

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.

## Perennial Wheat Finds A Market

After several decades of development, a perennial wheat variety called Kernza (Vol. 40, No. 1) has found a market. It's being used to brew Long Root Ale produced by Hopworks Urban Brewery, Portland, Ore. ([www.patagoniaprovisions.com](http://www.patagoniaprovisions.com); ph 415 729-9956).

Hopworks replaced 15 percent of the grain normally used in their ale with Kernza. The end result is described as a pale ale with "...resinous, grapefruit hop aromas and flavor with a balanced maltiness."

"Kernza adds great flavors to this delicious pale ale," says Christian Ettinger, Hopworks Urban Brewery.

The beer is named for Kernza's dense root system that can descend as far as 10 ft. down into the earth. "I didn't think we would have a product on the market yet," says Lee DeHaan, The Land Institute, a Kansas-based nonprofit that has led development of Kernza.

Researchers and growers in Minnesota, Wisconsin, Utah and Kansas, are working to develop the "wheatgrass" into a viable crop. University of Washington researchers have crossbred Kernza and wheat. The perennial hybrid produced is called Salish Blue. Researchers there face the same challenge as do those working on Kernza.

"We need to increase yields and improve our understanding of how to grow it," says DeHaan. "Yields are still only around 20 percent of conventional wheat varieties. We are hoping for much more."

Kernza for the Long Root Ale is being grown under contract by farmers in northwestern Minnesota. A number of restaurants are finding other uses for the small grain, and some large food processors are considering introducing it into their products.

Kernza eliminates yearly tillage and reseeded since it re-grows each season. Researchers at the universities of Minnesota and Wisconsin are studying



Kernza is a perennial wheat variety with a dense root system that can reach 10 ft. down into the soil.



An Oregon brewery is adding flavor to its ale by replacing 15 percent of the grain used with Kernza.

possible uses of Kernza as a pasture or forage crop.

Contact: FARM SHOW Followup, The Land Institute, 2440 E. Water Well Rd., Salina, Kan. 67401 (ph 785 823-5376; [www.landinstitute.org/our-work/perennial-crops/kernza](http://www.landinstitute.org/our-work/perennial-crops/kernza)).

## Magical Moringa Trees

Fast growing Moringa trees are gaining recognition for nutrition and health benefits of everything from seedpods and leaves to their edible roots. Rodney Purdue has been selling Moringa products, including seeds and seedlings, for the past 17 years and encourages people to grow their own.

"Most of my customers raise Moringa for their own use, but there are some growing it commercially," says Purdue. "We worked with a foundation to get Moringa growing in Haiti, and now they are beginning to export it. We are buying products back from them."

Purdue's Moringa Farms website claims that gram for gram, Moringa has 3 times the potassium found in a banana, 4 times the vitamin A found in a carrot, and 7 times the vitamin C found in an orange. It is also high in heart healthy antioxidants, essential amino acids, phytochemicals, and more. Purdue suggests picking a few leaves as a snack instead of buying expensive multivitamins.

The leaves can be eaten fresh, cooked or fermented. Seedpods can be cooked like green beans, and the seeds can be baked. Even the roots, which have a similar flavor to horseradish, can be used. Purdue reports recently being given some fermented Moringa leaves.

"Fermentation intensifies the nutritional value and makes the nutrients even more available," he says. "Fermented cabbage can't hold a candle to fermented Moringa in terms of nutrients, amino acids, and minerals."

Moringa trees were first introduced into California in the 1500's. Cultivation of Moringa outside is limited to hardiness zones 9 and 10 with some cultivation possible in zone 8. However, Purdue says it is also well adapted to greenhouse production or in pots that are taken outside in the summer and returned inside when the weather turns cold.

"Most commercial growers keep them at 7 to 10 ft. in height," says Purdue. "You can plant them as thick as half a million seeds per acre outside. They grow like grass."

He says the plant will die if frozen, but can withstand a light frost. Moringas go dormant in the winter, but produce heavy growth spring through fall.

Once the tree blooms, the seedpods begin to develop. They turn a light brown, and as a result, the Moringa is often called the drumstick tree.

Normal growth ranges from 10 to 16 ft. or more per year without cropping. Purdue



The seedpods on Moringa trees can be cooked like green beans, and the seeds can be baked.



The leaves can be eaten fresh, cooked or fermented.

offers seeds and seedlings for improved varieties that can grow as much as 24 ft. in a year, with a fully mature tree topping out at about 35 ft.

He offers full growing instructions on his website as well as recipes. Additional products for sale include leaf powder, capsules, seed oil and even tea.

Moringa Farms also offers seedlings for sale by mail order, as well as limited larger potted trees for pickup at company locations in California, Texas and Florida.

Seeds are priced at \$15 for 2 ounces (approximately 90 seeds).

Check out a video of Moringa at FARMSHOW.com.

Contact: FARM SHOW Followup, Moringa Farms, Inc., P.O. Box 55444, Sherman Oaks, Calif. 91413 (ph 818 995-1185; [www.moringafarms.com](http://www.moringafarms.com)).

## Online Course Teaches Profitable Pasture Poultry

If you want to learn about pastured poultry production, John and Betsie McAuley say they can teach you without you even leaving your farm. With more than 20 years experience, they offer live webinar courses online to cover everything from setting up your operation to development of a marketing plan.

As apprentices with guru Joel Salatin in 1996, the couple learned the basics to start their own North Carolina operation on rented land. They took a break when land issues arose, but returned to poultry production three years ago on a farm they purchased. The McAuleys have raised as many as 6,000 birds in a year, which they direct market.

"The reason we started doing classes is that I've gone to farm courses where people have to leave their farm. That's hard for many farmers to swing. I felt there

was a need to do online courses so farmers can learn what they need without having to spend time away from the farm," John says. "What we focus on is doing a production type model to meet the demand - how to bring birds in and out of the brooder, set schedules for processing, infrastructure and getting the most production out of the pastures. It includes the basics of the Salatin's system, and takes it further to maximize birds and revenue per acre."

The course is offered in six 2-hr. sessions (Tuesdays 8 to 10 p.m. Eastern) that often extend longer because of Q&A, he says. Each session (spring and fall) is limited to 25 students so that there is time to answer everyone's questions. Cost is \$250.

"The goal is that when they go through the course, we expect that with no prior experience they can go into production at the end," McAuley explains. The McAuleys

share what they know that has allowed them to produce close to \$40,000/acre in sales with their pastured broiler business.

With participants from across the country, the discussions cover many variables from shelters in high heat areas to adjusting for cold and wet weather. McAuley also emphasizes planning for year round sales to keep customers stocked at all times.

At Healthy Hen Farms the couple sell frozen chickens. They also spend 2 1/2 times more for feed that is soy-free and non-GMO because of their market demands.

As parents of six children, one other thing is important to the McAuleys.

"One thing we talk about a lot is how to integrate children in the operation, and how to set it up to make it child friendly," he says.

Check out the website to find out more about the next online course set to begin Oct. 4.



All 6 McAuley children are involved in the poultry business, which produces close to \$40,000 income per acre.

Contact: FARM SHOW Followup, John and Betsie McAuley, Healthy Hen Farms, 4265 Fairport Rd., Oxford, N. C. 27565 (ph 919 435-4484; [www.chickenpeople.com](http://www.chickenpeople.com); info@healthyhenfarms.com).