Potential Markets for Vermiculture 
and Vermicomposting Operations

By Rhonda Sherman

Vermiculture is the process of breeding worms. Growers usually pay for their worm feed, and the worm castings (manure) are often considered a waste product.

Vermicomposting is the process of turning organic debris into worm castings. Operators use a wider variety of feed stocks and make money on tipping fees and sales of castings or vermicompost. The worm population usually remains stable.

Vermiculture - Worms can be sold to the following markets:

- Bait and tackle shops
  - For green dye call: PRESTO DYECHEM Co., Inc. at 215-627-1864
- Large-scale vermicomposting facilities
- Worm growers just entering the business
- Institutions and businesses that do on-site vermicomposting of their food scraps and other organic materials (includes prisons, hospitals, schools, colleges and universities, restaurants, grocery stores, office buildings, etc.)
- Farmers desiring to vermicompost animal manure (including livestock and poultry farms, rabbitries and horse stables)
- Composters, organic gardeners or fisher people wanting to raise worms for their own use
- Growers with orders too large to fill from their own stocks
- Private laboratories, universities, and high schools for research and classroom needs
- Businesses that need worms as food for animals:
  - Fish hatcheries
  - Zoos (w/ exotic fish and birds)
  - Pet stores
  - Tropical fish stores
  - Game bird breeders
  - Poultry growers
• Industries with organic wastes suitable as feedstock for worms:
  o Landfill diversion sites
  o Wineries
  o Canneries
  o Slaughterhouses
  o Food processors
  o Cotton Mills
  o Cardboard manufacturers
  o Breweries
  o Land reclamation sites
  o Generators of sludge/bio-solids

Vermicomposting

• Sell vermicompost in bulk (by cubic yard) or bagged in a variety of compost and soil blends to the following:
  o Home improvement centers
  o Discount houses
  o Flower shops
  o Landscape contractors,
  o Greenhouses
  o Nurseries
  o Garden supply stores
  o Grocery chains
  o General public

• Sell "worm tea" or liquid organic fertilizer (liquid run-off that has passed through vermicompost) in bulk to:
  o Orchards
  o Nurseries
  o Greenhouses
  o Landscapers
  o Retailers (who will bottle it for resale)