



# Newsletter, July 28 – Aug. 1, 2016

Volume 13, Issue 8

## Farm News

**Our Garlic Harvest Work Party** is still on for Saturday, July 30. Rain or shine. We'll start at 8:00 AM, and end at 4:00 PM sharp. Mid-morning snack, coffee and tea. Potluck lunch around 12:30 – bring a dish to share, and if possible,

your own place settings.

We are looking forward to seeing you - there will be work to do for everyone. Come for an hour or for the day. Did we tell you that we barter cured garlic for your help?

**Fox Creek Farm CSA needs your help.** Did you have a chance to read the NYT article about the changing CSA farm landscape ("[When Community-Supported Agriculture Is Not What It Seems](#)")? The third party produce subscription services are reaching well beyond the NYC metropolitan area. In the Capital District, the Athens based Field Goods is one of them, delivering over 2,500 shares per week.

And while our membership retention rate stays at about 70% (thank you for your continued support!), it is becoming harder and harder for us to reach new (prospective) CSA members. As the subscription services are not actively involved in farming, they are able to spend a lot more time on marketing. Consequently, people who are new to the concept of local agriculture are more likely to hear about those new services, then to hear about small CSA farms. But enough marketing theories: what does this all mean for Fox Creek Farm?

Well, we are 50 full shares behind on what we were planning to sell for this year, and 35 less than even 2015. As our expenses are staying more or less the same, we are looking at a \$17,325 to \$24,750 loss of revenue on CSA share sales. We have picked up some wholesale and restaurant accounts to find homes for the excess produce in the field, which we estimate will bring in around \$4,000.

Based on our 2015 tax return, that means that the farm will net about \$37,000. That figure represents the compensation for your farmers, their health insurance (approximately \$500/mo.), capital improvements to the farm, and repairs and maintenance of the farm property. To make the point, after paying for health insurance, and not taking into account any additional farm capital related expenses, your farmers are projecting to make less than \$7.50 per hour this year (if we were working a 40 hr. workweek, when in fact we work quite a bit more than that).

This is not a very good return. We like to farm, and we love growing your produce. But we need to keep into account the economic viability of the CSA. We need your help, with reaching out to your friends, neighbors or co-workers about the CSA, letting them know that we still have shares available for this season. From our end-of-season questionnaire we found out that most people learn about our farm through word-of-mouth. And even if we are able to find homes for another 25 full shares, it would greatly improve the financial position of the farm come the end of this fiscal year.



Never before were we this explicit about the financial reality behind the CSA, but we feel that we have a special relationship with you all: as a collective, you all have made (and make) it possible for us to farm – and in exchange we provide you and your family with a wide variety of outstanding produce at a reasonable price. Buying farm direct is not only better for you, it's also better for the farmer!

Yes, we do need your help. Talk to a friend about the CSA. Have them pick up a share when you are on vacation to try it out. Tell them that we are pro-rating the share price for the missed shares in the earlier part of the season, and that the shares right now are absolutely great. They can find the updated membership form on our website, or they can contact us directly by email or phone to get a share started.

**Harvest, harvest, harvest.** Tomatoes, eggplant, bell pepper. Vining sweet potatoes are in the field. Ears of sweet corn are starting to fill. It is summer! The CSA shares are getting bigger and bulkier. Flowers in the U-pick are abundant. How great it is to eat local and in season.

Enjoy this week's harvest, your farmers,

*Raymond & Sara*

**In this week's full share:**

**Fresh Garlic, Lettuce, Cucumber**

*And in rotation to the sites as available;*

**Green Beans, Basil, Parsley,  
Broccoli, Summer Squash,  
Eggplant, Red Slicer Greenhouse  
Tomatoes, Cilantro, Jalapenos,  
Swiss Chard, Beets with Tops,  
Bell Pepper**

*And in the U-pick: wide variety of  
culinary herbs, scallions and lots of flowers.*



Pictures: Page 1, center – sunflowers in the U-pick garden. Raymond cleaning garlic. This page: Raymond washing produce. Last page: Monday, 7/25 share at the HWFC site

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## Cucumber salad with mashed garlic and ginger (6 side dishes)

Long-time member Nancy Nichelson shared this recipe with us – which fits very well with this week’s harvest. The cilantro is in the U-Pick and so are scallions which can be a substitute for the onion.

### INGREDIENTS:

3T Rice Wine vinegar	2t Sugar
2T Sunflower oil (or canola)	2t Toasted sesame oil
1 Small red onion, very thinly sliced	1 1/2” fresh ginger, peeled & sliced
1t Kosher salt	2 Garlic cloves, peeled
1 1/4 lbs Cucumbers, peeled (about 3-4)	1T Toasted sesame seeds
3T Chopped cilantro	

To make the dressing, whisk together rice wine vinegar, sugar, sunflower/canola oil and sesame oil in a mixing bowl. Add the sliced red onion; mix well and leave aside to marinate for about an hour.

Place ginger and salt in a mortar and pound well with a pestle. Add the garlic and continue pounding until it is also well crushed and broken into pieces (stop pounding before it disintegrates into a paste). Use a spatula to scrape the contents of the mortar into the bowl with the onion and dressing. Stir together.

Cut the cucumbers lengthways and into 1/4” thick slices. Add the cucumber to the bowl, followed by the sesame seeds and cilantro. Stir well and let sit for 10 minutes. Before serving, stir the salad again, tip out some of the liquid that has accumulated at the bottom of the bowl and adjust the seasoning.



### Directions to the farm:

From Altamont: Follow Rte. 146 towards Gallupville. Approximately 10 miles out of Altamont, make a right on “Larry Hill”. (\*) Go up for ¼ mile (there is a blue sided house on your left). Just past the blue house, you’ll find Fox Creek Farm Road on your left going in the woods. Follow this road to the end. From Rt. 443: Turn on 146 in Gallupville for approximately 2 miles. Make a left on “Larry Hill”. Follow directions as above (starting at (\*)).

From Schenectady: take Rt. 7 towards Duaneburg. At the light in Quaker Street, make a left on Darby Hill, then make your first right on Gallupville Road. When you cross the Schoharie/Schenectady County line, Gallupville Road turns into Larry Hill. Continue on Larry Hill until you can make a right on Fox Creek Farm Road. Follow to end (if you’ve gotten to Rt. 146 off Larry Hill, you have gone ¼ mile too far. Turn around and find Fox Creek Farm Road on your left).