

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.**



Makana Farms grows ginger, turmeric, pineapples, guavas, papayas, three types of bananas, navel oranges and a calamondin tree.

Farm Offers Tropical-Inspired Fruits And More

Makana Farms in Williamsburg, Mass., operates a diverse fruit farm despite its cold winter temperatures.

"I bought this seven-acre property back in 2017," says Pierre Belhumeur, farm owner and operator. "Two weeks before I closed on it, a fire destroyed the house. My main gig—besides farming—is working as a contractor/carpenter. After much consideration, I completed the sale and rebuilt the house over the next five months."

A year later, Belhumeur was able to focus on the farm itself.

"Makana means gift and reward in Hawaiian," he says. "It's also the name of my black tri-coat Australian shepherd."

Today, the farm considers itself a fruit farm.

"We grow everything from apples, peaches, pears, raspberries, strawberries, and 600 wine grapes in our vineyard," Belhumeur says.

Chosen grape varieties include Itasca (white) and Petite Pearl (red), and the farm partnered with Mineral Hills Winery in Northampton for wine production.

"With their collaboration, we won gold at the Eastern States Expo for best-grown grape in Massachusetts, and our 2022 Petite Pearl won gold for best red wine. And we were a five-year-old vineyard, too!"

A farmstand on Route 9 opens up farm produce to the public.

"Not only do we sell what we grow, but we also carry other local farm and homestead products and vegetables," Belhumeur says. "We grow and sell carrots, three types of onions, stiff-neck garlic and scapes, herbs, six types of squash, tomatoes, artichokes, parsnips and sometimes corn."

The farm also started an apiary last year, and the honey is sold at the farmstand. A flock of 24 chickens keeps the farmstand stocked with eggs, and seasonal foraged offerings like ramps, fiddleheads and chaga are also for sale.

Perhaps the main reason for Makana Farm's reputation is its greenhouse-grown ginger.

"We grow organic Peruvian yellow ginger and organic Kauai ginger, as well as turmeric," Belhumeur says. "Going on

four years ago, we designed and built a 30 by 50 subterranean greenhouse that's 5 ft. into the ground."

This greenhouse has 18-ft. ceilings and an insulated, 1-ft. thick concrete foundation geothermal system that both cools and heats it year-round. These systems allow the farm to grow ginger, turmeric, pineapples, guavas, papayas, three types of bananas, navel oranges and a calamondin tree.

Belhumeur openly acknowledges that running such a diverse farm comes with its challenges.

"We're a year-round operation now, which has eliminated our downtime in the winter," he says. "But the locals love to come check out our greenhouse. It's something you don't really see here in New England."

Looking ahead, he aims to enhance the farm's infrastructure, irrigation systems and buildings, with a primary goal of building a facility.

"Here, we're alchemists. We make small-batch hard cider and can make beer and wine. We just need a building to do so."

The first step toward this goal is to establish a new business, Unitea Beverage Co. The objective is to create a farm-based beverage and develop an agrotourism site on the farm. Four varieties of kombucha are slated for release in May 2026, available in 12-oz. cans and 16-oz. glass bottles.

"We're selling the drinks directly from our farmstand and locally at stores and restaurants," Belhumeur says. "Unitea uses our fruit and ginger in the drinks. All that's included is freshly juiced fruit, organic cane sugar, and organic green and black tea. I'll go out on a limb and say we create some of the cleanest, non-vinegar-tasting kombucha on the market."

Despite the many projects underway, Makana Farm staff are always eager to connect with their customers.

"We encourage anyone who sees us out on the farm to stop by for a chat. We're more than happy to take a break and talk. Just watch out for the two Australian Shepherds running around doing their jobs."

Contact: FARM SHOW Followup, Makana Farms, 84 Goshen Rd., Williamsburg, Mass. 01096 (ph 413-522-5622; makanafarmsinc@gmail.com).

Machinist Restores Water Pumps

If you can't replace your water pump at a parts store, Mark Smith can likely restore it. If parts are worn or missing, he'll make them.

"I couldn't do half the jobs I do without my machinist training," says Smith. "I can look at the pump and see what's needed to make an old pump like new. If a brass collar, impeller or shaft are needed, I'll make them, even the brass packing nuts."

Smith has done water pumps for every kind of engine. That includes a 1934 Massey-Harris GP, a 1940s Kaiser-Frazer car, and multiple pumps for the Cummins V12.

"A small town used the Cummins V12 for a backup generator," says Smith. "Others use it for side thrusters on ships."

He got into the business while working on the engine of his 6-cyl. Jeep. A man who had been restoring water pumps closed his shop.

"He said he couldn't compete with the parts stores," says Smith. "I decided to do the ones parts suppliers won't do."

Smith suggests prospective customers call him.

"I'm always curious what it came from," says Smith. "I can provide an estimate, but most people simply tell me to fix it. My prices start at \$130, plus return shipping."

Smith hasn't heard of many people doing what he does.

"I'll get calls from people, and they say, 'Thank God you're doing this work.'"

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Photos show before and after of water pump restoration.



"The old bin had been on the farm as long as I can recall," says Justin. "It looked so neat; I wanted to do something with it."

Old Grain Bin Used As Beef Store

Colfax Farms Beef Bin once held 1,000 bushels of grain. Today, it holds a freezer with a few hundred pounds of beef. The self-service setup is the Anderson family's way of selling their beef directly to consumers.

"We opened in August, having just butchered two beef steers," says Deb Anderson, the family matriarch. "We thought it would be enough for a year. We sold out by November."

Deb and her husband, Dale, son Justin, and daughter-in-law, Mandy, raise crops, feed hogs, and run about 100 head of beef cows. They're now feeding out the calves. Although they had occasionally sold a beef quarter or half on request, Deb credits Justin with wanting to take the next step.

"The old bin had been on the farm as long as I can recall," says Justin. "It looked so neat; I wanted to do something with it. We'd been talking about an on-farm stand. The bin was weatherproof and not too big."

The family went to work, digging out dirt, hauling in fill, and pouring the concrete.

"The whole family worked on it," recalls Deb. "Even the 10 and 12-year-olds."

"I put a chain on the bin with our excavator and walked it down," says Justin. "We brought in electricity and plugged in the freezer."

The Andersons had lucked out by finding a new federally inspected meat processor that had just opened. They filled the freezer with meat, labeled each package with the price, set up a cash box, and mounted security cameras inside and out.

"The honor system has gone well," says Justin. "We have a cash box, and people can pay with cash, checks or Venmo."

Marketing has been word-of-mouth, with stories spreading as soon as the bin was in place.

"Stories started going around; folks wondered what it would be used for," recalls Justin. "In addition to beef, pork and poultry, we also sell honey from my parents' hives, soap, bacon and eggs. We're also starting to get people asking about buying beef quarters."

Justin notes that the Beef Bin is just the latest thing the farm family has tried.

"We have a very diverse operation and aren't afraid to try things," he says. "We have younger kids and want to keep them interested."

Contact: FARM SHOW Followup, Colfax Family Farms, 1560 285th Ave. NE, Belgrade, Minn. 56312 (Facebook: Colfax Farms).