

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.



Voeller's custom golf cart with lift kit, special tires, graphics, custom wheels, new seat, and chrome add-ons.

Custom Cart Leads To New Business

Isaac Voeller's creative mind and custom handiwork have produced nearly 20 "made-it-myself" projects in the past 7 years, and his latest idea may soon grow into a money-making business.

Jamie Voeller says his son enjoys tinkering with and tuning small engines, so the father-son duo modified a 2000 E-Z-GO TXT golf cart into a custom rig.

"We started with a rather beat-up non-operational green cart," says Jamie. "Isaac installed new gas shocks, a 6-in. lift kit, custom rims and off-road ATV tires. We put new 12-volt batteries in series to provide 36 volts of power. We also built a custom seat and added a new steering wheel. Isaac loves chrome, so we installed about every piece of polished aluminum or chrome we could find for the cart."

Using his skills as a fabricator and painter, Jamie reworked the green body, applied custom graphics and four coats of sky-blue paint topped with six coats of urethane clearcoat. "The sun reflecting off this shiny custom cart just might wilt the grass on a freshly mowed golf course," Jamie says with a laugh.

The Voellers hope this cart, which is for

sale, will be the first of many they will build in their shop. "The carts work great around a farm or small business, and we've had ours at fairs and at car shows where it attracts more attention than the cars," Jamie says.

To build their carts, Isaac says, "Basically we can start from scratch, building a custom frame, or we can modify an existing cart. We can build gas or electric carts (36-volt or 48-volt) from the 1980's to current model carts. We can personalize them cosmetically to look like a favorite brand of tractor, carry the colors of a collegiate or professional team, maybe even have one look like a bear or a tiger, anything you can dream up."

Jamie Voeller says his background in graphic design and custom painting will blend well with Isaac's ability to develop custom frames and powertrains driven by an electric motor or gas engine.

"We think there's a strong interest in custom carts, and we'll work up ideas for anyone who wants to contact us," the Voellers say.

Contact: FARM SHOW Followup, Jamie and Isaac Voeller, 103 1st St., Frederick, S.D. 57441 (jsvbusiness@gmail.com).

They Turn Goose Meat Into Jerky, Brats

Goose hunters near Eureka, S.D., now have a novel way to enjoy their harvest - homemade goose jerky or brats from Kauk's Meat Market.

This independent butcher shop will take goose meat from local area hunters and process it as they request. "Goose jerky has a nice gamey taste," says shop employee Issac Morlock. "But honestly, most people who try it without knowing what it is will assume it's beef."

While it remains an unconventional option, goose meat (especially the extra-lean breast meat) is ideal for making jerky. In contrast, goose brats require either beef or pork blended with the bird to boost its fat content. At Kauk's, the general ratio is 1/3 goose meat to 2/3 other meat.

While goose meat only makes up a small portion of Kauk's Meat Market's business, processing it is a task the team enjoys.



While it remains an unconventional option, goose meat (especially the extra-lean breast meat) is ideal for making jerky.

"The truth is I like making jerky better with goose meat than beef," says Morlock. "It's a looser meat, and it goes great through our machines."

Those interested in having Kauk's process their goose meat can contact the butcher shop directly. At publication, pricing started around \$4.09 per lb.

Contact: FARM SHOW Followup, Kauk's Meat Market, 11149 328th Ave., Eureka, S.D. 57437 (ph 605-284 5218).

Cookie Decorating A Fun Sideline Job

When Katelyn Engquist decorates cookies, she makes two types of icing. One thick for outlining, the other thinner for "flooding," a technique she discovered on Instagram. How to make the icing is one of the things she taught 50 home bakers before Christmas during 2-hour classes she held in her hometown.

Selling cookies locally and teaching classes has become a creative sideline business for the young mother who works full-time from her West Fargo, N.D., home in market development and communications for an agriculture business. Her husband Kelly's skills and 3D printer also make it possible for her to have a huge inventory of cookie cutters that she designs.

"I take inspiration from others, but I do a lot of themes that are unique and personal," she says. For example, she decorated cookies with country song lyrics for a sister-in-law to match her baby's nursery theme. She had her husband print out their daughter's name, Kennedy, on a cutter, and Kelly made name-themed cookie cutters for other young relatives to use for cookies or playing with Playdough.

With her work and background growing up on a dairy farm, she decorates many cookies with farm-related themes also.

After posting some of her cookies on Instagram, some people wanted to buy them, so she started making them for local deliveries, according to North Dakota's cottage industry rules. After taking a class to learn more, she taught a few online classes and a class for 4-H. In early December, she offered two classes with 25 participants each.

The timing was right for holiday baking, and each decorator received six cookies. Engquist focused on teaching how to make pretty cookies with items bakers have in their homes and how to make royal icing the right consistency. She also offered tips for making better cookies: find a good recipe that doesn't spread too much and put the cut dough in the freezer for a few minutes before baking so the cookies hold their shape.

Engquist notes that because of her job and



Engquist sells her cookies and teaches online classes on making her highly decorated treats.



caring for her young daughter, she limits the time she spends on her sideline business. But Creations by Kate has proven to be a popular way for her to share her talents. She is open to requests for online or local classes as well as local requests for her customized cookies.

Contact: FARM SHOW Followup, Katelyn Engquist, West Fargo, N.D. (Instagram and Facebook: Creations by Kate).

Grain Bin Vacation Condos

"Business has been great," says Alyssa Helland, property manager of Clark Farm Silos, a Kalispell, Mont., vacation-rental property opened in 2021.

The five "silo homes" were previously 3,500-bu. grain bins on an Idaho farm. The bins were disassembled, hauled to Montana, and transformed into rental homes on the 80-acre Clark farm property. The project was managed by Eli Clark, a graphic designer by trade, who wanted to create accommodations that fit naturally into their farm operation, which includes peas, wheat and canola, and a herd of black Angus cattle.

Each silo home features a loft bedroom with a king bed and one sleeper sofa, a bathroom, a fully functional kitchenette, a cozy patio with a fire pit, and excellent views of the surrounding mountains and Flathead Valley.

"We weren't sure what to expect when we opened, but we've been able to maintain a higher occupancy rate than other rentals in the area," Helland says. "Our goal is to provide our guests with small-town hospitality, a clean and comfortable space, and plenty of amenities to ensure they have a wonderful stay. We're thrilled that we've received more than 500 five-star reviews in our first year of business. It seems like the market is favorable towards 'unique venues.'"

Helland says their Clark Farm Silos site



Grain bin silo home rentals.

is appealing because it's nestled perfectly between Glacier National Park, the 200-square-mile Flathead Lake, and popular ski resorts near Whitefish, Mont.

"We've had couples on their honeymoon, couples celebrating their anniversary, and many other folks just interested in nearby activities including hiking, fishing, boating, skiing, river floating and biking. The silos provide a great getaway for anyone wanting to unwind and de-stress."

The silo homes are available to book on Airbnb and have space for a couple or a couple with a child. Rental price ranges from \$150 to \$450/day, depending on the season.

Contact: FARM SHOW Followup, Clark Family Silos, 153 Creston Hatchery Rd., Kalispell, Mont. 59901 (ph 406-249-2955; www.clarkfarmsilos.com).