

Build Your Own **FARM STORE**

— GUIDE —



A PRACTICAL FIELD GUIDE FOR SMALL-SCALE FARMS IMPLEMENTING
ON-FARM RETAIL AND DIGITAL MARKETING OUTREACH





"People who want your produce will find it and they will seek you out, and they will do it because what you're growing is worthwhile."

- *Mason Prescott*



Our first day's setup at the Farmers Market!

WHY A FARM STORE?

KEY POINTS

- **Market Fatigue:** Farmers markets are valuable, but require staff, setup, and limited selling hours with unpredictable returns.
- **Passive Sales:** A farm store lets customers shop on their schedule – not just market days, reducing the pressure to sell all inventory in a single day.
- **Mentor Influence:** Our farm store was inspired by professional models like Dirk Tanner's farm store, moving beyond the traditional "honor-system" roadside stand.
- **Strategic Research:** Using a SARE grant, our team tested whether an on-farm marketplace could outperform traditional markets in a suburban setting.

ESSENTIAL DETAILS

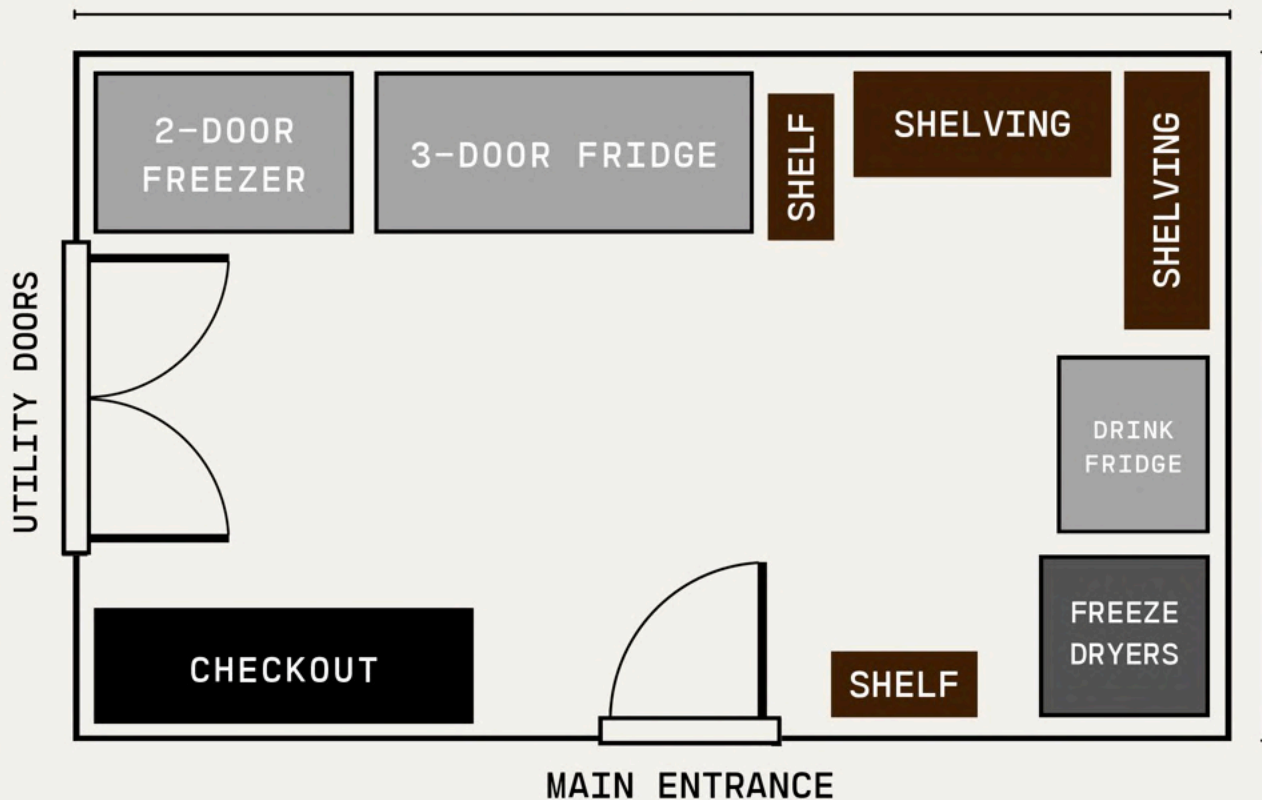
- **Year-Round Resource:** Unlike a seasonal market, a farm store with refrigeration becomes a dependable, year-round neighborhood asset.
- **Economic Scalability:** Profit is like the "gasoline" that keeps a farm moving; an on-farm store offers better margins and reduced travel costs.
- **Community Invitation:** The store acts as a bridge, inviting neighbors who have never set foot on a farm to reconnect with their food source and make memories.

MAIN TAKEAWAY

- Establishing a **permanent farm store** can transform your operation from a high-effort weekend endeavor into a high-revenue community experience.
- In our research comparing the two models, our farm store generated nearly **four times** the total sales of the previous year's farmers market season (\$22,887 vs. \$5,889), proving that suburban customers will go out of their way for quality, local food!



12 X 20 FT SHED



OUR ACTUAL SETUP

Here's a real-world snapshot of how our farm store is currently configured. Every farm will be different, but seeing one working example helps others make decisions faster.

Store Structure

- Purchased a custom 12 ft × 20 ft shed building
- Positioned near road frontage for visibility & parking
- Insulated interior with simple finished walls

Electricity & Lighting

- Standard electrical service installed in shed
- Overhead LED lighting for product visibility
- Exterior lighting for evening access
- Mini-split unit for heating and cooling

Refrigeration & Storage

- Upright refrigerator for vegetables and eggs
- Chest freezer for meat and frozen products
- Basic shelving for dry goods and value-added products
- Wooden display tables for produce

Security & Monitoring

- Exterior and interior security cameras
- Digital lock system via Wifi control
- Visibility from road helps discourage theft

Payment System

- Square-based checkout station
- iPad kiosk setup with Square stand
- Accepts cards and digital payments
- Customers interact with and connect with staff

Products Typically Available

- Garden Produce
- Pastured Poultry
- Farm Fresh Eggs
- Honey & Maple Syrup
- Craft Kombucha
- Value-Added Products (Salsa, Jellies, Pickles, etc)

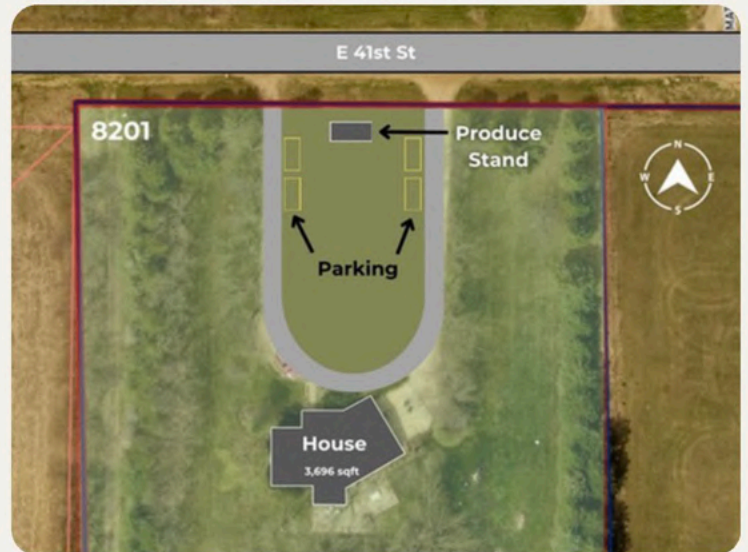
Operating Model

- Staffed Daily by Farm Team Member
- Open Weekdays
- Restocked regularly during harvest season
- Supported by email, text, and social media communication

Every farm store will look different, but a simple, clean, and reliable setup is far more important than building something elaborate.



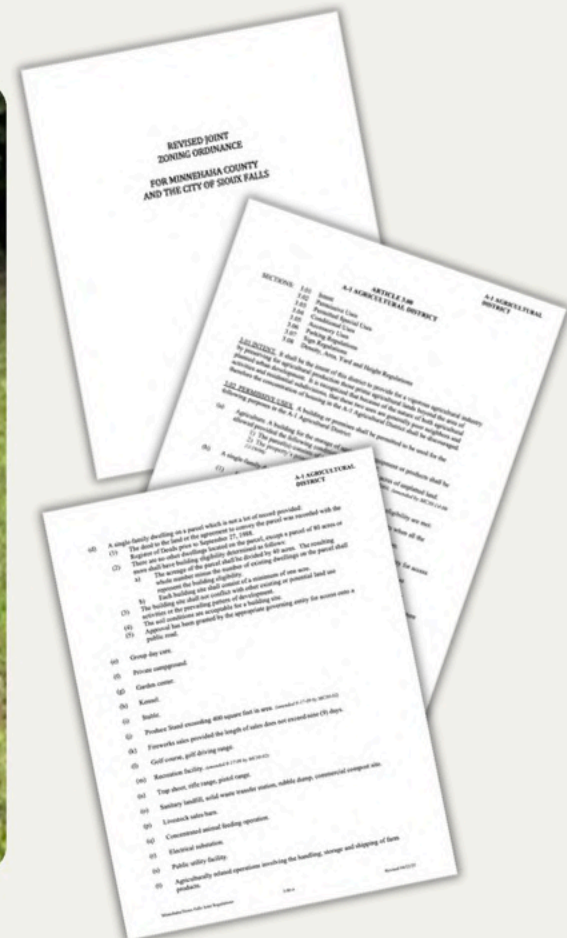
We submitted this site plan with AI-generated inspiration images (bottom left) to our county.



"Ask your county, ask your city because they really do want to help the city grow and to make the community better."

- James Bell

Our farm store permit received unanimous approval from the city council & county commission!



PLANNING & ZONING

KEY POINTS

- **Determine Your Jurisdiction:** It is critical to understand what you're able to do on your land, as each state, city, and county has different rules regarding what you can do on your parcel.
- **Be Prepared for Anything:** When asking the county about our vision to open a farm store, we learned we would need a conditional use permit discussed in a public hearing with all neighbors to approve.
- **The "Neighborly" Strategy:** Rather than waiting for a formal hearing, our team used a strategy of visiting neighbors with letters and baked goods to introduce themselves and the project.

ESSENTIAL DETAILS

- **Consult Ordinances Early:** Read the specific zoning rules and reach out to the local authorities for your area before making any purchases to ensure a produce stand is a permitted use.
- **Parking and Signage:** Compliance involves more than the building; you will likely need a site plan and a design for where customers will park and where signage will be placed.
- **Ask First:** The biggest mistake you can make is assuming you can build without permission, which can lead to costly enforcement actions, especially in areas with heavier zoning restrictions/oversight.

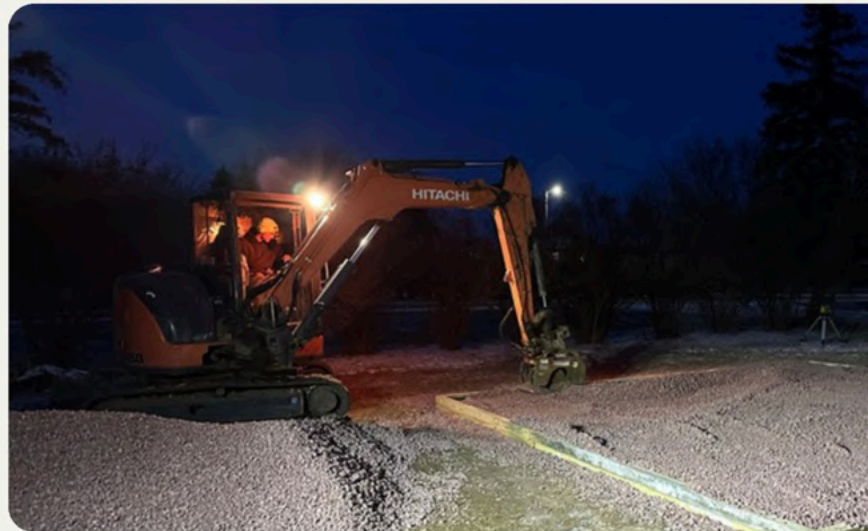
MAIN TAKEAWAY

- Demystifying the bureaucracy through **early communication** with officials and **intentional outreach to neighbors** is the best way to prevent costly legal or structural mistakes.
- While zoning can feel restrictive, approaching it as an opportunity to **build community trust** ensures that your farm store is seen as an asset rather than a nuisance.



Excavating in winter presents more challenges due to frost!

“However well you lay your foundation in the very beginning is going to determine how well your structure holds up over time.”
- *Downing McDade*



THE FOUNDATION

KEY POINTS

- **Structural Backbone:** The foundation is the most critical element of the build because it carries the weight of the entire structure and determines its long-term stability.
- **Leveling is Mandatory:** A foundation that is not perfectly level will cause doors and windows to jam and can cause heavy appliances like refrigerators on wheels to roll.
- **Hiring Professionals:** If you do not have heavy farm equipment like a bobcat, you will may need to hire an excavating company to dig, tamp down gravel, and level the site or pour a concrete pad.

ESSENTIAL DETAILS

- **Material Choice:** Use 4x4 pressure-treated lumber, which is rated to last 15-20 years in harsh climates without rotting.
- **Gravel Specs:** Use clean, crushed gravel; it is easier to compact for a stable pad and provides essential drainage for rain and snow.
- **High-Wind Anchoring:** In high-wind regions, you may be required by building inspectors to install structural anchors to prevent the building from being displaced by storms.
- **Avoid Frozen Ground:** Plan your build for the spring/fall to avoid digging in frozen ground, which is significantly more difficult and less effective for compaction

MAIN TAKEAWAY

- **Do not rush or cut corners** on your foundation. While hiring an excavator may be more expensive than expected, doing it right the first time prevents "unforeseeable things" and expensive repairs later.
- Proper **compaction, drainage, and leveling** are the only ways to ensure your store remains functional and your commercial appliances remain safe and stationary



Shed #1 - non-insulated, smaller windows & door



Shed #2 - insulated floor, windows, & door



“We ordered our pre-fabricated shed and we had our foundation, everything laid all all set... And we recognized that some of things were actually not what we thought we needed and we had to make some changes.”

- *Mason Prescott*



Ask your utility company about running a new service.



STRUCTURE, ELECTRICAL, & HVAC

KEY POINTS

- **Climate-Specific Specs:** In regions with extreme temperature swings, basic prefabricated sheds often lack the necessary floor insulation, double-pane windows, and insulated doors for energy efficiency.
- **The "Shed Swap" Lesson:** We discovered it was more cost-effective to replace our first shed with a higher-spec model than to attempt retrofitting insulation and windows ourselves.
- **Dedicated Utility Service:** To avoid overwhelming the farmhouse, a separate electrical line was run through a dedicated trench, utilizing a "ditch witch" for excavation.
- **Mini-Split Efficiency:** A mini-split unit was chosen because it provided the most cost-effective way to maintain the stable room temperatures required for commercial appliances to function.

ESSENTIAL DETAILS

- **Future-Proofing:** We installed oversized electrical cable in the ground, allowing for an easy future upgrade from a 100-amp to a 150-amp panel if more industrial equipment is added.
- **Appliance Health:** Most commercial refrigerators and freezers require a stable ambient temperature; large temperature swings in an uninsulated building will cause them to burn out prematurely.
- **Separation of Costs:** Putting the store on its own electrical line simplified budgeting by keeping farm store power consumption separate from household expenses.

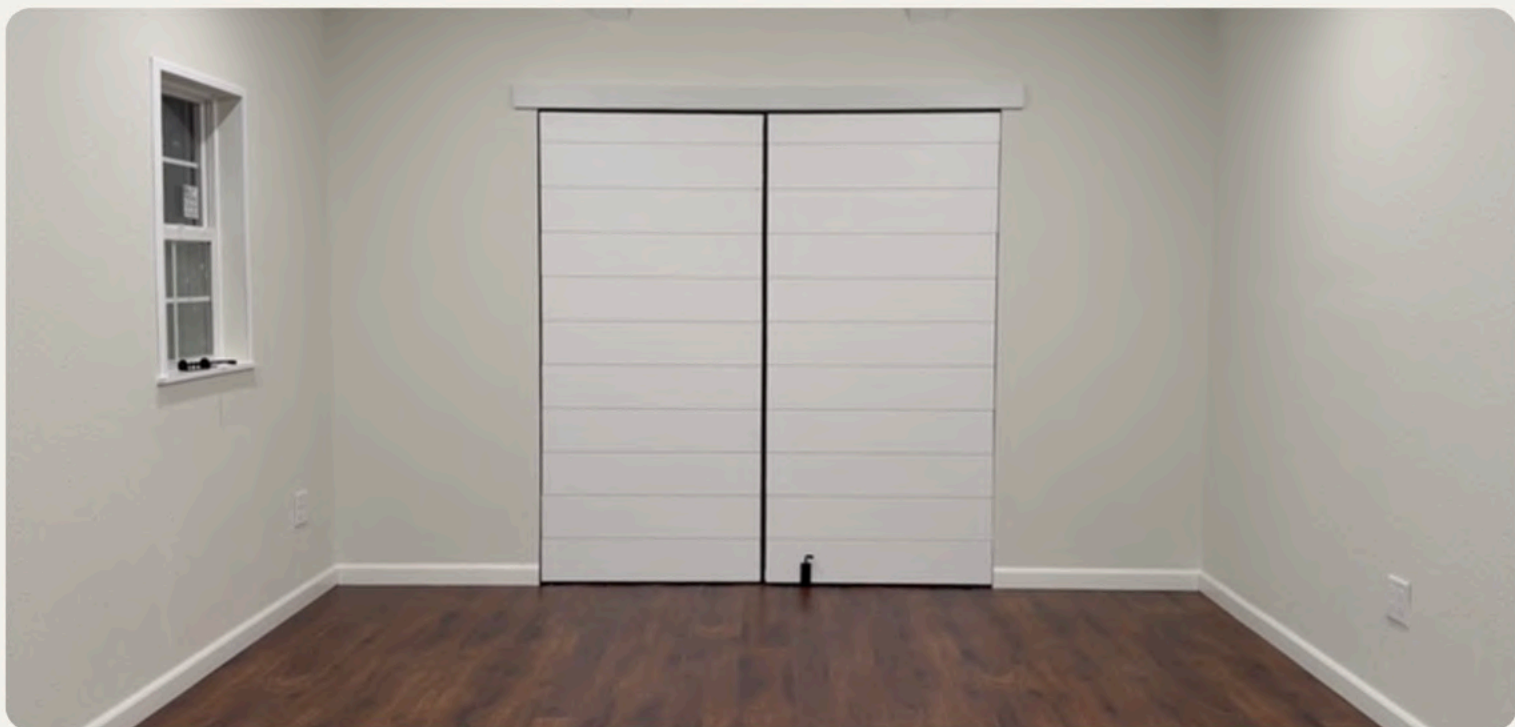
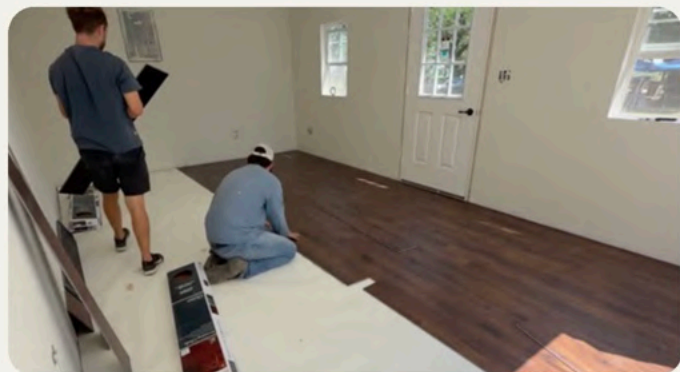
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From a Shed to a Store

- Wire the building.
- Place electrical boxes for lights & outlets.
- Install the insulation.
- Hang drywall and mud.
- Mount light fixtures and outlets
- Prime the interior.
- Texture the walls
- Apply the final coat of paint.
- Lay the flooring.
- Complete all final finish work & trim



Using storebought shiplap provided a clean way to cover the utility doors.

FINISHING THE INTERIOR

KEY POINTS

- **Non-Negotiable Refrigeration:** The fridge and freezer are the most vital investments; the entire store was designed around these units to handle poultry, eggs, and value-added goods.
- **The Heat Factor:** Commercial appliances generate a lot of heat. In a small shed, a fridge and freezer can raise the temperature by 10-20 degrees, requiring constant ventilation or AC—even in winter.
- **Sourcing Strategy:** Utilize Facebook Marketplace for used equipment but consider online wholesalers for new, affordable commercial units.
- **Visibility:** Choose units with clear glass doors so customers can browse inventory without constantly opening doors and wasting energy.

ESSENTIAL DETAILS

- **Dream Bigger:** A major lesson learned was to buy larger units than you think you need; if your budget and space allow, "bigger is better" to accommodate future growth.
- **Shelving Coordination:** Match your shelving to your floor (e.g., dark wood) to create a cohesive, branded "look" for the interior.
- **Appliance Environment:** Commercial fridges are not designed for extreme fluctuations; they require an insulated, temperature-controlled room to operate safely without burning out the motor.

MAIN TAKEAWAY

- Your appliances are the engine of your inventory. Prioritize high-quality refrigeration early.
- Ensure your HVAC system and insulation is robust enough to handle the heat output generated by refrigeration equipment in a confined space.

These freeze dryers crank out A LOT of heat!



Without a doubt, the most non-negotiable appliances in here are the fridge and the freezer."

- *Austin Chappell*



DIY signs and white paint pen make a great signage aesthetic.

EQUIPMENT, APPLIANCES, & FURNISHINGS

KEY POINTS

- **Order of Operations:** To avoid rework, follow a specific sequence: wiring, electrical boxes, insulation, drywall, mudding, lighting, painting, flooring, and finally trim work.
- **Rockwool Advantages:** Our team used R15 Rockwool (mineral wool) instead of fiberglass because it is easier to install without "smashing" (which preserves thermal value), offers superior soundproofing, and has fire-resistant properties.
- **Leveling Cement vs. Mortar:** When prepping the floor, use leveling cement; it dries faster and is much easier to sand than mortar.
- **Visual Layout:** Laying vinyl plank flooring "long-ways" rather than horizontally makes a small shed appear much larger to customers.

ESSENTIAL DETAILS

- **Soundproofing:** Proper insulation ensures comfortable temps year-round plus helps customers enjoy a quieter experience in the store.
- **LED Efficiency:** We love recessed LED lighting because it is professional-looking, easy to install, and draws very little power.
- **Aesthetic Choice:** Darker vinyl plank flooring was our choice to blend with the mud and dirt naturally tracked in from a working farm.

MAIN TAKEAWAY

- The "finish work" is where a shed becomes a store. You can choose a more rustic design or follow our style where we leaned into modern themes and clean white finishes.
- By prioritizing thermal efficiency with Rockwool and using strategic layout choices like recessed lighting, shiplap-covered side doors, and long-ways flooring, you create a professional environment that feels spacious and welcoming to the community

“The biggest help for me—
after getting that certification
—has been reaching out to
the people who are contracted
by the state to teach you
about cottage foods.”

- *Austin Chappell*



Customers LOVE the craft kombucha,
almost more than fresh veggies!



STOCK & MERCHANDISE

KEY POINTS

- **The "Value-Added" Economy:** Transforming surplus produce into shelf-stable goods is a critical strategy for increasing profit margins and preventing waste.
- **Cottage Food Compliance:** Every state has different regulations regarding what you can sell from a home or farm kitchen. Check your state extension office for trainings or certification options.
- **Product Rotation:** Maintaining "best face forward" requires picking fresh produce every single day and rotating inventory regularly to ensure quality and prevent unpleasant surprises.
- **Anchor Products:** High-demand items like pastured poultry and farm eggs serve as the "anchors" of the store, drawing customers in consistently so they discover other offerings

ESSENTIAL DETAILS

- **Diversified Inventory:** Our store offers a mix of fresh vegetables (greens, carrots, tomatoes), refrigerated staples (kombucha, pickles), and frozen meats.
- **Merchandise as Marketing:** Selling hats, shirts, and tote bags turns your loyal customers into "brand ambassadors" who help spread the word about your farm.
- **Beyond the Farm:** Don't feel restricted to only selling what you grow; stocking supplemental items like sparkling beverages or health products can enhance the overall customer experience.

MAIN TAKEAWAY

- A successful farm store is built on a foundation of "anchor" products (eggs and meat) that bring customers through the door, combined with high-margin value-added goods that maximize the economic potential of every harvest.
- By following cottage food laws and maintaining a daily routine of fresh harvesting, you establish a professional retail environment that nourishes the community while ensuring your farm remains a profitable enterprise year-round.

Example marketing texts we have sent to our Customer Database via Square



Grace Place Farm & Gardens: Online ordering is now OPEN! 🌱

PLUS—our first organically raised, non-GMO, pastured poultry is available for farm pickup or delivery! 🐔

<https://sqmkt.com/r/goRtdeWe>

Text STOP to opt out



Grace Place Farm & Gardens: SPECIAL GIVEAWAY!

🌱 Every farm pickup order for eggs or chicken this week will receive a FREE bag of baby lettuce greens! 🐔

<https://sqmkt.com/r/F1KYFE6g>

Text STOP to opt out



Grace Place Farm & Gardens: 🐔
Call/text us to get your organic, farm-fresh eggs or pastured chicken!

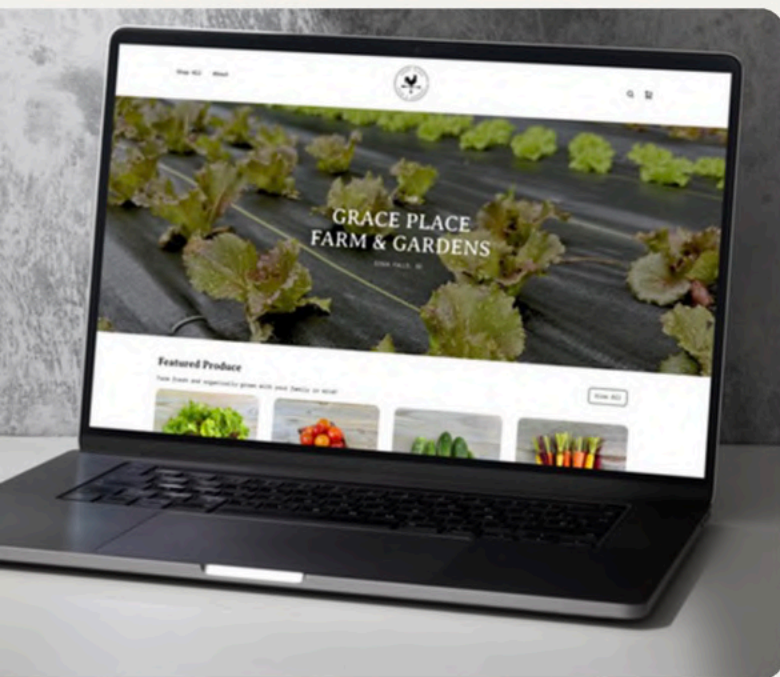
[605-550-1088](tel:605-550-1088)

Farm Pickup & Delivery Available

PLUS - 20% off chicken wings this week! 🐔

<https://squareup.com/u/hXf13tCt>

Text STOP to opt out



“I was looking for was something that is widely used and also very simple... we found Square to be the perfect system to grow with us.”

— Jonathan Carter



A custom stamp allows us to make our own paper bags for customers!

SQUARE: POS & CUSTOMER DATABASE

KEY POINTS

- **Approachability and Simplicity:** We chose Square because it's widely used, simple to maintain, and requires minimal training for staff.
- **Data-Driven Decisions:** The system allows our team to make informed decisions throughout the season by providing instant reports on sales, customer counts, and product performance.
- **Seamless Integration:** Square integrates the farm's in-store inventory with its online store, ensuring that stock levels stay synced in real-time regardless of how a customer purchases.
- **Building a Foundation Early:** Before the store even opened, our team used Square at farmers markets to collect customer names and phone numbers, which served as the primary database for text marketing.

ESSENTIAL DETAILS

- **Hardware Versatility:** While the farm store utilizes an iPad setup, the system also works via mobile phones (using Tap To Pay) making it highly portable for off-farm events.
- **Invoicing for Growth:** As our farm expanded to wholesale accounts with local restaurants and stores, we used Square's invoicing tools to create automated payment timelines and reminders.
- **Marketing via CRM:** The integrated Customer Relationship Management (CRM) software allowed us to send targeted SMS and email campaigns with approximately a 90% open rate for text messages.

MAIN TAKEAWAY

- Technology should be a tool that saves time rather than adding administrative burden.
- By adopting an integrated POS system like Square, we were able to manage inventory across three outlets (farmers markets, online, and the farm store) while building a loyal customer database that directly fueled their grand opening success

“Don't underestimate the free marketing... just by sharing your story, you'll be amazed at how many people are interested!”

- James Bell



Customers came the next day: “I saw you on the news!”



Grace Place Farm & Gardens: We can't wait to celebrate with you tomorrow for the FARM STORE GRAND OPENING! 🥳

WHEN:
Saturday (8/23) from 1-6pm

WHERE:
8201 E 41st St
Sioux Falls, SD 57110

RSVP:
<https://square.ly/r/---->



We really liked using the USPS EDDM option to mail flyers to all neighbors!

MARKETING

KEY POINTS

- **The Engine Analogy:** If a business is a plane, marketing serves as the engines that keep it moving; without it, customers will rarely "disrupt" their normal shopping habits to seek out a new farm.
- **Dual-Technology Approach:** Successful outreach requires a mix of traditional methods (like direct mail) and modern digital tools (like SMS and social media) to reach the full spectrum of generations.
- **Earned Media vs. Paid:** While paid ads are useful, "earned media"—such as local news features and radio interviews—can be more impactful and cost-effective.
- **Geographic Targeting:** For a local farm store, focusing on the most geographically relevant audience (nearby neighbors) is more vital than broad digital reach.

ESSENTIAL DETAILS

- **Text Marketing (SMS):** Using Square Marketing, our team got about a 90% open rate by sending monthly notices about grand openings or specific product sales (e.g., Thanksgiving turkeys).
- **Every Door Direct Mail (EDDM):** Our farm utilized a USPS service to send color mailers to the three postal routes closest to the property. While more pricey, this "physical disruption" was a primary driver for grand opening attendance.
- **Local Partnerships:** Hanging posters in community businesses like juice bars or chiropractors built word-of-mouth and established local connections with other business owners.

MAIN TAKEAWAY

- **Don't rely on a single channel** to find your customers. A combination of high-open-rate SMS marketing and targeted local mailers ensures your neighbors know you exist.
- Meanwhile, free media through **local news outlets** raises awareness and provides the credibility plus reach necessary to turn your farm into a community landmark.



The line was for the FREE egg giveaway for our first 100 customers!



New Opportunity: Farm to Table Dinners



“We haven’t just created a farm store. We’ve created a place for people to make memories... and those memories are now associated with what we're building.”

- James Bell

THE GRAND OPENING

KEY POINTS

- **High-Energy Payoff:** Our grand opening was a culmination of months of growing the food, finishing the store, and prepping products.
- **The "Hook":** A major driver of the event's success was a giveaway: a free dozen eggs for the first 100 customers, which ensured people arrived early and were excited to engage with the store.
- **Massive Sales Impact:** The event proved the economic viability of the model; in just one day, the store generated 71% of the total gross sales made during the entire previous year's farmers market season.
- **Community Experience:** The day was designed as an event rather than just a sale, encouraging families to bring kids, see the chickens, and sign up for farm-to-table dinners to create lasting memories

ESSENTIAL DETAILS

- **Handling the "Madness":** We encountered an immediate checkout bottleneck when we only had one POS iPad for over 100 people; we quickly pivoted to using the Square app on phones to move the line.
- **Underestimating Demand:** Our farm "severely underestimated" how much we would sell, requiring staff to harvest fresh produce mid-event.
- **Logistics and Parking:** To manage the influx of 250+ visitors, we used our back pasture for overflow parking to keep the store accessible.
- **System Stress-Tests:** The grand opening revealed the importance of having every product pre-loaded into the POS system and ensuring signage was clear to prevent customer confusion.

MAIN TAKEAWAY

- The grand opening was a powerful tool to "physically disrupt" consumer habits and introduce the farm to our neighbors. Through hard work and mixed marketing, we turned a single afternoon into a revenue-generating event that outperformed months of traditional market work.
- Preparation was key: make lists, organize volunteers, and double-check your POS inventory before the doors open



“We want to make sure that we're giving customers the best that we can... that it's organically grown, that it's healthy, and it's going to benefit their life in every way”

- Nathan Dew



DAY-TO-DAY MANAGEMENT

KEY POINTS

- **The Shift to Staffed Operations:** Although our farm initially explored an unmanned, self-serve model, we ultimately chose to staff the store from 12:00 PM to 6:00 PM, Monday through Friday.
- **Opening Routine:** Consistent daily procedures include flipping the open sign, setting out the wooden roadside sign, turning on display lights for refrigerators and freezers, and sweeping out tracked-in dirt.
- **Inventory Stewardship:** Daily management requires checking stock levels, bringing in fresh produce, and strictly rotating items to ensure customers always see the "best face" of the farm.
- **The Power of Interaction:** Staffing the store allows for suggestive selling, providing samples, and offering impromptu farm tours, which builds deeper customer trust and loyalty than a self-serve kiosk

ESSENTIAL DETAILS

- **Communication Systems:** Because our store manager is not always in the field, we use text and phone communication to alert the farm crew when inventory like eggs or kombucha is running low.
- **Education at Point of Sale:** Staff are encouraged to be warm and friendly, sharing specific growing details—such as the farm backstory or growing practices—reconnect families with the land.
- **Operational Excellence:** The "heartbeat" of daily management is maintained through excellence, ensuring that every product sold is clean, healthy, and high-quality

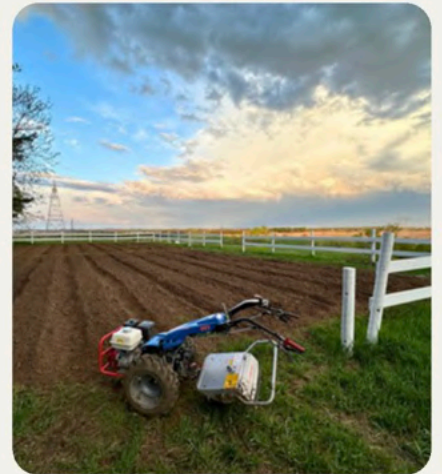
MAIN TAKEAWAY

- Day-to-day management is less about the transaction and more about stewardship and **community connection**.
- While **staffing increases labor requirements**, the ability to lead a farm tour or explain a product story results in a better customer experience and **stronger long-term support for the farm**.



“It's been so fun to meet more of my neighbors, make new connections, and be a service to these people that are looking for food they can trust—products that will actually make a difference in their lives.”

- *Mason Prescott*



RECAP & LESSONS LEARNED

KEY POINTS

- **Reality vs. The Dream:** The project was significantly more complicated and time-intensive than initially expected, particularly regarding zoning, construction, and weatherproofing for extreme climates.
- **Scale and Efficiency:** A major realization was that the effort and cost for permitting, foundations, and electrical work are nearly identical for a small shed as they are for a larger one. We recommend "dreaming bigger" than you think you will need.
- **Community as Infrastructure:** Successful farming is not "DIY" or independent; the project relied heavily on mentoring relationships with local farms and members of the community!
- **The Power of Giveaways:** Incentives like the Grand Opening free egg giveaway were the most effective tools for "physically disrupting" customer habits and building immediate goodwill

ESSENTIAL DETAILS

- **Total Cost Breakdown:** \$30,000 – including the \$8,000 prefabricated shed (with upgrades), \$3,000 for the electrical expansion, \$9,000 for all building materials & HVAC, \$3,000 for marketing, \$7,000 for appliances and furnishings.
- **Business Viability:** The on-farm store proved its sustainability by generating nearly four times the revenue of the previous year's farmers market participation (\$22,887 vs. \$5,889). And it's on track to pay for itself by the end of the next season.
- **Future Opportunities:** The permanent infrastructure we've built now allows for "enterprise stacking," such as farm-to-table dinners, educational tours, and instructional classes in the gardens.

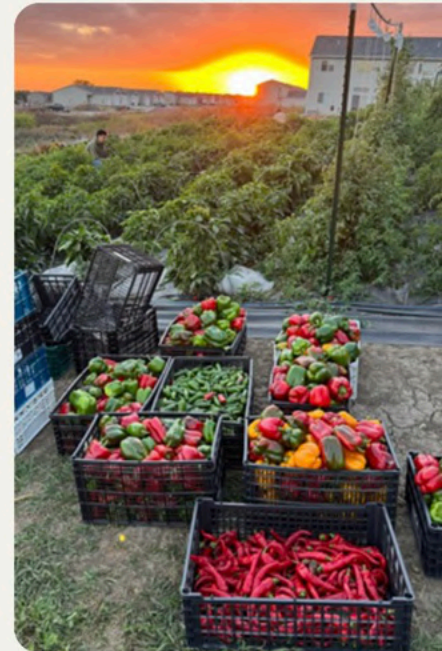
MAIN TAKEAWAY

- The on-farm retail model in a suburban setting is a viable and superior alternative to traditional farmers market participation, both economically and operationally. Success requires an honest assessment of labor capacity, a willingness to invest in professional-grade climate-controlled infrastructure, and the recognition that inviting the community onto the farm is the ultimate strategy for long-term resilience



FARM *to* FAMILY

JEREMIAH 17:7-8



STARTUP CHECKLIST

Use this as a starting point for your own farm store.

PLANNING

- ☐ Identify your target customers
- ☐ Choose store location on your property
- ☐ Confirm local zoning, parking, & signage requirements

STRUCTURE

- ☐ Build/Buy/Repurpose a shed or small structure
- ☐ Insulate & hang drywall (if desired)
- ☐ Add interior & exterior lighting

UTILITIES

- ☐ Wire additional electrical service/power source
- ☐ Install heating and/or cooling unit (if desired)
- ☐ Connect wifi or activate hotspot (if desired)

STORAGE & EQUIPMENT

- ☐ Choose Refrigerator
- ☐ Choose Freezer (if selling frozen products)
- ☐ Build Produce display tables
- ☐ Add Dry-goods shelving

SALES SYSTEM

- ☐ Choose a payment system (Square, Venmo, Cash Box)
- ☐ Set up checkout station
- ☐ Create simple pricing signage
- ☐ Label products clearly

SECURITY

- ☐ Install wifi-based security cameras
- ☐ Install automatic lock system (if desired)
- ☐ Ensure store is visible from house or road

MARKETING & LAUNCH

- ☐ Create roadside signage
- ☐ Share with local news outlets
- ☐ Send an email/text announcement
- ☐ Consider promotions or giveaways
- ☐ Print local mailers for neighbors (we used EDDM)

OPERATIONS

- ☐ Establish cleaning/restocking/checking routine
- ☐ Track inventory
- ☐ Monitor sales weekly

LONG-TERM IMPROVEMENTS

- ☐ Consider expanding into value-added products
- ☐ Expand refrigeration or display space
- ☐ Offer educational events or farm-to-table dinners



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GRACE PLACE

Farm & Gardens

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JEREMIAH 17:7-8