

# 32<sup>nd</sup> Annual **NATIONAL NO-TILLAGE CONFERENCE**

January 9-12, 2024 • Indianapolis, Ind.

## Diversifying Your No-Till Operation & Revenue Streams

Lydia Dresbach



# A Little Background

- We farm about 1200 acres in southern Ohio
- No Till since 1991
- All Non-GMO
- Cover Crops
- Farm supports 7 people full time
- Grandpa's rule: If you'd like to come back to the farm, you need to bring your own enterprise.



# Current Enterprises at Dresbach Farms

- Cattle
- Hogs
- Meat Chickens
- Laying Hens
- Direct Marketing
- Sunflower Cover Crop
- Guided Hunting
- Traditional Commodity Crops
- Roasted Soybeans
- Custom Work
- Vegetables
- Heritage Grains
- Farm to Table/ Farm to Community Events
- Deer Corn
- Honey
- Perennial Plants
- Merchandise
- Bakery/Value-added Products
- Shiitake Mushrooms
- Photography
- Educational Tours/Field Trips



# Traditional Commodity Crops

- Soybeans, Corn, Winter Wheat
- All No-Till, followed by cover crop mixes (summer and winter)
- Allows us to grind our own livestock feeds
- Allows us to be able to sell Deer Corn



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# Heritage Grains

- Spelt
- Heritage wheats
  - Appalachian Hard White Wheat
  - Rouge de Bordeaux
  - Red Fife Hard Red Wheat
  - Einkorn wheat
- Open Pollinated Corn
  - Blue Clarage
  - Silver King Dent



# Local Heritage Grain Hub and Mill

- Centered in Carroll Ohio at Brandt Farms where grain is cleaned and dehulled, if needed
- Made up of 5 regenerative family farms in Ohio
- Products are milled and marketed through “Local Millers”
  - Local millers are focused on expanding the market to get local grains in the hands of consumers, bakers, etc.
  - They are working to connect the consumer with the farmer growing their grains and how the grains are grown



# Custom Work

- Native grass plantings
- Food plots
- Mowing
- Cover Crop drilling
- Pollinator Plots



# Soybean Roaster

- Roasted Soybeans can be used as protein source in livestock feeds
- Sell Roasted Beans to other livestock producers
- Sell Roasted Beans to Deer Hunters
- Sell bulk bags to a local Non-GMO feed mill





# Sunflowers

- Double Crop after winter wheat planted with a multi-species cover crop
- Harvest seeds, multi-species cover crop rotationally grazed
- Seeds are Non-GMO protein source for livestock feeds
- Oil pressed from seeds either sold to a local non-GMO feed mill or made into biodiesel
- Community Agritourism Event



# Opening the Farm for Sunflowers



- Photographer Sessions
- Entrance Fee \$5 per person 13+ years old
- \$1 per stem or 12 for \$10
- Wagon Rides
- Feeding chickens, petting cattle
- Set up to sell freezer meats and other products
- Face painting
- Kids games





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Soil Nourishing Root Stimulating  
**CopperheadAg**  
PRODUCTS

**APACHE** ET  
SPRAYERS  
**Martin Till**

**ForGround**  
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**Great Plains**  
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# Sunflower Press



# Livestock feed/grazing covers



# Cattle Operation



# Selling Beef to our Community

- Started with ¼, ½ and whole
- Added by the cut pricing and options
- Increased numbers direct to consumer
- Started Farmers Market Sales
- Began Weekly Bundles for \$100 based on inventory
- Added online sales in 2023 with on farm pick up
- Supplying a local Restaurant





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# Laying Hens

- Mobile Chicken Trailers
- Moved generally every 3-5 days
- Sells Eggs to a local Restaurant
- Sells Eggs to Customers in the Community
- Sells Eggs at Farmers Market



# Mobile Chicken Trailer (the Original)



# Mobile Chicken Trailer Take 2



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# Hen Expansion 2023





# Meat Chickens

- Added in 2021
- Cornish Cross Breed
- Built our Brooder Houses
- Built our chicken tractors
- Butchered the first year all ourselves
- Took a portion to a poultry butcher in 2022
- Finish in about 8-10 weeks





# Meat Chickens in their early days



# Meat Bird Business

- 2022 We raised 500 meat birds
- 2023 We raised 700 meat birds
- Birds Move out of the brooders into the tractors as soon as they have feathers (usually between 3-4 weeks old)
- Chicken Tractors moved once a day for first 2 weeks, then twice a day as chickens grow larger
- A bird we butcher sells for \$15-\$20 depending on size
- A Bird sold by the piece sells at around \$35 to cover processing fees, travel to and from processor.





# Feeder Hogs

- Started in 2022 due to customer demand
- Selling by the cut direct to consumer
- Found breeder in 2023 that is farrowing for us
- Started with mixed breeds and switched to Berkshires for 2024
- Goal in 2024 is to silvopasture hogs to reclaim some pasture area in wooded areas around the farm



# Perennial Plants

- Apple Orchard
- Elderberries
- Red raspberries
- Blackberries
- Strawberries



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Cultivating Solutions for Growth



# Apple Orchard

- 200 trees
- Trellis system
- Strawberry plants under first 100 trees
- Mulch heavy
- Refrigerated trailer for apples



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# Elderberries

- Started with 100 cuttings
- Took cuttings to fill in holes/ place around farm
- Destem and Freeze berries
- Make Elixir
- Make Jelly and Jams





# Shiitake Mushrooms



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# Garden Vegetables

- Began just feeding the family in small garden
- Grew to 4ac. as customers began asking for seasonal produce
- Sold at both the farm and a Farmer's Market
- Opened the Door for our Farm to Table Events



# Gardens where we started





# Weed suppression in the garden





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# Value-Added Products:

- Apple Butter
- Baked goods
- Breads
- Jams
- Cornmeal
- Heritage Flours



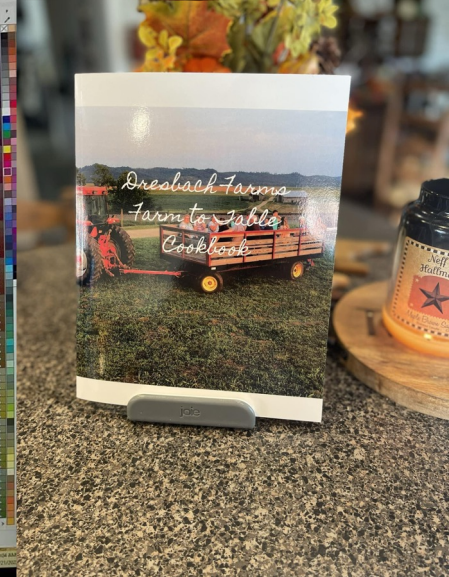
# Honey

- Have an outside Beekeeper
- Buy back our honey wholesale
- They bottle for us, and we just add label
- 32 Hives in 2-3 hubs across farm
- Allows for local collaborations/marketing



# Merchandise

- Hats
- T-shirt
- Handcrafted mugs
- Dresbach Farms Cookbook



# Photography



# Guided Deer Hunting

- Growing deer with Cover Crops
- Creating deer habitat with Native Grasses
- Brings in revenue to the farm in form of leases
- Will have paid for the building of my home/lodge/farm store in 7 years time
- Buys and increases sales on deer corn
- Pays other farmers to lease their ground for hunting
- Increases Freezer Meat Sales





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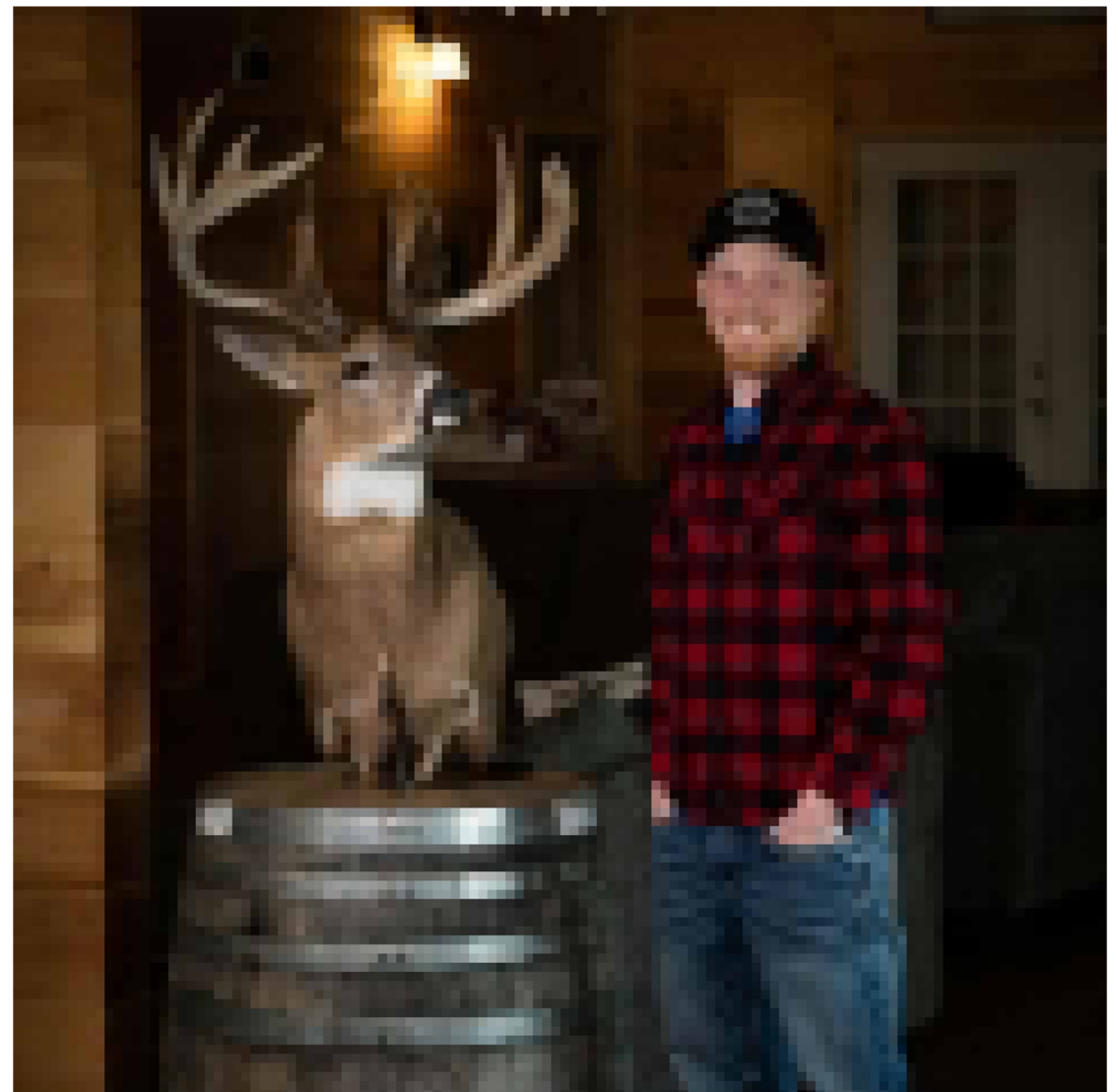


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# Deer Hunting Revenue

- Revenue for Dresbach Farms Yearly
  - Lease: \$12,000
  - Lodging/food: \$27,000
  - Deer Corn: \$25,000
- Dresbach Outdoors Business Revenue: \$70,000
  - Other Lease payments
  - Side by Side payment
  - Isaiah a personal wage
  - Business expenses



# Direct Marketing

- Social Media (Primarily Facebook)
- 9,300+ likes
- 10,000+ follows
- “Come and See” philosophy
- Education is key
- Community Centered approach
- Monthly Emails to grow our Email List
- If you'd like to follow along on our journey, please feel free to like and follow us at Dresbach Farms on Facebook or Instagram



# Farm to Table

- Dinner at our Gray Barn
- 10-12 people
- Dinner cooked with products from the farm
- Usually 12-16 different dishes
- Farm Tour
- Opportunity to purchase products



# The kitchen workers



# Farm to Table Cooking and Dinner



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# The Farm Tour





# Farm Tour



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# Farm to Community Events

- Dinner at our Gray Barn
- 50 + people
- Dinner cooked ahead of time with products from the farm
- Children and Family friendly
- Specific topic
  - Heritage grain night
  - Cover Crop night
- Farm Tour
- Opportunity to purchase products







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# Educational Tours



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# Field Trips





# In Conclusion

- Stacking enterprises can increase efficiency
- Customizable to your operation
- Gives ownership of something to next generation
- Increases profitability per acre



# Questions?

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