

AgFocus

White County/Sparta Farming and Agriculture

June 2023

A Special Supplement to

The Expositor



Colton Oliver helps his dad, Dillon Oliver, plant soybeans. Oliver Farms is in Sparta, TN. They plant and harvest soybeans and corn.



RAWLY MAE FARMS. Elyza Trivette on the farm. For more information on Rawly Mae Farms, see page 12.

TABLE OF CONTENTS

- 3 White County Census of Agriculture
- 4 Farmers Storehouse
- 5 UTIA Tobacco, Beef, and More Field Day
- 6 S&R Farms
- 7 D&D Vaughn Farms
- 10 Copa Creek Farms, LLC
- 11 Flatt Farms
- 12 Rawley Mae Farm
- 13 Beginning Farming Resources
- 14 B&T Farms
- 14 U.S. Precision Livestock Conference



BREANNA POWELL. Breanna is a member of the local FFA Chapter of White County High School. Learn more about Breanna's small business endeavor on page 14.

2017 CENSUS OF AGRICULTURE County Profile



White County Tennessee

Total and Per Farm Overview, 2017 and change since 2012

| | 2017 | % change since 2012 |
|---|-------------|---------------------|
| Number of farms | 971 | +5 |
| Land in farms (acres) | 118,600 | -3 |
| Average size of farm (acres) | 122 | -7 |
| Total | (\$) | |
| Market value of products sold | 30,529,000 | +20 |
| Government payments | 929,000 | +170 |
| Farm-related income | 1,850,000 | +47 |
| Total farm production expenses | 32,672,000 | +20 |
| Net cash farm income | 636,000 | +325 |
| Per farm average | (\$) | |
| Market value of products sold | 31,441 | +15 |
| Government payments (average per farm receiving) | 2,912 | +29 |
| Farm-related income | 5,763 | +22 |
| Total farm production expenses | 33,648 | +14 |
| Net cash farm income | 655 | +315 |

1 Percent of state agriculture sales

Share of Sales by Type (%)

| | |
|----------------------------------|----|
| Crops | 23 |
| Livestock, poultry, and products | 77 |

Land in Farms by Use (%)^a

| | |
|-------------|----|
| Cropland | 35 |
| Pastureland | 37 |
| Woodland | 24 |
| Other | 3 |

Acres irrigated: 40

(Z)% of land in farms

Land Use Practices (% of farms)

| | |
|----------------|---|
| No till | 7 |
| Reduced till | 4 |
| Intensive till | 3 |
| Cover crop | 6 |

Farms by Value of Sales

| | Number | Percent of Total ^a |
|----------------------|--------|-------------------------------|
| Less than \$2,500 | 359 | 37 |
| \$2,500 to \$4,999 | 108 | 11 |
| \$5,000 to \$9,999 | 146 | 15 |
| \$10,000 to \$24,999 | 153 | 16 |
| \$25,000 to \$49,999 | 121 | 12 |
| \$50,000 to \$99,999 | 36 | 4 |
| \$100,000 or more | 48 | 5 |

Farms by Size

| | Number | Percent of Total ^a |
|------------------|--------|-------------------------------|
| 1 to 9 acres | 67 | 7 |
| 10 to 49 acres | 388 | 40 |
| 50 to 179 acres | 338 | 35 |
| 180 to 499 acres | 136 | 14 |
| 500 to 999 acres | 38 | 4 |
| 1,000 + acres | 4 | (Z) |

Farmers' Storehouse offers organic food staples

JOHN GOTTLIED

staff writer

"Respect God's design. Savor his abundance." From the words on their logo to the welcoming demeanor of employees like Elyse Bates, Farmers' Storehouse is about good living and living good.

With six full-time and three part-time employees, they have never had an employee leave. John Costanzo, his wife Gabby, and their young family opened Farmers' Storehouse in Hickory Valley, in a 30-foot trailer, in May 2022. They moved to their current location, 971 Smithville Highway, in October 2022. John and Gabby were both Army brats. Gabby was originally from Kansas, and John was from New Jersey. John said, "I'm not Southern by birth, but I'm Southern by the grace of God."

John explained his desire to offer an alternative to the processed food products found at large grocery chains came from watching so many friends and family members battle cancer and other illnesses. He wants to offer a beyond-organic alternative sourced from individuals practicing regenerative farming practices. Most of the products they carry are from Tennessee. They currently have about 80 local farmers but are always looking for more. When choosing products to offer, John asks himself, "Is it healthy?" and "Can I source it locally?"

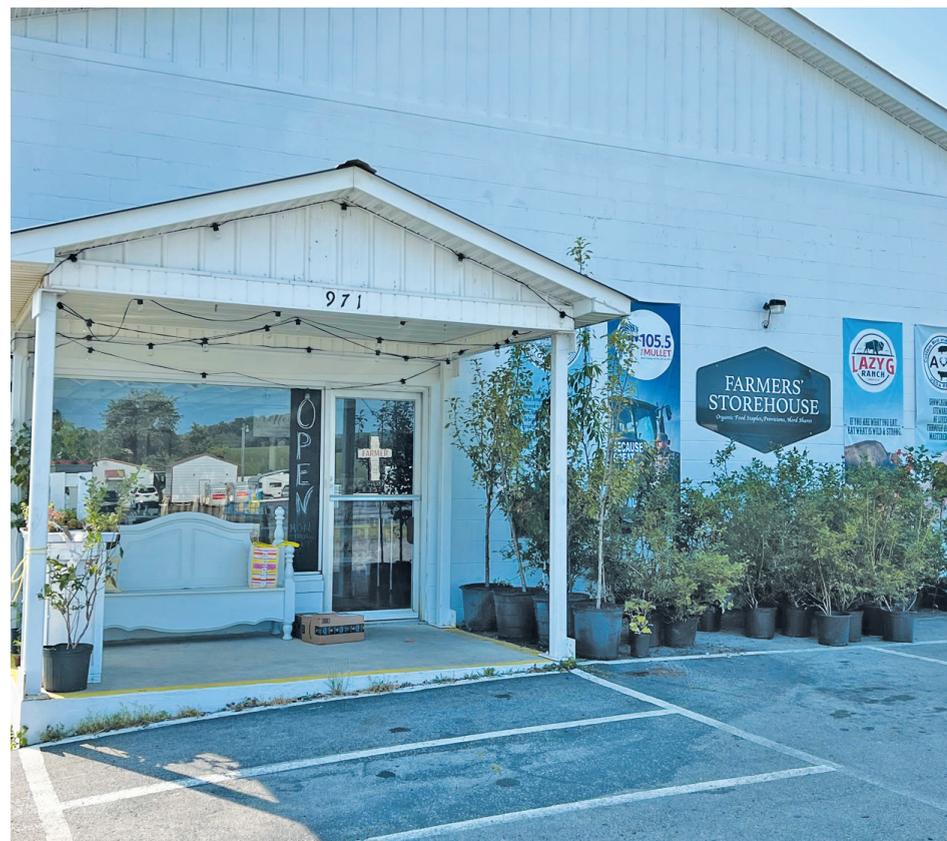
John stressed that Farmers' Storehouse revolves around the milling operation. They currently mill 200-500 pounds per day. They obtain six grains grown in Tennessee but acquire others not produced in this area from providers who undergo rigid third-party inspections. John is constantly upgrading the milling operation and plans to eventually mill around 2,500 pounds a day. They also have milling partners for grains that require advanced peeling. While once common, local mills are disappearing in the United States. Farmers' Storehouse offers organic raw and malted flours.

Farmers' Storehouse is undergoing renovations to add an organic community bakery with an organic tea and coffee shop. They offer classes on things like making sourdough bread. The store is full of canned preserves and jellies, fresh produce, local crafts, cuts of bison and beef, eggs, honey, coffee beans, and various flours. Everywhere you look, there is another visually appealing product to behold. The store has a unique charm,



and the employees are knowledgeable and pleasant. It is unlike most shopping experiences. The sights, smells, and background music provide a calming effect and puts a person at ease.

The prices are higher than at the local box store, but the consumer gets a premium organic product instead of processed chemicals. More than that, the shopper is supporting local businesses, farmers, bakers, and crafters. Farmers' Storehouse supports Unplanned Joy, a charity that helps women with unplanned pregnancies choose life over abortion by offering financial support and connecting pregnant women with families looking to adopt. Farmers' Storehouse is all about life. With pleasant service and the goal of promoting healthier living for the community, shopping at Farmers' Storehouse is an entirely different world than a person usually experiences. Farmers' Storehouse may have started selling products to improve people's health but they have also created an atmosphere that enhances people's moods.



Summer event features field tours and gardening tips

SPRINGFIELD, Tenn. - Faculty and staff at the University of Tennessee Highland Rim AgResearch and Education Center are excited to host another informative Tobacco, Beef and More Field Day on Thursday, June 29, 2023. The event features a tradeshow as well as opportunities for tobacco farmers, beef producers and home gardeners to pick up some helpful tips.

Attendees will be able to choose from four tours throughout the daylong event, each with a certain theme. Field tours include the tobacco tour, beef and forage tour, and a home and garden tour. The hemp production tour takes place in the afternoon following a sponsored lunch. The tradeshow is open all morning for anyone interested in learning about general production and livestock agriculture.

This event is free and open to the public. Registration will begin at 8 a.m. CDT at the assembly area at 3406 Oakland Road in Springfield, Tennessee. The first tours depart at 8:45 a.m.

Visit agresearch.tennessee.edu/field-days/ for more details about the 2023



TIPS. Field day features a tradeshow as well as opportunities for tobacco farmers, beef producers and home gardeners to pick up some helpful tips. Photo by B. Sims, courtesy UTIA.

UT Institute of Agriculture Field Days. You can also contact your county UT Extension office or contact the Highland Rim AgResearch and Education Center at 615-382-3130. To request accom-

modation for accessibility, contact the Highland Rim AgResearch and Education Center office.

The Highland Rim AgResearch and Education Center is located at 3181 Ex-

periment Station Road in Springfield, Tennessee. It is accessible from both Interstate 24 and Interstate 65. More information, including detailed directions, can be found at highlandrim.tennessee.edu.

NOW IS THE TIME TO BUY!



Save big on our L Series tractor and handle every job with a wide range of versatile performance-matched attachments. Kubota tractors are rated #1 for durability and owner experience in the U.S.* Stop in for a demo and to claim this offer on select models today.

\$0 DOWN **0% APR**

UP TO 84 MONTHS

PLUS

SAVE UP TO \$800

 **Kubota**. Together we do more.®

VISIT US TODAY FOR THIS LIMITED-TIME OFFER

H&R AGRI-POWER
FARM & TURF

532 Harrison Ferry Rd | McMinnville, TN
(931) 474-1201 | hragripower.com

KubotaUSA.com

*Award based on 2021 Progressive Farmer Reader Insights Tractor Study. © Kubota Tractor Corporation, 2023. \$0 Down, 0% APR. financing for up to 84 months on purchases of select new Kubota L2501 equipment at participating dealers in-stock inventory is available to qualified purchasers through Kubota Credit Corporation USA; subject to credit approval. Example: 84 monthly payments of \$11.90 per \$1000 financed. Customer instant rebates include Orange Plus Attachment Instant Rebate of \$300 with purchase of the second qualifying new implement and \$500 for the third new qualifying implement. Some exceptions apply. There is no rebate on the first implement purchased. Offers expire 06/30/23. Terms subject to change. This material is for descriptive purposes only. Kubota disclaims all representations and warranties, express or implied, or any liability from the use of this material. For complete warranty, disclaimer, safety and product information see dealer or KubotaUSA.com. AB1000-24-149106-2

Progressive
FARMER
READER INSIGHTS

S&R FARMS



S&R FARMS. Above, Jay Simmons and family help with hay operation by picking up hay crop at S&R Farms, Golden Mountain.

At right, Madilynn Simmons rides Butter-scotch on the farm. S&R Farms, Golden Mountain specializes in hay, grain crops and cattle.



D & D VAUGHN FARMS



D&D VAUGHN FARMS. Dalton Vaughn, of D & D Vaughn farms (Golden Mtn Road), prepares to plant wheat. D & D Vaughn Farm specializes in row crops (wheat, corn, etc.) as well as hay production.

FLOYD'S
CASH
SAVER

542 West Bockman Way
 Sparta, Tennessee 38583

931-836-3931
Fast & Friendly Service

BROADWAY HARDWARE

*Where Old Fashioned Values
 Can Be Found Everyday*

- Pottery
- Housewares
- Plumbing
- Electrical
- Tools
- Paints

BROADWAY HARDWARE
 614 N. Spring St. • Sparta • 738-3794



JASON LEWIS AUTOMOTIVE

CHRYSLER **DODGE** **Jeep**  **RAM**

120 AUTO LANE, SPARTA / 888.706.9008

Monday - Saturday 9am - 8pm / 931.738.9275

AGPACK®

A Return On Your Ag Truck Investment



Available at your local



**Certified
Agriculture
Dealership**

Or your nearest **AGPACK** Affiliate

You need that truck. You could buy it from any number of different stores, and get the exact same hood cash (dealer slang for incentives) no matter where you go. Buy that truck from the Certified Agriculture Dealer, get the same hood cash + \$20,000*** or more in discounts and rebates on other inputs you have to buy for your farm or ranch anyway. THAT is a return on investment you can use to actually write down the cost of the truck. Certified Agriculture Dealers understand that. Only Certified Agriculture Dealers can offer it.

There's a difference between Straw & Hay, Thoroughbreds & Drafts, Apples & Oranges. There's also a big difference in truck dealers these days. Only those who are Certified Agriculture have put their staff through specialty agriculture awareness training, and exclusively offer specialty agriculture benefits. They've made the investment to know you like your tractor dealer does. Not only to know what you need in a new truck, but to also know what you need when the truck's not so new.

What does AgPack®* include?

- **Over \$4,500 in exclusive rebates*** on Michelin & BFGoodrich Tires - from tractors to trucks to toys
- **25% off MSRP*** on Rhino Ag products plus a gift card valued between \$100-\$200
- **5-10% below MAP*** (lowest price dealer can advertise) direct from Dixie Chopper on their entire line of commercial mowers
- **\$150 Prepaid Gift Card** from Viasat with 2 year satellite internet subscription*
- **\$2,000 toward AgroLiquid Crop Nutrition**, plus free soil test and one year consultation with AgroLiquid agronomist*
- **1 Year free subscription to AgriEdge***, valued at \$5,000
- **\$1,000 toward a new Reinke Irrigation system and \$500** toward parts on an existing Reinke system
- **25% off MSRP** on all Gallagher fencing, weighing & EID products*
- **15% off MSRP** on any purchase of Tarter Farm & Ranch Equipment*
- Exclusive after purchase rebates up to \$350 on EBY flatbeds, truck bodies and upfits, and up to \$1,000 on stock, equipment & grain trailers*
- Your choice of Mystik swag on very first purchase (no minimum), then \$500 credit after \$2,000 in combined Mystik purchases*
- **\$1,500 rebate on Walkabout Mother Bin purchase + 20% rebate on accessories + \$500 credit for Outback Wrap hydraulic hose products****
- **20% discount** from Outback Wrap for their hydraulic hose products**
- **10% off MSRP** for the entire line-up of PUTCO Truck Accessories plus free shipping**



How to get your AgPack®* Bundle:

- 1** Visit your Certified Agriculture Dealership at JasonLewisAutomotive.com
- 2** Simply verify your ownership of, or in, an agricultural enterprise.
- 3** Receive AgPack® as our way of helping you realize a return on your truck investment by saving you thousands on products you needed anyway.



Scan for details



COPA CREEK FARMS, LLC



COPA CREEK FARMS, LLC. Hailey & Kallie Ramsey, daughters of Traci and Sean Ramsey, on Copa Creek Farms, LLC. The farm is located at 2923 Oak Grove Rd. in Walling. Copa Creek Farms is a first-generation, u-pick blueberry farm selling organic blueberries, blackberries and flowers. The berries will not be ready until 2024, but the Ramseys hope to have a zinnia patch this summer for folks to take photos in. For more information, call 623-670-9000.

Hillis



Custom Processing, LLC

**Custom Livestock
Slaughtering
USDA Approved
Meat Sales**

**337 GOFF RD, SPARTA
8AM-5PM MON-FRI, 8AM-3PM SAT
931.935.8180**

- Ground Beef Patties
- Bacon Burgers
- Jumbo ALL BEEF Hot Dogs
- Steaks - Variety of Choice Grade Cuts
- Chicken - Variety of Cuts
- Catfish Fillets
- Pork Chops
- Sausage
- Frog Legs
- Biscuits
- Many other items not listed!



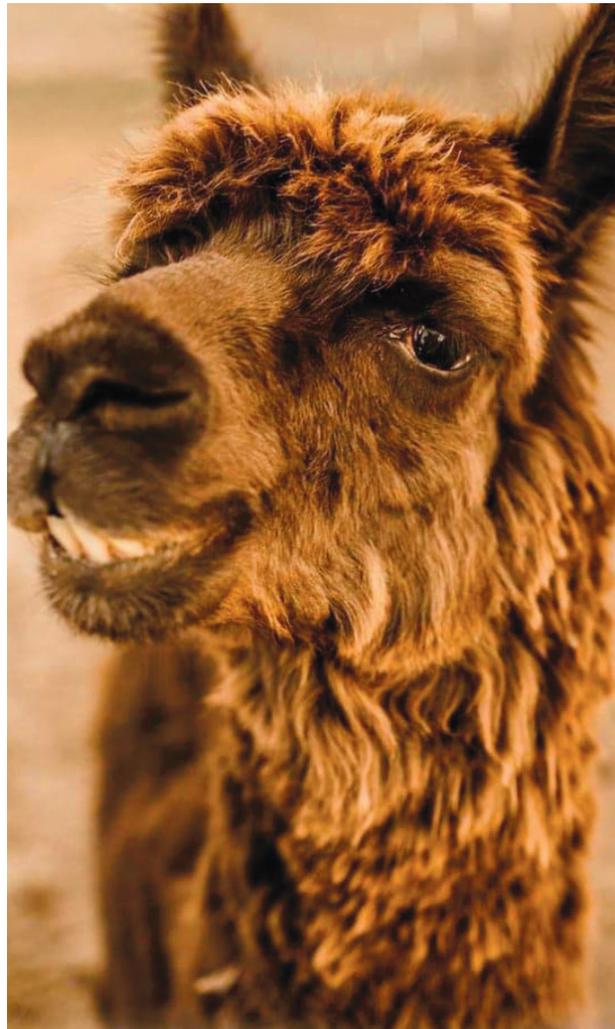
FLATT FARMS



FLATT FARMS. Steve Flatt with son, Phillip Flatt, and grandson, Daniel Flatt, feed a group of stockers at Flatt Farms.

RAWLY MAE FARM

RAWLY MAE FARM. Rawly Mae Farm, owned by Daniel and Joni Trivette, is a licensed livestock dealer specializing in miniature cattle, equine, exotic livestock, etc. The farm is located at 887 Ray Cemetery Rd., Sparta, TN 38583 and can be reached at 931-260-6005. Elyza Trivette and Ralston Trivette are pictured on the farm.



Helpful resources for beginning farmers

Would you like to farm but you aren't sure where to start? The following resources may offer ideas and guidance as you consider your plan.

Please know that this list is by no means comprehensive. Reach out to your local Extension office for educational opportunities.

Joining local ag-based organizations can also help you form connections with the farmers in your area.

Tennessee Department of Agriculture

- Business Development Division
- Tennessee Agricultural Enhancement Program
- Agricultural Enterprise Fund
- Pick Tennessee Products Application

- Farm Name Registration Application
- Plant Certification License Application
- Ag Use and Sales Tax Exemption
- **Department of Revenue Updates 11.2022**

1. Tennessee Tax Manual for Farmers, Nursery Operators, and Timber Harvesters
2. Sales & Use Tax - Farm Equipment and Machinery

United States Department of Agriculture

- Farmers.gov
- How to Start a Farm
- Rural Development Value Added Producer Grants
- Farm Service Agency Beginning Farmer Loans

- Farm Service Agency Land Transition Incentive Program

- USDA Urban Agriculture Programs at a Glance

- Agriculture Marketing Service National Organic Certification Cost Share Program

- Natural Resources Conservation Service Agricultural Conservation Easement Program

- Natural Resources Conservation Service Environmental Quality Incentives Program

- Natural Resources Conservation Service Conservation Stewardship Program

University of Tennessee & Tennessee State University Cooperative Extension

- How to "Talk" Farming - A Begin-

ning Farmer's Guide to Agriculture Words, Terms and Definitions

- Tennessee Beginning Farmer Outreach Program

- Find Your Local Extension Office
- Center for Profitable Agriculture
- Tennessee New Farmer Academy
- MANAGE Program
- Planning Today for Tomorrow's Farms
- Agritourism in Focus

Other Resources

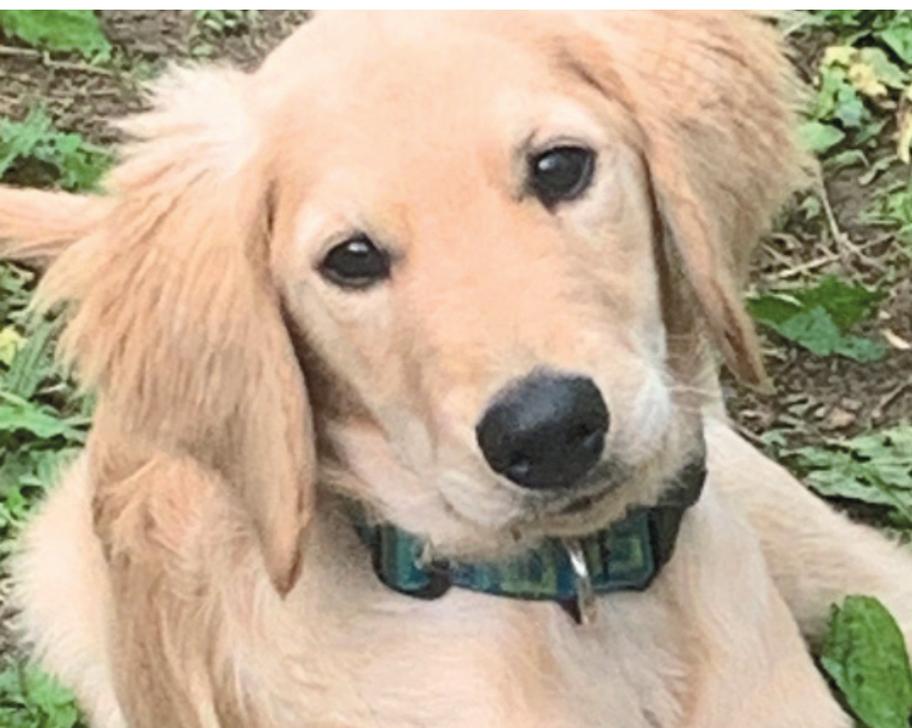
- Tennessee Agritourism Association
- TN Farm Link, connecting land seekers with landowners
- Farmer Veteran Coalition
- Farm Credit Farmer & Rancher Education



B&T FARMS



B&T FARMS. Breanna Powell is developing her small business of poultry production. Breanna is a member of the local FFA Chapter of White County High School where she holds the position of parliamentary. Breanna raises approximately 80 chickens and currently has 50 chicks she has hatched in her care. She will continue her business and poultry research in order to acquire her state degree with future plans to work toward her American Degree. B&T Farms is located in Sparta, TN and specializes in chicks, chickens, and eggs for sale. For more information, call 931-273-6685.



COOPER. Submitted by Beth Stricklin.

Second U.S. Precision Livestock Farming Conference attracts crowd

KNOXVILLE, Tenn. – Some of the world's best minds that are focused on profitable and sustainable livestock production attended and presented at the recent Second U.S. Precision Livestock Farming Conference. Hosted by University of Tennessee AgResearch, the May 21-24 event at the UT Conference Center in Knoxville attracted 219 attendees representing 22 countries and 32 U.S. states. Participants included academics, representatives of government agencies and allied industries as well as producers. The conference had a central theme of "Field Application of PLF Technologies" and academic presentations along with two industry and producer panels included interactive dialogues among the attendees about ways to increase field adoption of PLF technologies.

More than 125 scientific papers were published in the conference proceedings, and twenty of those will be published in an upcoming special edition of the international journal *Animals*.

USDA's National Institute for Food and Agriculture (NIFA) awarded the event a conference-strengthening grant to sponsor a mentoring luncheon for young professionals and early career scientists, attendance scholarships for minority producers from across the U.S., and attendance scholarships for faculty and extension educators from minority-serving institutions. The NIFA grant will also cover the publication costs for papers that were selected for inclusion in the special edition of *Animals* and which were also written by educators and scientists from minority-serving institutions.

The Conference Planning Committee was led by Robert Burns, a biosystems engineering distinguished professor with the UT Institute of Agriculture. Other members of the planning committee included Tami Brown-Brandl, a member of the biological systems engineering faculty at the University of Nebraska-Lincoln. Brown-Brandl served as Program Subcommittee Chair. Jason De Koff, an Extension professor and agricultural and natural resources program leader at Tennessee State University, served as Scholarship Subcommittee Chair. Troy Rowan, an assistant professor with the UT Department of Animal

Science, served as the Technical Tour Subcommittee Chair. Other UT faculty and staff in conference roles included Susan Schexnayder, senior research associate and the associate director for the Human Dimensions Lab in the UTIA School of Natural Resources, who served as Program Coordinator; Tom Tabler, a professor in the UT Department of Animal Science who served as Sponsorship Subcommittee Chair; and Yang Zhao, a UT assistant professor of Animal Science, who served as the Proceeding Subcommittee Chair. Daniel Berckmans, an adjunct distinguished professor with the UT Department of Biosystems Engineering and Soil Science, and Hongwei Xin, UT AgResearch dean, served as committee members.

Tennessee Department of Agriculture Commissioner Charlie Hatcher, DVM, and Deputy Commissioner Jeff Aiken as well as UTIA Senior Vice Chancellor and Senior Vice President Keith Carver were also in attendance.

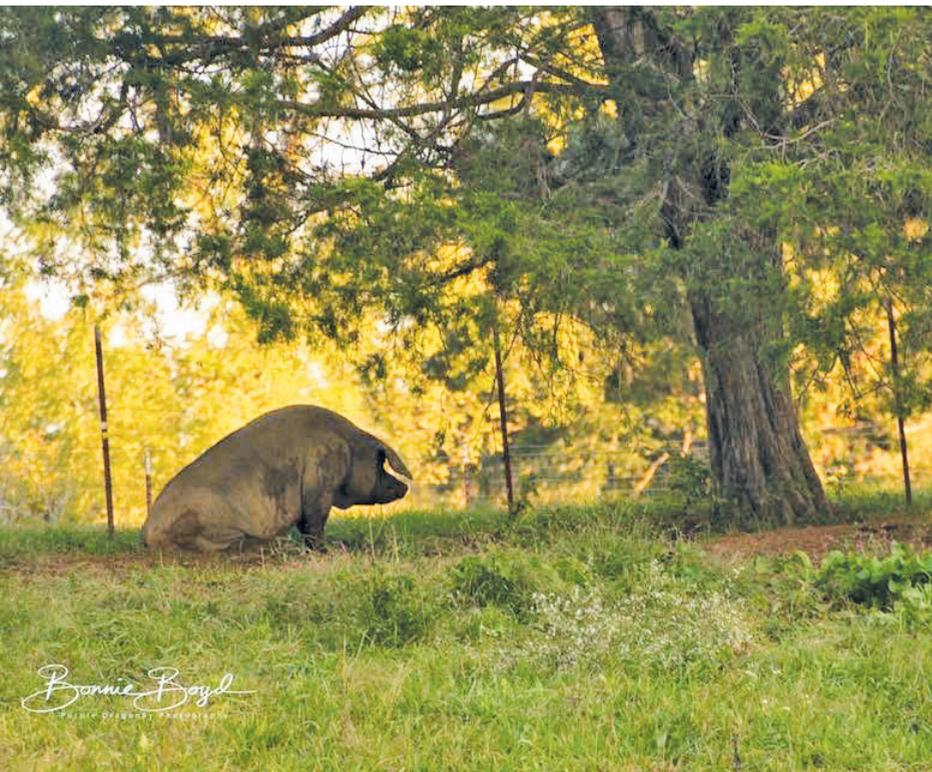
Xin was excited for UT AgResearch to co-sponsor the event. "The conference, in conjunction with the USDA-NIFA IDEAS Program PD annual meeting and the annual meeting of a multistate project on precision livestock management, provides a boost to the UT PLF Initiative while enhancing global collaborations toward seeking real life solutions for the livestock agriculture," he said.

Burns thanked Carver and Xin for their support of the UTIA Precision Livestock Farming team. "Their attendance clearly demonstrated the strong support that the UT-PLF team has from upper administration within UTIA," he said.

Carver, Xin and Burns all expressed appreciation to Commissioner Hatcher for the Tennessee Department of Agriculture's forward-thinking support of the University's PLF Initiative. Learn more at the website plf.tennessee.edu.

The conference was supported by a USDA NIFA Conference grant and generous donations of allied industries.

A selection committee solicited and reviewed applications for hosting the next U.S. PLF conference in 2025 (USPLF2025). The University of Nebraska has been chosen to be the for USPLF2025 in Lincoln, Nebraska.





Farmers' Storehouse is a bulk **organic farmers' food cooperative** with 83+ active farmers, 12+ bakers, and a devoted flour milling team providing organic food staples and provisions free of chemicals, GMO's and mRNA. Opt out of the box-marts and into a community effort to build an alternate food system that protects, nourishes, and awakens our friends, family, and neighbors. Raised by farmers who honor God's design for neighbors with higher standards.

83+ ACTIVE ORGANIC FARMERS, APIARISTS, & RANCHERS

12 BAKERS PROVIDING ORGANIC, OLD WORLD BREAD & PASTRIES

DEVOTED MILLING TEAM PROVIDING GRAINS & CUSTOM MILLING

EXCEPTIONAL ORGANIC MALTED SPECIALTY FLOURS & BLENDS

