

# Research in Support of a Stronger Local Meat Industry

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MINNESOTA INSTITUTE FOR SUSTAINABLE AGRICULTURE  
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# How I Got Here

- Work in Food Systems – from farmer interviews to sampling local foods at the State Fair
- MISA's Endowed Chair in Agricultural Systems Program
- Bottle necks

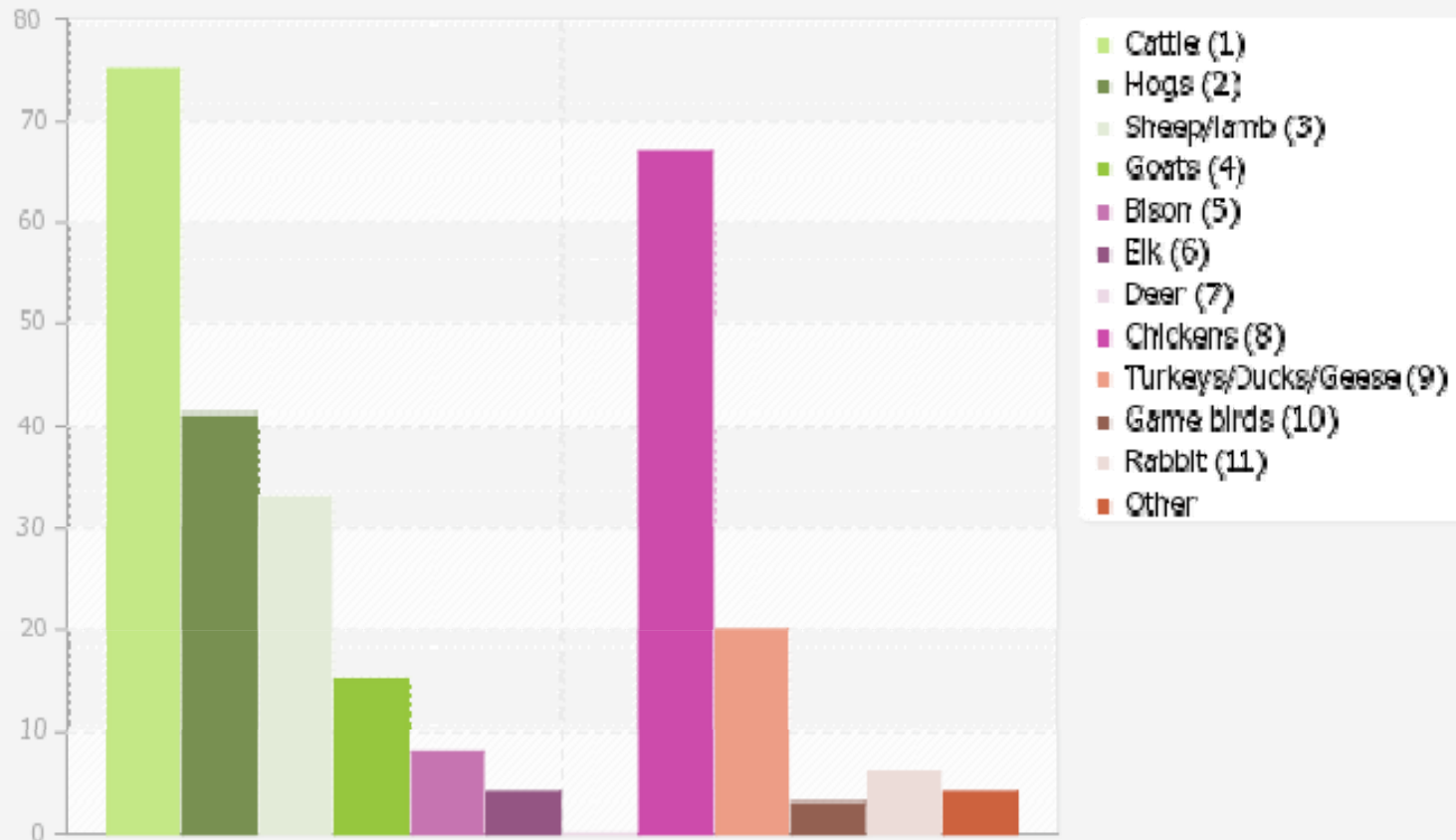
# The Goal and Process

- Goal
- Groups of Stakeholders
- List of Issues/Opportunities

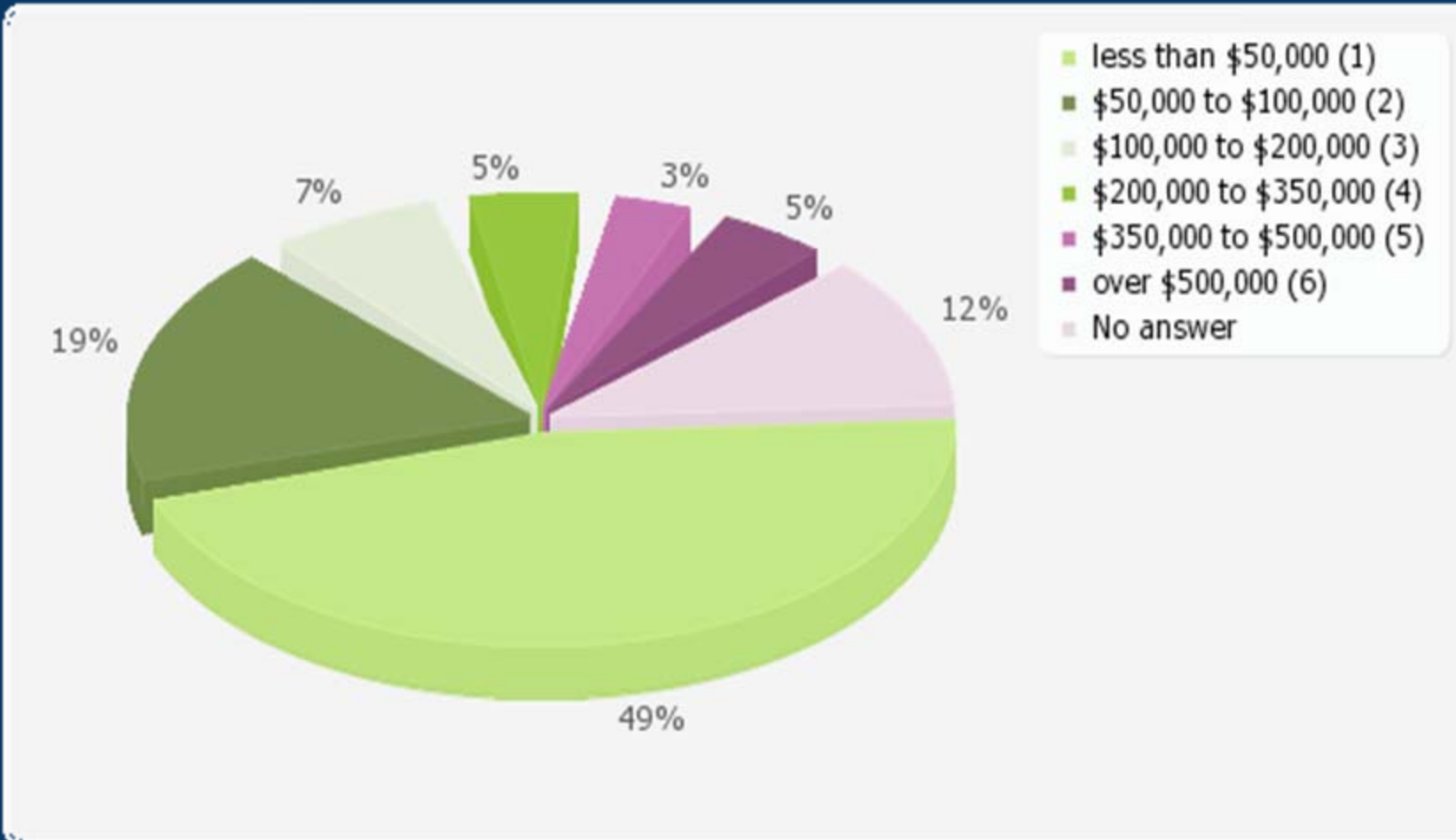
# Producer Survey

- 324 Producer Names
- Online/Paper options
- 164 people responded (over 50%!)
- Responses from across the state

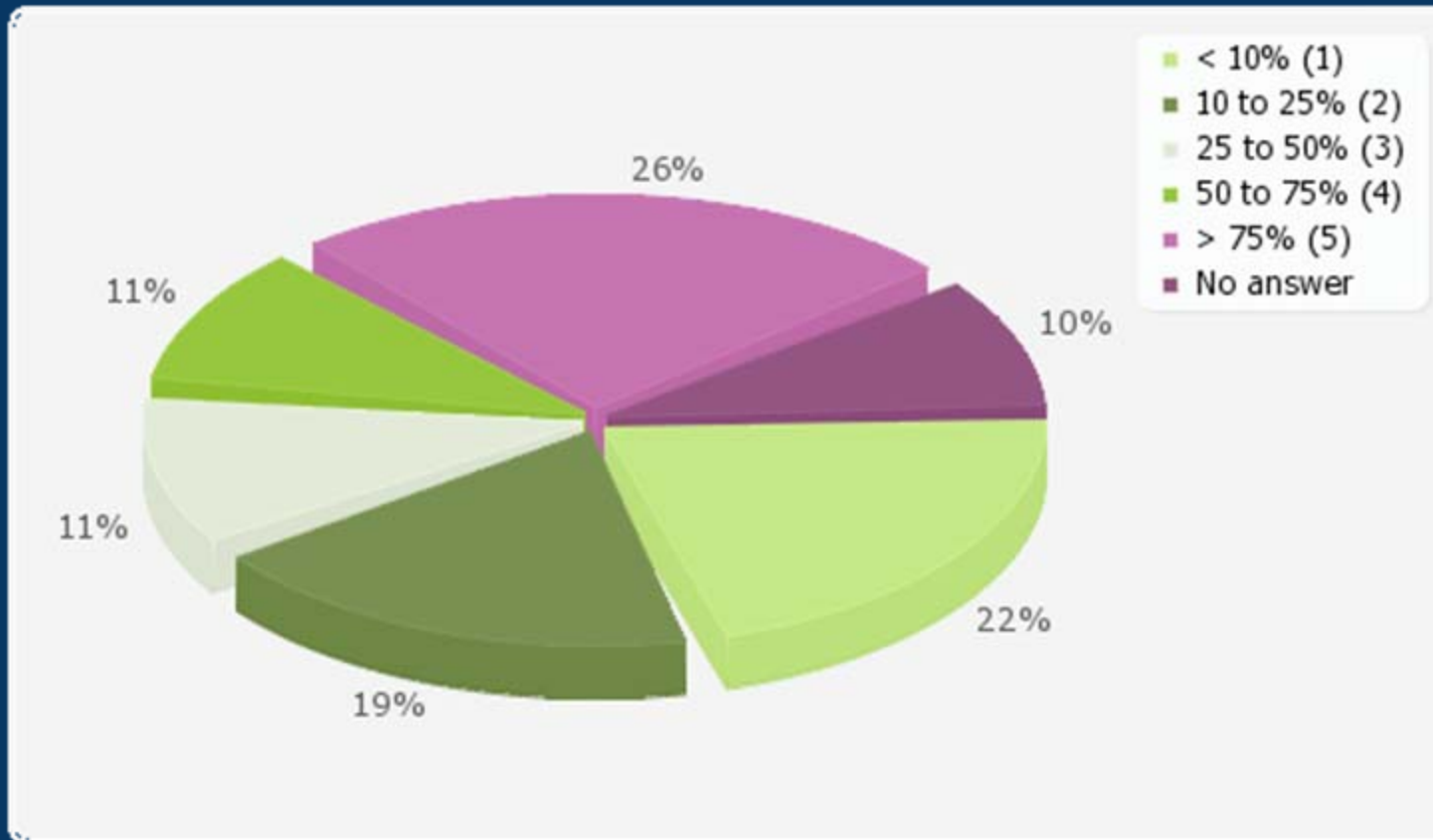
# What Respondents are Selling



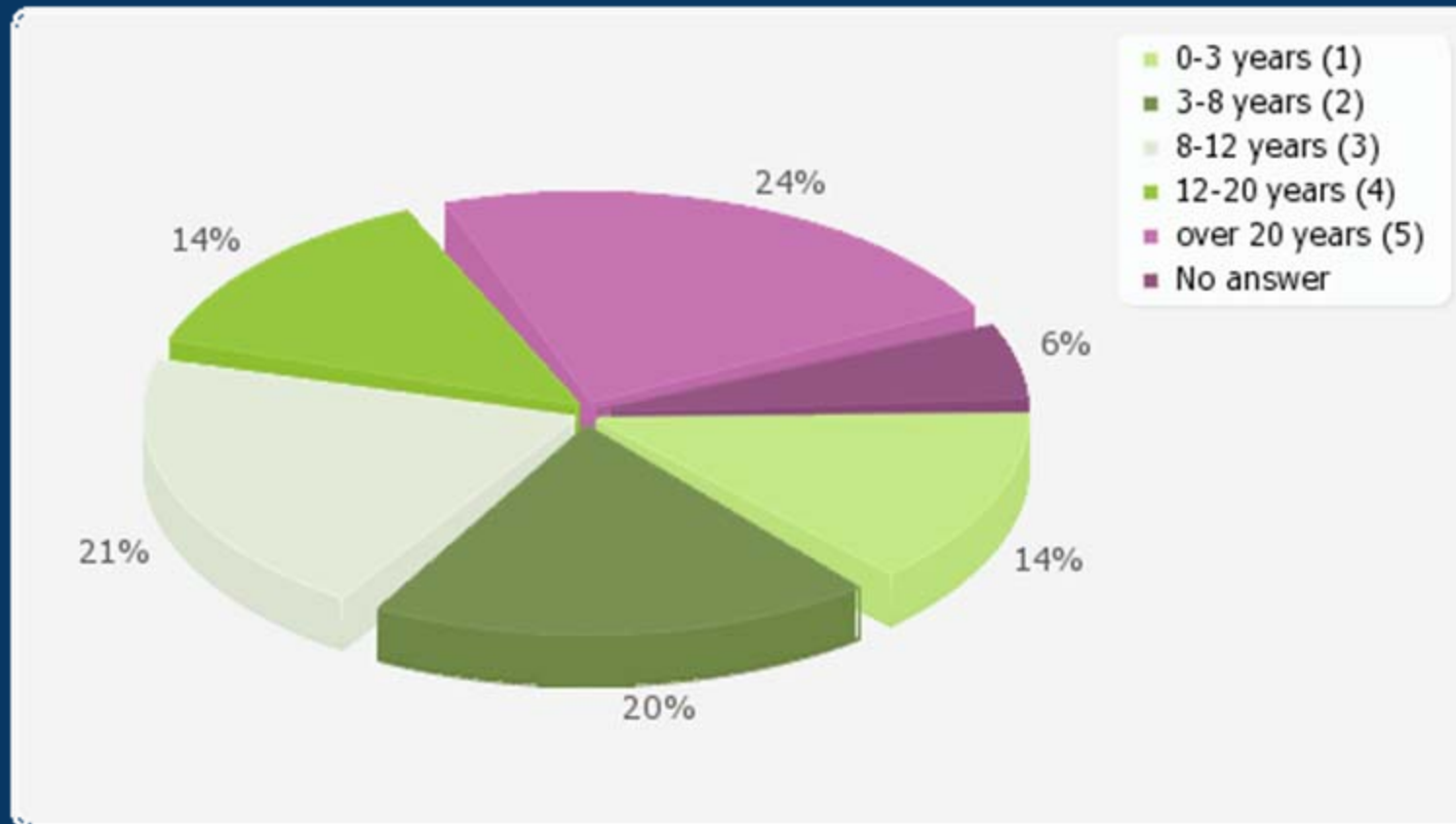
# Annual Gross Farm Income



# Percent of Gross from Animal Sales

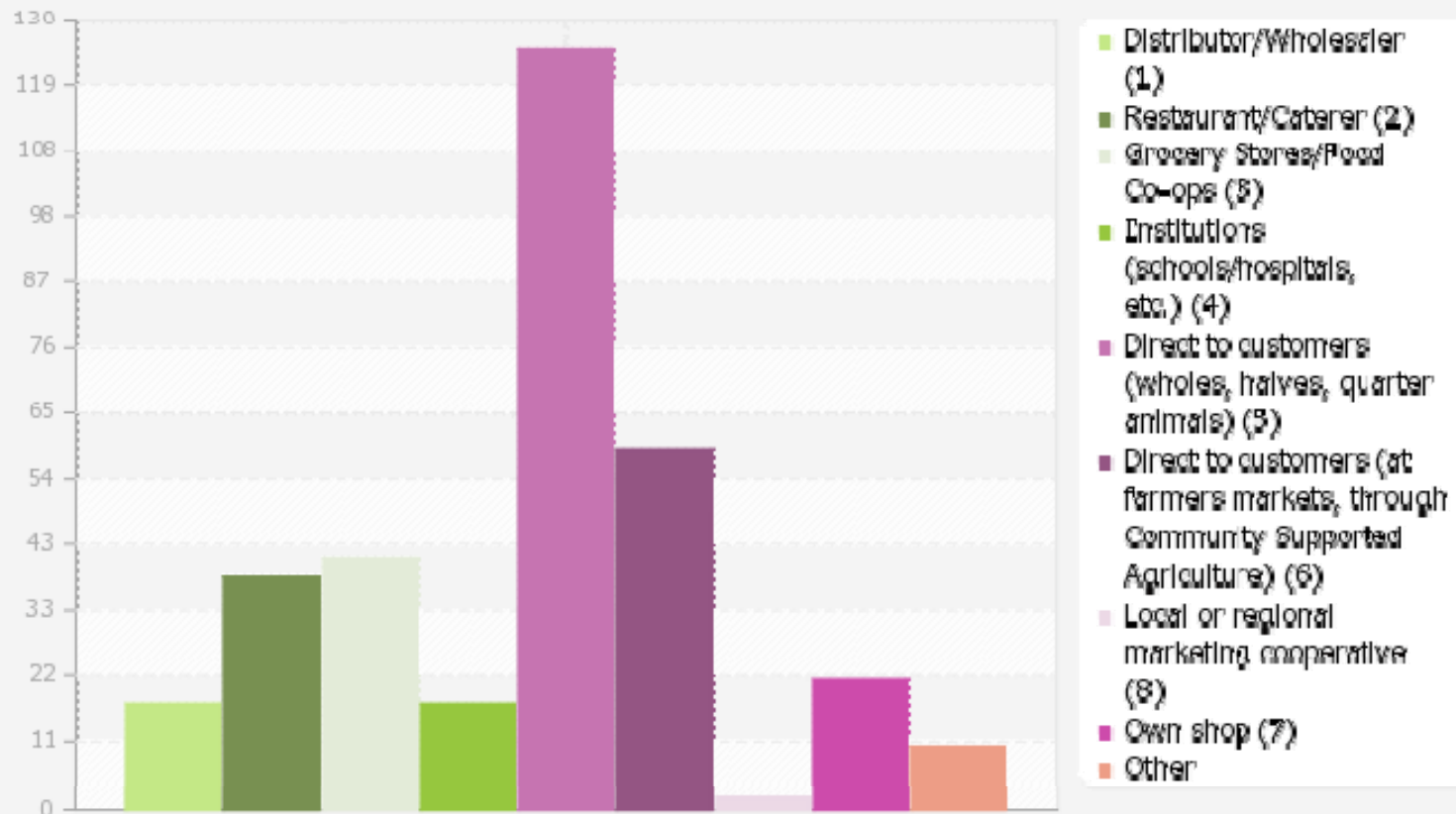


# Year Raising Animals for Meat Sales

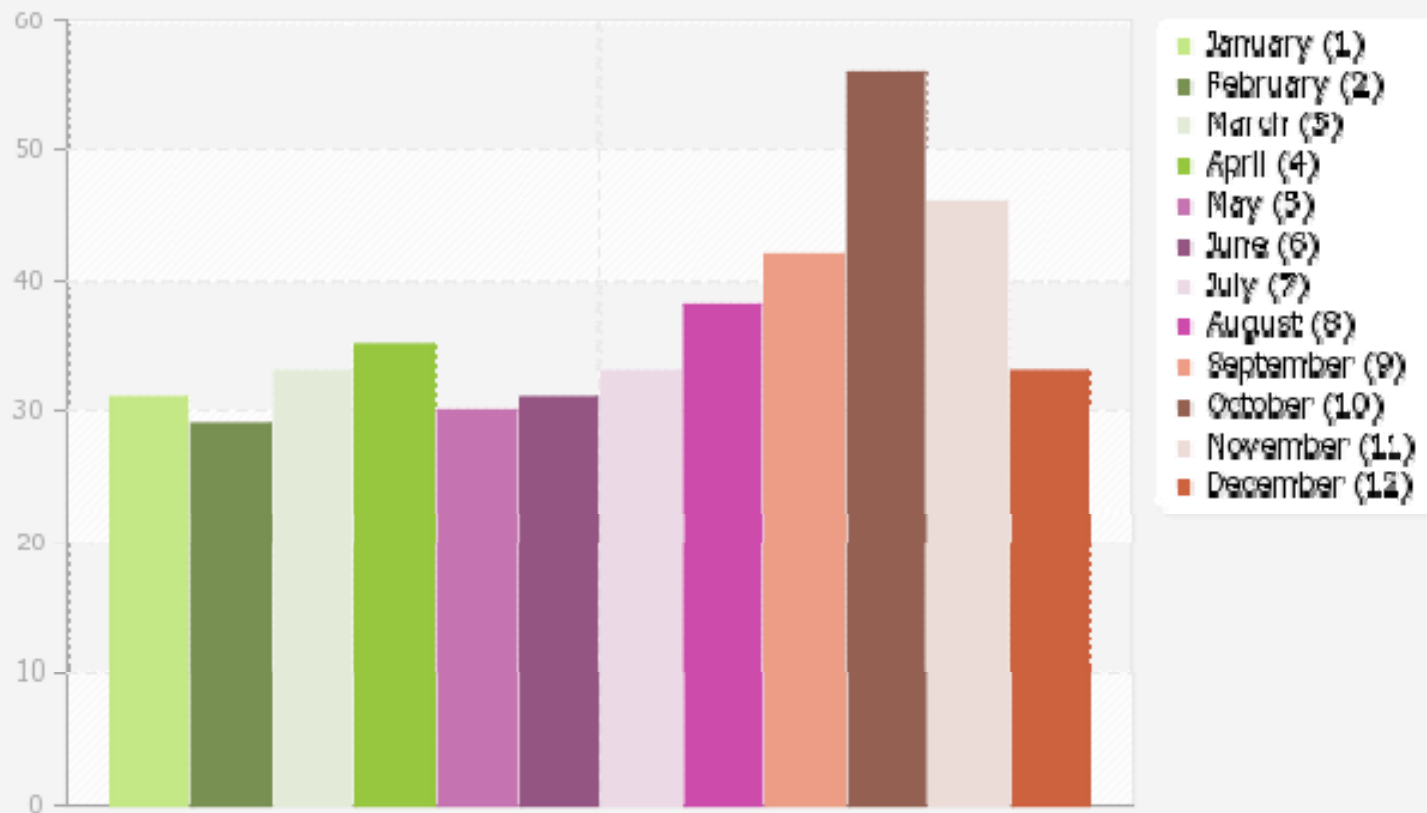




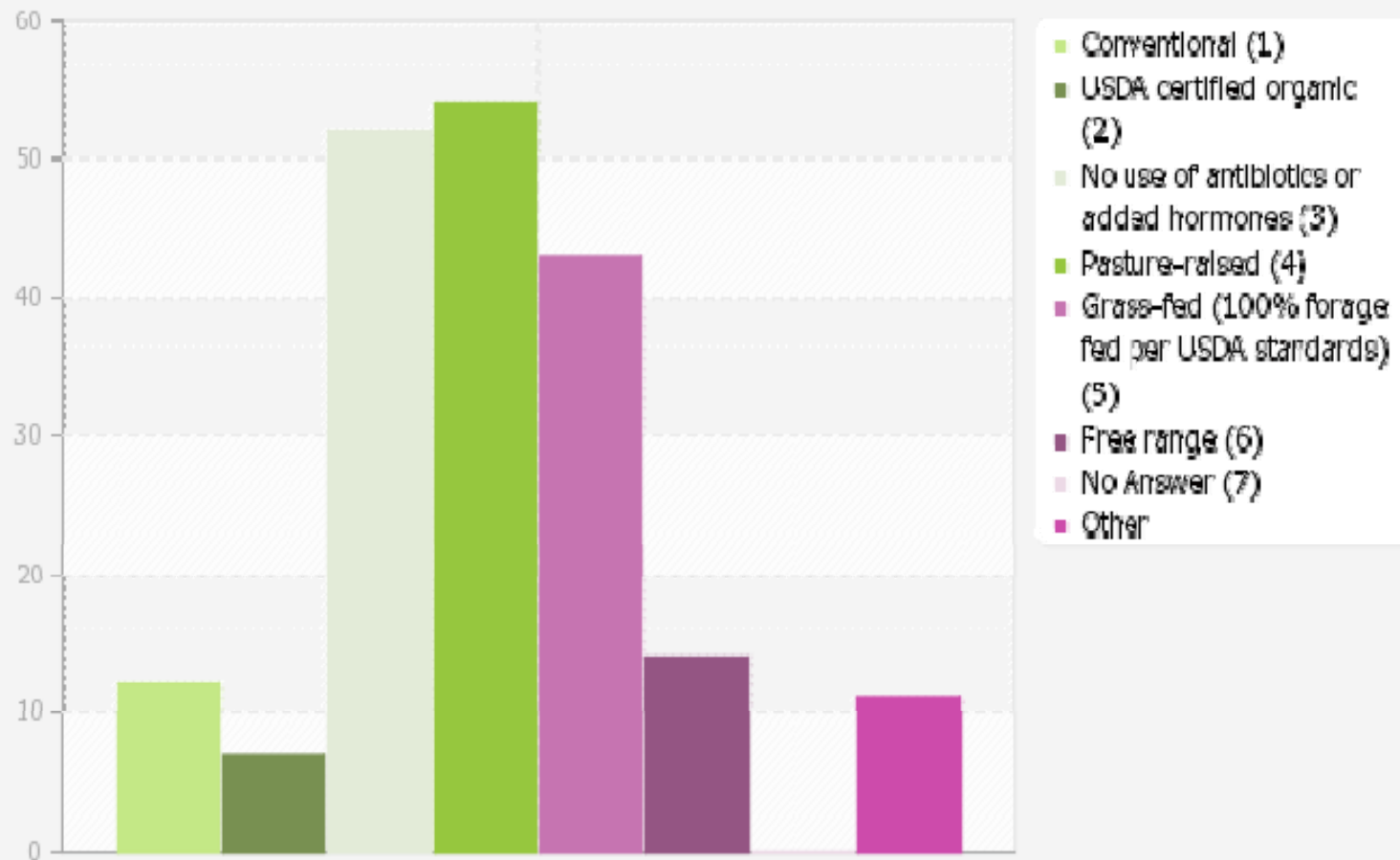
# Intended Buyer for Meat/Poultry



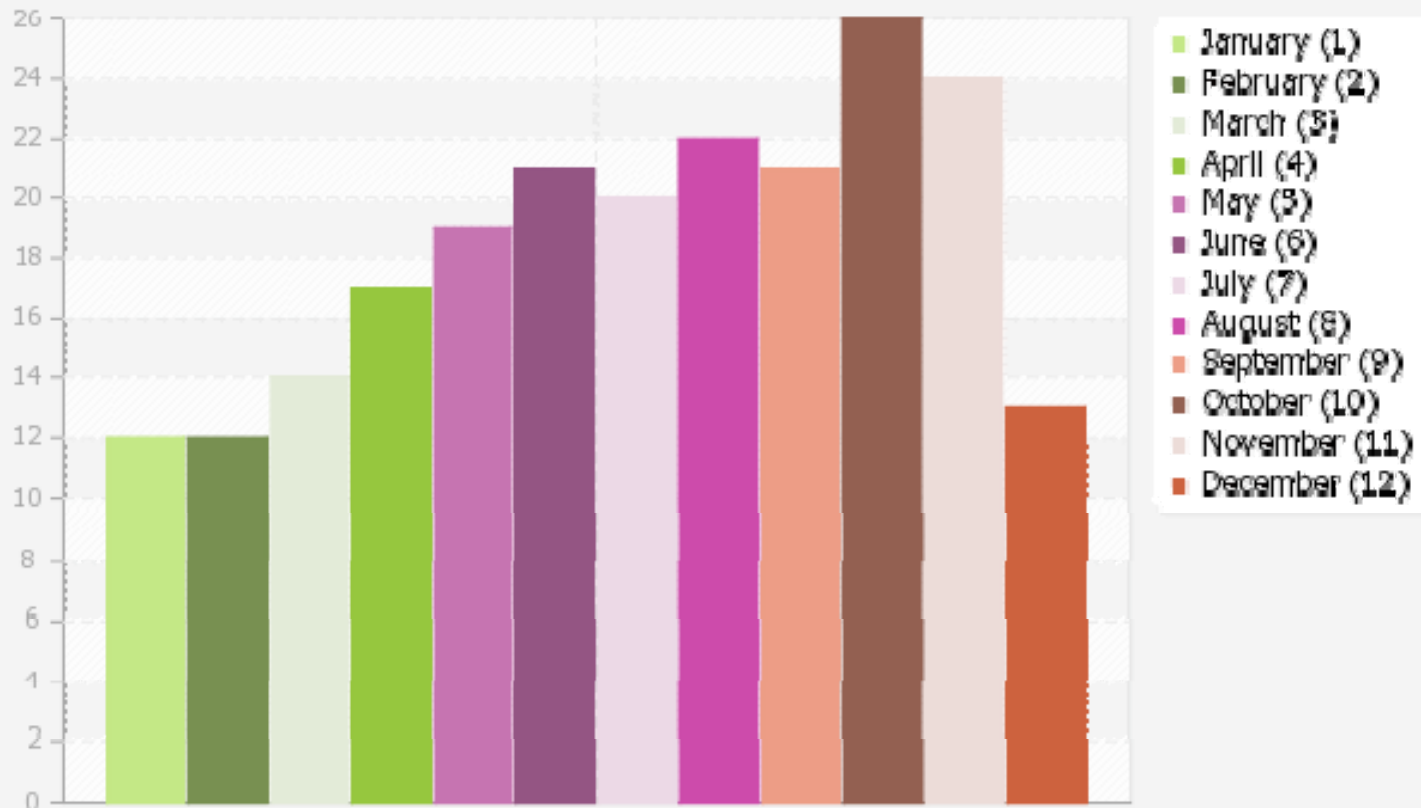
# When Producers Process Cattle



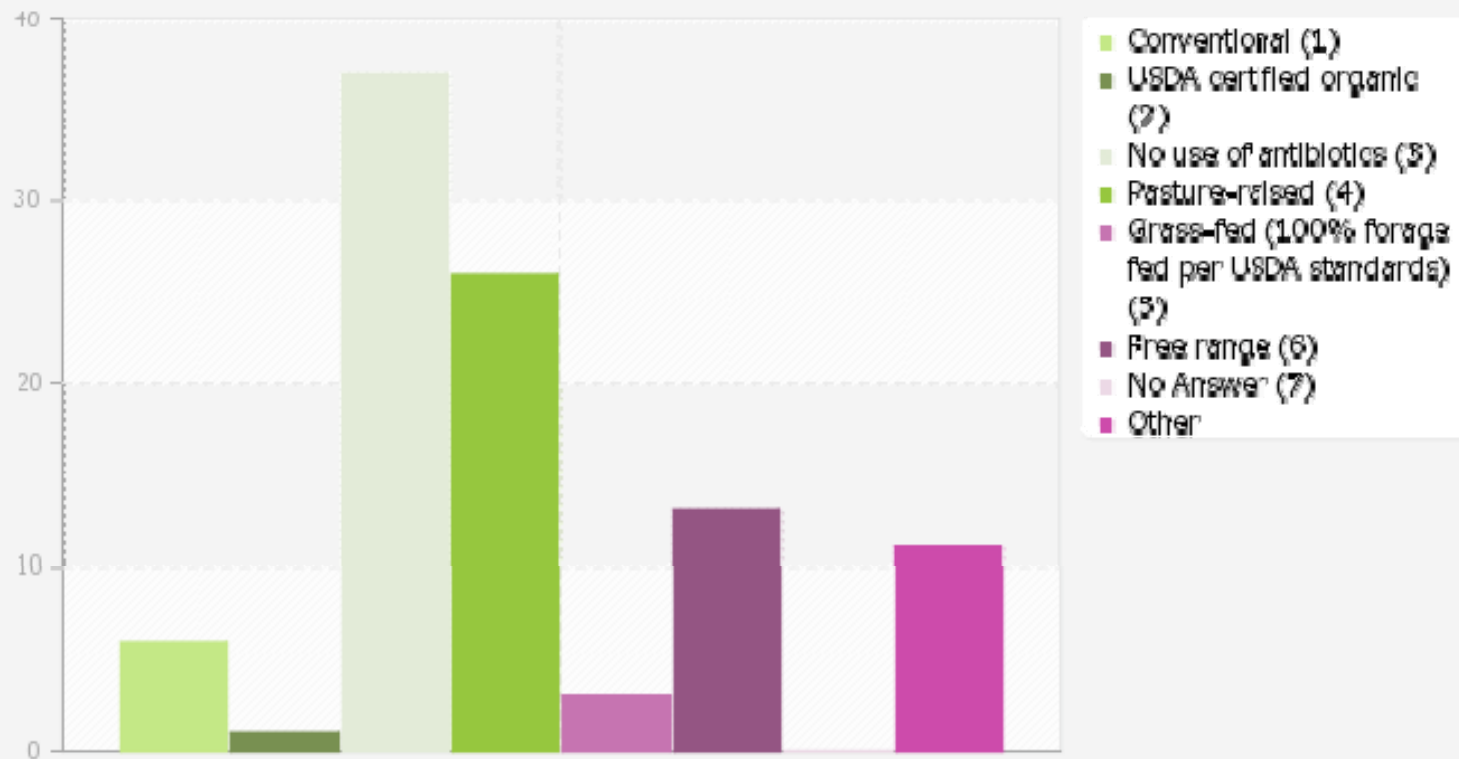
# Production Techniques for Cattle



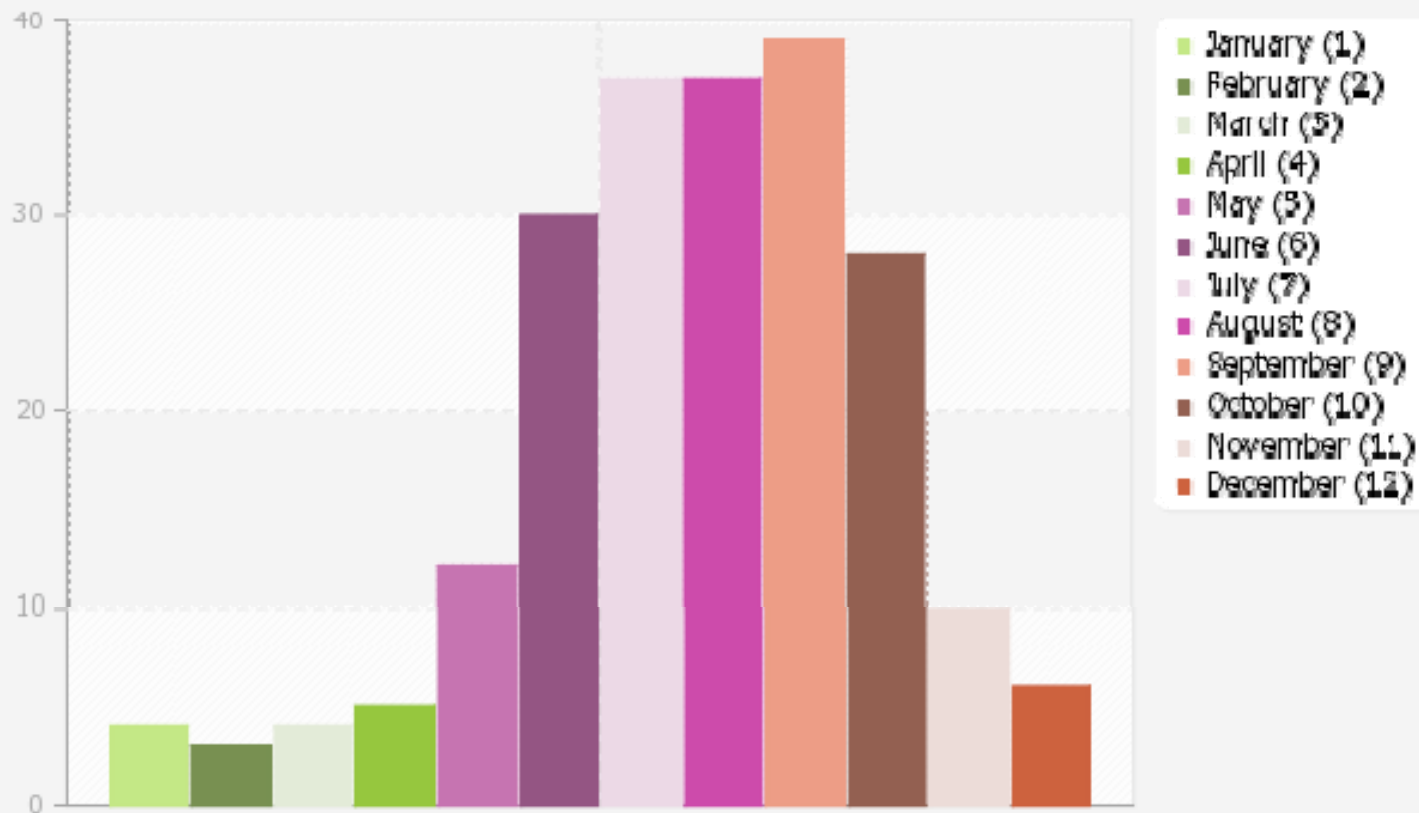
# When Producers Process Hogs



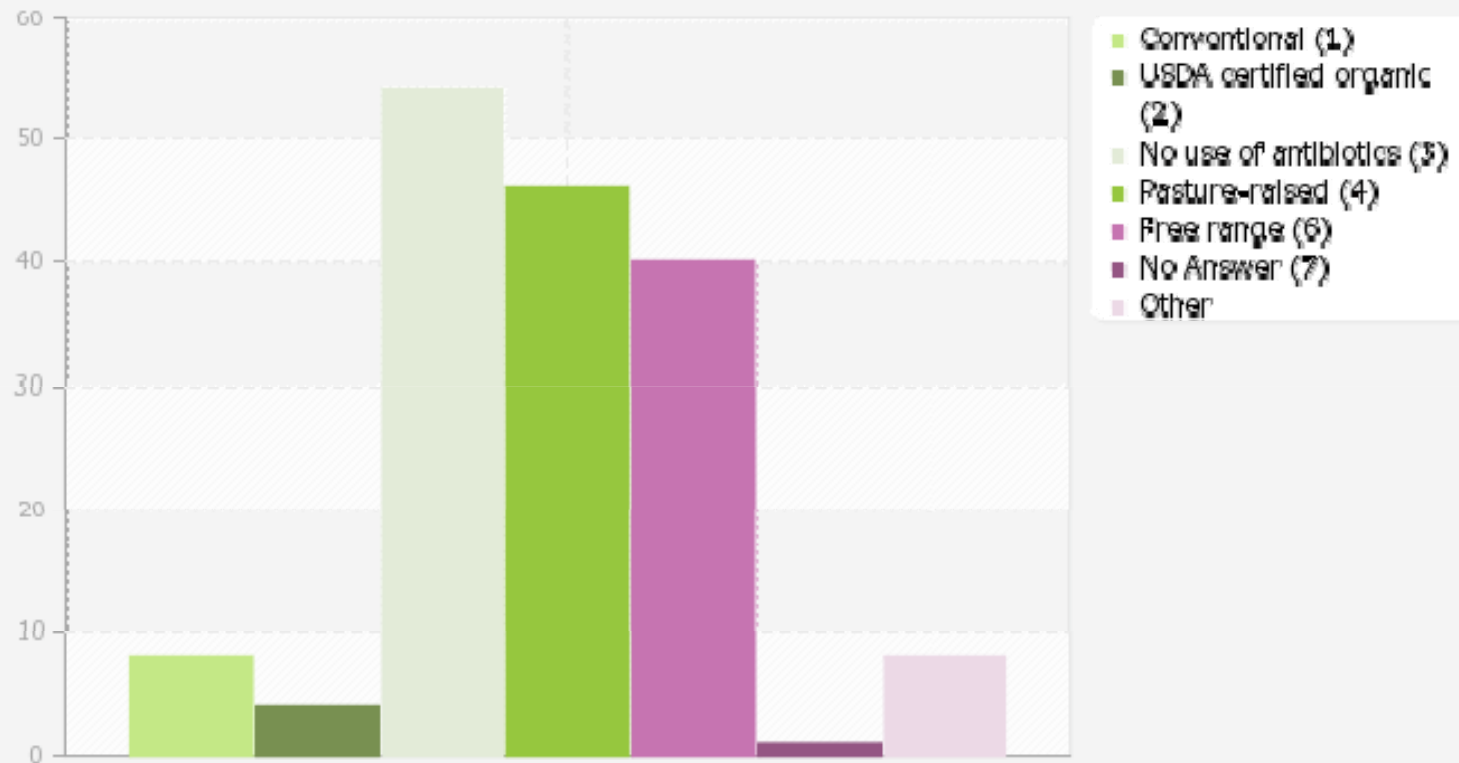
# Production Techniques for Hogs



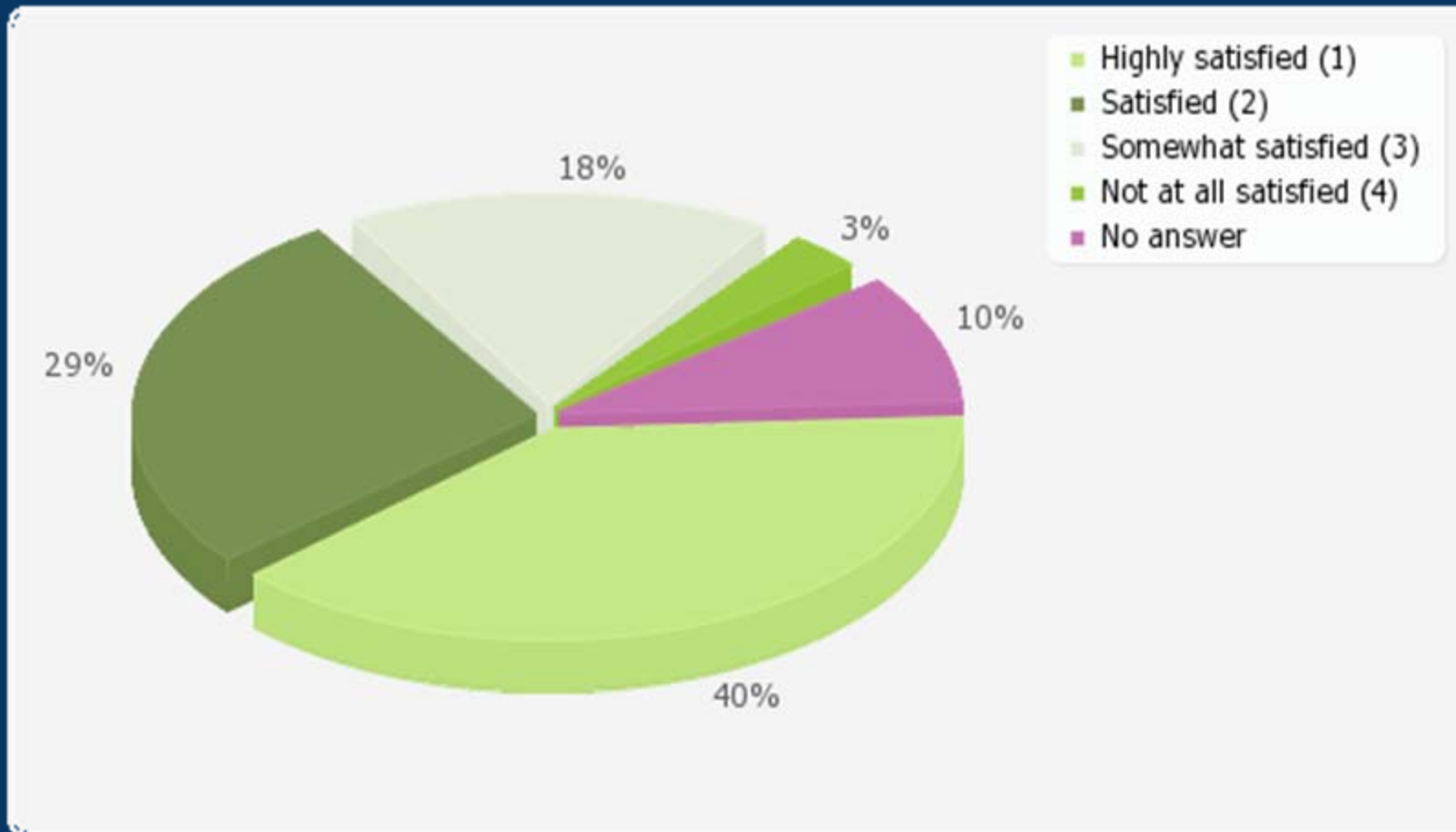
# When Producers Process Chickens



# Production Techniques for Chickens

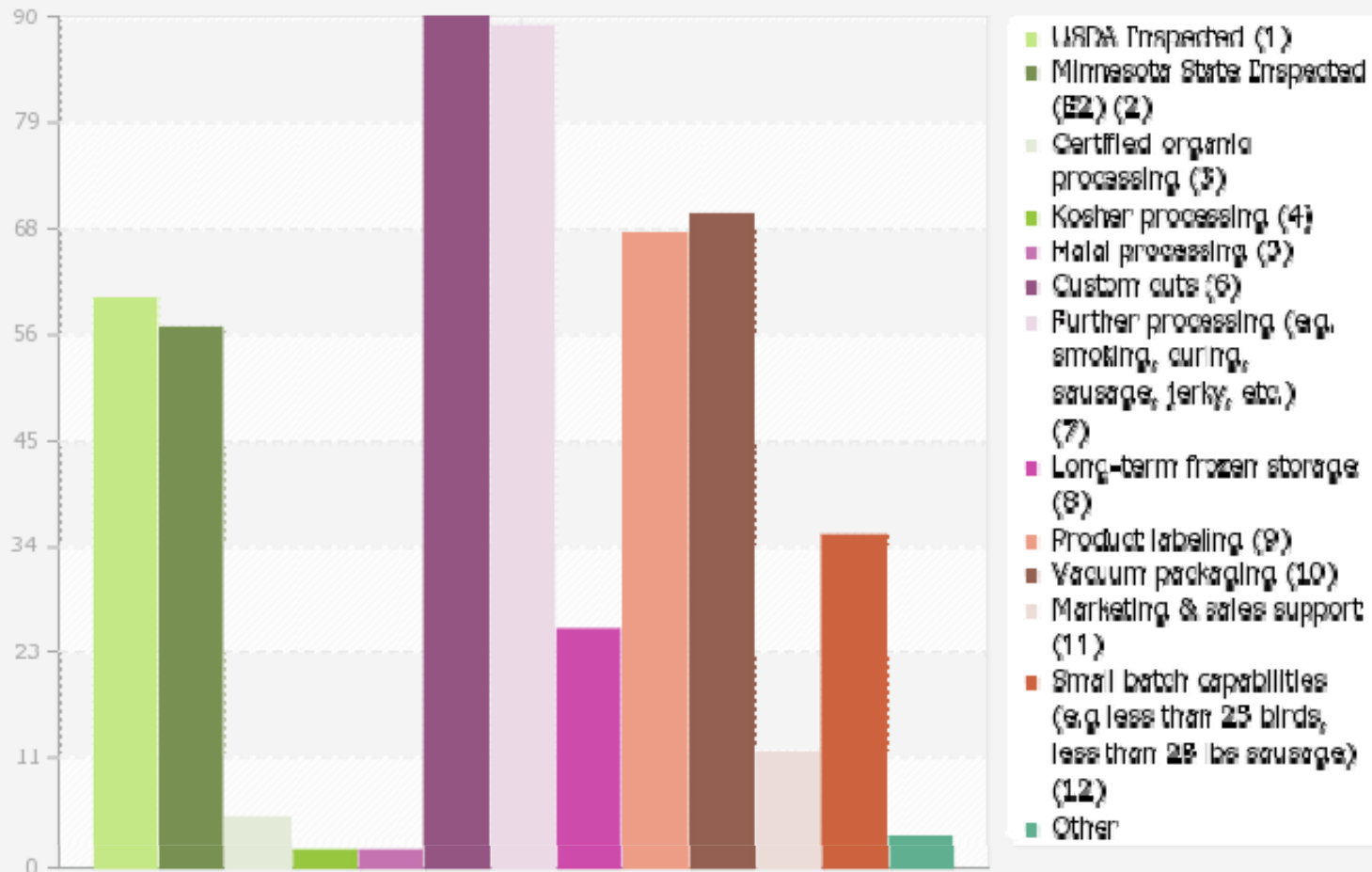


# Level of Satisfaction with Livestock Processing Options

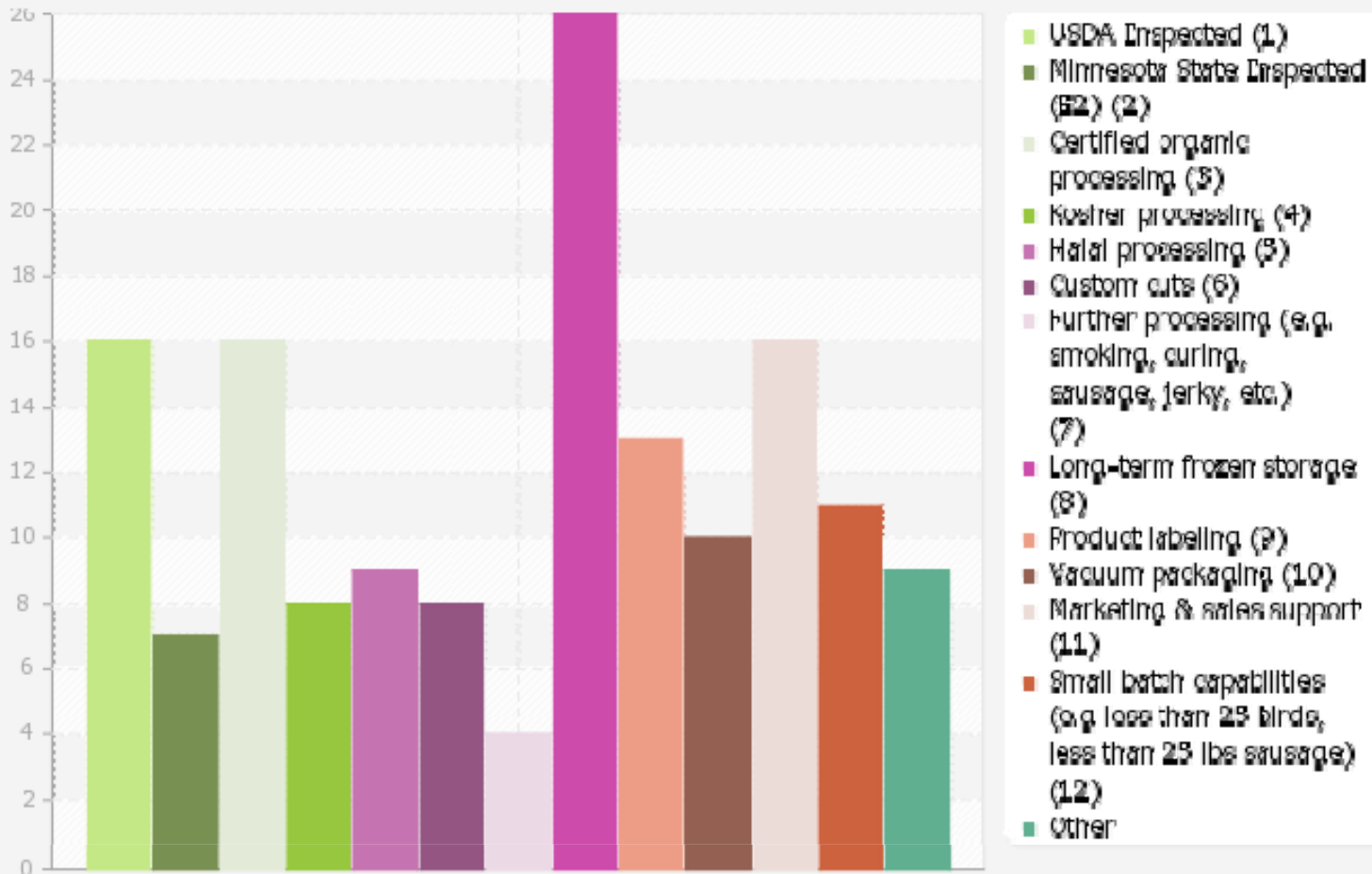




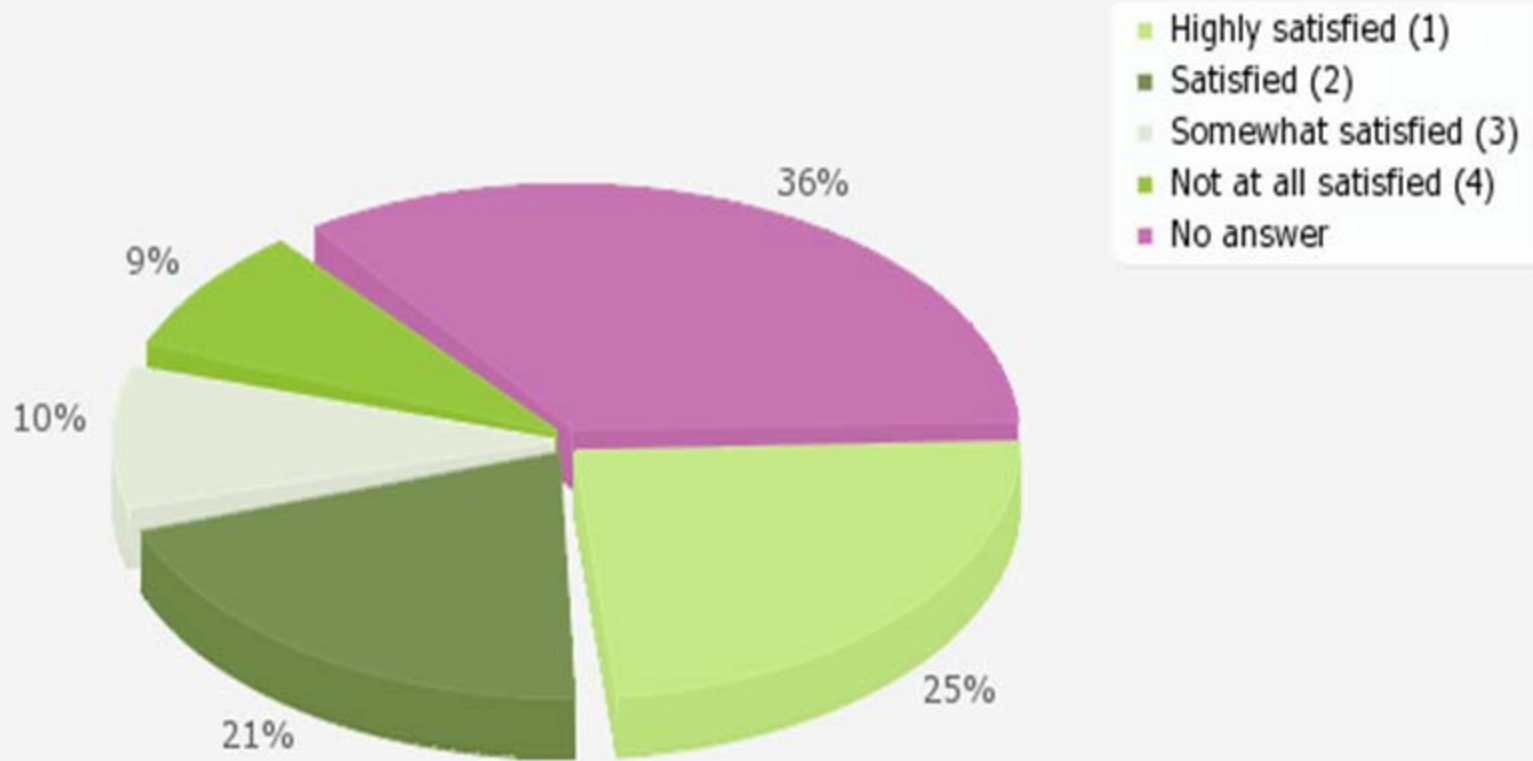
# Services Producers Use



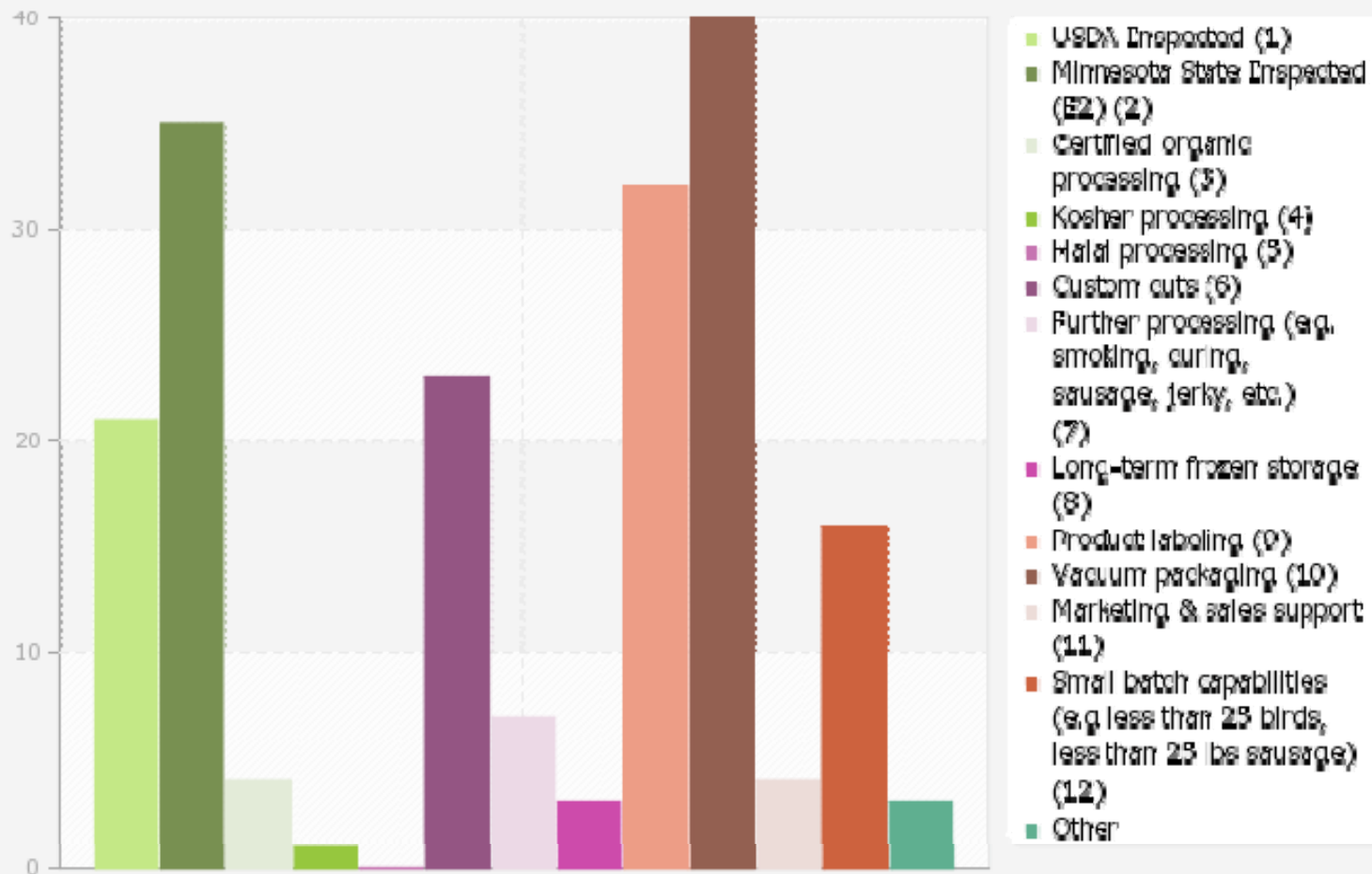
# Services Producers Would Like



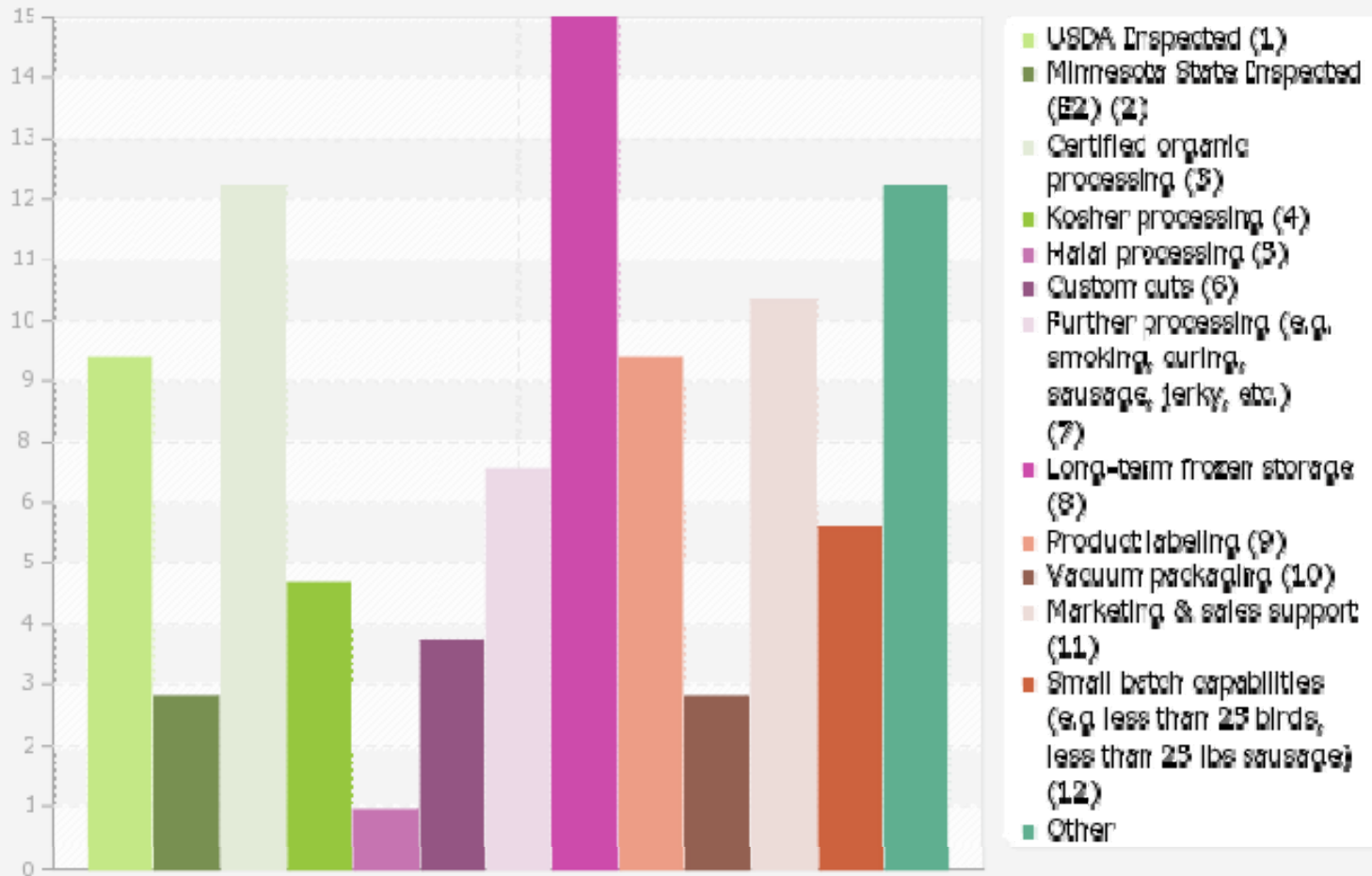
# Level of Satisfaction with Poultry Processing Options



# Services Producers Use



# Services Producers Would Like



# Producer Desires

## CLOSER

“ Move them next door.”

“Our processor is very good. Wish they were closer and could process more animals.”

“More processing options and closer location.”

# Producer Desires

## AVAILABILITY

“Greater availability of date to process.”

“Less wait time to get animals processed.”

“Too long a wait to get in for processing, and a longer time to pick up after processing.”

# Producer Desires

## INSPECTION

“Make them state-inspected.”

“USDA inspection so I could sell by the cut..”

“E2 inspection would really be nice because people do not want to buy the whole lamb.”



# Processor Best Assets

**Quality**

**Reputation**

**Service**

**Proximity**

**Flexibility**

# Regulation/Inspection Issues

Need to have access to USDA inspected

At the mercy of inspector's schedule

Confusion of regulations – MDH says one thing – MDA says another

Limitation of regulation – wanting to sell meats to CSA customers, but customer would have to come to farm

# Other Comments/Issues

“We wish people had been interested in grass-fed beef many years ago. Also, we learned that we need to travel into the cities to find a good market for our beef. People in more rural areas seem to be less receptive to grass-fed beef, whether organic or not.”

“We already run into capacity issues with our processors. If we were to expand much more we would be constantly running into the issue of scheduling butcher dates. It would be nice to see more E2 or USDA inspectors in our area to increase retail sale capacity.”

# The End

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