

The

Turkey Times

Recipe issue
See pages 2 and 4

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Lower feed prices allow us to cut Turkey prices

By Bob Neal

Like a kitten at pond's edge, we are dipping a toe into the water to see what will happen.

In our case, the pond is lower prices for our packaged Turkey items, and we're going to test the water hoping it won't splash back on us.

On July 1, we lowered retail prices by 4 to 6 percent and wholesale prices by about 4 percent.

Examples of the lower retail prices for some of our most popular items: ground Turkey, \$5 lb. (down from \$5.25); breast cutlets, steaks and tenderloins, \$7.50 lb. (down from \$7.80); breast roasts, \$5.75 lb. (down from \$6.10); breakfast sausages, \$7.50 lb. for links (down from \$7.85) and \$5.75 lb. for loose pack (down from \$6).

A list of the new prices, along with product descriptions, is on page 6.

We are able to try this because the price we pay for Turkey feed has declined from last year's peak. Feed for which we had paid \$221 an international ton in 2006 cost \$515 last September. We paid \$435 a ton for it last month, \$80 less than the peak.

The rapid jumps in feed price in mid-season 2008 forced a price hike on Sept. 1 in our Turkey items, the first time we had raised prices twice in a year.

Mark Murphy, co-owner of Moulee Vallee in Richmond, P.Q., from which we get our non-genetically engineered feed, says most of the decrease can be attributed to a weakened Canadian dollar.

The price he pays for corn has fallen, Mark said, while the price he pays for soy beans, wheat and barley has risen.



uses that protein to build bone, so the animals have more bone relative to meat.

Rather than add soy, we stayed with our feed recipe but shifted our feeding schedule a bit. That didn't work out, so we are back to feeding our genetically clean complex diet on a free-choice 24/7 basis.

Still, our feed has a lot of soy in it, and in June, soy prices took another jump when Brazil banned the export of soy, most of which had been coming to the

Corn prices have been artificially high for nearly two years, pushed up by the agribusiness-inspired federal mandate to force ethanol into all gasoline.

As corn prices rocketed last year — at one point, corn had risen to \$7.05 a bushel from \$2.15 — many mills and animal farmers substituted wheat and/or barley for some of the corn and tried to use more soy beans in their rations.

Needless to say, that demand pushed up the prices of the other commodity grains.

We already use wheat and/or barley (and alfalfa) in our feed because we want our birds to have a more complex diet than just the corn/soy that is fed to most Turkeys. We believe a complex diet is better for all living things.

Substituting soy for corn in animal feed raises the protein and the animal's body

United States. And, the USDA reports that American soybean plantings this year are the lowest in 25 years.

That makes us timid about lowering prices because commodity traders are predicting corn prices will soar again, perhaps this year.

But facing declines in all areas of sales, especially at the Crystal Spring Farmers Market in Brunswick, we feel we have to take the chance that feed prices will not get any worse so we can afford the cuts.

Our goal is to increase sales enough to offset the lower margin between production cost and price. See the article on page 5 about changes in store for our customers at the Brunswick market.

We hope we can maintain the price cut and even make another this year, if grain prices fall again.

RECIPES, RECIPES, RECIPES

It has been a couple of years since we published a recipe issue. So this quarter, we're going overboard with a six-page edition that includes seven recipes.

None of these recipes involves hours in the kitchen. They are laid out and printed for easy clipping and pasting onto your recipe cards.

We have tested them all. Some we really like, others we like but not so much. Try them all, and you be the judge.

Turkey Cassoulet

This protein-rich dish makes one of the best uses yet of Turkey dark meat. Use a fully cooked smoked Kielbasa.

1 can	white beans, 15 oz.
1 tsp.	olive oil
6 oz.	Turkey thighs, cut into 1.5-inch chunks
1 small	onion, chopped
2 cloves	garlic, roughly chopped
5 tsp.	water
1/4 tsp.	dried rosemary
1/4 tsp.	dried thyme
1/4 tsp.	pepper
1/4 cup	dry white wine (optional)
1/4 cup	Turkey or other broth
1 8-inch link	smoked Turkey kielbasa, sliced
1/4 cup	toasted breadcrumbs

In a small bowl, smash 1/4 cup of the beans roughly with the back of a fork or a potato masher. Add the remaining beans to the bowl.

Heat oil in a large skillet over medium heat. Add the thigh chunks in a single layer. Cook, turning once, until browned on both sides, 2 to 3 minutes each side. Transfer to a plate and cover to keep warm.

Add onion and garlic to the pan. Cook, stirring until fragrant, about 1 minute. Add 1 Tbsp. water. Cover and cook, stirring occasionally, until the onion is soft and browned, about 4 minutes.

Add rosemary, thyme and pepper. Cook, stirring, until fragrant, about 30 seconds. Add wine and raise heat to high. Cook, stirring with a wooden spoon to scrape up any browned bits, until the wine has reduced by half, 30 seconds to a minute.

Add broth, the remaining 4 Tbsp. water, kielbasa, the beans and the thigh chunks and bring to a boil. Reduce heat to a simmer, cover and cook until the thigh chunks are cooked through, 3 to 5 minutes. Top with breadcrumbs and serve.

Serves 4.

— From *Eating Well* magazine and website

Apple Cranberry Turkey Burgers

Although cranberries are a fall fruit, dried cranberries are available (usually sweetened) year-round and can be substituted if fresh aren't available.

1 lb.	ground Turkey
1	egg
1 half	apple, finely chopped
1 small	white onion, finely chopped
1/2 cup	celery, finely chopped.
1/2 cup	fresh cranberries or 1/4 cup dried
1 tsp.	sage
2 tsp.	olive oil

In a skillet, heat the olive oil at medium heat. Add the onion and cook, stirring constantly, until soft and brown.

In a large mixing bowl, combine the Turkey, egg, apple, celery, cooked onions, cranberries and sage. Form into four patties.

In the skillet, heated to medium-high, grill the patties for 4-5 minutes a side until done.

Serves four.

—Adapted from Zorba Paster
on *Your Health*, Wisconsin Public Radio

Mediterranean Grilled Turkey

As easy a main dish as you'll ever want on a summer evening.

2 Tbsp.	olive oil
1/2 cup	tarragon vinegar
4 oz.	apricot nectar
2 tsp.	coriander seed
1 tsp.	cinnamon
2 tsp.	oregano
1/4 tsp.	cayenne pepper
1 tsp.	ground cumin seed
1 lb.	Turkey breast cutlets
1/4 cup	fresh parsley (or 2 tsp. dried)
2	medium tomatoes, sliced
1/2 cup	raisins

In a large glass baking dish, stir olive oil, vinegar, apricot nectar and spices. Add cutlets and turn to coat. Cover and refrigerate for 3 to 5 hours

Bring grill to medium hot. Place cutlets on the grill for 4-5 minutes each side or until cooked through (165 degrees) but not blackened. Remove from heat. Garnish with parsley, tomato and raisins and serve.

Serves four.

—From Zorba Paster on *Your Health*, Wisconsin Public Radio

Community Supported Agriculture memberships top 100 — again

For only the second time, The Turkey Farm has more than 100 active sharers in Community Supported Agriculture.

As of July 1, we had 103 sharers, 78 of whom have bought shares this year and 25 of whom bought shares in the final six months of 2008.

The total invested in our CSA has hit \$15,000 this year. Three shares have been used up already, and two of those were renewed immediately.

We hit 100 shares about this time last year, but by the end of the summer the total had dipped below 100 again.

If the idea is new to you, here's how CSA works. People buy their food ahead with a check or work (see adjacent article). Then, they can draw any items from our stock until the value of the share has been used or a year goes by, whichever happens first..

CSA assures the sharer a steady supply of the best Turkey she can get. It also gives

her influence with the farm, and we have accepted more than a few suggestions from sharers as to products to develop, changes to make in our product line and ways to manage our flocks.

And, it gives the sharer the pride of knowing she has done a bit to shore up Maine's fragile farm economy.

For us, CSA means a closer relationship with these 103 — and we hope a great many more — people who have invested in this year's flocks.

Obviously, it gives us up front capital. The investment of \$15,000 in our farm this year helped us buy and feed the flock that we are dressing this summer. .

So, CSA works for everyone involved, and in these lean and harsh economic times, we can't say that about very many of our financial activities.

You can buy a share any time. The share lasts for a year. If you use it up before you use up the year, you may renew right away.

To sign on, just send the adjacent form with your check or bring it to our farmstore or to our stand at the Crystal Spring Farmers Market in Brunswick. You may begin drawing on the share at once.

Work with Turkeys for Turkey

The resumption of CSA work shares got off to a good start when sharers helped us vaccinate Turkeys and clean up and organize our barn on June 22 and 23.

Worker sharers join CSA by working at the farm rather than by buying shares. They earn a full share of \$162 (\$150 plus 8 percent interest) for two days' work at the farm.

We have spots for work shifts on the following days:

Aug. 3/4: work and repair around farm

Oct. 12/13: cleanup from the Fryeburg Fair (at the farm)

Nov. 30: recreate order after the Thanksgiving chaos

To sign up, contact us at 778-2889 or at turkeyfarm@gwi.net. We can tell you then about dress, tools, etc.

Making CSA shares work for others, too

A few times a year, CSA sharers don't finish drawing the proceeds on their investment.

For years, we worried what to do with the remaining balance on those shares. Now, we have an answer.

When a sharer drops out before using up the share, we will donate the unused principal of the investment, in Turkey, to the Good Shepherd Food Bank in Auburn.

Good Shepherd is the umbrella organization for Maine's food banks.

How will we know a sharer has dropped out? When we haven't heard from a sharer for three months after the expiry date of a share that hasn't been used up. After those three months, we will donate to Good Shepherd whatever amount is left.

In addition, sharers may donate part, or even all, of their shares to the Good Shepherd. Three sharers recently have

done just that. One couple bought an entire share for GSFB, another donated his unused part of nearly \$100 and a third donated her interest when she bought the share.

In July, we will take those donations to Good Shepherd, as well as donations representing the unused parts of six shares that expired between Jan. 31 and March 31.

If you want to donate part of a share to Good Shepherd, let us know, and we will add that amount, in meat, to the load we are taking to Auburn.

We will talk with Good Shepherd to make sure we are contributing the items that will be the most useful for the folks on the receiving end.

While we really want sharers to use all their entitlement, we are pleased to be able to do a small bit to ease the pain of hunger in these tough times.

The payout		
Share	Interest	Yield
\$100	6 %	\$106
150	8 %	162
200	10 %	220
250	12 %	280
300	14 %	342
350	16%	406

CSA Order Form

194

Fill out and send to The Turkey Farm, 219 Mile Hill Road, New Sharon, Maine 04955.

Please sign me up for the following share in Community Supported Agriculture:

(circle) \$100 \$150 \$200 \$250 \$300 \$350

(I have enclosed a check for that amount)

Name _____

Address _____

Town _____ State _____ Zip _____

Telephone _____ E-mail _____

MORE RECIPES, MORE RECIPES

Citrus Cutlets with Spinach

This is almost a Mexican stirfry. The more you like Mexican, the more cilantro you should use. But spinach is key to this recipe, so be sure to use at least as much as called for.

2 Tbsp.	olive oil
10 oz.	Turkey breast cutlets, cut into small chunks
1 Tbsp.	fresh ginger
2	scallions, chopped
	juice of one medium orange
	juice of 1/4 large lime
3 stalks	boc choy, coarsely chopped
10 oz.	fresh spinach leaves
3 Tbsp.	fresh cilantro leaves
	salt and pepper to taste

Heat olive oil over medium-high heat in a large skillet. Sauté the cutlet chunks, ginger and scallions for about 2 minutes, stirring frequently. Add lime juice and juice of half the orange. Sauté another minute.

Add the boc choy and continue cooking for a minute or two. Add spinach and the rest of the orange juice and cook for an additional minute. Add the cilantro and sauté for 1 more minute.

Serve over rice or angel hair pasta.

Serves two or three.

—Adapted from Zorba Paster
on *Your Health*, Wisconsin Public Radio

Smoked-Turkey Quesadillas

The grapes are a terrific added taste, and they go well with the maple flavor of our smoked Turkey.

6	flour tortillas
6 oz.	Monterey jack cheese, shredded
6 oz.	smoked Turkey slices
1 bunch	grapes (about 30), cut in half
	cilantro to taste
1/2 tsp.	ground cumin
1 Tbsp.	lime juice
	salt to taste

Lay tortilla flat and cover half of it with cheese, Turkey, grapes and cilantro. Sprinkle with cumin and fold tortilla in half.

Heat large skillet to medium. Cook quesadillas one at a time until golden brown, about 3-4 minutes.

Flip and brush with lime juice and season with salt. Cook another 3-4 minutes. Repeat with remaining quesadillas.

Serves four.

—Adapted from Zorba Paster
on *Your Health*, Wisconsin Public Radio

Cutlets with Mushroom Cream Sauce

This recipe capitalizes on fresh ingredients. To use canned mushroom soup, or any other substitute, would degrade it.

1 lb.	Turkey breast cutlets
1 tsp.	black pepper
1 tsp.	salt
1 Tbsp.	olive oil
1 medium	shallot, minced
1 cup	shiitake mushroom caps, sliced thinly
2 Tbsp.	dry vermouth (optional)
1 cup	Turkey or other broth
2 Tbsp.	heavy cream
2 Tbsp.	fresh chives, minced, or scallion greens

Season cutlets with salt and pepper on both sides.

Heat oil in a skillet over medium heat. Add the cutlets and cook, turning over once or twice, until brown (165 degrees on a meat thermometer). Set aside cutlets and cover to keep warm.

Add shallot to the pan and cook, stirring, for about 30 seconds. Add mushrooms and cook, stirring occasionally, until tender, about 2 minutes.

Pour in vermouth (or 2 Tbsp. broth) and simmer until almost evaporated, about 1 minute. Pour in rest of broth and cook until reduced by half, 1 to 2 minutes. Stir in cream and chives (or scallions) and return to a simmer.

Return the cutlets to the pan and turn to coat with sauce. Cook until heated through, about 1 minute.

Serves four.

—From *Eating Well* magazine and website

Grilled Cutlets with Garlic Sauce

If you'd like more sauce, double the first seven ingredients.

1/3 cup	fresh parsley or 2 Tbsp. dried parsley
5 cloves	garlic, minced
1/3 cup	lemon juice
5 Tbsp.	olive oil
1 tsp.	paprika
1 tsp.	cumin
1/2 tsp.	cayenne pepper
1 1/2 lbs.	Turkey breast cutlets

Combine the first seven ingredients, reserving 1 Tbsp. of the olive oil, in a blender and blend together. Grill or broil the breast cutlets, brushing with the remaining olive oil to keep moist.

Top each cutlet with about two tablespoons of the sauce.

Serves six.

—From Zorba Paster on *Your Health*, Wisconsin Public Radio

The downward spiral in market sales is speeding up

The pace of our sales decline at the Crystal Spring Farmers Market is quickening.

In the first nine market days of 2009, we averaged \$112 less in cash sales than in 2008, and the 2008 figure had been \$27 lower than in 2007.

That's a total drop of \$1,008 from 2008 and of \$1,252 since 2007.

There has been a tiny counter-trend in draws on CSA shares (see page 3) at market. Sharers have drawn almost \$5 more each week than through the first nine markets of last year.

We are taking steps to counter the trend. We are offering a weekly special, one item at 25 percent off. And, we hope the reduced prices that took effect July 1 will spur sales a bit as well.

It isn't easy to figure out what's going on, but we have three ideas.

First, the weather may have hurt. We have had three sunny and six cloudy market days this year. But no rain. Last year at this time, we had had two sunny days, five cloudy and two rainy, so the weather actually was worse. But rain has threatened nearly every week this year

Our second thought is that the economy has scared people. Certainly, the ratio of less-expensive to more-expensive items that we are selling is shifting toward the less-expensive. Ground Turkey sales, for example, have held even while breast roast and breast cutlet sales have fallen.

And, people who might in 2007 have bought four or five items at market now buy one or two.

We also have fewer total customers. Customers whom we are used to seeing in our booth every week we now see once or twice a month.

Our third idea is that shopping at market is becoming more difficult. The Brunswick-Topsham Land Trust, which owns the farm, has added vendor spaces at the expense of parking. Several customers have told us they don't come to market so often because they sometimes have to park on the road and walk in to the farm, which is not so safe as parking inside the farm.

In addition to the other steps already listed we are looking at dropping one day a month of selling at market.

For next year, we are considering not beginning outdoor market until later in the season, to reduce fixed costs.

One thing The Turkey Farm can count on every year

is that we will
sell all the Turkeys
we have raised
for Thanksgiving and
that quite a number

of people will be disappointed because they didn't order in time.

You don't have to be among those who, to paraphrase the Marden's commercial, say, "I shoulda ordered it when I saw it in The Turkey Times."

We are taking orders now from regular customers for farm-fresh Turkeys for Thanksgiving and for Christmas. Since you have this copy of The Turkey Times, we know you are a regular.

Ordering for other people will begin in September.

We cannot yet set the price, but we expect it to be no higher than \$2.95 a pound, down from \$3.09 last year. See the article on page one about prices

We expect to have a plentiful supply of all sizes between 12 and 32 pounds..

Turkeys can be picked up at our farm- from 10 a.m. to 6 p.m., Sunday, Nov.

22, through Wednesday, Nov. 25. Christmas Turkeys will be available from 10 a.m. to 6 p.m. on Dec. 22 and 23.

At Brunswick, Thanksgiving pickup will be from 9 a.m. to 1 p.m. on Wednesday, Nov. 25, at the Crystal Spring Farm on the Pleasant Hill Road. Christmas pickup will be 9 to 10 a.m. on Dec. 23.

from 3:30 to 4:30 p.m. on Monday, Nov. 23, at Silver's Auto Parts on Main Street (Route 2). Christmas pickup will be at 9 a.m. on Dec. 22 at Silver's.

To order, fill out the form below and mail it to us, or e-mail us at turkey-farm@ghi.net or telephone us at 778-2889. We will send a confirmation by e-mail or by post if you don't have e-mail.

Holiday Order Form

194

„Please reserve for me the following Turkey(s):

THANKSGIVING	Number	Pounds	CHRISTMAS	Number	Pounds
Farm-fresh	_____	_____		_____	_____
Smoked	_____	_____		_____	_____
I will pick up at (Check one): _____ The Farm _____ Orono _____ Brunswick					
Name _____					
Address (postal) _____					
Town _____ Zip _____					
E-mail address _____					
Telephone No. _____					

New, lower prices for our packaged Turkey items

READY-TO-COOK ITEMS

BREAST CUTLETS – thin-sliced fillets of boneless, skinless turkey breast, ideal for saute and stirfry; \$7.50 lb.

GROUND TURKEY – dark and white meat, minimal skin, about 5 percent fat, holds consistency on grill; \$5.00 lb., family pack (1.5 lbs.); \$7.25

GROUND BREAST — skinless, boneless breast meat, about 0.5 percent fat; needs oil if cooked in skillet; \$7 lb.

BREAST ROAST — skin-on boneless breast halves sometimes called Turkey pot roast, easy to handle; \$5.95 lb.

SAUSAGE, MILD OR SPICY – both are made with the same cuts as our regular ground Turkey (thigh, drum, wing, trim, gizzards) and with sage, salt, pepper and thyme; spicy sausage is the same seasoning plus chili powder, allspice and cloves;

BREAKFAST LINKS – our mild or spicy sausages in natural-casing links; \$7.50 lb..

BLUEBERRY-MAPLE LINKS — combine Maine wild blueberries and Maine maple syrup with our own Turkey for a sweet, hearty breakfast treat; \$7.50 lb.

THIGHS – the best of the dark meat; bone-in, \$4.20 lb.; boneless, \$5.25 lb.

TENDERLOINS – the keel-side part of the breast; can be cut with a fork; \$7.50 lb.

STEAKS – inch-thick cuts of boneless, skinless breast great for grilling and broiling, marinate very well; \$7.50 lb.

Other items: We also pack **DRUM-STICKS** (\$1.50 lb.); **LIVERS** (\$1.75 lb.); **NECKS** (\$2 lb.); other cuts to special order.

CRANBERRY SAUSAGE — Maine cranberries, toasted chestnuts, spices, salt, pepper and a bit of sweetener make a sweet-tart taste ideal for breakfast, lunch or dinner; \$7.50 lb.

ITALIAN SAUSAGE — A sandwich sized (1¼ -inch by 8 inches long) link sausage spiced with fennel and crushed chili peppers. Its hotness is between mild and not, perhaps 6 on a scale of 1 to 10; \$7 lb.

GARLIC LOVERS' SAUSAGE — Can't get enough garlic? This sausage has plenty of the stuff, along several other spices and our own Turkey; \$7 lb.

TURKEY PIES

We pack five styles of Turkey Pie, each in a 16-ounce and a 36-ounce tin. All consist of cooked Turkey, gravy and top-only crust. The styles: all-white meat, white with potatoes and carrots, mixed dark and white meat, dark and white with potatoes and carrots and all dark meat. Pies are \$4.95 for the 16-oz. size and \$10.75 for the 36-oz. size.

PREPARED ITEMS

TURKEY SALAD – our own cooked Turkey minced with onions and celery and mixed with mayonnaise, lemon juice, salt and pepper. Packed in half pints at \$4, pints at \$7.75.

SMOKED TURKEY SALAD – our own smoked Turkey used in the same recipe as our regular Turkey salad. Packed in half pints at \$4.50 and pints at \$8.75

TURKEYAKI – We marinate breast strips in our own teriyaki sauce (soy sauce, olive oil, cider, vinegar, garlic and ginger) so they're ready for the skillet, wok or grill. It comes in three sizes: 8 oz. for \$5; 12 oz. for \$7.20; 16 oz. for \$9.40.

SMOKED KIELBASA – Turkey mixed with paprika, milk and spices and stuffed into a natural casing and smoked, \$7.95 lb.

SMOKED TURKEY BREAST – Sliced skinless breast of Turkey marinated in a brine of maple syrup, salt and lemon juice and smoked over native wood. \$5.75 half pound and \$10.75 a pound, whole roasts smoked at \$9.50 lb.

WHOLE TURKEYS – Free-range, no hormones or routine antibiotics, certified free of genetically engineered feed, no additives; always available frozen, available fresh at holiday and occasionally at other times \$2.95 lb. **HALF TURKEYS**, \$2.99/lb.

The Turkey Farm
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please forward