PlayHaven Farm LLC & Green Building Project

New & Prospective Customer Packet : 2016

WELCOME!

I am so excited that you are interested in finding out more about PlayHaven Farm LLC and letting me be one of our healthy food resources!

Website

I love that I can keep all ya'll up-to-date with what is going on at the Farm on our website: www.PlayHavenFarm.com. If you haven't had a chance to check it out, I encourage you to do so.

You'll note a date at the top of the Home page (Status Report : ##)… that is the date of the most recent changes and a link to the Status Report which will have links to the pages with those changes.

While the primary focus of the website is on this farming adventure, there are some rather interesting things to check out on the Project List page and learn about the Green Renovation which is where '& Green Building Project' comes in to play. The renovation has slowed due to the necessary investments to change from stewards of the land to sustainable farmers. We hope to be able to do at least some small renovations in 2016; time, money and sponsorships will tell.

The Facebook page has gained some followers (yippee). It is certainly a great way to share sudden happenings between website updates. So if you use Facebook, I encourage you to "LIKE" the page at https://www.facebook.com/PlayHavenFarm and share it with your friends. Basically, I use it to let you know when I've updated the website or if anything fun has happened. I also share other people's posts if they are good ideas, inspiring, etc.

Non-Food Products For Sale

I have non-food items for sale in the new General Store section. You can purchase them on-line via PayPal and pick them up at the Farm or I will ship NON-FOOD items.

This is also where you can download Adobe Reader (PDF) files of the older website pages and make a free-will donation via Paypal. Your support of this farm is greatly appreciated!

Food Products For Sale

COWPOOLING SHARES FOR SALE

'Cowpooling' is when multiple people own shares in a live beef animal. This is how we small livestock producers can sell directly to you, the consumer, while staying within the law. Your share is based on how much of the animal you want: the whole thing, half of it, a quarter (split-half). When the time comes to process the animal, you pick up your share from the processor and pay them for that service (usually no more than $0.75/lb hanging weight). You will also pay any balance due to us at that time. In 2016, we will be sending the beef to be processed in June.

In 2015, I processed two (2) beefs (they were named Porterhouse and T-Bone). I have had excellent reports of the quality of the meat. Current Cowpooling customers are allowed to reserve their Cowpooling Share early... this is a Loyalty Perk. In fact, some of those customers have already reserved their Shares for the 2016 processing which is why, as of February 8, 2016, ***there is a one (1) Half or two (2) Split-Half Shares available for sale from my own stock.*** I suggest you send in your

YOUR ORDER WITH DEPOSIT MUST BE RECEIVED
NO LATER THAN MARCH 15, 2016.
AND REMEMBER: FIRST COME, FIRST SERVED!

order (with deposit) ASAP to improve your chances of getting a Share from my stock. If you are not able to get a Share of my stock, I will let you know if I am able to find beefs to purchase and what the price for those beef Shares will be (any increase will be added to the remaining balance); at which time you have the option to withdraw your order and get your deposit back. ***If you are reading this after March 15, 2016, you can reserve a Share in the beefs that will be processed in June 2017.***

The ***2016 price for Cowpooling Shares is $4.00 lb/live weight*** (using an estimated live weight of 700 lb). That price translates to $6.67/lb hanging weight and $9.52/lb package weight (NOT including processing costs). Organ meats are not included and will be sold separately. Please contact me if you are interested in organ meat.

◊◊◊ **A deposit equal to half of the total using the estimated live weight** ◊◊◊
◊◊◊ **is required with your order and the balance is due upon notification of amount.** ◊◊◊

FIGURING OUT THE PRICE (Don't worry if it takes you a few times reading this to 'get it'.)

When the beef animal is delivered to the processor it comes in with a 'live weight'. That is generally an estimate by the farmer because most of us don't have scales big enough to actually weigh the live animal. The processor will remove the hide, head, hooves and tail along with the insides and what is left is called the carcass (or meat) which is measured with a 'hanging weight'. Typically, the hanging weight is about 60% of the live weight. (The organ meats are not included in this weight.) From the hanging weight, you can expect to receive 65 to 70% of packaged meat due to shrinkage, the removal of bones, the type of cuts and trim waste.

FOR EXAMPLE: Assuming the beef animal will have a live weight around 700 lbs. and using $4.00 per lb/live weight; ***here's the math of how what you pay for live weight and processing translates to what you spend per pound in total for meat: **Please note the example IS using the 2016 Price per lb/live weight.******

Whole Share: 700 lbs X $4.00 = **$2,800 to PlayHaven Farm LLC**
700 X 60% = 420 lbs Hanging Weight
420 X 70% = **294 lbs Packaged Weight**
Processing Fee: 420 X $0.75 = ***$315 to the processor***
Results: $2,800 + $315 = $3,115 ÷ 294 lbs = $10.60/lb

Half Share: 700 ÷ 2 = 350 lbs X $4.00 = **$1,400 to PlayHaven Farm LLC**
700 X 60% ÷ 2 = 210 lbs Hanging Weight
210 X 70% = **147 lb Packaged Weight**
Processing Fee: 210 X $0.75 = ***$157.50 to the processor***
Results: $1,400 + $157.50 = $1,557.50 ÷ 147 lbs = $10.60 lb

Split-Half Share: 700 ÷ 4 = 175 lbs X $4.00 = **$700 to PlayHaven Farm LLC**
700 X 60% ÷ 4 = 105 lbs Hanging Weight
105 X 70% = **73.5 lb Packaged Weight**
Processing Fee: 105 X $0.75 = ***$78.75 to the processor***
Results: $700 + $78.75 = $778.75 ÷ 73.5 lbs = $10.60 lb

I won't know the actual hanging weight until the processor tells me. SO, it is entirely possible that the grand total will be different from the example, but the price per pound total won't change. For example, if the hanging weight is actually 480 lbs then the balance due will be higher and if it is 390, the balance due to PlayHaven Farm LLC will be lower. ***The example is an ESTIMATE of what you can expect to pay.***

If you cannot buy a Cowpooling Share this year, but plan to do so next year, please indicate on the Order Form what size Share so I can have adequate stock on hand. Please and Thank You.

Whole/Half/Split-Half... How Much Should I Get?

When figuring how much to get, you'll want to take some things into account:

- *How much space do I have to store it?*
- *How long will it withstand freezer burn?*
- *How much can I afford?*

My beef is a seasonal item because I only have a few animals and take them in one trip to be processed. I am not a warehouse… so when you get beef from me you are ordering a bulk amount and storing it yourself. Therefore, you will need freezer (or meat locker) space enough for whatever you order. A rule of thumb is one cubic foot of freezer space for each 35-40 pounds of cut and wrapped meat. Allow slightly more space when the meat is packaged in odd shapes. The processor we are using packs the meat so it will last up to a year in a good freezer.

If you cannot buy a Cowpooling Share this year, but plan to do so next year, please indicate on the Order Form what size Share so I can have adequate stock on hand. Please and Thank You.

What If Demand Exceeds Supply?

If there is more interest in the Belted Galloway grass fed/finished beef than I currently have to sell, I know a couple of farms who also have Belted Galloway (and/or crosses) that I should be able to purchase stock from to fulfill your orders. I trust these people and know they are as finicky about their grass fed/finished beef as we are. I would buy them 'on the hoof' and send them with our steer(s) to be custom processed.

I will fulfill shares (first received, first served) from my stock first and those people are guaranteed the price quoted. ***Purchasing additional stock may necessitate that I increase my price to fulfill the remaining shares.*** If that is the case, I WILL CONTACT everyone affected to allow them the opportunity to withdraw their order, if they choose.

How You Get Your Share

I have to schedule processing several months in advance. As soon as I know the hanging weight, I will contact you with the amount that is due to PlayHaven Farm LLC. The processor will contact each share-owner to determine all the particulars about your meat and they will also set the date for you to pick up your portion of meat et al.

If you are getting a Whole or a Half share, you will need to provide instructions to the processor with exactly how you want the meat cut and packaged (to assure you get the correct serving sizes for your family and that your favorite steaks are included in the processing order).

If you are getting a Split-Half, you will not be able to provide specific cutting instructions, but instead will be required to take normal cutting and packaging. This is because the back quarter of the beef contains different cuts than the front quarter, so simply purchasing a quarter doesn't give you the full selection of cuts you would expect. Thus, Split-Halves are partially from the front quarter, and partially from the back quarter, for a full selection. Thus you are 'splitting' the side with another share-owner.

What Will I Get In My Share?

I've included the standard diagram of what cuts come from where for beef. As stated previously, the Split-Half is a combination of cuts from both the front and back quarters resulting in the same cuts as you get from a Half, only less of everything.

RAW HONEY FOR SALE

My bee hives produced excess honey for the first time in 2015. There was a total of two and a half gallons, which may not seem like very much, but it made me very happy. Between gifting it to friends and family and keeping some for ourselves, there are only a few jars left from that first batch.

I am selling the ***Fall 2015 Raw Honey in 16 oz., wide mouth canning jars at $10.00 per jar.***

Barring any unforeseen problems, there should be honey available in the Fall of 2016. As with everything else, the honey is being sold direct, from the farm. I DO NOT SHIP HONEY. Contact me if you are interested in the 2015 OR the 2016 harvests.

As things "ramp up" in the beekeeping area, I will be adding other bee related products.

FRUIT, HERBS, VEGETABLES, PLANTS FOR SALE

Since produce from plants is seasonal, the best way to purchase from me is to contact me ahead of the harvest and let me know how much you are thinking about getting so I can reserve a portion for you. I DO NOT SHIP FRUIT OR PLANTS. Fruit and plants are picked up at the farm. You are welcome to help harvest (i.e. pick your own) and get a discount because you are doing work I won't have to do.

Available in 2016:

- Aroniaberries (fruit) *Available in September, **$10.00/lb (or $0.625/oz.)**. Sold by weight.*
- Blackberries (fruit) *Available in July, **$15.00/lb (or $0.9375/oz.)**. Sold by weight.*
- Comfrey (herb) *Cuttings and seeds are available throughout the summer. **Price still to be determined.***
- Elderberries (flowers and/or fruit) *Flowers available in June, Berries available in late August, **$1.00 per stem.***
- Osage Orange (fruit) *NOT EDIBLE, DECORATIVE ONLY! Available in October, **$1.00 each.***
- Persimmons (fruit) *Availability after September. **Price still to be determined.** Sold by weight.*
- Rhubarb (vegetable) *Available in late Spring, **$0.10/inch.***
- Strawberries (fruit) *Available in May and as long as they bear, **$5.00/lb (or $0.3125/oz)**. Sold by weight.*

I have some of the Aroniaberry starts overwintering; they are ***$10 per pot*** (3 or 4 stems each).

FUN ON THE FARM

EVENTS

I plan to have several opportunities for our friends/clients to come out to the farm this year… a 'Meet Your Meat' party is just one idea. There is an Events page on the website where I'll be posting with dates et al in addition to posting on the Facebook page.

I hope to host mentors to teach workshops on a variety of topics. (If you have suggestions, have them contact me). Anyone following our journey via the web-site will be learning what I learn.

APPRENTICES

There is work on the farm that has to be done every day and I could sure use some help from time to time (especially since I'd like to be able to take a vacation one of these years). If you or someone you know and trust is interested in working with me; I'd love to talk with you or them about doing that. I'm not in a position to take on an 'employee', but an apprentice or a barter situation is definitely doable. Contact: bobbi@playhavengreen.com.

Anyone who wants to come out from time to time and get their hands dirty and learn with me first-hand is welcome!

PRESENTATIONS

I am available to do -- FREE OF CHARGE -- presentations on sustainable farming, how I became a sustainable farmer, and/or how eating meat doesn't have to be something to be ashamed of. If you know of any groups or teachers who would be interested in having me come to their meeting, classroom, etc. to do a presentation or would like to see the farm, send me with their contact info OR have them contact me at: bobbi@playhavengreen.com.

TOURS

If you have never been here to see firsthand what I am doing, please arrange for a tour. Whether you are interested in the Farm or the Green Building Project, tours are available on an appointment basis. Contact me at: bobbi@playhavengreen.com.

It has been suggested to me that most people (especially under the age of 70) have never experienced farming the way we are doing it, so we are open to hosting field trips on an appointment basis. If you know of any teachers who would be interested in bringing out their class (for example), have them contact me at this address: bobbi@playhavengreen.com.

IN CONCLUSION

I again extend heartfelt appreciation for your interest in my pursuits and sustainable farming methods. If you have never been here to see firsthand what I am doing, please arrange for a tour.

If you have any questions about any of these items, or if you have suggestions and certainly if you have orders (LOL), I am as close as your email and your telephone. FYI: ***I do not 'text';*** I prefer vocal communication via telephone and written communication via email.

Also, if (in the future) you prefer to receive the Newsletter and Order Form through the U.S. Postal Service instead of email, please let me know. I will be happy to provide it that way and will include a self-addressed envelope to make returning the filled in Order Form easy for you.

I deeply appreciate the blessings I receive – among which is the opportunity to live on this glorious place we call Earth, surrounded by and dependent on the miracle that is nature – and I appreciate your support and friendship.

Looking forward to hearing from you,

Bobbi Walker, Owner ◊ PlayHaven Farm LLC ◊ 816-304-3317 ◊ bobbi@playhavengreen.com