

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.

Mobile Farm Fabrication Business

James Enslinger used to do custom fabrication of all kinds in his shop. Now he does it on the road, customizing the build to the farm's needs.

"We do lots of arenas for rodeos with roping pens and boxes," says Enslinger. "We also do dry lots, sorting pens and pasture fence, pretty much anything the farm needs. We're familiar with agriculture, cattle and horses, and what's needed for them."

Enslinger describes himself primarily as a welder. Instead of boards, he uses premium steel and heavy-duty oil-field steel pipe. Instead of wood posts and braces, he uses welded steel corners. He also puts up steel buildings and sheds, often made by his brother, who owns a construction company.

"We'll build them ourselves or use kits he makes," says Enslinger. "Our primary focus is to meet needs."

When interviewed, he was preparing to install an all-steel fence with steel panels that will be painted white on-site.

"The customer wants to replicate the look of a plastic fence," says Enslinger. "We'll put it up and then outsource the finishing to another company. They'll sandblast it, apply a primer, and then finish it with white Rust-Oleum."

Enslinger says he's extremely busy serving customers in Minnesota and Wisconsin, with some in Iowa. While most of his work is in southern and central Minnesota, he'll consider traveling farther.



Enslinger builds a custom cattle-sorting chute on-site for a customer.

"I've done quotes remotely and over the phone, but I prefer to look over the property, terrain to be crossed, and possible obstructions," he says. "If the right job calls us, we'll go."

While pricing is generally unique to the project, Enslinger describes a range of \$28.50 to the \$40s per linear foot for all-steel welding.

"If barbed wire, we start at \$10 to \$12 per linear foot," he says.

"Half my job is education," adds Enslinger. "I advise farmers on why steel is a good option and why it makes a wise financial option. Once we put a project in, it's there for a long time."

Contact: FARM SHOW Followup, Minnesota Agricultural Fabrication, 29200 Baugh St. NW, Princeton, Minn. 55371 (ph 320-828-6324; james@mnagfab.com; www.mnagfab.com).

Mint Has Many Flavors And Uses

Mint is an amazing plant, with more than 600 known varieties across more than two dozen species in the genus *Mentha*. It's native to many parts of the world. *Mentha canadensis*, or American wild mint, is native to all of North America, as well as to the Philippines, Russia, eastern and southeastern Asia, Japan and Australia. Mints are in the same family (Lamiaceae) as catnip, oregano, lemon balm, thyme, sage, rosemary and basil.

Some species cross-pollinate to produce naturally occurring hybrids. Peppermint is a cross of spearmint (native to Europe) and water mint (native to the Middle East). Within peppermint alone, there are dozens of cultivars, including lime, chocolate and orange mints, as well as many commercial varieties bred for essential oil production.

Mint oil is big business for farmers in several U.S. states. Idaho grows about 16,000 acres of peppermint and 1,000 acres of spearmint, making it the largest producer. It produces about 1.8 million lbs of mint oil annually. About 100 lbs of Idaho mint oil is harvested per acre through distillation.

The majority of the oil is used in dental products and gum, with about 10% for other uses. Home gardeners can immerse mint in culinary oils to make an infusion for use in cooking, facials and skin treatments. Mint, fresh or dried, is also a popular ingredient in herbal tea and in a wide variety of recipes.

Mint is recommended as an herbal source of essential oils, vitamin C, beta-carotene and chlorophyll. Historical uses of mint date back to 1000 B.C.E., with mint found in Egyptian pyramids. The Romans used it to perfume baths, aid digestion, cool tempers, and treat bad breath. It's reputed to help with everything from curing the common cold to deterring mice and rats.

New research suggests that it improves



Mint will produce lush, dense and aromatic growth and flowers that attract pollinators.

concentration, and several Japanese companies are piping mint essential oils into air-conditioning systems to boost employee productivity.

Anyone with experience growing mint knows how invasive it can be. Once established, mint sends rhizomes through the soil, runners aboveground, and trailing stems that root wherever they touch the soil.

One suggested control is to plant the mint in a deep pot with drainage holes, leaving at least 2 in. of the pot above ground. If planting multiple varieties, it's a good idea to leave space between them to discourage cross-pollination.

Contact: FARM SHOW Followup, "Cooking Fresh with Mint" by Dani Lind, Edible Madison, March 16, 2016 (<https://ediblemadison.com/stories/cooking-fresh-mint>) or Purdue University Extension (<https://ag.purdue.edu/departments/hla/extension/mint.html>).

or unique outdoor recreation opportunities.

"This might be a working farm with good waterfowl habitat, a ranch with deer or turkey, or a property with private fishing access," he says. "What matters most is that the property can support a good user experience without interfering with day-to-day operations. We work with landowners to evaluate what makes sense, how often the property should be booked, and what rules or limits should be in place to protect the land and wildlife."

The app's income potential varies by property, location, wildlife and how often the landowner makes the land available.

"Flexibility adds even more value," he says. "A farmer or rancher can generate a new revenue stream while still blocking off dates for personal use, family, friends or key times during the agricultural season."

The app has hundreds of thousands of users and tens of thousands of members, working with landowners in more than 20 states. All hunters are vetted before a trip, and addresses aren't visible to browsers until after booking.

The signup process begins with a landowner property assessment (in person or virtually) to evaluate habitat, game presence, and suitability for hunting or fishing. The app then creates a property listing. Landowners can write their own descriptions and rules or rely on the Infinite Outdoors team for guidance. Landowners set their prices and availability, making it easy to block dates for personal use. Communication between landowners and hunters is optional, allowing landowners to decide how hands-on they want to be.

Once a hunt is booked, landowners receive details about the hunters, including vehicle and contact information. The platform manages liability and property-damage

insurance, along with liability waivers. There are no subscription fees or long-term commitments. The small reservation fee covers insurance and operational costs, while the outdoorsman fee goes to the landowner.

Infinite Outdoors users appreciate the platform's ability to provide control without hassle.

"They can decide when people come, what activities are allowed, what species can be hunted, how many bookings they want, and when the property is off-limits," says Seeton. "The app handles logistics like payment, booking management, user vetting and liability coverage, so users can be as hands-on or hands-off as they want."

In this way, the app aims to make sharing the bounty of their property as easy and rewarding as possible for landowners.

"Our goal isn't just to create access," says Seeton. "It's to help farmers and ranchers protect the value of their land, preserve wildlife, and create a revenue stream that can help keep farmland as working land. Every property is different, which is why we approach this through a conservation-first lens. We work with on-staff wildlife biologists to help manage habitat, establish harvest quotas, and avoid overuse or overharvesting. For many landowners, this can be a practical tool to support the farm or ranch today while helping preserve rural heritage for the next generation."

Contact: FARM SHOW Followup, Infinite Outdoors, 2435 King Blvd., Casper, Wyo. 82604 (support@infiniteoutdoorsusa.com; www.infiniteoutdoorsusa.com).

App's income potential varies depending on the property, location, wildlife and how often the landowner makes the land available.



Hunting App Connects Landowners With Hunters

Infinite Outdoors, sometimes called the "Airbnb for hunting," connects landowners with hunters for short-term hunting trips, an arrangement that can be two to five times more profitable than traditional long-term land leases. This innovative platform allows farmers to diversify their income without giving up hunting rights on their own property.

"Infinite Outdoors was born out of a problem our team experienced firsthand and now knows intimately," says founder Sam Seeton. "Growing up on farms and ranches, we understand the pressure landowners face every day, including volatile markets, rising operating costs,

and the challenge of keeping working lands intact for the next generation. At the same time, we saw farmers and ranchers locked into restrictive long-term hunting leases that didn't always provide them with the flexibility, control or income potential their land deserved.

"We built Infinite Outdoors to give landowners a better option: a way to earn meaningful supplemental income from land they already own through short-term outdoor access, while still controlling when, how and who comes onto the property."

According to Seeton, the most successful properties tend to have high-quality wildlife habitat, water features, cover and open space,