

**Hopkins Farm Brewery grows barley used to brew a variety of craft beers, all served on site.**



## Brewery Specializes In Grain-To-Glass

Hopkins Farm in Havre de Grace, Md., grows, brews and serves beer on a multi-generational family farm.

"The farm has been in the family for almost 100 years, starting as a dairy in 1926," says founder and owner Aaron Hopkins. "It's also produced canning tomatoes and grain crops like barley, corn, wheat and soybeans."

Dairy farms are a dying breed. Hopkins felt called to help his family's farm prosper in a new way.

"After studying agri-business at the University of Delaware, I grew inspired to start a farm brewery someday."

Hopkins Farm Brewery opened to the public in 2020 and is family-owned. The farm grows barley used to brew a variety of

craft beers, all of which are served on site. The brewery aims to use local ingredients and support local businesses whenever possible. Typically, there are 16 beers on tap, with "Field of Dreams," a light lager brewed from the farm's corn, as a mainstay.

"It's rewarding to truly see the grain-to-glass aspect," Hopkins says. "From growing and harvesting the barley on the farm, malting the barley, and using the barley in our beer, we're supporting other local farms and small businesses throughout the process."

Guests can enjoy sunsets from the patio, while the brewery's interior showcases reclaimed barn wood and stones from the property. The farm also offers pavilion tents and event space.

"We have a direct connection to the consumers since we brew the beer on site in the brewhouse, which is next to the taproom," Hopkins says. "It's rewarding to have that connection with the consumers, meet new people, get their feedback, and feel the close-knit sense of community."

Like all farming ventures, the brewery faces challenges.

"Farming and the brewery are both very weather-dependent," Hopkins says. "We

have a taproom, but we're primarily an outdoor-focused venue. Another challenge is keeping up with consumer preferences and trends in the beer industry while trying to remain flexible."

Nevertheless, the brewery is gaining recognition. It earned a gold medal at the 2024 World Beer Cup for "Level Common," a beer named after the farm's address and brewed from barley and corn grown on the property.

"Over the next five years, we're looking for steady growth and improvements while remaining true to our roots as a real farm brewery," Hopkins says. "It would be great to utilize even more farm-grown ingredients in our beer."

Hopkins emphasizes that a farm brewery business presents both challenges and opportunities.

"Take the time to really understand the industry. Don't be afraid to ask others in the industry for advice."

Contact: FARM SHOW Followup, Hopkins Farm Brewery, 3833 Rider Ln., Havre de Grace, Md. 21078 (ph 410-914-5727; www.hopkinsfarmbrewery.com).

## Creamery Provides Small-Batch Ice Cream

Flint Hills Pints of Alma, Kan., specializes in small-batch ice cream crafted from natural, high-quality ingredients.

"We're continuing a tradition started in 1885 of building something with care, sharing it with the community, and honoring the land and family roots that made it all possible," say Karen and Darrin Moege, founders and owners.

She notes that the Moege Family Farm, established in 1885 in Wabaunsee County, Kan., has been home to four generations.

"Flint Hills Pints was founded as a natural extension of that heritage. We've set out to make ice cream the way it should be made. Our brand name became both a tribute to the region and a promise that every pint should taste like home."

This means relying on real, local ingredients, with no artificial stabilizers, corn syrup or shortcuts.

"Our base contains only five ingredients: sugar, half-and-half, cream, egg yolks and vanilla, as we never use artificial stabilizers, corn syrup or high-fructose corn syrup.

I began sourcing Kansas cream, fruits, honey and other ingredients, creating a true 'farm-to-freezer' product that reflects the spirit of Flint Hills."

Running an ice cream business presents many specific challenges.

"Ice cream is highly temperature-sensitive, so keeping a perfect cold chain from production to storage to delivery is essential. Because we make our own base without artificial stabilizers or corn syrup, our process requires more hands-on attention, precision and time than mass-produced alternatives."

Seasonality is another factor, as demand naturally slows during colder months. Still, Moege believes the joys outweigh the challenges.

"Ice cream is a happy product. It's incredibly rewarding to watch customers taste our flavors and immediately recognize the difference that real Kansas ingredients make. As a fourth-generation farm family, it's also meaningful to connect our agricultural roots with something that brings joy to our community. From crafting new, unique flavors and seeing

families enjoy our products together, the ice cream business gives us the chance to share a little bit of the Flint Hills with every scoop."

Flint Hills Pints doesn't currently have a storefront or ship nationwide; instead, it supplies ice cream to local retail partners, special events and wholesale customers. The brand provides all ice cream for home K-State Football games and for housing and dining services.

"We stay hands-on with production and maintain the small-batch quality we're known for. Once spring arrives, you can find us at the farmers markets, small-town festivals in Kansas, and county fairs."

While the perennial customer favorites are Smokey Bear and Smoked Brown Bear, the brand's seasonal favorites always impress, including Loaded Sweet Tater, Cranberry White Chocolate Tequila, and Frosted Sugar Cookie.

"At Flint Hills Pints, we're incredibly proud to combine our fourth-generation Kansas farm heritage with our passion for making honest, high-quality ice cream," Moege says.



**Seasonal favorite flavors include Loaded Sweet Tater, Cranberry White Chocolate Tequila, and Frosted Sugar Cookie.**

"Our goal is simple: create ice cream that brings people together, just like our family farm has for more than 135 years."

Contact: FARM SHOW Followup, Flint Hills Pints, 111 Missouri Ave., Alma, Kan. 66401 (ph 785-341-2895; flinthillspints@gmail.com; www.flinthillspints.com).

## Farm Sells Organic French Fries Nationwide

Folkland Foods in Waterford, Pa., is a fourth-generation potato farm that grows, processes and sells certified organic French fries nationwide.

"My grandfather and his brother built a vertically integrated regional potato chip brand and snack food business called Troyer Farms on this same property," says Zach Troyer, cofounder of the company. "Unfortunately, that business was sold in 2008 before my brother, Colton, and I had a chance to work in it."

It didn't take the brothers long to find their way back.

"We've always had a desire to transition our farm to organic and get back into a vertically integrated brand, but we didn't have a real market for organic processing potatoes," Troyer says. "As an agronomist, I've been working for over 10 years on how to grow organic potatoes. Long story short, we teamed up to launch a new brand and processing facility."

The family broke ground on Folkland Foods' French fry factory in late 2024 and began production in April. Folkland Foods

Organic French Fries launched nationwide in September. The fries come in three flavors—Himalayan salt, Cajun and rosemary garlic.

"They're cooked in olive oil and tossed in real herbs and spices," Troyer says. "We provide the cleanest ingredient statement in the market for French fries. All with our core mission of connecting rural producers and urban consumers with the timeless bond of nourishing food."

The brand aims to make a statement at every level.

"We feel that so much packaged food is mass-produced for quantity, not quality. So, Folkland is transitioning to organic and regenerative practices."

This requires transitioning 1,500 acres of farmland to organic production.

"Every step of the process is a bit more management, but we feel better knowing when we go home, we aren't bringing synthetic chemical residue home to our families," Troyer says. "For me, the difference with organic growing is how you lay out your system. Rotation, planting timing, and variety are all your first line of defense. And

the timing is extremely crucial. We still use pesticides, but they're mineral and botanical-based instead of synthetic, and are less toxic than conventional pesticides."

Folkland Fries are available at Giant Eagle stores throughout Western Pennsylvania. They've also recently expanded into Giant stores in eastern Pennsylvania and nationwide, with a launch at Sprouts grocery stores.

"Building a brand is tough," Troyer says. "Breaking into retail can be very difficult, especially when you're vertically integrated and have to do every step of the process. Add to that the complexity of food manufacturing and competing against the massive scale of the big manufacturers, and it makes a very complex startup."

Still, the family is excited to carry on its farming legacy through a product they feel good about.

"Check out our social media on Instagram and Facebook, as well as our reality-style content on YouTube. We intend to showcase the good, the bad, and the ugly of organic farming and building a farmer-owned brand. Clean Food is Dirty Work!"



**"We provide the cleanest ingredient statement in the market for French fries," Troyer says.**

Anyone interested in growing organic potatoes for Folkland Foods should contact the company.

Contact: FARM SHOW Followup, Folkland Foods, Waterford, Pa. (hello@folklandfoods.com; www.folklandfoods.com; Instagram and YouTube: @folklandfoods; Facebook: Folkland).