

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.

Couple Turns Scrap Wood Into Art

Ben and Nicole Labonte have found a way to turn scrap wood into art. Their moons, hearts and random designs grace the walls of clients throughout the country.

The slices are 1/2 to 2-in. thick rounds (up to 6 in. in dia.) of wood cut on a chop saw. After being arranged, glued and nailed to cabinet-grade 3/4-in. plywood, Ben, a carpenter, cuts out the final shape with a jigsaw.

The Labontes prefer hardwoods because they have fewer cracks and checks, but Yew, a hard softwood in the Northwest also works well and adds color to the pieces.

"I'm drawn to shapes I see in nature - circles, spirals, waves. I like gentle curves and spirals," Nicole says. "We mostly leave them natural (no sealer)."

At a customer's request, the Labontes will add stain or sealer, and Nicole, a graphic artist, paints on a few slices of wood to add some color, such as in the piece, "Blue Moon."

Demand for "Wild Slice Designs" has grown since the Labontes started selling their work on Etsy in 2014. They now work full time at it.

Prices vary according to size and detail, from \$85 for a 14-in. mini moon to \$650 for a 3 by 6-ft. piece. The art is bubble-wrapped and shipped UPS in most cases.

Contact: FARM SHOW Followup, Wild Slice Designs, Ben and Nicole Labonte, P.O. Box 330, Blue River, Ore. 97413 (ph 207 515-3607; www.wildslicedesigns.com; www.wildslicedesigns.etsy.com; benicole4@yahoo.com).



Ben and Nicole found a way to turn scrap wood into art, which they call "Wild Slice Designs".



They cut wood into 1/2 to 2-in. thick pieces and then glue and nail them to plywood.



Their moons, hearts and random designs grace the walls of clients throughout the country.



James Frantzen entered the non-GMO feed business 2 years ago. Most of his ingredients are sourced from soy processing plants in the central U.S.

Non-GMO Feed Helped This Business Grow Quickly

James Frantzen made a spur-of-the-minute decision to enter the non-GMO feed business 2 years ago, and he hasn't regretted it a minute since. With the help of his father Jim, an organic farmer in Alta Vista, Iowa, he started Riverside Feeds in January 2013.

"The supplier my dad was working with offered him a good supply of non-GMO soy product, but he only had 48 hrs. to make up his mind," says Frantzen, who's an energetic 26-year-old. "Dad knew I was interested in setting up my own business, so we started an LLC, opened a bank account, and arranged for a rental warehouse to store 7 truck loads of incoming product."

The business took off literally overnight, and a month later Frantzen opened at a different facility in Riceville, Iowa. That location has a 13,000 sq. ft. warehouse along with a new 358 New Holland hammermill and ribbon mixer. From that location Frantzen does all the milling for Riverside and also does custom milling for Frantzen Farm Feeds, the business his father has operated for 15 years.

Frantzen produces and sells specialized soy proteins, pelletized soy products for ruminants, pre-mixes for hogs, and minerals and other meal products for dairy and beef. His customers for these products, along with

soy hulls, grits and powders, are in 12 Midwestern states. Most of his ingredients are sourced from soy processing plants in the central U.S.

Early in 2014, Frantzen realized there was a growing market for other specialized products, so he introduced Riverside Feeds Complete Non-GMO Poultry Feed. Frantzen set a tonnage goal for 2014 and doubled it at year's end. In 2015 he hopes to double production again. It's available in 50-lb. bags for starter chicks, grower-broilers and laying hens.

Frantzen says his business produces a very high quality certified organic product, and more poultry and livestock producers are "flocking" to his brand. "I think we're in the right place at the right time, and I hope it continues," Frantzen says. His customers include smaller-scale feeding operations, CSAs and farm-to-market farmers. He has employees to keep things moving smoothly. His retail operation also sells pine shavings, organic kelp, soybean oil, vitamins and minerals.

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Farmers Market On Wheels Serves Three Counties

You might call it the "ultimate" food truck. Members of the Grow Ohio Valley (GOV) figured out a way to bring produce to the people. Executive Director Ken Peralta purchased a former Snap-on Tools truck and had it fixed up. This summer it made 17 stops each week from June-October in three counties in the northern panhandle of West Virginia.

People who had never heard of farmers markets are waiting in line when the truck arrives, says Kacey Orr, director of operations, and one of eight growers for the nonprofit organization. She also oversees the one-acre downtown Wheeling, W. Va. garden plot, two greenhouses and five community gardens that grow food as part of the organization.

She explains that the communities they serve are small where it wasn't affordable or convenient for lower income residents and senior citizens to travel to larger cities with farmers markets.

With the Mobile Farmers Market program, residents of all incomes have access. Senior citizens can use vouchers, and SNAP cards are matched so customers can get double value. Credit cards and checks are also accepted.

The truck (Chevrolet P-30) is "refrigerated" with a block of ice and

fans running off a car battery to keep the vegetables cool. When it reaches a market site, the doors open up like a food truck and baskets of vegetables clip on the outside. People can shop like they would at a farmers market for organic and locally grown food and homemade baked goods and canned goods.

Signs on doors list specials, prices, grower information and ideas on how to prepare produce available that week. Wednesdays are also delivery days for 90 CSA (Community Supported Agriculture) customers.

The benefits of the mobile market outweigh the costs of maintaining a truck, Orr says. Sites visited include church parking lots, senior high-rises, housing developments and even businesses such as an attorney's office.

For groups considering adding a mobile market, Orr offers tips.

- Get the word out, advertise, let customers know the benefits such as taking vouchers and SNAP cards.
- Don't choose sites like a Walmart parking lot, where food is available. Find convenient locations for people to walk to.
- Keep prices affordable.
- Offer lots of variety. GOV also has nuts, popcorn, jams, etc.

"I think one of the biggest benefits is that this gives farmers a new outlet for profit,"



Eight West Virginia growers formed a nonprofit organization and bought a truck to bring organic and locally grown produce to small communities.

Orr says.

She adds there is one more challenge with operating a market on wheels.

"It can be hard to stay on schedule," she notes. "People want to chat. It's the highlight

of some people's week."

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