

# Diversifying with Chestnuts & Asian Pears



(Apple Alternatives)



Tom Wahl  
Red Fern Farm

# Asian Pear vs. Apples



- Same soils/sites
- Same tools
- Easier to grow
- 1 – 2 spays/year for perfect fruit

# Asian Pear

## Neglected Asian pear



- Fraction of pruning
- Fruit thinning needed
- Plant blight resistant varieties



# Profitable



Photo courtesy of Practical Farmers of Iowa

- \$1.50 - \$8.00/fruit
- Popular you-pick



# Why grow chestnuts?



- Thrive
- Easier to market
- More profit

# Lower Production \$



- Low or no spray
- Little pruning
- No ladders
- Easy harvest
- PYO friendly



# World Wide Favorite Nut



- #3 nut in world
- #3 food crop in China



# High-Value Crop



- 10x more profitable/acre than other nut crops

# Growing Chestnuts in Iowa





# Suitable Site?



- Well Drained soil

- pH of 6.5 or lower

Google:  
Web Soil  
Survey

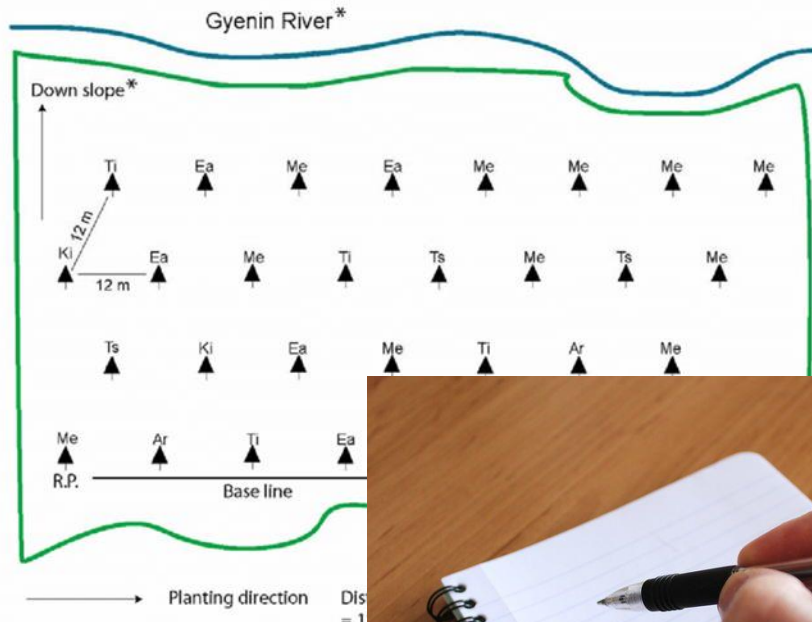
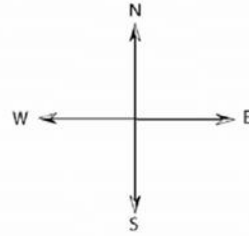




Name of farmer: *Augustine Achenfour*  
Farm location: *Gyeninso* Age of farm: *20 years*  
Farm size: *5 acres* Tree diversification plot: *1 acre*

For farmer \_\_\_\_\_ Date \_\_\_\_\_

For forest officer \_\_\_\_\_ Date \_\_\_\_\_

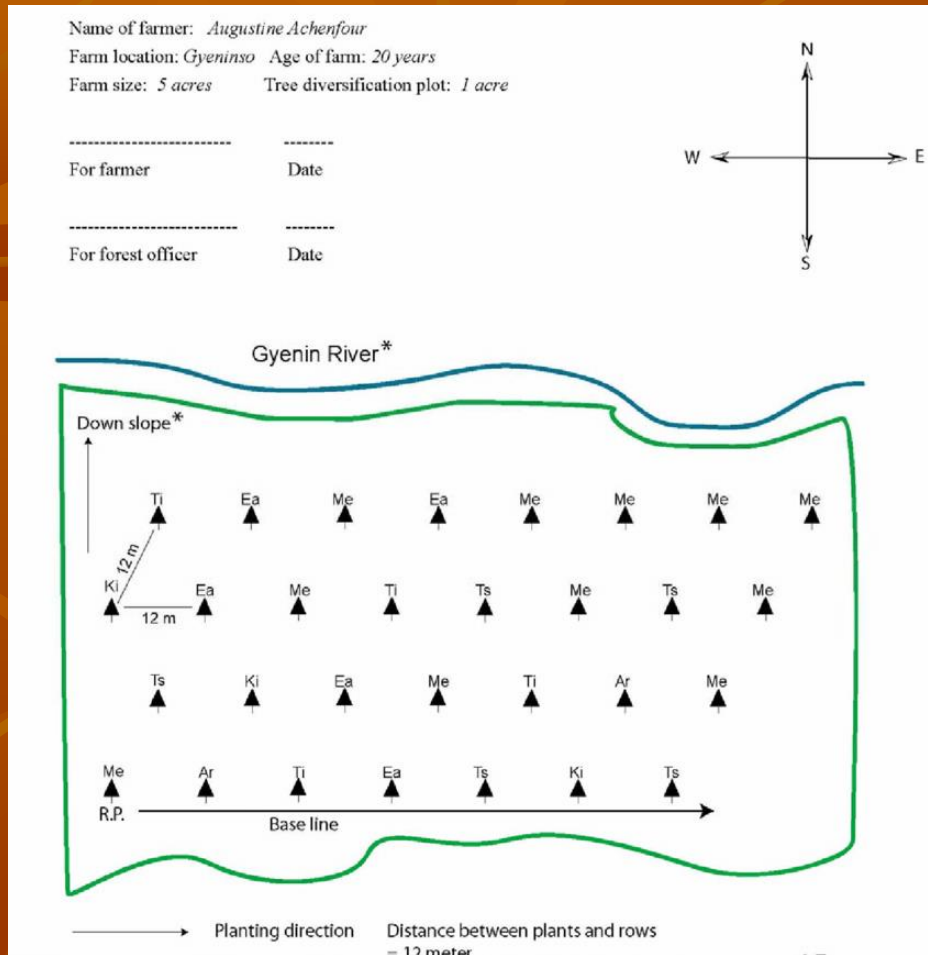


wikiHow to Write a Business Plan for Farming and Raising Livestock

# Develop a Plan

- Site Map
- Spacing
- Weed Control
- Ground Cover
- Protection
- Sources
- Bare root or potted?

# Site Map Includes:



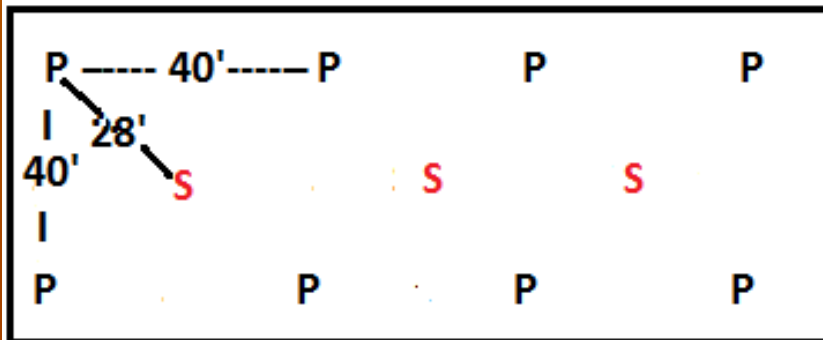
- Boundaries
- Features
- Drainages
- Roads/lanes
- Location of each tree

## Three Chestnut Planting Plan Stages

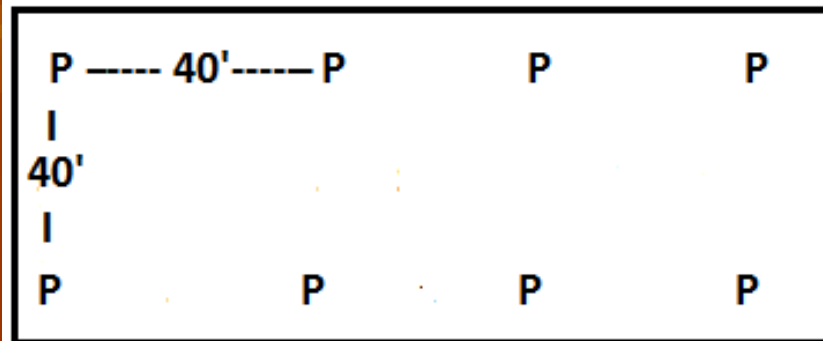
### Stage 1: The Tree Planted Spacing



### Stage 2: The First Tree Thinning



### Stage 3: Final Orchard Spacing



## Spacing

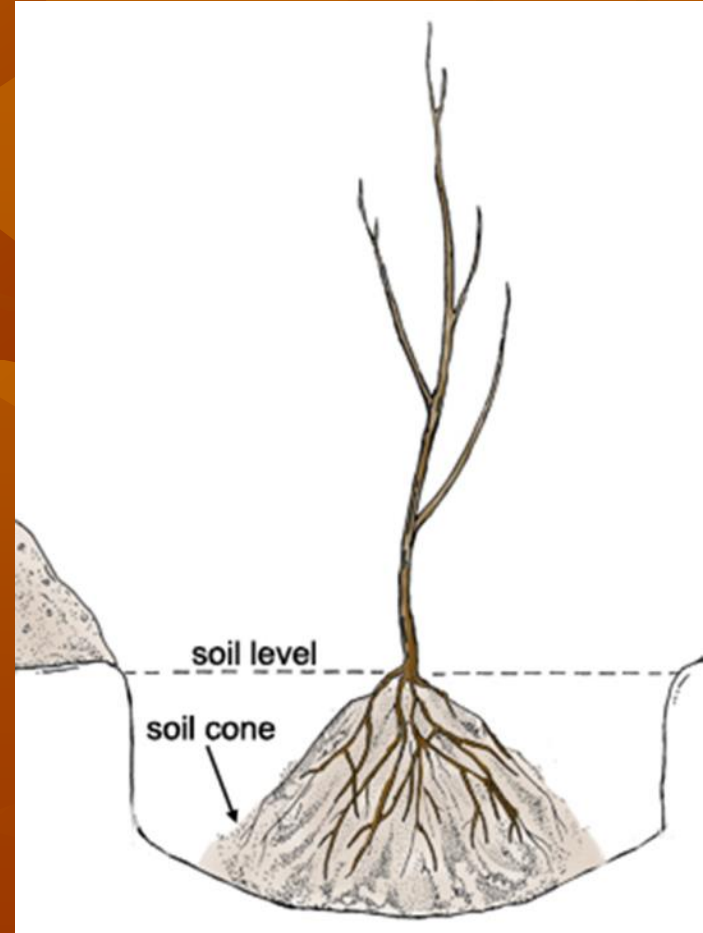
- 20ft x 20ft
- Thin to 40 x 40 by 20 years
- Then to 80 x 80
- 160 x 160 about year 500



# Planting



**Container trees**

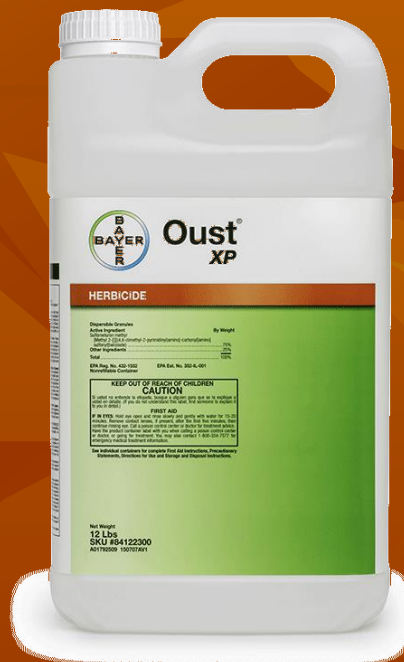


**Bare root trees**

# Weed Control, 2 Choices:



Or



- 3 x 3 foot mat & wood chips
- Suflometuron Methyl herbicide



# Tree Shelter

- 5 foot Tall
- Vented
- Plantra





# Mowing

- Frequent in beginning
- Fast, light mower



# Ground Cover



- Durable
- Shade tolerant
- Compatible with trees



# Genetics

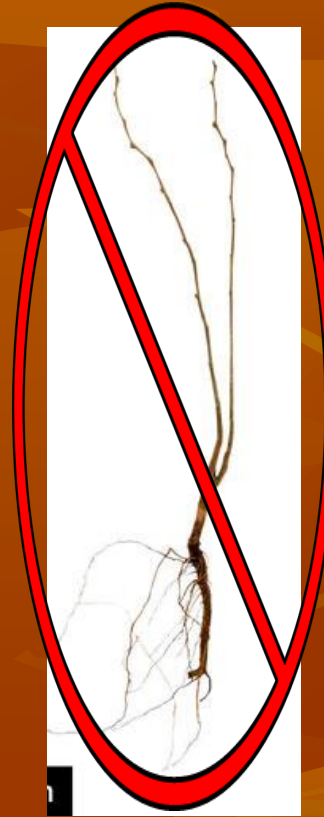


**Pink: Chinese-American Hybrids**

**Blue:  
Chinese Chestnut**

- Chinese or hybrids best for Iowa
- Match local climate

# Nursery Stock



- Avoid glossy catalogs Nurseries
- Avoid spiraling roots in round pots



# Marketing

Best customers

China →  
Nepal →  
Germany →  
& Iowa →





# Marketing

## Worst customers

American-  
born  
Anglos



# People Travel for Chestnuts



# Marketing options:



- Farmers markets
- On-Farm stands
- Internet Sales





# Marketing options:



- Grocers
- Health Food Stores

# Marketing options:

- Cooperatives
- Wholesalers





# You Pick: Most profitable

Our costs:

- Mowing
- Nut wizards
- Buckets & Totes
- Amenities



# Keep details on customers

You Pick lists - Microsoft Excel

	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O
	<u>Date Added</u>	<u>Ranking</u>	<u>Name</u>	<u>Phone</u>	<u>mail or 2nd phon</u>	<u>Chestnut</u>		<u>Comment</u>	<u>called</u>	<u>scheduled</u>					
1															
2															
3	10/10/2010	1	Huse Pandzic	314/898-6805		X	off U-pick permanent list			now in St. Louis, Drop from list?					
4	10/10/2010	2	Izet Osmankic	319/427-0103	319/830-3766	X	face book, old customer			came with Ibro and Kasim on 9/26/15, called 7/5/15 to check on chest					
5	10/10/2010		Fadika Dogic	319/883-9105			camped two days, collected 500#, 2013								
6	9/18/2013	3	Fikret	319/236-3518		X	off U-pick permanent list			Drop?, # no longer in service					
7	10/2/2013	4	Zinka (and Alan)	319/236-2207		X	scheduled for 10/3/15 but decided to cancel, needed 100#, only 50# available								
8	10/10/2013	5	Irmin	319/230-0000		X	off U-pick permanent list			Drop?, # no longer in service					
9	10/10/2013	6	Mirsada Cajic	319/230-4748		X	trying to get off on Wed., Sept. 23, 2015								
10	10/10/2013	7	Hajara (Hira)	319/232-2941		X	off U-pick permanent list								
11	10/10/2013	8	Refik	319/290-1920		X	off U-pick permanent list								
12	10/10/2013	9	Enis	319/290-9961		X	off U-pick permanent list			called 8/11/15 to check on things					
13	10/10/2013	10	Dzevad	319/427-0354		X	gathered 10/12/13, Sept. 2015 line constantly busy								
14	10/10/2013	11	Oz	319/427-3394		X	off U-pick permanent list								
15	10/10/2013	12	Suad	319/433-8701		X	off U-pick permanent list								
16	10/10/2013	13	Zijad	319/504-3016		X	off U-pick permanent list								
17	10/10/2013	14	Natasha	319/504-4020		X	off U-pick permanent list								
18	10/10/2013	15	Irmin (cell #)	319/554-2355		X	off U-pick permanent list, Cell ph "Non-working #"								
19	10/10/2013	16	Safret Ibricic	319/610-1370		X	off U-pick permanent list			"Too busy"					
20	10/10/2013	17	Sefik	319/610-3117		X	off U-pick permanent list			refer to Conner Dolan					
21	10/10/2013	18	Zemir	319/830-3786		X	gathered 10/5/13								
22	10/10/2013	19	Arnela	319/830-5755		X	off U-pick permanent list								
23	10/10/2013	20	Harmine	319/892-6737		X	off U-pick permanent list								

Ready Hazels Aronia Pawpaw Asian Pear Persimmon 2016 chestnut 2015 chestnut 2015 chestnut scheduling 2015 pawpaw



# Make a schedule

A46 Wed 10/14											
	A	B	C	D	E	F	G	H	I	J	K
7	Sat 9/19	Aesuk Subdert	319/329-7103		got 40#						
8	Sun 9/20	Enis+ family (2-4)	319-290-9961								
9	Sun 9/20	Hajra	319-233-2941								
10	mon 9/21	Denis Bevic	319/290-6801		want 10 pounds or less						
11	Wed 9/23	Mirsiha	319/939-0730		Got about 150# gathered. 3 - 4 adults, want as much as possible						
12	thu 9/24	"IB" Ibrahisa Pasic	319/290-1929	1:00 - 2:00	leaving waterloo around noon, 2 - 4 adults, want 400 - 500 pds						
13	Fri 9/25	Royce	515/200-6030		wants 2-3 pounds						
14	Fri 9/25	Refik	319-290-1920		call ahead with report, coming from Sioux City, wants 200-300lbs						
15	Fri 9/25	Mustafa	319-883-9802		daughter called to cancel at 3:15 that day						
16	Sat 9/26	Izet Osmankic+Party	319/427-0103		gathered 478.25 pounds, Large party, will take all fields that day						
17	Sat 9/26	Chad Gelner	507/951-5183	9 - 10 am.	only a couple pounds						
18	Sun 9/27	Fatina Zelic	515-339-2616		NOT on Waiting list!< Did not show, no call either , 20-30lbs needed, M						
19	Sun 9/27	Semso Beganovic	319/230-3725	drove up	liked pawpaws too						
20	Sun 9/27	Zijad	319-504-3016								
21	Sun 9/27	Suad	319-433-8701								
22	Mon 9/28	Xin	847/890-3815		Decided not to come, "forgot to call to say so" 30# or more, wants to b						
23	Mon 9/28	Munir	319-493-0266								
24	Tue 9/29	Vahida	319-240-7687		got 113 pounds, 3 adults						
25	Tue 9/29	Emir	319-236-2636		got 87.25 pounds						

## Whole Turkey Run Unit



### Map Key:

	Parking Lot		Property Boundaries
	Waterway		Travel Lane, well used
	Latrines		Travel Lane, faint
	Picnic Tables		Red Shed, check-in station

# Show:

- Area to harvest
- Equipment





# Provide Amenities



- Latrine
- Trash cans
- Hand washing water
- Picnic table
- Cooler of ice water on Hot days

# Afterward, We weigh and bag





# Everyone is Happy





# Pawpaw

- Iowa Native
- Understory tree





# Pawpaw



- Virtually pest free
- No Spray
- No Pruning

# Popular for You Pick



- Tropical flavors
- Easy to Harvest
- Delicious





# Can double revenue

- Plant under chestnuts
- Plant under Apples

Photo courtesy of Practical Farmers of Iowa

Questions?





# Helpful Organizations and Links:

- Chestnut Primer available online for free from [www.redfernfarm.com](http://www.redfernfarm.com),
- Chestnut Growers of America [www.wcga.net](http://www.wcga.net)
- The Paw Paw Foundation
- Iowa Nut Growers Association
- Northern Nut Growers Association [www.nutgrowing.org](http://www.nutgrowing.org)
- Nebraska Nut Growers Association
- North American Fruit Explorers [www.nafex.org](http://www.nafex.org)
- Badgersett Research Farm [www.badgersett.com](http://www.badgersett.com)
- University of Missouri Center for Agroforestry [www.centerforagroforestry.org](http://www.centerforagroforestry.org)
- National Agroforestry Center [www.unl.edu/nac/](http://www.unl.edu/nac/)
- ATTRA [www.attra.ncat.org](http://www.attra.ncat.org)

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