

Growing Your Business in Greenhouses

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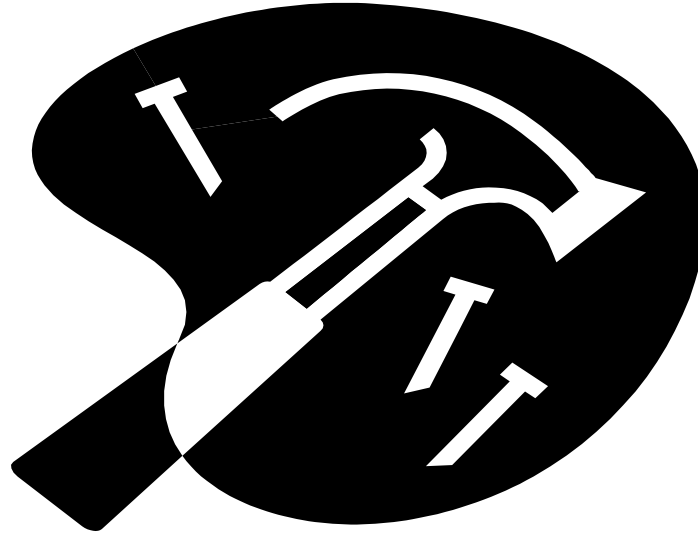
Rimol Greenhouse Systems



- About us
- About you
- What we are going to do:
 - 30 minutes of thinking
 - 15 minutes of questions
- Will not tell you what to do
- You are UNIQUE

What is a Greenhouse?

- Plant factory.....it is a tool



Who will be your customers?

- Who will buy your plants?
 - Direct sales to consumers? C.S.A?
 - Wholesale sales to farm stands, restaurants, grocery stores, institutions?
- What need are you satisfying?
 - Demand for local food
 - Fresh food
- What is your opportunity?
 - No one is currently doing it

How much time will I be able to devote to the greenhouse?

1. Full time grower? Your primary business/source of income?
2. Part time grower? Secondary source of income?
3. How much revenue per square foot do I need to succeed?

Year round growing or seasonal growing?



Simple crops or specialty crops?



The Structure



Location & site work



Preparation, Preparation, Preparation

1. Stay at least 50' away from any trees, buildings, overhead power lines, etc.
2. How much site work do you need? \$\$\$
3. Drainage and topography?
4. Access to power and water?
5. Length and width of proposed area?

The Frame



Don't cut corners?

1. Snow and wind load requirements?
2. Free-Standing vs. gutter connected greenhouses?
3. Non-taxable (“temporary hoop house”) vs. taxable (“permanent structure”)

Options for end walls



Options

1. Framing-steel or wood
2. Doors
3. Coverings-polycarbonate or wood
4. Insect screening

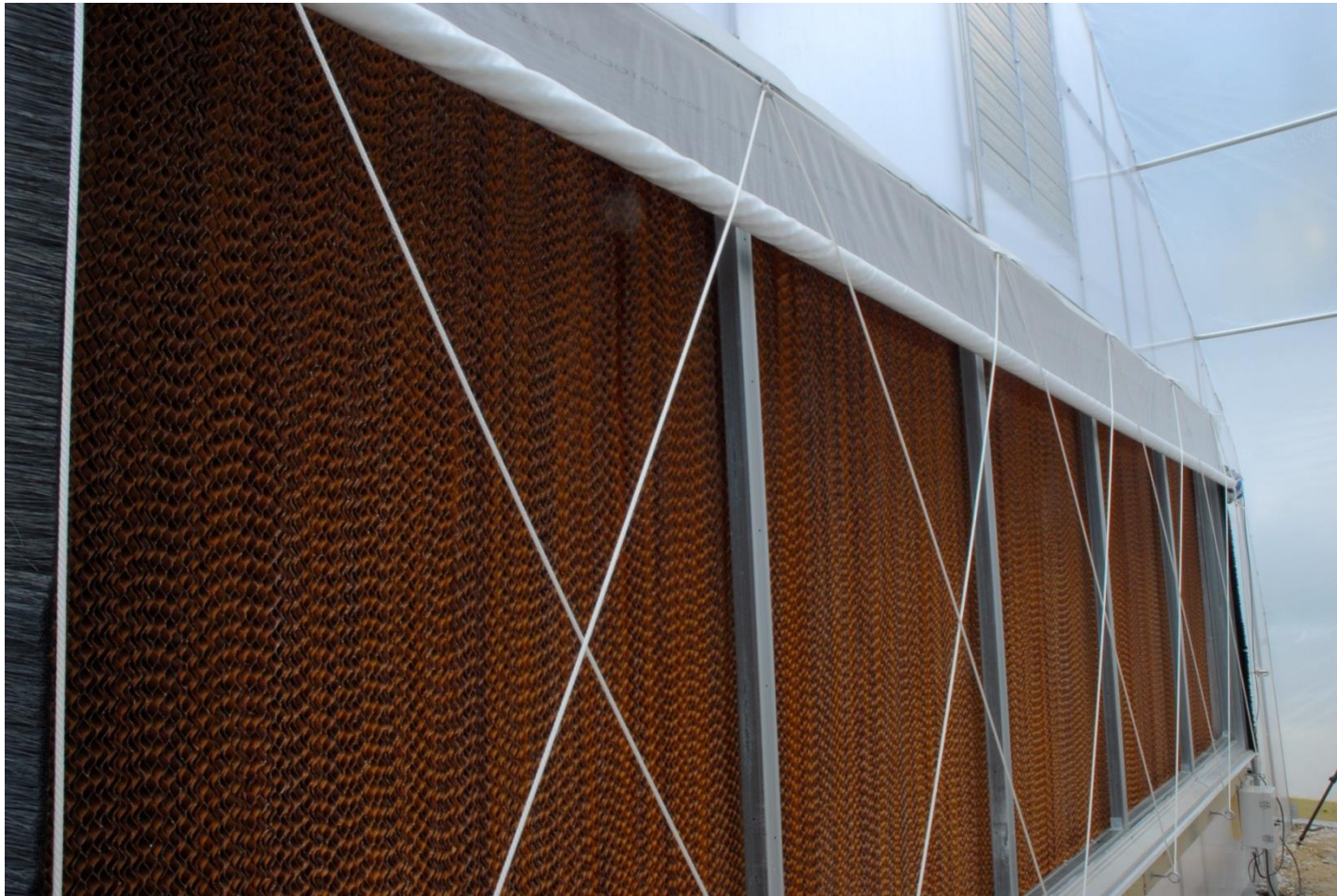
Roof Coverings

1. Double poly
2. Double poly with “IR-Dripleless” feature
3. Polycarbonate
4. Wire lock, repair tape and extra poly

Ventilation-very important to
successful growing & productivity



Mechanical ventilation-fans, shutters, evaporative cooling



Natural ventilation-vents and roll-up curtains



Heating



Heating Options

1. Forced hot air with HAF fans
2. Radiant heat with hot water

Environmental controls

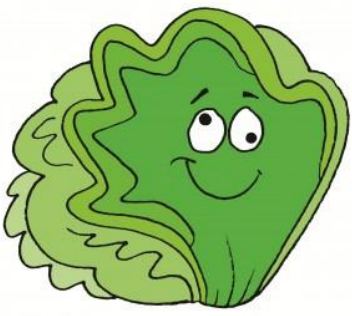


How much money do you want to save?

- Thermostats vs. environmental controllers
- Generators for back-up power

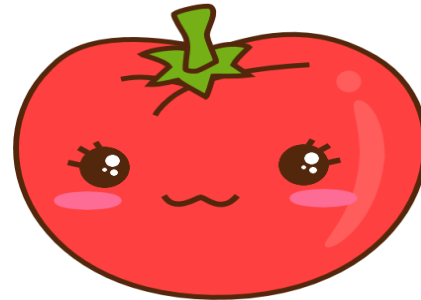
Growing & Maintaining





Plant Needs

- Light and temperature – Bob covered
- Water
- Food
- What does my plant need in order to maximize it's output?
- What systems (equipment) do I need to satisfy that need?
- Greens vs tomatoes



Diseases & Insects

1. Know what diseases and insects will attack your crops
2. Always be on the “look out” and scout
3. Maintain an environment that prevents problems

Summary

1. Always be willing to try new things without reinventing the wheel
2. Embrace change and always be willing to learn

