

Ministry of Agriculture and Lands

Framework for Evaluating Specialty Crops (Part 2) WORKSHEET

The purpose of the framework is to aid producers and professionals in decision making when considering alternate crops. **It is designed for use with managed or cultivated systems as opposed to wild-harvest systems. There are many factors not included in this framework which may be important for assessing wild-harvest collection.**

It is strongly advisable to do a *business plan* and a *market study* before starting to grow any crop. Joining an industry association(s) will increase your access to information resources and your knowledge base. Once you make a decision to grow or test a crop, consider beginning with a small-scale test plot. This will provide critical information on production variables, product quality and product-specific marketability (e.g. test marketing) for you to evaluate, at the same time as providing important fiscal information for your *business plan*. Determine if there are good agriculture practices guidelines, on-farm food safety programs, or other recognized standards which you as a producer should follow and which markets demand.

You as the producer will likely need to find, create and/or develop markets for your own products. If you do not have an interest in marketing or the necessary skills, build this into your business plan.

The framework is set up as two interlinked parts.

- 1) Part 1. The *Overview of Questions* is a separate document listing a series of questions which the potential producer needs to consider prior to moving into production. It also provides a list of resources in the following categories, which may be used as a starting point by framework users:
 - business planning
 - services, programs and other resources
 - information services
 - general crop plant and production information
 - industry associations & organizations related to special crops – BC and Canada
- 2) Part 2. This *WORKSHEET* lists each question, followed by considerations for a 'yes' or 'no' response. A response of 'unknown' indicates further investigation is needed. The resource lists¹ following individual or groups of questions are neither comprehensive nor exhaustive. Instead they provide a starting point for users to begin searching for information pertinent to their plant(s) and product(s) of interest, and the question being considered within the framework. The 'LINKS' webpages associated with the websites listed provide access to related sites. For further resources see the InfoBasket website [<http://www.infobasket.gov.bc.ca>].

Questions are grouped into three consideration areas: 1) questions about the crop plant; 2) questions about crop management; and, 3) questions about the product.

¹ Resource lists are categorized by people, websites, and written reference materials. Due to the variety of potential crops, products and framework users, several website lists may be lengthy. These have been further subdivided by origin to aid framework users in finding resources appropriate to their interest area.

1. Questions about the crop plant.



Identification



Regulatory



Safety



Socio-economic

Question	Answer		
	Yes	No	Unknown
<p>1) Have you positively identified your plant of interest?</p>	<p>Continue.</p>	<p>STOP, do not proceed with crop management plans until positively identified.</p> <p>CAUTION. There may be many different common names for the same plant, or several plants with the same name, including related (e.g. huckleberries) or unrelated species. Botanical (latin) names are more reliable for identification purposes; however, you should note that nomenclature may change over time with plant re-classification. Thus, there may also be alternate botanical names. Correct identification for both the product of interest, and physical plant identification are critical to all questions in the framework whether plant, management or product related.</p>	<p>Further investigation needed. Consult people, written and electronic resources to determine species (or variety) required for the product you are interested in. Confirm physical identification prior to proceeding with crop management or product production.</p>

RESOURCES

PEOPLE Botanical gardens, Master Gardener programs, etc.

WEBSITES

British Columbia

E-Flora BC – Plant Identification

<http://www.geog.ubc.ca/~brian/florae/identification.html>

Master Gardener's of British Columbia

<http://www.bcmastergardeners.org/>

UBC Botanical Garden and Center for Plant Research

<http://www.ubcbotanicalgarden.org/>

UBC Center for Plant Research

Plant Key web page

http://www.ubcbotanicalgarden.org/research/links/cat_plant_identification_keys.php

VanDusen Botanical Garden

<http://www.city.vancouver.bc.ca/Parks/parks/vandusen/website/>

Questions about the crop plant.

Canadian

Canadian Botanical Conservation Network

Botanical Gardens and Arboreta in Canada

<http://www.rbg.ca/cbcn/en/information/gardens/index.htm>

Royal Botanical Gardens – Ontario

<http://www.rbg.ca/>

Saskatchewan Herb and Spice Association

<http://www.saskherbspice.org/>

Good Practices for Plant Identification for the Herbal Industry

<http://www.saskherbspice.org/Good%20Practices%20for%20plant%20identification.pdf>

University of Western Ontario

Guide to Plant Collection and Identification

<http://biology.queensu.ca/~fowler/Bowles.htm>

Other

A Guide to Medicinal and Aromatic Plants - Purdue

<http://www.hort.purdue.edu/newcrop/med-aro/default.html>

Flora of North America

http://www.efloras.org/flora_page.aspx?flora_id=1

Oregon State University

Landscape Plants – Images, Identification and Information

<http://oregonstate.edu/dept/ldplants/>

Washington State University

Native Plants – Identifying Propagating and Landscaping

<http://gardening.wsu.edu/text/nwnative.htm>

World Wide Flowering Plant Family Identifications

<http://www.colby.edu/info.tech/BI211/PlantFamilyID.html>

USDA PLANTS Database

<http://plants.usda.gov/>

REFERENCE MATERIALS: Check your local library or online sources for other publications and printed materials on plant identification (e.g. plant keys).

Hitchcock, C.L., and Cronquist, A. 1973. Flora of the Pacific Northwest. The University of Washington Press, Seattle, WA. 730p.

Johnson, D., Kershaw, L., MacKinnon, A. and Pojar, J. Plants of the Western Boreal Forest & Aspen Parkland. Lone Pine Publishing. Edmonton, AB. 391p.

MacKinnon, A., Pojar, J., and Coupe. R. 1992. Plants of Northern British Columbia. Lone Pine Publishing. Edmonton, AB.

Pojar, J. and MacKinnon, A. 1994. Plants of Coastal British Columbia including Washington, Oregon & Alaska. Lone Pine Publishing. Edmonton, AB. 527p.

Parish, R., Coupe, R., and Lloyd, D. 1996. Plants of the Southern Interior British Columbia. Lone Pine Publishing. Edmonton, AB. 463p.

Royer, F., and Dickinson, R., 1999. Weeds of Canada and the Northern United States. University of Alberta Press and Lone Pine Publishing, Edmonton, AB. 434p.

NOTES:

Questions about the crop plant.

Question		Answer		
		Yes	No	Unknown
2)	Is the plant classified as a noxious weed?	Is it classified as a noxious weed either in all provincial regions or in specific regions? If it is classified as a noxious weed STOP, do not proceed with crop management plans.	Continue.	Classification delineated in the <i>BC Weed Control Act</i> .
3)	Is the plant invasive or a 'nuisance' weed?	<p>STOP, do not proceed with crop management plans. Consult with local experts and others with expertise as to appropriateness of pursuing as a crop and proper production & handling methods (if any).</p> <p>CAUTION. Sources listing alien invasive plants may not be in agreement as to species lists. Management approach is evolving. Consult with those with expertise before considering introduction and management.</p>	Continue.	Further investigation needed. Consult people, written and electronic resources to determine status prior to proceeding. Consult the <i>BC Forest and Range Practices Act</i> and other sources.

RESOURCES

WEBSITES

British Columbia

BC Ministry of Agriculture and Lands - Pest Management

<http://www.agf.gov.bc.ca/cropprot/noxious.htm>

<http://www.agf.gov.bc.ca/cropprot/nonnativepests.htm>

<http://www.agf.gov.bc.ca/cropprot/weeds.htm>

Weeds BC

<http://www.weedsbc.ca/>

BC Ministry of Forests and Range

Forest Practices Branch

<http://www.for.gov.bc.ca/hfp/invasive/index.htm>

The Revised Statutes and Consolidated Regulations of British Columbia

Weed Control Act

http://www.qp.gov.bc.ca/statreg/stat/W/96487_01.htm

Weed Control Regulation

http://www.qp.gov.bc.ca/statreg/reg/W/66_85.htm

Forest and Range Practices Act

http://www.qp.gov.bc.ca/statreg/stat/F/02069_01.htm

Invasive Plants Regulation

http://www.qp.gov.bc.ca/statreg/reg/F/ForRangPrac/18_2004.htm

Community Charter

Spheres of Concurrent Jurisdiction - Environment and Wildlife Regulation

http://www.qp.gov.bc.ca/statreg/reg/C/CommuCharter/144_2004.htm

Questions about the crop plant.

Question		Answer		
		Yes	No	Unknown
4)	Is the plant classified as 'at risk' with respect to conservation status (e.g. endangered, red or blue listed, etc;)?	Consult with local experts and others with expertise as to appropriateness of pursuing as a crop and proper production & handling methods.	Continue.	Further investigation needed. Consult people, written and electronic resources to determine status prior to proceeding.

RESOURCES

BC Ministry of Environment - BC Conservation Data Center
<http://srmwww.gov.bc.ca/atrisk/toolintro.html>
<http://srmapps.gov.bc.ca/apps/eswp/>

Question		Answer		
		Yes	No	Unknown
5)	Is the plant a host of a regulated or quarantined pest?	Consult with local experts or others with expertise as to appropriate management & handling methods (e.g. <i>Phytophthora ramorum</i> – Sudden Oak Death).	Continue.	Further investigation needed. Consult people, written and electronic resources to determine status prior to proceeding.

RESOURCES

WEBSITES

Canada Food Inspection Agency (CFIA)
 Plant Protection
<http://www.inspection.gc.ca/english/index/pppve.shtml>
 Pests Regulated by Canada
<http://www.inspection.gc.ca/english/plaveg/protect/listpespare.shtml>
 Horticulture section of the CFIA
<http://www.inspection.gc.ca/english/plaveg/hort/horte.shtml>
 Plant Pest Information
<http://www.inspection.gc.ca/english/plaveg/pestrava/pestravae.shtml>
 Sudden Oak Death – *Phytophthora ramorum*
<http://www.inspection.gc.ca/english/plaveg/protect/pestrava/sodmsc/sodmsce.shtml>
 Canadian Nursery Landscape Association – Nursery Programs
<http://www.canadanursery.com/Page.asp?PageID=861&SiteNodeID=102>

NOTES:

Questions about the crop plant.

Question		Answer		
		Yes	No	Unknown
6)	Is the plant toxic to animals or humans?	CAUTION, consult with local experts and others with expertise as to degree of toxicity, appropriateness of pursuing as a crop and proper production & handling methods.	Continue.	Further investigation needed. Consult people, written and electronic resources to determine toxicity prior to proceeding.
7)	Are there worker safety concerns with respect to management and harvest of the plant?	Use CAUTION. Assess degree of safety concerns and if there are management practices to mitigate.	Continue.	Further investigation needed. Consult people, written and electronic resources to determine degree of safety concerns (if any) prior to proceeding

RESOURCES

WEBSITES

InfoBasket - Agroforestry; Agritourism; Bioproducts; Organics; Ornamentals; and, Specialty Crops communities
<http://www.infobasket.gov.bc.ca>

Canadian/Federal

Canadian Poisonous Plants Information System – Canadian Biodiversity Information Facility
http://www.cbif.gc.ca/pls/pp/poison?p_x=px

Nova Scotia Museum of Natural History - Poison Plant Patch
<http://museum.gov.ns.ca/poison/pplant1.htm>

Other

ARS Phytochemical and Ethnobotanical Databases
<http://www.ars-grin.gov/duke/>

American Academy of Allergy, Asthma and Immunology
 Types of allergies
<http://www.aaaai.org/springallergy/2006/default.asp>

Botanical Dermatology Database
<http://bodd.cf.ac.uk/>

Cornell University Poisonous Plants Informational Database
<http://www.ansci.cornell.edu/plants/index.html>

Purdue University - Cooperative Extension Service
<http://vet.purdue.edu/depts/addl/toxic/cover1.htm>

US Food and Drug Administration
 Poisonous Plant Database
<http://www.cfsan.fda.gov/~djw/plantox.html>

General worker safety resources:
 Farm and Ranch Safety and Health Association
<http://www.farsha.bc.ca/>

WorkSafeBC
<http://www.worksafebc.com/>

NOTES:

Questions about the crop plant.

Question		Answer		
		Yes	No	Unknown
8)	Does the plant have traditional uses or other cultural importance to First Nations?	Consult with local First Nations groups, local experts and others with expertise as to significance of the plant to First Nations, traditional knowledge rights and developing mechanisms for managed production (if appropriate). Note that many of these plants may have widespread cultural importance and may be used across many cultural or language groups.	Continue.	Further investigation needed. Consult people, written and electronic resources to determine status prior to proceeding.
9)	As a cultivated or managed crop will it compete with the same or a similar crop within the wild harvest sector?	Further information beneficial. Need to understand impacts of potential crop development and management on current production structures and community implications. Considerations: 1) If it is widely available as a wild-harvest product, depending on the inputs needed, there may be no advantage to growing the plant in a managed scenario. 2) If it is locally gathered, the product may provide supplemental benefits to a large number of community members; with an increasing degree of management and enhanced production the benefits may be accrued by fewer community members OR the benefits may be external to the community.	Continue.	Further investigation needed. Consult people, written and electronic resources to determine status prior to proceeding.

Questions about the crop plant.

		Yes	No	Unknown
10)	<p>Is long-term land tenure required for crop production?</p> <p><i>Consideration.</i> Perennial crops may require several to many years before reaching crop maturity (e.g. Saskatoons, etc;).</p>	<p>Ensure crop rotation length is compatible with land tenure (private, lease, license, etc;) of the property on which the proposed crop will be grown.</p>	<p>Continue.</p>	<p>Further investigation needed. Consult people, written and electronic resources to determine crop rotation length prior to proceeding.</p>

RESOURCES

PEOPLE Local contacts for First Nations groups.

WEBSITES

Aboriginal Canada Portal

<http://www.aboriginalcanada.gc.ca/acp/site.nsf/en-frames/index.html>

BC Ministry of Aboriginal Relations and Reconciliation

http://www.gov.bc.ca/bvprd/bc/channel.do?action=ministry&channelID=-536896053&navId=NAV_ID_province

BC First Nations, Tribal Councils and Treaty Offices

http://www.gov.bc.ca/arr/negotiation/bc_first_nations.htm

BC Treaty Commission – First Nations Directory

http://www.bctreaty.net/files_3/first_nations.html

Integrated Land Management Bureau

<http://ilmbwww.gov.bc.ca/>

First Nations Agricultural Lending Association

<http://www.fnala.com/>

Front Counter BC

<http://www.frontcounterbc.gov.bc.ca/>

Royal Roads University - Center for Non-Timber Resources (CNTR)

<http://www.royalroads.ca/programs/faculties-schools-centres/non-timber-resources/>

<http://www.royalroads.net/ntfp/>

No Easy Answers. The commercialization of traditional medicinal plants.

<http://web2.uvcs.uvic.ca/courses/ntfp/commerce/sect1.htm>

Buy BCWild

<http://www.buybcwild.com/>

Institute for Culture and Ecology

NTFP Bibliographic database

<http://www.ifcae.org/cgi-bin/ntfp/db/dbsql/db.cgi?db=bib&uid=default>

NTFP Species Database

<http://www.ifcae.org/cgi-bin/ntfp/db/dbsql/db.cgi?db=prod&uid=default>

NTFP Cultural Considerations

<http://www.ifcae.org/ntfp/databases/products/cultural.shtml>

Sustainable Forest Management Network.

Various publications from across Canada. Browse or use the search engine.

<http://www.sfmnetwork.ca/english/pubs/pubs.htm>

<http://www.sfmnetwork.ca/english/events/workshops.htm>

Traditional Plant Use in the Hazeltons

<http://collections.ic.gc.ca/hazeltons/mainpage.htm>

2. Questions about crop management.



Production



Product quality



Labour



Cash-flow

Question	Answer		
	Yes	No	Unknown
<p>11) If propagative material is needed is it available (seeds, seedlings, cuttings, etc;)?</p> <p><i>Consideration.</i> Some agroforestry systems may result from management and enhancement of existing species without need of propagative material.</p>	<p>Assess whether propagative material is widely available or has limited availability. Assess if material is adapted for region proposed to be grown in, or if produced well outside the climatic conditions proposed to be grown in. If the latter, use CAUTION if proceeding as lack of plant adaptation may lead to crop failure.</p>	<p>STOP, do not proceed with crop management plans OR determine if information is available on propagation methods or techniques. Assess if the information is complete enough, and the level of technology required is adequate, for the potential producer to take on as part of crop production (e.g. cuttings in outdoor bed vs. tissue culture).</p>	<p>Further investigation required as to if material available, where available from, and if any import restrictions exist for materials.</p>
<p>12) Are crop fertility requirements well understood, especially as related to product quality?</p>	<p>Continue.</p>	<p>Use CAUTION if proceeding, possibly establishing small areas to test differing conditions, or starting on a small scale in order to make adjustments as you proceed. This may be a multi-year process. Record keeping is essential.</p>	<p>Further investigation needed. Consult people, written and electronic resources to determine degree of knowledge prior to proceeding.</p>
<p>13) Are other management techniques such as pruning well understood?</p>	<p>Continue.</p>	<p>Use CAUTION if proceeding, possibly establishing small areas to test differing techniques, or starting on a small scale in order to make adjustments as you proceed. This may be a multi-year process. Record keeping is essential.</p>	<p>Further investigation needed. Consult people, written and electronic resources to determine degree of knowledge prior to proceeding.</p>
<p>14) Are crop pests well documented and mitigation measures well understood and available?</p>	<p>Continue.</p>	<p>Use CAUTION if proceeding, starting on a small scale in order to manage risk. Disease, insect, mammal and avian influences can result in highly significant crop losses. This may be a multi-year process. Record keeping is essential.</p>	<p>Further investigation needed. Consult people, written and electronic resources to determine degree of knowledge, availability and success of mitigation measures.</p>

Questions about crop management.

		Yes	No	Unknown
15)	<p>Are soil/media and water requirements (volume and quality) known?</p> <p><i>Considerations.</i> If irrigating, water may or may not be generally suitable (e.g. pathogen content, high sodium content, etc;) or it may not be suitable for specific crops. E.g. high iron may result in plant nutrition and/or aesthetic problems.</p>	<p>Continue. Test irrigation water to ensure water quality meets the crop production and human health requirements. Assess if treatment needed. Ensure water source(s) can provide enough volume for production requirements. If waste-water is generated, ensure you have a management plan.</p>	<p>Use CAUTION if proceeding. Test irrigation water to assess if water quality meets general crop production requirements and human health requirements. Assess if treatment is required. If proceeding, establish small areas to test differing conditions, or start on a small scale in order to make adjustments to management as you proceed. This may be a multi-year process. Record keeping is essential.</p>	<p>Further investigation needed. Consult people, written and electronic resources to determine degree of knowledge prior to proceeding.</p>
16)	<p>Is there adequate information regarding section or part of the plant to harvest?</p>	<p>Continue.</p>	<p>Use CAUTION if proceeding, possibly establishing small areas to test differing conditions, or starting on a small scale in order to make adjustments as you proceed. This may be a multi-year process. Record keeping is essential.</p>	<p>Further investigation needed. Consult people, written and electronic resources to determine degree of knowledge prior to proceeding.</p>
17)	<p>Is there adequate information regarding how and when to harvest the plant/plant part?</p> <p><i>Consideration.</i> Quality and/or value of the crop may be highly dependent on harvest timing. E.g. floral materials picked past prime, overripe berries, etc.</p>	<p>Continue.</p>	<p>Use CAUTION if proceeding, possibly establishing small areas to test harvest timing, methods, and developmental stage or starting on a small scale in order to make adjustments as you proceed. This may be a multi-year process. Record keeping is essential.</p>	<p>Further investigation needed. Consult people, written and electronic resources to determine degree of knowledge prior to proceeding.</p>

RESOURCES

Resources will be crop specific. General references will provide background information for management methods. Check your local library or online sources for general publications/books on the principles of propagation, crop fertility, pruning, pest management, and soil and water management. If crop-specific information is lacking, methods may be adapted and tested following sound horticultural/agricultural principles. If proceeding use CAUTION, testing a limited number of variables at one time on a small scale. Testing of management methods is a long -term commitment and accurate record keeping is essential.

Questions about crop management.

WEBSITES

British Columbia

InfoBasket - Agroforestry; Agritourism; Bioproducts; Organics; Ornamentals; and, Specialty Crops communities

<http://www.infobasket.gov.bc.ca>

BC Ministry of Agriculture and Lands

Pesticide Wise

<http://www.agf.gov.bc.ca/pesticides/index.htm>

Resource Management Branch publications

Factsheets and publications relating to soil fertility, conservation, irrigation (including water quality), etc;

http://www.al.gov.bc.ca/resmgmt/publist/Publ_List_Home.htm

Environmental Farm Planning

Guides provide information on management of soils, water, pests etc; with references/links to legislation, worksheets and publications.

<http://www.agf.gov.bc.ca/resmgmt/EnviroFarmPlanning/>

Industry Competitiveness Branch

Factsheets and publications relating to sectors, crops and management.

<http://www.agf.gov.bc.ca/indcomp/index.htm>

E.g. Irrigation Water Quality for BC Greenhouses [<http://www.al.gov.bc.ca/ornamentals/floriculture/irrigwater.pdf>];

special crops book list [http://www.agf.gov.bc.ca/speccrop/publications/documents/sc_resource_book.pdf]

BC Ministry of Environment

Environmental Protection Division

Water Quality – includes guidelines for varying water uses and potential contaminants.

<http://www.env.gov.bc.ca/wat/wq/index.html>

Waterbucket - Sustainable Approaches to Water Resources

<http://www.waterbucket.ca/waterbucket/index.asp>

BC Landscape and Nursery Association

Main Page

<http://www.bclna.com/index.htm>

Publications page (e.g. Buyers Guide and Directory, industry manuals, studies, business management)

http://www.bclna.com/bclna_publications.htm

E-flora BC

Electronic atlas of BC plants

<http://www.eflora.bc.ca/>

Federation of BC Woodlot Associations

www.woodlot.bc.ca

Agroforestry

<http://www.woodlot.bc.ca/agroforestry/index.html>

A Guide to Agroforestry in BC - Crop Sheets

<http://www.woodlot.bc.ca/swp/agro/html/AgroGuideCropSheets.htm>

Native Plant Society of BC

<http://www.npsbc.org/>

Native Plant Seed Suppliers and Nurseries in BC

<http://www.npsbc.org/Use/use.htm>

United Flower Growers Co-operative Association

<http://www.ufgca.com/>

Care tips and Floriculture Plant Production Guide

<http://www.ufgca.com/homepage/subpages/CareTips.html>

Federal

Agriculture and Agri-Food Canada (AAFC)

PFRA - Shelterbelt Center

Factsheets and publications relating to tree and shrub care and maintenance

http://www.agr.gc.ca/pfra/shelterbelt/publications_e.htm#growth

Health Canada

Pesticide Management Regulatory Agency (PMRA)

<http://www.pmra-arla.gc.ca/english/index-e.html>

Electronic Pesticide Regulatory System

<http://www.pmra-arla.gc.ca/english/appregis/eprs-e.html>

<http://www.eddenet.pmra-arla.gc.ca/4.0/4.01.asp>

Questions about crop management.

Canadian

Alberta Agriculture, Food and Rural Development

Soil, Water, Air

<http://www.agric.gov.ab.ca/app21/seltopcat?cat1=Soil%2FWater%2FAir>

Crops

<http://www.agric.gov.ab.ca/app21/seltopcat?cat1=Crops>

Canadian Landscape Nursery Association –

Plant Finder – online source of plant stock

<http://www.canadanursery.com/Page.asp?PageID=122&ContentID=769>

Integrated Pest Management

<http://www.canadanursery.com/Page.asp?PageID=751&SiteNodeID=103>

Ontario Ministry of Agriculture, Food and Rural Affairs - Crops

<http://www.omafra.gov.on.ca/english/crops/index.html>

Other

American Nursery and Landscape Association

<https://www.anla.org/publications/index.cfm>

Bootstrap Guides

E.g. Medicinal Herbs in the Garden, Field and Market Place

<http://www.bootstraps.com/>

Landscape Plant Propagation Information

<http://hort.ufl.edu/lppi/>

National Sustainable Agriculture Information Service

Master Publication List - Crops, Soils, Water, Pest Management, Organics

<http://attra.ncat.org/attra-pub/#horticultural>

Penn State Cooperative Extension Program

Woody Ornamental IPM

<http://woodypests.cas.psu.edu/>

Penn State Department of Horticulture - Directory of Herbs

http://hortweb.cas.psu.edu/extension/veg crops/ herb_directory.php

Purdue University – Center for New Crops and Plant Products

<http://www.hort.purdue.edu/newcrop/>

Texas A&M University - Plant Propagation

<http://aggie-horticulture.tamu.edu/propagation/propagation.html>

The Nature Conservancy - Weed Control Handbook

<http://tncweeds.ucdavis.edu/handbook.html>

USDA PLANTS Database

<http://plants.usda.gov/>

REFERENCES MATERIALS

Banerjee, S.M., Creasey, K., and Gertzen, D.D. 2001. Native Woody Plant Seed Collection Guide for British Columbia. BC Ministry of Forests Tree Improvement Branch. Province of British Columbia.

[http://miva.crownpub.bc.ca/Merchant2/merchant.mvc?Screen=PROD&Store_Code=CTB&Product_Code=055-613&Category_Code=CP-02-01-40-02]

Hudson, S. and Carlson, M. 1998. Propagation of Interior British Columbia Native Plants from Seed. BC Ministry of Forests. Research Program Branch. Province of British Columbia.

Richards, R.T. and Alexander, S.J. 2006. A social history of wild huckleberry harvesting in the Pacific Northwest. Gen. Tech. Rep. PNW-GTR-657. Portland, OR: U.S. Department of Agriculture, Forest Service, Pacific Northwest Research Station. [<http://www.treesearch.fs.fed.us/pubs/22152>]

Vance, N.C., Borstin, M., Pilz, D. and Freed, J. 2001. Special forests products: species information guide for the Pacific Northwest. Gen. Tech. Rep. PNW-GTR-513. Portland, OR: U.S. Department of Agriculture, Forest Service Pacific Northwest Research Station. [<http://www.fs.fed.us/pnw/pubs/gtr513/>]

NOTES:

Questions about crop management.

Question		Answer		
		Yes	No	Unknown
18)	<p>Are product quality standards available and achievable?</p> <p>CAUTION. Standards may vary reflecting market demand among clients and over time. Maintain close ties with clients as to their needs. Establish linkages with industry associations to be aware of, and proactively involved in development and use of recognized good agricultural practices covering safety, quality assurance, traceability, etc; Note that changes in standards will affect 16) & 17). <i>Reference for further information: Good Practices for Plant Identification for the Herbal Industry, Sask Herb and Spice Association/ National Herb and Spice Coalition.</i></p>	Continue.	STOP, do not proceed with crop management plans. If standards are not achievable, or if only a small percent of total crop yield can meet the standards, production is not viable.	Further investigation needed. Consult people (clients), written and electronic resources to determine if standards are available and achievable prior to proceeding.
19)	<p>Is your post-harvest system capable of producing the required product quality in variable weather conditions (e.g. air drying in high humidity; rain, snow, etc;)?</p>	Continue.	STOP, CAUTION. If product quality is impaired by detrimental weather conditions, determine if it is feasible to plan to harvest the crop only in favourable conditions. If not, determine if post-harvest handling equipment which mitigates unfavourable weather conditions is feasible to purchase or construct.	Further investigation needed. Consult people, written and electronic resources to determine weather effects on product quality and means of mitigating prior to proceeding.

Questions about crop management.

RESOURCES

PEOPLE Associations, client contacts e.g. buyers, brokers, processors, retail, consumers.

WEBSITES

Associated Ginseng Growers of BC

<http://www.bcginsenggrowers.com/>

BC Functional Food & Nutraceutical Network

http://www.bcf2.com/html/about_us.html

BC Herb Grower's Association

<http://www.bcherbgrowers.com/>

Canadian Standards for Nursery Stock

<http://www.canadanursery.com/Page.asp?PageID=122&ContentID=841>

Certified Organic Associations of BC

<http://www.certifiedorganic.bc.ca/>

Flowers Canada

<http://flowerscanada.org/content/en/internal.htm>

Harrop-Proctor Community Forest

Sunshine Bay Botanicals

<http://www.hpcommunityforest.org/botanicals/intro.html>

Kirby Floral Inc.

<http://www.kirbyfloral.com/>

Lone Wolf Herb Resource

http://www.lonewolfherbdir.com/wolf_main.html

Saskatchewan Herb and Spice Association

<http://www.saskherbspice.org/>

United Flower Growers Co-operative Association

<http://www.ufgca.com/>

OTHER

List of BC Non-timber Products Buyers from the Small Woodlands Program

Note: list provided as found on internet - some contacts may be out of date.

<http://www.woodlot.bc.ca/swp/pdfs/mktgdocs/nontimbr.pdf>

Forest Renewal BC, Small Woodlands Program.

Lists of information sources from the Guide to Agroforestry in BC (Associations and agencies, NTFP buyers, etc;)

Note: The guide is a 2001 publication – some information may be out of date.

<http://www.woodlot.bc.ca/swp/agro/docs/AgroGuideAppendix02.pdf>

NOTES:

Questions about crop management.

Question		Answer		
		Yes	No	Unknown
20)	<p>Do production or harvest practices require a high degree of labour?</p> <p><i>Considerations.</i> The information gained from addressing questions 11) to 17) will aid in assessment of labour needs.</p>	<p>Assess whether labour needs conflict with current crops and production practices.</p> <p>Investigate availability and cost of tools, or mechanized equipment which may mitigate labour and time required.</p>	Continue.	<p>Further investigation needed. Consult people, written and electronic resources to determine labour needs prior to proceeding.</p>
21)	<p>Is supplemental labour required for production or harvest?</p> <p><i>Consideration.</i> Some crops have very short harvest windows which may be an added challenge in attracting and maintaining labour.</p>	<p>Assess whether labour availability will be a limitation.</p> <p>E.g. Is there a lack of available labour in the area or region? Will the labour needs of the crop be in competition with other labour-demanding crops?</p>	Continue.	<p>Further investigation needed. Consult people, written and electronic resources to determine labour needs prior to proceeding.</p>

RESOURCES

WEBSITES

See websites and references used in addressing questions 11) to 17) to estimate labour needs.

InfoBasket - Agroforestry; Agritourism; Bioproducts; Organics; Ornamentals; and, Specialty Crops communities

<http://www.infobasket.gov.bc.ca>

General labour source information:

Agricultural Labour Pool

<http://www.agri-labourpool.com/>

Human Resources and Social Development Canada (HRSDC)

Foreign Worker Program

(Low skilled workers from around the world)

<http://www.hrsdc.gc.ca/asp/gateway.asp?hr=/en/epb/lmd/fw/lowskill.shtml&hs=hze>

Foreign Worker Program - Seasonal Agricultural Workers Program (SAWP)

(Low skilled workers - Caribbean and Mexican)

<http://www.sdc.gc.ca/en/on/epb/agri/overview.shtml>

NOTES:

Questions about crop management.

Question	Answer		
	Yes	No	Unknown
<p>22) Does the crop provide or add to year-round cash flow?</p> <p><i>Considerations.</i></p> <ul style="list-style-type: none"> • Potential for year-round harvest and sale (e.g. greenhouse herbs). • Lag time between planting or regeneration and harvest (e.g. ginseng, Saskatoons = years). • Perishability (storage potential for future sales). • Diversification of crops. 	<p>Continue. Assess information as part of business planning process.</p>	<p>Assess each consideration point in terms of business planning for the crop and in terms of fitting into the farm operation and current crop rotations.</p>	<p>Further investigation needed. Consult people, written and electronic resources to determine effects of harvest period, crop rotation and perishability prior to proceeding.</p>

RESOURCES

WEBSITES

Resources will be crop specific. See the general business planning resources listed in the companion document 'Overview of Questions' document for more detailed tools. Some general references as follows:

InfoBasket - Agroforestry; Agritourism; Bioproducts; Organics; Ornamentals; and, Specialty Crops communities

<http://www.infobasket.gov.bc.ca>

Economics and Budgeting:

BC Ministry of Agriculture and Lands

Business Planning - Enterprise Budgets

http://www.agf.gov.bc.ca/busmgmt/budgets/herb_specialty.htm

Alberta Agriculture, Food and Rural Development

Business and Economics

<http://www.agric.gov.ab.ca/app21/seltopcat?cat1=Business+%26+Economics>

Ontario Ministry of Agriculture, Food and Rural Affairs

Agricultural Business Management

<http://www.omafra.gov.on.ca/english/busdev/agbusdev.html>

Kansas State University

<http://www.oznet.ksu.edu/library/agec2/mf2184.pdf>

University of Missouri - Center for Agroforestry

<http://www.centerforagroforestry.org/pubs/economichandbook.pdf>

NOTES:

3. Questions about the product.



Packaging and Processing



Safety



Market

Question	Answer		
	Yes	No	Unknown
<p>23) Is this a food, a functional food, or other edible crop or product (e.g. natural health product, medicinal, etc;)?</p>	<p>CAUTION. Regulations and standards may pertain. E.g.</p> <ul style="list-style-type: none"> • food safety regulations (Federal and Provincial); • product quality standards; • product production standards; • labeling standards; • container specifications (e.g. food grade); • procedure requirements for product processing; <p>Consult people, written and electronic resources to determine appropriate methodology, applicable regulations, standards and specifications.</p> <p>CAUTION. Regulations and standards will be variable depending on markets e.g. fresh, processed; local, regional, national, international.</p>	<p>Continue.</p> <p>CAUTION. If product is for topical, aromatic or other cosmetic or cosmeceutical purposes, regulations and standards may pertain. Consult people, written and electronic resources to determine appropriate methodology, applicable regulations, standards and specifications.</p>	<p>Further investigation needed. Consult people, written and electronic resources to determine regulations and standards prior to proceeding.</p>
<p>24) Is your water source suitable for the intended use of the crop (from post-harvest handling through to processing)?</p> <p>CAUTION. Water quality has food safety implications for both the fresh and processed markets.</p>	<p>Continue. If waste-water is generated, ensure you have a management plan.</p>	<p>STOP. Do not proceed with crop management plans. Determine if water-treatment methods exist to remedy the concern and are feasible to implement OR if an alternate, suitable water source can be found.</p>	<p>Further investigation needed. Consult people, written and electronic resources to determine water quality requirements. Test water to ensure your water quality meets the requirements. Ensure water source(s) provide enough volume for product production requirements.</p>

		Yes	No	Unknown
25)	Is processing of the crop required to sell the product?	If yes go to 26)	Continue. (Go to 27)	Further investigation needed. Consult people, written and electronic resources to determine need for, and type of, processing prior to proceeding.
26)	Are there processors accessible to sell the product to OR are there processors available to contract to?	Continue.	STOP, CAUTION. If no processors are available, yet processing is required for a saleable product, assess if processing technology/equipment is feasible to purchase or construct (e.g. controlled temperature air dryer) OR go to 28).	Further investigation needed. Consult people, written and electronic resources to determine processor availability or type of equipment needed prior to proceeding.
27)	Can product value be enhanced with innovative packaging or through combining products with other materials? E.g. floral bundles mixed with greens; fancy containers; catchy label/logo designs; thematic marketing such as seasonal or 'country looks'.	Assess costs and returns of value-added options within the scope of your business plan. If processing, ensure standards and regulations are met.	Continue. (Go to 28).	Further investigation needed. Consult people, written and electronic resources to determine product desirability and price point within the marketplace.

RESOURCES

PEOPLE

Contacts for the local Regional Health Authority
See blue pages of the phone book.

Information regarding licensing and training needs for food-related activities and applicable legislation (e.g. BC Health Act, Food Premises Regulation, Sanitary Regulations).

WEBSITES

British Columbia

BC Ministry of Agriculture and Lands - Food Safety and Quality

<http://www.agf.gov.bc.ca/fsq/index.htm>

BC Ministry of Health

http://www.gov.bc.ca/bvprd/bc/channel.do?BV_UseBVCookie=no&BV_AutoSetBVCookie=9&action=ministry&navId=NAV_ID_province&channelID=-8387&com.broadvision.session.new=Yes

BC Health Authorities

<http://www.healthservices.gov.bc.ca/socsec/index.html>

BC Center for Disease Control (CDC) - Food Protection Services

<http://www.bccdc.org/division.php?item=7>

BC Food Processors Association

<http://www.bcfpa.ca/index.html>

Questions about the product

FOODSAFE

<http://www.foodsafe.ca/>

Small Scale Food Processor's Association

<http://www.ssfpa.net/>

Federal

Canadian Food Inspection Agency (CFIA)

<http://www.inspection.gc.ca/english/toce.shtml>

Nutrition Labeling

<http://www.inspection.gc.ca/english/fssa/labeti/nutrition-pagee.shtml>

Inspection Manuals/Codes of Practice

<http://www.inspection.gc.ca/english/toc/inspe.shtml>

Health Canada

Natural Health Products

http://www.hc-sc.gc.ca/dhp-mps/prodnatur/index_e.html

Natural Health Product Regulation

http://www.hc-sc.gc.ca/dhp-mps/prodnatur/about-apropos/index_e.html

Natural Health Products Directorate

http://www.hc-sc.gc.ca/ahc-asc/branch-dirgen/hpfb-dgpsa/nhpd-dpsn/index_e.html

Food and Nutrition – Legislation and Guidelines

http://www.hc-sc.gc.ca/fn-an/label-etiquet/nutrition/reg/index_e.html

Food Labeling

http://www.hc-sc.gc.ca/fn-an/label-etiquet/index_e.html

Industry Canada - Measurement Canada

<http://strategis.ic.gc.ca/epic/internet/inmc-mc.nsf/en/Home>

Canadian

Alberta Agriculture, Food and Rural Development

Rural Development - Food Industry (Diversification, Food Processing, Food Safety, New Products)

<http://www.agric.gov.ab.ca/app21/seltopic?cat1=Rural+Development&cat2=Food+Industry&page=true>

Food & Ag Processing

<http://www.agric.gov.ab.ca/app21/seltopcat?cat1=Food+%26+Ag+Processing>

Food Safety

<http://www.agric.gov.ab.ca/app21/seltopcat?cat1=Food+Safety>

Canadian Federation of Agriculture - On Farm Food Safety

http://www.cfa-fca.ca/pages/index.php?main_id=7

Canadian Horticultural Council - Food Safety

<http://www.hortcouncil.ca/FSIssue.htm>

<http://www.hortcouncil.ca/offers.htm>

Canadian Produce Marketing Association

http://www.cpma.ca/en_ind_home.asp

Canadian Health Food Association

<http://www.chfa.ca/>

Canadian Food Exporter's Association

<http://www.cfea.com/>

Food Processors of Canada

<http://www.foodnet.fic.ca/index.html>

Ontario Ministry of Agriculture, Food and Rural Affairs - Food Safety

<http://www.omafra.gov.on.ca/english/infores/foodsafe/safety.html>

Packaging Association of Canada

<http://www.pac.ca/>

Other

eHealth MD - Food Allergies

http://www.ehealthmd.com/library/foodallergies/FA_whatish.html

New England Extension Food Safety Consortium

<http://www.umass.edu/nefe/index.html>

USDA Food and Nutrition Information Center

<http://www.nal.usda.gov/fnic/>

USDA Food Safety Information Center

<http://www.nal.usda.gov/foodsafety/>

Questions about the product

Question	Answer		
	Yes	No	Unknown
<p>28) Are there brokers/buyers or other known channels available through which to sell product (e.g. direct to consumer, direct to retail, internet, etc;).</p> <p><i>NOTE.</i> Prior to production, it is STRONGLY advisable to do a product-specific market study.</p>	Continue.	STOP, do not proceed with crop management plans OR use extreme CAUTION if proceeding as you will be creating/developing the market yourself. If processing is required and: no processors are available; it is not feasible to self process; and, there are no other avenues through which to sell the product - STOP, do not proceed with crop management plans.	Further investigation of the avenue(s) through which product will be sold is required prior to proceeding.

RESOURCES

PEOPLE Industry associations, client contacts e.g. buyers, brokers, processors, retail, consumers .

WEBSITES

Resources will be crop specific. Some general references as follows:

British Columbia

InfoBasket – Food, Beverage and Neutraceutical Processing, Agroforestry; Agritourism; Bioproducts; Organics; Ornamentals; and, Specialty Crops communities

<http://www.infobasket.gov.bc.ca>

Agriculture and Agri-Food Canada

Canadian Farm Business Management Council

Publications, videos, webinars relating to business planning, marketing, etc;

<http://www.cfbmc.com/>

Associated Ginseng Growers of BC

<http://www.bcginsenggrowers.com/>

BC Agritourism Alliance

<http://www.agritourismbc.org/>

BC Association of Farmer's Markets

<http://www.bcfarmersmarket.org/web/index.htm>

BC BioProducts Association

<http://www.bcbioproducts.ca/>

BC Biotech

<http://www.bcbiotech.ca/>

BC Food Processors Association

<http://www.bcfpa.ca/>

BC Herb Grower's Association

<http://www.bcherbgrowers.com/>

Certified Organic Associations of BC

<http://www.certifiedorganic.bc.ca/>

Farm Direct Marketing Associations

Fraser Valley

<http://www.bcfarmfresh.com/>

Southern Vancouver Island

<http://www.islandfarmfresh.com/>

Questions about the product

Question	Answer		
	Yes	No	Unknown
29) Are there worker safety concerns associated with crop processing methodologies?	Use CAUTION. Assess degree of safety concerns and if there are management practices to mitigate.	Continue.	Further investigation needed. Consult people, written and electronic resources to determine degree of safety concerns (if any) prior to proceeding.

RESOURCES

WEBSITES

Resources will be crop specific. Some general references as follows:
 InfoBasket – Food, Beverage and Neutraceutical Processing; Agroforestry; Agritourism; Bioproducts; Organics; Ornamentals; Specialty Crops communities

<http://www.infobasket.gov.bc.ca>

BC Ministry of Agriculture and Lands - Food Safety and Quality

<http://www.agf.gov.bc.ca/fsq/index.htm>

Canadian Center for Occupational Health and Safety

<http://www.ccohs.ca/>

Canadian Food Inspection Agency
 Processed Products

<http://www.inspection.gc.ca/english/plaveg/protra/protrae.shtml>

Farm and Ranch Safety and Health Association

<http://www.farsha.bc.ca/>

FOODSAFE

<http://www.foodsafe.ca/>

WorkSafeBC

<http://www.worksafebc.com/>

NOTES:

Questions about the product

Question		Answer		
		Yes	No	Unknown
30)	Is the product market well established?	Continue.	Use CAUTION if proceeding. Assess the degree of market development or creation necessary on the producer's part, if it is feasible, and if there is an adequate degree of interest in pursuing.	Further investigation needed. Consult people, written and electronic resources to determine market status prior to proceeding.
31)	Is the market saturated?	STOP, do not proceed with crop management plans. If proceeding based on perceived product quality edge (or other), proceed with extreme CAUTION and test market.	Continue.	Further investigation needed. If the market is saturated you may be entering competition based on price. Profitability at risk.
32)	Is the market volatile (e.g. boom bust cycles)? CAUTION. Can you afford to store product for a period of time (e.g. 1-2 years), and if so, will the quality be acceptable?	If proceeding, use CAUTION and employ methods to mitigate risk associated with low points in the cycle.	Continue.	Further investigation needed. Where data is available, assess for trends over a period of years. If no data available, use CAUTION.
33)	Are there critical volumes of product (at market standard) needed for market entry and continuity?	Assess if the volumes required can be produced by an individual, if a cooperative group is needed or if required volumes are out of reach.	Continue.	Further investigation needed. Consult people (buyers, brokers, processors, etc;), written and electronic resources to determine market volumes prior to proceeding.
34)	Is there enough information to assess production costs and returns? <i>NOTE.</i> Estimates of liability insurance need to be incorporated in a business-specific manner. E.g. it may be more complex and costly for a food crop/product than a non-food crop/product.	Assess for operational viability prior to proceeding with crop production plans.	Use CAUTION if proceeding, possibly establishing on a small scale to gather the information needed for business planning.	Further investigation needed. Consult people, written and electronic resources to determine degree of cost:benefit information available prior to proceeding. Be conservative when applying yield, cost and return information from other regions.

Questions about the product

		Yes	No	Unknown
35)	Is growth in product demand expected (e.g. increased per capita consumption; increased access to markets previously not accessed)?	Continue.	If market size is limited, assess effect of potential market entry by other growers and effect of competition on profitability.	Further investigation needed. Consult people, written and electronic resources to estimate potential demand prior to proceeding.
36)	Is there a high degree, or potential for a high degree, of competition within the market (local, regional, national, international)? <i>NOTE.</i> Consider ease of product substitutability.	Assess degree of impact of current and potential levels of competition on market entry. Identify who your competition is (current and future). If proceeding, build contingency plans for potential competition levels.	Continue.	Further investigation needed. Consult people, written and electronic resources to estimate degree of current and potential competition prior to proceeding.
37)	Are you a marketer in addition to being a grower? CAUTION. Marketing is a critical factor for success. If you are not interested in marketing is there opportunity to partner with others producing and marketing the same or similar products?	Continue. Determine the marketing activities needed for the crop of interest. Assess the time commitments needed for marketing in terms of fitting in with your current operation.	STOP , do not proceed with crop management plans until you assess what is needed in terms of market development activities, the required investment of time and effort, and personal interest in these activities. If proceeding, it may be of benefit to attend workshops and training courses, and access materials aimed at developing markets and marketing skills, or to access professional services as part of your business plan.	Further investigation needed. Consult people, written and electronic resources to feed into the assessment of your interest in, and the resources available to you for marketing activities.
38)	Are you intending to export the product? <i>NOTE.</i> If planning on shipping a domestically produced product within Canada, interprovincial requirements may also apply.	CAUTION. Regulations or standards may pertain. E.g. <ul style="list-style-type: none"> • domestic export requirements (e.g. export certificates, phytosanitary certificates, reporting requirements, etc); • import requirements of the receiving country (e.g. permits); • labeling requirements/ standards of the importing country (e.g. metric vs. imperial, bar code labels, etc); • nutrition labeling and claims regulations; Consult people, written and electronic resources to	Continue with business planning and development/ assessment activities.	Further investigation needed. Conduct a market study to determine the costs and benefits of export as part of your business planning activities.

Questions about the product

	determine applicable regulations, standards, specifications and required documentation for product(s) of interest.
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RESOURCES

Resources will be crop/product specific. General marketing references will provide background information for marketing approaches. Websites provide information on product trends or product group trends (e.g. natural health products). Contacts listed on applicable agency websites provide valuable resources for determining export requirements. The Business Planning resources listed in the companion document 'Overview of Questions' provide access to online tools and resources. Prior to growing a crop it is STRONGLY advisable to do a focused market assessment (i.e. for your specific product) and build a business plan.

WEBSITES

Resources product dependent. Some general references and trend sites as follows:

British Columbia

InfoBasket - Food, Beverage and Neutraceutical Processing; Agroforestry; Agritourism; Bioproducts; Organics; Ornamentals; Specialty Crops communities

<http://www.infobasket.gov.bc.ca>

BC Functional Food & Neutraceutical Network

http://www.bcf2.com/html/about_us.html

Federal/Canadian

Agriculture and Agri-Food Canada

Agri-Food Trade Service

Market information, trade counseling, trade statistics, export requirements & assistance, products and suppliers, food safety, regional contacts.

<http://ats.agr.ca/general/home-e.htm>

Canadian Farm Business Management Council

Publications, videos, webinars relating to business planning, marketing, etc;

<http://www.cfbmc.com/>

InfoHort

Current and historical data on horticultural commodities across Canada.

<http://infohort.agr.gc.ca/index.cfm?action=dspHome&lang=eng>

Canadian Food Inspection Agency

Export page

<http://www.inspection.gc.ca/english/toc/exporte.shtml>

Canada Border Services Agency

Exporters

<http://www.cbsa-asfc.gc.ca/export/menu-e.html>

Canadian Agriculture Sector: Market Demographics & Industry Benchmarks

<http://www.gdsourcing.com/works/conagriculture.htm>

Department of Justice Canada

Canada Agricultural Products Act, Related Regulations and Information

<http://laws.justice.gc.ca/en/C-0.4/index.html>

Food Value Chain Bureau

http://www.agr.gc.ca/misb/fb-ba/index_e.php?s1=cons&page=intro

International Trade Canada

Canadian Trade Commissioner Service

Resources, news, link to the Virtual Trade Commissioner

<http://www.infoexport.gc.ca/>

Health Canada - Natural Health Products

http://www.hc-sc.gc.ca/dhp-mps/prodnatur/index_e.html

Team Canada Inc. (Government of Canada)

ExportSource.ca – information and tools for exporters (guides, online tutorials, etc;)

<http://exportsource.ca/gol/exportsource/site.nsf/en/index.html>

Questions about the product

WellnessWest

<http://www.agwellness.ca/wellnesswest/>

Other

Agricultural Marketing Resource Center

<http://www.agmrc.org/agmrc/default.html>

<http://www.agmrc.org/agmrc/commodity/>

American Herbal Products Association

<http://www.ahpa.org/>

Cornell University Small Farms Program

<http://www.smallfarms.cornell.edu/>

Food Navigator

Food, beverage and nutrition newsletters

e.g. Food Industry and Consumer TRENDS; Food Marketing and Retailing; etc;

<http://www.foodnavigator.com/NL/allnls.asp>

HerbWorld Online (Herb Growing and Marketing Network)

<http://www.herbworld.com/>

Medicinal Plant Specialist Group

<http://iucn.org/themes/ssc/sgs/mpsg/index.html>

<http://iucn.org/themes/ssc/sgs/mpsg/main/conservation.html>

Midwest Special Forest Products

<http://www.specialforestproducts.com/>

National Sustainable Agriculture Information Service

Marketing, Business and Risk Management

<http://attra.ncat.org/marketing.html>

Natural Products Industry Center

<http://www.npicenter.com/default.aspx>

Nutraceuticals World

<http://www.nutraceuticalsworld.com/>

Today's Market Prices

http://www.todaymarket.com/home_e.htm

Virginia Tech - Non-timber Forest Products

<http://www.sfp.forprod.vt.edu/>

US Customs and Border Protection

<http://www.customs.ustras.gov/>

US Food and Drug Administration

<http://www.cfsan.fda.gov/>

USDA Animal and Plant Health Inspection Service (APHIS)

http://www.aphis.usda.gov/about_aphis/

USDA - Economic Research Service

<http://www.ers.usda.gov/>

<http://www.ers.usda.gov/Emphases/Competitive/>

RESOURCE MATERIALS

Alberta Agriculture

Commercial Medicinal Herb Enterprise

[http://www1.agric.gov.ab.ca/\\$department/deptdocs.nsf/all/agdex581/\\$file/263_830-2.pdf?OpenElement](http://www1.agric.gov.ab.ca/$department/deptdocs.nsf/all/agdex581/$file/263_830-2.pdf?OpenElement)

Herb/Spice

[http://www1.agric.gov.ab.ca/\\$department/deptdocs.nsf/all/agdex746/\\$file/263_830-1.pdf?OpenElement](http://www1.agric.gov.ab.ca/$department/deptdocs.nsf/all/agdex746/$file/263_830-1.pdf?OpenElement)

Cooper, Robert, G. 2001. Winning at New Products, Accelerating the Process from Idea to Launch. The Perseus Books Group, New York.

<http://www.perseusbooksgroup.com/perseus/index.jsp>

Thomas, M.G. and Schuamnn, D.R. Income Opportunities in Special Forest Products . Self-Help Suggestions for Rural Entrepreneurs. USDA Agriculture Information Bulletin No. 666.

[<http://www.fpl.fs.fed.us/documnts/usda/agib666/aib666in.pdf>]

Vance, N.C., Thomas, J. 1997. Special forest products: biodiversity meets the marketplace. Gen. Tech. Rep. WO - GTR-63. Washington, DC: U.S. Department of Agriculture, Forest Service.

[<http://www.treeseearch.fs.fed.us/pubs/3049>]

