

The
Granby
Sampler

Our Farms' Best to You
www.granbyag.org

Introduction

The Granby Sampler project began with a seemingly simple question: how can we take Granby agricultural products and turn them into a Fruit of the Month Club type subscription?

The Granby Sampler aggregates products from almost 30 farms within reach of the town with two goals: first to provide an additional market for the farmers and second to provide a convenient way for consumers to learn what products local farms have available. With firsthand knowledge of how to buy local and what they like, Granby Sampler subscribers visit more farm stands and farm stores than ever before.

With this project, the Granby Agricultural Commission has kept over \$50,000.00 here, spent on local farm products, has increased farmer profit from direct and indirect sales, and has increased consumer awareness and participation in the local economy.

It is sponsored by the Granby Agricultural Commission and all monetary transactions are conducted by the town office. It was established with the assistance of a 2010 North East Sustainable Agriculture Research and Education grant. The grant allowed us to take two years to really understand the ways in which we could create a viable, long-term program.

Should you choose to create a program like this in your community, we are here to assist you and pass on what we learned with the support of NE SARE.

This tool kit takes you through the process of establishing an aggregate farm program in your community. Please contact us at info@granbyag.org should you have any questions.

STEP 1: Understand Your Local Resources

Create an inventory of all of the farmers and farm products in your area. The Granby Agricultural Commission did this prior to starting the Granby Sampler to create a website and farm map. [Visit www.granbyag.org to see the result.]

For each farm collect:

Farm name
Contact name
Address
Phone
Cell phone
Email

Products offered
Dates product is available
Amount [potentially] of product available
Retail price
Wholesale price

As you gather the information build a spreadsheet that records the information in ways that give you the information you need. Include one sheet listing the farmers and another for the products. Be sure to list the products individually. To build your program, the most important information to sort by is when the product is available so the columns from left to right might read:

Farm	Product	Date available	Amount	Typical portion	Retail price	Wholesale price
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With the information garnered from the spreadsheet, you will be able to project the potential for a Sampler Program in your area and determine the number of weeks you can offer the best of your local farms to your subscribers.

STEP 2: Contact Farmers

Assess farmer interest in becoming part of the farm aggregate venture and how much of their product they can offer for a given week. Once you know what the local farms can offer, you can determine the number of consumers you can serve. The Granby Sampler started with a group of 25 consumers—so each participating farmer had to provide 25 portions of a good.

Our farmer letter included the following information and request to everyone in the local farming community:

As a reminder, this program will provide consumers with a bi-monthly assortment of food and farm products produced within the Granby Agricultural community. The project serves a dual purpose: farmers will benefit through increased sales and revenue and consumers will receive locally produced food and goods of value equal to the subscription cost.

Tentative distribution dates are 1st and 3rd Fridays, starting June 18 and ending December 3. This year is a pilot program and we are going to sell a maximum of 25 shares.

I need your help. Michelle asked that you provide her with the following by March 3--I am extending the request to April 12. So please provide me with the following:

- Products from your farm you would like included.
- You should include 25 shares if possible, with the exception of eggs. If you can provide eggs, indicate how many dozen you can provide.
- Estimated date available (for example 3rd Friday, Sept)
- Price (should not exceed your retail price)

Once we have an idea of what the farms can provide, we will price out, market and sell the shares.

Just send me a list and I will work it into the plan. If you don't have the inclination to sit at the computer, I'll pick up handwritten notes. We need you to participate.

If you have any questions, please let me know and I will be happy to help with the planning process. You can reach me by return email or telephone me at my home [number] or cell [number], leave a message if I am not available and I will call you back.

I look forward to working with all of you on the Granby Sampler.

Regards,

[contact name]

Refine your spreadsheet with the information gathered from the farmers.

STEP 3: List What Might be Included

Create a "potential" product delivery schedule based on the products offered by the farms at their retail rates. The Granby Sampler was offered every other week for 12 weeks and the initial schedule offered to entice consumers looked like this:

Delivery Dates	Product	Unit Cost	Cost	
Friday/Saturday				
July 9 and 10	1 doz. Eggs	3.00/dozen	\$3.00	
	goat meat, stew cut	6.00/pound	\$18.00	
	scapes	5.00/bunch	\$5.00	
	2 Jams	4.50 for 1/2 pint jar	\$9.00	
	honey	7.00/pound	\$7.00	
	Lettuce	2.00/head	\$2.00	
	cheese	1.00/ounce	\$4.00	
	mixed flowers	5.00/bunch	\$5.00	
	bread	4.00/loaf	\$4.00	
	greens	1.00/bunch	\$2.00	
		Week Total		\$59.00
July 23 and 24	1 doz. Eggs	3.00/dozen	\$3.00	
	Hamburg, beef	5.50/ pound	\$11.00	
	corn	12 ears	\$6.00	
	cow milk	1.50/quart	\$1.50	
	bread	4.00/loaf	\$4.00	
	new red potatoes	1.75/pound	\$3.50	
	herbs	5.00/bunch	\$5.00	
	flowers, mixed	bunch	\$6.00	
	Red/Yellow peppers	\$3.50/lb	\$3.50	
	green peppers	\$2.00/lb	\$2.00	
	Sweet Spanish			
	Onions	1.25 each	\$5.00	
	Goat milk soap	1 bar	\$4.00	
	goat cheese	1.00/ounce	\$4.00	
		Week Total		\$58.50

Potential subscribers could see what they would receive for their investment. It was the most persuasive marketing tool we used to promote the program. As an Excel spreadsheet it could be attached to emails responses to programs information requests.

STEP 4: Create and Distribute Publicity about the Program

Assemble a list of all local media and then distribute a press release announcing the farm program for your area.

The following press release went to all of the local papers for the current season of the Granby Sampler:

Granby Sampler begins June 1, Subscribe Today

Want to use more locally grown products when preparing meals at home? Don't have time to find local farmers selling their own meat, cheese, poultry, vegetables and more? The *Granby Sampler*, a program of the Granby Agricultural Commission, gathers together an assortment of locally grown food and farm products and provides these to subscribers.

The *Granby Sampler* will introduce you to the range of products available from farmers right here in Granby and provide the farmers with an additional market. *Granby Sampler* boxes are distributed 12 times, every other week, from June 14 through mid-November. Each box includes meat, eggs, dairy, fruits, vegetables, and specialty products like breads, honey, jams and flowers. An information sheet listing the contents and the farms that produced each item accompanies each box. We include a recipe or two with each distribution and this year will add more information about ways to use and store produce.

With the Granby Agricultural Commission, our sponsor, we are supporting sustainable agriculture in Granby—all of the products will be from here, or as nearby as we can acquire, but we can't certify that the products are organic [complicated process]. The milk is always pasteurized. The meat is hormone free. All produce will be picked for each day of a distribution. Our goals for subscribers are to introduce them to local sources for farm products and encourage them to purchase more on their own.

How does it work? All Granby farms are invited to participate in this program. Farmers are paid for their goods, and may have goods included in one or more distribution. The annual cost to subscribers is based on the total value of the box contents, about sixty dollars a box with a small administrative fee. Subscribers are asked to pay for their annual subscription up-front based on a box-by-box plan. The contents of each box may vary slightly from the plan due to weather or unforeseen issues, but the *Granby Sampler* guarantees the total value of a subscription.

We provide a convenient way to experience local farm products and a number of our subscribers are returning for that reason alone, a few, however, will now shop on their own. As one

subscriber phrased it, “We were very satisfied with the Sampler. However, we are now familiar enough with the farms to obtain what we want and when we would want it, so will purchase locally on our own. You did a great job last year and we wish you much success again this year.”

For the 2012 program, we are looking for 30 subscribers for Thursday evening pick-up. For more information or to be a participating farmer or subscriber, please contact us at info@granbyag.org. We will provide you with the schedule of pick-up dates, the range of products listed and payment options. Pick-up is from a location near the center of Granby.

The aim of the Granby Agricultural Commission is to connect local farms with consumers, provide resources for commercial and hobby farms and to promote businesses that use local produce. With the *Granby Sampler*, farmers will benefit through increased sales and revenue. Subscribers will receive locally produced food and goods of value equal to the subscription cost. Participate and help us build and sustain our Granby farm community.

Handouts

The schedule presenting the 12 proposed distributions and was also distributed as the following flyer to farm stands and local stores:

Granby Sampler

Want to subscribe? Email
info@granbyag.org.

The Granby Sampler will introduce you to the range of products available from farmers right here in Granby and provide the farmers with an additional market. You can see from the list that as a sampler, this will add to but not replace your groceries for the week. It is possible that you will not like one or two of the listed items—please keep an open mind and try everything.

With the Granby Agricultural Commission, our sponsor, we are supporting sustainable agriculture in Granby—all of the products will be from here but we can't say that organic practices have been followed in all cases. The milk is always pasteurized. The meat is hormone free.

The list shows you what you will receive on a twice a month basis, the amount we are paying the farmers for the goods, and the box total. [This is the minimum—we will tuck in extra when we can but no promises.] The list is also predicated on the growing dates given to us by the farmers—sometimes produce comes in earlier or later than expected and we may have to swap bits around. With each “box” (not sure yet what the final container will be) you will also receive a newsletter giving you information about the products and the farms where they were produced.

Pick-up will be in a location near the center of Granby. Pick-up times are by appointment on Thursday evening, Friday evening and Saturday morning—we will schedule you for each pick-up. Also, all meats will be frozen and dairy will be refrigerated until time of pick-up.

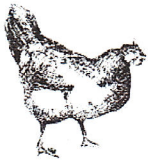
Each box costs about \$60.00, with a total cost of \$720.00 for the July through December subscription.

July 8, 9 or 10

♦1 doz.		
Eggs	3.00/dz.	\$3.00
♦goat meat, stew cut	6.00/lb.	\$18.00
♦scapes	5.00/bch.	\$5.00
	4.50 for	
♦2 Jams	1/2 pt. jar	\$9.00
♦honey	7.00/lb.	\$7.00
♦Lettuce	2.00/head	\$2.00
♦goat cheese	1.00/oz.	\$4.00
♦mixed flowers	5.00/bch.	\$5.00
♦bread	4.00/loaf	\$4.00
♦greens	1.00/bch.	\$2.00
Box total		\$59.00

July 22, 23 or 24

♦1 doz.		
Eggs	3.00/dz.	\$3.00
♦Hamburg, beef	5.50/ lb.	\$11.00
♦corn	12 ears	\$6.50
♦cow milk	1.50/qt.	\$1.50
♦bread	4.00/loaf	\$4.00
♦new red potatoes	1.75/lb.	\$3.50
♦herbs	5.00/bch.	\$5.00
♦flowers, mixed	6.00/bch.	\$6.00
♦red/yellow peppers	\$3.50/lb	\$3.50
♦green peppers	\$2.00/lb	\$2.00
♦Sweet Spanish Onions	1.25 each	\$5.00
♦Goat milk soap	1 bar	\$4.00
♦goat cheese	1.00/oz.	\$4.00
Box total		\$59.00



August 5, 6 or 7

♦1 doz. Eggs	3.00/dz.	\$3.00
♦Corn	6.50/dz.	\$6.50
♦Goat Milk	2.00/qt.	\$2.00
♦Steak	10.00/lb.	\$20.00
♦Sweet Spanish Onions	1.25 each	\$5.00
♦Tomatoes	2.50/lb.	\$5.00
♦red/yellow peppers	\$3.50/lb	\$3.50
♦green peppers	\$2.00/lb	\$2.00
♦bambino Eggplant	\$3.50/lb	\$3.50
♦blueberries	2.50/pt.	\$5.00
Box total		\$55.50

August 19, 20 and 21

♦1 doz. Eggs	3.00/dz.	\$3.00
♦Chicken	3.00/lb.	\$15.00
♦Yukon Gold potatoes	\$1.75/lb	\$3.50
♦Watermelon	.60/lb.	\$5.00
♦apples	12.00/bag	\$12.00
♦corn	6.50/dz.	\$6.50
♦blueberries	2.50/pt.	\$5.00
♦red/yellow peppers	\$3.50/lb	\$3.50
♦green peppers	\$2.00/lb	\$2.00
♦Tomatoes	2.50/lb.	\$5.00
Box total		\$60.50

September 9, 10 or 11

♦1 doz. Eggs	3.00/dz.	\$3.00
♦Raspberries	\$5.00/pt.	\$5.00
♦Hamburg	5.50/ lb.	\$11.00
♦Peaches	12.00/bag	\$12.00
♦Garlic	25.00/bch.	\$25.00
♦Tomatoes	2.50/lb.	\$5.00
♦Russet Potatoes	4 lge. size- 1.75/lb	\$3.50
Box total		\$64.50

September 23, 24 or 25

♦1 doz. Eggs	3.00/dz.	\$3.00
♦Chicken	3.00/lb.	\$15.00
♦Goat milk soap	1 bar	\$4.00
♦Goat Milk	2.00/qt.	\$2.00
♦eggplant	3.00/lb.	\$6.00
♦apples	12.00/bag	\$12.00
♦Tomatoes	2.50/lb.	\$5.00
♦Herbs	5.00/bch.	\$5.00
♦Raspberries	\$5.00/pt.	\$5.00
♦flowers, bunch	5.00/bch.	\$5.00
Box total		\$62.00

October 7, 8 or 9

♦1 doz. Eggs	3.00/dz.	\$3.00
♦goat cheese	1.00/oz.	\$4.00
♦Berry Pie	12.00/pie	\$12.00
♦apples	12.00/bag	\$12.00
♦ground pork	5.00/lb.	\$15.00
♦Winter Squash	1.25/lb.	\$5.00
♦greens	2.00/bch.	\$2.00
♦beets	\$3.00/ bch.	\$3.00
♦carrots	1.50/lb.	\$3.00
Box total		\$59.00

October 21, 22 or 23

♦1 doz. Eggs	3.00/dz.	\$3.00
♦Stew Meat, beef	5.50/lb.	\$11.00
♦Goat milk soap	1 bar	\$4.00
♦Cow Milk	1.50/qt.	\$1.50
♦honey	7.00/lb.	\$7.00
♦cabbage	1.00/lb.	\$5.00
♦apples	12.00/bag	\$12.00
♦Winter Squash	1.25/lb.	\$3.75
♦Potatoes	1.50/lb.	\$6.00
♦Raspberries	5.00/pt.	\$5.00
Box total		\$58.25



November 4, 5 or 6

♦1 doz. Eggs	3.00/dz.	\$3.00
♦pork roast	6.00/lb.	\$18.00
♦apples	12.00/bag	\$12.00
♦maple syrup	10.00/pt.	\$10.00
♦sweet potatoes	2.50/lb.	\$7.50
♦Greens	2.00/bch.	\$2.00
♦parsnips	3.50/lb.	\$7.00
Box total		\$59.50

November 18, 19 or 20

♦1 doz. Eggs	3.00/dz.	\$3.00
♦Turkey	3.50/lb.	\$52.50
♦Winter Squash	1.25/lb.	\$3.75
♦sugar pumpkins	1.25 each	\$2.50
Box total		\$61.75

December 2, 3 or 4

♦1 doz. Eggs	3.00/dz.	\$3.00
♦cow cheese	1.00/oz.	\$4.00
Pork, roast	6.00/lb.	\$24.00
♦Jam/Jelly	4.50/jar	\$9.00
Potatoes	1.50/lb.	\$6.00
♦bread	4.00/loaf	\$4.00
♦Winter Squash	1.25/lb.	\$5.00
♦parsnips	3.50/lb.	\$7.00
Box total		\$62.00

December 16, 17 or 18

♦1 doz. Eggs	3.00/dz.	\$3.00
♦Roast, beef	9.00/lb.	\$27.00
♦cow cheese	1.00/oz.	\$4.00
♦Berry Pie	12.00/pie	\$12.00
♦Winter Squash	1.25/lb.	\$5.00
♦Jam/Jelly	4.50/jar	\$4.50
♦bread	4.00/loaf	\$4.00
Box total		\$59.50

STEP 6: Maintain Financial Records

Money in, money out—with enough to cover the costs is the financial goal of the Granby Sampler. The fee is year is \$800.00 per subscriber. That includes \$75.00 for administrative costs and the remaining expenses are funded by profits from purchasing the products either at a wholesale rate or at a minimum 5% administrative fee.

First, money in

Request a deposit to enroll in the program and then work out the payment schedule that works best for you and your subscribers. Not everyone can write a check for \$800.00. We allow people to stretch out the payments as long as they stay ahead of the expense for product and administration.

The following page shows the information that is recorded for every payment:

Name
Amount of subscription
Payments
Amount owed after payments subtracted
Deposit Date
Check date
Bank name
Check number
Address

We also always photocopy the checks. In 3 years no check has ever been returned but it always better to document the process by too much rather too little.

We set a formula up so that “owe” = “Amount” – “payment 1,” “payment 2,” etc.

In this example, 12 people are paying \$800.00 for the subscription. Twelve x \$75.00 equals the administrative fees, leaving \$10,300 to pay to farmers for product.

[Money Out is Step 7]

A	B	C	D	E	F	G	H	I	J
1	Name	Amount	Payment	owe	Deposit date	Check date	bank	check #	address
2									
3	1 Subscriber	\$ 800.00	\$ 800.00	\$ -	3/8/2012		Bank	4139	city, state, zip
4									
5	2 Subscriber	\$ 800.00	\$ 100.00	\$ -	3/8/2012	3/4/2012	Bank	5341	city, state, zip
6			\$ 700.00		6/1/2012	5/23/2012	Bank	813	
7	3 Subscriber	\$ 800.00	\$ 100.00	\$ -	3/14/2012	3/6/2012	Bank	1465	city, state, zip
8			\$ 700.00		6/1/2012	5/22/2012	Bank	1498	
9	4 Subscriber	\$ 800.00	\$ 800.00	\$ -	6/1/2012	5/22/2012	Bank	3102	city, state, zip
10	5 Subscriber	\$ 800.00	\$ 100.00	\$ -	3/8/2012	3/3/2012	Bank	2645	city, state, zip
11			\$ 700.00		6/1/2012	5/22/2012	Bank	2684	
12	6 Subscriber	\$ 800.00	\$ 100.00	\$ -	3/29/2012	3/13/2012	Bank	5456	city, state, zip
13			\$ 700.00		6/1/2012	5/22/2012	Bank	5525	
14	7 Subscriber	\$ 800.00	\$ 100.00	\$ -	3/14/2012	3/9/2012	Bank		city, state, zip
15			\$ 700.00		6/1/2012	5/5/2012	Bank	532	
16	4 Subscriber	\$ 800.00	\$ 100.00	\$ 200.00	4/30/2012	4/9/2012	Bank of Am	792	city, state, zip
17			\$ 250.00		6/19/2012	5/31/2012	Bank of Am	806	
18			\$ 250.00		8/14/2012	8/9/2012	Bank of Am	822	
19	5 Subscriber	\$ 800.00	\$ 250.00	\$ 550.00	6/19/2012	6/7/2012	The Simsbu	3391	city, state, zip
20	8 Subscriber	\$ 800.00	\$ 100.00	\$ -	3/14/2012	3/7/2012	Bank	375	city, state, zip
21			\$ 700.00		6/1/2012	5/20/2012	Bank	507	
22	9 Subscriber	\$ 800.00	\$ 800.00	\$ -	3/14/2012	3/9/2012	Bank	8658	city, state, zip
23									
24	10 Subscriber	\$ 800.00	\$ 100.00	\$ -	3/14/2012	3/2/2012	Bank	552	city, state, zip
25			\$ 700.00		6/1/2012	5/19/2012	Bank	617	
26	11 Subscriber	\$ 800.00	\$ 100.00	\$ -	3/29/2012	3/14/2012	Bank	1926	city, state, zip
27			\$ 700.00		6/1/2012	5/29/2012	Bank	1967	
28	12 Subscriber	\$ 800.00	\$ 800.00	\$ -	4/5/2012	3/29/2012	Bank	759	city, state, zip
29									
30	Program Total	\$ 11,200.00	\$ 10,450.00	\$ 750.00					
31									
32	Adminstration	\$ 900.00							
33									
34	Farmer total	\$ 10,300.00							

STEP 7: Coordinate a Distribution

You have your subscribers and money in the bank to spend with the farmers. For 2012, the Granby Sampler has 30 subscribers that pick up on Thursday between 4:30 and 6:30 p.m.

You have already advertised your dates and the time for subscribers to come and pick-up. [We like every other week with a single time—we started with 3 pick-up options the first year, quickly went down to two and now have just one. The two day pick-up option caused enough farmer confusion that the aggravation factor was too high to maintain two days.]

The Granby Sampler pick up is scheduled for Thursdays, so we check with farmers on Sunday and Monday to confirm all of the products to be included and send subscribers an email on Monday evening to let them know the general product list—such as the notice below

Hello everyone,

This week we have peaches, lots of peaches from both Lost Acres Orchard and Barolli Orchard. So get your favorite peach recipes ready--and if you want to share it with the group, send it to me and I will send it out to everyone. We also have hamburger from Hemlock Knoll [2 lbs], 2 dozen mini donuts from the One Bite Cafe, Romano green beans from Wilhelm Farm, corn and a Spanish onion from Blossoming Acres, 4 large white potatoes from Southwick, heirloom tomatoes from Holcomb Farm, and feta cheese from Sweet Pea Cheese.

I will send the details before Thursday pick up.

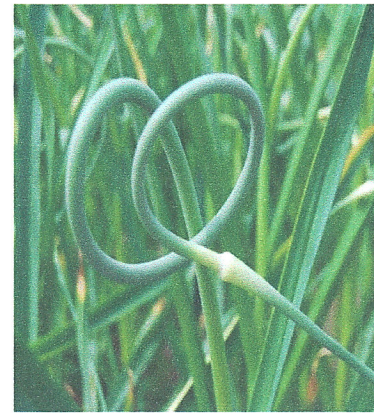
Marianne

Early on Thursday, the Distribution Coordinator sends a complete product list with costs, general information about the distribution and a few recipes. A sample of these follows.

On the distribution day, the Distribution Coordinator checks in with all of the product suppliers to confirm either delivery or pick-up as previously arranged and makes sure, with the help of the Distribution Assistant, that all of the listed products have arrived at the distribution site.

As much as possible, invoices are collected when goods are either picked up by the Distribution Coordinator or delivered by the farmers. You don't want to have to track them down. It is easiest to keep a single file folder for each distribution including a subscriber checklist including cell and home phone numbers, the handout so that subscribers can check off the products as they put them in their bags, and the invoices as received.

Granby Sampler



Saturday June 11 and Thursday June 16

◆1 doz. Eggs	3.00/dz.	\$3.00	Many sources	
◆Hamburg, beef	5.00/ lb.	\$5.00	Hemlock Knoll LLC	18 Loomis Street, North Granby
	4.50 /1/2 pt.			329 North Granby Rd., North Granby
◆Jam	jar	\$4.50	Wilhelm Farm	Granby
◆Rolls	4.00/dz	\$4.00	Lost Acres Orchard	130 Lost Acres Rd., North Granby
				329 North Granby Rd. North Granby
◆Rhubarb	3.50/lb	\$3.50	Wilhelm Farm	329 North Granby Rd. North Granby
◆Strawberries	6.00/qt	\$6.00	Wilhelm Farm	Granby
◆garlic scapes	3.00/bunch	\$3.00	Alba Flower Apiaries	53 Barndoor Hills, West Granby
			Alba Flower Apiaries	53 Barndoor Hills, West Granby
◆honey	7.00/lb.	\$7.00	Apiaries	53 Barndoor Hills, West Granby
◆Lettuce	2.00/head	\$2.00	Holcomb Farm	111 Simsbury Road, West Granby
◆goat cheese	1.00/oz.	\$4.00	Sweet Pea Cheese	151 East Street, North Granby
◆herb planter	12.00/each	\$12.00	Windham Gardens	87 Notch Road, Granby
◆spinach	4.00/bag	\$4.00	Holcomb Farm	111 Simsbury Road, West Granby
◆insulated bag	no charge		Granby Sampler	

Box total \$58.00

Welcome to the first distribution of the 2011 Granby Sampler! First, to find out more about any of the farms providing the products included today visit the Granby Agricultural Commission website: www.granbyag.org. You can search farms by name and get phone numbers, hours and website addresses. Want more? Get in touch with the farms directly.

We are beginning in early June to be able to include scapes, rhubarb and strawberries. With today's combination of products, I am looking forward a spinach salad with sliced strawberries, a chopped up scape or two, and pieces of goat cheese—tossed with balsamic vinaigrette made with little honey.



Rhubarb is an item I that I walk by in the grocery store and do not purchase because I am not quite sure how to use it. An internet search will provide you with many ideas and recipes, but the easiest I have discovered is below from Darina Allen, *Forgotten Skills of Cooking*. The Simple Syrup can be flavored with sprigs of Rosemary or chopped ginger.

Rhubarb Compote

1 lb. Rhubarb
1 1/2 cups Simple Syrup

Cut the rhubarb into 1" pieces. Put the cold syrup into a stainless steel saucepan, add the rhubarb, cover, bring to a boil and simmer for just one minute (no longer or it will dissolve). Turn off the heat and leave the rhubarb in the covered saucepan to finish cooking, and then cool. When almost cool add 1/2 lb of sliced strawberries. Put in a bowl with whipped cream or over ice cream or yogurt.

Simple Syrup

2 cups sugar
2 1/2 cups water

To make a "simple" or "stock" syrup dissolve the sugar in the water and bring to a boil for 2 minutes. Cool. Store in a jar in the refrigerator until you need it. [If you want to flavor it with herbs or ginger, add before boiling.]

I have heard about **scapes** for a few years and driven by the signs for The Garlic Farm [Simsbury Road, West Granby] scape weekends. But have not had time to stop and haven't tried scapes. If I have read the information correctly, they would be the flower of the garlic plant and are removed to give more growing resources to the bulb. Sauté/stir fry with vegetables ; chop up and use in scrambled eggs—you will add a mild garlic flavor. You can store them in this bag in the refrigerator or put the ends in a glass of water on the counter [like the flowers they were meant to be].

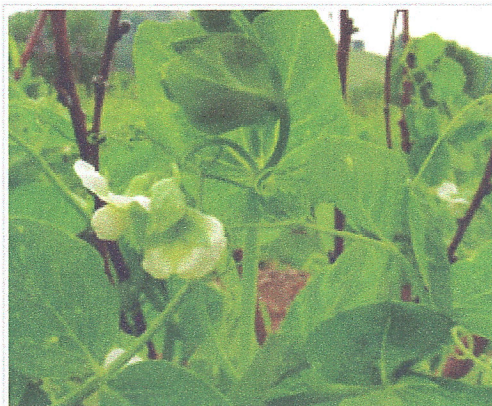
White Bean and Garlic Scapes Dip Time: 15 minutes

1/3 c. sliced garlic scapes (3 to 4)
1 tbs freshly squeezed lemon juice, more to taste
1/2 tsp coarse sea salt, more to taste
Ground black pepper to taste
1 can (15 ounces) cannellini beans, rinsed and drained
1/4 cup extra virgin olive oil, more for drizzling.

1. In a food processor, process garlic scapes with lemon juice, salt and pepper until finely chopped. Add cannellini beans and process to a rough purée.
2. With motor running, slowly drizzle olive oil through feed tube and process until fairly smooth. Pulse in 2 or 3 tablespoons water, or more, until mixture is the consistency of a dip. Add more salt, pepper and/or lemon juice, if desired.
3. Spread out dip on a plate, drizzle with olive oil, and sprinkle with more salt.

Yield: 1 1/2 cups.

Granby Sampler



Prince Albert Pea with blossom

Saturday, June 25 and Thursday, June 30

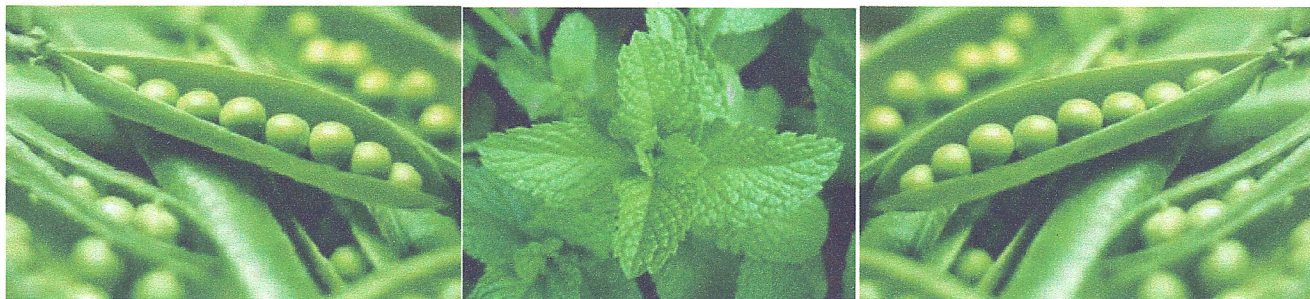
♦1 doz. Eggs	3.00/dozen	\$3.00	Many sources	
♦Goat meat	6.00/pound	\$12.00	Sweet Pea Cheese	151 East Street, North Granby
♦Yogurt	5.00/quart	\$5.00	Sweet Pea Cheese	151 East Street, North Granby
♦Spring onions	2.00/bunch	\$2.00	Holcomb Farm	111 Simsbury Road, West Granby
♦Radishes	1.50/bunch	\$1.50	Windham Gardens	87 Notch Road, Granby
♦Mint	1.00/bunch	\$1.00	Maple View Farm	198R Salmon Brook Street, Granby
♦Rhubarb bread	5.00/loaf	\$5.00	Lost Acres Orchard	130 Lost Acres Road, North Granby
♦Strawberries	6.00/quart	\$6.00	Wilhelm Farm	329 North Granby Rd. North Granby
♦Garlic scapes	3.00/bunch	\$3.00	The Garlic Farm	76 Simsbury Rd, West Granby
♦Shell peas	3.00/pound	\$6.00	Windham Gardens	87 Notch Road, Granby
♦Lettuce	2.00/head	\$2.00	Holcomb Farm	111 Simsbury Road, West Granby
♦Goat milk soap	1 bar	\$4.00	Lyric Hill Farm	134 Hungary Road, Granby

Box total \$50.50

In another part of my life I work with historic house museums and Thomas Jefferson's Monticello is one of my favorites. Jefferson had great interest in the first peas of the year. As recounted on the museum website, there was "an annual neighborhood contest to see which farmer could bring to table the first peas of spring. The winner would host the other contestants in a dinner that included the peas."

The hardest months to put food on the table in Colonial times were April and May. Winter stores were low and crops had yet to produce more than shoots from the ground. We started the Granby Sampler earlier this year to be able to include strawberries and scapes—and this round includes the first shell peas! As the summer advances we will provide you with a greater variety in fruit and vegetables to balance out the lighter fare available in June. You can check out www.lyrichillfarm.com for more information about the soap.

Goat is a lean meat best marinated before grilling [if you get the chops or stew meat] and makes a fine meatball [ground meat]. It is easily put on pita with chopped lettuce and yogurt sauce for a Near Eastern themed meal. Several recipes follow.



Fresh Peas with Mint and Green Onions

2 pounds English peas
1 green onion
6 large mint leaves

2 teaspoons unsalted butter
2 tablespoons chopped
chives [or use scapes]
Salt (see Notes)

1. Bring a medium pot of water to a boil. Meanwhile, shell peas (you should have about 2 cups). Cook peas in boiling water until tender, about 2 minutes. Drain well and transfer to a bowl.
2. While peas cook, trim and discard the root ends and dark green leaves of green onions. Halve white and light green parts lengthwise and thinly slice crosswise. Set aside. Chop mint and set aside.
3. Add butter to hot peas and toss until butter is melted and peas are coated. Add green onions, chives, and mint and toss to combine. Sprinkle with salt to taste and serve immediately.

Indian Style Yogurt Marinade 4 servings

Yogurt makes a great marinade and it is a natural meat tenderizer. This spicy marinade produces a flavorful browned crust, and is wonderful for chicken or lamb as well as beef. Skewer with juicy cherry tomatoes and serve with a rice salad tossed with fresh green herbs like cilantro, parsley and basil.

1 1/2 cups plain yogurt
3 tablespoons olive oil
2 finely chopped garlic
cloves
1-inch piece of fresh
ginger, grated
1 tablespoon of your
favorite garam masala
or Indian spice mix

Combine yogurt and remaining ingredients. Toss the sirloin cubes, chicken, goat or lamb in the mixture until fully coated and marinate for at least 4 hours or overnight. Skewer and grill over a hot fire. [Or use your broiler.]
[You can leave out the ginger if you don't have it on hand--and you can use chopped scapes in place of the garlic.]

Salt and pepper to taste. Recipe from: Whole Foods Market

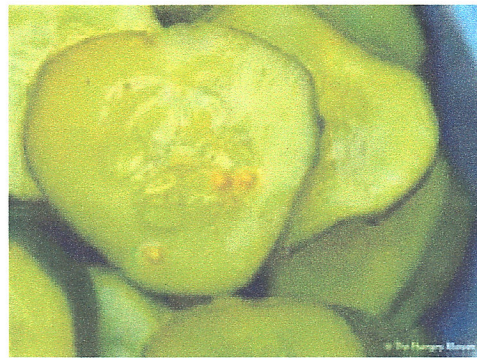
Kate Bogli sent the recipe for Sun Mint Tea From Mother Earth News, with [Kate's comments](#): To start, toss a [half cup to 1 cup](#) of fresh mint into the canning jar ([any large jar or pitcher will do](#)). With practice, adjust this amount to suit your taste and the plants' nature. Add water, a lid and a few shakes. Place the jar where it will receive full sunlight, such as on a rooftop, open field or driveway. If possible, give the mixture a couple more shakes throughout the day. You will learn how long to brew certain teas for the desired taste ([though you can't really "overcook" this one](#)). As the sun goes down, the tea should appear rich and translucent in color. While still warm, shake the mixture, strain the contents and use the plant material for mulch. Pour fresh tea on ice and enjoy.

Honey Mint Glaze

2 Tbls finely chopped mint
leaves
2 teas. Honey, heated
2 teas. Olive oil, heated
1 garlic clove, minced
2 Tbls. lemon juice

In a small bowl combine all ingredients except for the lemon juice. Salt the meat to taste [chicken, goat, Cornish gamehen...]. Brush the mint/honey mixture over the meat and then sprinkle with the lemon juice and bake until almost done. Use your regular cooking temperature and time, less by about 5 minutes. Finish under the broiler or on the grill.

Granby Sampler

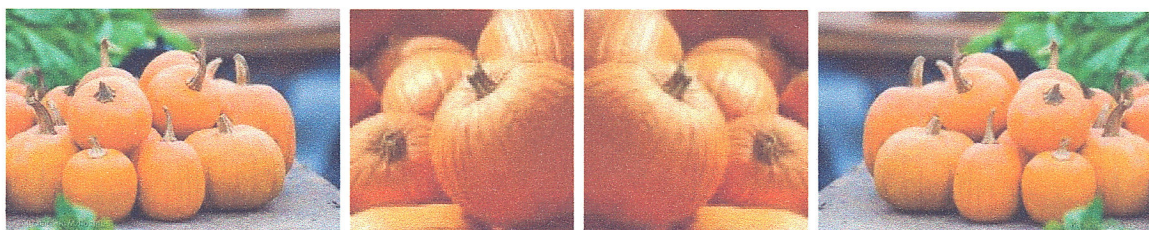


Thursday, November 17 and Saturday, November 19

♦1 doz. Eggs	3.00/dz.	\$3.00	many	
♦chicken	3.50/lb	\$17.50	Maple View Farm	198R Salmon Brook Street
♦cow milk	1.50/qt.	\$1.50	Sweet Pea Cheese	151 East Street, North Granby
♦goat cheese	1.00/ounce	\$4.00	Sweet Pea Cheese	151 East Street, North Granby
bread & butter pickles	5.50/jar	\$5.50	Lost Acres Orchard	130 Lost Acres Rd., North Granby
♦pumpkin bread	6.00/loaf	\$6.00	Lost Acres Orchard	130 Lost Acres Rd., North Granby
♦pumpkin and apple cider mini donuts	4.00/bag	\$8.00	One Bite Café	928 Hopmeadow St., Simsbury
♦sugar pumpkin	1.00/each	\$1.00	Blossoming Acres	249 College Highway, Southwick
♦parsnips	1.75/lb.	\$1.75	Blossoming Acres	249 College Highway, Southwick
♦Carrots	1.75/lb.	\$3.50	Holcomb Farm	111 Simsbury Road, West Granby
♦spinach	5.00/bag	\$5.00	Holcomb Farm	111 Simsbury Road, West Granby
♦Yukon Gold potatoes	1.75/lb.	\$3.50	Dubl-Jay Farm	Southwick, MA

Box total \$60.25

Welcome to the Granby Sampler in November! We have an autumn selection for you today headed by one of Kate Bogli's chickens from Maple View Farm. It is good weather for roast chicken and I have passed along Kate's advice to know when the chicken is fully cooked. With the chicken you have Yukon Gold potatoes, carrots and parsnips. You can cut each of these items into roughly one inch sections, toss with olive oil, salt, pepper and your favorite herbs. Place on an oiled roasting pan in a 400 degree oven for about 30 minutes. A spinach salad on the side and dinner is complete! We have some baked goods for you and milk, eggs and goat cheese as well. I have included instructions on roasting a sugar pumpkin—it is time for pies—and a recipe for baked carrots. Or use the pumpkin puree in breads and muffins. What is Thanksgiving without pickles?



Kate Bogli, Maple View Farm, asked me to pass on how to know a roast chicken is done:

When is a Roast Chicken Done?

The perfect roast chicken is cooked through on the inside, and golden brown on the outside.

There are several ways of testing the doneness. The classic test is piercing the thigh, and observing the color of the juices; if there's no pink or red in them, the chicken's done.

Another test has you tugging the drumstick; if the chicken's done, the thigh joint should be loose.

The best test of all, of course, is to insert a quick-read meat thermometer in the fleshy parts of the chicken. If no part is under 170 degrees, the chicken is done.

--From the Dean and Deluca Cookbook

WHOLE ROASTED PUMPKIN [from <http://kitchen-parade-veggieventure.blogspot.com/2007/10/how-to-roast-whole-pumpkin.html>]

Hands-on time: 5 minutes

Time to table: 60 - 90 minutes

1 kabocha squash (or 1 sugar pie pumpkin, or any pumpkin OTHER than one for Halloween jack o' lanterns)

Set oven to 400F. Wash pumpkin well, especially the blossom and stem ends. Rub skin lightly with olive oil. Do put a baking sheet lined with foil on the lower rack below the pumpkin to catch any juice that might squeeze out, then put the pumpkin directly on the rack above - no need to wait for the oven to preheat. Roast for 60 - 90 minutes. The actual time will vary based on the oven's actual temperature, the moistness of the pumpkin, the variety of pumpkin. But it's done when a knife slips into the flesh like butter. Let it cool a bit before slicing open - and even then, be careful when slicing open for the steam will rush out and could definitely burn. Scoop out the seeds (a grapefruit spoon works beautifully, then scrape the pumpkin off the skins. Refrigerate until ready to use.

KITCHEN NOTES

- ❖ Straight from the oven, roasted pumpkin is more fibrous than the highly processed canned pumpkin. Be sure to put it through a food processor before using it for baking.
- ❖ According to the great resource *Vegetable Love* by Barbara Kafka, a two-pound sugar pie pumpkin will yield 2 cups of pumpkin purée and that is slightly less than what mine produced.

Baked Carrots in Cream

3 Tablespoons unsalted butter
1 ½ pounds grated carrots
Salt and freshly ground pepper
Grating of nutmeg to taste
¾ cup heavy cream

Heat the oven to 400 degrees. In a large frying pan, melt the butter. When hot add the carrots w/ a little salt and cook, stirring until they lose their raw look—3 to 5 min. Add pepper, nutmeg and cream [or Sweet Pea milk] and bring to a boil. Place mixture in a buttered shallow casserole and cover with a lid or foil—bake for 30 to 45 Minutes until caramelized around the edges—the longer you cook them the sweeter they will be!

Step 8: Pick Up

Usually subscribers start to arrive slightly before the designated pick up time and we accommodate them as soon as possible.

Our method is to gather all non-cold products for a distribution together on a table and then have the subscriber check off the items as they put them in their bag. [We try to do four set-ups at a time.] We add the frozen meat and dairy products as subscribers start packing their bags. The subscriber is given the top sheet of the information pages emailed earlier in the day to use as a checklist.

We use a sheet showing the name, address, cell phone and phone numbers—as subscribers occasionally forget to pick up and you need to reach them immediately—along with a section for notes, to check off names as people arrive and to keep track of who has come and gone. We list the names of people picking up for a subscriber as a favor—and always get the substitutes phone number.

As people pick up, we greet them and make them feel welcome. We chat and check in on how the Granby Sampler is working for them. We ask what they like and don't like. If warranted, we make changes as soon as we can.

Clean up

Once all of the subscribers have come and gone, we clean the area and make sure it is in the same condition as when we arrived.

Box return

The final aspect of the distribution day is loading all of the boxes, coolers and bags for return to the farmers. It is best to return everything that evening if at all possible.

Step 9: Money Out

The following spreadsheets dated June 14 and June 28 show how we record invoices and keep track of the overall totals. This system is maintained for every distribution. The Program Coordinator is paid \$10.00 per subscriber and the Distribution Asst. is paid \$10.00 per hour. All of the remaining costs are determined by retail and wholesale prices and how many of any given item is ordered. We allow subscribers to advance order larger quantities if the goods are available.

Step 10: Start Over for the Next Distribution...

Repeat Steps 7, 8 and 9 until the distributions for the year are complete and then start all over again for the next year.

June 28, 2012

Subscriber Costs

			Invoice	Paid	equation	Income amount	Profit (Loss)
	Program Coordinator		7/2/2012 invoice				\$ (300.00)
	Distribution Asst.		7/2/2012 invoice				\$ (20.00)
	Subscribers				6.25*30=	\$ 187.50	\$ 187.50
◆10 doz. Eggs	3.25/dz.	Egg Farm	cash w/ receipt	\$ 32.50			
◆7 doz. Eggs	3.25/dz.	Egg Farm	cash/receipt	\$ 22.75			
◆3 doz. Eggs	3.25/dz.	Egg Farm	cash/receipt	\$ 9.75			
◆11 doz. Eggs	3.25/dz.	Egg Farm	6/28/2012 invoice	\$ 35.75			
				\$ 100.75	3.50*31=	\$ 108.50	\$ 7.75
Bags for peas		Big Y	6/28/2012 receipt				\$ (3.17)
◆1 doz. Eggs	3.50/dz.	Many sources					
◆Hamburg, beef	5.00/lb.	Meat Farm	7/04/2012 invoice	\$ 297.92	10.50*30=	\$ 315.00	\$ 17.08
◆Yogurt	5.00/quart	cheese	6/28/2012 invoice	\$ 135.00	5.00*30=	\$ 150.00	\$ 15.00
◆Carrots	2.25/bunch	HFarm	6/28/2012 invoice	\$ 60.00	2.00*30=	\$ 67.50	\$ 7.50
◆Broccoli	5.00/pound	HFarm	6/28/2012 invoice	\$ 80.00	3.25*30=	\$ 97.50	\$ 17.50
◆Cinamon Swirl Bread	5.00/loaf	Orchard	6/28/2012 invoice	\$ 142.50	5.00*30=	\$ 150.00	\$ 7.50
◆Ginger snaps	4.00/bag	Orchard	6/28/2012 invoice	\$ 114.00	4.00*30=	\$ 120.00	\$ 6.00
◆Hoop house tomatoes	3.00/pound	BAcres	6/28/2012 invoice	\$ 75.00	3.00*30=	\$ 90.00	\$ 15.00
◆Shell peas	4.00/pound	BAcres	6/28/2012 invoice	\$ 99.00	4.00*30=	\$ 120.00	\$ 21.00
◆Wine Tasting	6.00/each	Vineyard	6/28/2012 invoice	\$ 342.00	12*30=	\$ 360.00	\$ 18.00
◆Baby summer squash	2.50/pound	BAcres	6/28/2012 invoice	\$ 52.50	2.50*30=	\$ 75.00	\$ 22.50
◆Goat milk soap	1 bar	Goat Place	6/28/2012 invoice	\$ 90.00	4.00*30=	\$ 120.00	\$ 30.00
	Box total			\$ 1,588.67			\$ 49.16

TOTALS \$122.50 Subscriber cost to date \$3,142.32 pay Farmer Sampler profit \$119.76

June 14, 2012

Subscriber Costs

			Invoice	Paid	equation	income amount	Profit (Loss)
			Program Coordinator				\$ (270.00)
			Distribution Asst.				\$ (25.00)
			7/2/2012 invoice				
			Subscribers		6.25*27=	\$ 168.75	\$ 168.75
◆5 doz. Eggs	3.25/dz.		Egg Farm	\$ 16.25			
◆6 doz. Eggs	3.25/dz.		Egg Farm	\$ 19.50			
◆11 doz. Eggs	3.25/dz.		Egg Farm	\$ 35.75			
◆8 doz. Eggs	3.25/dz.		Egg Farm	\$ 26.00			
			6/14/2012 invoice	\$ 26.00			
				\$ 97.50	3.50*30	\$ 105.00	\$ 7.50
◆1 doz. Eggs	3.50/dz.	\$3.50	Many sources				
◆Pork chops	8.00/lb.	\$16.50	Farm				
◆Jam	5.00 /jar	\$5.00	W Farm	\$ 128.25	5.00*27=	\$ 135.00	\$ 6.75
◆Rolls	5.00/dz	\$5.00	Orchard	\$ 133.00	5.00*28=	\$ 140.00	\$ 7.00
◆Rhubarb	3.50/lb	\$3.50	W Farm	\$ 93.10	3.50*28=	\$ 98.00	\$ 4.90
◆Strawberries	6.00/qt	\$6.00	W Farm	\$ 153.90	6.00*27=	\$ 162.00	\$ 8.10
◆garlic scapes	3.50/bunch	\$3.50	Apiaries	\$ 84.00	3.50*28=	\$ 98.00	\$ 14.00
◆honey	8.00/lb	\$8.00	Apiaries	\$ 196.00	8.00*28=	\$ 224.00	\$ 28.00
◆Lettuce	2.00/head	\$2.00	B Acres	\$ 40.50	2.00*27=	\$ 54.00	\$ 13.50
◆goat cheese	1.25/oz.	\$5.00	Cheese	\$ 108.00	5.00*27=	\$ 135.00	\$ 27.00
◆radishes	2.00/bunch	\$2.00	HFarm	\$ 49.00	2.00*28=	\$ 56.00	\$ 7.00
◆scallions	1.50/bunch	\$1.50	HFarm	\$ 42.00	1.50*28=	\$ 42.00	\$ -
◆hakurei turnip	2.00/bunch	\$2.00	HFarm	\$ 49.00	2.00*28=	\$ 56.00	\$ 7.00
		Box total		\$ 1,553.65			\$ 70.60