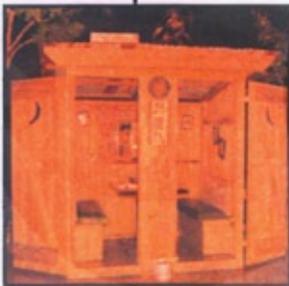
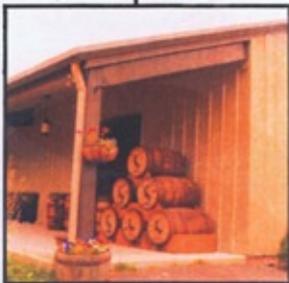
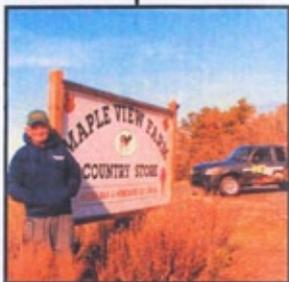
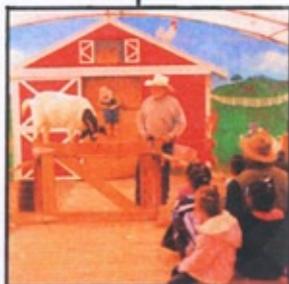


So You Want to Start an Agritourism Farm?



Resources

The Agritourism Office
www.ncagr.gov/agritourism

Marketing

The General Store
www.visitncfarms.com



Martha Glass, Manager
Agritourism Office, Marketing Division
NC Department of Agriculture & Consumer Services
1020 Mail Service Center
Raleigh, NC 27699-1020
martha.glass@ncagr.gov
919-733-7887 x 276



**SO YOU WANT
TO START AN
AGRITOURISM FARM?**

-- Resources --

www.ncagr.gov/agritourism

-- Marketing --

www.visitncfarms.com

**Martha Glass, Manager
Agritourism Office, Marketing Division
NC Dept. of Agriculture & Consumer Services
1020 Mail Service Center
Raleigh NC 27699-1020
martha.glass@ncagr.gov
919-733-7887, x276**

Here's your handy sheet
to help you remember
where to find
the Agritourism Marketing web page.
at
-- www.visitncfarms.com --

and the
Agritourism Office Resources
at
- www.ncagr.gov/agritourism --

Also,
www.ncagr.gov/ncproducts
shows various categories where you can
market other products you have for sale.

Marketing Division
Home

Agritourism Office
Home

"So You Want to Start
an Agritourism Farm"
Guide

Agritourism Networking
Association(ANA)

NC ANA Membership
Application

ANA Newsletters

Limit Liability for
Agritourism Farms
Statute

Benefits of the
Liability Law

Agritourism Liability
Insurance

Agritourism Directory

Agricultural Tourism
Highway Signs
Program

Agritourism Resource
Information

Marketing - Agritourism

Martha Glass - Manager

Find an Agritourism Farm ←

Click here
For *VisitNCFarms.com*

NC Agritourism
Highlights

Web and Print Resources

ANA Bylaws



Agritourism can be an exciting new enterprise for you. Hay rides, barnyard animals, corn mazes, pick-your-own fruits and vegetables, bird watching, farm roadside stands, fishing, hunting, camping, pumpkin patches, value-added products, flowers – let your imagination take you to your own field of dreams.

ANA SPRING WORKSHOPS

Pick Your Favorite Location!

Remaining Agendas Coming Soon...

North
Carolina

GENERAL STORE

Department of Agriculture & Consumer Services

General Store Home | Browse Categories | Search | Create/Edit Your Free Web Page

THE directory
for finding
North Carolina
Agricultural
goods & services



Find farms by county **Agritourism**
→ View all listings in Agritourism.

This website is www.VisitNCFarms.com
See page -3-M

Agritourism

Barnyard Animals, Farm Riding Trails

Camping, Bird Watching, Fishing, Hunting

Farm Bed & Breakfasts, Country Cabins, Retreats

Hay Rides, Mazes, Pumpkin Patches

Historic Farms, Reunions, Museums, Events

Holiday Farms, Christmas Trees, Crafts

Pick Your Own Farms, Farm Roadside Stands, Nurseries

Picnics, Parties, Weddings, Honeymoons

School Field Trips, Summer Camps, Farm Vacations

Vineyards, Wineries, Dining, Slow Food

Visit the NCDACS Agritourism Office ← www.ncagr.gov/agritourism



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Benefits of the
Liability Law

Agritourism Liability
Insurance

Agritourism Directory

Agricultural Tourism
Highway Signs
Program

Agritourism Resource
Information

NC Agritourism Survey
Results 2005

NC ANA List Serve

Marketing - Agritourism

Martha Glass - Manager

Find an Agritourism Farm



NC Agritourism
Highlights

Web and Print Resources

ANA Bylaws

Agritourism can be an exciting new enterprise for you. Hay rides, barnyard animals, corn mazes, pick-your-own fruits and vegetables, bird watching, farm roadside stands, fishing, hunting, camping, pumpkin patches, value-added products, flowers – let your imagination take you to your own field of dreams.

ANA SPRING WORKSHOPS

Pick Your Favorite Location!

Remaining Agendas Coming Soon...

ALL ON THURSDAY AFTERNOONS

Date	Location	Documents
March 25	<u>Gills Hill Farm, Fayetteville</u>	<u>Registration Agenda</u>
April 8	<u>Maple View Farm & Agricultural Center, Hillsborough</u>	<u>Registration Agenda</u>
April 15	<u>Flint Hill Vineyards, East Bend</u>	<u>Registration Agenda</u>
April 22	<u>Giardini Trattoria & Gardens, Columbus</u>	<u>Registration Agenda</u>
April 29	<u>Banner Elk Winery, Banner Elk</u>	<u>Registration Agenda</u>
May 6	<u>Mike's Farm, Beulaville/Richlands</u>	<u>Registration Agenda</u>

This page is found at www.ncagr.gov/agritourism - the Agritourism Office page.

This is a resource page. Some of the links in the side column are included in this guide - particularly information about the Agritourism Networking Association (ANA), an organization of hundreds of farmers, vineyard owners, extension staff and rural tourism professionals who support agritourism businesses. The ANA holds an annual conference and 6 workshops across the state in early spring. Join us for networking, fun and information!

STARTING YOUR AGRITOURISM VENTURE

An agritourism farm is a value-added farm or ranch that provides pleasure as well as recreation, information, education or other experiences or services for which the public may or may not pay admission to participate in and/or purchase an agricultural product or activity.

The following questions provide a starting place for farmers interested in developing agritourism farms.

First Steps

1. What do you want to do? Do you have a firm idea of your goal(s) for your agritourism farm?
 - Have you made a list of the activities you want to provide?
 - Have you made a list of the resources, both natural and man-made, that you have available on the farm and which are attractive to agritourism venues?
2. Who do you want to serve? Ages, size of groups, how often?
3. How much do you have to invest?
 - Time
 - Money
 - Other resources
4. How ready are you? How far along are you?
5. When do you want to open for business? Do you have a timetable or schedule?
6. Do you want to provide an educational program?
7. Do you have historical or cultural information to provide?

Beginning a Business

8. Do you have a business plan? A strategic plan?
9. Do you know your land use rights?
10. Do you want to charge for your services? Do you know how much money you need or want to make?
11. Have you talked with your insurance agent about the probable need to increase liability coverage? Do you need or want to provide health insurance for employees?

Other Support Agencies

12. Have you talked to the NCDA&CS Food and Drug staff, the Marketing Division, or the NCSU Food Science staff to see what resources are available to help you with value-added processes, such as processing a commodity before it is marketed or changing the way a product is packaged?

Local Issues and Regulations

13. How much of your current land holdings do you plan to use? Are you planning to buy more land? Is the use of any of your land prohibited for agritourism activities? Have you talked to the local planning/zoning board?
14. Are there other agritourism farms nearby that could compete with you?
15. Are there land, water or wildlife issues that might impact your plans?
16. Have you researched local legal and liability considerations or regulations such as planning and zoning, health, environmental quality through your local agricultural extension offices, business and economic development offices, Secretary of State, and tax offices? Does your county have zoning ordinances which are helpful to agritourism? Has your county adopted Voluntary Agricultural Districts (VADs)? Enhanced Voluntary Ag Districts?

17. Have you talked to your neighbors about your plans? Will they be receptive and supportive, or irritated? Do you have a plan to overcome negative feedback?
18. Is there adequate parking for large groups? Do you have turn-around areas for school buses?
19. Do you have restrooms and handwashing facilities adaptable for 'special needs' persons?
20. Do you have a list of emergency phone numbers next to a visitor-accessible telephone?

Marketing Your New Agritourism Farm

21. Do you have a marketing plan? Do you know your potential visitor population?
22. Have you researched organizations to join to promote your farm, such as the Chamber of Commerce or the local Convention and Visitors Bureau, or other farm organizations that promote agritourism? Do you know about the Agritourism Networking Association?
23. Have you researched other nearby crafts and rural entertainment resources to partner with?
24. Have you thought about off-site signage to offer advertising and directions to your farm?
25. Have you planned for on-site signage for highlighting activities and/or educational experiences?
26. Have you thought about hospitality services, such as who will welcome your visitors and who will show them around the farm? Will you have guides for guided tours?
27. Will you have a gift shop and/or sell souvenirs? Do you plan to sell homemade foods?
28. Will you have a plan for tracking your visitors to know where to increase or decrease marketing efforts? Guest books for sign in with email addresses?
29. Will you give away coupons for future visits? Discounts for large groups? Special incentives for school groups?
30. Do you want to advertise on the internet? Have you checked out the General Store in the DA&CS' Agritourism page at www.visitncfarms.com? Did you know you can market other items you produce through the General Store's categories at www.ncagr.gov/ncproducts/?
31. Do you have access to email? Do you have or plan to have a webpage? An online newsletter? Mailing newsletters to customers?
32. Do you want to send out press releases or develop a media kit?

Networking with Other Agritourism Farmers

- North American Farmers Direct Marketing & Agritourism Association – www.nafdma.com
- NC Agritourism Networking Association – visit the Agritourism Office at www.ncagr.gov/agritourism

This information is designed to help potential agritourism farmers do their research and gather information about developing an agritourism farm. It is published as the first of three documents in the series: Suggestions for Helping You Start an Agritourism Venture and Business Resources for Agritourism Farmers, published by the Agritourism Office of the North Carolina Department of Agriculture and Consumer Services.

All documents are available by request, are online, can be emailed or mailed.

Developed by Martha Glass, Manager
Agritourism Office, Marketing Division
martha.glass@ncagr.gov
919-733-7887 x.276
NC Department of Agriculture and Consumer Services
Rev. November 2008

SUGGESTIONS FOR HELPING YOU START AN AGRITOURISM VENTURE

An agritourism farm is a value-added farm or ranch that provides pleasure as well as recreation, information, education or other experiences or services for which the public may or may not pay admission to participate in and/or purchase an agricultural product or activity.

First Steps

1. If you have a dream of starting an agritourism farm, you need to write down what your ideas or goals are. You are limited only by your imagination teamed with your resources.
2. You can entertain and/or educate school groups, church groups, adult groups, professional tour groups, small groups, large groups, families, and on and on. You need to assess the activities you plan to have on the farm and the size of your staff vs. the population within 25 – 50 miles. If you are near a large population area, you will attract visitors fairly quickly with minimum selected marketing. If there are other similar farms nearby, and the population is not near a larger area, you will require fewer staff. You can partner with local crafts persons.
3. Staff needs are determined by activities – drivers for hayrides, cashiers in a gift shop, activities which require personnel for safety reasons, lookout stations in a corn maze, help with parking, greeters at the entrance, staff to conduct orientation or educational classes, etc.
4. If there is an educational/heritage/cultural component to the farm, you will need to create and keep sufficient copies of handouts or materials, depending on grade levels if for schools.

Beginning a Business

5. A business plan and a strategic plan are always good ideas for beginning a new business. Your local community college may have a Small Business Center to help you with these plans in a one-on-one confidential basis, free of charge. If you need financial assistance from a bank or credit union, having a business plan shows forethought and a professional approach. The Small Business and Technology Centers are located on the UNC campuses and provide similar services. Setting a fee for your agritourism activities is the way you will make money. NC REAL can help you assess your market and determine how much money you might make. Contact your local extension office for additional information.
6. Never think that you will over price your farm's attractions. Some agritourism farmers offer packages at different fees. Most agritourism farmers charge \$8 – 12 per person. Check with your schools to see what they are charged for visits. If there are children who are unable to pay, ask local businesses to create a school fund that will pay for children who would be unable to come because of the charge.
7. Explore what other agritourism farms charge by visiting their websites at the General Store website at www.visitncfarms.com and look around at the various farms listed. You can find the agritourism webpage at the link "Find an Agritourism Farm" at www.ncagr.gov/agritourism.
8. Liability insurance is sometimes a challenge – finding it and affording it. Ask your insurance agent. If the agent is unable to find or write coverage, email the agritourism office for a list of insurance agents who help farmers with agritourism liability policies. You may also want to explore providing health insurance for your staff.
9. The North Carolina legislature passed an agritourism liability law (see "Limit Liability for Agritourism Farms" – www.ncagr.gov/agritourism) in the summer of 2005. The law has text for a sign that informs visitors at an agritourism farm that there are activities and sites on the farm which require responsible actions on the part of the visitor. If the farmer keeps the farm in safe working order and has signs posted, the chance of liability litigation is lessened. Signs may be handmade, but have to follow the requirements in the law. Professional signs are also available at low cost from the Agritourism Office and through membership in the Agritourism Networking

Association (ANA). The ANA Mission Statement, organizational goals and membership form can be found at www.ncagr.gov/agritourism.

Other Support Agencies and Networks

10. The NCDA&CS Food and Drug Division, Marketing Division, or the NCSU Food Science staff can assist you if you are interested in processing a commodity before it is packaged or marketed for sale.
11. You can join the free ANA list serve through membership in the Agritourism Networking Association (ANA) to chat and ask questions of other agritourism farmers. Call or email the Agritourism Office for more information on ANA and its benefits.

Local Issues and Regulations

12. You will need to check with your local planning/zoning board on zoning or other land use restrictions or property tax issues.
13. Depending on the activities you plan, you may need to check with the local health department. ADA accessibility is sometimes required for entrances, exits, and restroom facilities.
14. If you have not already incorporated your business, you may want to check with an attorney and/or a CPA on business incorporation and estate planning issues. You can find an attorney who specializes in business and estate planning through the local or state Bar association. Consideration needs to be given to how your venture, or entity, will be operated. Often, through lack of attention, sole proprietorship is automatically chosen. However, alternative entities exist including partnerships, limited-liability companies, and corporations such as Subchapters C and S, as well as a variety of trust arrangements. Income and property tax consequences vary significantly, depending on the legal entity chosen. Liability to third parties is also a consideration in structuring your business, as is ease of operation within a chosen structure.
15. Your local economic development office may have information of other local development activities or future initiatives that might affect what you are planning either positively or negatively.
16. Planning for adequate parking is necessary. Conversation with your local police or sheriff's department will begin a good working relationship.
17. Find out what the sign ordinances are for advertising your farm on local roads. More expensive highway signage is available through NC DA&CS and DOT programs.

Marketing Your New Agritourism Farm

18. Build relationships with your local Convention and Visitors Bureau or Chamber of Commerce – join the Chamber and invite the membership to an “Alive after Five” social at the farm.
19. You can start off low-key with a one-page flyer for special events. If you don't like computers, get a high school student who is creative to design a one-pager for you. Give the important information – who: name of farm, what: activities/events, when: hours of operation, where: location, map (simple drawing or text directions), how much: admission fee(s) per package or how you decide to charge. Invite local television stations to cover special events.
20. Visit your local schools – make personal visits (call ahead) to the principals of the schools you want to visit your farm. Take a one-page flyer about the opportunities at your farm, emphasizing lessons about nature, food production, animal life, fiber resources, the history of farming, the history of the land surrounding the farm, and other items of interest.
21. Creative off-site signage will draw visitors to your farm. A “brand” or “logo” for your farm will create a visual effect for visitors. Local ordinances and state regulations will determine what type of off-site signage can be used.
22. On-site signage is different. It is used to attract attention to activities and explain or inform

visitors about exhibits and activities. High school or community college art class students may be good resources for creating signage at low cost.

23. A well-trained staff will create most important first impressions for visitors. Clean and attractive grounds, smiling faces, pre-planned ways of handling emergencies, flexibility in arrangements, and a willingness to let the customer be "right" will create experiences that visitors will remember in a positive way. The best marketing is "word of mouth." Visitors who have negative experiences will tell seven other people about that experience. Hospitality training is often available through local extension offices.

24. Gift shops are fun for visitors. Even if the inventory is small, attractive settings are a must. Pleasant but not overpowering scents such as cinnamon, apples, pumpkin pie or fresh lemon are attractive draws. A guest book can be an invaluable tool for newsletters and mailings and tracking demographics. Coupons are good giveaways. For an unexpected rainy day, give away plastic bags or disposable hats or even inexpensive umbrellas to visitors who may be inconvenienced by the weather. Be sure your logo is on any giveaways!

25. The internet is definitely growing as a popular way to advertise. If possible, develop your own website. If you cannot do this, NC DA&CS can create a webpage for you for free on the General Store. Contact the Agritourism Office for more information. You can connect your website to ours. You can also market other commodities at www.ncagr.gov/ncproducts.

26. Press releases are useful depending on your media market. There may be local writers who can create attractive press releases for you at very low cost.

27. Consider special events featuring natural holidays or other local interests.

28. Allow your visitors to "personalize" their visit by "naming" or "adopting" an apple or peach tree, a grape vine, a baby lamb, sheep, colt, rabbit, chick, etc. Send out an occasional newsletter via email or regular mail and give an update on the progress of Amy's little goat, or Matthew's apple tree, or Bill and Suzanne's grape vines.

Networking with Other Agritourism Farmers

The North American Farmers Direct Marketing and Agritourism – nafdma.com – is a national organization for agritourism farmers, farmers market members and other agricultural professionals with a membership fee of only \$150 and access to a 'chat' room for members. The association hosts a national meeting in the early part of each year where participants have three days of agritourism farm tours and three days of workshops.

The North Carolina Agritourism Networking Association has over 350 members currently comprised of agritourism farmers, vineyard owners, extension agents and other rural tourism professionals. It is designed to foster networking and mentorships among farmers. Members are connected via an internet list serve hosted by the Agritourism Office in the Marketing Division of the Department of Agriculture & Consumer Services.

This information is designed to help potential agritourism farmers do their research and gather information about developing an agritourism farm. It is designed to help find the answers to some of the questions in *Starting Your Agritourism Venture*. The other publication in the series is *Business Resources for Agritourism Farmers*, published by the Agritourism Office of the North Carolina Department of Agriculture and Consumer Services. The documents are available at www.ncagr.gov/agritourism, can be mailed by request and can be emailed.

Developed by Martha Glass
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919-733-7887 x.276
North Carolina Department of Agriculture and Consumer Services
Rev. November 2008

Insurance Agents Offering Help to Agritourism Farmers and Vineyard Owners

The following list of insurance agents is available for your assistance in finding **agritourism liability insurance**. The offering of this list in no way endorses these agents by the Department of Agriculture and Consumers Services or the Agritourism Office, nor stipulates or suggests that they can provide the type of insurance needed at a cost you can afford. Additionally, most agents work within no more than 100 miles of their home office, and sometimes not that far. When searching for an agent, start with those closest to your home, and be up-front with them – tell them if you have called other agents. Often agents cooperate in helping you find the right company, and it is a waste of their time for them to be working with you when you've contacted someone else who is doing the same research. They prefer to collaborate rather than compete. The districts listed beside some of the agents' names refer to the six ANA districts. If you have a question about your district, please contact Martha Glass, Agritourism Office, at martha.glass@ncagr.gov, or call 919-733-7887, x276.

Liz Taylor - ltaylor@morrowinsurance.com, 1-800-228-3132; 828-693-5396 (o); 828-768-6197 (c); is an **Agritourism Networking Association (ANA) Sponsor member**, presented insurance information at 2007 ANA conference and ANA West District workshop in Asheville, spring 2007. Covers West District and some parts of West Central in western North Carolina.

Marsh Dark, III - VP, Morrow Insurance Agency, Marion; 828-652-6212 (o); mdark@morrowinsurance.com – spoke at West District ANA Workshop May 2008 at Peaceful Valley Farm, Old Fort. Covers West District and some parts of West Central located close to Marion.

Carl Inman - Snipes Insurance Co., Raleigh: carl@snipesins.com, 919-571-4335 (o). Made presentations at ANA North Central workshop at Hill Ridge Farm in Spring 2007 and 2008 annual conference at Caraway. Covers North Central, South Central, Northeast and Southeast Districts, basically area east of I-85.

Will Johnson - Johnson Insurance Services, Mocksville, NC; 1-800-255-7777; 336-753-1038 (o); 336-909-3568 (c); will@agritourisminsurance.com; website www.agritourisminsurance.com. **ANA Sponsor member**, made presentation at West Central ANA workshop April 2008, was sponsoring vendor at 2009 ANA Annual Winter Conference in Hickory, spoke at 2009 West Central Workshop. Agent Cathy Boles also available. Covers West Central District, generally 75-100 miles from of I-40/I-77.

Jeff Fitzgerald – Accurate Insurance Solutions Inc., Dobson; 336-356-2471; jfitezem@yahoo.com; business primarily with vineyards and agribusiness; **ANA Sponsor member**; covers primarily West Central and North Central Districts.

John Snipes - Snipes Insurance Services, Bunn; 910-892-2121; john@snipesins.com; in partnership with agency owner, Dal Snipes, who is an **ANA Active member** and farm owner. Recommended by Carl Inman. Covers North Central, South Central, Northeast and Southeast districts.

Brad Brown - Snipes Insurance Services, Bunn; 910-892-2121;
brad@snipesins.com; covers North Central, South Central, Northeast and
Southeast districts.

Ty Ross - Olde Fayetteville Ins. Co., 910-483-6210 (o), 919-630-6865 (c); South
Central and Southeast Districts

Jack Boseman - Nationwide in Roanoke Rapids at 252-537-8338 -
bosemaj@nationwide.com; spoke at 2007 ANA Conference at Caraway. Covers
primarily Northeast District (southernmost county – Pitt).

Gary Miller, Manager - Everett Cash Mutual Ins. Co., VP SE Region, 814-977-
5391; Works with farmers west of I-95. Attended 2008 ANA conference at
Caraway. gary@everettcash.com – Gary does not work directly with customers
but will help find an agent in the western part of the state.

Kim Birkhead - The Insurance Center, Inc., Troy; 910-572-3572,
tici@mc-online.net; recommended by ANA member; works in Montgomery and
Randolph counties.

Ann Ashman - AF Insurance Services, Inc., 948 Johnson Ridge Road, Elkin, NC
28621: (336) 835-4060; 1-800-446-1295; aashman@afinsurance.com; does
business primarily with vineyards/wineries; attended 2009 ANA Annual Winter
Conference in Hickory; covers primarily Surry and Yadkin in northern West
Central District.

MOUNTAIN REGION

Morrow Agencies
Johnson Insurance Services
AF Insurance Services
Accurate Insurance Solutions Inc. (West Central)

PIEDMONT REGION – East, South, Northeast

Snipes Insurance Co. (Central)
Olde Fayetteville Insurance Co. (Southern)
The Insurance Center (Southern)
Nationwide Insurance (Northeast)
Callahan & Rice (South Central, Southeast, North Central and Northeast)
Accurate Insurance Solutions Inc. (North Central)

Rev. Aug 2010

Business Resources for Agritourism Farmers

Institute of Minority Economic Development

114 W. Parrish Street Contact: Linda L. Gunn, VP of Administration and Policy
Durham, NC 27701

Phone: (919) 956-8889

Fax: (919) 688-7668

Email: ncimed@interpath.com

Website: www.ncimed.com

Mission: To build and sustain economically vibrant and socially responsible communities through business development among underdeveloped sectors of the population. In fulfilling its mission, the Institute works to provide comprehensive data and information on minority businesses to educate, inform and enhance responsive public and private sector decisions.

HandMade in America

P.O. Box 2089

Asheville, NC 28802

Phone: 828-252-0121

Fax: 828-252-0388

Email: info@handmadeinamerica.org

Website: www.handmadeinamerica.org

Mission: To celebrate the hand and the handmade, to nurture the creation of traditional and contemporary craft, to revere and protect our resources and to preserve and enrich the spiritual, cultural, and community life of our region. Strategies focus on creating sustainable economic development to provide business and financial support for craftspeople, to nurture our region's craft culture through public relations and education, and to maintain our rural quality of life.

Mountain Microenterprise Fund

29 1/2 Page Avenue

Asheville, NC 28801

Phone: 828-253-2834

Fax: 828-255-7953

Email: info@mtnmicro.org

Website: www.mtnmicro.org/

Mission: To provide people throughout western North Carolina with business training, loans, technical assistance and support so they can start or expand a small business.

North Carolina REAL Enterprises

115 Market Street Suite 320

Durham, NC 27701

Phone: 919-688-7325 Fax: 919-682-7621

Website: www.ncreal.org/

Mission: To develop entrepreneurial talent through action, learning and fostering the creation of sustainable enterprises throughout North Carolina, with special emphasis on rural communities.

North Carolina Rural Economic Development Center

4021 Carya Drive Contact: Elaine Matthews, VP for communications and development
Raleigh, NC 27610

Phone: (919) 250-4314

Fax: (919) 250-4325

Email: info@ncruralcenter.org

Website: www.ncruralcenter.org

Mission: To develop, promote, and implement sound economic strategies to improve the quality of life of rural North Carolinians. The center serves the state's 85 rural counties, with a special focus on individuals with low to moderate incomes and communities with limited resources.

Self-Help

Central NC Region
301 W. Main Street, PO Box 3619
Durham, NC 27702-3619
Phone: 919-956-4400
Website: www.self-help.org

Mission: To help low-wealth families – particularly minorities, women and rural residents – buy homes, build businesses and strengthen community resources.

Smoky Mountain Development Corporation

100 Industrial Park
Waynesville, NC 28786
Phone: 828-452-1967
Fax: 828-452-1352
Website: www.wcu.edu/crd/eda.html

Mission: A nonprofit economic development corporation organized to create and retain jobs in the region. Operating as a Certified Development Company (CDC), the Smoky Mountain Development Corporation (SMDC) seeks to provide capital to eligible small businesses to finance major fixed assets. SMDC also operates a 17,000 sq. ft. business incubator facility.

Women's Business Center

North Carolina Institute of Minority Economic Development
114 W. Parrish Street
Durham, NC 27701
Phone: 919-956-8889
Fax: 919-688-7668
Email: info@ncimed.com
Website: www.ncimed.com

Mission: The Women's Business Center is a partnership program between the U.S. Small Business Administration's Office of Women's Business Ownership and the North Carolina Institute of Minority Economic Development, Inc. The center's mission is to provide training, counseling and technical assistance to aspiring and existing women business owners. The Women's Business Center can empower women with the tools needed to: establish businesses, stabilize their companies, generate sustainable profits, enhance their companies' infrastructure, strategize for future growth, create jobs, and contribute in the growth and economic development of the community.

Small Business and Technology Development Center (SBTDC)

State Headquarters
5 West Hargett Street, Suite 600
Raleigh, NC 27601-1348
Phone: 919-715-7272
Email: info@sbtcdc.org
Website: www.sbtcdc.org

Small Business Center Network Local Sites

North Carolina Community College System
5003 Mail Service Center
Raleigh, NC 27699-5003
Phone: 919-733-7051
Fax: 919-715-5796
Website: www.nccs.cc.nc.us/business_and_industry/sbcmainpage.htm

Mission: Small Business Centers serve business and entrepreneurs by providing one-on-one entrepreneurial services, resources, and practical, short-term educational programs to help local business men and women start and run a business.

USDA Office of Rural Development

4405 Bland Road, Suite 260 Contact: John Cooper, State Director

Raleigh, NC 27609 Type of Organization: Federal

Phone: (919) 873-2000

Fax: (919) 837-2075

Website: www.rurdev.usda.gov

Business and Industry Program. Provides loan guarantees to further business and industrial development in areas outside the boundary of a city of 50,000 or more. Priority is given to applicants for projects in open county, rural communities and towns of 25,000 and smaller. The program provides guarantees to commercial lenders who make credit available to establish or maintain business in rural areas. Loan funds may be used to purchase land, buildings, and equipment, and provide working capital. Priorities are to save existing jobs and create new employment opportunities.

Good Work

115 Market Street

Suite 470

Durham, NC 27701

Phone: 919-682-8473

Email: GWInfo@GoodWork.org

Website: www.goodwork.org

Mission: To help people start and expand small businesses.

NCSU (Raleigh) and NC A&T (Greensboro) Cooperative Extension Service

www.ces.ncsu.edu

Check your local phone book for your county extension service office for opportunities in training and education.

Appalachian Sustainable Agriculture Project

Charlie Jackson, Exec. Dir.

859 Nicholson Cove Rd.

Cullowhee NC 28753

828-289-3263

Grants and Farm Information: www.asapconnections.org

info@asapconnections.org

Mission: Assistance with local farm marketing projects

DOT Highway Signage Office

Susan Kunz and James Hambright

919-662-3078 (Susan) 919-329-7004 (James)

skunz@dot.nc.state.us

jhambright@dot.nc.state.us

Office directs the process for Agricultural Highway Tourism Signage, Tourist Oriented Directional Signs and Attraction Logo Signs

Carolina Farm Stewardship Association

919-542-2402

PO Box 448

Pittsboro NC 27312

www.carolinafarmstewards.org

The goal of the Tobacco Communities Reinvestment Fund is to keep farmers in farming and maintain the economic base of North Carolina's rural communities. The Reinvestment Fund aims to assist farmers and rural communities to develop new sources of agricultural income through provision of cost-share grants.

ARE YOU READY TO

MARKET YOUR FARM

on the

AGRITOURISM WEBSITE ?

www.visitncfarms.com

Other marketing sites →

Free online application →

General Store Home | Browse Categories | Search | Create/Edit Your Free Web Page | Like



Agritourism

View all listings in Agritourism. ← Find a farm by county

Agritourism

Barnyard Animals, Fiber Animals, Farm Riding Trails	Camping, Bird Watching, Fishing, Hunting
Farm Bed & Breakfasts, Country Cabins, Retreats	Hay Rides, Mazes, Pumpkin Patches
Historic Farms, Reunions, Museums, Events	Holiday Farms, Christmas Trees, Crafts
Pick Your Own Farms, Farm Roadside Stands, Nurseries, Flowers	Picnics, Parties, Weddings, Honeymoons
School Field Trips, Summer Camps, Farm Vacations	Slow Food, Dining, Vineyards, Wineries, Organic

Visit the NCDA&CS Agritourism Office ← Agritourism Resources

[Download the 2007 Agritourism Directory \(.pdf\)](#)

North Carolina Department of Agriculture & Consumer Services Steve Troxler, Commissioner

This is the weblink to this screen...

www.VisitNCFarms.com

The online application allows you to pick categories in addition to Agritourism that match what you produce for sale. For instance, you could pick "Produce" and one/more of the subcategories for Produce, and also select "Agritourism" and any of the subcategories in Agritourism that fit your farm/vineyard.

web address for "Browse Categories"

<http://www.ncagr.gov/ncproducts/CatSubDirectory.asp?CatNum=1011>

-1-M

8/4/2010



Agritourism

Your search "All Listings" in ...Agritourism > Pick Your Own Farms, Farm Roadside Stands, Nurseries returned the following 154 listings.

Filter by County!

Select A County

You are on page 1 of 6

1 2 3 4 5 6 [Next >]

APPLE FAMILY FARM
1765 Highway 66 South
Kernersville, NC 27284
FORSYTH County
(336) 993-2279

BARRY'S STRAWBERRY FARM
4193 Cox Mill Road
Sanford, NC 27332
LEE County
(919) 258-3806
Additional Phone:(919) 258-3571

BUCKWHEAT FARM
2700 Holland Road
Apex, NC 27502
WAKE County
(919) 303-0339
Additional Phone:(919) 244-6947

CAROLINA COUNTRY FRESH MARKET
P.O. Box 477
Robersonville, NC 27871
MARTIN County
(252) 795-2926

DANIEL FARM
2716 East Wait Avenue
Wake Forest, NC 27587
WAKE County
(919) 524-1507
Additional Phone:(919) 556-3265

ENOCH WINERY & VINEYARD
3735 NC Highway 50 S.
Benson, NC 27504
JOHNSTON County
(919) 894-5731
Additional Phone:(919) 207-0100

GANYARD HILL FARM
319 Sherron Rd
Durham, NC 27703
DURHAM County
(919) 596-8728
Additional Phone:(919) 812-7370
1606 Picket Road
Sanford, NC 27332
LEE County
(919) 498-6727

INDIGO FARMS
1542 HICKMAN RD
CALABASH, NC 28467
BRUNSWICK County
(910) 287-6794
Additional Phone:(910) 287-3865

ISELEY FARMS
2950 Burch Bridge Road
Burlington, NC 27217
ALAMANCE County
(336) 564-3323

APPLE HILL ORCHARD AND CIDER MILL
5205 Appletree Lane
Morganton, NC 28655
BURKE County
(828) 437-1224
Additional Phone:(877) 437-1224

BIG HORSE CREEK FARM
P.O. Box 70
Lansing, NC 28643
ASHE County
(336) 384-1134

BYNUM PEACH FARM & NURSERY
123 Gallimore Road
Ellerbe, NC 28338
RICHMOND County
(910) 652-2204

COSTON FARM, LLC
742 Apple Valley Road
Hendersonville, NC 28792
HENDERSON County
(828) 685-8352
Additional Phone:(828) 685-3753

DEER SPRINGS FARM
4403 Shuford Lake Road
Lawndale, NC 28090
CLEVELAND County
(704) 538-6060
Additional Phone:(704) 300-8210

FARMER MAC'S BERRIES
184 Berry Patch Road
Hampstead, NC 28443
PENDER County
(910) 270-4618
Additional Phone:(910) 270-4611

GARLAND TRUFFLES
3020 Ode Turner Road
Hillsborough, NC 27278
ORANGE County
(919) 732-3041
Additional Phone:(919) 536-9933
90 Ham Produce Road
Snow Hill, NC 28580
GREENE County
(252) 747-2647
Additional Phone:(888) 568-0596

INGRAM FARM
6121 Riverdale Dr
High Point, NC 27263
GUILFORD County
(336) 431-2366
Additional Phone:(336) 434-6980

JACKSON DAIRY
1596 Dairy Road
Dunn, NC 28334
SAMPSON County
(910) 567-2721
Additional Phone:(910) 567-6648

AYERS PRODUCE
p.o. box 1059
Ramseur, NC 27316
RANDOLPH County
(336) 824-2752
Additional Phone:(336) 685-0853

BRUTON VINEYARD, LLC
P O Box 57, 547 NC 211 Hwy
Eagle Springs, NC 27242
MOORE County
(910) 673-3248
Additional Phone:(910) 862-7501

CALAHALN FARMS
510 Calahaln Road
Mocksville, NC 27028
DAVIE County
(336) 909-2240
Additional Phone:(336) 492-7340

D & L FARMS, INC.
3020 Hwy 54 West
Chapel Hill, NC 27516
ORANGE County
(919) 929-4909
Additional Phone:(919) 923-5856

DREAMFIELD FARMS
128 Webb Rd.
Dunn, NC 28334
HARNETT County
(919) 524-9191
Additional Phone:(919) 524-9190

FRESH-PIK PRODUCE, INC.
7802 Sadie Road
Kenty, NC 27542
WILSON County
(252) 237-1260

GREEN BIZ NURSERY
3769 Wilmington Hwy
Fayetteville, NC 28306
CUMBERLAND County
(910) 323-8811
Additional Phone:(910) 323-8832
6345 Christmas Tree Ln.
Vale, NC 28165
LINCOLN County
(704) 276-1835
Additional Phone:(704) 276-2726

IRA CLINE FARM
4444 Lee Cline Road
Conover, NC 28613
CATAWBA County
(828) 464-5942

JEFFREYS STRAWBERRY PATCH
69 Berry Lane
Bunn, NC 27508
FRANKLIN County
(919) 496-4626
Additional Phone:(919) 496-8864

click on
see
next
page



Buckwheat Farm

Pick-Your-Own Strawberries

About Us:

We are a family owned business, specializing in Pick-Your-Own Strawberry production. We also have various jams and jellies made from locally grown fruits.

Besides Strawberry picking, there are various animals to see on our farm. We have horses, goats, guinea fowl, chickens and pea fowl.

We encourage you to inquire about Company Outings and visits for Preschool and Daycare Groups.

Our Products:

PYO Strawberries
Jams and Jellies
Honey

Directions:

Located on Holland Road, 3 miles south of Apex.
From the intersection of South Salem Street and NC#55, travel away from Downtown Apex for 3 miles on South Salem Street (Old US#1). Turn right on Holland Road and travel 0.8 miles. Turn left onto Leeway Farm Road, follow road to the field.

Hours of Operation:

Mid-April to Early June
Mon.- Sat. 8AM to 7PM
Sun. 10AM to 5PM

Web Site:

buckwheatfarm.com

Where you can find our products:



Proud member of the Goodness Grows in North Carolina program.

General Store Home | [NCDA&CS Home Page](#)
Site Hosted by North Carolina Department of Agriculture & Consumer Services

Special News:

Buckwheat Farm
Karma Lee
2700 Holland Road
Apex, NC 27502
WAKE County
Phone: 919-303-0339
Fax: 919-303-4793
buckwheatfarm@bellsouth.net

When you are ready to join the

NORTH CAROLINA

AGRITOURISM

NETWORKING

ASSOCIATION

- ANA -

here is the information you can review...

Mission Statement

The ANA will serve as a statewide proactive advocate for agritourism farmers and as a liaison between and among state-level organizations, field organizations, nonprofits and landowners to support and facilitate agritourism.

The NC ANA is an unincorporated nonprofit with a Board of Directors and bylaws.

Mission Statement of the NC Agritourism Networking Association (ANA)



Mission Statement of the NC Agritourism Networking Association (NC ANA)

"The ANA will serve as a statewide proactive advocate for agritourism farmers and as a liaison between and among state-level organizations, field organizations, nonprofits and rural landowners to support and facilitate agritourism."

NC ANA Membership Application | ANA Newsletters | ANA Bylaws

NC ANA Goals

The organization will enable agritourism farmers to share best practices, network with peers, discuss and find answers to challenges, celebrate successes, and advocate for needed resources.

The ANA will work to find solutions to achieve the following goals listed in priority order by the initial task force: Easily accessible and affordable liability insurance; consistent zoning and planning regulations; marketing support and resources; highway and site signage; safety; funds for costs of startup; and partnering with other rural arts activities.

The thirteen steps listed below are designed to meet these goals.

1. Provide education and training for potential and current agritourism farmers. Hold a statewide conference in the early part of each year and workshops for the ANA districts to educate and inform ANA members and others interested in promoting agritourism, and recruit new ANA members.
2. Educate and promote agritourism to the public, tourism professionals, the media and potential farmers, through resource materials, workshops, press releases, media interviews and public speaking. Statewide Agritourism Directory with over 250 entries distributed in 2006 and 2007; 100,000 agritourism maps with over 200 entries distributed to state Welcome Centers and other tourist destinations in 2009; updated Agritourism brochure distributed to Welcome Centers and other tourism agencies and individuals – new edition 2010; update "So You Want to Start an Agritourism Farm?" package for new agritourism farms available at www.ncagr.gov/agritourism.
3. Create a portal of information resources available at www.ncagr.gov/agritourism.
4. Advocate for insurance availability at reasonable cost; educate insurance industry, elected officials and policy-makers on definition of "farm," "agritourism farm." "Limit Liability for Agritourism Farms" law is found at ncagr.gov/agritourism.
5. Network and share information and resources between and among agritourism farmers via emails and US mail sent to members and others by Agritourism Office; list serve available to ANA members only - ncana.members@lists.ncmail.net. The ANA newsletter is available at ncagr.gov/agritourism and assists members with sharing information.
6. Conduct research that will provide information on the demographics of agritourism farming to help farmers determine economic feasibility of developing and operating agritourism farms.
7. Research on determining the saturation and competition for sustainable markets.
8. Find grants and other funding sources for agritourism farming. Find funding to update professional NC DA&CS 2005 agritourism survey and brochure, January 2006.
9. Advocate for policy development on local and statewide level to help with challenges to agritourism farms.
10. Advocate for consistent local zoning policies to help sustain the family farm through agritourism.
11. Advocate for agritourism financial support before local, state and federal officials as appropriate. NC HB 143 – Exempt Agritourism Activities from the Privilege Tax on Amusements – became law July 2005.
12. Keep current data base of ANA agritourism farmers similar to the Agritourism website on the General Store.

Rev. March 2010

North Carolina Agritourism Networking Association

The NC Agritourism Networking Association (ANA) provides a way for agritourism farmers, extension agents and rural tourism service providers to network, exchange information and tips. There are close to 300 members. We strive to support our members through an annual day-long conference and district workshops in the spring. We also have a members-only list serve for exchange of information and finding answers to questions. There are district directors, two from each of six districts, who are ANA Board members and work within their district to help farmers with agritourism interest, farms and vineyards. The ANA is an unincorporated non-profit with a Federal ID number.

The Agritourism Liability Warning 2005 statute adds protection to you in addition to your agritourism liability insurance. It does not take the place of liability insurance. You want to protect your assets and yourself against claims filed in case of accidents. Using the signs as described in the law. The link to the law is "Limit Liability for Agritourism Farms Statute" on www.ncagr.gov/agritourism.

You can make the signs, or have them made, if you follow the instructions in the text of the law. However, ANA will mail two professional signs to new Active members of ANA. If you want additional signs, they are \$7.50 each (see ANA membership form).

If you join as a Sponsor member, you can 'up' your membership to Active for an additional \$10 at a future date, and you will receive two free signs at that time. You will have to indicate on the renewal membership form that you were a Sponsor member for our records.

Resources from ANA and the Agritourism Office include names of insurance agents who can help you find appropriate agritourism liability insurance. Also on ncagr.gov/agritourism is a booklet called "So You Want to Start an Agritourism Farm?" with sections on starting an agritourism farm, marketing resources, and information about the ANA.

When you join ANA, you will get email information about information of interest. If you do not have email, important information will be mailed to you.

Join us as we support and encourage agritourism farmers in North Carolina!

"Agritourism is Value-Added Agriculture!"

Martha Glass, ANA Executive Director
Manager, Agritourism Office, NCDA&CS
martha.glass@ncagr.gov 919-733-7887 x.276

EXPLANATION OF EFFECT OF 2005 LIMIT LIABILITY LAW ON
AGRITOURISM FARMERS IN NORTH CAROLINA
SESSION LAW 2005-236

The law says that an agritourism farm operator is not liable for injury or death of a participant resulting from the inherent risks of the agritourism activity, as long as the following warning is posted. However, this law does not take the place of liability insurance.

'WARNING

Under North Carolina law, there is no liability for an injury to or death of a participant in an agritourism activity conducted at this agritourism location if such injury or death results from the inherent risks of the agritourism activity. Inherent risks of agritourism activities include, among others, risks of injury inherent to land, equipment, and animals, as well as the potential for you to act in a negligent manner that may contribute to your injury or death. You are assuming the risk of participating in this agritourism activity.'

The text of the law in full can be found at ncagr.com/agritourism. Click on "Limit Liability for Agritourism Farms" in the side column. An explanation of the benefits of the signs is also located in that column. Additional legislation affecting County Fairs is also found at that site. The site is "County Fair Liability."

The warning sign needs to be posted in a clearly visible location at or near the entrance to the agritourism facility where visitors will see it when arriving at the location, and also posted at the site(s) of the agritourism activity. The warning language must also be included in any written contracts with other customers or vendors.

The explanation below is provided by the General Counsel for the Dept. of Agriculture and Consumer Services to explain the purpose of using the signs.

The law is intended to discourage lawsuits against agritourism operators by making participants aware of the inherent risks of agritourism activities. It does not protect you from liability if you are negligent or if you fail to take reasonable steps to correct unsafe conditions on your property. Although not required under this law, you can also discourage lawsuits by posting other signs to make participants aware of dangerous conditions that cannot be corrected, such as "No Swimming or Wading" around ponds, or "Keep Out" in equipment storage areas.

From Dahr Tanoury, Torts Attorney in the NC Attorney General's Office.

Regarding warning signs, from a litigation standpoint, I welcome them. The more obvious a potential hazard is to a visitor, the better for me in proving that the plaintiff should have been aware of the hazard and failed to exercise proper care in avoiding same, eg, a big orange sign staring them in the face warning them of the kicking horses. Though the sign might not win the day, it will go a long way in doing so. (July 2006)

For more information on obtaining Liability Warning Signs, go to ncagr.com/agritourism. You do not have to join ANA to buy signs. See text of law (above). However, signs available through ANA are vinyl and virtually weather-proof.

Contact Martha Glass, Agritourism Office, at martha.glass@ncmail.net or call the Agritourism Office at 919-733-7887 for additional information.

GENERAL ASSEMBLY OF NORTH CAROLINA
SESSION 2005

SESSION LAW 2005-236
HOUSE BILL 329

AN ACT TO LIMIT LIABILITY ARISING FROM CERTAIN AGRITOURISM ACTIVITIES.

The General Assembly of North Carolina enacts:

SECTION 1. Chapter 99E of the General Statutes is amended by adding a new Article to read:

"Article 4.
"Agritourism Activity Liability.

"§ 99E-30. Definitions.

As used in this Article, the following terms mean:

- (1) Agritourism activity. – Any activity carried out on a farm or ranch that allows members of the general public, for recreational, entertainment, or educational purposes, to view or enjoy rural activities, including farming, ranching, historic, cultural, harvest-your-own activities, or natural activities and attractions. An activity is an agritourism activity whether or not the participant paid to participate in the activity.
- (2) Agritourism professional. – Any person who is engaged in the business of providing one or more agritourism activities, whether or not for compensation.
- (3) Inherent risks of agritourism activity. – Those dangers or conditions that are an integral part of an agritourism activity including certain hazards, including surface and subsurface conditions, natural conditions of land, vegetation, and waters, the behavior of wild or domestic animals, and ordinary dangers of structures or equipment ordinarily used in farming and ranching operations. Inherent risks of agritourism activity also include the potential of a participant to act in a negligent manner that may contribute to injury to the participant or others, including failing to follow instructions given by the agritourism professional or failing to exercise reasonable caution while engaging in the agritourism activity.
- (4) Participant. – Any person, other than the agritourism professional, who engages in an agritourism activity.
- (5) Person. – An individual, fiduciary, firm, association, partnership, limited liability company, corporation, unit of government, or any other group acting as a unit.

"§ 99E-31. Liability.

(a) Except as provided in subsection (b) of this section, an agritourism professional is not liable for injury to or death of a participant resulting from the inherent risks of agritourism activities, so long as the warning contained in G.S. 99E-32 is posted as required and, except as provided in subsection (b) of this section, no participant or participant's representative can maintain an action against or recover from an agritourism professional for injury, loss, damage, or death of the participant resulting exclusively from any of the inherent risks of agritourism activities. In any action for damages against an agritourism professional for agritourism activity, the agritourism professional must plead the affirmative defense of assumption of the risk of agritourism activity by the participant.

(b) Nothing in subsection (a) of this section prevents or limits the liability of an agritourism professional if the agritourism professional does any one or more of the following:

- (1) Commits an act or omission that constitutes negligence or willful or wanton disregard for the safety of the participant, and that act or omission proximately causes injury, damage, or death to the participant.
- (2) Has actual knowledge or reasonably should have known of a dangerous condition on the land, facilities, or equipment used in the activity or the

injury, damage, or death to the participant.

(c) Nothing in subsection (a) of this section prevents or limits the liability of an agritourism professional under liability provisions as set forth in Chapter 99B of the General Statutes.

(d) Any limitation on legal liability afforded by this section to an agritourism professional is in addition to any other limitations of legal liability otherwise provided by law.

"§ 99E-32. Warning required.

(a) Every agritourism professional must post and maintain signs that contain the warning notice specified in subsection (b) of this section. The sign must be placed in a clearly visible location at the entrance to the agritourism location and at the site of the agritourism activity. The warning notice must consist of a sign in black letters, with each letter to be a minimum of one inch in height. Every written contract entered into by an agritourism professional for the providing of professional services, instruction, or the rental of equipment to a participant, whether or not the contract involves agritourism activities on or off the location or at the site of the agritourism activity, must contain in clearly readable print the warning notice specified in subsection (b) of this section.

(b) The signs and contracts described in subsection (a) of this section must contain the following notice of warning:

'WARNING

Under North Carolina law, there is no liability for an injury to or death of a participant in an agritourism activity conducted at this agritourism location if such injury or death results from the inherent risks of the agritourism activity. Inherent risks of agritourism activities include, among others, risks of injury inherent to land, equipment, and animals, as well as the potential for you to act in a negligent manner that may contribute to your injury or death. You are assuming the risk of participating in this agritourism activity.'

(c) Failure to comply with the requirements concerning warning signs and notices provided in this subsection will prevent an agritourism professional from invoking the privileges of immunity provided by this Article."

SECTION 2. This act becomes effective January 1, 2006, and applies to agritourism activities, as defined in G.S. 99E-30 as enacted in Section 1 of this act, that occur on or after that date.

In the General Assembly read three times and ratified this the 20th day of July, 2005.

s/ Marc Basnight
President Pro Tempore of the Senate

s/ James B. Black
Speaker of the House of Representatives

s/ Michael F. Easley
Governor

Approved 2:01 p.m. this 29th day of July, 2005

2011 N.C. Agritourism Networking Association MEMBERSHIP APPLICATION

2011 ANA Annual Conference – February 17-18 – Registration on www.ncagr.gov/agritourism

Active Members: Farmers currently operating or aspiring to operate an agritourism or direct marketing operation pay active member dues, shall have voting rights, and may serve as an officer or district director. Extension staff agritourism farmers may be Active members. All family members are Active members, but have only one vote per farm. **Dues: \$30.00**

**** New Membership Categories: 5 Year Membership: \$100 10 Year Membership: \$175 ****

Century Farm Active Members: Century Farm (CF) owners are recognized and honored with **free membership & the first set of liability signs is free**. Application & a list of member farms are found at www.ncagr.gov/paffairs/century.

Sponsor Members: Individuals, organizations, and/or firms whose activities or programs support the Association and who may be interested in **becoming agritourism farmers**. Examples: farmers, extension agents; in-town B&Bs, farm stores, restaurants; rural craftpersons; agritourism insurance agents, farm agencies, Chambers of Commerce, Visitors Bureaus, tourism professionals and rural tourism supporters. Sponsor members can serve as District Directors. **Dues: \$20.00**

Junior Members: Individuals or youth organizations, in senior high school or college, aspiring to operate an agritourism farm or direct marketing operation or with an interest in agricultural educational opportunities. **Dues: \$5.00**

MEMBERSHIP APPLICATION - Go to www.ncagr.gov/agritourism
Dues year: January – December 2011 --- Dues Deadline February 28, 2011

MAKE CHECKS TO “NC ANA”

**MAIL TO: Martha Glass
Agritourism Office
1020 Mail Service Center
Raleigh NC 27699-1020**

**NC AGRITOURISM NETWORKING ASSOCIATION
2011 MEMBERSHIP APPLICATION & DUES
PLEASE PRINT CLEARLY**

Date of Application: _____ **Phone: (h)** _____

Phone: (o) _____

Contact Name _____ **Phone: (c)** _____

Street/ PO Box _____ **City** _____ **Zip** _____

Name of Farm/Business/Agency: _____ **Century Farm** _____

Email: _____ **County:** _____ **District** _____

Website: _____ **Facebook Page:** _____

Agritourism Farmer ___ **Cooperative Ext. Staff** ___ **Rural/Agritourism Service Provider** ___

****** ___ \$100 – Five Year ANA Membership ___ \$175 – Ten Year ANA Membership ******

___ \$30 – 2011 **New:** Active/CF member – 2 Liability Warning Signs Free w/ New Membership

___ \$30 – 2011 **Renewing:** Active ___ \$20 - Sponsor ___ \$5 - Junior ___ \$0 - Century Farm

___ No dues – 2011 **Renewing** Century Farm member

___ \$7.50 Liability Warning Signs Requested **Total: \$** _____

\$ _____ **Total Amount Paid for Membership and/or Signs**