



Homesteading Businesses

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Who am I?

- Moved to the country in 2002
 - Produce 100% of our own cheese, buttermilk, yogurt, meat, eggs, maple syrup, and soap
- Currently milk 5 or 6 Nigerian dwarf goats year-round (used to be 21)
- Flock of around 20 Katahdin and Katahdin-cross sheep; used to have Shetlands
- American Guinea Hogs: 3 sows, 2 boars (and around 20 piglets)
- Chickens, turkeys, ducks
- Had Irish Dexter cattle for 9 years
- Garden and fruit trees



How did our business evolve?

- Originally just produced for ourselves
 - But a pig has about 8 piglets
 - Sheep have twins
- Children grew up and moved away
- For a few years we worked with partners
 - Market garden
 - Farm camp



How can you make money on the homestead?

- Milk
 - Cheese & dairy products
 - Soap
 - Fertilizer
- Manure
 - Fresh
 - Composted
- Meat
 - Whole animal
 - Individual cuts
- Eggs
- Lard
 - Soap
- Fiber
 - Raw fleece
 - Roving
 - Yarn
 - Finished garments, rugs
- Leather or sheepskins
- Selling breeding stock
- Educational programs
- Bed and breakfast



Where to sell your wares?

- On farm
 - By appointment
 - Farm stand
 - Special events
- Farmer's market
- Wholesale
 - Chefs
 - Grocery stores
- Online
 - Website
 - Facebook
 - Instagram
 - Pinterest
 - Etsy
 - And more!



Liability and Government Regulations

- Sales tax
- Government controls more than you'd expect
- Need insurance to protect your assets
- Consider incorporating
 - LLC
 - Corporation (C, S, B)

*No one plans
to be the
cantaloupe
brothers.*

Making money with milk

- Raw milk
 - Legal in Illinois if you are a licensed raw-milk dairy
 - Illegal in Iowa; herd shares legal in Indiana
 - See http://www.farmtoconsumer.org/raw_milk_map.htm for additional states
- Grade A dairy license
 - Must work with both Dept. of Agriculture and Health Dept.
 - Need different license for fluid milk, ice cream, yogurt, and cheese
 - Must have a separate certified kitchen for farmstead cheese (not your home kitchen)

Equipment for commercial cheesemaking

- Commercial pasteurizer
- Molds for draining cheese
- Cooler for aging (or cave)
- + commercial kitchen equipment



Ingredients for cheese



- Milk
- Something to ripen cheese
 - Acid (vinegar or citric acid)
 - Culture (mesophilic or thermophilic)
- Rennet
- Mold (white, blue, red)

For additional info on farmstead cheese:

**The Small-Scale Cheese Business: The Complete Guide
to Running a Successful Farmstead Creamery**
and

**Mastering Artisan Cheesemaking: The Ultimate Guide
for Home-Scale and Market Producers**

By Gianaclis Caldwell

Chelsea Green Publishing

Selling milk for non-food purposes

- Pet food
- Cosmetics (soap and lotion)
- Fertilizer
 - Linn, Missouri
 - 1,100 more pounds of grass per acre
 - 18% softer
 - <http://www.columbiatribune.com/news/2010/jun/27/farmers-turn-to-milk-for-fields/>

Soapmaking

- Currently no license required for soap makers
- Can use home kitchen
- Low start-up costs



Making soap -- equipment

- Digital scale
- Stainless steel or enamel pot
- 8-cup glass mixing bowl with handle or non-aluminum pitcher
- 2-cup glass measuring cup
- Glass or cup (1 cup)
- Thermometer (needs to read between 90 and 140 F)
- Plastic spatulas or wooden spoons
- Stick blender
- Mold(s)
- Freezer paper or wax paper
- Vinegar



Soapmaking -- ingredients

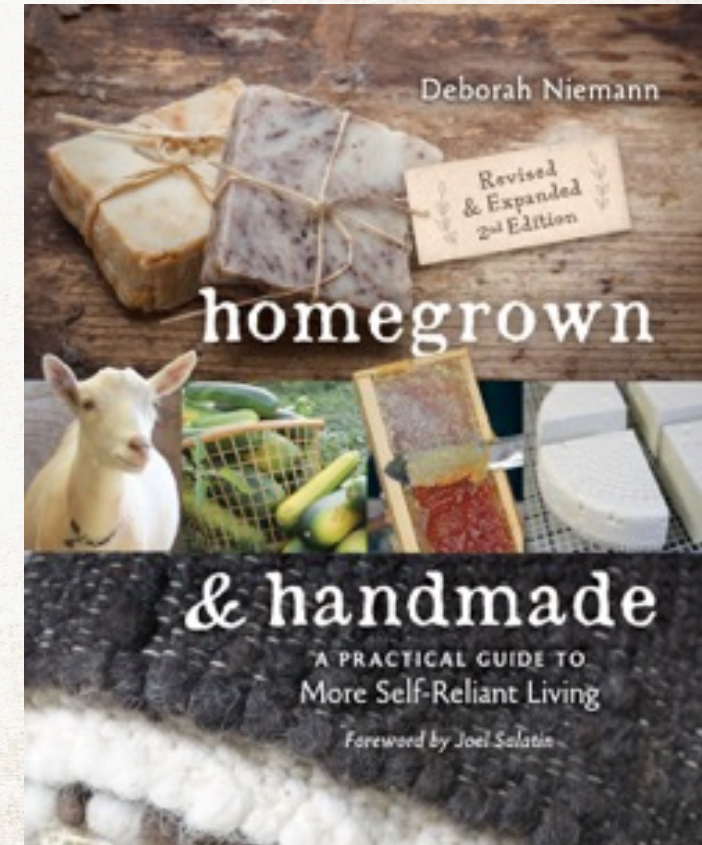
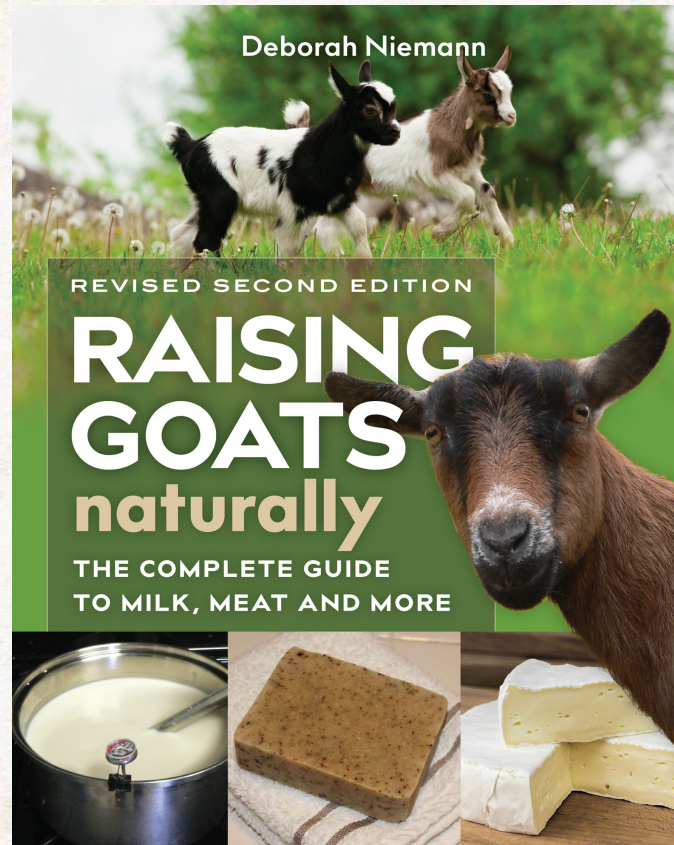
- ✓ Oil, fat, or wax
 - ✓ Lard (pigs)
 - ✓ Tallow (cattle)
 - ✓ Other animal fats
- ✓ Frozen milk or water
- ✓ Lye

Optional:

- ☐ Essential oils
- ☐ Fragrance oils
- ☐ Herbs and botanicals
- ☐ Clay
- ☐ Pumice or egg shells

For more info on soapmaking

- Thrifty Homesteader Academy
 - Goats 365



Composting manure



- In most states, legally, you can only compost your own farm waste unless you have a permit
- Cannot sell compost unless you have a permit in most states, although some have an upper limit that can be sold without a permit

Selling meat

- Sell the live animal and deliver it to the processor as a service to the buyer. Buyer pays you for animal, pays processor for processing meat.
- Pros:
 - No permit required
 - Less marketing work as you only sell live animals, so you have to find fewer buyers
- Cons:
 - May make less \$ per pound
 - Some people don't want to buy a whole animal

Selling meat

- Butcher meat animals and sell individual cuts
- Pros
 - Can create your own signature items, such as sausage
 - Potential to make more money
- Cons
 - Retail meat license required
 - More marketing work because each customer buys less product
 - Need a place to “set up shop”
 - Must have dedicated cooler and/or freezer for meat

Homegrown meat -- pork



Tamworth



American Guinea Hogs

Homegrown meat – lamb, mutton, goat



Homegrown meat

- Chickens
- Turkeys
- Ducks
- Quail
- Pheasant

Processing?



Making money with fiber

- Raw fleece
- Washed fleece
- Roving
- Yarn
- Finished garments
 - Scarves, hats, mittens
 - Socks
 - Shawls
 - Rugs
- Processing ...
 - Shear animal
 - Skirt fiber
 - Wash fiber
 - Card or comb fiber
 - Spin into yarn
 - Knit or crochet final product
- DIY or commercial processing?



Check out
Shave 'Em to Save 'Em
at RareWool.org

Leather and sheepskins

- Processing ...
 - Hide is removed during butchering
 - Fat and leftover bits of meat must be scraped off the inside of skin.
 - Tan hide -- or salt it in preparation for being sent to a commercial tannery. (hair on/off?)
 - Sell to leatherworker -- or create more value (purse, belt, wallet, etc)



Fruit and Vegetables



Does your state have a cottage food law?



Breeding Stock

- Need good quality animals
- If you are selling milk goats, you need to milk them. If you are selling meat goats, you need to eat them.
- Registered or not?

Educational and “Edutainment”

- Classes
- Camps



Questions?

For more information:
visit

ThriftyHomesteader.com

and find

Thrifty Homesteader on

Facebook

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