



SUBMITTED

Even at age 4, Kendrick plays an important role on the farm.

Once people taste the meat, they realize how good it is. Their preconceptions fall away.

With the success of their burgers cooked onsite at Farmer's Markets, the Millers have taken baby steps forward. They added the Kalona Farmer's Market to their calendar, so customers could find them at a Saturday market as well. They expanded their menu to include all-beef hot dogs at first, and then breakfast items, such as wraps, on Saturday mornings in Kalona and at Kalona Fall Festival. Most recently, they've been testing out french fries.

The Millers provide a good model for how a family's combined skills, experiences, and desires can coalesce into something good.

Joy grew up on a family farm in Leon, a town south of Des Moines not far from the Missouri border. Her family sold baked goods at the Des Moines Farmer's Market, giving her experience that she would later draw upon to market her and Craig's beef products.

As an adult, she worked as a nurse for more than a decade, but now that she has a robust family that includes sons Dexter (8), Tyrell (6), and Kendrick (almost 4), and daughter Kenzie (9 months), working from home is more desirable, although not without its challenges.

She and Craig have both found their own roles at the Farmer's Market. "I do horrible with cash. I don't like doing that," Craig laughs. "I run the grill. I do that type of thing, and I'm good."

Part of what motivates them to succeed is their kids, who help out on the farm and at the Farmer's Market, at least for as long as their attention holds out.

"They like to help customers in the ways that they can," Joy says. "When they've set out the tip jar for a couple of hours, they have [about] \$15 in tips. It's been fun to really appreciate the way our customers are willing to let us involve the kids."

"What drives us to do [farming] would be a lot for them," she explains. "[They learn] work ethic, how to treat animals, responsibility, and working together."

Looking ahead, the Millers' next baby step just might be a food truck. This would enable them to offer their breakfast wraps and burgers beyond Washington County, where they are licensed, to the rest of the state.

You just might be tempted by their homegrown beef a little more often, and in large part, that is thanks to your support.

"We really appreciate the local support and the community connections that we've been able to establish and maintain," Joy says. "That's worth a lot."

Look for Miller Family Homestead at the Washington Farmer's Market on Thursday evenings and the Kalona Farmers Market on the 2nd and 4th Saturdays of the month starting in May. The Millers offer a full range of beef products, including jerky and sticks processed by Bud's Meats, roasts, organs, bacon, and bologna. Beef is also available by quarter, half, and whole. Orders can be picked up on the farm by appointment and at the Farmer's Markets, and local delivery is also available. Visit millerfamilyhomestead.com online to learn more and browse the online store, or contact Joy at 641-342-0850 or joy@millerfamilyhomestead.com.

THANK YOU TO OUR LOCAL GROWERS!

CIVIL & ENVIRONMENTAL ENGINEERING
LAND SURVEYING
LAND PLANNING & DEVELOPMENT

510 STATE ST., TIFFIN • (319) 545-7215
WWW.HART-FREDERICK.COM

accounting | tax | bookkeeping | payroll

We appreciate our farmers!

Thank you for your dedication, hard work and contributions to our community and country.
For help or to learn more about our services, please contact us anytime.

Bontrager Tax, Accounting & Consulting, LLC
307 5th Street, PO Box 448
Kalona, Iowa 52247
319.656.2614 | www.btac.biz

PROTECT YOUR FARM AND OUTBUILDINGS
with Professionally Installed Video Surveillance from KCTC

High Definition Video Surveillance

- ◆ Keep a 24/7 watch on all areas including remote buildings and annexes
- ◆ Ensure perimeter security, control facility access, and detect unauthorized persons
- ◆ Deter break-ins, theft, and vandalism

Professional Services:
◆ Licensed Installers
◆ Customized solutions for YOUR application
◆ Local maintenance & support

View live & recorded video from your smart phone

EXCLUSIVE SAVINGS!
\$50 OFF INSTALLATION!

KCTC KALONA COOPERATIVE TECHNOLOGY COMPANY
Call Today for a **FREE Farm Security Analysis!**
319-656-3668

510 B Ave - Kalona 112 South Ave B - Washington

85% lean beef, which Joy says seems much leaner when they grill it, has an "amazing" flavor. Customers who had been purchasing beef at the grocery store tell the Millers that it's refreshing to have "real meat" again.

The way they raise that "real meat" is by avoiding the use of artificial hormones or feed made from GMOs. What they do feed their cattle they grow themselves: corn, soybeans, and alfalfa, which they supplement with protein they purchase at a local feed store.

Craig says that customers often get confused, thinking their beef is grass-fed organic, which it is not. "They always have grass," he says of the cattle, but it does not make up their entire diet.

For every customer who wants grass-fed beef exclusively, there is another who dislikes grass-fed beef. "You have both sides," he says. "When we do the frozen meat and have samples, I think that's where you win people over."

IOWA SOYBEAN Association

WASHINGTON/KEOKUK COUNTY

Working with farmers in Washington & Keokuk Counties, Southeast Iowa

Washington Keokuk County Corn & Soybean Growers
Secretary Kerri Bell, 319.653.1834 or kerribell2@gmail.com

AG month

April 1st - 31st
Unique Agricultural Office Displays

Week of April 17th
Baby Chicks Hatching

April 22nd 9 - 11 a.m.
Washington Barnyard Day • 2481 Hwy 92 E

HILLS BANK
Member FDIC