

The Goodfellow Farms

A Successful Model for Farmer-Hotel Trade Linkages in the Caribbean

Produced by the IICA Hemispheric Programme on
Agrotourism and the IICA Office in The Bahamas



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FOREWORD

The promotion of sustainable linkages between agriculture and tourism is a central feature of the IICA Hemispheric Programme in Agrotourism. For the Caribbean, the development of productive and fully integrated linkages between the Agri-Food Sector and Tourism offers significant potential for repositioning and broad-based growth in the Agriculture value chain, and opportunities for channeling the region's diversity and building-in genuine competitiveness and sustainability in the Tourism product.

There are several success stories, and some Best Practices, of trade of fresh produce between farmers and hotels. Under the IICA Agrotourism Programme, we have begun to document these case studies so that our stakeholders could benefit from the lessons learned, and tried and true strategies for success, and take advantage of the excellent business opportunities to be explored.

The Goodfellows Farm in the Commonwealth of The Bahamas is one of the outstanding success stories and a Best Practice in agrotourism linkages in the Caribbean. This case study provides a detailed and scientific description of the day-today management of the business, in an informative and easy-to-read format. The book itself is also visually stunning with photographs of the farm, the produce, and delicious and nutritious meals prepared at the farm by the Goodfellows and their staff.

We know that you will enjoy this publication, and we hope that it will serve as the basis for you to make an investment decision to engage in agricultural production and provide a Taste of the Caribbean for the 40 million tourists who visit our shores every year.

Ena C. Harvey
IICA Hemispheric Specialist - Agrotourism

Author's Note:

Author's Note: As a writer and before I am placed on a particular assignment, I like to do a little research on my subject. I begin this booklet with a few notes on:

- the history of The Bahamas.
- a pointer of what the Bahamas government offers farmers in the way of incentive by law.
- Wikipedia and Bahamas Guide on agriculture in the Bahamas.
- a report done on farming in the Bahamas by the Inter-American Institute for Cooperation on Agriculture (IICA) Bahamas.

I follow this with the title of the booklet, then articles on the Goodfellow Farm:

- an article written by Judith Miller in The New York Times of Wednesday April 16, 1996, Section C. Page 3,
- an article taken from The Nassau Guardian. 2004

I have compiled contents in this manner so the readers can understand the entire picture of Goodfellow Farms. They will have a personal interaction with its owner, Mr. Ian Goodfellow and I end the report with some delicious recipes of the food I was privileged to taste at Goodfellows - one of the big reasons for their success.

This method of documentation ensures information with easy reading for all. Renewed hope for the sustainability of farming in our islands is the goal. This is not an in depth clinical report but a true story of success, one that indicates clearly what the land can do for you.



ST. PETER'S NATIVE B.A. TEST
CHURCH. EST. 1884

The Bahamas - a touch of history.

When Christopher Columbus and his entourage disembarked on the Bahamas, it was the first terra firma they had set foot upon since their journey had begun so many months before. The Lukku-Cairi, known today as the Lucayans, who like many of their people known as Amerindians, had made their way up from South America some 700 years before discovering this land, calling it Guanahani. Columbus ignoring this fact changed the name to Bahamar, meaning low seas describing these inhabitants as “so full of love and without greed...that I believe there is no better race.”

The Lucayans lived in small villages and survived on crops such as cassava, corn and sweet potato as well as the bounty of the seas and the occasional iguana or hutia (a rabbit-sized rodent). They grew cotton which they wove into mantles worn around their waist, hammocks in which they slept, and fishing nets from which they survived. It was a peaceful sustainable life, intermittently disturbed by raids from the fearsome and reputedly cannibalistic Carib tribes to the south. Once the Europeans took charge, this would all soon change. The indigenous peoples were wiped out as they became the work force of the Europeans. Eleutheran Adventurers from Bermuda arrived in 1648. Pirates, wreckers and smugglers took over. In 1717 The Bahamas became a British Crown colony and by 1729 the first House of Assembly was formed. Losing the islands to the Spanish for a bit, the Bahamas by the middle of the 1800s was taken over by American Loyalist after the Civil War. They brought their slaves, and Eleuthera became a centre for agriculture and ship building.

On July 10, 1973, the 700 islands south of Florida that make up the Bahamas became an independent nation. Farming continued on most of them until quite recently as it did in many other Caribbean islands but as has been proven...as tourism grew, and more urban jobs were created, farming suffered. Today, Bahamas' mainstay continues to be tourism.

For another history summary: <http://thebahamasguide.com/facts/history.htm>.



Bahamas law on agriculture.

The **Agricultural Manufactories Act of 1965** provides exemptions from customs duty on all machinery and material imported for the construction and improvement of agricultural factories.

Taken from Wikipedia – Agriculture in The Bahamas.

*“Agriculture **in the Bahamas** is carried out on small plots throughout most of the islands. Only about 1% of the land area is cultivated. The nature of the terrain limits the scope of farming, which is mainly a household industry. The main crops are vegetables: onions, okra, and tomatoes, the last two raised mainly for export. Inadequate production has necessitated the import of some 80% of the islands’ food supply. Among steps the government has taken to expand and improve agriculture is the reserving of 450,000 acres exclusively for farming, 20,000 acres of which were converted to fruit farming. Export-oriented orange, grapefruit, and cucumber production occurs on Abaco. Agricultural products in 2004 included 55,500 tons of sugar cane, 13,000 tons of grapefruit, 8,700 tons of lemons and limes, 5,000 tons of tomatoes, and 880 tons of sweet potatoes.”*

en.wikipedia.org/wiki/Agriculture_in_the_Bahamas.

Another report on the web states that “agricultural production in the Bahamas focuses on four main areas: crops, poultry, livestock, and dairy. Poultry, winter vegetables, and citrus fruits are the mainstay of the agricultural sector, which is concentrated in The Abacos. Exports consist mainly of grapefruits, limes, okra, papaya, pineapples, and avocado. These foods tend to grow quite well here (particularly the pineapples of Eleuthera which are fabulous!). Bananas, oranges, mangoes are also popular fruits.”

www.thebahamasguide.com/business/agriculture.htm



The state of Agriculture in the Bahamas from 2007 Annual Report by the Inter-American Institute for Cooperation on Agriculture (IICA) Bahamas.

“The performance of the tourism sector is an important determinant of the level and pace of economic activity in the Bahamas. The sector’s total impact on GDP in 2004 was estimated at 50% made up of a direct contributions of 22%, indirect contribution of 10% and an induced contribution of 18% (Source: Department of Statistics, National Accounts Report, June 2007)”.”in the case of agriculture, the potential of tourism to support growth, employment and the generation of foreign exchange has been largely untapped. The result has been that, in spite of the existence of 15,000 hotel rooms with occupancy rates averaging between 65% and 70% and fairly consistent growth of the hotel and restaurant sector over the years, linkages with the agriculture sector remain weak and both the country’s food import bill and hotel expenditure patterns reflect a very strong dependence on imports. (Source: Caribbean Hotel Association: Hotel spend Study, 2007). The agriculture sector has generally lagged behind the rest of the economy accounting for less than 2% of GDP and registering negative growth rates over the last 3 years while the economy grew at an average of 3% over the same period.”

“In 2007 there was change in government and consequently a new Minister of Agriculture and Marine Resources. there are new strides to bring agriculture into focus and catalyze interest in agriculture. It is projected that there will be growth in the agriculture sector in the coming years as the ministry takes bold moves to boost production. The Government has purchased 502 acres in Andros, the biggest Family Island in the country, for distribution to interested farmers. Increasing cost of food imports and rising food price index suggests that more investment might go into local production. To reverse the prolonged decline in the sector, consideration will also need to be given to develop adequate infrastructure to improve post-harvest handling, storage and capacity building.”



AGRICULTURAL PRODUCTS BEST-SUITED FOR MARKET PENETRATION POTENTIAL

The value of agricultural exports is Agriculture's main source of foreign exchange. The value of agricultural exports is Agriculture's main source of foreign exchange. The value of agricultural exports is Agriculture's main source of foreign exchange.

AGRI-SECTOR	VALUE (\$M)	PERCENTAGE
• Citrus	\$42,206 M	58.23%
• Poultry	\$12,795 M	17.16%
• Beef/ Pork	\$ 1,205 M	1.45%
• Dairy	\$ 0,038 M	0.05%
• Grains/Feed	\$ 9,711 M	13.48%
• Cereals	\$ 0,463 M	0.64%

The total number of products is 100 products. The total number of products is 100 products. The total number of products is 100 products.

▶ AGROTOURISM OPPORTUNITY

The Commonwealth of the Bahamas

Meeting Food and Entertainment needs of population (350,000) Plus 5 million tourists



Country Store

Welcome to

GOODFELLOW



FARMS



And now...for something completely different.

THE SUCCESS OF



Getting to know the Goodfellow Family

Goodfellow Farms is a commercially successful model which is scalable and therefore relevant to small farmers and larger farming enterprises.

Author's note:

Ian and Karin Goodfellow are aptly described in the excerpts from Karin's book – a small compendium of life and recipes written during their time in Eleuthera - one of the many islands that make up the Bahamas chain. Of note is that this couple took advantage immediately of all the bounty of the earth to produce products for sale. This would be their first sustainable adventure.

Their second sustainable adventure is the one we will be looking at closely beginning on Page 18.

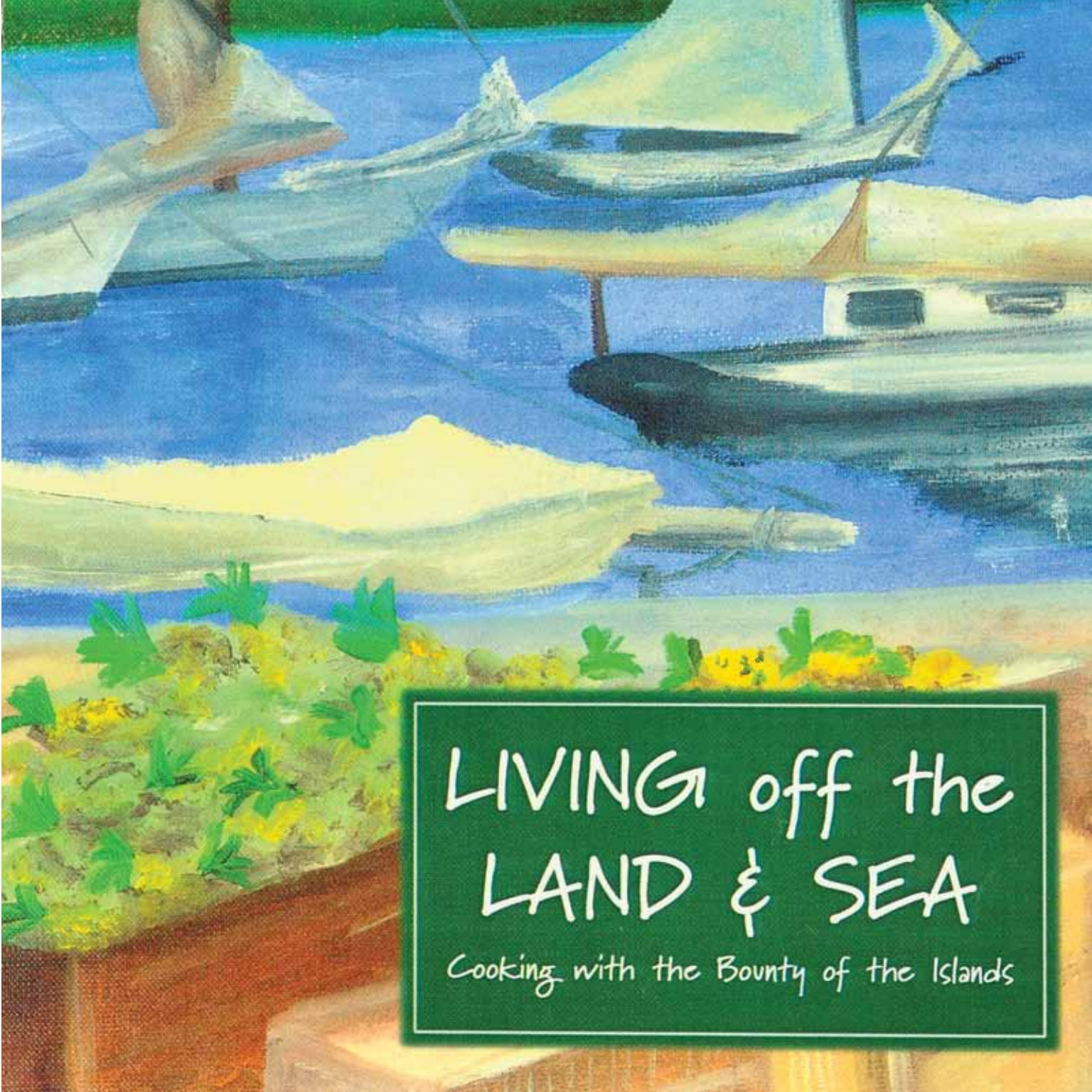
Taken from the book Living Off the Land and Sea – Cooking with the bounty of the Islands by Karin Goodfellow 1998, 2004 © 2005 Morris Press Cookbooks. Living Off the Land, and Sea, on an Island in the Bahamas by Judith Miller, The New York Times, Wednesday April 16, 1997. Section C. Page 3. Governor's Harbour, Eleuthera, The Bahamas.

Who hasn't dreamed of going to a tropical island and never coming back? Or of replacing supermarket special with fresh fruit and vegetables from your own garden and living off the sea and the land?

Ian and Karin Goodfellow did more than dream.

Five years ago, Mr. Goodfellow, then 33, was a commodities trader at the Royal Bank of Canada in Toronto, and Karin Webb, then 23, was an assistant director of admissions at Nazareth College in Rochester. Sharing a passion for sailing and each other, they were determined to escape their 9-to-whatever lives. So in 1993 they quit their jobs and sailed off on Mr. Goodfellow's 1929 wooden racing sloop, bound for Eleuthera, where his family had owned a house for more than 30 years.

Today, the fantasy has become reality. Using his savings to buy 15 acres of his father's land, Mr. Goodfellow built a house and tennis court for his new wife – they were married here in 1994 – and last November, they began putting the family vegetable garden into a small business.



LIVING off the LAND & SEA

Cooking with the Bounty of the Islands

The garden once grew vegetables mainly to feed Mr. Goodfellow's father rare tropical birds. During the growing season, between October and June, the five acre organic garden produces a dazzling variety: four different varieties of lettuce, green beans, squash, corn, tomatoes, onions, cucumbers, carrots, ginger, parsley and dozens of other herbs.

But the Goodfellows could have taught Robinson Crusoe a thing or two. When Mr. Goodfellow is not diving for pleasure, or for fish for dinner (hogfish is one of the couple's favourites), he is chopping and sawing wood for the backgammon boards that his wife sands, lacquers, stencils in shell patterns, and paints for friends and has also begun to sell.

From coconuts come hand painted ornaments. From driftwood found on their beach and along the island's many inland lakes, they make and sell time and tide clocks, customized and painted with scenes of local flora and fauna. Then there are Mrs. Goodfellow's necklaces and earrings, which blend shells and coral found on the island's pink sand beaches with pieces of coconut, soapstone, glass, ceramic and brass.

Mrs. Goodfellow's latest passion comes straight from the garden – relishes and preserves made of the berries and fruit from the family's trees. Among her favourites is the carambola, and indigenous fruit that looks like an elongated yellow star and is often called star fruit in American specialty groceries.

Last year, she began experimenting with carambola and other exotic fruit. Today, airtight jars line the shelves of an old wooden cupboard in her workshop: carambola and persimmon jellies, carambola-Surinam Jam, carambola relish, Grand Marnier marmalade, passion fruit honey preserves, tomato carambola chutney and zesty salsa – all of which she sells in three different sizes: four ounces (\$4), half pints (\$5) and pints (\$8).

Until the Goodfellows get work permits, all profits from the sale of their assorted food products and crafts are being donated to the Health Association of Central Eleuthera, where their labor helps support the island's ambulance fund. In trying to live off the land, Mr. Goodfellow is in some ways carrying on a family tradition. His father, Charles Goodfellow, was in the lumber business in



Montreal in the late 1950s when he decided to flee the cold and become a Bahamian resident. By 1981, Town & Country magazine described him as the island's "renowned orchid grower, bird collector and bon vivant.

But the island today is no longer the chic enclave it was then. It has lost most of its British influence, including the Windermere Island Club's tradition of tea and biscuits at 4 PM and cocktails at 6, followed by dining and dancing under the stars. So, the Goodfellows organized an informal tennis club at their farm. "We like the calm life," Mrs. Goodfellow said. "It's one of the main reasons we came here."

But calm is not idle: Ian Goodfellow rises at 6 AM to pick up the three Haitians who help him tend his garden and fruit trees; his wife is in her workshop by 8. A steady stream of people come to collect orders on market days, Monday and Thursday between 9 and 11 AM. In their spare time, the couple work on an addition to their house.

Mr. Goodfellow says he misses only a few things from North America – a good haircut, for instance. His wife misses the variety of shopping. But both say they have no regrets about their island adventure. "When I think of my friends on Wall Street who leave their offices after 7 PM and drive back in the pitch black to the suburbs in their leased BMWs to their heavily mortgaged homes, where they worry about how to pay for their kids' hefty private school tuition, I'm sure we've made the right move." Mr. Goodfellow said, "Choosing between that life and this one – it's not even close."





VISITING GOODFELLOW FARMS

The very first introduction one has to Goodfellow Farms is from the air. Flying into the airport at Nassau, a well-appointed farm with the name Goodfellows written across the roof of one of its buildings, is there for all to notice. Not only does this immediately peak interest but it is obvious that this blatant advertisement says that the owners know they have a good product, and are proud of it as well. At such a great height the most untidy of places can look perfect, so as they say in the Caribbean, the taste of the pudding is in the eating, and I would certainly be tasting Goodfellow Farms.

The farm

We left Nassau, the capital of New Providence Island which in turn is the capital of the island chain known simply as the Commonwealth of the Bahamas, heading towards Mount Pleasant Village in South West New Providence. With a left at Lyford Cay roundabout, just over a small hill we were able to see the entrance to the farm the road which was signposted.

Arriving at Goodfellow Farms, the very first impression one gets is just as in the air, so on the ground. Already, and we have not even left the car, the inkling that this is one well-appointed farm is apparent. Truth be known, it is almost impossible not to believe that we are still in the Bahamas and not on the mainland of the US.

Leaving the car behind and what appears to be a home at the back of a corral housing a couple of horses, one enters through the gates of the actual farm. There to greet us is Mr. Ian Goodfellow himself. Immediately one is taken aback by his clean appearance, his Goodfellow Farm polo neck shirt, his hat with the same logo neatly perched on his head, his face etched with a huge smile of welcome.

I would now be spending time here trying to understand what I had heard about Goodfellows, for this farm is a tale of success, a model farm as such. So many stories abound in the Caribbean about farming not being a viable proposition that IICA Barbados in conjunction with IICA Bahamas sent



me here to understand, as a layman, the intricate workings of this particular farm and to hopefully report in story-telling form what impressions/interactions I had here. I was already enamoured, already dreaming that I too one day could own such a property.

As I walked the land with Mr. Goodfellow between rows and rows of green, I recognized immediately that this project would be no ordinary fact finding one. There was so much to this man, and to this whole farm that it would require video taping most of what happens here, documenting the knowledge that Mr. Goodfellow himself kindly wants to impart to help others who wish to follow a similar path as well as giving an insight into how it all comes together. So I ask you the reader to come with me on this roller coaster ride of delight, remembering all the while that if you have ever considered farming, perhaps these pages will help you to understand that it is indeed a most viable proposition and a most rewarding one as well.

The Goodfellows.

We have already been introduced to the Goodfellows through the eyes of Judith Miller writing for the New York Times. I can only add that her insight into this family hit the nail on the spot. Creative and hard-working - two extremely great qualities. Add to this love of land and clean food, and you have in essence the success drive behind the couple.

As we have read, Ian's father, Charles, would begin farming on Eleuthera with the help of the locals. He learned a tremendous lot in his endeavours, and passed this knowledge on to Ian once he and his wife had settled on their 15-acre lot. "This was invaluable information for me," says Ian. "These old methods of farming helped me to use new methods but always being forever mindful of the old. Both must work hand in hand. I never really began to experience farming, learning what I know today, until the decision was made to become a farmer. Farming is about passion and learning as you go along. My father and my Uncle Edward, also a farmer, taught me a lot, but there was and still is room to learn more and more."

With their Bahamian status organized, a successful farm under their care, a book *Living Off The Land & Sea – Cooking with the Bounty of the Islands* that pretty much described their lives, two



sons coming of age and requiring schooling, Ian Goodfellow did some research and with his wife Karin made the decision to come to Nassau and begin a new life as described in the following article in The Nassau Guardian, 2004.

Taken from The Nassau Guardian - Posted: Tuesday February 10, 2004.

www.thenassauguardian.com/social.../282468153725076.php

“Orjan Lindroth, the successful local community developer has partnered with agriculturist Ian Goodfellow and the New Providence Development Company (NPDCO) to create a 60-acre farm on farmland once owned by E.P.Taylor, the early New Providence developer and founder of Lyford Cay.

Under the experienced management of Ian Goodfellow, five acres of a planned 60-acre agricultural centre at Mount Pleasant are now producing a wide variety of pesticide-free salad greens, lettuces, swiss chards, spinach, arugula, herbs and vegetables such as eggplants, cucumbers, snow peas and sugar snaps. The relatively small but efficient operation is the only one of its kind in the country. It specializes in growing high-end greens and uses hydroponics and soil-based farming methods together with natural fertilizers and bug repellents to grow the crops. A variety of innovative seedling pairings at planting result in crops of ready-mixed salad. One 11-seed mix has been named the 'millionaire's m-ix,' due to the demand from the higher-end restaurant market.

The farm opened for business in September 2003 after 8 months of ground and crop preparation. Today, it services 17 restaurants in and around Nassau and the customer base is growing. By concentrating their efforts on producing fragile salad greens that do not travel well for import purposes, Goodfellow Farms has captured within a short space of time a lucrative market, hungry for fresh salad greens reliably delivered daily.

The salad greens which consist of four different varieties of lettuce, plus arugula and spinach also include a juicy, soft-seed cucumber. Crops are cut to order from the fields each morning before 10:00 a.m. for same day delivery. They are washed and spun on site, kept chilled in cold rooms and packed into translucent cases for delivery to such customers as The Old Fort Bay Club, Lyford



Cay, The Ocean Club, Atlantis, the Gourmet Market, Villaggio and Graycliff. Deliveries are made twice a week to Harbour Island to The Landing, Rock House, Sip Sip, Ocean View, Romora Bay Club and Dunmore Deli.

Micro-greens especially are in great demand. These mini shoots of succulent high vitamin goodness take particular and experienced handling and Goodfellow is the only place you can get them fresh off the farm.

Chefs from the Ocean Club Dune Restaurant and Atlantis Five Twins have a standing order for all they can get. Tomato production too continues to increase to meet a demand fed by a realization that these are the best-tasting, best-looking tomatoes grown in The Bahamas. Ian Goodfellow predicts a crop size of 50,000 pounds this year which will barely meet demand.

The quick and successful start gives credence to the expansion plans already underway through further ground preparation and additional man-power. The plans call for food production on 60 acres over an 8-year period. The talk is of tomatoes, strawberries, bananas, papaya, vegetables and expanded greens acreage. But first on the agenda is the transformation of the pristine but utilitarian looking farm into a country garden with the addition of flowers and trees. Goodfellow Farms will be a place for families to visit and enjoy and to shop for farm fresh produce.

The shop at the Farms sells home-made jellies, jams, syrups, marmalades, conserves, relishes and herb-infused vinaigrettes and dressings. About a thousand gallons a year are made by Ian's wife, Karin, and her culinary assistants on Eleuthera. The most popular jam is Guava and the most favoured marmalade is from Eleuthera pineapple and large grapefruits called Pommelo. Other top sellers include hot pepper jellies and an English-recipe Mango Chutney infused with Ginger.

Ian Goodfellow is quick to point out that the Goodfellow System of farming is simple and easily implemented by those with an interest in agriculture as a living. He is actively seeking youngsters to train through an agricultural apprenticeship scheme that he helped implement at the College of The Bahamas as a part of their existing agricultural programme headed by Dr Linda Davis.



Other farms have also been invited to join the programme so that trainees can work in different growing environments.

Ian and Karin Goodfellow previously farmed successfully on Eleuthera on a farm inherited from Ian's father. They moved to Nassau when an offer from Orjan Lindroth piqued Ian's interest and a tour of the land wetted his appetite.

His introductory tour of inspection revealed an Aladdin's cave of farmland goodies - a tract of previously cultivated land albeit hidden by undergrowth, a good water table and an abundance of rich soil compliments of the NPD soil production plant. It was a seductive combination and less than a year later, Orjan Lindroth, NPDCO and Ian and Karin Goodfellow had joined forces and Goodfellow Farms was open for business. They tried and tested, well engineered Goodfellow System of growing produce and delivering high-end, fresh products and a reliable service, had taken root in New Providence."

Note: *Orjan Lindroth and Mr. Ian Goodfellow had partnered to create a 60 acre farm. Today, the Goodfellows own 40 acres outright.*





Key Elements that make Goodfellow Farms a successful model.

Having made notes of the key elements that I noticed during my tour of the farm, I had Mr. Goodfellow comment on each one in his own words.

- **Goodfellow Farms is made up of 6 acres of cultivated area with 5 more acres adjacent to current fields being prepared for cultivation.**

Mr. Goodfellow: *We own forty acres outright now. But as we expand we will begin to utilize the rest. We continue to build on our farm, meaning to make use of the acreage as we expand. Right now the soil from the land that is not being used for cultivation goes into our compost mix, as we constantly renew the natural elements of the soil on the area we do have planted. But right now we do have 6 acres cultivated and 5 acres being prepared for cultivation.*

- **The Goodfellows enjoy their way of life and are successful farmers because they have a passion for farming. Ian believes that children of farmers must be encouraged to farm and carry on the name of the farm, improving it with new technology as these appear.**

Mr. Goodfellow: *First we must understand that farmers have to be looked upon as people who are providing an important resource. The organization known as Farmland America organization has a simple saying: "No farms. No food". And this is very, very important. We are losing two to three acres of farm land every minute in America through urbanism, and this is also happening all over the world. Even in Europe, although Europeans have shown a great deal more of respect to farming.*

But the respect twist is a very important point that I really, really want to strike home. Particularly in the Caribbean where it appears that farmers are treated with very little real respect. It is all about how people recognize us, our children. I have two boys, if I ask them what they would like to be one day; they will probably say they want to be a farmer or a fireman. At their tender age, they are already showing



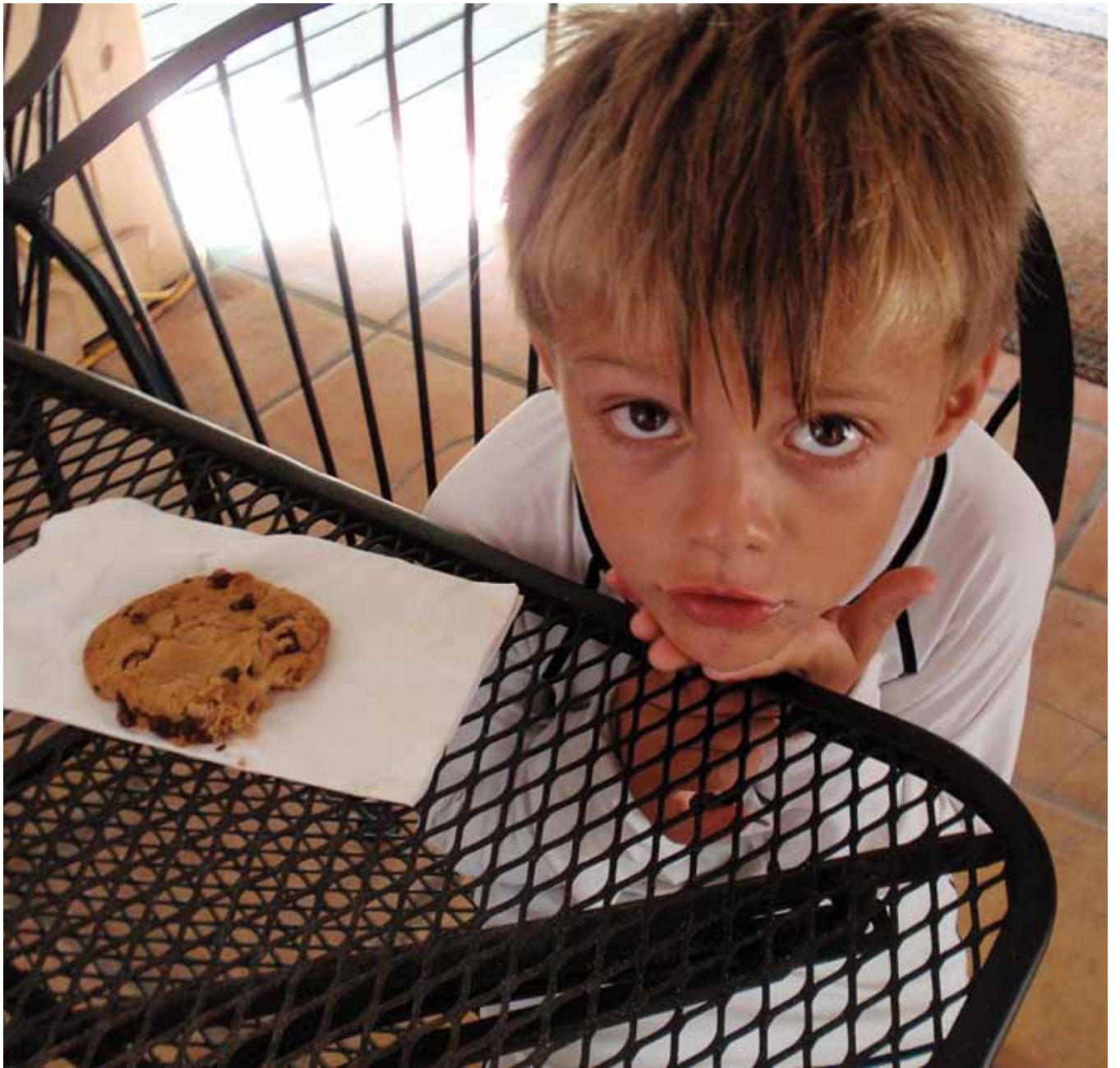
a certain amount of respect for farming. This is important. If you show respect for yourself as a farmer, your children will also follow. They will realize that this good life they are leading is because their father is a farmer.

I find it sad that if you get into a taxi cab here in Nassau, and you ask the driver where he comes from, he will say he is a Nassuvian, he is from Nassau. But when you ask further as to where his grandparents came from, he might answer Long Island or Eleuthera. So your father was a farmer you might follow, and then you hear: "Oh yeah my father fished and he farmed. He did it for fifty years but he passed. My mother is still there, we still have big farm land but we don't farm anymore." And then you ask why do you not farm anymore, or your children... why do they not farm anymore, and you will always get the same answer: Oh no! Oh no! no..no. I sent my kids to school in America, they have big degrees." So are they working you might ask and the answer is also usually along these lines... they are all unemployed ...they are looking for jobs.

That is the result of leaving your farm, of not having respect for farming. And this is why farming today is a lucrative business once you do it well. You do not need a huge degree, just knowledge of the land, direction as to what you want to do, and as long as you work with it, be at ease with it, you will have far more better returns than being unemployed and on the street. At the least you will have food for yourself and your children.

Lots of people think that sustainability is just about continuing to grow from a particular plot for the next 20 years, organically feeding it, treating the soil with praise and godliness and so on. All of that is really important and has sustainability. But the most important sustainability that we do not talk about is that all those farmers doing this can make a living, put their kids through college, if that is what they want to do, or get them at least through high school, have decent clothes on their back, drive a vehicle that is useful, not saying that one has to drive an Escalade or one has to drive an old pick up truck but something that is usable. Most importantly is having a good roof over one's head and not live in a shack and eat peas and rice everyday, but have a life.

So, if you are proud to be a farmer, enjoy being a farmer and do it right, people will show you respect for being farmer, something that has been so missing in the Caribbean because so few want to go back to the



land. I went back by luck. My grandfather had a similar farm in 1935, and my father had a farm for four years. Now I have had a farm for about seventeen years in total and what I learned from my grandfather, my Uncle Edward, and my father cannot be measured. I have accumulated that knowledge and now, have tried to produce a system that works in this environment.

My wife and I worked in the fields the beginning. Between the two of us and perhaps another two/three men we built a business by working hard. With the produce that we have managed to grow, we have a sustainable lifestyle, we have built a house. We own the acreage that we live and plant on, we own a store, we supply food to faithful customers, our kids are in school and we continue to enjoy what we do. How can you not when you have made a clean environment for yourself in which to work and bring up children, an environment that is a business that they can now continue and perhaps even take further. We are respected for what we do because we do it well. This is sustainability.

- **The Goodfellow family lives on the farm, breathe the farm and will not provide anything on the farm that would harm their children, therefore, ensuring a good environment for all.**

Mr. Goodfellow: *The Bahamian government gives out crown land for farming but they do not really want the farmer to live on it. And then what happens is - you have wonderful crop of watermelons for instance and it gets stolen overnight. If you are a farmer, then you have to live on the farm – that is the part of sustainability. I live on my farm. If there is a problem with the water system, I know it immediately because the same water that comes out of my taps is the same water that I use for the irrigation. So whatever way you look at it, in order to have hands on with your farm, you have to live on it. It is very important. It is important for sustainability.*

- **Mr. Goodfellow found a niche in micro-greens - arugula, baby bok choy, spinach, and a few specific culinary herbs. He has developed his farm based on this niche without diversifying into various other areas. A few fruit trees are grown mostly for the restaurant aspect of the farm and for the family's consumption.**



Mr. Goodfellow: *The first rule about having a farm is to look at the niche. Look to see what is required that perhaps no one else is doing, or perhaps that if they are doing it, they are not able to supply the demand. It makes no sense to see ten tomato farmers and decide this is what you will do too if those farmers are having a hard time getting rid of all their produce. So number one is making sure you have a demand for what you are growing, but even more important is not to grow what your soil will not grow well. So you also have to take your soil into consideration, and your weather too. For instance, there might be a demand for brussel sprouts. Now these grow great in New Hampshire in the US in November, or Cauliflower, but this also does not grow well in the heat of December in the Bahamas. Even though we do occasionally see here some sixty or seventy degree weather, we just do not see enough of this that would give us those chilly temperatures that make these kinds of crops taste good. Now there are some nice baby lettuces out there that are worth risking on and when the temperature and the humidity change in about October, that subtle change that happens overnight and all of a sudden you wake up one day and it is dry and you can breathe again, and the humidity is gone, and you can work all day and not sweat... that is when you plant the baby lettuce.*

So you have to know your real possibilities of growing, what is suited to your weather and soil, as well as your demand. These are important factors. Research fully and you can be successful.

- **The farm is kept in perfect order and it is maintained as a clean and integrated unit with the appropriate systems with which all staff must comply. This includes HACCP certification and training for the staff to ensure that every worker on the farm is a certified food handler.**

Mr. Goodfellow: *My staff are important - important to me, important to my farm. How I treat my staff overflows into how much I love my farm and the produce that comes from it. Everybody who works here - and I mean everybody - must go through the government's mandatory food preparation course. Theoretically only the people in the kitchen who touch the food are by law supposed to do this, but these guys out in the fields are touching the food, they are cutting the lettuces, washing and spinning same. It is my duty to make sure that all the people who work for me are healthy and clean. They have to understand from the simplest of things - that after using the washroom all hands must be washed. We provide the bacterial soaps in the washroom so they can not only wash their hands all the time but what*



they are washing their hands with has the ability to kill bacteria. The last thing I want is someone to come back to me, to my farm, and say that some bacteria in my produce is what made people sick out there or might be where the sickness came from. I want to be sure that they cannot say this. I want to be sure that I can prove this is not the case should such a case scenario come up. It is not good for business. So it is better to be safe, than sorry.

- **Every member of staff has a specific position and function on the farm which must be kept intact for the order necessary on such a farm to work. One person is in charge of ensuring that the farm produce once it reaches her hands leaves the farm with the quality and packaging in perfect order. For the restaurant staff one culinary expert in charge of quality, recipes, food output and one Manager for the store.**

Mr. Goodfellow: *If you have a pyramid situation happening amongst the staff, then it is easier to pluck out the 'not-so-good' influences without knocking or breaking down the whole system. That means that there is someone responsible for each section of the business, and that person is accountable if anything goes wrong, because if something does go seriously wrong, it could mean that person in charge is not paying full attention. So, in the farm itself amongst the workers, there is one person who is the supervisor of all. He works hand in hand with them but he is in charge of decisions that will ensure the men work well. Then he comes to me if it is something he feels he cannot handle. The same happens in the farm's in-house store. There is always one person whose duty is to ensure that everything is working together. The kitchen staff has the head of the kitchen; the store itself has a Manager. And so on. This is an order that must be kept for a good functioning business. Again, we treat all our staff fairly. We work as a family. Everyone has to have a sense of duty towards the farm; they must treat the business as if it were their own. This calls for mutual respect, loyalty and honesty. Very important.*

- **General supervision is provided by Karin Goodfellow with Ian Goodfellow at the helm. Karin is the accountant and oversees every aspect of the store and restaurant. Ian is in charge of everything else and keeps a tight eye on the functioning of the store as well. Karin**



ensures, according to him, that “no one must step out of line, or the order will be broken, and this is not on my agenda.”

Mr. Goodfellow: *Karin is in charge, among other things, of the one of the many most important aspects of the whole business – the accounting. That means the money. To run a successful business you must have your figures in order. It is all about supply and demand, demand and supply but these commodities have to be paid for. So if I ship out goods, and give you a certain amount of days credit, or none at all, you need to pay me when I produce my invoice. If you do not pay me on time you will get no product. Do not call me and tell me or my wife that your check is in the mail... I have heard every story on that score already. Ensure your people pay you on time or find another customer. My wife runs the books and if she says you are cut off you are cut off. The largest of all our customers here in Bahamas has seven days in which to pay us. That is the deal. If they do not pay me in seven days, they will not be getting more product because that is the deal. I do not want to be a customer's bank, I do not want to be their bankroll. I see restaurants trying for sixty days credit. If they need sixty days to pay you they have a cash flow problem and you do not want to do business with them. They will close their doors at some point and you will get stuck. As a farmer you are not a bank. You are not here to finance your customers; so do not allow them to screw you as a farmer. Sixty days for a farmer is not an acceptable business deal.*

Now in order to command this respect, you must have an excellent product that they know they can trust and know they must have. Once you have this, then you want to do business with companies that are going to pay you on time with honour because you gave them an excellent product when they wanted it. They have sold this product the day after they got it, so they need to pay up. It may have even been served the same day, and they have been paid for it, so why should you bankroll them for the next 58 days when they already got paid for it.

So the pay on time is an important basis to work with. I have seen government, even hotels and restaurants for instance, buy tomatoes and guys wait three/six months for their money. This is an unacceptable way of doing business. There are a lot of good customers so it is not worth dealing with the ones that do not pay because you will be standing with a bad cheque and there are your profits. You will also be wasting time chasing after that guy and he is probably driving an Escalade! So take it



from me, avoid bad cheques by only dealing with customers who pay you right on time. Cash on delivery, maximum credit seven days. Done deal.

- **Staff is treated with respect, the owner/staff relationship is kept at a level that works for both parties, housing is provided for those farm workers brought in from other islands. Medical and other facilities are available to all workers, i.e. workers are treated like family.**

Mr. Goodfellow: *This is so important for us and any farmer who employs people. I touch on this subject almost daily. But one cannot talk about this enough. If you respect yourself as a farmer, you will respect your staff. If your staff is respected and they still do not work, then they are not good staff. Respect does not mean they are allowed to do what they want. There are rules. But respect comes in the important things. If my staff come from another islands, or have no where to live, I have housing provided for them. Medical facilities are available to all. It is important that I keep my staff healthy. It is important that their diet is healthy so that they can work well. We treat staff like family and we expect staff to treat us the same way. If a member of staff does not understand this, then they have to leave our farm. There is no other way.*

- **The farm itself is tidy, with the growing areas kept clean and devoid of weeds, passages between the beds are laid with black plastic so that dirt and mud do not impede access to the beds while at the same time keeping the seeds down.**

Mr. Goodfellow: *Whether one's farm is planned out to perfection or not, tidiness is essential. If you look around my farm everything has its place. Every little tool, every little seed, everything. My food grows in a clean environment. I use environmentally friendly plastic to cover the walkways - this prevents weeds, saves time with weeding and we do not have to cut corners either by putting harmful chemicals down to stop same. As these plastic sheetings get untidy, we remove them and put new ones down. The expenditure is worth it.*



When customers come to the farm and see a clean farm, they already have the feeling that you are providing clean food. Remove junk and old machinery that no longer has any use at all immediately. Send it to the proper dump or recycling company. It makes no sense to keep it lingering on your property making your place look untidy and encouraging vermin.

Cleanliness is next to Godliness and this does not just go for you, your staff and their personal hygiene, it also goes for the land that makes up the farm. The cleaner the farm, the more production you get, and the more business you will have.

- **The entire farm is planned out to perfection with a composting area at the far end to avoid odours and contamination. Compost is mixed (no meats/eggs in compost) with earth from an area of the farm kept specifically for this purpose and prepared regularly in order to ensure that rodents and insects and other vermin are kept to an absolute minimum.**

Mr. Goodfellow: *The first thing we did was plan out our farm. We built our house over to the left of the farm, placing the corral and stables for the horses close by. Our in-store is the first thing you walk into on the right side of the road where parking is available. This is our main entrance to the farm for shoppers or visitors. We also have an entrance for the tractors, the van and staff over to one side and staff quarters are placed there also for easy access to the road, our house and of course the farm itself.*

The store has an open kitchen so all can see the food being prepared. The display of all our goods is kept neat, tidy and clean. The food we offer is displayed under strict health standards - our menu of the day clearly written for orders. The cash register is strategically placed for easy payment and if you are dining and already have your food (we do offer table service as well), you can easily walk out to sit. If you are just purchasing goods, there is also easy access through a door that leads to the exit without having to drag bags through the store bumping in to other people. We have ensured the maximum use of a small space. The office and the packing and cold room are to the back of the store, easy access being the key. This area also has an entrance and exit to the farm so produce and staff can move freely.



We have 'indoor' seating close to the store/kitchen but also have the more popular outdoor covered seating not far away, as well as outdoor seating with umbrellas, all placed in a strategic manner overlooking the whole farm. Having a view of the farm makes people feel warm. Makes them know we have nothing to hide with our food. The farm is clean and attractive to the eye, so the food will be the same. On weekends we put up a water shoot for the children and we also have a little enclosed green area for rabbits and guinea pigs. The kids love this and they are kept occupied. Way in the background of the actual farm, we have our composting area.

We try and put as much compost which we make away from the farm store, away from the staff housing and of course away from our house. We place all composting material in two and half yard sectioned boxes. We use a lot of horse manure because we have two horses, this works as a good base and we level it off in layers - greens, soil, greens, soil, horse manure and so on. It all compresses down and in six months it is turned, and in another three months it is used. One can do this process in six months but we like to leave it a little longer so that you can breakdown any plant life like the arms of tomatoes, for instance, that take a little longer.

We have a small tractor that turns these composting heaps. We have an enormous pile of soil close by for the turning and we have a thousand yards of soil over to one side that has been there for awhile and is all pure healthy soil. We use the tractor to pick up soil, mix it with compost in a separate pile to the compost, from there, and then we leave that for another three months before it is good to go. We are constantly rejuvenating our soil. Healthy soil, healthy plants. At any time you can look at our compost heaps and see some of the greens in there, banana plants, hay from the horses, some of their manure, we have mushrooms growing, so you can see there is a healthy system going on of enzymes breaking everything down. We do not add any meat products, no kitchen meat products, no eggs, only greens... I do not want to have a lot of rats. So if you keep your compost vegetarian as such, rodents are not so keen on that!

- **The water system is well-organized and measured so that there is no wastage.**

Quality of water is a very important thing for a good farm. We sent water samples to be tested from the water fields that this farm is set on. I do not want polluted water on my farm in any way. I advise most



farmers to get their water tested, that way you understand everything that is being used to grow your food. Anyone can have a backyard farm, even right in the middle of the city. But the quality of the water is very important. If you grow a garden in the city and use city water, there will be a lot of chlorine in there. To me, if you feed your plants with this water, your plants cannot be that healthy for me. They are filled with chlorine. So you want to ensure that your water is safe. If the level of chlorine is high, then filters will have to be used. A little extra expenditure to ensure good healthy clean plants is worth every penny.

To transport our water we use a central pipe system attached by emitters to tapes that run along the beds and we have them dripping on high. We have them on high because we have found that when you drip on low the sediment clogs up your lines far too often. We water the roots most importantly. It is labour intensive to have hoses, hand watering all the time, and you do not always get the most out of the water that way anyhow. Tape is not expensive, and it allows you not to waste this precious commodity.

Obviously a farmer must ensure that he has a good water supply before deciding that he is going into farming. Where water is scarce, all the proper installations, such as water 'catchments', are necessary.

- **Above ground beds are designed and constructed to a perfect measurement that allows staff to work them easily.**

Mr. Goodfellow: All of our beds are made so that there is easy access to them with walkways in between. The above ground beds are designed specifically for this. It would be difficult for a man to handle say an above-ground bed that was six feet in width and length. So we found that four feet gave the perfect room for a man to be able to stretch across and either plant or crop the micro-greens. We get maximum crop as well because everything to do with the bed allows staff to work them easily, so they reciprocate by giving us back a nice even healthy crop. Although we have a few beds that are two by two feet, when put together they are in unison with the rest.

- **Overhead hanging nets provide harsh and rainfall cover, and in times of severe weather the overhangs are let down to completely cover these areas.**



Mr. Goodfellow: *Micro-greens are a little more susceptible to heavy rainfall and high winds, so we cover them and ensure that we have overhangs for them. The overhangs are really only used in severe weather conditions and it saves a lot of money in destruction, even if they get weathered and we have to change them, the crop is more important than the expense of these. They are sensible things to have and on this farm I have learned that sensible is the right way to go.*

- **Tools, one tractor, two trucks/vans are always kept in perfect order and staff must report any breakages immediately so that there is no reason for idleness or down time. Each tool, can, hose, bag of seeds, fertilizers etc. has its exact place and this order keeps the farm working at all times.**

Mr. Goodfellow: *My farm must have all its tools in order, from the cars used in transport, to the tractor in the fields and all the tools required in between. I try to keep my tools simple. In the Caribbean there is a problem as I have discovered with people really understanding tools. The more complicated the tool, the more disaster. So I keep all the tools used on the farm as simple as possible. I also ensure that my staff are trained to use all, including the tractor and vans. I instill the importance of care and most importantly I want any breakages of anything to be reported to me immediately. I will not tolerate tools being left on the farm here and there. There is a place for everything. And this includes the seeds we import, all the fertilizers, pesticides etc. Everything in its place. At the end of the day everything must be put away where it is supposed to be. If you keep this order, you will not have problems and time is saved. Time on a farm means money.*

- **Field greens are kept short and once cut, are inspected in the field carefully before sending to store for packaging.**

Mr. Goodfellow: *Keep all your field greens short. Otherwise you will not be able to avoid spraying. This is very important. We have a separate area for field inspection. In this are the men hand sort all the greens, looking specifically for worms. If one does happen to hide itself so well that it by-passes these guys and then by-passes the staff in the packing room, and the customer finds it and complains, then I tell them they are lucky I did not charge extra for that. All joking aside, when a restaurant has a customer that finds*



one worm in their salad, you can bet they have to comp. the entire table! So you do not want that cost coming back at ya. So it is best to take the time to be very very careful. We are also looking for bad leaves as this can also be a real no-no to a customer. We use fresh water to wash while we are sorting. The men sort about 100 lbs a day, it does not really take as long as it looks.

We cut the greens in the early morning and they then go for the cleaning. We use large garbage cans and monster buckets that are available in all the catalogues. Once the greens have been washed carefully, we then use Dynamic Salad Dryers (5 gallon from Superior Products, Food Service Equipment & Supply) made in France, these are commercial spinners, quite expensive. But it is important to ensure that your greens are dry after the wash and not harmed in any way. This machine spins, sends the water through the drain hole at the bottom. We do not use the motorized spinner as they break quite easily, so we just do this manually and it is far more effective cost-wise. We then place the greens in a dry box, once more it is gone through for any left-over little problems from the first round of searching, and removed to the cold room. The third checking happens in the cold room with my lady Yolande. All of this is tedious and time consuming but it is the only way to do it. We have to ensure that our greens are squeekie clean.



Goodfall on Farms



Now we have a large ice box, we sometimes use this if we have to do a quick afternoon cut. We fill it with about 10 to 15 lbs of ice with water and we will use that as our collecting tank. If we are cutting micro greens in the hot sun (sometimes we will get a special order and someone needs to get the order right away, like if they got a bad lot of greens from somewhere else and their restaurant needs to be open - we never say no to these customers and we might have to ship immediately) so packing the greens on ice is important. This brings down the temperature as at this point they will not be able to go into the cold room...it makes a big difference to how those greens are served that night. We get these requests in the winter quite a bit especially when the cruise ships come in or someone flies into town and they are doing a dinner party for 250 of their closest friends and we get the urgent phone call that they want micro greens for this special event.

So we ensure that our greens are always kept cool. This gives us a nice looking product, nice and sturdy, not mushy or wilted. We can cut at 11 a.m. – that is high sun here – and still have lovely fresh looking greens. If we can do this so simply, then it can work for anyone anywhere.

- **All field greens are carefully inspected in-store, packaged in high-quality packaging with Goodfellow Farms name prominent.**

Mr. Goodfellow: Once the greens are brought in from the washing & drying area, placed into the cold room, we then have our Chief Inspector look over them all over again before packaging for sale according to the order whether it is for customers or for our in-house store and restaurant. Now for our packaging.

When you are paying good money for greens and micro-greens you want to make sure that they look good when they arrive at their destination. If you use plastic bags, and it gets packed under cheese for instance, you will get compression no matter how small and your greens will get squashed-looking. We package all our greens in the same size bag. We aerate them before placing the herbs or greens in. Remember if you want to sell a package of say basil for US\$6, and this we do right here in our store, you need to have beautiful packing that protects the basil. The price of the commodity is relative to where you are, of course, but there is no price on packaging. It must always be well done. This gives your farm respect. We do not sell to supermarkets except for our own store, so our labels do not have to be small



supermarket labels. We have all different kinds of labels and anything that is shipped out of here must have our label on it. If we are putting the greens in cardboard boxes, every box has to be taped with Goodfellow Farm tape. I will not print my own boxes with Goodfellow, it is far more inexpensive to buy standard cardboard boxes, and use the tape with our name on it to seal the boxes. The tape is put on the box in such a way that even a handle is made out of it. So when you have say fifty boxes going out to a restaurant or even to yacht, and the greens are being moved say from an airplane to their destination, the boxes are all advertisements for you. The name Goodfellow Farm can be seen on every box. Do you know the kind of advertising we get from this Goodfellow tape all over the boxes? Imagine two pallet trays with fifty boxes on board, going down the dock to say Atlantis Hotel. Man, people stop and say hey! Goodfellow Farms, we love you guys...or they might ask for a card...or another might just be a potential customer who seeing the way we package wants to get to know more about us. This is so important. Packaging says it all. This is the simplest way to transport our greens and it gives us so much in return. The containers we use for packing hold about two pounds of greens, stacked by two we place them into 16 x 10 x 12 boxes and these are then taped up.

When we ship to say the Exumas, or to yachts, the packaging stands out and this is our 'free' advertising. When the product arrives, the Chef or person who ordered wants to be able to examine the greens from all sides. Our clear poly containers allow this. In a plastic bag one has to open same to inspect, so we prefer the containers. Now if the customer wants four pounds of greens, we can place this in a poly bag and then put it straight into the box. Sometimes if we have a big commercial customer and he is ordering 4, 8, 16 lbs. we place the greens in a special food grade plastic, it is inexpensive and keeps the greens fresh.

Most of the restaurants want the greens in two-pound boxes. We pack also in one pound containers for our retail customers and our restaurant customers. We also pack mixed greens this way which is what a lot of people like, a little bit of this green and a little bit of that. Again the containers ensure the customer can see the product. Packaging is all. Packing is important. If you go to a customer with bad packing you will not keep your sales for very long.

In the Bahamas because we are a agricultural manufacturer we get duty free concessions for stuff like packaging...so we do not have to buy not from the manufacturers who demand bulk sales but we can buy from their agents in fairly good but smaller quantities.



How you package your product and send it to the customer is important. If you package in these kind of boxes like we use, all nicely labeled, people will know you are a serious farmer and a serious businessman. It goes even further, sometimes my customers might ship to a customer of theirs...my packaging cannot be messed with so my name is on all. If they have problems they will call me, and I can relate when the goods left me and in what condition. Everybody knows where the original product came from, as the name provides tracability. And that is a good thing.

My motto is to look professional in every way. Name on the packaging, name on your shirt, cap. Name on everything, actually, without being gaudy about it. As a farmer you must consider yourself a professional, a company. Even my men in the fields have on their Goodfellow farm shirts and caps. Everyone has to look neat and professional. This is so very important.

- **There is a store that carries what the farm produces plus other items of interest to locals and visitors alike. Service is personal and fast.**

Mr. Goodfellow: *The Farm Shop does sell Goodfellow micro-greens, in-house breads and jars of salad dressing and jellies, Bahamian cakes and some craft and art. The restaurant uses a lot of the food products we import as well as what we grow. We are looking into a little expansion of the store itself, and hope to introduce a lot more locally made products from our kitchens and kitchens of specific people who make good stuff here in The Bahamas.*

- **The restaurant is on the property, the food is healthy and well-prepared. Service is excellent and care is taken that all patrons are relaxed and happy in a healthy environment.**

Mr. Goodfellow: *Our restaurant caters to healthy food. We want to show that there is another way of eating that is not only delicious but healthy. We have table service, we have in-store service and take-out service. Our girls in the kitchen can be seen preparing the food. Everything is kept clean and tidy. It is important to have a healthy environment. Kids are also welcomed here. So families can come and have a great day. Food is served in an indoor atmosphere, or outdoor. Outdoors we have the raised platform*



that is covered and overlooks the farm, or we have individual tables with umbrellas and some picnic tables without cover. So everyone has a choice. And yes! the main point is to serve good healthy food with friendly homely service.

- **Children have a water slide, taken down every day after work, and covered against the elements. There is also an enclosed area where rabbits and guinea pigs roam for children to admire. The family has horses kept in a clean environment close to their home and outside of the farm area – an attraction in itself. Their dogs are “user” friendly and add that home-away-from home feeling to the property.**

Mr. Goodfellow: *We have children, and even if we did not, a good rule for a farm is that it should be children friendly. This way the process of education can begin. When children come here they enjoy every part of the farm and I bet many will want to be farmers one day. We have a water slide, we have a few rabbits and guinea pigs, the dogs are friendly and roam all over the place, the horses provide rides or just the time to look at them and interact with them. This is how a working farm should be. By putting together a package that says “come and spend a day”, the farm becomes not just your work place, but a place with others can come and just enjoy and have a day out in the open, eat healthy food and just have a great time.*

- **Well-organized family events are held on the property such as Halloween, Christmas, Easter. Weddings, parties, special meetings can all be organized.**

Mr. Goodfellow: *We have well-organized events throughout the year right on property. We celebrate Halloween, Thanksgiving, Christmas, Easter. We do weddings, birthdays, parties of any kind, even business meetings. Our farm family, all the staff that work here, participate in helping to get these events done. Staff might say dress up in Easter Bunny outfits, or as Santa Claus. If I had to pay extra for all this, it would not be a successful venture because we would have to put this expense on to the patrons/customers. So it is important for staff to know that whatever it takes to make a farm successful, we are all here together*



to do that. Sometimes High School kids will come in and help us as well. It is fun for them and they get to be educated about a healthy good farm life. We looked around and saw what the biggest communities of people are from abroad who might miss certain holidays and we just have these functions. We have a lot of US government people here, perhaps some 200 homes of these people, and most have children, so we want to do stuff that would bring in these people to us. When October comes we have Oktoberfest. This is a German beer festival that has literally gone all over the US and Canada. But also it is very special in Europe. So we have a lot of Europeans such as Swizz and German too, and this is a great way to bring all people together. We do it for adults only as it is an evening thing and a lot of liquor is served. We can now afford to bring in say about 100 cases of a special Oktoberfest German beer from Florida and that makes it all the more accurate now. We have people who get all dressed up in the typical gear for this festival, the little German outfits, shorts for the men and long dresses for the ladies. We serve bratwurst, rouladen and all those types of foods that are specific to the fest. We have a little dance-floor and play a lot of Country & Western music and German folk songs that people love. Everyone has a great time and we shut it all down by 10:30/11 p.m.

When one is having a particular festival, you look into what is usual and try to make it as authentic as possible. Again it all boils down to doing things well. For us it is also important to have these festivals or to celebrate a holiday because it is community building. My wife is part of the PTA at school and it is very very important that we are all part of all the community events. Goodfellow Farms try to back up our beliefs. We try to keep an clean and good environment for the kids, so they also have a good time at these events. We make prices reasonable so that people have value and bring their families. You want to make sure that a family can afford to bring their kids and feed them, so you look for something that is inexpensive, like say hot dogs. They may not be the most healthy but for a day out on the farm, they work for the kids. Because we have the reputation of doing these functions well, we now sometimes have as much as 42 families coming in for these special occasions. Service is important that is why we will bring extra servers say with the High School kids. People like to be served by the youth and love to see pleasant young kids working here. As I said we make sure these functions feel like a community outreach with everyone enjoying themselves. In some cases one can bring in a couple of people from outside with handicraft, arts etc. to participate and make themselves a little money too. You get a percentage of their sales and they make sales that perhaps they could not have made elsewhere where there is a lot of competition.



- **The farm caters to students and to tourism-type visits.**

Mr. Goodfellow: *This is very very important to us. We encourage students to come and visit the farm, so that if there is any interest in farming they can get first hand knowledge of what a well-appointed farm should be all about. Students we have found are very interested in this interaction with the land, and they are getting a lot more concerned about the food we are eating. So to bring a group of students here is a sharing and giving back process. Our guests, be it students or visitors to the island, can sit, relax and enjoy a drink or even a meal. They all love to see a working farm. There is something about a farm that brings a feeling of warmth and love of land. And a tropical farm has to be the best environment, good warm weather and lots of green goodness. The visitor who comes here usually returns a few times before leaving the island. Here they feel at one with the land and we are always around to answer their questions. Having students and tourists coming to the farm, encourages one as well to keep the farm in good order so that you do not make a bad impression. This is all part and parcel of the new wave of tourism, and that is sustainable tourism. It is surprising how many people are interested in the workings of a farm...so if you have products on the farm that can be sold, people will come and buy either produce direct from you, or the fruits of that produce such as jams, jellies, sauces etc. That is why we have a store on our farm. This part of the farm is considered our icing on the top of the cake. The authentic experience is what more could be more amazing that showing them where the food comes from...this is the base of authenticity it taste good, it is healthy and it is fine.*

Now we have a micro-green and herb farm. But say you had a fruit farm. Could be a mixed fruit farm or say just pineapples. If you build a place in the middle of your pineapple farm and serve great pineapple products and also sell them to the people, then you already on your way to have a successful business. Farms like these give people the feeling of reality. This is what is real. This is what I would like to do in my life. So many people tell me this after a visit. It is encouraging. And I encourage people to try and do a similar model to what we have because it works, and it is a genuine good thing to do to make a living.

And there is tourism that caters specifically to farms. The figures are showing it. Statistics are easily accessible. Foodies travel and work on farms to learn about that country's food, to understand what their



food is all about, what farming is all about. They want to taste that food straight from the farm, to learn how to cook the products that we produce in the Caribbean. Waking up every morning to good farming practice is a must for people who love to eat healthy food and to cook same.

I receive so many e-mails from people wanting to work on our organic farm, wanting to learn and are willing to pay. They do not mind what the rules are – perhaps they have to work five hours a day, you pay them with board and food. And they in turn learn a lot. Unfortunately in the Bahamas and I am sure in many islands there is the problem of ‘working’ without a work permit. Our governments do not believe that people will pay a farmer to come and work on a farm. It is not in their imagination to even believe this. As a result it is not something we can do. There is definitely room for a sort of cooking school where the students pay to work the farm, understand where the food comes from and then learn to cook same in a healthy way. Hopefully as time progresses they will see the benefits. I certainly believe it is the way of the future. Let people come here to work on specific farms and pay us farmers to have them, feed them, and teach them. It makes sense. It happens all over the world. We are just not understanding it yet.

NOTE:

Whilst Goodfellow Farms is a good model project for an agri-tourism product, there are certain qualities that do not totally comply with the idea of a Caribbean agri-tourism project. Mr. Goodfellow imports a number of Gourmet items and produce from the US for his Farm Store that far exceed the number of local items. But this report is to be used as the initial model for it is an excellent one. A Caribbean agri-tourism project whether the farmer is producing micro-greens or a variety of other produce is a viable proposition. There are also a number of processors within the Caribbean that can supply everything required in a Deli, and the restaurant itself can also rely on these products. Arts & Crafts are generally very available.



QUESTIONS & ANSWERS

Can you tell us a little about the produce you grow here, and basically how you do it?

Mr. Goodfellow: *Let me cover a couple of things, field greens and micro greens. Field greens are solely organically done in soil and micro greens are done in a synthetic potting mix or pro-mix. We call it all hydroponics but it really is fertigation. Hydroponics is soilless it is our type of hydroponics that is done in a pro-mix. All the nutritional value comes from the solution and what is going on in the solution that we are feeding the soil. When it comes to soil borne basically we do all raised beds.*

With regards to the soil, it is very important to us that we use lots of compost. In the summertime we use what we can use - cowpeas and buckwheat - as a cover crop to turn in and sometimes we will do two or three crops and what that does is provide nitrogen return especially when the soil is new. Anyone who visits the farm can on occasion see our men pulling watering tapes. The soil has been tilled. Compost may or may not have been put in because this is done every second or third time. We use a 12" T-tape with a high flow and that means that the distance between emitters on the T-tape is 12". One has high flow and low flow emitters but he is using a high flow emitter. The reason for this is that the low flows get too clogged too easily by the calcium mix in the water, the nutrients in the water or even the calcium content, so it all depends on the type of water you have. We replace the tape every year. We usually do this strictly after hurricane season for the simple reason that if we have a good hurricane we do not have to replace the tape until after the hurricane season. If you do this before you have a hurricane you will lose about four miles of tape...so best to do it after hurricane season.

Do you grow your greens all year round?

Goodfellow: *We try and run 12 month a year operation and I do not turn off in the summer because the hotel market still requires greens. Also my kitchen requires micro-greens throughout the year. People depend on us for good quality greens, so I do not shut the farm down, it is producing 12 months a year. And because I do not grow things that do not grow well in this climate, it makes life easier. It is very, very*

important to note this. People ask you for things like Brussel Sprouts that grow great in New Hampshire in November in the cool weather or Cauliflower that requires also a cooler temperature. But these do not grow well in the heat of December in the Bahamas. Even though we do occasionally see some sixty or seventy degree weather here, we do not see enough of this to make it possible to grow these type of greens well. You need a chilly temperature to make these kinds of crops taste good. They might grow okay but not good enough for good best quality.

Now there are some nice baby lettuces out there that are worth risking on and when the temperature and the humidity changes in about October, you know that subtle change that happens overnight and all of a sudden you wake up and the day is dry and the humidity is gone and you can work all day and not sweat...that is when you plant baby lettuce. My advice is do not plant a lot of head lettuces, I like to grow the gourmet mixes of Johnnies where they have four/five different types of lettuce growing together, so you have those beautiful textures and colours together.

I will not grow the really gourmet mix of \$50/lb. stuff because I am not going to get a really big difference between the regular mix and the gourmet mix of lettuces to justify the difference in price for those gourmet lettuce mixes. I do not use a pelletized mix but the regular hand sown mix. A gourmet lettuce mix might grow better in say Jamaica because the humus in that soil is so much richer than what we have in The Bahamas. In my other farm in Eleuthera where we only used only organic soil and compost, we were totally 100% organic because that farm was going for thirty years with my father having it before me and I the having it for 15 years. The whole thing was timed perfectly with composting - and there was so much composting going on - we could supply all the nutritional value to keep the soil going. Then our lettuce was getting all the required nutrition. And lettuces require good nutrition. But this calcium based rock together with these native pine trees seen all over the land here in New Providence, just does not allow the soil to have what nice lettuce requires. So once your soil is good nutritional soil, you can certainly do totally organic lettuce.

Why micro-greens?

Mr. Goodfellow: *Although there is a potential to grow food here in The Bahamas and other islands for export, if you can keep your farm going by selling in your own homeland, then you are better off.*

Micro-farming or this kind of small intensive farming should be done by many more people. There should be many small farmers in the Bahamas growing food for the restaurant market. I have shown that five men and myself can run a small successful farm with a limited amount of capital and a limited amount of intensive knowledge and expensive equipment - that is the point of it all. We do not all have to have farms that are 100 acres where we are growing huge amounts of produce. We can have small farms all over the islands where farmers do what they need to do and have sustainable lifestyles without putting in enormous amounts of capital. Land is expensive and that is the one most important thing to think about. So with greens and micro-greens one acre of greens will support a family and that is the point. We can make money within a small scale but, remember, it is not just about growing the greens it is most importantly about service and good quality.

We depend on the fact that 50% of our production revenues come from the micro green market. Micro-greens have evolved over the last ten years in America, for instance, because discerning Chefs and the people who eat in higher-end restaurants want a different kind of food that is not Romaine, or not just simply Iceberg. They are demanding a green that has exceptional flavours and textures. And micro-greens provide this. There are warehouses in New Jersey that under lights are growing huge amounts of micro-greens for that New England/New York market. But I still say that growing micro-greens in this heat and climate in a very natural way, one is going to get much better flavours. Micro-greens can be shipped to customers as we do, cleaned and packaged beautifully or with the roots and everything still on – still looking at good packing. Some chefs in the smaller restaurants like to have the little pots of greens in front of them, just picking off what they require on a particular day or night.

Give us some examples of the different micro-greens and why you grow them?

Mr. Goodfellow: *There are many different ways of growing micro greens. One of the best ways is for colour, taste, texture. So colour is simple. Green, red, multiples of light greens and dark greens. With texture you have things like the 'mizuna' and their long straight leaves with spikes; radish which has a nice round low leaf, for instance. We grow about nine different kinds of seeds that are mixed together. Some are for bulk as well and some that are just very fine. It is important when deciding to do micro-greens that you plant a good mixture of different colours and tastes. It is this mix that Chefs love. For instance, you have radish and broccoli that have amazing strong tastes. Baby greens are very healthy, amazingly*



Micro Greens For a Healthy Food You Can Easily Grow at Home

By [Robin Lees](#)

Harvesting just the leaves / shoots provides you with enhanced and more intense flavors, and sometimes a different taste to the mature plants plus all the good stuff. You can use the obvious plants such as the various salad leaves, lettuce types and kale for instance, but a surprising number of other vegetables lend themselves to this cropping system, especially carrots, beetroot, peas, beans and many of the oriental vegetables that are now readily available. They are also very good for you being low in calories and stuffed full of good bits. They would actually rate in the top ten of super-foods but just aren't generally known as everyday food, but they are offered in many top restaurants.

http://EzineArticles.com/?expert=Robin_Lees

healthy. We do not grow these for this reason but you can actually juice these greens for they are amazing anti-oxidants. So if you do not want to grow micro-greens for the restaurant and hotel industry, there is a huge health-food demand for these type of drinks. So you can grow them to be juiced and bottled. Again, sales will all depend on the way you keep your farm, the way you bottle your products, and the way you ship them out. We do not go into this direction of processing at all.

So, on this farm we grow about six to eight different kinds of micro-greens. We grow some for flavour, some for texture, and some for colour. The mixture is important because when you bag these micro-greens you want to have not only the flavours but the look...and obviously colour is important, you do not want to have an all green bag of greens, it will sell faster if there is some colour in there, some reds for instance such as amaranth. My children much prefer a salad made of greens with a bit of colour in there, and I like to grow what my children will eat. But of course it is what customers like to see as well, whether it is the supermarket shopper or the high-end patron at a hotel or private restaurant. The colours look good on a plate.

How do you grow your micro greens?

Mr. Goodfellow: First of all, I grow my greens very small. This does not allow bugs to have the multiplication factor that goes on in tropical fields. We sow the seeds, and in fourteen to sixteen days we are already cutting say arugula. If they get too big, because we are cutting what is required for orders, we pull the tapes up and till the whole crop that has not been cut into the soil. We do this because we do not want to allow bugs to get into our soil and bury their eggs in there giving us huge problems later down the line.

Sometimes we will get two cuttings. So we have a 14 day cutting, and then another one. The most important thing to note is that we are continuously re-composting. As we till back into the land, it all becomes fertilizer. Now if we decide not to grow that particular field again in greens, we will put beans on it. Small cowpeas. Basically because once they get up to the flowering stage, we can turn them right in, and that will provide a fantastic amount of nitrogen. A very simple and inexpensive way. If we let those beans pass their prime, they will seed. Then I collect the seed so that the next year, we will have seeds.

From a farmer's point of view, one should grow micros because it is a twelve day crop. Twenty-four crops a year approximately. So with land being expensive, running a farm being expensive, you need to have this kind of intensive farming to make your farm work and pay that mortgage, keep your family and children well fed and educated. So let us talk about how exactly we do micro greens.

How do you build your beds for the micro-greens?

Mr. Goodfellow: *You can grow your micro-greens in little pots but we have found that these four x four foot flat bed boxes are a manageable size, and work far better. I have found that wood side boxes are the best. If you want a more permanent installation, one could use concrete sides.*

Once you have these erected and placed into position, then you want to lay a food grade PVC type plastic (1/8") in which you have drilled some 1/2" drain holes so that any excess moisture can drip out onto the bottom of the boxes. I use this food grade plastic not because it is the only thing you can use, but because food grade plastic will not exude any chemical back in to the soil and it is a stable product. I have not found anything else that is as good to use. Also when you want to shovel the soil after the cutting of the crop, the shovel slides much easier if you have this plastic there so that all the root mass gets turned over. We do this in order to dry it all out a little. When you dry out your soil, you are going to kill the soil-borne diseases that are in there.

We are paying about 40 dollars a sheet for this 1/8" (4'x8') PVC type of food grade plastic. It is one of the more expensive things that we buy but it is the best way to do these beds and as long as the sheets are not allowed to sit out in the sun, they last forever. Only if the sun hits it will it crack and be useless. So with a little care they can last.

We then place 2 1/2" of our treated soil or potting mix inside. Once it is compacted down with water we have approximately 2" of soil and the roots will work their way out along the plastic. Using plywood causes a problem because this leaks out wood glue and preservatives... also when you ran your shovel over fifty times you would end up scraping the wood into the soil. If it was aluminum sheeting or any kind of sheeting you would be doing filings which would end up in your food supply.

Your micro-green beds are well organized, can you tell us about these? And about the watering system for the greens.

Mr. Goodfellow: *We have found that placing the boxes in long rows with 2 feet in between each box and 4 feet of space on each side of the boxes the harvesting of same is made easier. You can move on the sides of the boxes and harvest first a half side and then the other half on the other side. You do not want your men to have to put their knee into the beds to harvest the whole box from one side. When we did our beds at 8 feet we found the men had to on to the bed to harvest the centre of the box and obviously this not make sense as eventually you are going to have breakages, the guy falls, the plastic might break etc. so... this system we have has worked and we believe it is the best system.*

We water the boxes by hand. We do not have automated water because with automated watering somewhere along the line you would have a problem with the cycling of same. When you are first putting in seeds and when you are at your harvesting stage the water requirement changes. Also, we use shade cloth during the summer against the harsh sun removing it during the winter when it has toned down a bit. In the harsh sun of summer, evaporation happens quickly and one has to water daily. Also a green cover crop holds moisture longer than a colour crop. So when you have a green crop and a colour crop and you are watering all the same, this obviously does not work.

We find the hand labour of watering with a nozzle at the end – again a good Walmart cheap product – the best method as the men can put the water where it is required. Very simple. We have one guy who does nothing but water all day long.

When we are running at a 110% during the season we cut micro-greens in the early morning and again in the afternoon. That night the beds are leveled and seeded. One does not have 24 hours to wait during the season. You need to run at 110% because seven days from the point of planting, you will need another crop from a box. In the winter time when you have the tourists, and the restaurant market is running hot, you need to produce as much as possible to keep up. In the summertime, you might run at 55% so this working the beds constantly is not as important. During this time some beds are left to dry out, then are turned to loosen up, aerate the soil, break down the root zone before leveling it all off and starting all over again with your seeds etc.



Tell us about your preparation of the soil for the growing of micro-greens.

Mr. Goodfellow: We use ProMix BX – pro mix is made of Canadian Peat Moss and it contains some perlite and vermiculite.

The first time you go and get your dry BX we get a fertilizer called Osmocote for a look alike fertilizer that comes from Walmart under the Expert Brand name. It is one third the price and it is made by Osmocote. Walmart have some great Expert brand name stuff. Very inexpensive compared to the brand name products that they are copying. Osmocote is a slow release 18-month fertilizer which is basically a little shell and inside there is fertilizer, you can squeeze it out of its little pouch to understand. This polymer once spread outside on the soil dissolves with sun and water and slowly releases nutrients into same. When the soil has no real nutritional value this gives it a start. I like to treat the soil for the first few times with this, after the roots from the old crop which are left in the soil to decompose and compost will be enough. So it is something that we use as a starter.

We also use a 'compostable' tea in there made of a liquid seaweed. A kelp (seaweed) extract to be exact, and this makes a great fertilizer. We also use an organic fish extract out of Alaska or California that is very strong and makes a very good foliar fertilizer when you are spraying your tomatoes, for instance. It is cheap also. Alaska Fish it is called, it smells really bad. It is awful and wonderful at the same time because you spray that and your bugs go away from your tomato plants. It is organic and certified. Again once you start with this solution for growing, within a couple of times of reaping you will then have decomposing roots that start to provide their own fertilizer value.

So these two methods are used to give the start boost, and once off and running, it is just a matter of everything in the soil decomposing and providing their own nutritional value.

You can almost look at your soil and see how good it is. The darker the soil, the more nutritious it is. Here in the Bahamas on the island of North Andros they are doing extensive agriculture. They are taking enormous rocky fields and bulldozing them flat using a big machine and crushing these huge big rocks made of a calcium soft limestone base. Once crushed they are making soil out of these crushed big rocks adding chemical fertilizers by the truckload. Now they are doing this in the middle of water fields that

supply the whole country. Everyone is going to be drinking calcium made with petroleum products that end up in this water table, and which will in turn end up in the ocean. Bahamas is one big sponge of baby activities, fields of baby lobsters, snappers etc etc and all of this could have a bad effect on this eco-system. This is not sustainable and a good farmer will avoid doing this.

PRO-MIX 'BX' is a “General Purpose” peat-based growing medium . During the course of crop production, it is necessary to initiate a fertilizer program. The fertilizer program selected should consider water nutrient content, crop type and stage of plant development. It is essential to begin fertilization within 7 days after planting and maintain fertilizer applications throughout the course of crop production. To insure plants receive proper nutrition, it is advisable to periodically analyze fertilizer solution, nutrient content of growing media and plant tissue throughout the production cycle.

PRO-MIX 'BX' is peat-based making it lightweight, easy to handle and highly desirable for transplanting. It's porous texture allows for quick rooting and optimum water/air ratio. The incorporation of wetting agent facilitates water absorption and distribution.

COMPONENTS:

Canadian Sphagnum Peat Moss
(75-85 % / vol.)

- **Perlite — horticultural grade**
- **Vermiculite**
- **Dolomitic & Calcitic Limestone**
(pH adjuster)
- **Macronutrients**
- **Micronutrients**
- **Wetting Agent**

What about seeds? Suggestions of where and how to purchase seeds? Are the seeds expensive for micro-greens?

Goodfellow: *We buy all our seeds in bulk – 50 lb. bags. Usually I would get a palette of different mixed seeds. Buck Wheat, Broccoli, Radish, Pak Choy, Basil. I like the China Rose radish for sprouting. We stay away from the very expensive seeds for micro-greens because staff will tend to mix up seeds by mistake. So we want to keep it simple for them. I would say my seed prices range from US\$3.45 for say buckwheat to US\$11 a pound. Some seeds such as Amaranth, we will buy in 5 lb. lots. But I always say that any other farmer should try to develop their own preference, their own mix for their market. We buy most of our seeds from Johnnie's. They deal with farmers that are on the edge of growing in an organic way, not all their seeds are organic but they are definitely on the edge of the new revolution in food. We probably keep about US\$3,000 worth of seeds here at any given time because it takes us about two weeks to get replenished from the US. Other farmers in other islands should note their shipping times, because in this business you cannot afford to run out of seeds. So we spend about US\$12/14,000 a year on seeds but we do a whole lot more in sales in that year, so there is money to be made. Now if you want to go the hydroponics route, HydroGardens have a great catalogue and from this you can buy a backyard hydroponic system, simple in nature. HydroGardens through their catalogue teach you how to mix the blend, the salts etc so that you have the correct mix. They also have a potting medium that you can apply from a bag and produce really good food – this is good for areas where there is not a lot of soil, like if you live in the city or just outside and you want to do backyard farming.*

We keep our seeds in a dry area. Neatly stacked. Everything in order. I cannot advise more on order. If you're farm is ordered, everything in its place, it makes life easier all around and there is also much less wastage.

Can you describe your best method of planting seeds?

Goodfellow: *We plant half the field every four days no matter what - unless we have a huge amount of rain, then we will plant a whole field. We simply plant with a hoe. The guys come along, put the tape down, they put a hole beside it, make a very small channel, use a channel iron and then one guy who does all the seeding will go along with a bag of seed, and he knows after so many years of doing it what*



is too much and what is too little. So one guy has the hoe, and the other is behind him with the seed. If a seed is say $1/32$ " long, you want to go three times the depth. If you have really fine seeds then you want to put almost no cover on it. If a corn kernel is about a $1/4$ " then you want to go down about $3/4$ " into the soil. So the basic rule is take the length of the seed and go three times down. Once the seeds are covered, make sure they have a good watering. Three days later you will begin to see sprouts and by 7 to 10 days for baby greens and one can start to harvest after the ten for the micro. Some like spinach may take a little longer.

We found that there are seeders out there but you got to remember that manually sometimes works out better. If you are doing everything yourself, and you understand machinery then a seeder is for you. But if you are employing people to seed, keep it simple. Machinery when not used properly breaks, and this is an expensive route to go. this is a very uneducated group of people and you must keep it simple. Keep it simple. This dark stuff here is spinach coming up, all greens over there and I think this is baby arugula over here, and it was very simply planted with a hoe.

Based on a 4' x 4' flat bed as you have here, do you know what volume of seeds, in weight, you use each time you seed one of these?

Goodfellow: *In Amerynth you have a very light seed fine seed, and in buckwheat you have a fairly large one. So this is very hard to say exactly. But if you experiment and take notes you will come up with an answer. Our men here just move along the boxes and rows putting down seeds. In this area of some 160 square feet (ten flats), the men might use about two pounds of buckwheat seeds. It really is difficult for me to be exacting here. And it is okay not to be exacting...you learn as you go along, and very fast too.*

What would you say are the returns on micro-greens?

Goodfellow: *The wholesale price for micro-greens in Florida to the hotel market was US\$40 a pound. That is not the retail price in the store. Here at Goodfellows we have a policy that basically says no wholesale versus retail. We have one price whether it is for our store, a supermarket, private restaurants or hotels. I do not want to have multiple prices. If someone buys an half a pound it is US\$20, it if is a*

whole pound US\$40. Simple. Some people might question this. But it costs me more to deliver, that service I give is worth something. A walk-in customer also buys what is available. A special order is just that. You order and you get what you ordered, delivered to you. This is my service. And service is not free. When a large customer puts in an order to be delivered say the following day, or whenever, he gives us exactly what he requires, and that arrives at his place on time, beautifully packaged. That is called service. If a customer wants service he has to pay for it. And this is imbedded in my selling price. I sell my micro-greens all year round at the same price. Whether the market shows me I can make more because of say demand, or because imports did not arrive on time of other green products and I have more calls and orders than normal, I still keep my price constant. It is important to keep your market steady. We keep an even keel going here. Gouging does not work in the farming business if you want to be respected, so if you try and make extra on the price because of circumstances, the customer will remember that. He will remember that when things were tight, Goodfellow Farms upped their price in order to make a bigger profit on their head. This is not good for business. And the other advice I always give is loyalty. Loyalty means that your best and constant customers you always keep happy. So you do not want to say sell all your produce to say a customer who is not on your regular list for a higher price because he offers it to you, then your regular gets left out. This is not good business. He will remember that there was no loyalty on my part and perhaps go elsewhere and I have lost a customer.

We sell all of our produce in the Bahamas. Export has far too many complications, agricultural documentation, cold storage freight and and and. If you develop yourself as a good farmer, know your market, understand your niche and do everything right to grow an excellent product, you will have no problem selling that to enough clients. And of course the in-house store helps too...because what we do not sell outside, we sell here or use in our own restaurant. There is no wastage.

You mentioned that one of the issues that affects most new farmers is the issue of failure, i.e. planted seeds are not coming up, or are coming up but not as heavily as you expected, and suddenly you find large gaps with seeds not sown, do you go back and fill these?

Goodfellow: No. All we do is learn from our mistakes. It could be the seeds were planted too deep, under too much soil. So it is about practice. After awhile you get to understand fully exactly what are your

parameters and you just do it right. On our farm if you see gaps in some of our planting, it is because it is probable the greens are ten/twelve days old and we have been harvesting, or because we had too much rain – it is always difficult when there is suddenly a lot of rain to judge exactly just how much or how little seed to put down.

Just remember there is no need to get stressed about this. Micro-greens come up every seven to ten days...so it is not a long time to wait for your next harvest.

Can you tell us a bit about the pot-method you use on this farm?

Goodfellow: *I tend to teach people a more simplistic method here. Hydro-Garden a company I mentioned before produces a simple pot method. They tell you to put 5 lbs. of calcium nitrate into plastic bags, put eight pounds of manganese sulphate (Epsom salt) and then the minor elements into little bags. You pre-prepare these bags. Then in garbage cans filled with water you put one bag of each in, mix it, put the injector head in and that is all you need. If you want to do a chemical analysis and you want to get reflecto- meter for your leads, you can. But basically a good farmer can look at a tomato plant say, and know whether it is looking right or wrong and what it requires. The pot method is that every plant is in an individual pot or grow bag, the nutrients are being fed to each by feed lines and the soil borne diseases are not allowed to transfer from pot to pot. The medium can be made up of sand, promix or cocopeat. These are all popular mediums but most important is the inability of diseases to transfer. Very inexpensive method of farming where soil is an issue.*

Water is important; can you tell us your views on the water used on a farm? Do you monitor or alter the pH of your water?

Goodfellow: *No, we do not monitor or alter the pH in our water. We actually use taste as the main method of salt ppm's. That is far too sophisticated for simple scale farming. We teach here a type of agriculture that the layman can understand and do. The first thing a farmer should do and I believe we covered this already but it is so important, it is worth repeating. A Farmer should send out his water prior to getting into farming for analysis to ensure there is no bacterial growth in there. In urban areas you might have*

cesspits for instance and you will then be growing say tomatoes and lettuce with less than world class water. This was a catastrophe that happened in California where there were not washrooms in the fields and workers did what they had to do out there in or near the fields. This is not acceptable. World class safety is the key to good farming. So the water should be tested up front, and then whatever adjustments are required, if any, done before the planting.

Do you do any sediment filtration?

Goodfellow: None. We did in the beginning but nobody changed or cleaned the pump filters. We had Israeli dump filters, big Israeli screen filters and the problem is if you do not clean the filters, the lines get clogged and then there is no pressure. When you have workers, and they are not understanding the importance of maintenance and nobody tells you that the system is clogged, then the pumps work overtime and you lose them in the end. Far too costly. So we took everything off the filtration system and have found that it is cheaper and easier to replace the tapes once a year anyway, because that is where it ends up getting clogged at the emitters. If you are trying to save tape and a mile of tape is US\$250 (some US\$100 a roll, different qualities of tape), we are not talking about huge amounts of money. Better to replace tape once a year than to be going through filtration systems throughout the year. The men here harvest by hand, sometimes they occasionally clip the tape with their scissors. But you can repair tape. We have repair kits and I have staff trained that once they see water gushing, they must immediately cut the tape, replace and repair. So that is basically our watering system in a nutshell. Simple low pressure T-Tape. We are looking at about 8 lbs. of head pressure, 10 lbs. per square inch in a 1/2" or 3/4" line. This is the head pressure that is required so we do not need to regulate same. Again, we keep it simple. We only have high flow and low flow. We do not ever look at the rate of flow anymore.

How do you solve the problems of emitters being clogged?

Goodfellow: When the emitters show us white sediment, we know this is the build up of calcium that is in the water. If you open the emitter a bit one can see the gunk and this is the same as what builds up in your hoses or at home in your water, or the bottom of a kettle for instance. Our water here comes from wells, and is basically soil borne where water is resident in limestone. It is not a river-flow water. It

is fresh water sitting on top of salt water on the water table. In the winter we actually have a lot more resident salt in the water – this actually gets above world standards for personal use. Again the only way we have found to solve the emitter problems is to replace the tapes.

Do you regulate the pressure of your water on the plants?

Goodfellow: *I did have regulators in the beginning to downsize the pressure and we found that it made things uneven. We found the staff were not able to understand the system. If tapes are clogged they pull out the regulator and toss it away hooking it back up without same in order to push more head pressure through. Because of this I just quit on all of these things. At first, I must admit we had all these technical measures put in, but it did not take long before we saw the expense of fixing or having to buy new equipment versus just keeping it simple. The simplest way is the way that makes common sense, particularly here in the Caribbean if you are hiring hands. Again, if you are farming everything yourself, and understand machinery, then perhaps there might not be so many problems but I personally still teach simple farming.*

Tell us a little about the type of irrigation you use?

Goodfellow: *We use basic irrigation. T-tape is it. You can do your header off of either $\frac{3}{4}$ " or $\frac{1}{2}$ " PVC or you can use the tubing that comes in enormously long 300 foot rolls. The good thing about PVC is that it does not bend easily. With PVC you need a drill with a $\frac{3}{16}$ " start bit, you drill in. The end is barbed, and you push the tape right in. There could be a little leaking around the join but it is not significant. If you are using the tubing - $\frac{1}{2}$ " poly tubing or $\frac{3}{4}$ " poly tubing might be better. With both you use a natural hole punch, a simple punch you buy with the tape for a couple of dollars, push it in the hole, you can see the barb is held tight. You put the T Tape over, slide it on, tighten it up and that is it. You can put an end on it so that you can turn it off or on. Stretch out the tape and you have water. You nail this down with some kind of a holder, even chicken wire, wood stakes, it is not a big deal as long as you lay out your tubing and as you can see new tubing looks like it has emitter slits in the top and the line is open and the water works its way through. We do 12" intervals so every twelve inches there is a slit, you can get it on 8" and you can get in high flow and low flow. You can get different thickness in plastic, some tubing that is very, very thin and used only once before throwing it away. If it is a long term crop like eggplants - I have seen*



eggplants go on for seven/eight months, peppers do the same if treated correctly - in these circumstances you might have 12” and every 12’ would have a plant. With the size of my fields we use for a 12 month period and then throw it away. If you buy a high quality more expensive tape, you are going to throw it away after the 12 month period anyhow because the admission system that they come with gets clogged – unless you filter. Now if you have a green house, you will filter. But in the fields we do not bother with this. This is about as simple as it gets....

They have all of this stuff at Dripworks.com – great catalogue – carries all the stuff. Even if you buy everything from another supplier, it is best to get your hands as a farmer on their catalogue because it is informative, and shows you how to put everything together, you also get costs so that you can compare. If you are a large enough customer, you will get the wholesale price, and the catalogue to go with those prices. Several farmers can get together and make themselves available of these wholesale prices. They do have a special wholesale price list as most of the irrigation companies do.

Why do you use this particular type of irrigation?

Goodfellow: It is all about extensive versus intensive agriculture. You go to Florida and you have these large open fields, big tractors, all types of machinery, huge pumps, enormous overheads – this is extensive farming. Wheat farming, for instance, is extensive farming. We are doing intensive sustainable farming - a smaller, compact operation where the emphasis is on manual labour. No need here for difficult irrigation systems that people find confusing.

Any particular problems worth mentioning in terms of irrigation?

Goodfellow: The biggest problem you will have when watering micro-greens planted in soil is if you water the leaves and not the roots. When watering the leaves you will encounter a lot of problems such as fungal – fungi on the leaves, discolouration etc. If you only water the roots you will not have any problems because that is what requires the water. The soil feeds the roots. The roots are breaking down, decomposing the chemical balances. The composting is breaking down the natural nutrition that the roots are sucking up.

In a hydroponics situation you are giving the plant exactly what it needs in a chemical base so it does not have to be broken down and when you are doing it in a dirt medium like sand or gravel, there is no natural process of breaking down the composting material. You are putting in proper nutrition that is specific to that plant.

We have five sets of injectors and we will have one that does cucumbers, one that does tomatoes, one that does general like eggplant, and one that does herbs, one does lettuce. They each have a different mix. It can get confusing. So one just needs to keep it simple. Hydroponic manuals such as Dawson's are very intelligent manuals but can put you to sleep. Simple information is usually found in the catalogues I have spoken about

How frequently do you water, and do you give a first good soaking?

Of course this depends on how much rain you have but daily given no rain. Never stress the plants with too little.

What would you suggest be done if you find you are having problems with say tomato plants, or any other plants for that matter?

Mr. Goodfellow: *Number one is to inspect the plant and notice exactly what the plant is showing you, i.e. blossoms and leaves falling off, leaves or stalks drooping. Then you do checks to ensure that your injectors are working right, your equipment is working right. If all is well with the equipment, then you have to start looking at other things. Best thing is to go into any particular information you might have on tomato plants, maybe you have a compendium of tomato diseases and if you do not, well you should. If you are growing tomato (or anything else for that matter) you should have specifics on the diseases this particular produce might suffer. And from here you can analyze instantly what is going on. A lot of this information is available on the net. It is also available in the back of those same catalogues I talked about from Hydro-Gardens or Johnnies Selected Seeds. And then, of course, it is important to act on your information as fast as possible. But again, prevention is better than the cure. And as long as one follows the simple rules of clean farming, you might find that you have less and less of these horror stories.*

What resources do you use for general knowledge?

Goodfellow: *The catalogues from Johnny's Selected Seeds and Hydro Garden, I also use two other very important resources - Peaceful Valley Farm & Garden and groworganic.com. Peaceful Valley – their catalogue more of a book on how to not to do stuff and how to do stuff...it even has revision charts on types of bugs and they tell you what works and what does not work to get rid of each. There's also whole bunch of tools that are for small hand farmers that you will not find anywhere else. I ensure that anyone who comes here for information fully understands the importance of these resources. Every farmer beginning to farm, and even those already in farming, should have what all these resources give them to hand. So I always almost give the command: "I want you to get on the internet and order these four catalogues and want you to study them."*

Johnny's Selected Seeds
(<http://www.johnnyseeds.com>)
Hydro Gardens
(<http://www.hydrogardencenter.com>)
Peaceful Valley Farm & Garden
(<http://www.groworganic.com>)

What are the best products to use on the farm? What is your preferred fertilizer?

Goodfellow: *Now to my favourite topic. I always like to have a little discussion about some of the products that we use and why we use them. It is important that we do not use the wrong products for the wrong reasons. We have two different things going on here...fertilizers and pesticides. And we have some fertilizers that we mix with pesticides to do multiple things.*

On the Atlantic side of the Caribbean Sea we have great seaweed, and on the Caribbean side there's turtle grass. Both make great fertilizers. But it costs money to go and harvest same and if you do, your equipment will rust before the month is out because everything will have salt on it. From your truck to your wheelbarrow to your hoe. So I rather buy my fertilizer extract in 2 ½ gallons than have to pay for those farm tools all over again. And, of course, there is the question of the damage we would do to our surrounding coastal environment. My father in his farm in the old days would take fish heads. Dig a hote



really deep and place a fish head in there. Once the tomato plant got to a certain stage the fish head would have decomposed and you had a natural fertilizer. But on this farm there is no way I could have say 700 fish heads creating a stink all over the place, rats would be everywhere and pandemonium would reign. So these three options are not viable propositions.

Now, there's fertilizer that you put into the ground which has to break down, decay, then it feeds the plant through the roots. But a foliar fertilizer is rather like an IV that goes directly into the blood system of a human. You spray it on the leaves in the very early morning or in the evening (not in full sun). It injects itself from the leaf directly into the plant and they just love it.

Commercial seaweed comes from Alaska, it is organic and we use that as our foliar spray. Foliar sprays are used for tomatoes, eggplants, cucumbers – those types of crops. Foliar fertilizers also have other additives in the spray or organic pesticides such as cayenne pepper. There is a fish fertilizer also from Alaska that can be purchased from Walmart that uses all the necessary compost materials and extracts but it has a smell that bugs do not like and that is good because it does a terrific job holding them back, but neither do humans find the smell particularly attractive.

Recipe:

Mix 4 ounces of Alaskan Fish Fertilizer with three gallons of water for spray.

Fertilizers for tomatoes are very important. Tomatoes need a lot micro-nutrients and calcium during growth. The Alaskan Fish Fertilizer I mentioned above is an excellent fertilizer and easy to use.

If you are going to all the trouble of using a foliar spray, why not use some pesticides at the same time... it is called bug maintenance. Most of the bug problems you have with tomatoes like white flies can all be dealt with MPede. MPede is just horticultural oil. It's not much different to vegetable oil and is organic. I buy large containers because of the price, transferring the oil into smaller ones for easy usage by the workers. It is a horticultural spread, spreading over the leaf and suffocating any bugs by coating them with oil. Dishwashing liquid works really well too and works as a spreader. Now you can also go the route of BT for killing worms; horticultural organic oil or even Joy liquid or soap to suffocate the white flies and their eggs. The whole idea of a foliar fertilizer is that you can adjust the additives in same i.e. when

MPede

See:

<http://www.entomology.umn.edu/cues/mnla/m-pede.pdf>

or:

<http://www.nysaes.cornell.edu/pp/resourceguide/mfs/12soap.php>

BT

Bt, or *Bacillus thuringiensis*, has been used in some form or another for almost half a century as a specific pesticide against various insects. For some years, it has been one of the most effective pesticides organic growers can use. Bt is a natural organism found at low levels in soils throughout the world. It works by secreting one or more toxins after being ingested by an insect. The toxins are often specific to a family of insects. It appears not to harm humans or other life forms except for the intended targets.

It's natural, it's selective. So, what's the problem? www.agnet.org/library/nc/159c/

PYGANICS

PyGanic Crop Protection Products contain pyrethrum, a botanical insecticide derived from chrysanthemums that was specifically developed for use in Certified Organic Production.

PyGanic Overview:

Provides rapid knockdown and kill of Insects which reduce the value of your organic production. Listed by the Organic Materials Review Institute (OMRI) for use in organic production. Approved for use on all growing crops, landscape and ornamental plants, in homes and other structures, in livestock premises and on livestock. Non-persistent in the environment-may be applied on day of harvest (12 hour REI).

growing tomatoes more nitrogen when small, more calcium when bigger and on the very large tomatoes a larger chemical organic balance by adding a calcium base. So you have this combination for foliar.

Another combination for light foliar as well Pyganics is basically an organic pesticide. If you have a problem and you want to go one step more than doing just oil, then you want to actually have something for the worms, this and BT work very well.

There are also a lot of root stimulants that work very well. B1 Vitamin works very well providing a lot micro-nutrients. This foliar Miracle Grow works very well for giving tomatoes exactly what they need because it was formulated for the high end, the nitrogen is 18 18 21 and basically it has all the micro elements in it which is very good for just growing tomatoes.

If you are doing basics like cucumbers, there are some basics, you can buy these in the wholesale under the Expert brand name which is the Walmart brand name. When I am in Florida I just go to five Walmarts and wipe them out bringing it all back with me for the farm – usually about six months worth.

Chemically one could go to a light coat of lannate about five days before you have a problem. Why I say five days before because you have to give it enough time from the harvest to the time you spray. I have seen some spray right into salad and this is not a good thing. Best thing is to just avoid the whole chemical process and go straight with using very light aerosol...the best way to do that is never to spray at all because you cut and turn in quick enough.

What about weeds?

Goodfellow: *We do use a glyphoate, a fatty acid for spraying some weeds around the outside of the garden, because it is big and we want to keep down the intrusion of bugs, we use a glyphosate that they sell at Walmart which is one third the price of the other brands. Glyphosates are fatty acids that I do not believe to be a bad thing, if they are used properly they are good, where they get their bad reputation because of the big chemical companies like Monsanto (Round Up) decided they were going to start fooling with the genetics. They were raising seeds, changing the moderation of the seeds so that it could live in the world of glyphosate, especially soya beans, which is one of the biggest crops, same as corn.*

LANNATE

DuPont Lannate ® is active on many species of armyworms, beetles, aphids, thrips, moths, fleahoppers, leafhoppers, leafminers, lygus bugs, leafrollers, loopers, and weevils as an ovicide, larvicide, and adulticide. The active ingredient is methomyl, a carbamate insecticide. The mode of action is through the inhibition of acetylcholinesterase, an enzyme that functions in nerve impulse transmissions. It is active by either direct contact or by ingestion. Within minutes, treated insects will exhibit symptoms that include hyperactivity, tremors, convulsions, paralysis, and death.

Broad Spectrum Control – Lannate® is particularly active on many species of lepidopterous insects. However, unlike many insecticides, it is also active on aphids, beetles, leafhoppers, leafminers, lygus, midges, and thrips.

Quick Activity – When insects are damaging valuable crops, immediate control is needed. In less than 15 minutes, Lannate® begins controlling insect pests. Recent DuPont tests indicate that 40% mortality of some species may occur within 15 minutes when affected by direct contact and ingestion.

Affects Multiple Life Stages – Lannate® is effective against adults, nymphs, and larvae of many pest species. Lannate® also controls eggs by direct contact for many insect species.

See:

<http://www.amaroc-agro.com/produits/Details-produits/Presentations-produit/Lannate%2025%20wp/lannate.pdf>

Author's Note: Whilst organic farming is preferable, if a farmer is convinced on insecticides and pesticides, then we can only advise caution, reading the specifics clearly and understanding the implications, and of course usage according to exact instructions. There is no other clear cut way in farming but the exact way. Every farmer owes it to those who are consuming their food, to grow same in the totally safest way.

One has to wonder where these genetically altered seeds are going to go 20 years now, so that is a problem. But in all honesty, their use has increased food production around the world in tremendous numbers which is what we needed, that way a field can be sprayed for weeds without destroying the crop itself. I do not use it on the beds. I use it on the outside of my farm. We do not have too much weeds on the farm because of the usage of the black plastic as ground cover. We just sweep that every now and then to remove any soil that may have been swept by the wind but it works so well not allowing weeds to even start. With glyphosate you do not have to wear gloves, it is just that it has that very bad reputation.

What do you use for the animals?

Goodfellow: Permethrin is used mostly in horse and cattle industry for taking care of bugs. Basically permethrin is the chemical version of permethrin which is derived from chrysanthemums but it becomes so expensive to grow and crush those flowers, make the oil and sell it, so the manufacturers came up with a chemical version of that called Permethrin which is used in all the horse and cattle industry as the spray for flies. Citronella, baby oil and Skin So Soft make a very nice pesticide for both my dogs. We have Ridgebacks and I use almost on a daily basis for fleas and ticks. I use put a very very minor of quantity of Permethrin in there. Skin so soft and baby oil are both hated by fleas, these two products kill the eggs by suffocation so these make good pesticides for animals and people. Citronella has a nice smell and flies do not like it so they stay away. These are some of the things we can use on a daily basis, the simplest of products available without having to buy huge quantities of Permethrin, diazinon, etc.....we stay away from that bunch and we stay with things that are useful for foliar and for pesticides.

What about irrigators?

Goodfellow: I have found that this Sunmaid is the best of all the irrigators for drip irrigation. Basically it has two 9 volt batteries and you can connect it to your watering system right at your tap and it will drip irrigate all of your system. Some of the Europeans ones that are better looking do not last as long in the sun and do not work in this environment the same way as there.

PERMETHRIN

Permethrin is a common synthetic chemical, widely used as an insecticide, acaricide, and insect repellent. It belongs to the family of synthetic chemicals called pyrethroids and functions as a neurotoxin, affecting neuron membranes by prolonging sodium channel activation. It is not known to rapidly harm most mammals or birds, but is highly toxic to cats.^{[1][2]} It generally has a low mammalian toxicity and is poorly absorbed by skin. <http://en.wikipedia.org/wiki/Permethrin>

DIAZINON

Diazinon is an organophosphate (OP) pesticide developed by Novartis in the early 1950s. Government regulators are increasingly likely to restrict its use because of concerns about neurotoxicity and data gaps.

Diazinon is an OP insecticide and acaricide (a chemical which kills mites and ticks), which acts as a contact stomach and respiratory poison. In common with other OPs, diazinon's toxic action is achieved by inhibiting acetylcholinesterase, an enzyme essential for normal nerve impulse transmission. It is used throughout the world to control a wide range of sucking and chewing insects and mites on a range of crops, including deciduous fruit trees, citrus fruit, bananas, vegetables, potatoes, beet, sugar cane, coffee, cocoa, tea, tobacco, cotton, and rice. It is also used to control agricultural soil-dwelling insects, and is applied as a sheep dip to control ectoparasites such as sheep scab and blow fly strike. Diazinon use in homes controls cockroaches, ants, and carpet beetles, and is in insecticidal pet collars. Trade names for diazinon include Knox-out, Dianon and Basudin. **From Wikipedia, the free encyclopedia - see http://en.wikipedia.org/wiki/Citronella_oil**

CITRONELLA OIL

The United States Environmental Protection Agency considers oil of citronella as a biopesticide with a non-toxic mode of action. Research also shows that citronella oil has strong antifungal properties, and is effective in calming barking dogs.

What do you feel about backpack sprayers?

Goodfellow: *If you are just doing a small, amount little pack sprayers are fine. Backpack sprayers we use everywhere, we mark them for phosphate and one for organic pesticides, because the last thing you want to do is to spray your tomato plants with phosphate because it will kill them quickly.*

Tell us about the tools used on your farm. You say one must keep it simple.

Goodfellow: *We find that when it comes to tillers the Sears & Roebuck Honda Motor eight horse power motor has proven itself. It is simple to use and easy to train a worker to use. Apart from that as you can see from the photo on Page 54., our tool systems follow one rule. Simple to use. Easy to maintain and most importantly not too expensive to replace. Tools are kept in one area of the farm, next to the staff quarters. They all must be kept cleaned and placed right where they originally came from before going into the fields. Any breakages must be reported immediately. There is no room for breaking, leaving same somewhere in the field where one feels no one will notice, or to wait until the tool requires using again and suddenly it is found to be broken. This is one rule that I have instilled in my staff. If you break it, you report it immediately. All farmers must have their tools organized and replaced immediately so that there is no waste of time when they are required for us. Time is always money for a farmer.*

You have one tractor on the property, is this sufficient?

Goodfellow: *The chipper, the tiller, the road fixing equipment all fit on the back of this tractor - the forklift, the adapter...everything...every important piece of equipment including this 30 kW generator that can run this whole place should electricity be turned off. All I have to do is back up, hook up these bits of equipment and that is it. One tractor does all the work. With the generator, if I leave the farm, the first thing I do is hook up the generator to the tractor and just leave it. The staff in the store have the instructions to start it up, rev it up to 1600 rpm, pull the switch and with one tank of gas this generator powered by the tractor can last for two days running. I ensure that all my equipment and most importantly the generator and tractor are always in excellent condition. This is so important. There is no doubt that if you leave little room for mistakes, your farm will pretty much run itself. A confused farm is a confused provider.*



Talk to us about packaging?

We pack our greens in see-through plastic containers with lids. When we pack the micro-greens, we mix in a little of the red Amerynth in order to give the pack colour. Amerynth is expensive as we have covered already in the price of seeds, grows slower than the green ones, but we need to put at least a 2% lot in these packs to bring up the colours of the green. This is a particularly good formula to use in the summer months where you have a loss of colour because of high heat temperatures that you do not have in the wintertime.

When we deliver the customer can look all around and ensure that what he has received is in good order as opposed to when you deliver in a large plastic bag in a box. Also if you just place the greens in a plastic bag, for sale for instance in our restaurant, during packing the greens could be compressed by other groceries and we do not want that. Our greens must arrive at the customer in perfect order, whether that be a household or a top class restaurant. Everyone is treated with the same passion.

I really wish that we did not have to use all of the petrochemical plastic that we do, we have purchased some corn based packaging but the commercial packaging in corn base is not available as yet in all sizes. The US has not reached the point yet of seeing the need to get rid of the petroleum packaging totally but there is a lot of improvement – we are seeing and able to use non-petroleum products in drink cups, knives and forks. There are bio-degradable bags but you cannot view our products properly and our customers want this. We covered all our packing in a previous section, I cannot emphasize enough the importance of this. Great packaging, and bio-degradable if you can get it, is very very important. You want to make the best impression, so although a great product is of the number one importance, cleanliness and how you handle the product next, packaging is what the people see first when the product is being delivered. So boxes should be taped with the name of the farm, and the delivery guy should have on a shirt with your name on it and a even a cap with the same thing. This commands respect.

Why is a coldroom important for your farm or any farm for that matter?

Goodfellow: *To me it is very obvious. Once you have a proper food packaging facility on your farm you save money. All our greens once harvested, cleaned and put through the cooling bath they are kept in cold storage. This allows us to have them for a longer period of time than if we just kept them in our hot weather outside. This also allows those in charge of boxing to know that the greens will not be limp by the time they get around to placing them in the appropriate bags. Micro-greens are also a very expensive commodity, so you just cannot allow them to be wilted before they even reach the customer. The expense is worth it in the long run and one's farm will remain feasible for ever.*

All these large field productions that are going on in North Andros that I have already mentioned, will have many problems without this. Within ten years they will no longer be feasible. Once you have situations where food has to be shipped anywhere...across land or seas...so they must be cooled as they come out of the fields, before shipping. We cool everything immediately. That is why our produce always looks fresh. It is important for our reputation that this is always so.

When you look into our cold-room everything is in neat and in order. The only thing we keep in here apart from our greens are hermetically sealed meats that we have removed from the freezer for defrosting for use in the restaurant and only in the restaurant. We do not sell these meats otherwise to patrons. Meats are also placed in a Rubbermaid container with a top and put in a corner away from the greens. Cheeses are also kept there short term in Rubbermaid sealed containers.

From this cold room, the packaging and packing section can remove the containers of greens one at a time, and begin the arduous task of one more sorting to ensure that all greens are perfect, no holes in the leaves, no bad leaves etc. Then and only then do we pack according to the orders. These packed greens can then be put back into the cold room ready to pack or sort for orders.

I have seen over the years different kinds of cold-rooms. There are basically two types – one that is a 50 to 40 degree one and the other is a normal where you keep milk, juices etc. In the US for instance a facility might have multiple cold-rooms, with each one having a specific produce in it. For instance you cannot keep oranges in too cold a room. So you have to know the temperatures required and usually in

the mainland they have different cold-rooms for different temperatures. Our cold room here is kept at a 42/44 °F temperature at all times because that is the temperature most suited to greens. We have also outgrown several cold-rooms over the years as we expanded. The very first cold-room we had was really a wine chilling unit with temperatures above 52 °F that you could buy for about US\$1,200. Now if you have say an 8 x 5 room, you would not need a big unit but it must be an oversized one according to the size of the room. The worst thing to do is to buy too small because you will end up running it to death.

Once we got rid of that small wine unit, we had friends who advised us to use egg-cooling units. So I went up on the net and found a company in North Carolina called Burch Industries. This company is run by some very interesting guys out in the bush who do not have internet making it more difficult to do business with them but you can call and make place an order. Now they build a great cold unit. They construct their own egg chillers and are one of the only companies that do this in America. So basically these cold-rooms are enormous air-conditioning units that keep the humidity high. Traditional air-conditioners remove the moisture in the air of the room and then cool it. You do not want to do this with greens. You need that moisture in because you save. Not in electricity but in product. Moisture has weight. So this cold-room stays there cooling at about 42 °F. When I called these guys they happened to have a unit, twice the size of what they normally build, that someone had not taken delivery of, so I got that huge unit for a good price. So this one is not your traditional sized cold-room, and it has an indoor section as well as an outdoor one. The cold room is built of parts that can be found easily should anything happen to them and any refrigeration guy can come and work on same. There is nothing special about the parts or the cold-room itself so it is easy maintenance.

So a cold room is important. You want to keep away from the very cold ones and get one that is 42 °F or thereabouts otherwise you will also be wasting a lot of electricity. So we can cut our greens today, cool them, wash them in the evening and early pack after if you so desire. When it was just my wife and I on this farm, that is what we would do. We would take all the boxes, mark the customers' names on them, put them all in a row in the cold room according to whose orders came in first, cool them overnight, pack them early morning, deliver and get paid. It worked beautifully. So a cold room unit is very, very important. We have hanging sweaters for the use of the staff so that when they go into the cold room and they are going to be working in there for a little while, they have something to keep them warm. The flooring material has to be something that is easy to properly mop with disinfectant. We have these plastic curtain flaps at

Burch Industries Inc is a private company categorized under Refrigeration and Heating Equipment and located in Maxton, NC. Our records show it was established in 1964* and incorporated in Michigan*. Current estimates show this company has an annual revenue of \$2.5 to 5 million and employs a staff of approximately 5 to 9. Burch Industries offers packaged refrigeration systems and insulated cooler room doors. The coolers can be equipped with a built-in heating system and a built in humidifying system. Control your cooling, heating, and humidifying with one piece of equipment. All of this available in two complete lines of Burch Coolers – hatching eggs, 50°F and up; table eggs, 40°F and up. Call your Burch distributor for more information.

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the door of the cold-room so that when the actual door is opened, no cold is going to be lost. Sustainability and food security are very important to us and packing is part and parcel of this procedure.

Why do you also have an air-conditioned room off the cold room for packaging?

Goodfellow: *Our packaging room is 10 x 12' in size and it is attached to cold-room on one side and the office on the other which in turn is attached to the restaurant. The 6" walls are insulated with a fiberglass installation within and we have a special aluminium coated product on the walls. Between the packaging room and the cold-room we have the hanging plastic curtains. This retains the cold-room temperature when the door is opened and goods are being taken in and out of same. Now because we do not want to or should not be sitting all day in a 42 degree cold-room we have this packaging room set up close by and all you need is a warm cardigan at times if you are feeling a little bit chilly. The greens come out of the cold-room, are inspected again and packaged according to orders and they are always in a cool situation, therefore, their quality remains the same as when freshly-picked.*

Could you give us some good general agricultural practices that you use on the farm?

Goodfellow: *Just common sense. Nobody in their right mind wants to go to a farm where rubbish and unhealthy practices are the norm. I went to Jamaica to visit a farm and when I saw the state of same, I turned around and left. The owner called me and asked why I had not visited as I had been invited. And I had to tell him. I went, saw the disgusting state and did not even bother to contact him. People can come to this farm, walk around, and feel happy that this is where they are buying their greens, this is where they can sit and eat in comfort overlooking the farm and not see any dirty practices going on. They can see where their food is being grown, where it comes from. People love to roam on farms, not just the locals that live in the country but people who visit as well. In St. Maarten you can go to Freedom Farms, in Turks & Caicos the conch farm is exciting. What better opportunity to be able to offer visitors a cool drink or something delicious and healthy to eat that was grown or made on the farm. I believe that even if all you had was a salt farm people would come and visit to see how salt is farmed, and if you offer jars of your salt, they will buy it. Visitors get tired of just going to the beach...many who have to the island for years want something a little different. 'Foodies' are crawling all over the world looking – some even working for*

free on farms for their holidays – for good natural fresh food, and what better place to give it to them but on a farm. But if you are going to do this, then everything about the farm must be clean, tidy and beautiful.

Do you have hotels, restaurants coming to inspect your farm?

Goodfellow: *Nobody has ever come here, well I certainly have not heard of anyone coming here for checking, inspecting the farm or sending secret auditors. But what I can tell you is that every Chef we sell to comes here to eat in their spare time with their families and friends. Government people do the same..They feel relaxed, comfortable and they know their food is going to be good and clean and that is very, very important. I do all the inspections on the restaurant. And I am not an easy inspector. My wife is the same. I know one thing is that I will not eat anywhere if I do not like your kitchen. So I give that same respect to the people who come here. And when they are bringing their children as well, that is even more reason to have a beautifully set up farm. There is no room for mistakes here. Okay...on occasion we might have a worm. I mean although our washing and sorting stations go over every thing meticulously, every now and then a little tiny worm just might slip through their hands, especially in the summer time when they are more difficult to catch but I must admit my staff really try to do their top best in this regard.*

What are the most serious problems facing farmers and what would you advise farmers in this regard?

Goodfellow: *One of the most serious challenges I would more call it, is the issue of payment. Farmers are not treated with respect unless they demand it. Now it all goes hand in hand. If you have a well-organized farm from the field, to the cleaning, sorting, packaging, deliveries, then you will command respect. And with this respect comes the issue of payment. On this farm if you do not pay me within the time we have agreed upon, if you tell me stories like the cheque is in the mail, or someone is not there to sign same, you are cut off. My wife runs the accounts, and when she says you are cut off, you are. The largest of our customers is Atlantis, and they pay us right on the allotted time. We do not give more than seven days credit because our farm is high intensive maintenance and we need this money to keep going so that the customer can get their goods. Simple. So no money no product. I do not want to be my customer's bank or their bankroll. If a restaurant is asking for thirty/sixty days credit, then they have a cash flow problem and will not last long. You do not want to do business with them. They will close their*

doors at some point and you will be the loser. You cannot afford to lose in this business. So farmers need to look professional and demand professionalism in their business. There are a lot of good customers out there who understand this, so farmers should not be putting themselves into that credit situation at all. Do not forget that produce is what is used on the tables of the restaurants almost the same day. So if the restaurant uses it the same day, they get paid for that meal and part of that belongs to the farmer. He must demand it or fail.

Of course, there is the problem of big purveyors coming in and taking over the selling of produce completely. They can buy in bulk from American companies, ship it down overnight and have it in the restaurants by the next day. But with Goodfellow Farms because we have shown overall excellence in product and because we demand respect, we have so far managed to keep ourselves in the running. If one of my customers leaves me for those cheaper imports and then when they are not available think he can just come and purchase what he wants from me when he wants, that is not on. That is not good practice for him or for me. So until he realizes that loyalty is important I will not sell to him again.

Governments also have a lot to do in backing farmers. We as farmers are tired of seeing what happens in the Ministries of Agriculture, dishing out import permits without considering farmers or even looking at the figures as to who on the land has what. Farmers need to lobby for changes in this attitude as hard as possible. There is a lot of talk and very little action when it comes to the real help required.

Tell us a little more about the facilities you have for your staff?

Goodfellow: We have a complete building for our staff. Two of them have air-conditioning in their rooms, all staff have their own rooms and their own privacy. This is for staff that live on the farm. They have no living costs except for their food bill. They have kitchen facilities and can cook there. If they want to go out and buy expensive watches and stuff like that, we do not allow it. Because we know they have families at home that require this money they are earning and it makes no sense for them to be using it up with foolishness. We try to counsel them on these things and help them to see the importance of saving and giving their families a better life, their children an education. Every year we buy them good workable watches so they can always be on time. We ensure that they have all their papers up to date, and that includes their health papers which I believe we have covered already, for this is definitely very



important. We basically look after all their needs so they can live a happy life while working, and still be able to send home monies. This makes for a happy well-balanced family. We treat our staff as family and we expect the same respect from them. We also instill the need for working as a team. I have been to many farms where staff are living in terrible conditions, where there are no toilets and if there are some there is no toilet paper, or no seat for the toilet. That does not go on here. Also if our staff is sick, have a cold or feeling a little chesty, they are taught to immediately report to us. We usually put you to bed with medicine and if it is bad, we get the doctor in. We have a proper medicine cabinet with a First Aid Kit and this is replenished so that staff can always feel that safety net around them. For this I insist that I must know everything that goes on in their lives on the farm. If one breaks a shovel, or a hammer or a hose, I want to know about it. I will buy another and move on. But woe is on the head of anyone who leaves that shovel out on the farm thrown in a corner. So it all has to work both ways. I give respect to my staff. I want respect back. As always, the truth does not hurt and I mostly demand this from my staff.

Can you give us an insight as to why you also import products into your in-house store? And what plans you have made to have more local products for sale there?

Goodfellow: *Right now we know that we probably have more imported products than we have local in our store. We have to import some things that are just not available to us for the restaurant, so if we do this, then it is better price-wise to buy a little more bulk and sell same in the Gourmet Deli that we have attached to the restaurant. We make our own breads here, and try to include some jams, jellies and sauces. We do have some made by locals and clearly we need to get in some more as they are popular. So we are working on this now, and might be making some changes in the Deli part, perhaps expanding a little and will offer a lot more local stuff. This is a slow process as we like to offer excellent products, and time is something we have little of. But we do have plans to increase the local content, so we are working on this.*

Can you give us a listing of the hotels (and if available, their product specifications) that purchase Goodfellows products?

Goodfellow: *In Nassau: Atlantis (major buyers are Nobu, Mesa grill, Dune and Banquets) Albany House, Beach Bar Cafe, British Colonial Hilton, Lyford Cay Club, Marley Resort, Old Fort Bay Club, Provance, Villagio.*

Numerous Yacht charters as well. In Harbour Island: Dunmore Beach Club, Dunmore Deli (they retail the greens as well), Ocean View, The Rock House, Runaway Hill Club, The Landing. In Andros: Tiamo resort

Quantity and prices/costs are not available but the types of product are mainly micros, basil, arugula, cilantro, parsley, spinach....our greens and herbs since they are fresh cut each morning with same day delivery and use, light years better than imports that are at least a week old once they arrive here!

A Jamaican farmer visiting Goodfellows had this to say about his farm in the Cockpit Mountains of Jamaica:

In the river up in the hills of Jamaica we have people putting chemicals in the river in order to kill the fish for a quick harvest of same. We also have conventional agriculture where farmers are still using heavy chemical fertilizers on the land. So between the rivers and the land, we have a very sad situation happening. The land gets wet by the rain and when the river overflows, and all this water goes down to the sea as does the normal river water. The reef line that runs along the coast is now non-existent because of this. We need to educate our people before we go further than the mess we have created already.

Farming is a necessary profession but unfortunately it has been within the third world that this stigma has erupted about farming. It is claimed that farming is for people who cannot do anything else. But at least now, in these last few years, we are seeing people like myself, like Mr. Goodfellow going back to the land. We now have chocolate growers in Grenada and Tobago, gentlemen farmers who are going back to the lost art of organic farming, people who are very concerned about the food that we are consuming and the amount of chemicals within same. It is good to see a farm like Goodfellows providing a good sound eco-sustainable farm where the fact that he and his family live on the farm, eat off the farm, augurs well for the respect that farmers deserve. This relationship between land and home is a strong one and sends out of a message of hope.

Interview with Yolande Head of Quality Control Inspection & Packaging of Farm Produce.

Tell me exactly what you do here in this little area of yours.

Yolande: *I am in charge of quite a large section of this enterprise. Here at Goodfellow Farms we deal with about forty different restaurants. They call in their orders a day ahead, or sometimes they might call with an emergency, and I make sure that they are accommodated. First I inform myself of what the position is with regard to the greens available on the farm so that I can let my customers know their position in advance, what I can do or not do for them. If it is an emergency I might have to get the guys to cut extra greens. And then like what is happening right now, because of the heat and the rain, we do not have our regular arugula, we only have the baby arugula and baby spinach, so in cases where a Chef calls and he wants his regular arugula, I am the one who talks to him, convince him that what I have will be able to work for them. I am patient with my customers and realize that their work is a very intense one, so I have to be able to guide them through what we can provide and of course we always try to provide everybody with their needs first.*

In the morning we have our orders in front us and the work begins. From the leaves to the boxes they go in, everything must be perfect. The greens come to me in the morning first thing. Myself and my helper we have to pick through every little one to ensure that our customers are only going to get the best quality leaves. Every leaf has to be clean to pass my inspection. I pride myself in the fact that my customers know they are getting the best through me. I love pleasing my customers to the best of my ability. As a result of I have to ensure exactly where my stocks stands.

We check all the available greens ensuring there is no discolouration, no old leaves, no worms. It has been done already we know by the guys outside but our check is the important one. We have baby greens, spinach, arugula, micro, choy... we check every one for quality and I also check to see that the exact right mix is put into the customers orders. Even some of the bigger greens that we have had to import on occasion go through this harsh inspection. We remove these from their packages, clean and pick through them before repackaging for our customers. Nothing can pass my eye. I make very sure of that.



We also have to place some of the greens in the store for sale to our walk-in customers and into the restaurant for those coming to eat. We have Rosemary, Thyme, Basil, Parsley, Cilantro – those are just some of the herbs. Whatever does not sell in these two sections comes back to me and the whole procedure of cleaning and sorting starts again. Nothing goes back out there for sale unless it is perfect and I am here to see to it that this is carried out.

As you can see I have all my labels set out for easy access, all my containers. These all are used for my various outside orders. So first we pick and sort, add the mixtures, place same into the containers according to our orders. These filled containers are then placed into the big boxes, and they fit perfectly so there is no shaking about in there, and before they leave the farm, we tape everything together with Goodfellow tape. Our name is very important. It means quality and pride.

Why do you feel the need to do your best here? It is often said that in the Caribbean most of us are lazy people, what do you say to that?

Yolande: I feel it is important to my best because I believe that at the end of the day it makes me feel better about myself. A productive day for Goodfellow Farms is also a productive day for me. The Bahamas is a tourist destination and we should all be putting our best foot forward in order to show the world what we can achieve. Although I do not get to meet a lot of people personally behind the scenes here, I do meet them indirectly. It is through me that all the orders leave here, so I have wonderful friendly conversations with all my customers by phone and I feel we know each other. If one comes to the farm when I am at work, they always ask to meet me and that feels good because it shows that my way of dealing with them has left an impression. I try to tell all the staff here, and even people that I meet out of my work place that we all have to do our very best in whatever we do. You never know where your good attitude could get you in the future. A bad attitude we know will get you nowhere. Working hard carries you a long way. Once I do a great job, my boss is pleased with me. If for some reason I had to leave his employ and go somewhere else, I know he would give me a great recommendation because I showed him my best at all times. This is my future that I hold in my hands. No one should work just to receive their pay cheque. They should work because it determines what they might receive later one. Working hard is the only way to go forward.

At Goodfellows, Ian knows that he does not have to look over my shoulder to ensure I am doing a good job. He trained me. I learned all there was to learn and now I am in a senior position here and proud of it. There is no need to waste time and money watching me. I tell all the young people I come into contact with that hard work, dedication and loyalty are the answers to getting ahead in life, if you do not show these things you will be moving from one job to another and never really settle doing anything important or good.

How do you feel about farming? We know that a lot of Caribbean people think it is below them to work the land, what do you have to say about this?

Yolande: *As far as farming is concerned, this is not below our education. Being bankers, accountants etc., is fine but I would like to tell them that farming and agriculture is a really good thing to do. Especially living here in The Bahamas because again it goes back to us being a tourist destination and I have traveled different places, and a lot of them have very basic food. When you come here to the Bahamas, we could really make a difference because we have a special way of cooking, you know the way we season and marinate everything, all those lovely spices we use, but if we give up farming and have to bring in all our produce from abroad, we will go basic like them. Our home grown food tastes different and is much nicer. Our vegetables and fruits are exotic. Farmers are decent people who love their land, and I tell the youths that they need to go back to the land and do something important for their country. It is a respectful occupation. Ian has built up a wonderful farm that people love coming to and eating at. The food is delicious and they feel good to see it growing right there in front of their eyes.*

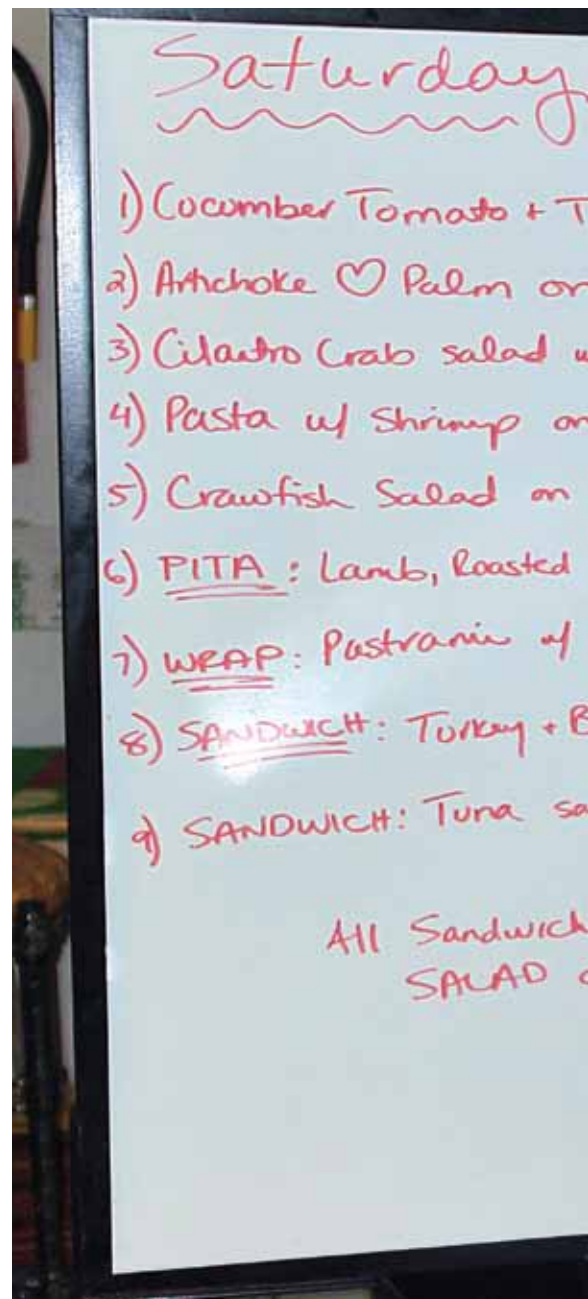
On a farm you could be dealing with people, enjoying meeting people from all over the world and at the same time spend a day working hard at something that will bring good rewards after. I know many young people might say farming is too difficult, growing things too hard, but if you put hard work into it, you can make a difference and make some money, and feel good too when you see that what you grew is healthy, and when you can make someone smile over the food that you have grown that means everything!

Interview with Lise, the Head Chef of the Goodfellow Restaurant.

What are your feelings about being surrounded with such clean produce all the time?

Lise: *In the Bahamas it is basically difficult to buy anything called fresh produce, decent greens are almost a non-existent...anything to do with vegetables is really a problem. Working here at Goodfellows I get to have hands on access to the best greens and the best produce in Nassau. I just love to be surrounded with all this fabulous stuff. It makes me feel good and I believe that everyone who comes here feels good too. It is a feeling that permeates all over this farm. Every dish I've created for the restaurant revolves around clean, healthy eating. We almost force people to eat greens here. Every dish is served over or with a salad, and this is a good thing because we are trying to change what people eat in this country. There is a high incidence of obesity and greens are the answer to so many other ills as well that afflict our people. Goodfellows is about homegrown, heartfelt and extremely good for you. It does not hurt that the greens grown on this farm have such a wonderful individual taste. I do believe even kids love them. It is a most pleasurable experience and as a Chef I would love to see farms like this spring up all over the islands...that would be delightful.*

Author's Note: Since the compilation of this book, Lise has opened her own health food restaurant called Chives on Blake Road, Nassau.



Lunch

tzatziki on greens
greens
Avocado Gazpacho
greens
greens
Veg + Avocado
Peppers + Mushrooms
sousin on white
baquette
leach on whole wheat
baquette
as of
or CHIPS



RECIPES FROM GOODFELLOW RESTAURANT

Can be found in Living off the LAND & SEA – Cooking with the Bounty of the Islands. Karin Goodfellow 1998, 2004.

Foccacia Bread

Preheat oven to 375 °F. In kitchen aid bowl with bread hook attachment place 1.5 cups of warm water, 1.5 tablespoons sugar, 1.5 tablespoons yeast. Let sit for 2 minutes or until frothy. Add 1.5 teaspoon salt. Mix for 2 minutes. Add 2 cups of high gluten or bread flour (approximately 4 cups). Mix until almost combined. Gradually add the remaining 2 cups flour – may need less or more depending on the humidity. Knead in mixer until forms a dough ball and does not stick to the bottom (add more flour is still sticking). Take dough out of mixer and shape into a ball. Place in a large bowl with 1 tablespoon olive oil. Let rise for 45 minutes then punch down and shape into Foccacia shape. Put ¼ cup Olive oil in the bottom of the baking dish. Coat dough in olive oil and set dough in dish. Top the bread with your topping choice – Tomatoes and Parmesan, Rosemary and Olives, or just sea salt. Let dough rise for 45 minutes. Bake for about 35-45 minutes until brown and crispy. Remove from dish immediately and place on cooling rack. Enjoy!

Breadfruit Fritters

1 breadfruit, ripe and soft
1 cup flour
2 teaspoons baking powder
½ cup cream
2 eggs
1 cup sugar
1 tablespoon butter
Hot sauce to taste
(or chop ½ teaspoon Scotch Bonnet peppers)
Salt

Peel and soak breadfruit for 30 minutes in cold water. Mash fruit until there are no lumps. In a large bowl cream butter and sugar. Add cream and hot sauce (or peppers) to taste; mix well. In a medium bowl sift together flour, baking powder and a dash of salt. Add breadfruit to the wet mixture. Mix well. Add flour mixture and stir thoroughly. Heat oil to hot. Fry tablespoonfuls until golden. Serve with your favourite Dipin' Sauce or cocktail sauce. Makes 1 ½ dozen fritters.



Citrus Herb Vinaigrette

In Food Processor puree 1 handful mint, 1 handful parsley, 1 handful basil. Add juice of 1 orange, juice of 1 lemon, 4 ounces mango juice, ¼ cup White Wine Vinegar, a tiny tip of mustard, 1 teaspoon salt. Puree. Add 1 cup olive oil. Puree. Honey can be added for extra sweetness if desired.

Drizzle over a salad mix of micro-greens.

Fresh Salmon Salad

Please note that any fresh island fish-filet can be used for this recipe. If Desired filet can be left whole, the puree poured over same.

1.5 – 2 lbs. Salmon – Seasoned, Baked and Flaked

1 handful Basil

10 Chive strands

Handful freshly-picked Tarragon leaves

Handful freshly-picked Dill leaves

Juice of 1-2 Lemons

Juice of one Orange

2 tablespoons of Citrus Grill seasoning

1 Bell (Sweet Pepper) pureed

2 Shallots pureed

Season Salmon filet in 1 tablespoon Citrus Grill seasoning and bake in oven @ 375 °F until cooked. Do not overcook. Remove from oven. Cool. Flake into a big bowl. In a food processor puree herbs, lemon juice, orange juice, bell pepper and shallots. Add puree to flaked salmon. Mix. Add salt, pepper and extra lemon juice to taste.





Pasta, Bruschetta and Chicken Salad

5 Chicken breasts – seasoned, cooked and chopped in cubes
1 package of Tortilloni
1 bunch of asparagus
½ jar of Bruschetta Mix
Citrus Grill Seasoning
Montreal chicken Seasoning
2 tablespoons Balsamic vinegar
¼ cup Parmesan cheese
1 tablespoon Lemon Juice

Boil about 1 gallons of water with 2 tablespoons salt and ¼ cup olive oil. Add totilloni and cook according to package directions. Strain and set aside in large bowl to cool. Bake 5 chicken breasts in oven @ 375 °F seasoned with Citrus Grill and Montreal Chicken seasoning until cooked. Roast 1 bunch of asparagus until ‘al dente’. Add salt for seasoning. Chop bottoms of asparagus off. Add cubed chicken, Balsamic vinegar, Parmesan cheese, lemon juice, Bruschetta, asparagus and tortelloni and mix. Serve with micro-green salad on the side.

Honey Basil Grilled Mahi Mahi (Dolphin)

6 Mahi steaks
1 ½ cups raspberry vinegar
¼ cup soy sauce, ¼ cup Dijon mustard, ¼ cup honey. ¼ cup chopped fresh basil
1 teaspoon thyme
Pepper

Place steaks in baking dish. In a small bowl combine the vinegar, soy sauce, mustard, honey and herbs. Mix well. Pour mixture over steaks and marinate 1 to 4 hours, turning twice. Heat grill to hot. Remove steaks from marinade and grill for 3 to 5 minutes a side. Pour marinade into a saucepan and bring to a boil and reduce by ½. Pour heated sauce over grilled steaks and serve. Serves 6.



Guava Duff

1 dozen guavas, peeled and seeded
1 ½ cups water
6 cups flour
1 cup sugar
1 cup shortening
6 teaspoons baking powder
Salt

Clean guavas and slice. Reserve seeds and pulp for sauce. In a large bowl mix together dry ingredients. Cut in the shortening. Add water slowly, mixing to form a ball. Knead dough until smooth. Roll out dough and place ½ of sliced guavas across the top of dough, fold over and seal with water and a fork. Continue with second ½ of guavas, roll jellyroll-fashion and seal. Place roll in a cotton cloth bag and close tightly. Boil roll in a large pot of water for 1 ½ hours. While the roll is cooking, make the Rum Sauce: Cream 2 sticks of softened butter with 2 cups of sugar. Add seeds, pulp, 2 eggs and beat until well blended. Beat in rum to taste and continue mixing until light and fluffy. Warm sauce and strain off seeds. Serve sauce warm over Duff. Serves 6.





Soursop Delight

1 large ripe Soursop
4 cups boiling water
2 cups evaporated milk
2/3 cups sugar
1 teaspoon vanilla

Peel and seed Soursop. Mash Soursop to break up any fibers. In saucepan bring water to a boil and add Soursop. Bring mixture back up to a boil and simmer for five minutes. Remove from heat and strain off pulp. Reserve liquid. Add milk, sugar and vanilla and stir until sugar is dissolved. Chill and serve on ice cream.

Gin & Coconut Water

1 gallon fresh coconut water
1 quart gin (nothing fancy)
2 tins sweetened condensed milk

Combine ingredients into a large jug. Shake well. Serve over crushed ice or cubes. They say “It makes you feel strong, like a lion.”

Bon appetit!



The Prime Minister acknowledges the outstanding efforts and contributions of Goodfellow farms.





TWO OTHERS

YES

YOU CAN

DO IT!

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