

**Thirsty Farmer Brew  
Works****290 Cashtown Rd.  
Biglerville PA 17307  
717-334-3325**<https://thirstyfarmer.com/>**Adams County****Industries: Brewery****Founded: March 2018****SBDC Assistance:  
Business Planning,  
Financial Projections  
Start up assistance**

“Cheryl was amazing to work with through this process”

*-Kevin Knouse*

**Shippensburg University SBDC**  
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## Farming for the Future

Thirsty Farmer Brew Works began with the love of home brewing. Kevin Knouse one of the founding members said, “many of our family vacations involved visits to breweries.” Returning home to Adams County after a vacation they realized their hobby for craft beer and cider could be

enhanced by the love they have for their own farmland and Thirsty Farmer Brew Works was imagined. Their dream was to create a space for their customers to relax with a nice ale, lager or cider.



The founding members each contributing to the business with their own strengths. The founding members all family are Tonya White, managing the business as well as designing some of the décor within the brewery. Milton Knouse, II, brews the craft beers along with assistance from his son Milton Knouse, III. Brian Knouse brews the ciders along with assistance from his son Kyle Knouse. Brian also smokes and prepares the meats that will be served to the customers of Thirsty Farmer Brew Works. Kevin Knouse, son of Brian Knouse is the Business Manager.

They ran into a few challenges along the way. The start of the business was delayed and would have meant opening during harvest time. They decided to wait and open in the Spring as not to hinder their production of crops. Kevin Knouse said, “We had a good vision for the business. With our farming background we understood the importance of developing a good product. Good produce is important to us.”

The SBDC assisted Thirsty Farmer Brew Works with business planning and financial projections. According to Kevin Knouse, the SBDC, consultant Cheryl Young was able to help us find ways to make things work and to develop a plan for profits. Cheryl had great ideas and helped us find ways to make sure the business would be around for years to come.

The menu at Thirsty Farmer Brew Works also includes a build your own sandwich, panini, quesadilla or wrap as you choose from their smoke meat options. Staying with their passion for quality produce they have a variety of homemade salsas.



This Spring they celebrated one year of opening their doors. The team continues to build the business and have added new events to bring more customers to their site. Join them for a pint!