Local Farm And Trade

A Guide To Getting Serious About Our Own Local Economy

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This booklet is for anybody involved in building local trade and production. We have been raised in a culture where all the planning and responsibility is on the side of producers and sellers. Buyers show up when they want, buy what they want and care nothing about waste or time spent by the seller. We act like irresponsible children and let big corporations manage all of our needs. This is the culture of farm animals; not sentient humans. As customers, we need to learn how to value our local producers, support them, act responsibly and do whatever is necessary to make our local producers be successful enough to survive.

If all you want is the cheapest product and care not if unpurchased food goes to waste, go shopping at Walmart. But there might come a day when you realize Walmart is not your friend.

We can blame big companies and politicians all we want but in the end, it was we the consumers that chose to spend our money on cheap goods made by slaves in a foreign land.
Organizing Presales for Farmers and Customers

As a farmer, one of the biggest challenges you face is uncertainty about whether you'll be able to sell your products at the farmer's market. It can be discouraging to show up with a truckload of fresh produce and not know if you'll sell anything. On the other hand, as a customer, it can be frustrating to arrive at the farmer's market only to find that your favorite vendor has already sold out of the items you were hoping to buy. This is where organizing presales can be a game-changer.

Presales involve taking orders from customers before the farmer's market, and then delivering those orders to customers at a predetermined time and location. This approach offers several benefits for both farmers and customers. Depending on the seller and product, presales can be arranged the day before the farmer’s market or, while at the market, you can put in orders for the next week.

For farmers, presales provide a more predictable source of income. Rather than hoping that customers will show up at the farmer's market and purchase their products, farmers can take orders ahead of time and plan their harvest and production accordingly. This not only reduces waste but also ensures that farmers are able to sell all of their products.

For customers, presales offer the convenience of being able to order ahead of time and pick up their products at a designated time and location. This eliminates the need to arrive at the farmer’s market early to ensure that they get the items they want. Presales also allow customers to get to know their farmers better and establish a more personal relationship with them.

To organize presales, farmers and customers can use a variety of tools, such as email, social media, or just a simple pad of order forms that makes two copies. Farmers can create an order form and share it with their customers, specifying the products they have available, the prices, and the pickup
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location and time. Customers can then place their orders then pick up the order and pay according to what is most convenient.

When organizing presales, it's important for farmers to be clear about their policies and procedures. They should specify the cutoff date and time for orders, the pickup location and time, and any other relevant information, such as what to do if a customer needs to cancel their order. Farmers should also communicate with their customers throughout the process, providing updates on their harvest and production, and answering any questions or concerns that customers may have.

The highest form of presales is recurring sales. If there is a way to do this that fits what you are buying or producing, it is the best way to support local growers. On predetermined days, you might show up at a local goat dairy, get the full jars of milk, leave my empty bottles and money and the order is done. This is maximum convenience for the busy goat farmer.

(Sidenote about safety. Phone GPS tracking data is easy to acquire. It is actually for sale and can be purchased by anybody. To avoid letting this data fall into the hands of criminals, leave your phone off when visiting local farms or producers. Better yet, leave it home.)

Organizing presales can be a win-win for farmers and customers. It offers a more predictable source of income for farmers and greater convenience and personalization for customers. By taking advantage of the tools available and communicating clearly with their customers, farmers can build a loyal customer base and ensure that they're able to sell all of their products. We as customers should consider that we are building a stable producer base by planning our actions to support their work.
Customers Should Help Accommodate Unpredictable Production

As a farmer, you know that unpredictable weather, pests, and other factors can have a significant impact on your harvest. Some years you may produce a surplus of crops, while in other years you may struggle to meet demand. This unpredictability can make it difficult to plan and organize your sales, but by working with your customers to accommodate unpredictable production, you can build a more resilient and sustainable business model.

One way to do this is by organizing presales, as discussed in the previous chapter. However, another approach is to work with your customers to find ways to use and preserve your products when you have a surplus. This can help to reduce waste and ensure that you're able to sell all of your products, even in years when production is high.

For example, customers can use various forms of food preservation, such as fermenting, canning, freezing, and drying, to deal with large amounts of production from farmers. This not only helps to reduce waste but also allows customers to enjoy fresh, locally grown produce throughout the year.

To make this work, farmers and customers need to work together to plan and organize their purchases and sales. Farmers can communicate with their customers throughout the growing season...
to provide updates on their harvest and production. This can help customers to plan ahead and prepare for large amounts of produce.

Customers, in turn, can work with farmers to identify the types of products that are most suitable for preservation and plan their purchases accordingly. For example, customers may choose to purchase larger quantities of fruits and vegetables that can be canned or frozen, while purchasing smaller quantities of products that are more perishable.

Farmers can also work with customers to provide guidance and resources on food preservation techniques. This can include sharing recipes, hosting workshops, or providing access to equipment and supplies.

In addition to food preservation, farmers and customers can also work together to find other uses for surplus products. For example, farmers may be able to sell surplus crops to local food banks or other charitable organizations. This not only helps to reduce waste but also allows farmers to contribute to their community in a meaningful way.

Organizing purchase and sales to accommodate unpredictable production requires collaboration and communication between farmers and customers. By working together to identify ways to use and preserve surplus products, farmers can reduce waste and build a more sustainable business model. Customers, in turn, can enjoy fresh, locally grown produce throughout the year and contribute to the local food system in a meaningful way.
Wasted Food and Customer Planning

When farmers grow too much perishable food and it goes unsold, they incur significant costs associated with production, labor, and storage. These costs are then passed on to the customer through higher prices on the remaining products. The more food that is wasted, the more the farmer has to charge to recoup these costs, and ultimately the more expensive the produce becomes for customers.

This cost can be reduced if customers are more organized and predictable in their purchasing behavior. By planning their purchases ahead of time, customers can ensure that they only buy what has been produced, reducing the amount of food that goes to waste and help keep their local farmer in business.

This planning can take many forms, including creating meal plans that use what your local farmer is growing, making shopping lists ahead of time, and staying in communication with growers. By doing so, customers can avoid wasting the farmer’s valuable time, which in turn reduces the amount you will pay to buy food.
Additionally, if customers are able to provide feedback to producers about what products they want and how much they will buy, this information can help farmers better plan their growing seasons and reduce the amount of food that goes unsold.

By reducing the amount of waste, farmers can pass on savings to customers in the form of lower prices. This creates a win-win situation where customers save money and producers reduce their costs.

The cost of wasted food at the farmer’s market is a significant issue that ultimately impacts customers through higher prices and probably induces some farmers to give up. By becoming more organized and predictable in their purchasing behavior, customers can reduce the amount of food that goes to waste and create savings for both themselves and producers. It is important for customers to take responsibility for their role in the food supply chain and work towards reducing waste by planning their purchases and providing feedback to grocery stores.
Bartering, Trading, and Using Gift Certificates

In today's world, banking practices can be unpredictable and unstable. Economic downturns, financial crises, and bank failures can all lead to a loss of confidence in traditional banking systems. In these situations, it is important to have alternative methods of exchange and payment that can help to maintain stability and security for local trade. Bartering, trading, and using gift certificates are all effective solutions to this problem.

Bartering is the exchange of goods or services without the use of money. This is a traditional method of exchange that has been used for centuries. Bartering allows people to trade goods and services directly, without the need for currency or banks. This can be particularly useful in situations where traditional banking systems are unreliable or unavailable. Bartering can also be a great way to build relationships and networks within communities. This can be done directly between individuals or through a network of traders. Trading can be particularly useful for small businesses and entrepreneurs who are looking for ways to acquire goods and services without relying on banks or credit.

Using gift certificates is another effective solution to unstable banking practices. Gift certificates are pre-paid vouchers that can be used to purchase goods or services from a particular business or network of businesses. Gift certificates are a way for businesses to generate revenue upfront and for customers to lock in a purchase at a set price. Gift certificates can be particularly useful in
situations where customers are hesitant to spend money due to uncertainty in the economy or banking systems.

In the example above, each of the squares represent a dollar with the small squares within representing 25 cents. So this card can be used to make purchases at Cafe Sante in increments of 25 cents. The squares get marked off as they are used and the back is signed and dated by the owner when they get issued. You can buy Avery business cards and go online to design and print your cards. Once complete, you can download a PDF that will print a sheet of cards. Make sure to match the four digit number that identifies the type of card you have. You can go to avery.com and enter this number in the search field.

Gift certificates could be prone to fraud if you are dealing with people you do not know. Only trade in gift certificates that are issued by established farmers or businesses that you trust. As a business owner, you can use your certificates to buy things from other producers. Just keep track of all certificates that you have issued, don’t over issue and make sure they all have a “use by” date on them. If you issue more than a few, find a way to add serial numbers to each one. To keep your honor, be sure to redeem every one that is returned. Refund them if the product is not available.

Learning how to barter, trade, and use gift certificates is an important skill in today's economy. It is not easy and if you wait until hard times, you and your community will be unprepared. These methods of exchange offer a stable and secure way to conduct business and maintain economic activity in uncertain times. By building relationships within communities and networks, individuals and businesses can create a strong foundation for exchange that is not reliant on traditional banking systems.
Trading Labor For Produce

Trading labor for produce is a time-honored tradition that has been practiced for centuries. In many rural communities, it is still common for neighbors to come together to help each other with large tasks such as planting or harvesting crops. This practice has many benefits, both for farmers and for those who help them.

One of the main benefits of trading labor for produce is that it allows farmers to get the help they need without incurring the high costs associated with hiring seasonal workers. This is particularly important during times of peak production when farmers may need extra hands to harvest crops quickly before they spoil.
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The most simple form of this kind of trade is at harvest time which is when time requires that lots of work be done all at once. People can trade their harvesting labor for a percentage of the crop. This can work with anything from apples to potatoes.

For those who trade labor for produce, the benefits are also significant. By working together with others in the community, they can learn valuable skills and gain experience that will be useful in their own lives. They also have the opportunity to build strong relationships with their neighbors, which can lead to long-lasting friendships and a sense of community.

There are many different ways to organize a labor-for-produce trade. One common method is to hold a "work party" where neighbors gather to help with a specific task, such as harvesting a crop or building a fence. In exchange for their labor, they are often given a share of the produce or a portion of the profits from the sale of the crop.

Another approach is to establish a more formal agreement between farmers and those who are willing to trade labor for produce. This might involve creating a schedule of tasks that need to be done throughout the growing season and assigning specific jobs to different people. In exchange for their labor, those who participate in the program might receive a regular share of the produce or a discounted price on the products they help to produce.

For those worried about liability, see the next section on private contracts. Small farms have no room in their budget for million dollar lawsuits every time somebody steps on a rake. Using waivers of liability in our contracts can help remove lawsuits from the equation. For those who want to retain their right to sue, Walmart is open.

There are many different benefits to trading labor for produce, including the ability to help farmers deal with large harvest jobs and the opportunity for community members to work together and build strong relationships. Whether organized informally or through a more formal program, this practice can help to strengthen rural communities and support local agriculture.
Private Contracts

Legal advice is beyond the scope of this book. Nothing in this book should be construed as legal advice. I encourage you to do your own research in this area.

When conducting sales, private contracts can be an effective way to protect both parties involved and save on potential liability expenses. Private contracts are legally binding agreements between two or more parties that outline the terms of a transaction. These contracts can be used to establish expectations, clarify responsibilities, and minimize the risk of disputes or misunderstandings.

Liability and lawsuits are a concern for anyone who operates a business or engages in activities that carry a risk of injury or damage. In order to protect themselves from legal risk, many businesses and organizations use waivers of liability.

A waiver of liability is a legal document that is signed by an individual before participating in an activity or using a product or service. The waiver typically releases the business or organization
from any legal liability for injuries or damages that may occur as a result of the activity or use of the product or service.

There are many different types of waivers of liability, including those used by sports teams, gyms, and amusement parks. These waivers are typically designed to protect the business or organization from legal action in the event that someone is injured while participating in an activity or using a product or service.

However, it is important to note that waivers of liability are not foolproof. In some cases, a waiver may be challenged in court if it is found to be overly broad or if the language used in the waiver is unclear or misleading. Additionally, waivers of liability may not be effective in cases of gross negligence or intentional harm.

To minimize legal risk, it is important to use a well-drafted waiver of liability that is specific to the activity or product being offered. The language in the waiver should be clear and easy to understand, and it should accurately reflect the risks involved.

It is also important to ensure that participants are fully aware of the waiver and understand what they are signing. This can be accomplished through clear signage, verbal explanations, and the use of trained staff who can answer any questions or concerns that participants may have.

To protect themselves from legal action, businesses and organizations should use well-drafted waivers that accurately reflect the risks involved and ensure that participants are fully aware of what they are signing. I encourage you to do some good research in this area and share your findings with the community. Our goal should be to eliminate lawsuits as much as possible. These can be a profound drain on a community.

With private contracts, there are important differences between public jurisdiction and private jurisdiction. Public jurisdiction refers to the legal system and laws that are enforced by the government, while private jurisdiction refers to the legal system and laws that are established by private individuals or organizations.

In public jurisdiction, the government enforces laws and regulations that apply to all individuals and businesses operating within the jurisdiction. This includes laws related to contract formation, performance, and enforcement. In cases where a dispute arises, the dispute is typically resolved in a court of law, which is part of the public jurisdiction. Public jurisdiction typically has a higher level of scrutiny and regulation, as the government has an interest in protecting the public interest.

Private jurisdiction, on the other hand, is established by private individuals or organizations through the use of private contracts. Private contracts can be used to establish the terms and conditions of a transaction between two or more parties. Private jurisdiction typically operates outside of the public legal system and is subject to fewer regulations and oversight.

One of the key differences between public and private jurisdiction when it comes to private contracts is the level of control that each party has over the terms of the contract. In public jurisdiction, the terms of the contract are subject to the laws and regulations of the government. In
private jurisdiction, the terms of the contract are established by the parties involved, and the contract is enforced through private means.

Another difference between public and private jurisdiction is the level of transparency and accountability. In public jurisdiction, legal proceedings and court decisions are typically made public, which promotes transparency and accountability. In private jurisdiction, legal proceedings and decisions are typically made behind closed doors, which can make it more difficult to hold parties accountable for their actions.

It is important to be aware that private jurisdiction is not recognized by all legal systems. In some jurisdictions, private contracts are not legally binding or enforceable. In these cases, parties must rely on public jurisdiction to resolve any disputes that may arise. Do a deep dive on the laws your state has regarding private contracts.

The right to private contract is derived from several provisions of the United States Constitution, including:

1. *The Contracts Clause*: This clause is found in Article I, Section 10 of the Constitution and prohibits states from passing laws that impair the obligation of contracts. The Contracts Clause was intended to protect the freedom of contract and prevent state governments from interfering with private agreements.

2. *The Due Process Clauses*: The Fifth and Fourteenth Amendments to the Constitution contain Due Process Clauses that protect individuals from arbitrary government interference with their life, liberty, or property. The Supreme Court has held that the Due Process Clauses protect the right of individuals to enter into contracts.

3. *The Commerce Clause*: The Commerce Clause, found in Article I, Section 8 of the Constitution, grants Congress the power to regulate commerce among the states. This power has been interpreted to include the power to regulate contracts that affect interstate commerce.

Together, these constitutional provisions provide the basis for the protection of private contracts in the United States. However, the Supreme Court has also recognized that the government has the power to regulate contracts in certain circumstances, such as when contracts violate public policy or involve unequal bargaining power.

The importance of private contracts can not be overstated. We have been raised in a society that lets other people handle all the legal stuff. We believe that these things are too complicated and so we let our government agencies oversee our affairs in areas that could be managed by us.
The Importance of Local Production for Local Trade

As humans, we have always relied on trade to obtain the goods and services we need to survive and thrive. Throughout history, societies have traded goods ranging from food and clothing to precious metals and gemstones. However, the foundation of trade has always been production. Without local production, there can be no local trade.

The globalized economy has brought many benefits, including access to a wider variety of goods and services at lower prices. However, it has also created a reliance on far-off sources of production and transportation networks that can be disrupted by natural disasters, political unrest, CBDC or other factors. In these situations, communities that rely on global trade can quickly find themselves without the goods and services they need to survive.

In contrast, communities that prioritize local production are better equipped to weather disruptions in the global trade network. When people in a community produce the goods and services they need, they are not dependent on outside sources for their survival. This can include everything from food and clothing to building materials and tools.

Local production is particularly important for food production. In the United States, for example, the majority of food is produced on large industrial farms located in specific regions of the country.
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This means that people in other parts of the country or world must rely on these farms for their food. When natural disasters or other disruptions occur, the food supply can be severely impacted.

In contrast, communities that prioritize local food production are better able to ensure a reliable food supply. When people in a community produce their own food, they are not dependent on outside sources for their sustenance. This can include growing vegetables in a community garden, raising chickens for eggs and meat, or even keeping bees for honey.

Local production also creates opportunities for local trade. When people in a community produce goods, they can trade with others in the same community for goods and services they need. This can include everything from trading vegetables for eggs to trading handmade crafts for tools. Local trade can help build strong communities, foster relationships, and promote local economic development.

Local production is the foundation of sustainable trade. While food storage and saving precious metals is prudent in the short term, communities that prioritize local production are better equipped to weather disruptions in the global trade network. Hungry people probably won't trade their food for gold or money but those who produce food will always have something to trade. Local trade can help build strong communities and promote a civilized culture. Grow something. Grow anything!
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Alternate Communication Methods

In today’s world, we rely heavily on modern forms of communication like cell phones, the internet, and social media. While these technologies have made communication easier and more convenient than ever before, they are also vulnerable to disruption and censorship. In times of emergency or crisis, these systems can fail, leaving us without the means to communicate with loved ones or access critical information.

Alternate communication methods like Ham Radio, GMRS, and Meshtastic offer a solution to these problems. These technologies are independent of the internet and cellular networks, and they can be used to communicate over long distances without the need for a centralized infrastructure.

Here is a great video about a community in California that formed a GMRS radio group to deal with wild fires that took out cell towers and all other forms of communication: youtube.com/watch?v=aZiSC4sgKYw
This makes them ideal for emergency preparedness and response, as well as for ensuring privacy and security in our communications.

Ham Radio, for example, has been used for decades as a means of communication in emergencies. Ham Radio operators can communicate over long distances using a variety of frequencies, and they can be used to relay messages between different parts of a community in the event of a disaster. Ham Radio operators are also trained in emergency procedures and can provide valuable assistance to first responders and other emergency personnel.

GMRS (General Mobile Radio Service) requires a license but no test, and is a more simple form of radio communication that is available to the public. It uses higher power and has a longer range than other forms of radio communication like FRS (Family Radio Service), making it ideal for outdoor activities, hunting, and emergency communication. GMRS radios can also be used in conjunction with repeaters to extend their range even further. Unlike Ham, you can conduct business over GMRS radio. You can not advertise but you can arrange your activities and pass information that is needed for existing trade relationships.

Here is a web page that walks you through getting involved in GMRS:

https://priestrivergmrs.org/

Meshtastic requires no license and is a newer technology that uses a decentralized, mesh network to allow users to text message each other without the need for a centralized infrastructure. It uses low-cost, off-the-shelf hardware and open-source software to create a network that is independent of the internet and cellular networks. This makes it ideal for use in emergencies or situations where privacy and security are important. Meshtastic is still in development and may require the services of your local tech-geek to get it up and running. It is a well known fact that many Ham Radio operators are tech-geeks.

One of the main advantages of alternate communication methods like Ham Radio, GMRS, and Meshtastic is that they are independent of transnational corporations and governments. This means that they cannot be easily monitored or censored, which is especially important in situations where privacy and security are paramount. With the increasing concerns about government surveillance and corporate control over our communications, these technologies offer a solution that is both effective and affordable.

We need to use these forms of communication on a daily basis as part of our community culture. If you wait until you need it, it will be too late and you won’t know how to use your radio. Pulling an old radio out of your drawer won’t do you much good if you don’t know who will be listening, on what frequency and when they will be listening.
I hope you have found this information to be helpful. My dream is that civilized humans can come together and organize their own economy. We have lost our ability to take care of our basic necessities by allowing vast corporations to fill our every need. They have made everything so convenient that impulsive humans will always choose their product. The path to slavery is paved by convenience.

In the maze of social media, I have found a good place for people to get together and talk about those things that matter most. I have a Telegram channel where I post my content and a number of chat groups organized by topic. Due to the vast amount of spam, I have written some custom code that keeps these groups almost 100% spam free. The inconvenience is that new accounts may need to join the “unMute Me” channel and say something human so we know you are not a spam bot.
My main Telegram channel is: @williamwallacewelker
https://t.me/williamwallacewelker/2541

These Are All Chat Groups By Topic

Food {Our World Order}  Produce your own food
https://t.me/ourworldorder/81192

Makers {Our World Order}  Make your own stuff
https://t.me/MakersOurWorldOrder/1603

GMRS {Our World Order}  Community communications
https://t.me/localcomms/965

Culture {Our World Order}  Fight the culture war
https://t.me/culture_owo

Energy {Our World Order}  Off-grid energy tech
https://t.me/OffGridEnergy

Trade {Our World Order}  Local buy/sell/barter/trade
https://t.me/trade_economy

Health {Our World Order}  Take care of your own health
https://t.me/health_owo

Law {Our World Order}  The secrets of law that enslave us
https://t.me/red_pill_law
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**Technology {Our World Order}**  Take control of your technology (Linux!)
https://t.me/open_source_tech/442

**Education {Our World Order}**  Teach your own children
https://t.me/teach_the_children

**UnMuteMe  {Our World Order}**  Check in here to get unmuted in the chats.
https://t.me/UnMuteMe

Rumble: https://rumble.com/c/c-1459784
YouTube: https://www.youtube.com/c/WillW
Twitter: https://twitter.com/Will_W_Welker
Email: will@williamwelker.com