



Fact Sheet

Alternative Income Enterprises—Resource List

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Alternative Income Opportunities—Utilizing Natural Resources

If you are a Maryland landowner who wants to generate income from your woodland or farmland while maintaining the long-term conservation of the property, you may be interested in starting an alternative income enterprise that utilizes your natural resources. These enterprises can involve forest products, aquaculture, mushroom, and charging fees for recreational or other use of your land. Alternative income enterprises differ from traditional farm and forest enterprises in that they usually center on value-added or specialty products or services. Many alternative enterprises begin as hobbies and evolve into businesses after the owner gains knowledge about marketing, production, and profitability. Nearby metropolitan areas offer vast markets for these enterprises.

There are many reasons why landowners pursue alternative income enterprises. Whatever your motivation, the first step in selecting a profitable and enjoyable enterprise is to access the following information:

- personal, family, and business goals;
- an inventory of your resources;
- information about local and regional markets; and
- an analysis of the production feasibility, profitability, and potential cash-flow of the enterprise.

A workbook entitled “Farming Alternatives: A Guide to Evaluating the Feasibility of New Farm-Based Enterprises” (NRAES 32) is available from your local Cooperative Extension Service office for \$6 to guide you through this first step. A video on natural resources income opportunities, also available for loan or sale (\$18) from your local Extension office, features interviews with entrepreneurs involved in various enterprises and highlights the challenges and rewards. Your local Extension Service office can provide additional information on new publications and opportunities.

In addition to general information sources, this fact sheet provides a list of resources on the following alternative enterprises:

- **Aquaculture and fee fishing.** Raising fish for market and operating a fee fishing pond are income-producing opportunities.
- **Bed-and-breakfast.** Providing overnight accommodations in an informal, homey atmosphere can be an enjoyable income-producing enterprise.
- **Christmas tree production.** Trees grown for wholesale, choose-and-cut, and wreath production provide seasonal income.
- **Forest products.** In addition to Christmas tree production, forest products that generate income include fuelwood (which is usually compatible with forest and wildlife management operations), timber, custom sawmilling, and wood kiln processing.
- **Gamebird propagation.** Gamebirds can be raised for hunting or food markets.
- **Mushroom production.** Shiitake and other mushroom species can be sold to local grocery stores, restaurants, and farmers markets.

- **Recreational access.** A recreational access fee is an amount of money charged by the landowner for consumptive and nonconsumptive uses of the land. Consumptive uses include hunting and fishing. Nonconsumptive uses include bird watching, cross-country skiing, hayrides, hiking, sporting clays, and water study.

The sources are divided into three categories: organizations; workshops and seminars; and published information.

Although this fact sheet centers on information available for selected alternative income opportunities, there are many other possibilities. Information on additional opportunities is available from your local Extension office, and a list of other possible alternative enterprises is included at the end of this fact sheet.

Organizations

Aquaculture and Fee Fishing

Maryland Aquaculture Association. This association, formed in 1989, is a good source of aquaculture information. The association sponsors field days and other opportunities for new growers to learn about aquaculture. For information, contact the Maryland Aquaculture Association at P.O. Box 246, Thurmont, MD 21788.

Maryland Office of Aquaculture. This office provides information on regulations, permits, and special programs. For information, contact the office at 50 Harry S. Truman Parkway, Annapolis, MD 21401, (301) 841-5724.

Natural Resources Conservation Service. This service provides assistance with pond problems and offers free soil surveys. See the blue pages of the phone book for the phone number of your county office.

University of Maryland Cooperative Extension Service. Aquaculture specialists with the Sea Grant Extension Programs provide educational programs, research, publications, and demonstration areas at several sites across the State. For more information, contact the University of Maryland Cooperative Extension Service, Wye Research and Education Center, P.O. Box 169, Queenstown, MD 21658, (410) 827-8056; or contact the Sea Grant Extension Programs, 2218 Symons Hall, College Park, MD 20742, (301) 405-1280; or contact University of Maryland Cooperative Extension Service, Western Maryland Research and Education Center,

18330 Keedysville Road, Keedysville, MD 21756, (301) 432-2767.

Bed-and-Breakfast

Maryland Bed-and-Breakfast Association. This trade association provides information and assistance for bed-and-breakfast businesses in Maryland. For information, contact the association at P.O. Box 23324, Baltimore, MD 21203.

Christmas Tree Production

Maryland Christmas Tree Association. This association holds winter and summer workshops every year. For more information about the annual meetings, write to the Maryland Christmas Tree Association, 826 Spring Dale Road, New Windsor, MD 21776 or call (301) 875-0272.

National Christmas Tree Association. For information about this national association, contact the National Christmas Tree Association, 611 East Wells Street, Milwaukee, WI 53202 or call (414) 276-6410.

Virginia Christmas Tree Growers Association. This association holds several workshops each year. For more information, contact the Virginia Christmas Tree Growers Association, HCR60, Box 41-T, Deerfield, VA 22432.

Forest Products

American Forestry Association. Membership (\$30 per year) in this association includes a subscription to *American Forests* magazine and The "Urban Forest Forum" newsletter. For more information, write to the American Forestry Association, P.O. Box 2000, Washington, DC 20013.

American Paulownia Association, Inc. This association's purpose is to advance the production and marketing of paulownia for profit in the United States. Membership (\$20) includes a subscription to the association's newsletter. For more information, write to the American Paulownia Association, Inc., Route 3, Box 1600, Sweetwater, TN 37874.

American Pulpwood Association. The members of this national trade association are primarily loggers and industrial foresters. The association promotes the safe and efficient harvest and transportation of forest products from the woods to the mill. A newsletter and other information is available by subscription. For information, contact the American Pulpwood Association, Inc. at 1025 Vermont Avenue, NW,

Suite 1020, Washington, DC 20005, (202) 347-2900.

American Tree Farmers. This organization is oriented toward landowners who actively manage their properties for forest products and wildlife. The State program is administered by county foresters from the Maryland Department of Natural Resources, as well as private forestry consultants and industrial foresters. Information is available from the American Tree Farm System, American Forest Council, 1250 Connecticut Avenue, NW, Washington, DC 20036 or by calling the Maryland Forest Service at (410) 974-3776.

Appalachian Export Center for Hardwoods. This center provides information, assistance, and educational workshops on exporting hardwoods. A free newsletter is available. Contact the center by writing to Appalachian Export Center for Hardwoods, P.O. Box 6061, Morgantown, WV 26506-6061 or by calling (304) 293-7577.

Appalachian Hardwood Center. This center provides information, assistance, and educational workshops dealing with a range of forest products, such as custom sawmilling, kiln-drying, and wood utilization. Contact the center by writing to the College of Agriculture and Forestry, Division of Forestry, Appalachian Hardwood Center, 205-F Percival Hall, Morgantown, WV 26506-6125 or by calling (304) 293-7550.

Center for Forest Products Marketing. This center is a cooperative venture of industry, government, and academia. It provides market-oriented training and information for the forest products industry through short courses, publications, and newsletters. Contact the center by writing to the Center for Forest Products Marketing, 1650 Ramble Road, Blacksburg, VA 24061-0503 or by calling (703) 231-5876.

Forest Farmers Association. This grassroots organization of large and small timberland owners represents southern timberland owners at local, regional, and national levels. Membership (\$40 per year) includes a subscription to *Forest Farmer* magazine, which is published six times a year. For more information, contact the Forest Farmer at P.O. Box 95385, Atlanta, GA 30347, (404) 325-2954.

Maryland Chapter of the Walnut Council. This state-level association is part of the national Walnut Council and offers educational meetings and field tours for anyone interested in the pro-

duction and marketing of walnut trees for wood and nuts. For more information, write to Phillip Pannill at 17343 Bakersville Road, Boonsboro, MD 21713, or call (301) 739-7743.

Maryland Department of Natural Resources. The Maryland Department of Natural Resources–Forest Service has county foresters and stewardship biologists who will visit your property and provide management assistance in the form of a forest stewardship plan and names of professionals to help implement the plan. The department also provides information on cost-share programs to help implement the plan. The department also sells seedlings. For more information, write to the Maryland Department of Natural Resources, Forest Service, Tawes State Office Building, E-1, Annapolis, MD 21401 or call (410) 974-3776.

Maryland Forests Association. This association's annual meeting is held in late fall. Individual membership (\$20 per year) includes a subscription to the "Crosscut" newsletter. Membership is recommended for anyone with an interest in forestry in Maryland. Contact the association by writing to Maryland Forests Association, P.O. Box 599, Grantsville, MD 21536 or call (301) 895-5369.

National Woodland Owners Association. Membership (\$15 per year) in this association includes a subscription to the monthly "Woodland Report" and *National Woodlands* magazine. For membership information, write to the National Woodland Owners Association at 374 Maple Avenue, E. Suite 210, Vienna, VA 22180 or call (800) 476-8733.

North American Maple Syrup Council. For information about this national association for producers, write to the North American Maple Syrup Council at 387 Country Road, Woodstock, CN 06281 or call (203) 974-1235.

Pennsylvania Maple Syrup Association. This association's Somerset branch is the closest state association available to Western Maryland producers. For information, write to Jane Wable at Wables Camp, P.O. Box 171, Fort Hille, PA 15540.

Gamebird Propagation

North American Gamebird Association, Inc. This trade association produces many publications and videos, sponsors short courses and an annual convention, and sells liability insurance for hunting preserves. For information,

write to the North American Gamebird Association, Inc. at P.O. Box 2105, Cayce-West Columbia, SC 29171.

Pennsylvania Game Breeders Association. To contact this association, write to Pennsylvania Game Breeders Association, 288 Levensgood Road, Douglasville, PA 19518.

Virginia Game Breeders and Hunting Preserve Association. To contact this association, write to the Virginia Game Breeders and Hunting Preserve Association, c/o J. M. Casero, P.O. Box 304, SR 691, Greenwood, VA 22943

Mushroom Production

Appalachian Mushroom Growers. This is an informal association for small-scale mushroom growers in Maryland, Virginia, and West Virginia. The association provides information about proven spawn sources, marketing, and production techniques. For more information, send a self-addressed, stamped envelope to Maryellen Lombardi, Route 1, Box 30 BYY, Hayward, VA 22722 or call (703) 923-4774.

Forest Resource Center. Started in 1984, this center is an information clearinghouse for shiitake growers. An initial subscription to "Shiitake News," including back issues, is \$25. The annual renewal fee is \$15. For more information, contact the Forest Resource Center, Route 2, Box 156A, Lanesboro, MN 55949.

University of Maryland Cooperative Extension Service. Information about educational programs and publications are available from the University of Maryland Cooperative Extension Service, Western Maryland Research and Education Center at 18330 Keedysville Road, Keedysville, MD 21756, (301) 432-2767; or from the University of Maryland Cooperative Extension Service, Wye Research and Education Center at P.O. Box 169, Queenstown, MD 21658, (410) 827-8056.

Recreational Access

Clemson University Cooperative Extension Service. The Extension Service in cooperation with other partners has sponsored fee-hunting symposiums on a periodic basis. Proceedings from past symposiums are printed and available while supplies last. For information on past proceedings or future programs, write to Greg Yarrow, Extension Wildlife Specialist, Clemson University, Box 320362, Lehotsky Hall, Clemson, SC 29634-0362 or call (803) 656-7270.

General Information

Cornell University Farming Alternative Program. This program, an excellent source of information for producers of nontraditional products and services, offers numerous publications on such farming alternatives as aquaculture, horticultural crops, exotic livestock, mushrooms, poultry, and cut flowers. The program also offers a newsletter for a nominal fee. For a list of resources, write to the Farming Alternative Program, Department of Rural Sociology, Warren Hall, Cornell University, Ithaca, NY 14853 or call (607) 255-9832.

Maryland Small Business Development Center. This center provides services to new and existing businesses. Regional offices offer training and continuing education at minimal cost, free counseling, information services, and special programs. Each regional office, the counties it serves, and the phone numbers are as follows:

- Western Region (Garrett, Allegany, and Washington Counties), 1-800-457-7232.
- Central Region (Baltimore City, and Anne Arundel, Baltimore, Carroll, Cecil, Harford, and Howard Counties), 1-800-834-7232.
- Southern Region (Calvert, Charles, and St. Mary's Counties), 1-800-762-7232.
- Eastern Region (Eastern Shore counties), 1-800-999-7232.

Workshops and Seminars

Aquaculture and Fee Fishing

Aquaculture in the Mid-Atlantic. This annual conference offers information on aquaculture production, financing, marketing, and processing and is a cooperative effort between the Maryland, Virginia, Delaware, New Jersey, Pennsylvania, and West Virginia Cooperative Extension Services. The conference location varies each year. For more information, write to Donald Webster, University of Maryland Cooperative Extension Service, Wye Research and Education Center, P.O. Box 169, Queenstown, MD 21658 or call (410) 827-8056.

Forest Products

Central Maryland Forest Stewardship Seminar. This seminar for forest landowners is held annually each fall in either Harford or Baltimore County. Information is available from

the Harford County Extension office at P.O. Box 663, Forest Hill, MD 21050 or (410) 638-3255.

Delmarva Forestry Seminar. This annual seminar for forest landowners is held in September or October, alternating between Maryland and Delaware. Information is available from the University of Maryland Cooperative Extension Service, Wye Research and Education Center at P.O. Box 169, Queenstown, MD 21658, (410) 827-8056.

Fall Forest Festival (Eastern Shore) and the Western Maryland Loggers and Forestry Field Day (Garrett County). These two field day programs are sponsored by the Maryland Forests Association. The field days provide an opportunity for entrepreneurs interested in firewood processing, custom sawmilling, and timber harvesting to see the available equipment demonstrated and to talk with manufacturer representatives. For more information and field day dates, write to the Maryland Forests Association at P.O. Box 699, Grantsville, MD 21536 or call (301) 895-5369.

Income Opportunities Utilizing Natural Resources. Various meetings are held in locations throughout the State and in neighboring states. Information on programs and publications is available from the University of Maryland Cooperative Extension Service, Western Maryland Research and Education Center at 18330 Keedysville Road, Keedysville, MD 21756, (301) 432-2735; or from the University of Maryland Cooperative Extension Service, Wye Research and Education Center, P.O. Box 169, Queenstown, MD 21658, (410) 827-8056.

Mid-Atlantic Forest Stewardship Seminar. This annual seminar for forest landowners is held the first Saturday in November in Frederick. Information is available from the Frederick County Extension Office at 330 Montevue Lane, Frederick, MD 21702 or (301) 694-1594.

Southern Maryland Forestry Seminar. This annual seminar for forest landowners, sponsored by Southern Maryland Resource Conservation and Development, is held in Southern Maryland, usually in March. For more information, call (301) 934-9290 or (301) 345-4347.

Mushroom Production

Penn State College of Agriculture Specialty Mushroom Workshop and Seminar. Every year around June, Penn State offers a workshop and seminar at the J.O. Keller Conference Center

that highlights new research and information on production and marketing of specialty mushrooms. For information or to be placed on the mailing list, write to the Mushroom Workshop, Pennsylvania State University, 306 AG Administration Building, University Park, PA 16802 or call (814) 865-8301.

University of Maryland Cooperative Extension Service. Information about educational programs and publications is available from the University of Maryland Cooperative Extension Service, Western Maryland Research and Education Center, 18330 Keedysville Road, Keedysville, MD 21756, (301) 432-2767; and from the University of Maryland Cooperative Extension Service, Wye Research and Education Center, P.O. Box 169, Queenstown, MD 21658, (410) 827-8056.

Published Information

In the following list of resources, publications are available free of charge unless otherwise noted. The materials contained in this section are listed by the organization that offers them to the public.

Aquaculture and Fee Fishing

Aquaculture magazine. This magazine, an excellent source of up-to-date information on a rapidly changing enterprise, and the accompanying guide, an excellent source of commercial suppliers, are available from *Aquaculture* magazine, P.O. Box 2329, Asheville, NC 28802.

- *Aquaculture* (\$15, includes 12 issues)
- "Buyer's Guide" (\$12)

Doug Peterson. This author for *IN-Fisherman* magazine has written many articles on organizing fishing tournaments. He has produced a 5-tape video series that provides how-to information on planning successful fishing tournaments. To order the series, send your check to Doug Peterson, 836 Third Avenue, #209, Excelsion, MN 55331 or call (612) 444-6130.

- "Organizing a Fishing Tournament," \$159.95

Northeast Regional Agricultural Engineering Service. The following publication is available from NRAES, 152 Riley-Robb Hall, Cooperative Extension, Ithaca, NY 14853-5701 or call (607) 255-7654.

- "Engineering Aspects of Intensive Aquaculture," NRAES-49, \$30

Southern Rural Development Center. The following publication is available from the Southern Rural Development Center, Box 5446, Mississippi State University, Mississippi State, MS 39762:

- “Fee Fishing as an Economic Alternative for Small Farms”

University of Maryland Cooperative Extension Service. The following publications are available from the University of Maryland Cooperative Extension Service, Western Maryland Research and Education Center, 18330 Keedysville Road, Keedysville, MD 21756, (301) 432-2767; or from the Wye Research and Education Center, P.O. Box 169, Queenstown, MD 21658, (410) 827-8056:

- “Cage Culture in Maryland”
- “The Culture of Striped Bass and Its Hybrids in Cages”
- “Figuring Production Costs in Finfish Aquaculture”
- “Fish Culture in Maryland: Weighing the Pros and Cons”

Virginia Cooperative Extension Service. The following publications are available from Fisheries Publications, Virginia Cooperative Extension Service, Department of Fisheries and Wildlife, Cheatham Hall, Virginia Tech, Blacksburg, VA 24061:

- “Freshwater Fish Farming in Virginia: Selecting the Right Fish To Raise,” 420-010
- “Should You Attempt Fish Farming?” 420-897
- “Solutions to Common Farm Pond Problems,” 420-019
- “Stocking Sportfish in Virginia Ponds: Methods and Commercial Supply Sources,” 420-009

Wye Research and Education Center. Two free newsletters on aquaculture and marine developments in Maryland are available from the University of Maryland Cooperative Extension Service, Wye Research and Education Center, P.O. Box 169, Queenstown, MD 21658, (410) 827-8056.

- “Marine Notes”
- “Maryland Aquafarmer”

Bed and Breakfast

University of Illinois. The following publication is available from the University of Illinois, Agriculture Publications Office, 54 Mumford Hall,

1301 West Gregory Drive, Urbana, IL 61801, (217) 333-2007:

- “Developing a Bed and Breakfast,” NCREA 273, \$5

Christmas Tree Production

Ohio Cooperative Extension Service. The following publication is available from the Ohio Cooperative Extension Service, 258 Kottman Hall, 2021 Coffey Road, Columbus, OH 43210-1044:

- “Ohio Christmas Tree Growers Handbook and Update,” about \$13

Paragon Books. The following reference book, published in 1991, is available from Paragon Books. The price includes shipping. Send orders to Paragon Books, P.O. Box 471, Richmond, VT 05477.

- *Using Fertilizers in the Culture of Christmas Trees*, \$14.95

U.S. Government Printing Office. The following four-color publication is available from the Superintendent of Documents at the U.S. Government Printing Office, Washington, DC 20402:

- “Christmas Tree Pest Manual,” 001-0001-00589-4, \$14.

University of Connecticut. Make checks for the following publication payable to University of Connecticut. Send requests and checks to Agriculture Publications, 1376 Storrs Road, U-35, University of Connecticut, Storrs, CT 06269-4035.

- *Southern New England Christmas Tree Growers Manual*, \$5.85

University of Maryland at College Park, College of Agriculture, Department of Horticulture. The following publications are available at county Extension offices and regional research and education centers. (County Extension office phone numbers are listed in the blue pages of the phone book.)

- “Controlling Weeds in Coniferous Seed and Transplant Beds and in Christmas Tree Plantations,” HE 139-89
- “Hawk Perches in a Christmas Tree Plantation,” HE 149-88

Western Maryland Research and Education Center. To obtain a free copy of the following computer program that uses an MS-DOS operating system with Lotus Spreadsheet software, write to Dale Johnson, regional Extension farm management specialist, University of Maryland Cooperative Extension Service, Western

Maryland Research and Education Center, 18330 Keedysville Road, Keedysville, MD 21756 or call (301) 432-7173.

- “Economic Analysis of ‘Choose-and-Cut’ Christmas Tree Production in Maryland,” AREIS 101

Forest Products

Cornell Cooperative Extension Service. Make checks for the following publications payable to Cornell University. Send requests and checks to Distribution Center C, 7 Research Park, Cornell University, Ithaca, NY 14850.

- “Enhancement of Wildlife Habitat on Private Lands,” 147IB 181, \$4
- “Production of Maple Syrup and Other Maple Products,” 147IB 95, \$1.50
- “Sugarbush Management,” 147IB 110, \$1.50
- “Timber Management for Small Woodlands,” 147IB 180, \$5
- “Wildlife and Timber From Private Lands: A Landowner’s Guide to Planning,” 147IB 193, \$5

Maple Syrup Digest. The following quarterly digest is published four times annually and provides many sources of new and used equipment plus information from field editors in 12 U.S. locations and 2 Canadian provinces. For more information or to subscribe, write to Roy Hutchinson, Editor, at P.O. Box 240, Canterbury, NH 03224 or call (603) 783-4468.

- “Maple Syrup Digest,” \$5

Midwest Research Institute. The following publication contains information on opportunities for rural entrepreneurs. The types of opportunities discussed include aromatics, berries, charcoal, chips, cooking wood, decorative wood, forest botanicals, floral products, honey, mushrooms, nuts, recreation, specialty wood products, syrup, and weaving and dyeing materials. Each chapter describes market and competition considerations, distribution and packaging, equipment needs, and marketing. To order a copy, write to the Midwest Research Institute, 425 Volker Boulevard, Kansas City, MO 64110 or call (816) 753-7600.

- “Income Opportunities in Special Forest Products,” \$5

University of Kentucky, Department of Forestry. Send requests for the following publications to Don Graves, Department of Forestry, University of Kentucky, Lexington, KY 40546-0073:

- “Paulownia—A Guide to Establishment and Cultivation,” FOR-39
- “Paulownia—A Potential Alternative Crop for Kentucky,” FOR-11

University of Maryland Cooperative Extension Service. The following publications are available from county Extension offices and regional research and education centers. (County Extension office phone numbers are listed in the blue pages of the phone book.) In addition, lists of paulownia log buyers and seedling suppliers and registered professional forestry consultants in Maryland are also available.

- “How To Grow Paulownia,” EB 319, \$1
- “Woodland Management Series—Developing a Forest Management Plan,” FS 625
- “Woodland Management Series—Marketing Forest Products: The Sales Contract,” FS 628
- “Woodland Management Series—Where To Get Help,” FS 624
- “Woodland Management Series—Glossary of Terms,” FS 620

USDA Forest Service. For a copy of the following USDA Forest Service publication on marketing value-added forest products, write to USDA Forest Service, S&PF, 180 Canfield Street, Morgantown, WV 26505. For a copy of the USDA publication on walnuts, which includes 31 pages of hands-on advice for growers, send requests to Superintendent of Documents, U.S. Government Printing Office, Washington, DC 20402. (Make checks payable to the Superintendent of Documents.)

- “A Marketing Guide for Manufacturers and Entrepreneurs of Secondary-Processed Wood Products in the Northeastern United States”
- “Walnut Notes,” 001-001-00034-3, \$9

West Virginia University Extension Service. Make checks for the following publications payable to West Virginia University. A video series is available that accompanies the Woodland Management Series printed materials. Send requests and checks to West Virginia University Extension Service, P.O. Box 6125, Morgantown, WV 26506-6125.

- “Woodland Management Series—Building Roads,” \$1.50
- “Woodland Management Series—Harvesting It and Renewing It,” \$2
- “Woodland Management Series—Helping It Grow,” \$2

- “Woodland Management Series—How It Grows,” \$2

Western Maryland Research and Education Center. The following quarterly newsletter contains information on forest stewardship and education opportunities. To be placed on the mailing list, write to Branching Out, University of Maryland Cooperative Extension Service, Western Maryland Research and Education Center, 18330 Keedysville Road, Keedysville, MD 21756 or call (301) 432-2767.

- “Branching Out”

Gamebird Propagation

Michigan State University. To order this new publication, send a request and check (made payable to Michigan State University) to Michigan State University Bulletin Office, 10B Agriculture Hall, East Lansing, MI 48824-1039.

- “Managing Gamebirds,” E-692, \$2

Wildlife Harvest Publications. This publisher’s monthly magazine is an excellent resource for suppliers to the gamebird industry and features articles on hunting preserves and raising gamebirds. For information or to subscribe, write to Wildlife Harvest Publications, P.O. Box 96, Goose Lake, IA 52750 or call (319) 242-3046.

- *Wildlife Harvest*, \$25
- “Gamebird Propagation—the Wildlife Harvest System,” \$29.95
- “Hunting Preserves for Sport and Profit,” \$24.95

Ginseng Production

University of Kentucky Cooperative Extension Service. The following publication is available from the Department of Forestry, University of Kentucky, 205 T.P. Cooper Building, Lexington, KY 40546-0073.

- “Cultivating Ginseng in Kentucky,” ID-60

Walnut Meadows Ginseng Company. This grower offers publications and seed, by the ounce or pound, for sale. For specific information, write to Walnut Meadows, Route 3, Box 186, Bruceton Mills, WV 26525 or call (304) 379-3596.

- “Instructions for Growing Ginseng for Profit on Your Own Woodlot”
- “American Ginseng: Green Gold,” \$15

U.S. Government Printing Office. To purchase the following publications, contact the U.S. Government Printing Office, Superintendent of Documents, Washington, DC 20402:

- “Growing Ginseng,” 0-266-023, USDA Farm Bulletin 2201

Mushroom Production

Alabama A&M University. Copies of the proceedings of the National Shiitake Mushroom symposium, an anthology of papers presented at the November 1993 symposium, are available from the Publications Office, Cooperative Extension Program, Alabama A&M University, P.O. Box 967, Normal, AL.

- *Proceedings of the National Shiitake Mushroom Symposium*, \$10

Field and Forest Products, Inc. The following publication is available from Field and Forest Products, Inc., N3296 Kozuzek Road, Peshtigo, WI 54157, (717) 582-4997:

- “Growing Shiitake Mushrooms in a Continental Climate,” \$8

Fungi Perfecti. The following two publications provide complete information on nearly all types of cultivated mushrooms, from raising spawn to fruiting. Write to Fungi Perfecti at P.O. Box 7634, Olympia, WA 98507 or call (206) 426-9292.

- “Growing Gourmet and Medicinal Mushrooms,” \$39.95
- “Mushroom Cultivator,” \$29.95

Ohio Cooperative Extension Service. The following publication is available from the Ohio Cooperative Extension Service, Publications Office, 258 Kottman Hall, 2021 Coffey Road, Columbus, OH 43210-1044:

- “Marketing Ohio Shiitake Mushrooms,” Extension Bulletin 803, \$3.50

University of Maryland Cooperative Extension Service. The following publications are available by contacting the University of Maryland Cooperative Extension Service, Western Maryland Research and Education Center, 18330 Keedysville Road, Keedysville, MD 21756:

- “Developing a Business Plan To Produce and Market Mushrooms”
- “Shiitake Mushroom Recipes for Home or Business Use”
- “Mushrooms Production Guide,” IS 10

Virginia Agricultural Experiment Station. The following publication is available from the Virginia Agricultural Experiment Station, Virginia Tech, Blacksburg, VA 24061-0402:

- “Marketing and Distribution of Shiitake Mushrooms: A Virginia Retail Case Study,” Bulletin 90-4, \$4

Recreational Access

Delaware Cooperative Extension Service.

The following publication is available from the Delaware Cooperative Extension Service, University of Delaware, Townsend Hall, Newark, DE 19717-1303.

- “Managing Your Farm for Lease Hunting: A Guide to Developing a Hunting Lease,” Bulletin 147

Ohio Cooperative Extension Service. The following publication is available from the Publications Office, Ohio Cooperative Extension Service, 258 Kottman Hall, 2021 Coffey Road, Columbus, OH 43210-1044:

- “Developing a Hunting Lease Enterprise in Ohio,” Bulletin 798, \$2.85

Proceedings From the Conference on Income Opportunities for the Private Landowner Through Management of Natural Resources and Recreational Access. Much of the information presented in these proceedings is about recreational access. See the listing for these proceedings in the General Information section for more information.

Rural Information Center. To receive copies of the following publication, contact the Rural Information Center at the National Agricultural Library, Room 304, Beltsville, MD 20705-2351 or call 1-800-633-7701:

- “Fee Hunting on Private Land: An Annotated Reference Listing for Extension, Researchers, and Practitioners,” RICPS No. 15

University of Maryland Cooperative Extension Service. The following publications are available from county Extension offices and regional research and education centers. (County Extension office phone numbers are listed in the blue pages of the phone book.)

- “Woodland Management Series—Landowner Liability and Recreational Access,” FS 617

Wildlife Harvest Publications. Many of the publications available from this company pertain to recreational access. See the Gamebird Propagation section under Published Information on page 8 of this fact sheet for more information.

General Information

North Dakota Cooperative Extension Service. The following publication is available from the North Dakota Cooperative Extension Service, North Dakota State University, Fargo, ND 58105:

- “Homebased Business—Is It For Me?” \$2

Ohio State University. The following publication summarizes 100 ideas from a variety of sources on the topic of nontraditional enterprises. To order a copy, send your check payable to Ohio State University to the Department of Agricultural Economics and Rural Sociology, Ohio State University, 2120 Fyffe Road, Columbus, OH

- “Innovative Rural Enterprises,” \$3

Proceedings From the Conference on Income Opportunities for the Private Landowner Through Management of Natural Resources and Recreational Access. These proceedings from an April 1989 conference include more than 40 articles by entrepreneurs and others on natural resources-based enterprises. Topics include marketing, economics, business management, liability, and lease criteria associated with hunting, fishing, outdoor recreation, and forestry. The cost is \$15. Make checks payable to WVU Foundation, Inc., and send them with your request to William Grafton, WVU, P.O. Box 6125, Morgantown, WV 26506-6125.

Note: Presentations from these proceedings have been edited into 24 separate publications that address natural resource management and specific income opportunities. A limited number of single copies are available at no cost. The following is a partial listing of the available publications:

- “Aquaculture and Fishing,” 751
- “Bed and Breakfast,” 767
- “Campgrounds,” 768
- “Demand for Outdoor Recreation,” 757
- “Hunting Preserves,” 753
- “Insurance Aspects of Recreational Access,” 745
- “Marketing Practices,” 756
- “Pricing and Profit,” 766
- “Recreational Clubs,” 755
- “Risk Recreation,” 765
- “Statutory Trespass/Liability Law in the Eastern United States,” 746
- “Supply for Recreation,” 758
- “Waterfowl Opportunities,” 752

Rooy Media. A video, produced by Rodale Institute of Emmaus, Pennsylvania, shows informal conversations and forums with farmers, producers, and marketing experts who share their experiences. To order a copy, write to Rooy

Media, 7407 Hilltop Drive, Frederick, MD 21702 or call (310) 473-8797.

- “High-Value Marketing: Strategies for Sustainable Agriculture” (time: 29:37), \$29.95

Rural Information Center. This center, a joint project of the Extension Service-USDA and the National Agricultural Library, combines technical, subject-matter expertise with information specialists. The center provides information and referral services, as well as information searches and publications on enterprise topics, to help maintain the vitality of America’s rural areas. For more information, contact the Rural Information Center at the National Agricultural Library, Room 304, Beltsville, MD 20705-2351 or call 1-800-633-7701.

Southern Rural Development Center. To obtain a copy of “Inventory of Nontraditional Agricultural Commodity Activities in the Southern Region,” send \$5 to the Southern Rural Development Center, Box 5446, Mississippi State, MS 39762, or call (601) 325-3207.

University of Maryland Cooperative Extension Service. “Farming Alternatives: A Guide to Evaluating the Feasibility of New Farm-Based Enterprises,” NRAES-32, is an excellent workbook to help you through this process of selecting an alternative income enterprise and is available for \$6 from the University of Maryland Cooperative Extension Service. Contact your county Extension office to obtain a copy. (County Extension office phone numbers are listed in the blue pages of the phone book.)

The following publications are also available from county Extension offices and regional research and education centers. (County Extension office phone numbers are listed in the blue pages of the phone book.)

- “Competent Financial Planning: Record Organization,” EB 301, \$2
- “Starting a Homebased Business,” FS 372

Extension also offers a video that provides sound marketing and business principles on which to base a plan for starting an income enterprise. Interviews with entrepreneurs provide first-hand experience that could help increase

your chances of success. Enterprises studied include fee fishing, sporting clays, shiitake mushrooms, firewood, wood crafts, bed-and-breakfast, and custom sawmilling. The video is available by writing to the Distance Education and Outreach Communications Unit, Communications and Information Technology Office, 0119 Symons Hall, College Park, MD 20742 or by calling (301) 405-4581. Make checks payable to the University of Maryland.

- “Natural Resource Income Opportunities” (time: 23 minutes), \$18

University Press of New England. This book, written by M. Beattie, C. Thompson, and L. Levine, published in 1983 and revised in 1993, is available from the University Press of New England in Hanover, New Hampshire.

- *Working With Your Woodland: A Landowner’s Guide*, \$18

USDA Office of Small-Scale Agriculture. A quarterly newsletter, “Small-Scale Agriculture Today,” published by the USDA Office for Small-Scale Agriculture, is an excellent source of information on a variety of income enterprises and upcoming events. Fact sheets on specific enterprises are available. Topics include exotic livestock, specialty vegetables, woodlots, specialty flowers, herbs, mushrooms, desert vines, foliage plants, strawberries, brambles, aquaculture, wildflowers, and sheep. To be placed on the mailing list or to receive copies of fact sheets, contact USDA/CSREES, Office of Small-Scale Agriculture, AG Box 2244, Washington, DC 20250-2244. Copies of the fact sheets also are available from the University of Maryland Cooperative Extension Service, Western Maryland Research and Education Center, 18330 Keedysville Road, Keedysville, MD 21756.

U.S. Government Printing Office. “The Directory for Small-Scale Agriculture” is available from the U.S. Government Printing Office. Send a request for stock number 001-000-04539-3 and a check for \$5.50 to the Superintendent of Documents, U.S. Government Printing Office, North Capitol Street, NW, Washington, DC 20402.

Possible Alternative Income Opportunities

Food Products

Aquaculture

- bait
- catfish
- crayfish
- eel
- striped bass
- tilapia
- trout

Field Crops

- amaranth
- black turtle beans
- buckwheat
- cranberry beans
- grapes
- hops
- malting barley
- popcorn
- sorghum
- sunflowers
- wild rice

Fruit and Nuts

- blackberry
- blueberry
- currant
- dewberry
- elderberry
- grapes
- kiwifruit
- papaw
- raspberry
- strawberry
- tayberry
- walnuts

Herbs and Spices

- garlic
- ginseng

Livestock

- bees
- duck
- emu
- free-range or organic poultry
- goat
- goose
- ostrich
- rabbit
- rhea
- sheep
- turkey

Mushrooms

- morel
- oyster
- shiitake

Prepared Goods

- baked goods
- butter
- cheese
- cider and other fruit juices
- filleted fish
- fruit leathers
- ground grains
- maple syrup
- pickles
- preserves, jellies, and jams
- smoked and marinated fish
- wine
- yogurt

Vegetables

- asparagus
- baby vegetables
- hydroponic vegetables
- organic vegetables
- salad blends
- sprouts
- sweet potatoes

Nonfood Goods and Services

Flowers

- bedding
- cut
- dried
- edible
- potted
- wild (cultivated)

Forest Products

- cedar shavings
- Christmas tree production
- custom sawmilling
- evergreen cones and needles
- firewood
- holly boughs
- kiln drying
- kindling
- willow branches
- wood pellets

Game

- buffalo
- duck
- grouse
- guinea fowl
- pheasant
- quail
- rabbit
- squab

Homebased Business

- bed-and-breakfast
- butchering service
- craft store
- antique shop

Homemade Products

- barrels
- baskets
- beeswax products
- charcoal
- compost (packaged or bulk)
- furniture

- hides and hide products
- spun products
- woven products
- wreaths, roping, and garlands

Livestock

- alpaca
- donkey
- llama
- sheep
- specialty horses

Ornamental Fish

- aquarium
- pond

Plants

- fruit trees
- landscape trees and shrubs
- ornamental grasses
- specimen plants

Outdoor Recreation

- campground
- fee fishing
- game preserve
- guided farm tours
- guided hunts
- hay rides
- paint-ball range
- sporting clay target range

Specialty Lumber

- walnut
- paulownia

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This fact sheet is part of a series on woodland management. If you would like information on additional topics in the series, contact your county Extension office.