

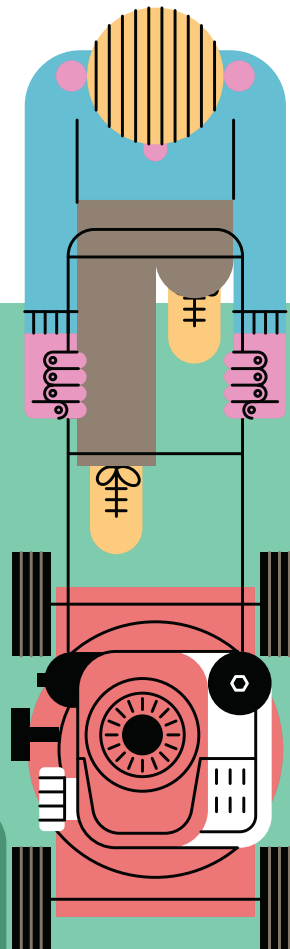
SIX MONEymaking ways to DIVERSIFY

Diversifying a business can add income, reduce risk, fill up downtime and bring new excitement to work. Think about these ideas that utilize resources you may already have.

By Gene Johnston • Illustrations by John Devolle

1 YARD MAINTENANCE

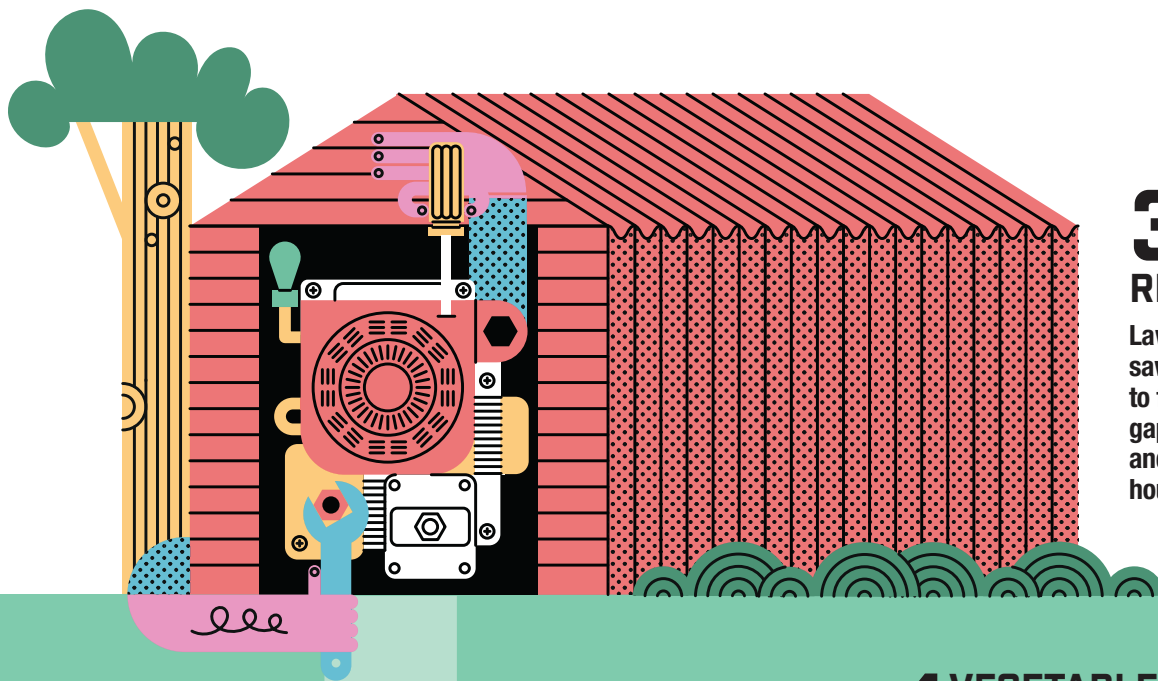
You've got the mowers, trimmers and tillers. Hire them – and yourself – out. Sell your services to people in need of lawn care, flowerbed cleanup, mulching, bushwhacking and more.



2 CAMPING ACCOMMODATIONS

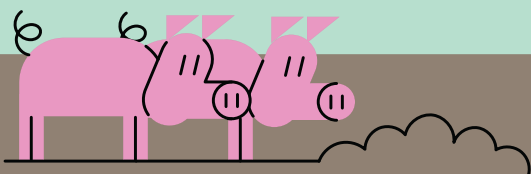
More people are hitting the road for a family campout. Your back grove or farm pond is the uncluttered nature they seek. For \$20 per night, give them the full farm-tour experience.





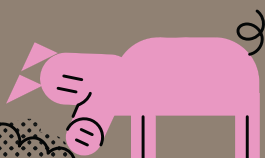
3 SMALL ENGINE REPAIR

Lawn mower and chain saw mechanics are hard to find these days. Fill that gap with your shop, tools and know-how. Set a good hourly rate for your work.



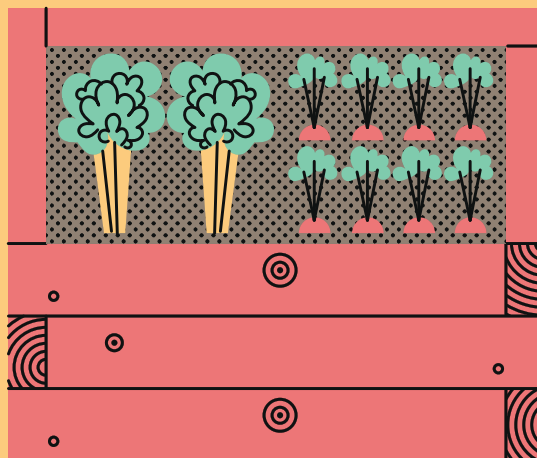
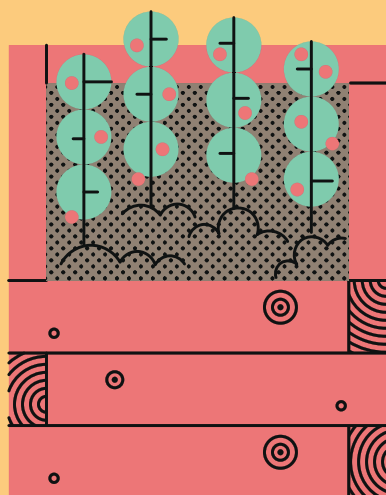
5 NATURAL PORK

Niman Ranch, a California-based natural meats company, buys pigs raised the old-fashioned way – outside or in bedded pens with no crates. Consider providing sows to similar niche companies.



4 VEGETABLE GARDEN

The local-food demand has opened doors for small-scale vegetable growers. An Iowa company that contracts with farmers to grow carrots recommends starting on a half-acre to get a feel for it. Gross income potential: \$1,000 per half-acre.



6 URBAN GARDEN

Backyard raised-bed gardens are a trend. Build and manage them. Sizes and configurations are limitless, and good ideas are available at state Extension offices.