
6. SPECIAL REQUIREMENTS for 50% cost share
Special requirements are only required if seeking 50% cost share. If only seeking 35%, please skip to #7.

Please indicate the special requirements you have met or plan to meet before the reimbursement deadline of August 1, 2024. Refer to the sector you are applying for (in the application or online) to find which requirements are needed to be eligible for 50% cost share.

<table>
<thead>
<tr>
<th>Project Sector</th>
<th>Course/Event Title</th>
<th>Date</th>
<th>Location</th>
</tr>
</thead>
</table>

The Producer Diversification Special Requirements List is posted at www.tn.gov/taep in Producer Programs under Producer Diversification and updated when new courses are added. See p. 23.

7. PREVIOUS PARTICIPATION
Have you previously applied for any of the following? Check all that apply:

☐ TAEP  ☐ Ag Enterprise Fund (AEF)

8. APPLICATION B CHECKLIST
Submit a complete application which includes:

☐ TAEP Application B Form
☐ Proposal Questionnaire
☐ Project Budget

☐ Project Cost Quotes - from potential vendors (weblinks will not be accepted)
☐ Additional information (diagrams, dimensions, designs, and/or photos), if applicable

9. APPLICANT AGREEMENT
• I warrant that I have carefully read and understand this application booklet and all requirements, guidelines, and criteria contained therein.
• I understand that it is solely my responsibility to ensure my project is eligible for TAEP funding and that failure to comply with all TAEP requirements, guidelines, and criteria may result in denial of my application, denial of any or all reimbursement payments, repayment of cost share funds, and/or suspension from TAEP.
• I certify that all information provided by me is complete, true, and accurate to the best of my knowledge and belief.
• I understand that providing any false, fraudulent, or misleading information to the Tennessee Department of Agriculture may result in suspension of my operation from TAEP, civil litigation, and/or criminal prosecution.

Print Name: ____________________________
Date: _______ / _______ / _______  Signature: ____________________________

10. HOW TO SUBMIT
• Applicant will be notified in writing of approval or denial of application by mid-December
• It is recommended to make a copy and mail the original using a traceable method of delivery
• Paper applications must have a postmark date ranging from October 1 - 7, 2023
• Mail to: TDA, TAEP 2023 – App B, P.O. Box 40627, Nashville, TN 37204
The following cost share programs are also offered by TAEP.

- Dairy Solutions
- Genetics
- Hay Equipment
- Herd Health
- Livestock Equipment
- Livestock Solutions
- Row Crop Solutions
- Poultry Grower
- Swine Producer
- Working Structures & Fence-line Systems

Please contact taep.online@tn.gov for additional information.

**Taxable Income**
Funds received as a result of TAEP reimbursement are taxable. Participants will receive Form 1099-G for reimbursement payments over $600.00.

**Nondiscrimination**
The Tennessee Department of Agriculture prohibits discrimination against persons based on their race, color, national origin, sex, age or disability. Any person alleging discrimination based on a prohibited basis has a right to file a complaint within 180 days of the alleged discrimination with the Tennessee Department of Agriculture and/or the Tennessee Human Rights Commission. For more information contact TDA's Human Resources office at 615-837-5116.

**Public Disclosure**
Under Tennessee's Public Records law, information provided to the state becomes public record and is open to public inspection unless otherwise protected by state or federal law.

A public record is defined as all documents or materials, regardless of physical form or characteristics made or received in connection with the transaction of official business by any governmental agency. Please be aware that information collected by the Tennessee Department of Agriculture could be made available to the public upon request by any citizen of the state. Requests for public records will be examined for compliance with public record laws.
dairy.solutions@tn.gov
hay.equipment@tn.gov
herd.health@tn.gov
livestock.equipment@tn.gov
livestock.genetics@tn.gov
livestock.solutions@tn.gov
poultry.grower@tn.gov
producer.diversification@tn.gov
rowcrop.solutions@tn.gov
swine.producer@tn.gov
working.structures@tn.gov
taep.online@tn.gov

Tennessee Agricultural Enhancement Program
Tennessee Department of Agriculture • Ellington Agricultural Center
P.O. Box 40627 • Nashville, TN 37204

Information Line
1.800.342.8206

Physical Address:
Ellington Agricultural Center • Holeman Building • 424 Hogan Road • Nashville, TN 37220