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-Dripless” 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