

Thriving Lobster Business



JANUARY 1996 changed everything!

**NORTH
CAPE
OIL
SPILL**



**828,000
gallons of
home
heating oil
was spilled in
to the ocean
in fertile
lobster
nursery
grounds.**



Over 9 million lobsters were killed



Dead lobsters collected on Rhode Island beaches after the spill.
(Photo: Rhode Island DEM)

BACK-UP PLAN



1996



Plant
Christmas Trees

Plant Certified Organic
GOLDENSEAL Crop
4 yrs. To harvest

The family was clearing the land of the rocks and their 6-yr old son commented that this field is a bed of rocks so they named their place

BEDROCK FARM.

BEDROCK TREE FARM



2003



The SK baseball team/Bedrock Crew



Developing community
and family traditions.





FIRST HURDLE
2,000 trees
damaged by
the deer
nibbling!



The Rhode Island Environmental
Quality Incentive Program
helped us save our Christmas Tree farm.



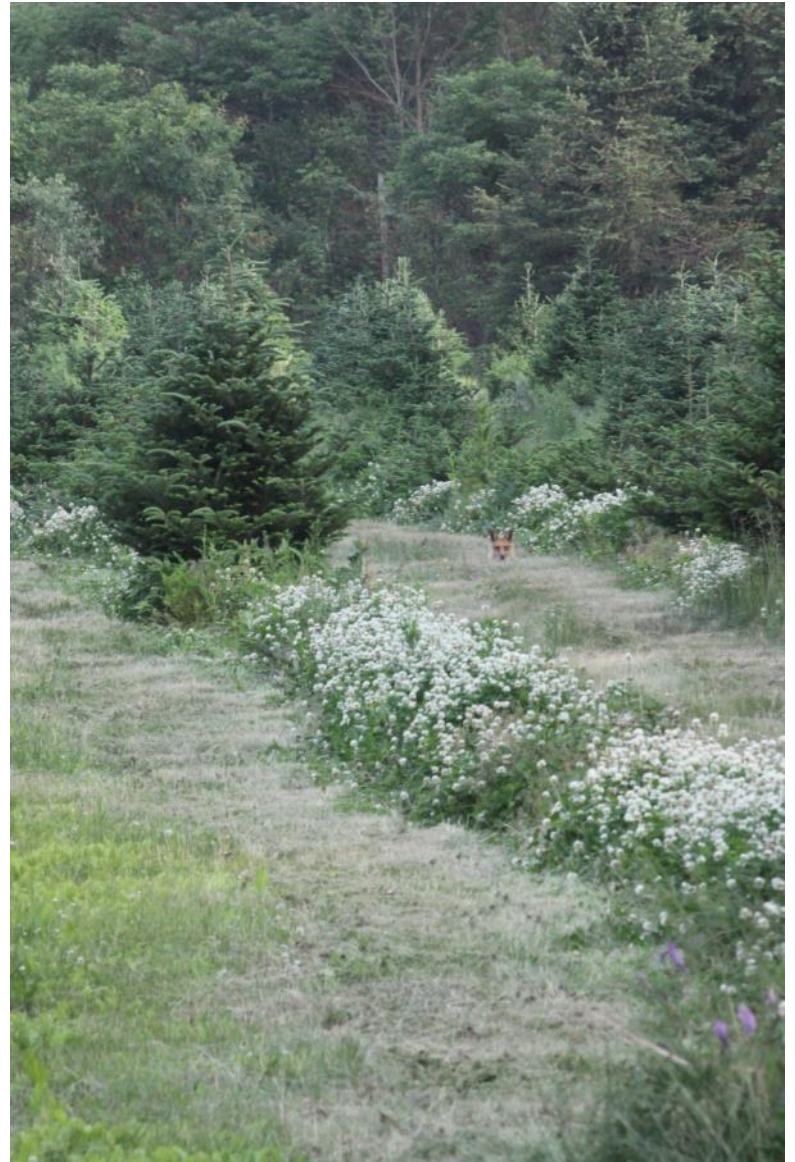


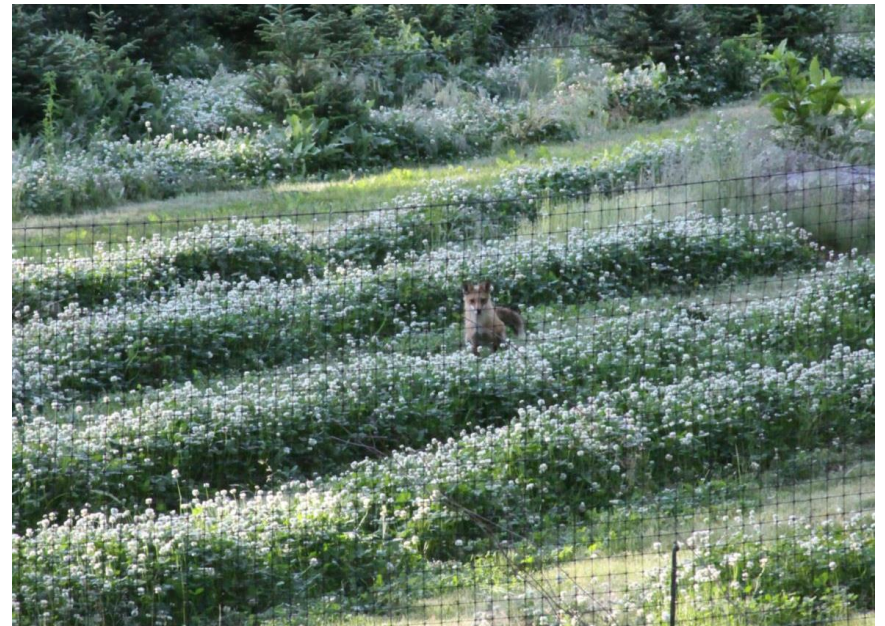
NEXT SITUATION – Weed Management without chemicals.



SOLUTION – Plant clover down the rows under the trees and grass down the center of each row







In the meantime, Angie is trying to figure out what to do with all of these beautiful sheared branches laying in waste???



Clip the needles
off the branches.



Dry them.



Grind them
in to a
powder.



AND

Create a thriving soap and candle business,
of course.

FIR NEEDLE Sea Salt Scrub

First product of the quest to use the sheared branches.
Created to get the bait smell off of Tom's hands.



FIR NEEDLE SOAP

Next product created because the scrub smelled so good they wanted to bathe in it.



Don't confuse the smells.

Got to have beginning to end products for bathing and body care.



THE ULTIMATE CHALLENGE

How to get a candle to smell like Tom when he comes in from shearing trees?

No one wants the fresh smell of their Christmas tree to go away.



Made up about 50 candles thinking that would do it for the season.





Sold 700+
candles off the
tables at the
farm.
Do we have
something
special?



GO BIG OR GO HOME!



Boston Gift Show – March, 2012

TRADE SHOWS



Sturbridge, MA



Philadelphia, PA



Portland, ME



Atlanta, GA

AWARDS RIGHT OUT OF THE GATE.



BEDROCK TREE FARM FIR NEEDLE PRODUCTS

**For their quality product
representing the best of
New England Craftsmanship.**

Pictured is the winning entry for Bedrock Tree Farm
Fir Needle Products, the Libbey Status Jar 21 oz. Natural
with wooden wick made with natural soy wax and fir needles.





Whole Foods Market Regional HOLIDAY ORDER 2014 kick started the bulk production mode and hiring of employees.



Business is booming
ORDERS PILING UP
NO ROOM TO MOVE





Tom's 2 year
old
cardboard
vision
becomes
REALITY



Ground breaking to
completion
March –September
2016





Tom built the log barn and Angie continued building the business.





2,000 square foot
log barn is
complete and ready
to take Bedrock
Tree Farm Fir
Needle Products to
the next level.

All candle pouring happens
upstairs in a climate
controlled environment

All candle prep, packaging,
and paperwork is done
downstairs



NEXT OBSTACLE – OPERATING CAPITAL

Need to get cost down and stock up for quick turnaround when busy season starts.



Order supplies in bulk by the tractor trailer load.



We turned to FARM CREDIT EAST for loan consolidation and an operating line of credit and they came through for us.



THE BEDROCK STAFF



Continually harvesting sheared branches.

CARDBOARD SHREDDER

All incoming paper goods that are not reusable are shredded and used for packing orders.



↑
CONVEYOR
BELT TO BRING
UP EMPTY
JARS AND WAX

↓
AND BRING
STOCK
CANDLES
DOWN FOR
INVENTORY



Wax
melters,
heat guns,
lighting,
grinders,
shredders,
climate
control,
computers,
printers,
chargers...



NEXT ISSUE

Electric bill.



Need Help Getting Energy Costs Down



GROUND MOUNTED SOLAR PANEL ARRAY

National Grid Rhode Island Renewable Energy Growth Program - **APPROVED**

RIAgEP Grant - **APPROVED**

USDA REAP Grant – **APPROVED**

FARM CREDIT EAST FUNDS AVAILABLE— **APPROVED**

SOLAR ARRAY UP AND RUNNING AS OF OCTOBER 15, 2018

Business is booming. Join us on our continuing journey.