

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.



"We sell mostly to customers looking for a small, local business providing a very good product," says Beaumia.

Small Town Coffee Roasters Sell Nationwide

Liz Beaumia credits Beau Coffee Company's success to great taste and custom roasting. Located, ironically, in Starbuck, Minn., the six-year-old company has shipped ground and whole roasted beans to all 48 contiguous states.

"We've had requests from other countries, including one from a person living in Italy," says Beaumia. "So far, we've

resisted shipping outside the continental U.S. Many of our remote customers say they tasted our coffee while visiting the area. When they order, we roast it the way they want, and if they want it ground, grind it the way they want."

She emphasizes that their goal is to deliver the freshest coffee with the best flavor possible. This means they don't roast the

beans until they're ordered. If grinding is requested, it may delay shipping by up to three days. Beaumia explains that fresh-roasted beans should rest for at least 48 hours before being ground to bring out the best flavor.

Beaumia and her husband, Mike, became interested in fresh-roasted coffee when their daughter, Mary, worked as a barista.

"She started talking about starting up a coffee company, and at first, we asked what she was talking about," recalls Beaumia. "We started researching it and saw an opportunity."

Several factors influenced their decision to make the leap. Beaumia was a problem solver in several past positions, including in administration and management roles. Husband Mike was retiring from his career and is mechanically minded. He took on the roasting duties and the task of keeping the equipment running. Daughter Mary had the coffee business experience.

"Mike took classes, visited a big roaster, researched the type of coffee roaster to buy, and began experimenting with different roasts," says Beaumia. "I took an online class in building a website, got one started, and then turned it over to Mary to finish developing."

As they started their business, friends who owned a mobile coffee kiosk offered to sell it to them. This provided a new source of income and a way to share the roasts they were developing. Like the roasting process, it was a learning experience.

"We tried doing pop-ups in different spots, but we realized it was easier to go to special events where people were than it was to get people to come to us," says Beaumia.

COVID hit a year into the new business, but the company managed to survive. The key to that survival was keeping costs low and seeking help when necessary.

"After my husband retired, we were able to give the business time and be patient growing the business," says Beaumia. "By doing things ourselves, we were able to keep expenses down and not take on huge debt. When we ran into a problem, we would research it and ask contacts Mike had made for advice. Sometimes, just talking problems over with friends, you come up

with a solution."

The hayloft of the family barn, once owned by Beaumia's grandparents, was transformed into the Legacy Loft for coffee roasting. They also resisted the suggestion of a brick-and-mortar coffee shop.

"It's been a tough go with local restaurants, and we're grateful we didn't go to brick-and-mortar," says Beaumia. "We sell to some local businesses, but mostly to customers looking for a small, local business providing a very good product."

Both the kiosk business and online orders have taken off for the company.

"The last year with the kiosk has been the best yet," says Beaumia. "People are recognizing our name and seek us out at special events when looking for a good cup of coffee."

Website sales have also kept growing. Beaumia and her daughter plan to expand their social media presence to further boost that part of the business.

She notes two main benefits they gain from the growing business.

"We love good coffee and, especially during the learning process, we did a lot of sampling," says Beaumia. "We were highly caffeinated. We still are, as we love trying new varieties from our supplier. Our own coffee intake has gone way up."

The other major benefit has been the people they interact with.

"The best part of the business has been the wonderful people we've gotten to know," says Beaumia. "They start as customers and have become friends. That makes the job worthwhile."

Beau Coffee Company's selections come from around the world, from Sumatra to El Salvador to the Congo and beyond. They're available as whole beans or ground, in medium and dark roasts.

Prices usually range from \$5 to \$34, from 4-oz. samples up to 1 and 2-lb. quantities. A sampler pack with three different coffees costs \$17. Orders of \$80 or more qualify for free shipping.

Contact: FARM SHOW Followup, Beau Coffee Company, 32736 180th St., Starbuck, Minn. 56381 (ph 320-239-2078; beaucoffeeco@gmail.com; www.beaucoffeeco.com).



Collins left the bed slide-outs in place for storage space for bulk produce and to cover the trailer tongue.

Mobile Produce Stand Made From Renovated Camper

Hunter Collins of Ottumwa, Iowa, built a mobile produce stand using the frame of an old pop-up camper.

"I sell a lot of fresh produce, and I was doing it out of the back of my truck," Collins says. "I wanted something unique to sell out of, but a normal produce trailer was too pricey. Instead, I picked up a cheap pop-up camper."

Collins shares that the interior was in rough condition and needed extensive updates.

"I completely gutted the inside and started building the walls with 2 by 4s and plywood."

He left the bed slide-outs in place for storage of bulk produce and to cover

the trailer tongue, preventing people from accidentally walking into it.

"I built a counter so I can have small stuff to sell, and I made it so it folds over, and the slide-out comes in, and the roof will come down."

He estimates the total cost for the produce stand was \$1,000. Still, the construction was not without its challenges.

"It took me about two weeks to get it done, and only one ER visit," Collins jokes. "If I had to do it again, I would've gotten a bigger pop-up camper. It's pretty tight inside."

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Seed Cleaning Kit Helps Growers

The folks at the Organic Seed Alliance are experts at saving seed from this year's grains, beans and vegetables. They're sharing a key component of seed saving with their Seed Cleaning Toolkit.

The practical how-to guide is made for beginner seed growers. However, it provides enough technical detail and advice to also benefit experienced growers who want to increase the scale and efficiency of their seed production.

The Washington State Department of Agriculture's Specialty Crop Block Grant supported the development of the Toolkit. It clarifies the differences between wet and dry seed crops and the seeds themselves. It also offers tips for each, suggested seed-cleaning equipment, and resources for seed savers.

Dry seeds are those found in husks, pods or seed heads that dry on the plant. Wet seeds are embedded in the flesh of fruits, usually from the Solanaceae (tomato and pepper) family and the Cucurbita (squash, melon and cucumber) family. Dry seeds are threshed to separate them from other plant material. Wet seeds typically require additional steps, such as fermentation, decanting and rinsing.

The kit covers various types of threshing,



Cleaning cucumber seeds with a Millet Wet Vegetable Seed Separator.

from manual to mechanized. It also reviews screening methods and winnowing of dry seeds, along with the extra steps needed for wet seeds.

Tips are provided for commonly saved dry and wet-seeded crops. A link to a detailed selection of equipment for both wet and dry seeds is included. A list of webinars on the topic is also provided.

Contact: FARM SHOW Followup, Organic Seed Alliance, P.O. Box 772, Port Townsend, Wash. 98368 (ph 360-385-7192; info@seedalliance.org; www.seedalliance.org).