

AMERICAN Small Farm

Volume 13, Number 3

March 2004

C O N T E N T S

Features

Prepare Now For Farmers' Markets! 10

Farmers' Markets are an excellent way to break into the direct sales market.

An Introduction to Laying Hens 12

Eggs are one of the most saleable items a diversified small farm can produce. Easily gathered, washed and packaged, eggs are a ready-to-cook product compliments of laying hens.

Baby Lamb Care 14

Over 80 percent of lamb death losses occur in the first 2 to 3 days of age. This article will provide you with tips to help you prevent some of these losses.

How to establish or renovate pasture 16

This article will provide you with practical ways to establish or renovate pastures.

Records can show the way to higher profits 18

We continually hear that record keeping is important in any business, including farms. Good records let you know how you are doing financially and are required by IRS.

New Generation Cooperatives in the Ethanol Industry 28

Cooperatives are becoming major players in the ethanol industry. The last 5 to 7 years have seen a large increase in the number of farmer-owned or farmer-invested ethanol facilities.

Basics of Feeding Horses: What to Feed and Why 24

This is the second part of the second part of the article about providing your horses with a balanced ration that minimizes the occurrence of horse digestive disorders.

Greenhouse Farmer/Grower Section

Growing Greenhouse Tomatoes Can Be Profitable 6

Debbie Otwell has learned tomatoes can be as profitable as they are tasty. She grows about 2,000 tomato plants, which produce about 35,000 pounds per year, in her three greenhouses near Dubach, La.

Starting Hot Pepper Plants From Seed 8

Hot pepper popularity is growing constantly and the varieties just keep expanding.

Columns & Departments

Small Farm Talk 3

Farmers with brilliant ideas may apply for federal grants and the deadline is March 24.

Homeland Treasures 20

Quilt patterns with a wildlife flavor

Recipes 30

This month's recipes are from the Virginia Cook Book.

On the bookshelf 26

Books that can help you do a better job on your farm.

Calendar 34

New Products 35

Over the fence 22

A place to share your ideas and what is happening on family farms.

Rural Reflections 39

March is the month that comes in like a lion and goes out like a lamb—or so the old adage goes. But is it always true?



AMERICAN Small Farm

Editor: Andrew Stevens
Associate Editor: Michelle Callahan
Creative Director: Ryan Mumm
Circulation: Amy Kingsborough

Kathy Anderson, Londa Anklam, Cheryl Cooley, A. Denise Coolman, Virginia Defendorf, Steve Edwards, Tom Fuller, Jeff Held, Pepper Joe, John Kaye, Karen Kirsch, Tim & Marie Mack, Norm May, Tim W. McAlavy, John Moneysmith and Bill Schaefer

Advertising: Marti Smith, Director;
Leon Kincaid, Account Manager
Michael Krystofik, Account Manager
Norm Fisher, Account Manager
Amy Kingsborough, Sales Associate

Publisher: Farm & Ranch Publishing, LLC
Andy Stevens: Vice-President, Editor
Marti Smith: Vice-President, Advertising

Publishing Office: 267 Broad Street
Westerville, OH 43081
Phone: (614) 895-3755
FAX: (614) 895-3757

E-mail: info@smallfarm.com
Web site: <http://www.smallfarm.com>

Editorial Office:
P.O. Box 1059, Delaware, OH 43015
Phone: (614) 895-3755
FAX: (614) 895-3757

 American Small Farm Magazine is proud to support FFA



About the cover

The growth of farmer markets is a major success story for agriculture. In an age when large-scale farmers and ranchers receive government payments to make up for low commodity prices, the growth of the farmer's market is one of the few success stories in American agriculture. According to the U.S. Department of Agriculture, the number of farmer's markets in American cities and towns mushroomed by nearly 80 percent in the years between 1994 and 2002. Now there are more than 3,100 of the direct-to-consumer events, including one at the USDA's Washington, D.C., headquarters. This photo was taken at a California farmers' Market. Farmer markets are places where real farmers can sell their fresh picked crops directly to the public. - Photo from American Small Farm archives