

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.



Stalls rent for \$25 per animal at the Corder horse boarding facility in Illinois.

Business Is Booming For "Horse Hotel"

Fifteen years ago Dave and Kathy Corder opened a horse boarding facility that they thought would be a small part-time venture. Little did they know that the 40 to 50 visitors that first year would grow to more than 450 a year by 2019.

"The business has grown bigger than we could have ever imagined," Dave Corder says. Initially the Corders purchased the stables and some pasture land because it was adjacent to their home, not because they wanted a horse farm.

At first they just boarded for local people. But then a friend suggested turning their stables into a "horse hotel" because their property is located just off Interstate 70 in southern Illinois, an ideal resting stop for travelers with horses. Corder says it's also perfect for north-south travelers coming from Interstate 57.

The Corders set up their business by browsing through the website for Horse Motels International, a directory of horse-boarding locations. Now they promote their Campground Stables mostly on social media, also listing on Horse Motels International and on Horsetrip.com.

"Word of mouth has really blossomed in the past few years, and so has our Facebook page," Dave says. "Once a customer has been here, they start recommending it and post pictures and comments on Facebook and then all of their people pick that up. It

just takes off."

The Corders get many horse owners from Canada, looking for a mid-way over-night stay before traveling to shows in Texas and Oklahoma. In the past couple years he's even had to turn away customers because they didn't have a vacancy.

Campground Stables has 15 box stalls with ample room in each stall. The stalls were originally built for birthing, designed to give space for mother and foal. "That's very attractive to people because the horse may have been traveling in a trailer for hours and here they can relax in a nice, big stall."

The Corder family works tirelessly to keep the stables clean and orderly. "My kids tell me that horses don't really need that, but I tell them it's not the horse who writes the check," Dave adds. "You want to impress the trainer or owner that comes here."

The Corders provide the stall and the owners bring their own grain and hay. They charge \$25 per horse. He's heard from customers that some boarding businesses charge \$40 or \$50 per horse. "I think when we regularly have to start turning people away, that's when we think about increasing the rate," Corder adds.

Contact: FARM SHOW Followup, Campground Stables, 2927 E. Campground Road, Altamont, Ill. 62411 (ph 618 267-6990; www.gohorse.com).

Orange Corn Grits Ready For Market

Professor Torbert Rocheford of Purdue University has developed a new type of orange corn loaded with carotenoids. Carotenoids are a natural antioxidant that provides color to carrots and other vegetables, some of which can be readily converted to vitamin A while others aid in preventing eye disease.

Rocheford, a Purdue geneticist and plant breeder, has been developing and perfecting the orange corn variety for more than two decades as part of an international humanitarian effort called HarvestPlus. The new corn type is catching on in parts of sub-Saharan Africa that suffer from vitamin A deficiencies.

Now Rocheford and his son, Evan, are introducing orange corn to the U.S. food market through their startup company, NutraMaize LLC, marketing products under the brand Professor Torbert's Orange Corn. The first product on the market is Pro-

fessor Torbert's Orange Corn Grits, which, the company says, makes delicious grits and cornbread "with a rich, nutty, buttery flavor".

Evan Rocheford says chefs and consumers alike are responding positively to the Orange Corn Grits. "We've received overwhelmingly positive reviews. Even Southerners who've grown up on grits say these are the best grits they've ever eaten."

The corn is grown on a family farm in Indiana and milled nearby. The product is sold on Amazon.com in 2-lb. bags and is available wholesale in 25-lb. bags through the company's website.

"We'll be launching a corn meal product shortly which creates a really beautiful and tasty golden-brown cornbread," Evan says. "Longer-term we're interested in working with food manufacturers to offer more-nutritious orange corn versions of staples like tortilla chips, snack foods and cereals."



For more than 30 years Paul Petrocchi and Ellen Sattler have been selling and repairing old windmills.

Repair Service For Water-Pumping Windmills

Old fashioned water-pumping windmills are making a big comeback. And that has boosted business for a California couple who have been providing windmill parts and service for more than 30 years.

Paul Petrocchi and Ellen Sattler travel all over the U.S. fixing windmills. One of the popular "fixes" Petrocchi devised is a gear box with an oil seal and roller bearing.

"I got tired of working on towers and getting greasy," he explains. "The oil seal and roller bearing system is much like the wheel bearing system on an automobile. Oil stays in the tank so parts don't wear out."

He guarantees the box won't leak for 15 years. "I even have a gearbox that doesn't require oil if you're not going to pump," he adds.

Their main focus is vintage Aermotor windmills, though they have parts for other models as well. When they travel to repair windmills, they take trade-ins and shop for parts to stock in their California shop.

Petrocchi started working on windmills as a young man when he got an internship at a Berkeley, Calif., windmill factory. He met Ellen in the 1980's and they started working on windmills together while also working other jobs.

"Eventually Paul saw that the windmill business was more fun and much less stress," Sattler says.

In the beginning, Petrocchi assumed most of his customers would be back-to-nature folks, but it turns out many kinds of people



Petrocchi uses a gearbox with an oil seal and roller bearing to help keep parts from wearing out.

have windmills.

"It runs the full gamut from farmers and ranchers to hobby farmers and those who just like to watch the windmill spin. Decorative windmills are half of our business," Petrocchi says. "Sometimes they are used to aerate ponds or water troughs. And we've even seen water-pumping mills used to pump oil."

Their company, American Windmill, has a website filled with do-it-yourself information as well as windmills and parts to purchase. The couple also welcome phone calls after 8 a.m., but remind customers they are on Pacific time.

Contact: FARM SHOW Followup, American Windmills, P.O. Box 1187, Diamond Springs, Calif. 95619 (ph 530 644-3008 Pacific time; www.windmills.net; ellen@windmills.net).



Professor Torbert Rocheford of Purdue University has developed a new type of orange corn that he says makes delicious grits and cornbread.

Evan adds that most Americans could benefit from consuming more carotenoids that are associated with maintaining eye health.

Contact: FARM SHOW Followup, Nutramaize (www.nutramaize.com; www.professortorberts.com).