

## Money-Making Ideas To Boost Farm Income

If you're looking for new ways to add to your bottom line, take a look at the money-making ideas featured here and on the next page.

If you've found or heard about a new income-boosting idea, we'd like to hear about it. Send details to: FARM SHOW Magazine, P.O. Box 1029, Lakeville, Minn. 55044 (ph 800 834-9665) or email us at: [editor@farmshow.com](mailto:editor@farmshow.com).

### Goat Milk Ice Cream Catching On Fast

The popularity of goat's milk due to health-conscious trends and lactose intolerance, combined with Laura Howard's flair for coming up with unusual flavors, has been a winning formula for a rapidly expanding goat's milk ice cream business.

Howard left her job as a Los Angeles film and advertising producer to start her new venture, "Laloo's Goats' Milk Ice Cream," in the fall of 2004. Already she's selling thousands of pints of ice cream per month for \$6 each.

Appealing to an upscale crowd, Howard currently offers eight flavors. She's continually experimenting with flavors and has invented more than two dozen so far such as Saffron Cookie Crunch, Rumpelstiltskin, Campari Orange, and Honey Lavender.

The 38-year-old has her own small herd of goats, but currently buys the milk she needs from two local goat dairies. She rents a commercial kitchen, leases equipment, and employs a "handful" of part-time employees.

Gauging by the demand for her unique ice cream, Howard believes "there was a pent-up demand for goat milk ice cream."

This translates into 18-hr. work days, seven days a week, including the day-to-day production work, as well as attending food trade shows and tastings for chefs. She sells directly to local restaurant chefs, as well as specialty markets.

Howard has more than 130 distributors along the West Coast and in Hawaii. Her product was also recently featured on the menu at Saks Fifth Ave in New York.

"Laloo's is made in small batches, the old fashioned way. It's extremely creamy, but has half the calories of other gourmet ice creams," she says. "The intense flavors are a result of slow cooking the ice cream's base, which produces a counterpoint to the mellow cream of the goat's milk."



"There was a pent-up demand for goat milk ice cream," says Laura Howard who has a small herd and buys milk from local goat dairies.

A pint of goats' milk ice cream sells for \$6.



Some goat's milk tanginess can be detected in the Chevre Chiffon because it is loaded with fresh chevre. For the most part, however, Howard's products are very similar to "regular" ice cream.

Contact: FARM SHOW Followup, Laura Howard, Laloo's Goats Milk Ice Cream, 3900 Magnolia Ave., Petaluma, Calif. 94952 ([laloo@goatmilkicecream.com](mailto:laloo@goatmilkicecream.com); [www.goatmilkicecream.com](http://www.goatmilkicecream.com)).

The firewood processor comes standard with a 5.6-ton cylinder and 12-ft. long conveyor. It'll cut logs into lengths from 10 to 24 in. long and then split the chunks two or four ways. Sells for \$11,600.



### Firewood Processor For Smaller Operators

"Our new 3-pt. mounted firewood processor is an excellent value for smaller operators who don't need a giant processor," says Janet Janssen, Apache Forest Products, Inc., Leduc, Alberta.

Made in Finland, the pto-driven Japa

2100 processor can be operated by any tractor with 20 hp or more. It'll cut logs up to 14 in. in diameter into lengths from 10 to 24 in. long. The splitting blade can split wood two or four ways. If you want you can remove the blade and simply cut the log into fire-



Lois Robinson peels each tree and then lets them sit in an unheated shop to dry for a year. After that, the tree is sanded and finished with three coats of exterior varnish so it can be used either indoors or outdoors.

### Coat Racks Made From Aspen Trees

By Dorothy Mack

Aspen is a common tree in the Fort Assiniboine area of Alberta, Canada. One local resident has found an unusual use for the tree and has built up a small home-based business around it.

Lois Robinson and her husband, Darrell, farm near Fort Assiniboine. Seven years ago Lois got the idea of making a coat rack to hold dirty coveralls out on her deck. After locating a suitable tree, she carefully cut off all the branches. She then drilled holes in strategic parts of the tree and stuck branches into the holes. It didn't take long to realize that using a tree with branches already in the right places would work a whole lot better.

The trees that Lois uses grow on their farm. Whenever she is out helping Darrell with farm chores, she'll be watching for suitably-shaped trees. She says, "I can go past a tree dozens of times and, all of a sudden, I realize it's the right tree!" Often she'll take the quad to go on a tree search and finds that fence lines are good places to look. A tree that has been bent or damaged when young often results in an interesting shape. She says that she is becoming "more artsy" in her creations as people want tree stands that are unusual and eye-catching as well as useful.

During the winter, Lois will mark trees to be cut in the spring. In order to peel well, the trees are cut in the sap stage from the middle of May to the middle of July. After being peeled, they are put in an unheated shop to dry for a year.

When a tree is dry, it is sanded and then finished with three coats of exterior varnish so it can be used indoors or outside. Each tree has a solid tamarack base. Lois has local mills saw tamarack logs into suitably sized blocks. When the blocks are sanded and finished, Lois drills a hole to fit the base of the

tree and screws the tree in place to ensure that it will remain sturdy.

Six to eight hours of work go into a tree depending on its size. Lois has converted an old house into a shop where she has her tools set up and also, since the shop is not heated, where trees are stored while they dry. She prefers to do the sanding outside.

The first trees that Lois made are being used in her own home as coat trees, a towel tree in the bathroom and decorative trees. When family members admired the trees, both for their attractiveness and their usefulness, Lois began to make trees as gifts. She also created trees on consignment for people who wanted to purchase one.

Although marketing is not as much fun as creating, Lois is now concentrating on building up her inventory and plans to get into some of the bigger craft and farmers markets. In July 2005, Lois had a vendor's table for three days at a special Fort Assiniboine Farmers Market which was held during the World Masters Orienteering event at Fort Assiniboine. She felt that this would give her work more exposure and she was pleased when she sold two trees, one of which went to Whitehorse, Yukon.

Lois also has trees consigned at The Rusty Cup, a restaurant and craft shop in the area, and at the North Bow Lodge SE of Calgary near Dalemead. These businesses, as well as a jewelry store in Barrhead, Alta. have purchased display trees from Lois.

Lois enjoys her craft and takes pride in her work. Being able to work at home and to use a local resource is a bonus! You can visit her website at [www.losibugs.ca](http://www.losibugs.ca) to view her trees.

wood length without splitting.

The unit comes standard with a 5.6-ton cylinder; an 8-ton cylinder is optional. Also optional is a 15-ft. conveyor (the standard conveyor is 12 ft. long).

"It's a simple, safe mechanical system," says Janssen. "The unit has a maximum capacity of two cords of firewood per hour, but some of our customers tell us they're producing up to three cords per hour. It sells for about \$11,600 (U.S.), compared to bigger

commercial processors that sell for up to \$30,000."

Contact: FARM SHOW Followup, Apache Forest Products, Inc., 7015 Sparrow Drive, Leduc, Alberta, Canada T9E 7L1 (ph 866 986-0067; [janet@apacheforest.com](mailto:janet@apacheforest.com); [www.apacheforest.com](http://www.apacheforest.com)).