

AMERICAN Small Farm

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Direct-Marketing to Restaurants 6

Obtaining and keeping restaurants as a customer is a worthwhile goal for some farmers and growers.

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Research confirms what many of us already expected. Conflict is the rule in family businesses, not the exception.

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A new report shows that locally grown produce traveled an average of 56 miles from farm to point of sale, while the same types of produce from conventional sources within the United States traveled nearly 27 times farther.

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Ralph Ward is the living history farm specialist at Shaker Village at Pleasant Hill, Kentucky, and he enjoys sharing simple information like this with visitors.

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Farmers and growers are seeing successes in deer control by building slant fences.

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Raising pet birds is not a get-rich-quick scheme, and should never be mistaken for such. It is, however, a little known but proven business that has enabled many people to make a substantial income from a very small piece of property.

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Without a doubt, the best hay for horses is clean hay.

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Many kinds of cheese are made from sheep milk. Around the world, sheep are raised for milk as well as meat and wool.

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Wildlife is a big business in Colorado. Hunters and anglers spend about \$2 billion

in the state each year. Landowners and recreationists enjoy wildlife born and raised on private lands.

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There is a demand for locally grown chicken. Many small farms have found a niche for free-range poultry.



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About the cover

As a part of its interpretive mission, the Shaker Village of Pleasant Hill, Kentucky, operates a 19th-century farm within the historic village. You can read about it starting on page 14. Chickens were an important part of the animal mix on the farm in 1850. Chickens served many purposes – meat for a change from pork, eggs for cooking and baking, and feathers for bedding and a method of inexpensive pest control around the crops and garden.

The Dominique is a medium-sized bird with black and white barring over the entire body. The rose comb is characteristic. A dual-purpose breed, these birds were kept to produce brown eggs and chicken for the pot. The heavy plumage not only protected the birds in cold weather but provided material for pillows and featherbeds. The plumage coloration also made them less conspicuous to predators. The birds were expected to make a part of their living by foraging and to raise a clutch or two of chicks each season. Photo by Rudy Kazootie.