Diversification *without* Divorce-ification of the Family Dairy Farm

Matthew & Theresa Freund
Freund’s Farm & Freund’s Farm Market
Our Farms, Our Future - SARE 2018
Freund’s Farm, Inc.
A farming family since 1949

Farm Mission Statement:
To run a profitable dairy open to the possibility of
• Diversification,
• operating in an ecologically aware environment,
• practicing proper animal handling,
• and having respect for our neighbors and community.

* 3 generations
3 farm businesses
Freund’s Farm Market & Bakery, LLC

Started with a bushel of corn on the side of the road in 1960.

Grants received:
Ag Viability Grant (CT Dept of Ag)
USDA REAP
EQIP
NRCS - High Tunnel Initiative

Farm Investments in Renewable Energy

1997- built methane digester to capture and burn biogas

*One of the longest, continuously running digesters in the USA.*

Increased efficiency and reduced footprint for applying nutrients to fields

Find innovative solution to managing separated solids.

Grants received:

**USDA:**
- EQIP
- SBIR
- RURAL DEVELOPMENT
- CT Dept of Agriculture
CowPots, LLC

Innovation – adding value to our farm’s byproduct

1 mature dairy cow = 100 lbs of manure/day
## Synergies among 3 farm businesses

<table>
<thead>
<tr>
<th>Dairy</th>
<th>Farm Market</th>
<th>CowPots</th>
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</thead>
<tbody>
<tr>
<td>Milk</td>
<td>Cabot products for sale and butter/cheese in catered meals</td>
<td></td>
</tr>
<tr>
<td>Manure</td>
<td>Vegetables, herbs and cut flowers for sale and used in field production</td>
<td>12 sizes of biodegradable pots</td>
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</tbody>
</table>
Continuous improvement on dairy farm

L to R: Juno the feed pusher, 1 of 5 Lely robotic milkers, back scratchers, new barn with water beds, misting fans, alley scraper and insulated ceiling, participant in FARM program
Making space for the Next Generation

Finding their niche
The average consumer is 3 generations removed from the farm.

L to R: Ag Ed field trip, DEEP Commissioner visit, Congresswoman tour, Matt on EPA panel about nutrient recycling, Nutritionist Dr Katz and family tour, biannual co-farm newsletter
Thank you.
Questions?

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