

# **New On-Farm Processing Guide for Maryland Farmers: “Processing for Profits”**

Keedysville, MD (April 16, 2010) - Got questions about value-added processing, the regulations, and its profit potential for your farm? Get answers in the new publication, “Processing for Profits.” This publication is an assessment tool and guide for small-scale, on-farm food processors. While written with Maryland farmers in mind, any producer interested in the potential and pitfalls of on-farm and value-added food processing, will find this new resource helpful in their planning and implementation process.

Written by Ginger S. Myers, Marketing Specialist and Director of the Maryland Rural Enterprise Development Center, University of Maryland Extension, the publication addresses:

- Product development and manufacturing.
- Understanding the food safety system, labeling, and acidified food.
- FAQs about Maryland’s food regulations and specific Maryland processed farm products.
- Business planning and marketing for specialty food producers and processors.

This publication can be downloaded at [www.mredc.umd.edu](http://www.mredc.umd.edu). Printed copies are available free of charge upon request. Please direct your request to Ginger S. Myers ([gsmyers@umd.edu](mailto:gsmyers@umd.edu)) or Susan Barnes ([sbarnes6@umd.edu](mailto:sbarnes6@umd.edu)) at 18330 Keedysville Road, Keedysville, MD 21756, 301-432-2767

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