

Becker Farms • Stoney Creek Creamery

Background and Vision

We, Kyle and Emily, started *Becker Farms* in 2007 as an avenue to provide quality, pastured freezer beef to our customers. Since this time, we have diversified our farm to now include pork, poultry, and eggs as well as some produce. In order to fulfill a dream of Kyle's and to provide another item that our customers have been requesting, we hope to expand again, this time to include milk and dairy products. Kyle's passion for dairy farming began as a young child, growing up on his family's dairy, beef, and grain farm. This led him to pursue degrees in Animal Science and Veterinary Medicine from Purdue University and he spends his days as a food animal veterinarian on many dairies in Indiana and Ohio. A few months ago, Katie, a Ball State University student, emailed us asking for information about our summer internship, making clear that what she really wanted to do was milk cows. This was the impetus we needed to get moving on creating the framework for our dairy and we've since been running numbers and making plans to launch this new venture.

Once operational, our dairy, *Stoney Creek Creamery*, will offer non-homogenized, minimally pasteurized milk (as well as a variety of dairy products such as yogurt, butter, and kefir) from our grass-fed cows. All of these items will be available for purchase at any of our farmer's market locations, could be added to a CSA membership, or picked up directly from our farm.

The dairy herd will be made up of cows with A2A2 genetics. Milk and dairy products from A2A2 cows contain a different form of beta-casein (a milk protein) than present in milk produced by commercial dairies. The specific form of beta-casein found in A2A2 cow's milk has been suggested to provide a number of health benefits, including easier digestion, due to the presence of the amino acid proline. Prior to the domestication of dairy cows, A2A2 genetics were found commonly in cows; similar beta-casein proteins can be identified in the milk of other animals such as goats, sheep, and humans.

To help fund the construction of the dairy buildings and to purchase needed equipment for processing, we hope to raise \$100,000 from our current customers and others interested in having access to locally raised A2A2 milk. In addition to allowing us to produce and package delicious, minimally processed milk and dairy products for you and your family, your investment dollars will help support central Indiana's economy and will aid in the addition of another small, family-owned dairy to our state. According to USDA census data, small, family-owned dairy farms are in decline across the United States. The number of small dairies decreased 35% over a period of eight years from 94,665 dairies in 2001 to 61,650 in 2009. There are currently over 1,000 dairies

in Indiana, but as of November 2016, only eight are farmstead operations, processing milk from their own animals on-site.

We are asking for investments of \$1,000 or more, which will be spent on items such as building materials and equipment (find our sample budget below). For an investment of \$1,000, you will receive a 20% return on the total investment as a farm credit to be used for the purchase of any items produced by the farm, including all meat, poultry, eggs, and dairy products. You may spend up to 1/12 of the farm credit per month (total investment plus 20%), with no expiration date. For example, a \$1,000 investment will result in a \$1,200 farm credit from which up to \$100 per month can be spent until the total return is utilized. In addition to financial returns, investors will receive a monthly newsletter detailing the progress of the dairy, along with coupons for products from the farm, and a monthly recipe. Product credit will be tracked through a punch card system, as well as an electronic and physical record kept by *Becker Farms*.

If you are interested in supporting our dairy at the investor-level, please complete the Investor Contract and return to us (*please see mailing address below*) with a check payable to *Kyle J. Becker*. If you have any questions about our project or would like more information, please contact us at: kyle@beckerfarmsin.com or by phone (765-714-4457 or 765-524-8697).

Thank you for your support!

Kyle & Emily Becker and the *Becker Farms/Stoney Creek Creamery* Team

Farm Address:

Becker Farms
Kyle & Emily Becker
7392 N. Wilbur Wright Road
Mooreland, IN 47360

Sample Budget:

Building expenses -- \$42,000
Processing equipment -- \$25,000
Utilities installation -- \$20,000
Refrigeration and Storage -- \$7,000
Milking equipment -- \$3,000
Packaging -- \$2,000
Permits -- \$1,000