

2011 **EXISTING** BUSINESS OF THE YEAR



Grassland Gardens Nursery and Flower Farm

Owner	Trish Remley
Nature of Business	Working nursery and farm
City, County	Miltonvale, Cloud
Phone/Website	(785) 427-2438 / www.GrasslandGardens.com
Structure	Sole Proprietorship
Began	1997
Employees	1 owner
KSBDC Consultant	Linda Sutton



If you think grass is just something to mow, a visit to Grassland Gardens Nursery and Flower Farm located in north central Kansas on the Remley family farm will give you a whole new perspective on the beauty and decorative nature of grass.

Since 1997, Grassland Gardens has been an ornamental grass nursery and a dried flower farm. The majority of these ornamental grasses are field grown by Trish at the farm. Harvesting of dried flowers begins in May and continues throughout the summer until the first autumn frost. Over 50 varieties of dried flowers, grasses, and grains are grown, harvested, and preserved at Grassland Gardens. The majority of grasses are perennial so the beauty is seen each year. Trish is able to directly observe how each ornamental grass variety thrives under their growing conditions and has kept records since 1998.

Although it is a working nursery and farm, a visit to Grassland Gardens is much more. Stroll their labeled butterfly & hummingbird, herb, and mixed border gardens. Walk through the dried flower and ornamental grass production beds. See their flowers drying and visit their dried floral design shop complete with customized dried flower arrangements, garden art, and gifts. Relax under the pergola or on one of their conveniently located park benches and let all your senses be filled with the sights, sounds, and fragrances of nature. All of this is nestled among native cottonwoods and prairie grasses on a gently rolling landscape.

Trish recalls how her KSBDC consultant, Linda Sutton, has helped out when she encounters an area that is new or difficult. "Linda has been extremely helpful over the years as I encountered new areas that I knew I needed to expand or implement. She has helped with determining a business structure, accounting, marketing, and agritourism."

Trish says that being an entrepreneur means that "success is your success and failure is your failure." She says freedom is the best part of owning her business.

SECRET TO SUCCESS

“Because we live in a rural area, creating a niche business that is fun and beautiful to visit continues to be my secret to success.”

Trish Remley, Owner



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Funded in part through the Cooperative Agreement with the U.S. Small Business Administration