

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.

Measuring 22 ft. high and 24 ft. in dia., giant pumpkin house is a real eye catcher and helps to sell the thousands of pumpkins Ron and Lori Sewell raise each year.



Giant Pumpkin House Brings In Visitors

Pumpkin hunters know where to come when they see the giant orange pumpkin house at Sewell's Farm. The 22-ft. high, 24-ft. diameter pumpkin is an eye catcher for kids and adults alike and helps to sell the thousands of pumpkins Ron and Lori Sewell raise each year.

"Our fall season is all about entertainment, so we try to change it up every year," says Ron Sewell. "This year we added a giant slide with steps to it on the inside of the pumpkin house. The slide takes them down to a play yard that is decorated with stalks and pumpkins."

The pumpkin house started with a skeleton made out of metal tubing. The tubes were bent and welded in place at either end, forming ribs about 3 ft. apart. The steel framework sits on a concrete pad once used for a grain bin.

Sewell covered the ribs in a mesh tarp, stretching it tight and holding it in place with wire ties and self-drilling screws into the tubing.

"We sprayed foam on the inside and painted inside and out," says Sewell. "It has a ramp leading up to the wooden floor, lights and sound. An exit sign comes on automatically."

Keeping visitors entertained is important as Sewell charges an entrance fee for the fall season. In addition to pick your own or picked-for-you pumpkins, visitors can enjoy 2 sunflower mazes and a corn maze. The Sewells also offer scavenger hunts and a soccer field challenge with goal posts and hay bale obstacles. Hayrides carry visitors to the fields or to the mazes.

Another recent addition to the farm is an area for DIY scarecrows. For an additional price, people use farm sunflower stalks, straw and old clothes to build a scarecrow to take home.

Contact: FARM SHOW Followup, Sewell's Farm, 3400 Harney Rd., Taneytown, Md. 21787 (ph 410 756-4397; www.sewellsfarm.com).



To generate more revenue on their 48-acre farm, Dustin and Lacy Stewart built an on-farm wedding and event venue - an open air pavilion built from steel beams on a concrete pad. Two storage containers at one end provide indoor space.

On-Farm Event Center Pays Off In Multiple Ways

By Klaire Howerton

Dustin and Lacy Stewart of Pleasant Hope, Mo., keep looking for new ways to make a living on their 48-acre farm. So on top of raising sheep, hogs, chickens and goats, they decided to build an on-farm wedding and event venue.

The open air pavilion, built from steel beams on a concrete pad, features a groom and bridal suite and a catering area, all made from shipping containers.

The shipping container suites are a big draw. Dustin owns his own custom woodworking shop, so he did the exterior decking and paneling, and some of the interior furniture for the suites. The catering shipping container features a butcher-block style dry bar. Since so much of the venue is metal, "we used wood elements to warm it up," said Lacy. Dustin also built 28 wood topped tables for the pavilion.

While weddings have been the primary events hosted, the Stewarts' have also hosted a pop-up farm-to-table dinner, and hope to also push their venue as a unique place to hold corporate events and birthday parties. To further create an interesting appeal, the shipping container groom and bridal suites



Event center features bridal suite and catering area, housed inside shipping containers.

are available as Air BnB rentals for people who want an enjoyable weekend getaway in the Ozarks.

Dustin and Lacy primarily market their venue through social media, to appeal to a younger audience. "That is our target market," said Lacy, "and we want to build more than a onetime relationship. We want people to know who we are."

Contact: FARM SHOW Followup, Dustin & Lacy Stewart, 12077 State Hwy. H, Pleasant Hope, Mo. 65725 (ph 636 328-2580; www.stewartsettlementcoop.com).

Antler Market Still Going Strong

Joel Elavsky has been buying and selling antlers long enough to see many market swings. When he started in the 1990's, there was plenty of demand from lighting and log home décor manufacturers. These days, the majority of antlers end up as dog chew toys.

"Most of them are shed antlers," he emphasizes. "A lot of people pick up sheds. It's a wonderful, renewable resource."

Savvy pickers in places such as Canada and Alaska can earn as much as \$5,000 in the spring, especially where there are elk and moose. Prices vary but run about \$11 to \$14/lb. for elk and \$10 to \$11/lb. for quality deer antlers.

Elavsky notes that the internet has made the business more competitive with multiple antler buyers in many regions.

Still, the Akeley, Minn., antler buyer is plenty busy.

"I network on the phone with dealers and pickers and do some traveling," he says.

"When I have a load lined up I hit the road." Spring is the busiest time, but he and his wife are busy year-round buying and cleaning antlers.

"We go through thousands of pounds a year," he says.

He uses a bandsaw to cut some of the antlers up for knife handles, ballpoint pens and dog chew toys. Parts of the antlers - tips, buttons - are sorted for specific buyers. He sells some craft-grade antlers used for making jackalopes, lighting and cabinet handles. There is also some demand from taxidermists and overseas for medicinal uses.

"One of the things I enjoy the most is the amazing characters in amazing places I've met. I really enjoy that," he says.

Elavsky welcomes calls or emails from anyone interested in buying or selling antlers.

Contact: FARM SHOW Followup, Joel and Judith Elavsky, Akeley, Minn. (ph 218 652-4868; antler@arvig.net).



Joel Elavsky started buying and selling antlers in the 1990's and says these days, most of them end up as dog chew toys.