

Eco-logical ranching

GRASS-FED BEEF INFORMATION

<u>Sustainable</u>: Our steers have always been raised on pasture during the warm months, supplemented with hay and are only available seasonally. They have never been fed grain of any type. This reduces the ecological and petroleum footprint of your food by reducing far-off inputs and focusing on producing food with local resources.

<u>Humane:</u> We rotate the steers around our farm during the spring, summer and fall so that they get exercise, sunshine, and the joy of new grass, while helping to break disease cycles. In the winter they have access to the new barn we built to shelter them, and all the hay they can eat.

<u>Local = Quality:</u> Buying local food is good for both the consumer and the farmer. You get the benefit of being able to visit the farm where the animals are grown, and your food dollars stay local rather than going to some huge out-of-state food chain. Having personal relationships with our customers inspires us to provide you with products of the finest quality. We only raise and sell products that we eat, and we are the choosiest of consumers!

<u>Lean and Tasty:</u> Since our steers are raised without grain supplements, the meat is very lean. Our beef consistently receives rave reviews from customers, including some who have said that it made the best hamburgers, steaks, or roasts that they had ever tasted!

DETAILS, DETAILS ...

All Beef shares are sold by the whole, half or quarter (split half) animal.

Our usual target is for them to have a live weight of 1200 lbs, but this can vary widely, and **we cannot guarantee any weights until the animals are at the butcher**. You'll pay for the "hanging weight" which is usually about 60% of the live weight. The final amount of beef is about 70-80% of the hanging weight (~700-760lbs/animal). So, a **quarter** animal would be approximately 180 lbs hanging weight, and about 135 lbs final weight of beef for your freezer.

We're offering 3 options this year:

1) Mossback "Premium" Summer beef shares: \$4.25/lb plus butcher fees

This is the option that we've been offering for several years... steers raised on our property, and butchered in late June/early July. Definitely the best choice for customers who want top-notch grass-fed beef.

2) "Neighborly" Autumn beef shares: \$3.75/lb plus butcher fees

These are non-breeding heifers, the same age as our Premium steers, and raised next door by our neighbors, the Thorntons. The weights will probably be less than the Premium summer beef, and the meat will be somewhat less tender due to the season of harvest, but still excellent quality and flavor.

3) "Neighborly" Autumn/Winter cow shares: \$3.00/lb plus butcher fees

These are slightly older (3-4 years) cows. We recommend these primarily for ground beef, as their age means that the meat won't be well suited for the premium cuts (steaks, roasts), but will be excellent ground for stews, chili, meatballs, casseroles, etc. An excellent option for families looking for quality grass-fed beef on a budget.

All the beef shares will be butchered by Frontier Custom Cutting in Carlton.

All butchering/processing charges are paid directly to Frontier, and include the on-farm butcher fee, and a per pound charge. A quarter with a hanging weight of ~180 lbs usually ends up with about \$125 in butcher charges. You will be able to talk with the butcher directly about <u>cutting and wrapping</u> preferences once they have the beef. The per pound "farm charge" is paid directly to Mossback Farm.

F.A.Q.

<u>Help! How much should I buy?</u> This depends on how large your family is, and how much meat you eat. For a family of four, if you plan for 2 lbs/beef total per meal, a **quarter** (A.K.A. "**split half"**) at ~140bs should provide about 70 meals – that's almost 1.5 meals per week for a year (not including leftovers!) Depending on family size, meat consumption habits, and freezer space, you may want to consider "cowpooling" - finding another family (or a few!) to share an order.

<u>Do I have to cook the beef any special way?</u> Use your favorite recipes but keep in mind that since it's grass-fed, it's extra lean and may cook more quickly. Be careful not to overcook it so that it doesn't become tough. A meat thermometer is a handy tool. We often marinade steaks for several hours or overnight to enhance tenderness, and we're always happy to share recipes!

How much freezer space do I need? And do I need to buy a chest freezer to store the beef? A quarter share will fill at least 4 milk crates. If you split a small quarter with another family, you may be able to fit the meat in your home freezer/refrigerator if you don't have much else in the freezer. However, for peace of mind (and ease of storage and access), you may want to invest in a small chest freezer. They are very inexpensive, and efficient, and can pay for themselves quickly when buying and storing food in bulk.

<u>I'm very interested, but a quarter is too much for our family. Can you help?</u> We may be able to connect you with another family to cowpool (split a share). If we do so, you'll need to communicate directly (and cooperate) with them about about butchering instructions and pick-up.

How do your prices compare with supermarket prices? It's actually pretty difficult to find beef in the market that has been only grass/hay fed. But in a recent survey of prices at local natural food stores and websites selling grass-fed beef by the cut, we found that the per lb price ranged from ~\$5-8/lb for ground to \$12-25/lb for roasts and steaks. We estimate that a 180 lb quarter of our Premium beef costs about \$6.59/lb (once you add in butchering, and subtracting lbs lost in the cutting process). However, if you purchased the same amount of beef at the store, it would average about *\$12.66/lb – nearly double the cost of ours! (*Based on 45 lbs of ground at \$5.00/lb, 45 lbs of roasts \$12/lb, and 45 lb of steaks at \$20lb.)

<u>Why do we talk directly with the butcher?</u> Frontier Custom Cutting needs to talk with each customer to find out basic packaging preferences (like how many steaks you'd like in a package), whether you want special cuts (mmm, brisket!), if you want anything tenderized, etc. If for some reason you are not able to connect with the butcher before the meat must be cut, they'll do a "standard" cut/wrap, but they really do like to talk with you so that you get the cutting and wrapping that works for you.

<u>How do I place an order?</u> Email (<u>info@mossbackfarm.com</u>) or call us (503 852 9585) ASAP to confirm that we can fill your order, then send us your deposit check of \$150 per quarter. Checks are payable to Mossback Farm, LLC, and should be mailed to PO Box 155, Yamhill, OR 97148.

What if I change my mind after sending my deposit? Deposits are fully refundable until 60 days before the animals go to the butcher. When we confirm that we can fill your order, we'll give you an approximate butcher date. If you cancel at least 60 days (~2 months) before that date, we'll refund your full deposit. After that, refunds are subject to finding an alternate buyer for your share.

<u>When do I make the final payment?</u> You'll make 2 more payments on the beef- one to us (send a check by mail) after we let you know your final balance (which we'll calculate once the butcher has the beef and they call us with the hanging weights), and one to the butcher shop for their charges when you pick up your order. *Payments to our farm are by check, cash or money order only*, and payments to the butcher can be made by check, cash or credit card.

Mossback Farm, LLC is a small family farm tucked into the foothills of the Oregon Coast Range. We are committed to a healthy environment, sustainably produced farm products, and a vibrant rural economy. We hope you will join us in these goals.