

# Klesick Family Farm

*Helping Busy People Eat Healthy*

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## Grass-fed Beef is on the Way

Over the next six weeks we will be preparing our farm to custom raise beef for our customers. Three years ago we made the choice to plant our pastures with a variety of grasses and legumes. We did this because we have been planning to raise natural, grass-fed and grass-finished beef for our customers and wanted the beef to have quality grasses to graze upon.

### Why are we offering grass-fed beef instead of grain-fed beef?

Beef consumption has been linked to illness in this century due to high-tech feeding methods which produce animals that have received growth hormones, antibiotics and contain more fat and saturated fat than traditionally raised animals. Grass-fed beef is healthier for the animals and for us. Cows are ruminants which mean they efficiently convert grass to milk or meat. Cows were created to eat grass which means that it's their ideal diet. When cattle are raised on pasture the ratios of Omega 6 fatty acids to Omega 3 fatty acids are exactly what they are supposed to be for healthy meat. Unfortunately, the typical grain-fed beef, sent to feed lots have an unhealthy balance of Omega 6 fatty acids to Omega 3 fatty acids which may contribute to heart disease and cholesterol issues. Cows do not properly process grains, creating a completely opposite ratio of fatty acids in the final consumable product. The American Heart Association gives their approval to eating grass-fed beef versus grain-fed. Research shows that beef raised on grass is high in conjugated linoleic acid (CLA) which is anti-carcinogenic, reduces body fat, anti-diabetic, and anti-atherosclerosis (heart-disease). Grass-fed beef is also shown to be extremely higher in vitamin E, vitamin A, and beta carotene.

If grass-fed is healthiest then why do farmers feed grain? Grain is easier to feed than pasturing animals and the animals gain weight more quickly. Weight equals \$\$\$ and you can crowd a lot of animals into a feed lot. Essentially, businesses have decided to treat animals like a manufacturing operation and not a farm. *The more animals per square foot the more \$\$\$ per square foot.* Never mind the health of the animals, never mind the pollution generated from all those animals, and never mind the health of the consumer.

We are offering natural grass-fed beef as an alternative to the deplorable practices and ethics that exist in animal farming today. The cattle that we will be raising for you will be out on fresh pasture daily and we will have the correct amount of animals per acre, *not per square foot.* In order to get this program started we will need your help. Take your time and read the form carefully to understand our relationship. We are custom raising these animals for you. Fill out the order form and send it back with your deposit. Return the form as soon as possible in order to help us with our planning.

**Klesick Family Farm**

24101 Miller Rd., Stanwood, WA 98292 360.629.5350 or 866.629.5350 [www.klesickfarm.com](http://www.klesickfarm.com)

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## All Natural Grass-fed Beef

If you are interested in providing yourself and your family with a healthy alternative to conventional feedlot beef, then our all natural grass-fed beef program is for you. Our cattle are free from growth hormones and antibiotics and are raised and finished on quality grass pasture and moved often to maintain healthy pastures and healthy cattle. Not only is this all natural beef good for you, but it has also scored high in a WSU taste test and received raving reports from our customers.

### Program Schedule

1. **March** – You reserve your share of beef by paying the initial deposit, due no later than March 28.
2. **April** – We purchase the beef and raise them on our farm or a neighboring farm.
3. **August 15** – The estimated final payment for your share is due.
4. **September/October** – After the beef is butchered you will receive a call from Del Fox Custom Meats (the butcher). They will talk with you about options for cutting and wrapping your beef.
5. **Three weeks later** – Your beef will be ready for you to pick up at Del Fox Custom Meats in Stanwood (we do not deliver the beef).

### How to Order

- **Decide how much you want** – The beef is sold by the share: ¼ beef, ½ beef, or 1 whole beef (¼ beef will just about fill two shelves of a large upright freezer). Please see Order Form for estimated costs for each share.
- **Cost breakdown** – You will pay the Klesick Family Farm \$2.70/lb. for the hanging weight. Hanging weight refers to the weight after slaughter, but before cutting and wrapping. All of your costs are based on the hanging weight. For example, if you buy a ¼ side of beef *the projected hanging weight* is approximately 137 lbs. Therefore, your animal will cost  $\$2.70 \times 137 \text{ lbs.} = \$369.90$ . The butcher will then charge you a separate butchering fee of \$12.50 per ¼ share, plus a cutting and wrapping fee of  $\$0.49/\text{lb.} \times 137 \text{ lbs.} = \$67.13$ , making an approximate total of \$79.63. Your net beef is **approximately 65%** of the hanging weight or  $65\% \times 137 \text{ lbs.} = 89 \text{ lbs.}$  of *actual* cut and wrapped beef.
  - a. **Butcher fee** – Del Fox Customer Meats will cut and wrap the meat to your specifications (i.e., hamburger, roast, steak). They will call you in the fall and assist you with different options. You will pay them a \$12.50 per ¼ share butchering fee, plus the \$0.49/lb. (based on the hanging weight) for cutting and wrapping. You will pay this to the butcher in the fall when picking up your meat.
  - b. **Average price per pound** – With all the costs considered, the final average price per pound of cut and wrapped beef will be between \$4.50 and \$5.50 per pound.
  - c. In the end, your estimated total cost will be  $\$369.90$  to us +  $\$67.13$  +  $\$12.50$  to the butcher =  $\$449.53$ , divided by 89 lbs. for a finished price of  $\$5.05/\text{lb.}$  This is a very competitive price for hormone/antibiotic-free ground beef and an exceptional price for the premium cuts.
- **Place your order** – You decide upon the share you want, fill out and sign the order form, and then either mail it with your deposit to us or leave both out for our delivery person on your normal delivery day. You can call our office to reserve your share, but we must also receive the signed order form.
- **Credit/debit card required** – This year we are requiring an active credit/debit card to be on file in order to reserve your share. If you have not paid your deposit by March 28 we will automatically charge your card for the deposit amount at that time. If you have not made the estimated final payment by August 15 we will automatically charge your card for the final payment at that time. Please call us to provide us with your current active credit/debit card.
- **Your Klesick Family Farm account record** – We will invoice your account for the initial deposit once we receive your order. We will not invoice your account for the estimated final payment until August 1. When the beef is butchered in the fall we will contact you to let you know the actual final hanging weight and cost, and whether you have a remaining balance or credit.
- **Cancelling your order** – Please understand that if you decide to cancel your order we will make every effort to find another buyer for your share. If we are able to find another buyer we will gladly refund your deposit.

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