



SAP BUSH HOLLOW FARM
832 W. FULTON RD
WEST FULTON, NY 12194



GRASSFED LAMB & BEEF - PASTURE-RAISED PORK & POULTRY
sapbush.com

14 February 2023

Dear Friends;

Oh, what a glorious winter we're having! Everyone in our family is healthy and happy! There is time in every day for a home cooked meal, Mom and Dad are happy and full of ideas on how to run the farm better, we have the best crew ever, Bob's guitar chords float across the house, my desk is heaped with writing projects, Saoirse and Ula are burning with creative fire for sewing, art, music and school; and I couldn't be happier sitting down beside the wood stove here in my office to write to you about our spring Early-Order CSA sign-ups .

As the years go by, I've learned to take deep joy in the periodic calm our family enjoys between storms. And as many of you are aware, 2022 was anything but calm for our Sap Bush Hollow Family. I don't want to re-hash those trials here, but I do want to share my deep and sincere thanks for the way you, our customers, held us in your arms and in your hearts as we navigated our life storms last year. This is what CSA* farm life is all about. You cooked, sent words of encouragement and cared for us while Bob went through radiation; you joined us in mourning those beloved customers and friends who were lost over the year; you helped us sweep up the shards of glass after the shooting; you helped us figure out a way to afford a new roof for the cafe. You have perpetually reminded us that what we're doing is not the effort of a single family, but the result of the spirit and wishes of an entire community.

And this spring CSA* newsletter is an opportunity for us to renew our commitment to each other. We've spent the past weeks pouring over feed costs, processing expenses and livestock prices. We know you're getting hit with inflation, and we do expect inflation to ripple through our business. That rippling will effect our retail meat sales, but it will not effect our CSA customers this year. When you sign on as a CSA customer, you enable us to predict and control our costs. In exchange, you get the benefit of locking in at *lower* prices (typically 25-60% less than retail). That said, here are a few things that you'll want to be aware of this year:

Avian Flu: Avian flu, a disease which has been around for ages and passes from wild waterfowl to domestic poultry, flared up last year, causing New York State to shut its borders to incoming poultry, resulting in chaos for many farmers. We were not able to get baby chicks until very late in the season. Unfortunately, this year the flu has not died out, and is expected to get even worse. To ensure the biosecurity of the farm, we've made the following changes:

1. We no longer offer farm tours, as it is too easy for diseases to travel in on shoes and car tires.
2. We are only growing broiler chickens during the months when flu levels are predicted to be at their lowest. Thus, while we have delicious frozen broiler chickens available all year, if you prefer to buy FRESH, UNFROZEN birds, they will only be available in July and August.

Added Savings: As our CSA program grows and expands, we are learning that these old-fashioned yellow order forms, sent via old fashioned USPS mail, have become the best, most reliable way of keeping track of orders. And when you pay by old fashioned check or cash, then the money goes directly into our farm bank account, rather than to credit card processing fees. To encourage you to make that commitment, facilitate our bookkeeping and order processing with these forms, we are choosing to pass that savings directly on to you. If you are able to pay in full by check or cash for your CSA bulk and monthly meat shares BY APRIL 1st, we're offering an additional 10% discount. (Please note: this discount does not apply to any balances due on chickens and turkeys...but it does apply to the \$5 deposit.)

Sap Bush Saturdays return April 1st: We are looking forward to keeping the same hours as last year, operating Sap Bush Cafe from 9am-2pm every Saturday from April 1st, through November 18th (That's the last Saturday before Thanksgiving). Saoirse went back down to NYC this winter to up her barista game, so the coffees are more dazzling than ever. Bob and I love making nutrient-dense home-cooked meals for you in back, Ula's roller skates are oiled and ready for speedy table service, and I still get up at 3am each Saturday to bake fresh croissants and pastries. However, YOU continue to be the best part of Sap Bush Saturdays. Come for the food, but stay for the company, 'cuz Sap Bush customers are really the greatest people.

The Honor Store is open: Each year, we learn a little more about what foods you like to see offered in the Honor Store. It continues to operate 24/7 out of the little red shed at the back of the cafe parking lot at 832 W. Fulton Rd, West Fulton, NY. We keep it stocked with a selection of retail meat cuts, dairy, and regional and local foods. You can pay by Venmo, cash, check, or leave an email on your sales slip so that I can send you a digital invoice to pay by credit card. The Honor Store is also where all our CSA pick-ups happen.

Get a free chicken! We really want to grow our CSA program, and there's no better way to get a good customer than through customer referrals. If you copy this order form and give it to a friend, you and they will EACH get a free chicken when they place their first order for \$125 or more. Be sure to sign the bottom of the referral form so we know who to give the chicken to!

The Online Farm Store is better than ever: You can always order specialty meat cuts and CSA shares online at SapBushFarmStore.com. We offer flat-fee shipping for most addresses in the northeast, or you can save the shipping fees by picking up your order at the Honor store.

And now, it's time to make another pot of coffee, go back to the wood stove, then join Bob to make a little music. We will send a song of thanks out to the universe for each of you, wishing you good health and rich winter pleasures. We look forward to seeing you this spring!

Fondly,

Shannon, Bob, Saoirse, Ula, Jim, Adele and the crew of Sap Bush Hollow Farm

** CSA stands for Community Supported Agriculture, which consists of a community of individuals who pledge support to a farm operation. Farmers and consumers provide mutual support, sharing the risks and benefits of food production.*