

Demand for Slaughter and Processing Services Survey

We conducted a Demand for Slaughter and Processing Services Survey (non-random) in October and November, 2010. Six different ways to respond were provided, including:

- 1) A Word document to print scan and/or send by email or regular mail
- 2) A Word form to fill in, save and email or print and send by regular mail
- 3) A PDF to print, fill out, scan and/or send by email or regular mail
- 4) A fillable PDF form to type in entries, save, print, scan and/or send in by email or regular mail
- 5) An online Survey Monkey survey form
- 6) Paper surveys sent to over 80 addresses obtained from the Del Norte Resource Conservation District, referrals and the Livestock Subsidy Database.

The producer survey assessed the following:

- Location
- Livestock production
- Time in the livestock industry
- Potential and interest to raise livestock for slaughter and processing
- Harvest capacity(all species)
 - How many animals do you harvest per year?
 - How many animals do you harvest in each 3-month period?
 - How many animals could you harvest in the future with better access to a reliable USDA- inspected facility?
- Current slaughter location(s)
- Miles traveled (one way)
- Estimated cost per animal for slaughter (all species)
- If a new slaughter facility were to be established, what qualities would it need for you to choose to bring your animals there?
- Current meat processing location
- Miles traveled (one way)
- Estimated cost per animal for processing (all species)
- If a new processing facility were to be established, what qualities would it need for you bring your animals there?
- Where do you currently sell your finished meat?
- What characteristics do you use to market your product?
- Interest in selling whole animals or cut/wrapped
- If the slaughter/processing facility were to manage the transportation of live animals from farm to facility, would you find this helpful?
- Interest in investing in a slaughter facility
- If a cooperative or other form of business entity of local producers was established to slaughter/process and/or market livestock products, what functions would you want this entity to do for your farm/ranch?
- Other comments?
- Contact information

Survey Publicity

A well-advertised public meeting was held to announce the survey and to address any questions that may have come up. Two two-column notices were published twice in October, 2010 in The Del Norte Triplicate and the Curry Coastal Pilot.

We also had an above the fold front page article published in the Triplicate. In each of these, full consultant contact information was provided.

Survey Responses

Locations

<i>County</i>	<i>Zip Code</i>	<i>% of Responses</i>
Curry (35%)	97444	5
	97450	30
<i>Sub-total:</i>		<i>35</i>
Del Norte (65%)	95348	5
	95531	30
	95536	5
	95567	25
<i>Sub-total:</i>		<i>65</i>
<i>Total:</i>		<i>100</i>

Figure 1—Survey Response Locations (Zip Code)

Nearest Cross-road:

- Davis Creek and 101
- Crescent City, CA
- Westbrook Lane and 101
- 101 and Pistol River Loop
- Langlois Mt. Road and 101 (2)
- US 199
- Floras Creek & 101
- 101 & Wilson Lane
- 101
- Lower Lake
- 101 & Fred Haight Dr.
- Lake Earl Drive and Lakeview Drive
- 101 and Oceanview
- Arrow Mills
- Curchtree
- Hwy 211
- 199 & Elk Valley

Livestock production

Raise livestock and arrange for slaughter/processing:

<i>Response</i>	<i>Percent</i>
Yes	13%
No	7%

Table 1—Currently Raise Livestock and Arrange for Slaughter/Processing

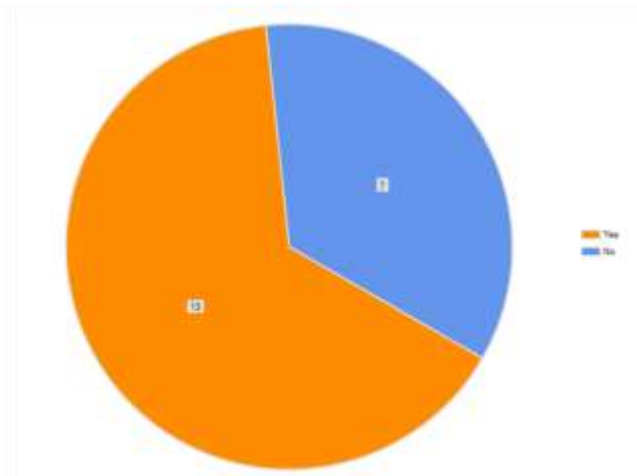


Figure 2—Currently Raise Livestock and Arrange for Slaughter/Processing

Time in the livestock industry

	<i>Percent¹</i>
1-5 years	6%
6-10 years	0%
11-20 years	28%
21 years or more	67%

Figure 3—Time in the Livestock Industry

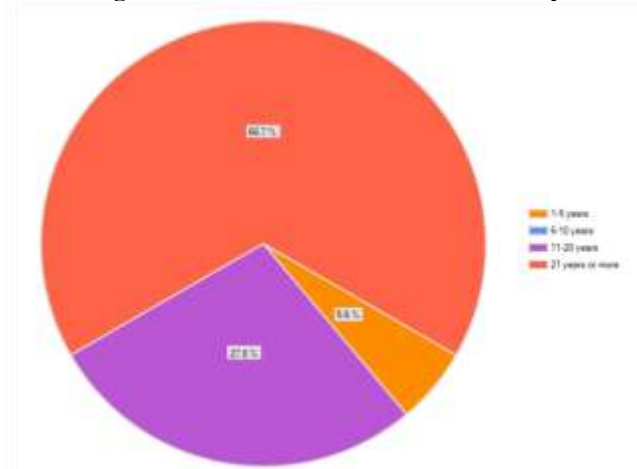


Figure 4—How Long Have You been in the Livestock Industry

¹ May not total to 100% due to rounding.
Released: February 15, 2011

Potential and interest to raise livestock for slaughter and processing

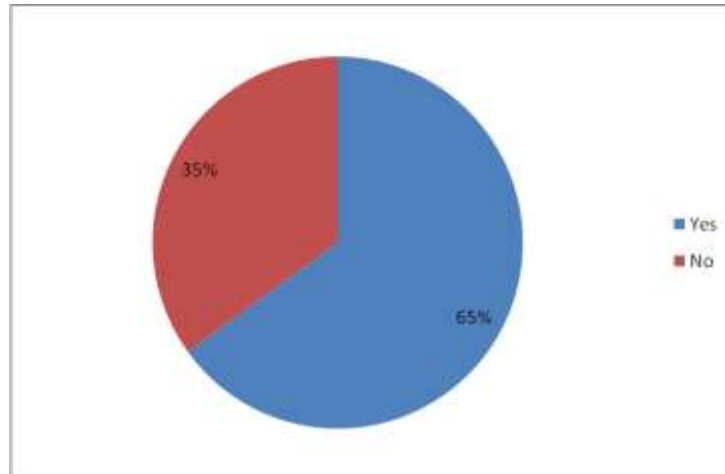


Figure 5—Potential and Interest to Raise Livestock for Slaughter and Processing

Harvest Capacity (all species)

	A. Current Annual Harvest (#)	B. Current Quarterly Harvest				C. Anticipated Annual Harvest with convenient facility (#)
		Jan-Mar	Apr-June	Jul-Sept	Oct-Dec	
Beef Cattle	850	50	165	306	225	1,262
Dairy Culls	880	220	215	215	230	880
Veal	0	0	0	0	0	0
Goat	70	0	23	23	24	270
Pigs	120	30	30	30	30	120
Turkey	0	0	0	0	0	0
Chicken	3,200	800	800	800	800	3,200
Lamb	77	6	33	19	20	275
Geese / Duck	0	0	0	0	0	0
Other - Rabbit	250	0	0	0	0	250

Table 2—Harvest Capacity (all species)

If a viable market exists for your products, what would encourage or inhibit you from expanding production beyond your current operating capacity? (apart from access to slaughter and processing services?) (70% responded to the question)

- I would change my plan and not sell feeders but finished animals. Possibly I would need more land.
- Not sure.
- More efficient access to local facility to bring down my cost as a producer.
- Sale price. Hay price. Pasture.
- Cost of processing.
- Better maintained pasture (we are in the process)
- You either make good money or you don't: make money = expand, don't make money = don't expand.

- Time management, pasture management.
- Nothing.
- Would not expand.
- Location, cost, scheduling
- Legally being able to sell more animals would encourage us.
- lack of acreage
- will increase production if favorable conditions exist

Current slaughter location(s)

- Bussman's (4)
- Redwood Meats (5)
- Alpine Meats
- Self-process (2)
- Humboldt Auction
- Stary Ranch

Miles traveled (one way)

- Average = 100 miles (one way)

Estimated cost per animal for slaughter (all species)

Note: Survey cost results will be substantiated by contacting the slaughter facilities reported in the survey, including a couple from out of the region. The actual costs reported by the slaughter facilities will be used in the business model spreadsheet.

<i>Species</i>	<i>Range of Costs</i>	<i>Median</i>	<i>Average</i>
Beef Cattle	75-1,200	150	388
Dairy Culls	75-150	90	105
Veal	N/R	N/R	N/R
Goat	100	100	100
Pigs	60	60	60
Turkey	N/R	N/R	N/R
Chicken	N/R	N/R	N/R
Lamb	50-150	105	102.5
Geese / Duck	N/R	N/R	N/R
Other	N/R	N/R	N/R

Figure 6—Estimated Cost Per Animal for Slaughter (all species)

N/R = no response

If a new slaughter facility were to be established, what qualities would it need for you to choose to bring your animals there?

- Federal meat inspector to allow for resale.
- Have in USDA organic certified.
- Organic certified. Game animals: deer, elk, etc.
- Price.
- Competitive processing cost. Ample cooler space to allow for aging (3-4 weeks).
Ample freezer space to hold product till market available.

- Closer to our farm. Customers being happy with the way the animal is cut & wrapped. Prices.
- We need what we had -- I believe Bigler did well -- with a waiting list. Yes, closer to home and trucked off for slaughter. Had to have 2 in the past 2 years done at the ranch. Waiting for one to go now. Not everyone likes to see their animals strung up in your yard! Pozzie's ran a good business, too, before Bigler. They were a going concern when I arrived in 1949.
- Close location, cleanliness, reasonable pricing (Redwood Meats not reasonable), good management (scheduling, communication, service), good cutting options, good returns of packaged meat vs. carcass weight.
- Located closer to farm.
- Clean& neat, work with us for a marketable product at the retail level, freeze storage capacity.
- Purchase price for cattle
- Location, cost, scheduling
- Being inspected for legal sale.
- Low cost.

Current meat processing location

- Busman's (3)
- Redwood Meats (4)
- Cartwright's Meats
- Self-processed (2)

Miles traveled (one way)

- Average = 73 miles (one way)

Estimated cost per animal for processing (all species)

Note: Survey cost results will be substantiated by contacting the processing facilities reported in the survey, including a couple from out of the region. The actual costs reported by the processing facilities will be used in the business model spreadsheet.

<i>Species</i>	<i>Cost</i>	<i>Median</i>	<i>Average</i>
Beef Cattle *	.45-.58	.50	.51
Dairy Culls *	.90-1.25	1.08	1.08
Veal	N/R	N/R	N/R
Goat	N/R	N/R	N/R
Pigs	N/R	N/R	N/R
Turkey	N/R	N/R	N/R
Chicken	N/R	N/R	N/R
Lamb **	50.00-70.00	65.00	65.00
Geese / Duck	N/R	N/R	N/R
Other	N/R	N/R	N/R

Table 3—Estimated Cost Per Animal for Processing (all species)

N/R = no response

* = reported on per pound basis

** = reported on a per animal basis

If a new processing facility were to be established, what qualities would it need for you bring your animals there?

- A federal meat inspector to allow for resale of product.
- The processing facility taht we use is very busy and we must schedule months in advance.
- USDA organic certified facility.
- Price.
- Economical processing. Ability to age beef 3 weeks+. Freezer space to hold product for extended time.
- Closer to our farm. Customers being happy with the way the animal is cut & wrapped. Prices.
- Cryovac facilities; note: processing costs \$.90/lb to \$1.25/lb for cryovac
- Closer to farm, timing of #'s that they can handle. 10/week? 20/week?
- Location, cost, scheduling
- Low cost.

Where do you currently sell your finished meat?

- We sell feeder calfs [sic] and lambs.
- N/A
- Sell to private party and they have it processed.
- Our primary sales are to large paoleizg [sp?] companies in WA and CA 300 beef 1000 lambs our local sales are direct to consumer.
- Individuals.
- Fortuna auction.
- Some to private individuals, most go to feed lot.
- Only sell lambs on the hoof to Rick McKenzie.
- retail, farmers market, on farm store
- Don't sell
- Don't sell
- We don't sell it. People buy it live & pay processing. Could sell meats at farmers markets, local store.
- Don't sell -- personal use only.

What characteristics do you use to market your product?

- Grass fed.
- N/A
- Free range beef.
- Natural grass fed.
- Grass fed, no hormones and other chemicals.
- Angus, grass fedd, no chemical fertilizers.
- Grass fed with ground corn & alfalfa hay 6 weeks before kill.
- Grass fed, pasture-based, no hormones, no steroids, no antibiotics.
- grass fed, organic
- Grass fed
- All natural (no antibiotics -- just vaccine and worming).
- Grass fed, free range.

Interest in selling whole animals or cut/wrapped

	<i>Percent Response</i>
Specific cuts	15.4
Whole animals	100.0

Table 4—Interest in Selling Whole Animals or Cut/Wrapped

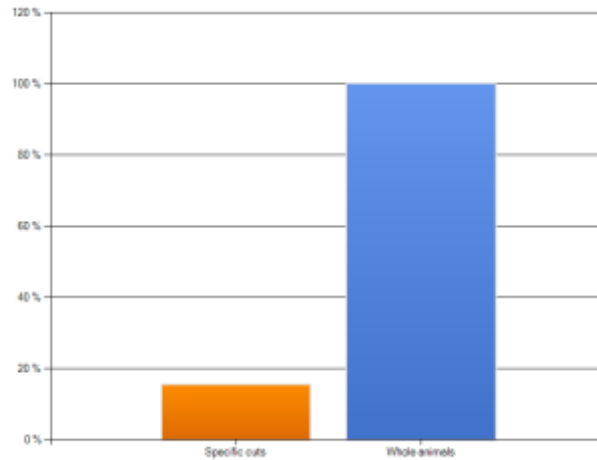


Figure 7—Interest in Selling Whole Animals or Cut/Wrapped

If the slaughter/processing facility were to manage the transportation of live animals from farm to facility, would you find this helpful?

<i>Response</i>	<i>Percent</i>
Yes	35.7
No	64.3

Table 5—Transportation of Live Animals from Farm to Facility -- Helpful?

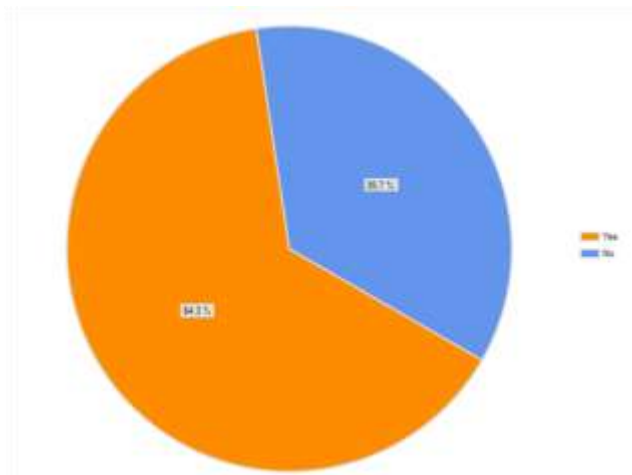


Figure 8—Transportation of Live Animals from Farm to Facility -- Helpful?

Interest in investing in a slaughter facility

Generally speaking, the current economic conditions are not favorable for encouraging investment by area ranchers/farmers. Yet survey responses (39%) indicate interest in investing in a facility in Del Norte County.

<i>Response</i>	<i>Percent</i>
Yes	38.5
No	61.5

Table 6—Interest in Investing in a Slaughter Facility

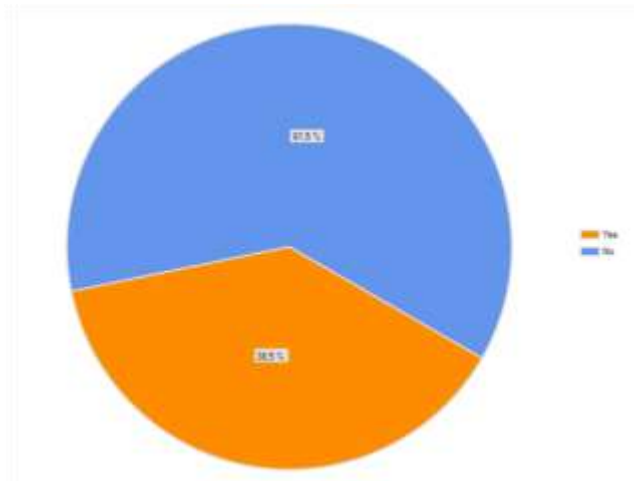


Figure 9—Interest in Investing in a Slaughter Facility

If a cooperative or other form of business entity of local producers was established to slaughter/process and/or market livestock products, what functions would you want this entity to do for your farm/ranch?

	<i>Response Percent</i>
Slaughtering	92.3%
Aging	92.3%
Packaging/wrapping	92.3%
Marketing	84.6%

Table 7—Business Entity: What Functions Would You Want this Entity to Do

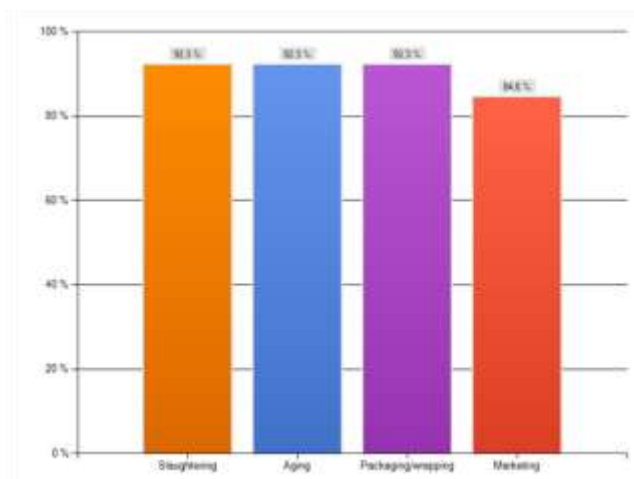


Figure 10—Business Entity: What Functions Would You Want this Entity to Do

Other comments?

- Is this a co-op?
- I think it would be used and helpful if built.
- We would love to market all our production as a specialty product rather than generic. 300 beef 100 lambs 100-200 goats if we could focus on production rather than marketing and distribution.
- Cut and wrapped to the meat's quality. Bandon does a great job on hamburger tubes.
- This all remains to be seen.
- Marketing cooperative.
- Best of luck on your project. We really need a federal inspected facility to be able to sell to consumers.
- I raise a couple of lambs/goats fro brush and grass control but would be interested in expanding if there was a market.
- We do have a large stock trailer. Would be willing to help.