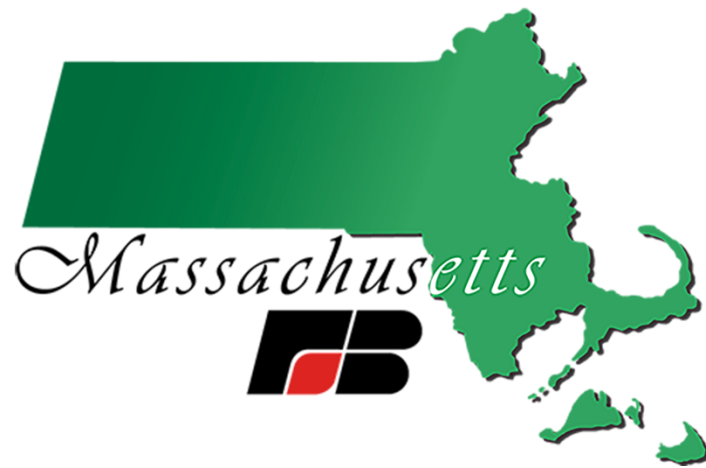


*Massachusetts Farm Bureau Federation's
Slaughter and Meat Processing Needs of New
England Livestock Producers
2021 Survey Results*



June 30, 2021

This survey and project was made possible through funding from a Massachusetts Food Security Infrastructure Grant provided through the Massachusetts Executive Office of Energy and Environmental Affairs.

Introduction

The Massachusetts Farm Bureau Federation (MFBF) conducted a survey to assess the slaughter and meat processing needs of livestock producers. Commercial red meat and poultry producers in Massachusetts and adjoining states were encouraged to share their responses and thoughts via an online survey.

The agricultural community in Massachusetts, as well as consumers, have long suffered a shortage of meat processing facilities. There are only two inspected red meat facilities in the Commonwealth and no poultry facilities. This limited capacity was highlighted during COVID, when out-of-state processing facilities were forced to shut down and Massachusetts experienced meat shortages. Building new meat processing facilities will help bolster the agricultural community and help to make the state more self-sufficient.

The survey was open to producers from Massachusetts and contiguous states due to the relatively small geographic area and the fact that many producers currently cross state lines for processing.

The purpose of the survey is to provide policymakers, those looking to build such facilities, investors and others with information on the needs and preferences of livestock producers relative to slaughter and processing. It is hoped that this information will help facilitate in expanding slaughter and processing infrastructure in the Commonwealth and/or region and ensure the facilities are relevant to the needs of producers.

Survey Completion

144 producers began the survey process with 89 completing the survey in full.

We had hoped that more producers would participate in the survey and believe there is more interest than the response rate suggests. However, timing of the grant required the survey to be conducted in the mid-spring through early summer, with final survey results completed by July 1, 2021. As was discussed with the funding agency, this the most challenging time of the year to ask farmers to complete surveys as it is typically the busiest time of the year for them.

Survey Results

Section A - Demographics

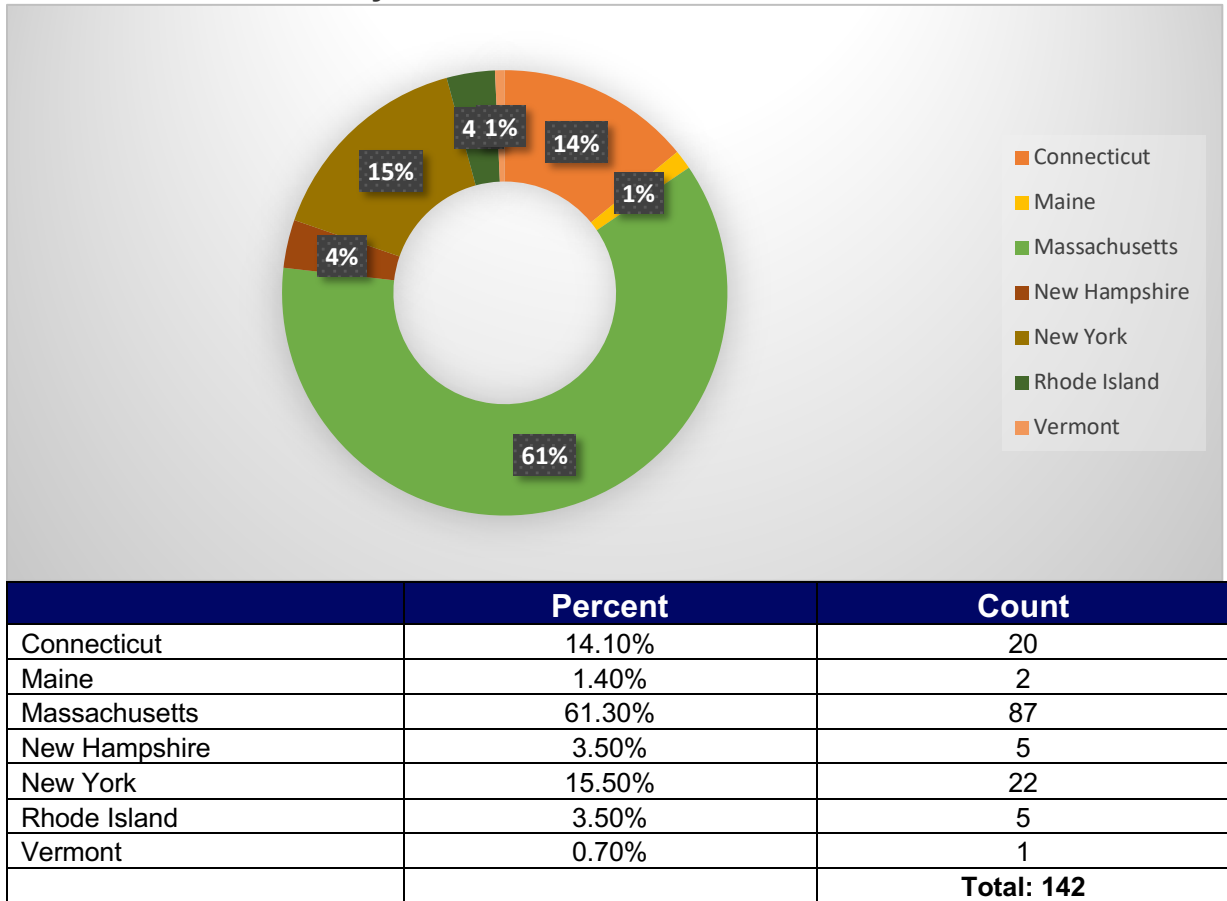
- 1. The Massachusetts Farm Bureau Federation is studying the needs of livestock producers relative to slaughter and meat processing. The intended audiences for this survey includes both current livestock producers, and those who might consider raising livestock commercially if there were slaughter and processing infrastructure that met their needs. The survey covers red meat and poultry producers in Massachusetts and adjoining states. The goal of this survey is to identify processing needs and goals for this industry. Long-term the results of this survey will be published be utilized for process facility planning in the Commonwealth. As this survey is relatively long in length, recommend it is completed on a laptop or desktop computer.*Note that for the purposes of this survey the term slaughter refers to killing of the animal and basic cutting such as removal of the head, offal, etc. The term processing is used in reference to meat cutting, aging, smoking, etc.*Note also that the intended audience for this survey is for commercial producers rather than homesteaders and those who raise animals for their own use. If you do not raise animals for commercial sale, or have no intention of doing so, please do not complete this survey. Funding for this survey was provided in part by the Commonwealth of Massachusetts Food Security Infrastructure Grant Program. CONSENT Your participation in this research study is voluntary. You may choose not to participate. If you decide to participate in this research survey, you may withdraw at any time. If you decide not to participate in this study or if you withdraw from participating at any time, you will not be penalized. The procedure involves filling an online survey that will take approximately 30 minutes. We will do our best to keep your information confidential. All data will be stored in a password protected electronic format. To help protect your confidentiality, the surveys will not contain information that will personally identify you. The results of this study will be used for informative purposes only and may be shared with individuals representing agriculture in the Commonwealth. Clicking on the "agree" button below indicates that: you have ready the above information, you voluntarily agree to participate, you are at least 18 years of age **If you do not wish to participate in the research study, please decline participation by clicking on the "disagree" button.**

	Percent	Count
Agree	98.60%	142
Disagree	1.40%	2
		Total: 144

- 2. If you would like to receive the results to the survey, please provide us with your email address (optional)**

Responses to this question are being kept confidential.

3. What Northeast state is your farm located?



4. Do you have a secondary farm address from which you ship livestock?

This question was presented as MFBF staff assumed distance to where the animals were housed to the processing facility would be an issue due to the time and costs of transport. Some respondents may have animals at more than one location. As such we wanted to be able to account for this in subsequent questions related to distance and transportation costs.

	Percent	Count
Yes	5.60%	8
No	94.40%	134
		Total: 142

5. Do you produce animals for commercial use?

While certainly hobby and backyard producers process animals, and are an important element of food production, they have the option of going to a custom slaughter operation of which there are several in Massachusetts. This survey focused on commercial producers, including those who are part-time farmers who must largely rely on USDA Inspect slaughter facilities.

	Percent	Count
Yes	84.40%	119
No	15.60%	22
		Total: 141

6. How would you classify yourself? Please select all that apply.

There were four potential audiences for this survey. We wanted to get input from both current producers of red meat and/or poultry, and those who might produce red meat or poultry if slaughter and processing facilities existed to meet their needs. Note that some respondents fell into more than one category and please note that some people did not fully complete the survey so while 100 respondents here indicated they were current red meat producers, only 89 completed that section.

	Percent	Count
Current Red Meat Producer	49.75%	100
Potential Red Meat Producer	10.95%	22
Current Poultry Producer	25.87%	52
Potential Poultry Producer	13.43%	27

Section B – Current Red Meat Producers

7. What species do you currently raise for meat production?

	Percent	Count
Beef - incl. cull dairy cows	72.00%	54
Hogs	37.30%	28
Sheep, including lamb	25.30%	19
Goats	12.00%	9
Other - Write In	6.70%	5

Write in responses included: deer, bison, and purchase lambs for slaughter. Please note: In Massachusetts, deer cannot be raised commercially and all animals brought to slaughter are alive. The reference to deer is likely from a neighboring state where commercial production of deer is legal.

8. Approximately how many animals do you send per month for processing?

Please list species by Month (Example : June – 6 cattle, 5 goats)

Month	Beef, inc. cull dairy cows	Hogs	Sheep, including lambs	Goats	Unspecified	Monthly Total
January	29	293*	39	0	165	526
February	35	52	35	0	29	151
March	18	38	4	0	89	149
April	30	57	22	0	34	143
May	32	24	15	0	41	112
June	30	47	6	0	47	130
July	21	44	31	0	40	136
August	23	61	21	0	47	152
September	40	40	48	8	58	194
October	29	37	18	0	105	189
November	25	86	18	2	61	192
December	25	53	6	0	27	111
TOTAL	337	832	263	10	743	2,185

**One respondent indicated they slaughter 200 pigs in January.*

9. Where do you currently bring your animals for slaughter?

	Percent	Count
Adams	19.80%	20*
Meatworks	28.71%	29***
Bloods	4.95%	5**
Lemays	4.95%	5
New England Meat Company, Stafford Springs	3.96%	4
The Local Butcher	3.96%	4
Rhode Island Beef & Veal	2.97%	3

Eagle Bridge	2.97%	3
Hartland Abbatoire	1.98%	2
Vermont Packinghouse	1.98%	2
Stratton's Custom Meat	1.98%	2
Bristol Beef	0.99%	1
Den Besten, Bridgewater	0.99%	1
Falconer	0.99%	1
Hilltown	0.99%	1
Joe's, Ontraio, NY	0.99%	1
Noacks	0.99%	1
Johnston beef and veal	0.99%	1
Locust Grove	0.99%	1
Mapleridge	0.99%	1
NEKP	0.99%	1
New Holland	0.99%	1
Over the Hill Farm	0.99%	1
Red Barn Meats	0.99%	1
SUNY Cobleskill	0.99%	1
Sanford Maine	0.99%	1
Steiners	0.99%	1
Stevens Bro	0.99%	1
Sylvester, Westfield, PA	0.99%	1
Tri Town Packing	0.99%	1
Westons Meat and Poultry	0.99%	1
Westerly Packing	0.99%	1
Maple Lane	0.99%	1
	Total:	101

Please note there is over 100 responses here because some respondents indicated they use more than one slaughter house. Additionally, two indicated auction, one a feedlot, one to other producers, and one said director to consumers.

**16 of these are from Massachusetts, 3 from Connecticut, and 1 from New Hampshire*

*** 4 of these are form Massachusetts and 2 from Connecticut*

**** 15 of these are from Massachusetts and 2 from Rhode Island*

10. On average, what do you pay the slaughter facility per animal for slaughter only?

Price Range (\$)	Beef - adult	Beef – calf	Hogs	Sheep – Adult	Lambs	Goats	Other
\$0 - 49					1	1	
\$50 - 99	4		5	3	4	1	
\$100 - 199	4	1	2	2	7		1
\$200 - 299	1		7		1	1	1
\$300 - 399			4				
\$400 - 499	1		3				
\$500 - 599	1		1				
\$600 - 699	7		3				1
\$700 - 799	4						
\$800 - 899	11						
\$900 - 999	3						
\$1000+	9						

11. What is your total travel time and distance (round trip) to bring animals to slaughter?

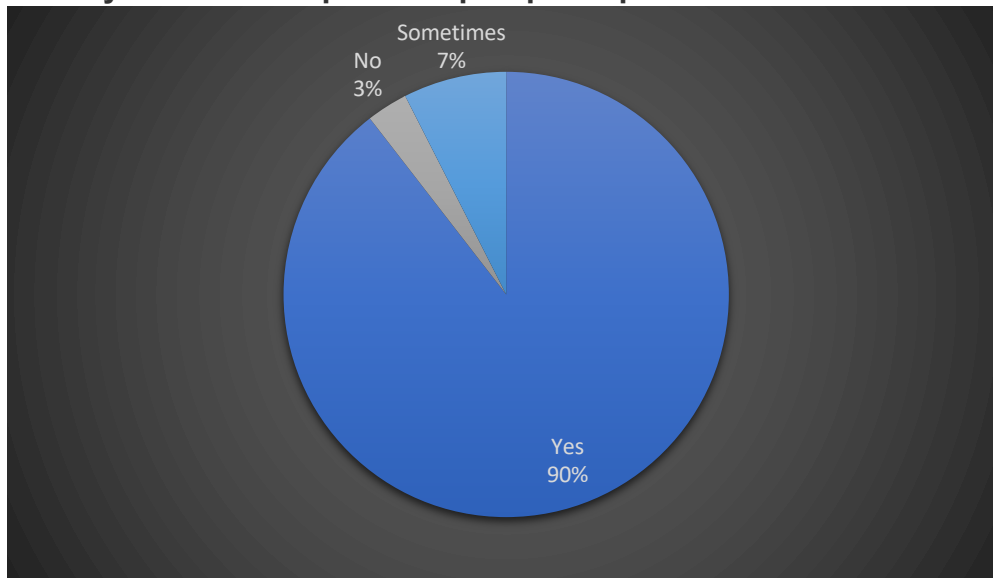
Round trip travel time involved in processing (Time in hours)

	Count
0 hours	5
1 hour	18
2 hours	14
3 hours	10
4+ hours	15

Round trip distance involved in processing (Distance in miles)

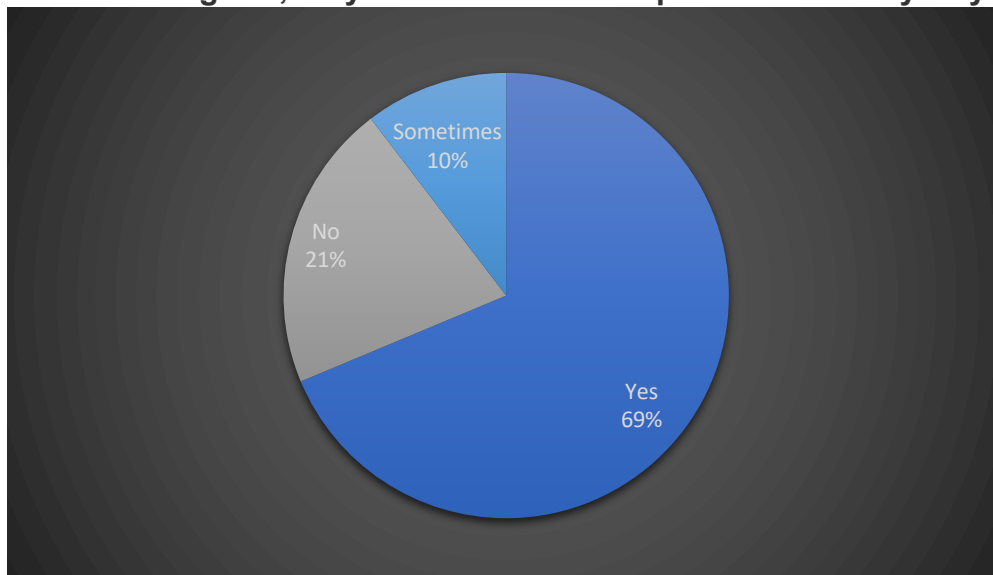
	Count
0 – 49 miles	22
50 – 99 miles	11
100 -149 miles	6
150 – 199 miles	2
200 - 499 miles	6
500+ miles	1

12.Do you make a separate trip to pick up the meat?



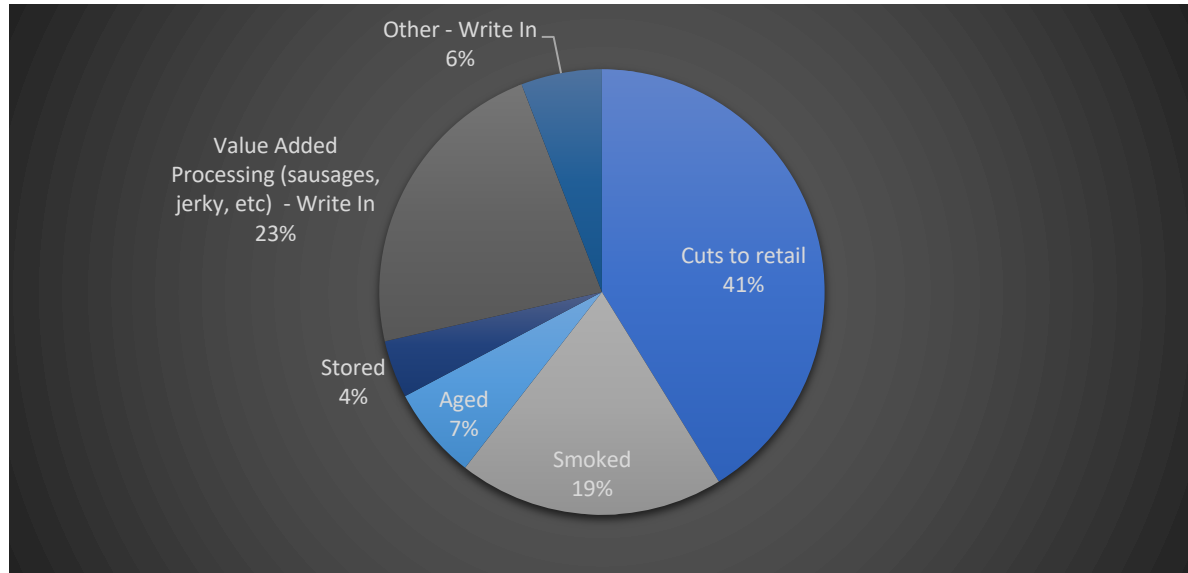
	Count
Yes	60
No	2
Sometimes	5
	Total: 67

13.After slaughter, do you have carcasses processed in any way?



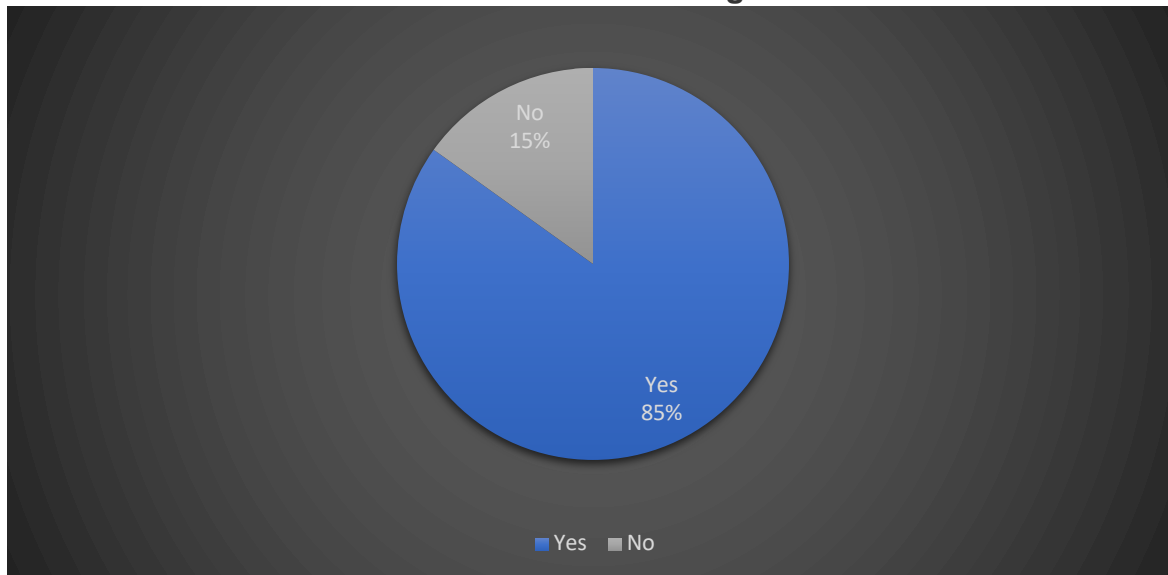
	Count
Yes	46
No	14
Sometimes	7
	Total: 67

14.What type of value added processing do you have done?



	Count
Cuts to retail	49
Smoked	23
Aged	8
Stored	5
Sausage	15
Hamburg	3
Hot dogs	3
Bacon	3
Jerky	2
Kielbasa	2
Ham	2
Beef pepper sticks	1
Chorizo	1
Lebanon Bologna	1
Flash frozen	1
We break down our own carcass	1
Whole or half cuts	1
frozen patties when the butcher feels like doing it	1
To order for customer	1

15.Does this occur at the same location as slaughter?



	Count
Yes	45
No	8
	Total: 53

16.If no, please provide the following...

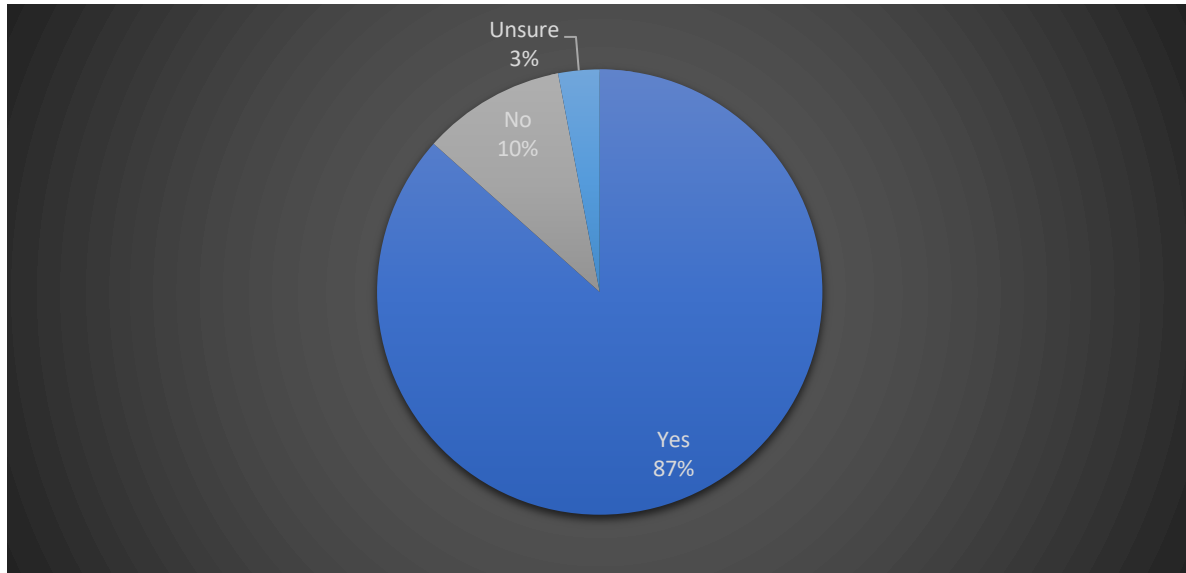
Additional round trip travel time involved in processing (Time in hours)

	Count
0 hours	1
1 hour	1
2 hours	3
3 hours	1
4+ hours	2

Additional round trip distance involved in processing (Distance in miles)

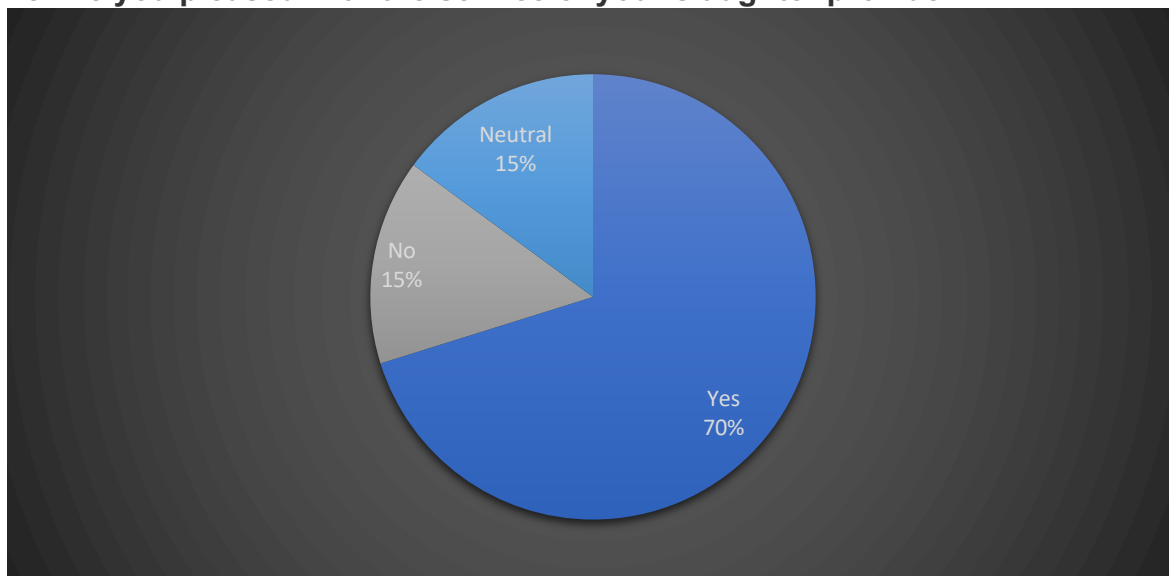
	Count
0 – 49 miles	3
50 – 99 miles	1
100 -149 miles	2
150 – 199 miles	0
200+ miles	2

17.Is booking slaughter appointments for your livestock hindering your operations ability to grow and produce more meat?



	Count
Yes	58
No	7
Unsure	2
	Total: 67

18.Are you pleased with the service of your slaughter provider?



	Count
Yes	47
No	10
Neutral	10
	Total: 67

19.What DO you like about it?

These responses were grouped into the following themes:

	Count
Customer Service, including easy cut sheets	26
Packaging	17
Scheduling	15
Cutting Ability	15
Proximity to farm	12
Clean	10
Humane	7
Inexpensive	4
USDA Inspected	3
State of the art	2
Value added processing	2
Pickup and Delivery Service	2
Open	1
Get own meat returned	1
Small operation	1
On-farm, custom slaughter ability	1

20.What DON'T you like about your slaughter provider?

These responses were grouped into the following themes:

	Count
Difficult to Schedule	40
Proximity to Farm (too far)	14
Poor Customer Service, including difficult cut sheets that may not be followed	12
Expensive	12
Missing meat or concerns meat returned is not their own	6
Poor Packaging	5
Not Clean	5
Not USDA Inspected	5

Inconsistent Cuts	4
Inability to process hogs, deer, elk or bison	3
Inhumane Treatment of Animals	2
Wouldn't do Requested Value Added Processing	2
Poor livestock unloading area	2

21.What would you change?

These responses were grouped into the following themes:

	Count
Closer to farm	10
USDA inspected	7
Affordability	4
Professional staff training	4
Improved packaging	4
Processing deer, pigs or horned animals	4
Improved communication from slaughterhouse	3
Improved cut sheets (including offering online)	3
Value Added processing	3
More facilities	3
Better livestock unloading facilities	2
Humane facility	2
Customer service	2
Improved cutting ability	1
Repair facility	1

23.Are you pleased with other value added processing services?

	Percent	Count
Yes	67.20%	45
No	4.50%	3
Neutral	28.40%	19
		Total: 67

24.What DO you like?

These responses were grouped into the following themes:

	Count
Packaging	14
Meets customer demands and/or requests	12
Sausage	8
Variety of products	5
Flavor adds	4
High quality	4
Proximity	3

Smoking	2
Jerky	2
Patties	2
Quick turnaround	2
USDA	2
Professionalism	2
Humane	1
Hot dogs	1

25.What DON'T you like?

These responses were grouped into the following themes:

	Count
Scheduling, difficulty getting appointments	8
Distance	5
Packaging	5
Expense	4
Time	4
Meat from own animals not always returned	4
More options for cuts	4
Poor customer service and communication	3
Value added	2
Inability to honor special requests	2
Quantity requirements	2
Unable to get USDA inspection	2
Poor quality product returned	2
Inhumane	1
Difficult pick up	1

26.What would you change?

These responses were grouped into the following themes:

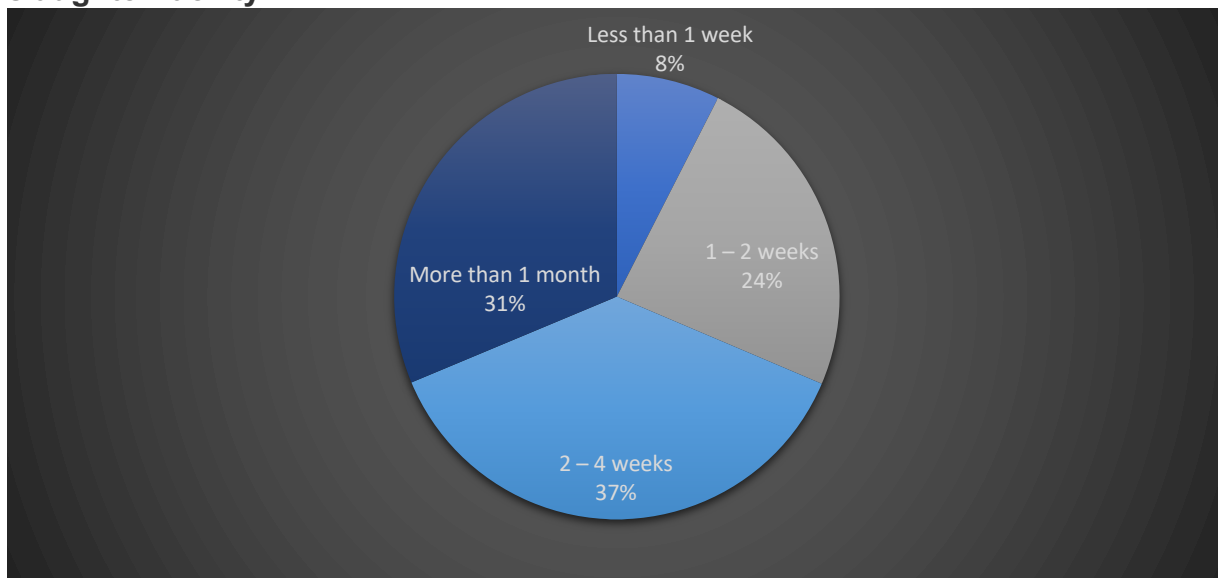
	Count
Scheduling and/or increased capacity	13
Customer service, including communication	10
More options for cuts	9
Distance	4
Reduce cost	3
More USDA inspected facilities	2
Labeling and/or packaging	2
Quantity requirements	1

Onsite smokehouse	1
Meat delivery	1

27. Please rank your top 5 in order of importance the following aspects of a processing facility (1 being most important, 5 being least), simply drag and drop the items in the order of your preference.

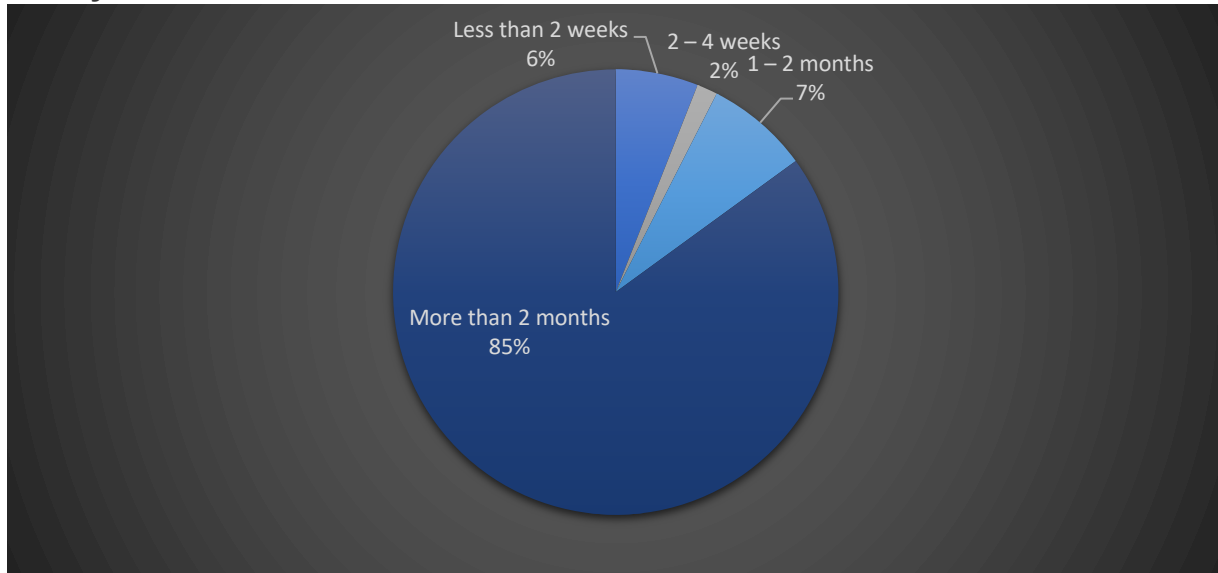
1. Scheduling
2. Ensuring meat returned is yours
3. Distance
4. Butchering ability to create cuts
5. Cost to process
6. Packaging ability
7. Turnaround time
8. Availability of value-added processing
9. Onsite smokehouse

28. Realistically, how much of a turnaround time do you need between when you decide to send an animal to slaughter, and when you can get the animal into the slaughter facility?



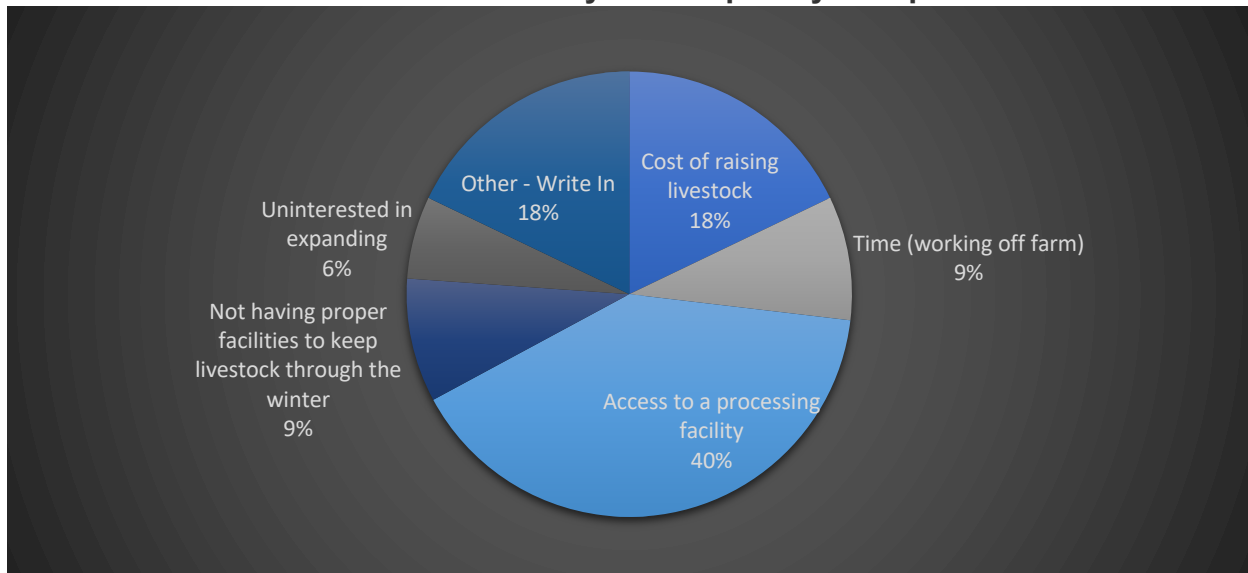
	Count
Less than 1 week	5
1 - 2 weeks	16
2 - 4 weeks	25
More than 1 month	21
	Total: 67

29. Currently, how long does it take you to get an appoint with your processing facility?



	Count
Less than 2 weeks	4
2 – 4 weeks	1
1 – 2 months	5
More than 2 months	57
	Total: 67

30. What is the number one barrier for you to expand your operation?



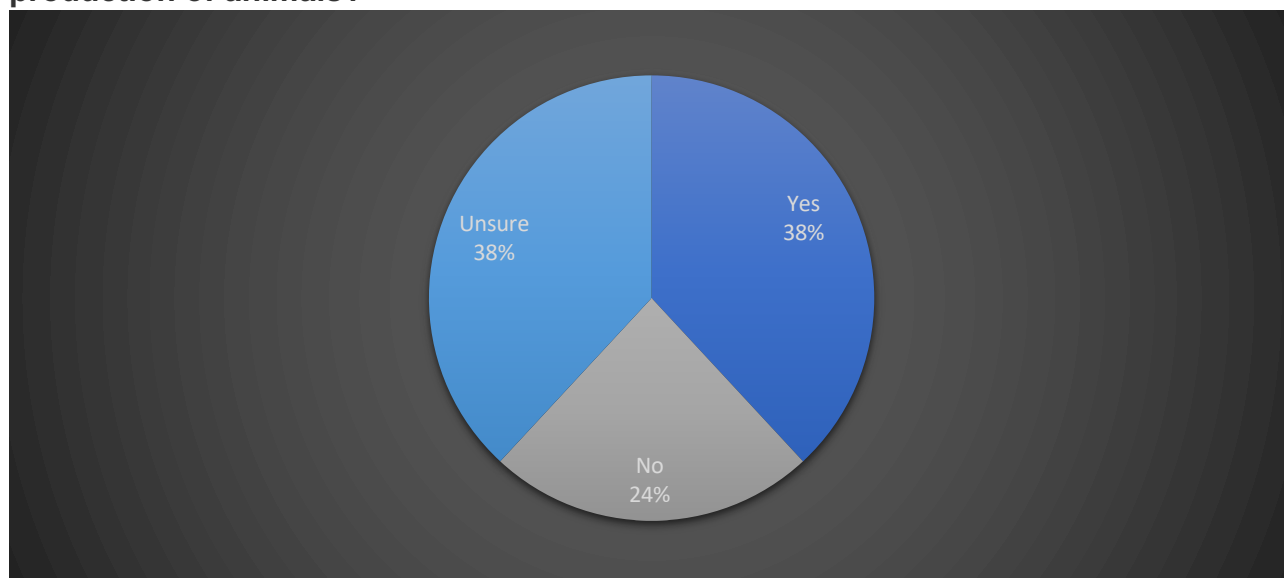
	Count
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Cost of raising livestock	12
Time (working off farm)	6
Access to a processing facility	27
Not having proper facilities to keep livestock through the winter	6
Uninterested in expanding	4
Other - Write In	12
	Total: 67

Write in themes include:

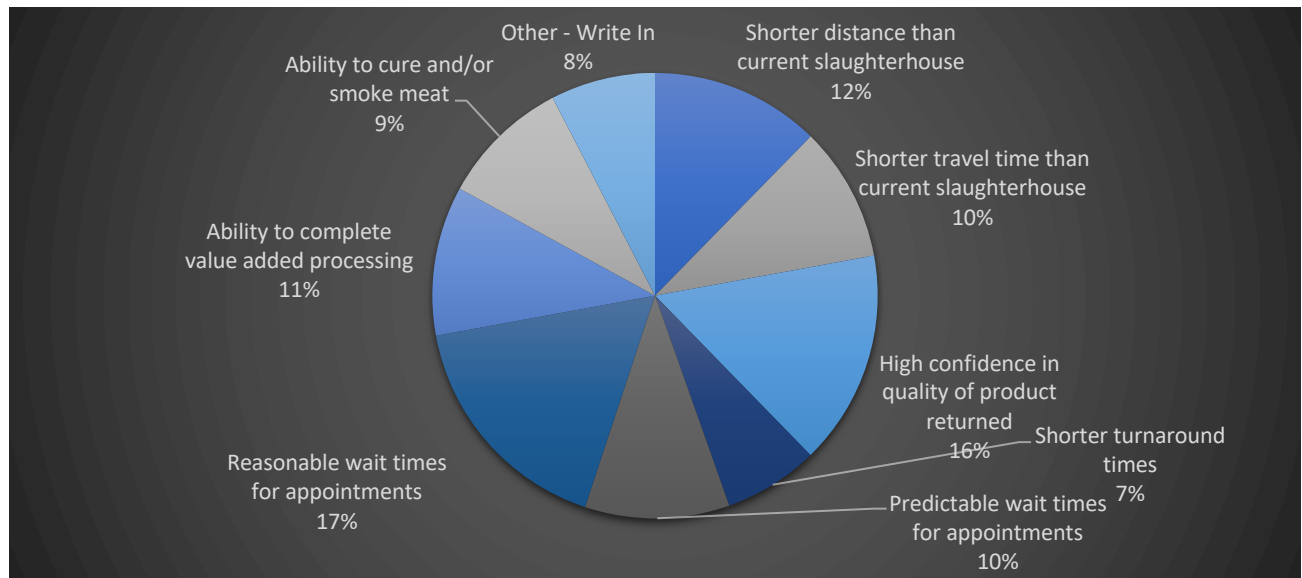
	Count
Land access	5
Customer demand and marketing	3
Distribution	1
USDA stamp, access to facility	1
Finding well-fed feeder calves	1
local regulations on stocking density	1

31.If a new slaughter facility opened in Massachusetts, would you increase production of animals?



	Count
Yes	24
No	15
Unsure	24
	Total: 63

32.If a new red meat slaughter facility opened in Massachusetts, what would make you CONSIDER utilizing it (select all that apply)?

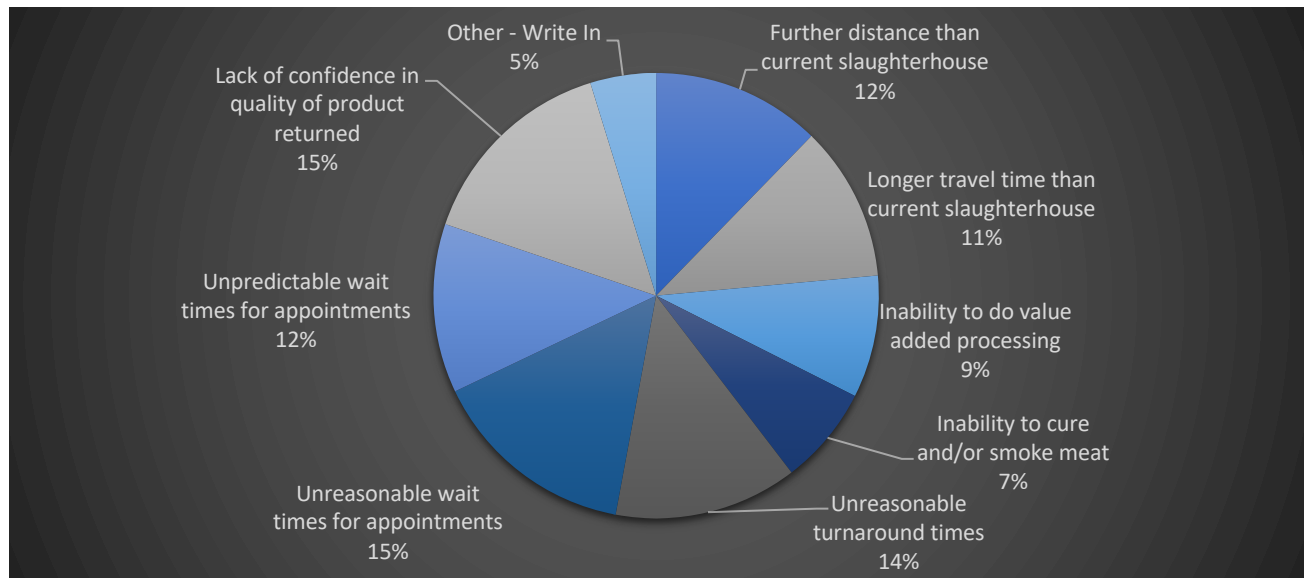


	Count
Shorter distance than current slaughterhouse	34
Shorter travel time than current slaughterhouse	27
High confidence in quality of product returned	43
Shorter turnaround times	19
Predictable wait times for appointments	29
Reasonable wait times for appointments	47
Ability to complete value added processing	30
Ability to cure and/or smoke meat	26
Other - Write In	21

Write Ins Themes Include:

	Count
Animal Welfare, including humane certification	4
Distance	4
Customer service	3
Cost	2
Price	2
Scheduling	2
Offers slaughter for pigs or USDA inspection for bison	1
Packaging	1

33.If a new red meat slaughter facility opened in Massachusetts, what would DETER you from utilizing it (select all that apply)?



	Count
Further distance than current slaughterhouse	36
Longer travel time than current slaughterhouse	33
Inability to do value added processing	26
Inability to cure and/or smoke meat	21
Unreasonable turnaround times	39
Unreasonable wait times for appointments	44
Unpredictable wait times for appointments	36
Lack of confidence in quality of product returned	44
Other - Write In	14

Write Ins Themes include:

	Count
Animal Welfare	5
Cost	3
Packaging	1
Hides	1
Distance	1
No USDA inspection of bison	1

34.If yes, how much do you anticipate you might increase production annually?

	Count
Beef – adult	2,019
Beef - calf	6
Hogs	1,608
Sheep – adult	35

Lambs	498
Goats	30
Other	36

Section C – Current Poultry Producers

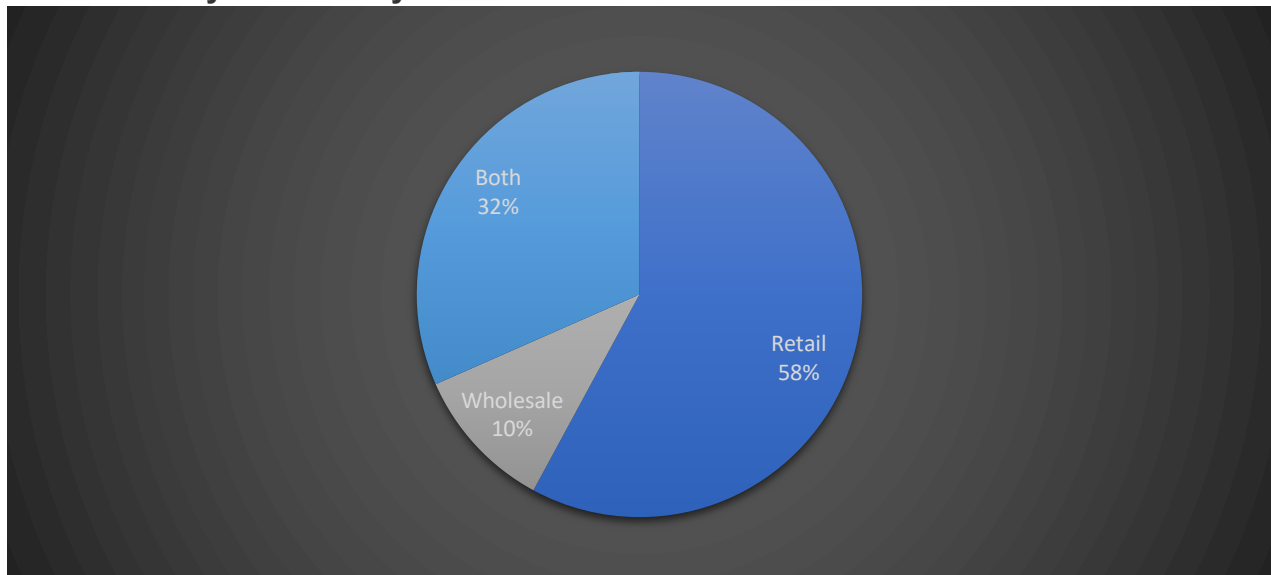
35.What species do you currently raise for meat production?

	Percent	Count
Meat chickens	95.00%	19
Spent hens	20.00%	4
Turkeys	55.00%	11
Ducks	5.00%	1
Geese	5.00%	1
Other	5.00%	1

36.Approximately how many birds do you send per month for processing? Please list species by Month (Example : June – 100 meat chickens)

Month	Meat Chickens	Spent Hens	Turkeys	Ducks	Geese	Unspecified	Monthly Total
January	200	0	0	0	0	420	620
February	0	0	0	0	0	620	620
March	0	0	0	0	0	820	820
April	0	5	0	70	0	945	1020
May	200	0	0	0	0	1070	1270
June	850	0	0	0	0	1695	1895
July	580	0	0	0	0	595	1175
August	280	0	0	0	0	795	1075
September	590	0	0	0	0	585	1175
October	500	0	75	0	0	745	1320
November	200	5	195	0	0	385	780
December	100	0	0	100	0	20	220
<u>TOTAL</u>	3500	10	270	170	0	8695	11990

37.Where do you currently sell meat?



	Count
Retail	11
Wholesale	2
Both	6
	Total: 19

38.Where do you currently bring your birds for slaughter?

	Percent	Count
Commonwealth Poultry	5.30%	1
Baffoni's (RI)	36.80%	7
My farm operation is exempt under USDA	31.60%	6
Other - Write In	42.10%	8

Write Ins Include: Den Besten, HLW, Reeds poultry farm, Stillmans, Valley Clew, local processors, and private person.

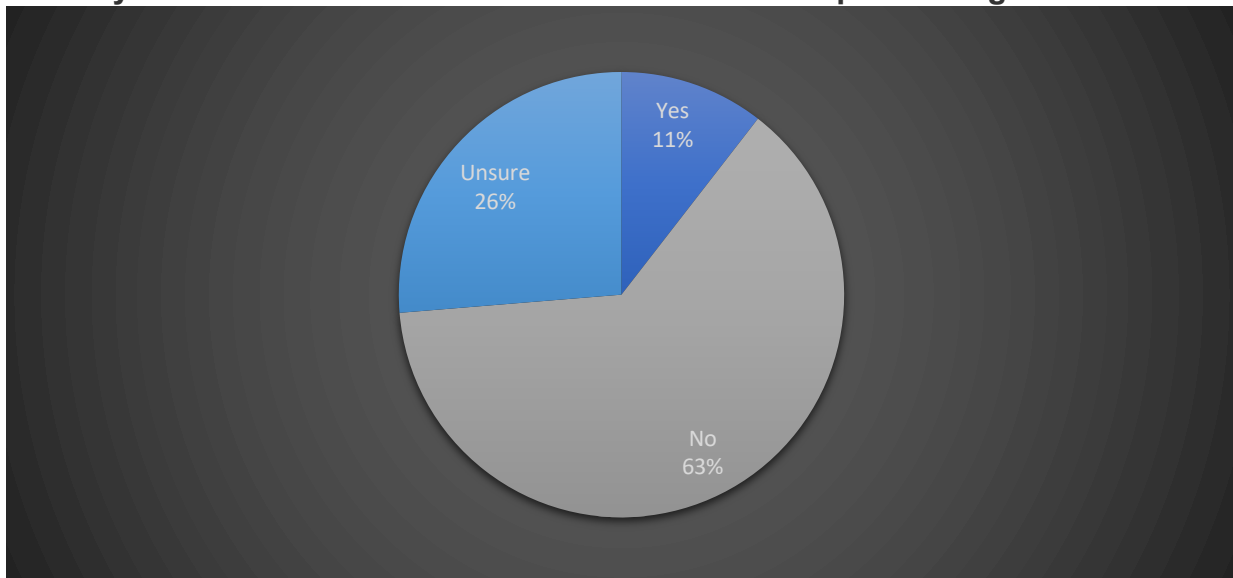
39.How many birds do you bring to slaughter at a given time?

	Count
0-24	3
25-49	3
50-99	0
100-149	8
150-199	3
200-499	3
500+	1

40. Ideally, how many birds would you like to bring to slaughter at a given time?

	Count
0-24	3
25-49	2
50-99	3
100-149	3
150-199	0
200-499	5
500+	2

41. Are you restricted to a minimum number of bird for processing?



	Count
Yes	2
No	12
Unsure	5
	Total: 19

42. What is the number?

- 1 indicated 100
- 1 indicated 150

43.What is your travel time and distance (round trip) to bring birds to slaughter?

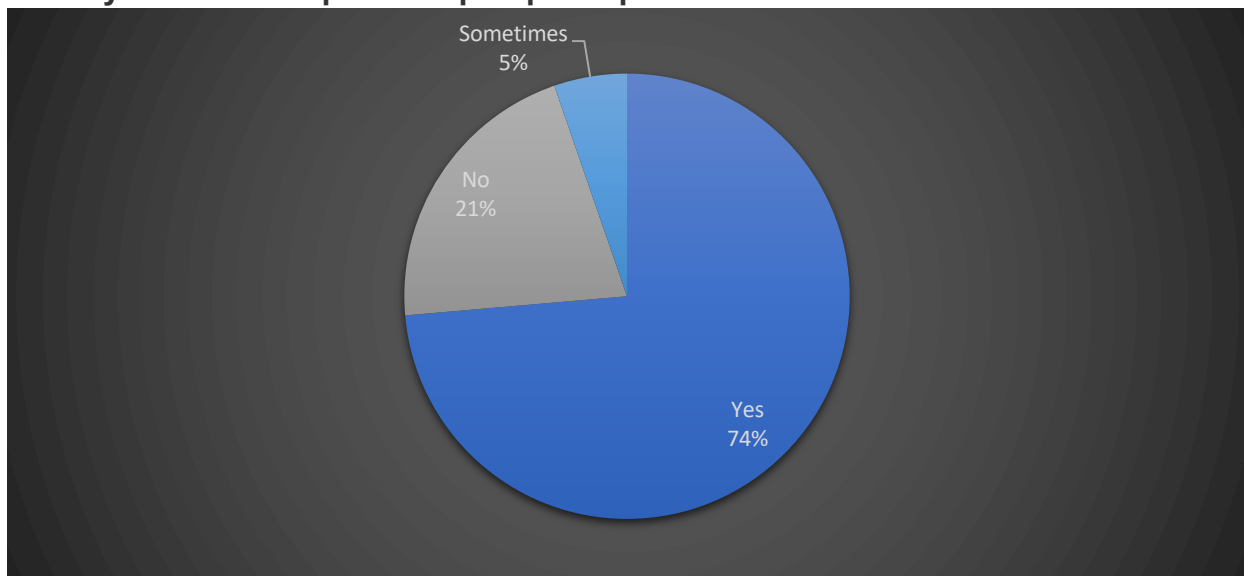
Additional round trip travel time involved in processing (Time in hours)

	Count
0 hours	3
1 hour	6
2 hours	4
3 hours	2
4+ hours	4

Additional round trip distance involved in processing (Distance in miles)

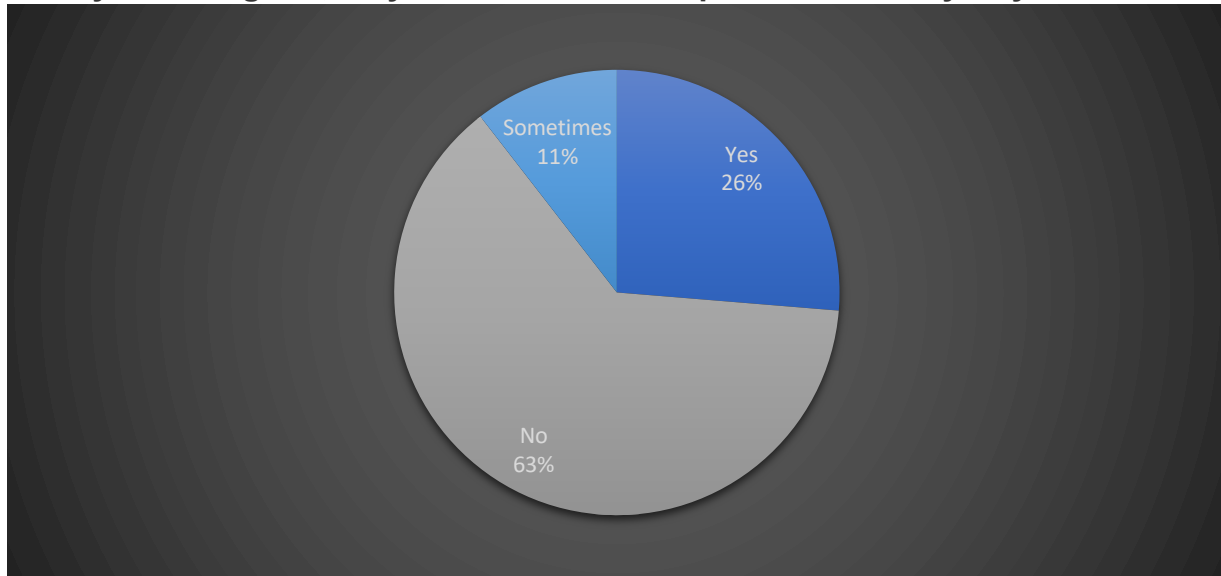
	Count
0 – 49 miles	6
50 – 99 miles	3
100 -149 miles	2
150 – 199 miles	1
200+ miles	1

44.Do you make a separate trip to pick up the meat?



	Count
Yes	14
No	4
Sometimes	1
	Total: 19

45. Beyond slaughter, do you have carcasses processed in any way?



	Count
Yes	5
No	12
Sometimes	2
	Total: 19

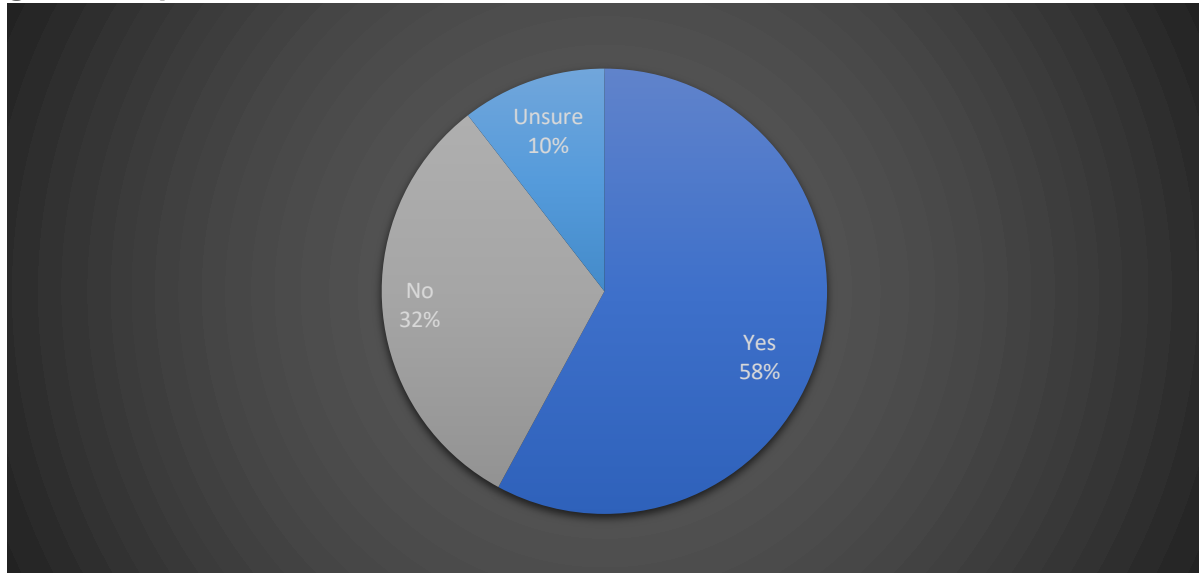
46. What type of value added processing do you have done?

Value	Percent	Count
Cutting (rather than whole birds)	100.00%	7
		Total: 7

47. Please list value added processing you have done to your birds:

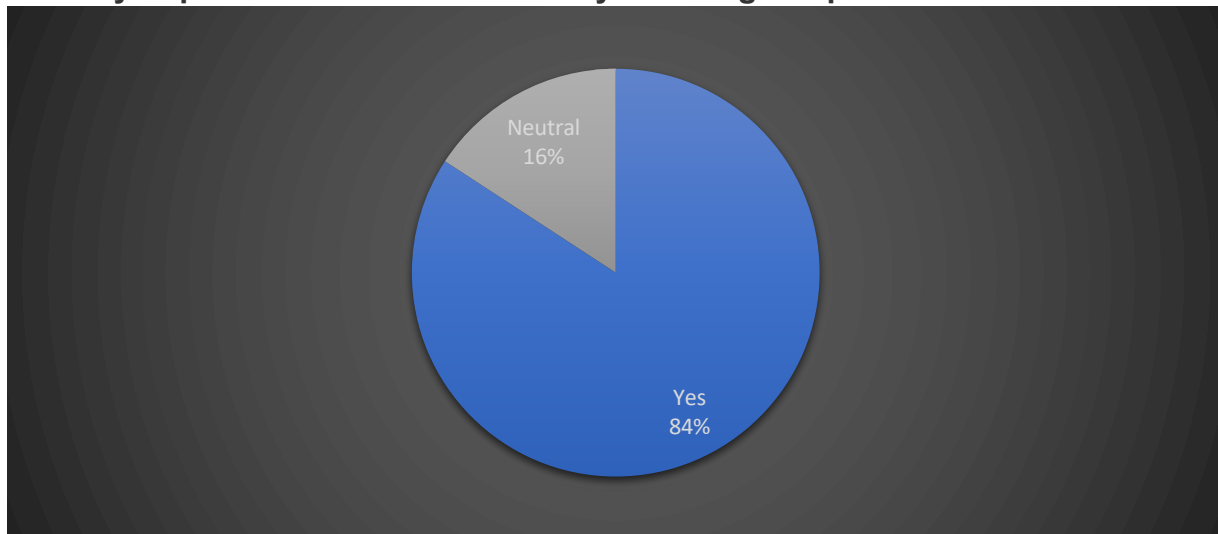
- No responses.

48. Is gaining appointments for your poultry hindering your operations ability to grow and produce more meat?



	Count
Yes	11
No	6
Unsure	2
	Total: 19

49. Are you pleased with the service of your slaughter provider?



	Count
Yes	16
Neutral	3
	Total: 19

50.What DO you like about it?

These responses were grouped into the following themes:

	Count
Customer service, including communication	8
Scheduling	4
Clean	4
Good Cuts	2
Labeling and/or packaging	2
Cost	2
Processes own birds	2
Proximity to Farm	1
Same Day Pick Up	1
USDA	1

51.What DON'T you like about it?

These responses were grouped into the following themes:

	Count
Distance	5
Expensive	2
Needs ducks and/or turkey facility	2
Scheduling	2
Packaging	2
USDA	1
Chlorine bath	1
Low capacity	1

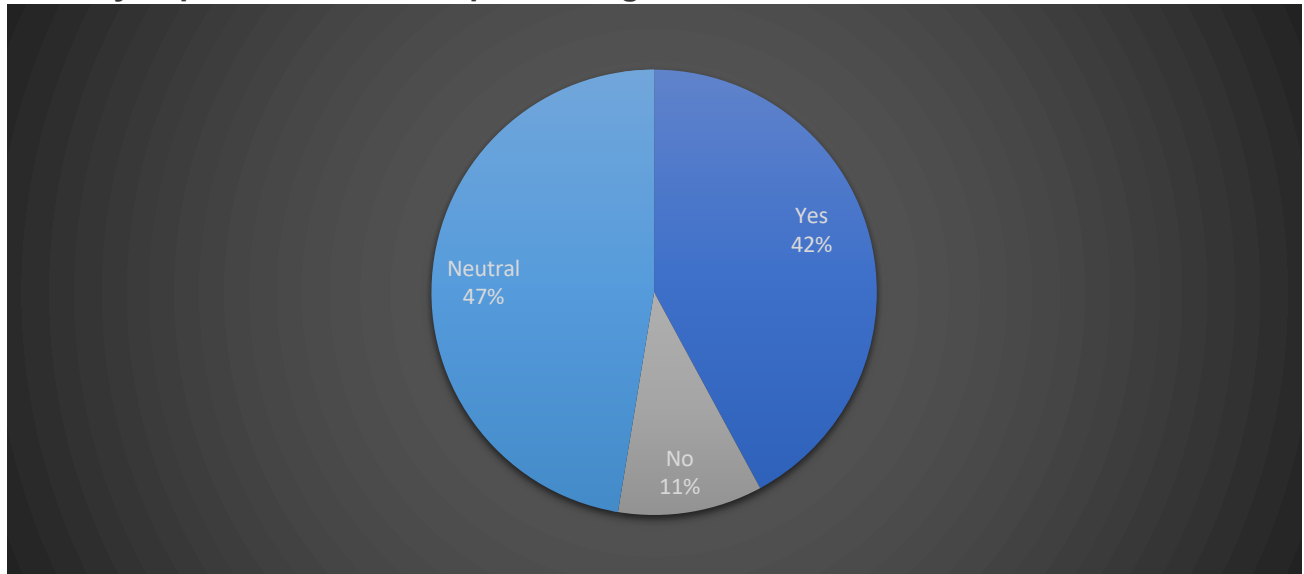
52.What would you change?

These responses were grouped into the following themes:

	Count
Distance	4
Increase Capacity	2
Packaging	2
Decrease cost	2
Scheduling	1
Chlorine Bath	1
Freeze meat	1
Process turkeys	1
USDA	1

USDA for Duck	1
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53.Are you pleased with other processing services?



	Count
Yes	8
No	2
Neutral	9
	Total: 19

54.What DO you like about it?

These responses were grouped into the following themes:

	Count
Professionalism	5
Does Requested Processing	2
Clean	1
USDA certified	1
Consistent Product	1
Helpful	1
No other options	1

55.What DON'T you like about it?

The responses were grouped into the following themes:

	Count
Scheduling	4
Packaging	2
Proximity (too far)	1

Too expensive	1
Don't do ducks	1
Chlorine bath	1

56.What would you change?

The responses were grouped into the following themes:

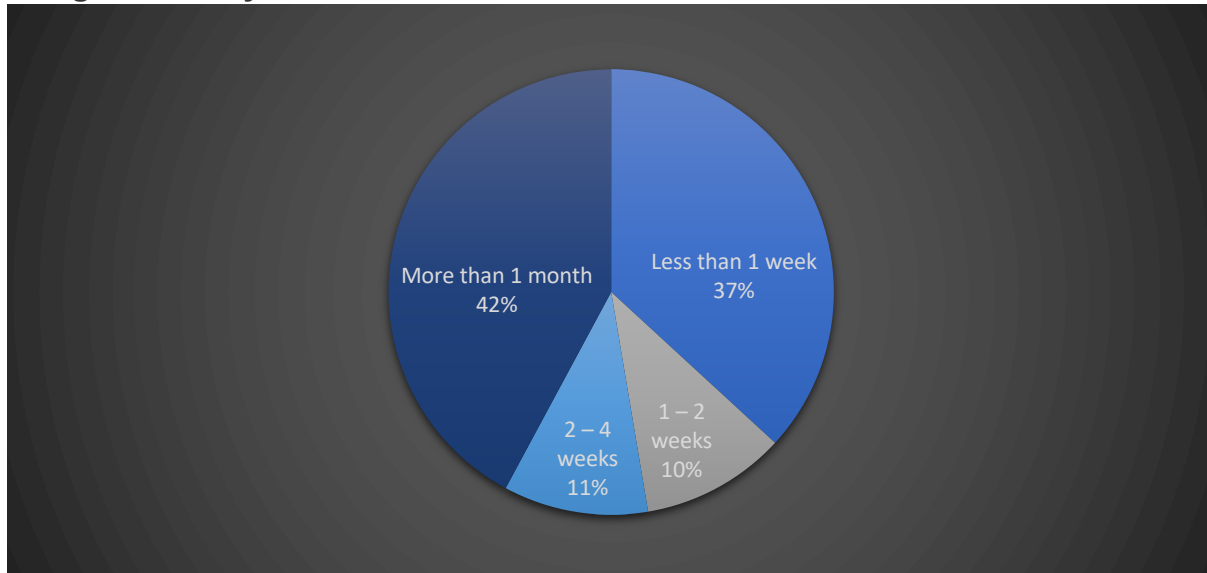
	Count
Process more including ducks and turkeys	5
Packaging	2
Proximity	1
Reduce costs	1
No chlorine bath	1

57.Please rank your top 5 following aspects of a processing facility to you in order of importance (1 being most important, 5 being least), simply drag and drop in the order of your preference.

The rankings were as follows:

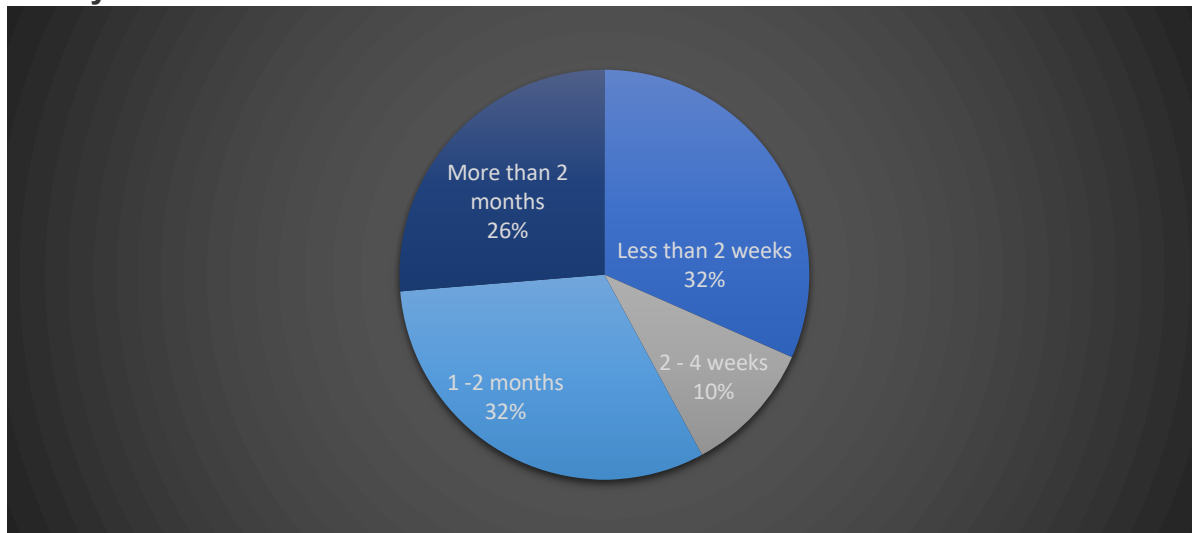
1. Scheduling
2. Cost of process
3. Ensuring meat returned is yours
4. Distance
5. Butchering ability to create cuts
6. Packaging ability
7. Turn-around time

58. Realistically, how much of a turnaround time do you need between when you decide to send a bird to slaughter, and when you can get the bird into the slaughter facility?



	Count
Less than 1 week	7
1 – 2 weeks	2
2 – 4 weeks	2
More than 1 month	8
	Total: 19

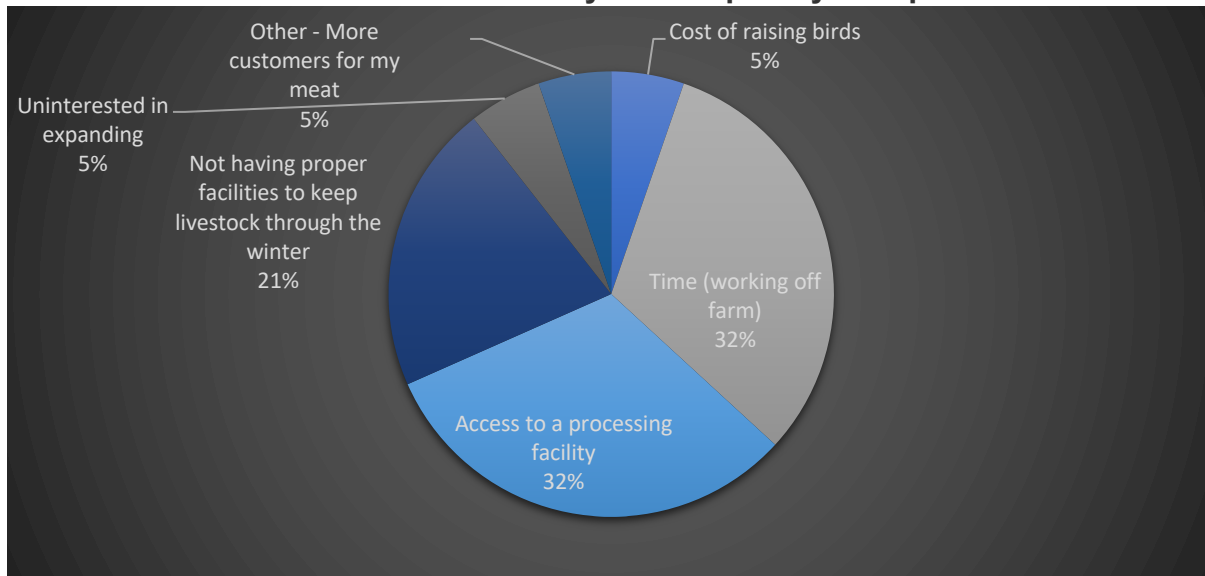
59. Currently, how long does it take you to get an appoint with your slaughter facility?



	Count
--	-------

Less than 2 weeks	6
2 - 4 weeks	2
1 -2 months	6
More than 2 months	5
	Total: 19

60.What is the number one barrier for you to expand your operation?



Value	Count
Cost of raising birds	1
Time (working off farm)	6
Access to a processing facility	6
Not having proper facilities to keep livestock through the winter	4
Uninterested in expanding	1
Other - More customers for my meat	1
	Total: 19

61.If a new poultry slaughter facility opened in Massachusetts, what would make you CONSIDER utilizing it?

Value	Percent	Count
Shorter distance than current slaughterhouse	50.00%	9
Shorter travel time than current slaughterhouse	38.90%	7
High confidence in quality of product returned	50.00%	9
Shorter turnaround times	33.30%	6
Predictable wait times for appointments	50.00%	9
Reasonable wait times for appointments	66.70%	12
Ability to complete value added processing	38.90%	7
Ability to cure and/or smoke meat	11.10%	2
Other - Write In	16.70%	3

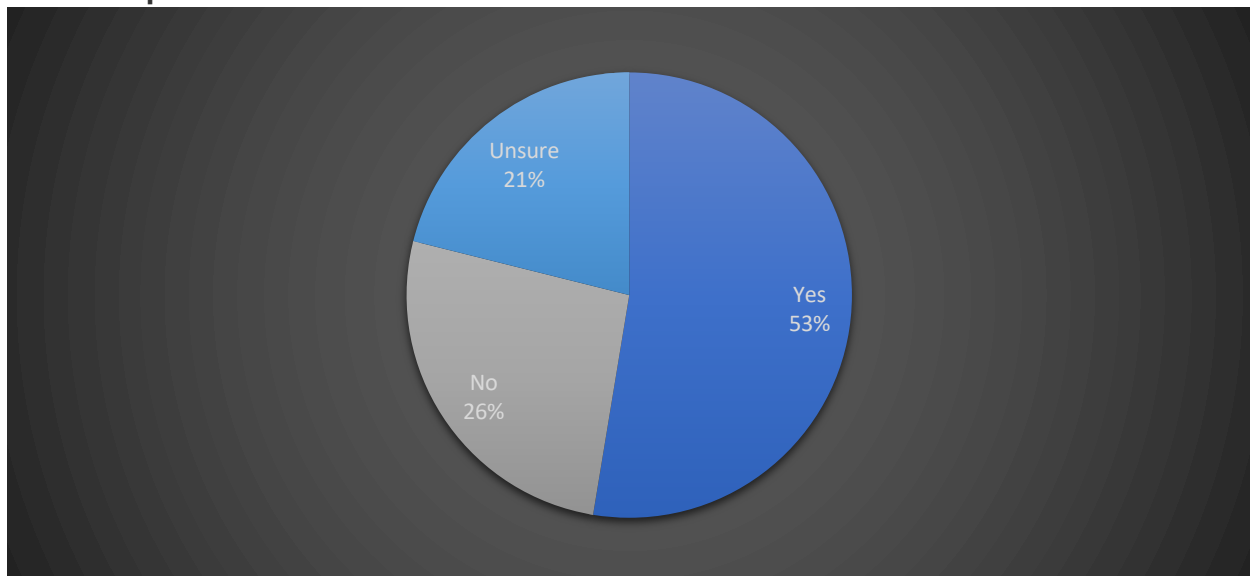
Write Ins include: We're near Buffalo, not even close, not needed, and if anything happened to our slaughterhouse there is NO other USDA option in New England. This would be catastrophic for all poultry producers in New England

62.If a new poultry slaughter facility opened in Massachusetts, what would DETER you from utilizing it?

	Percent	Count
Further distance than current slaughterhouse	66.70%	12
Longer travel time than current slaughterhouse	50.00%	9
Inability to do value added processing	27.80%	5
Inability to cure and/or smoke meat	22.20%	4
Unreasonable turnaround times	44.40%	8
Unreasonable wait times for appointments	55.60%	10
Unpredictable wait times for appointments	61.10%	11
Lack of confidence in quality of product returned	50.00%	9
Other - Write In	11.10%	2

Write Ins include: We're near Buffalo, not even close and not needed.

63.If a new poultry slaughter facility opened in Massachusetts, would you increase production of animals?



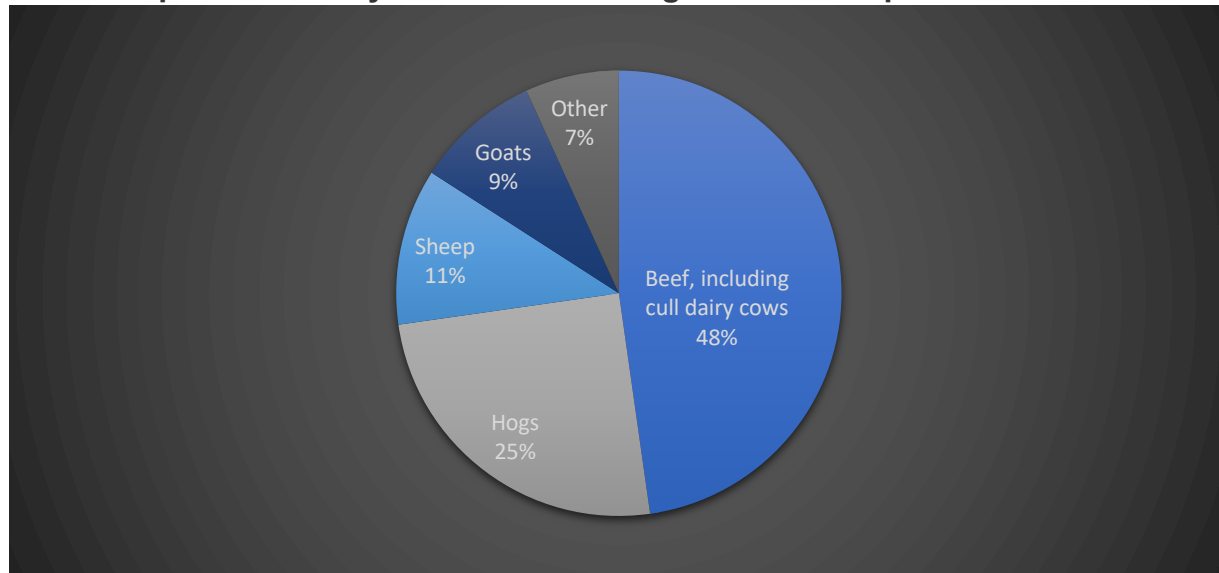
	Count
Yes	10
No	5
Unsure	4
	Total: 19

64.How much do you anticipate you might increase production?

	Count
Meat Chickens	4,170
Spent Hens	50
Turkeys	860
Ducks	200

Section D – Potential Red Meat Producers

65.What species would you consider raising for red meat production?



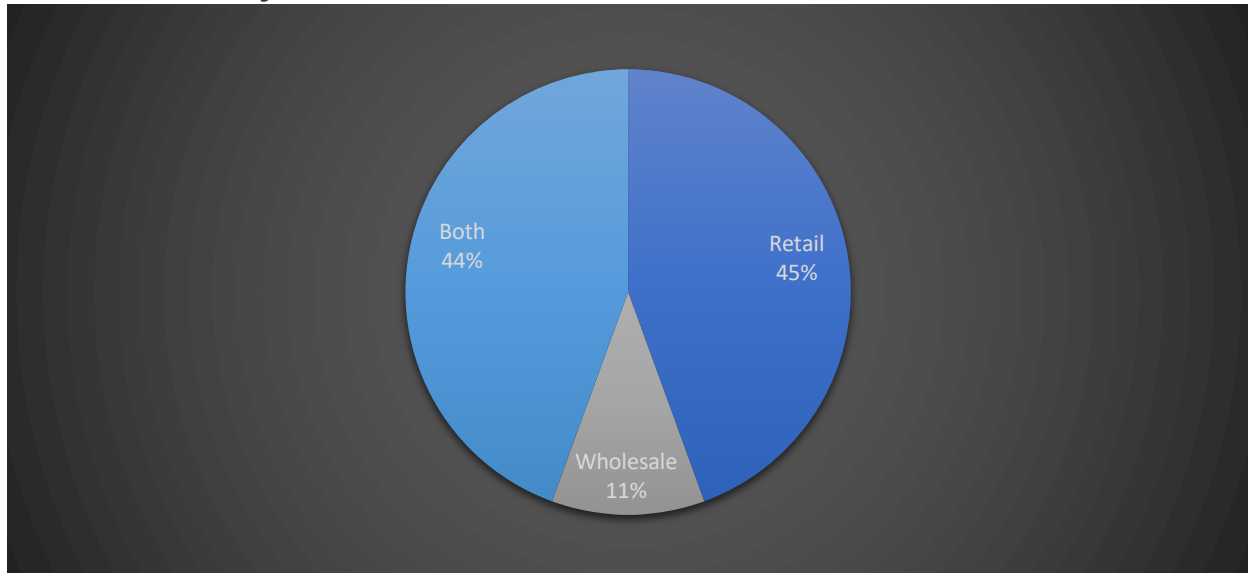
	Count
Beef, including cull dairy cows	21
Hogs	11
Sheep	5
Goats	4
Other - Write In	3

Write ins include: Bison (2) and Emus/Ostriches (1)

66.Approximately how many animals would you anticipate sending per month for processing? Please list species by Month (Example : June – 6 cattle, 5 goats)

Month	Beef, inc. cull dairy cows	Hogs	Sheep, including lambs	Goats	Unspecified	Ostrich/Emus
January	12	9	0	2	15	0
February	8	9	0	2	17	0
March	11	9	0	2	17	0
April	10	12	0	7	29	0
May	11	10	5	2	24	12
June	8	12	0	0	28	12
July	9	10	0	0	23	22
August	10	10	10	0	23	10
September	9	15	14	0	30	10
October	15	14	0	0	27	0
November	11	13	0	0	80	0
December	8	10	0	0	23	0
TOTAL	122	133	29	15	336	66

67. Where would you sell the meat?

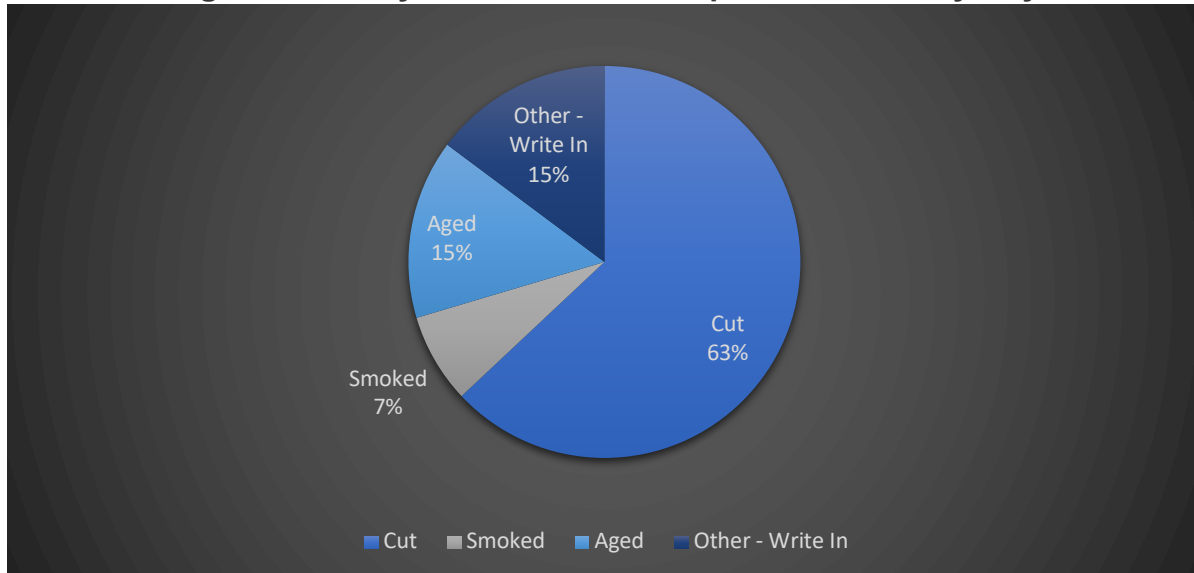


	Count
Retail	12
Wholesale	3
Both	12
	Total: 27

68. On average, what would you be willing to pay the slaughter facility per animal?

Price Range (\$)	Beef	Hogs	Sheep, including lambs	Goats	Other
\$0 - 49	4	3	1	1	1
\$50 - 99	1	2	1	1	
\$100 - 199	3	5	6	3	
\$200 - 299	4	6			1
\$300 - 399	2				1
\$400 - 499				1	
\$500 - 599	1	1	1		
\$600 - 699					
\$700 - 799					
\$800 - 899	1				
\$900 - 999					
\$1000+	3				

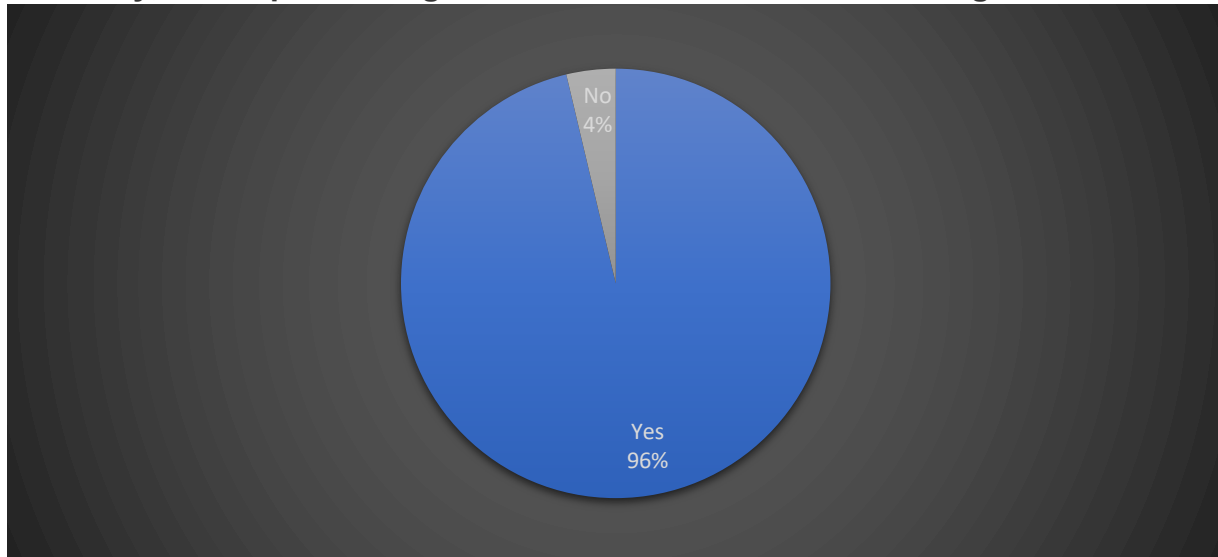
69. After slaughter, would you have carcasses processed in any way?



	Count
Cut	17
Smoked	2
Aged	4
Other - Write In	4
	Total: 27

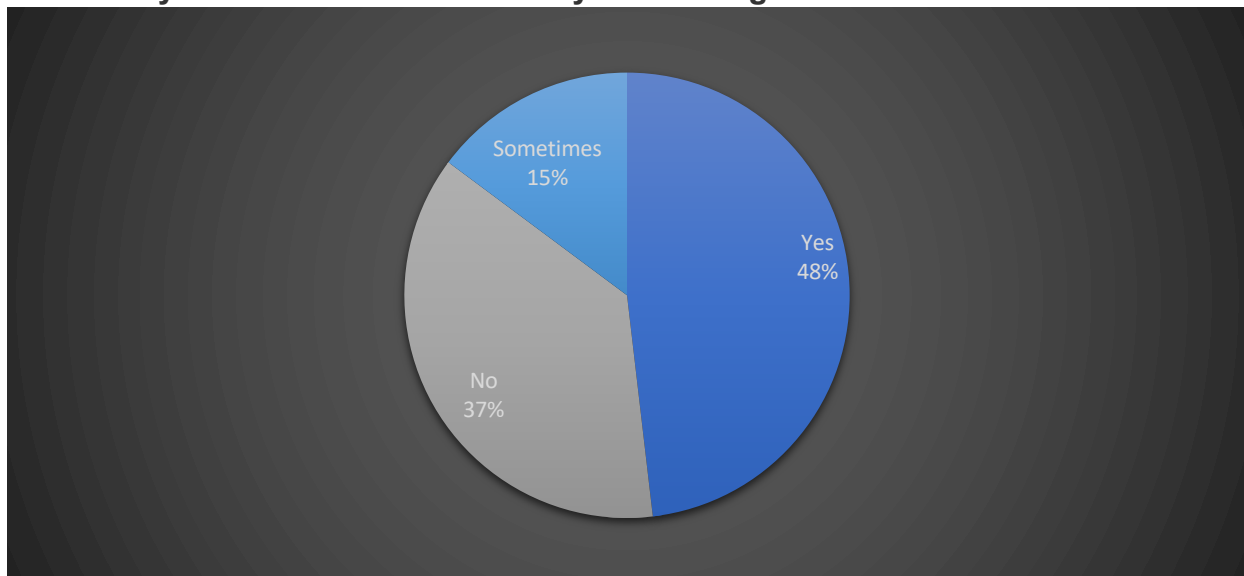
Write ins include: no, not sure, split in ½ or 1/4s and cut, smoke, age.

70. Ideally, would processing occur at the same location as slaughter?



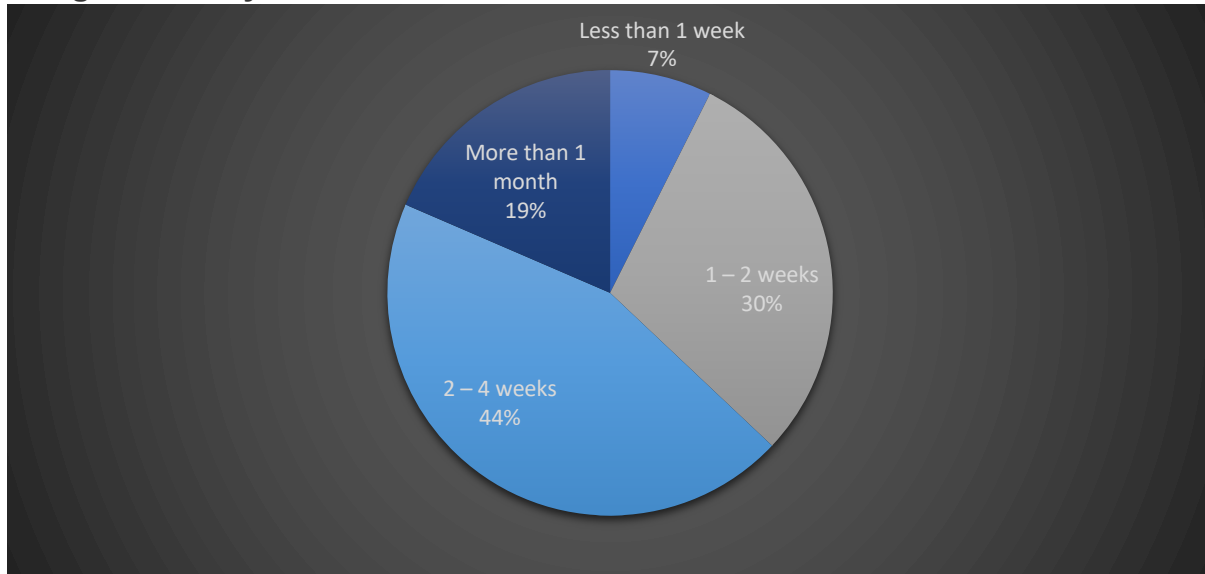
	Count
Yes	26
No	1
	Total: 27

71. Would you need access to a facility that can age and cure cuts of meat onsite?



	Count
Yes	13
No	10
Sometimes	4
	Total: 27

72. Realistically, how much of a turnaround time do you need between when you decide to send an animal to slaughter, and when you can get the animal into the slaughter facility?



	Count
Less than 1 week	2
1 - 2 weeks	8
2 - 4 weeks	12
More than 1 month	5
	Total: 27

73. What additional needs do you have in relation to a slaughter facility and expanding your red meat business?

Answers were grouped into the following themes:

	Count
Distance from farm	4
Packaging	4
Land access	2
Markets/marketing	2
USDA Emus, Ostriches, and/or bison	2
Scheduling and increased capacity	2
Ability to process hogs	1
More mobile slaughter	1
Ensure returned meat is theirs	1
USDA	1
Quality product	1

74. Other than slaughter facilities, what additional resources would you need to produce red meat in the Commonwealth?

Answers were grouped into the following themes:

	Count
Livestock supplies and stock	6
Marketing	4
Reduced taxes	2
Packaging/Labeling	1
Clear BOH regulations	1
Storage	1

Section E – Potential Poultry Producers

75.What species would you consider raising for poultry production?

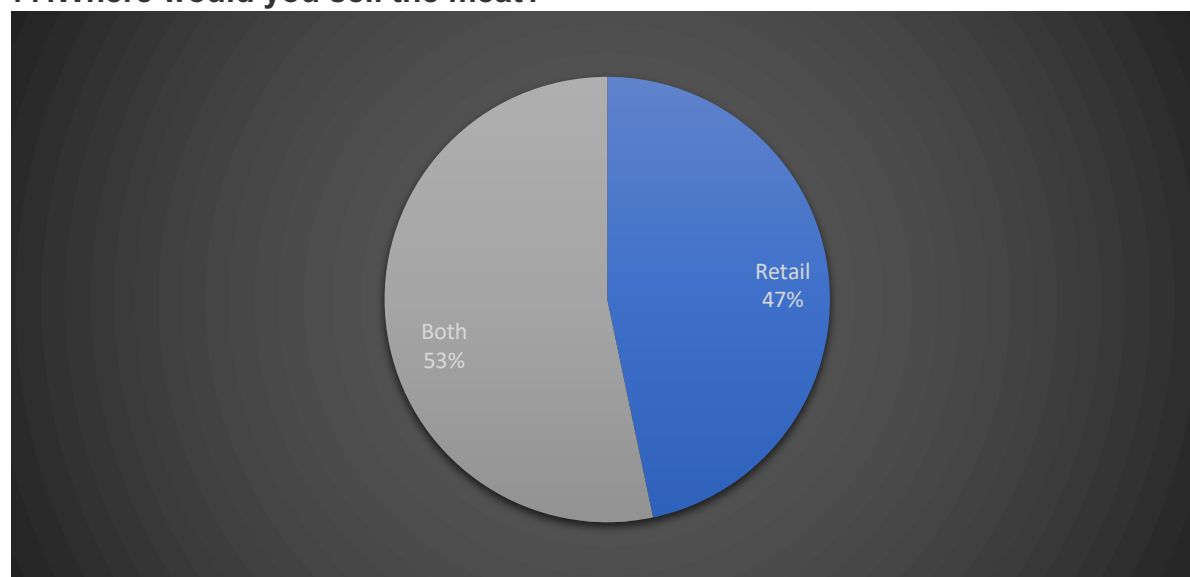
	Percent	Count
Meat chickens	100.00%	16
Spent hens	6.30%	1
Turkeys	50.00%	8
Ducks	18.80%	3
Geese	6.30%	1
Other - Write In	12.50%	2

Write ins include: Guinea Fowl and Heritage dual purpose breed.

76.Approximately how many animals would you anticipate sending per month for processing? Please list species by Month (Example : June – 50 chickens)

Month	Meat Chickens	Spent Hens	Turkeys	Ducks	Geese	Unspecified
January	55	0	0	0	0	12
February	55	0	0	0	0	27
March	55	0	0	0	0	22
April	55	0	0	0	0	27
May	65	0	0	0	0	52
June	315	0	0	10	0	302
July	115	0	0	0	0	152
August	110	0	0	0	0	152
September	95	0	0	10	0	180
October	175	0	0	0	0	140
November	95	0	340	0	0	40
December	55	0	30	0	0	20

77.Where would you sell the meat?

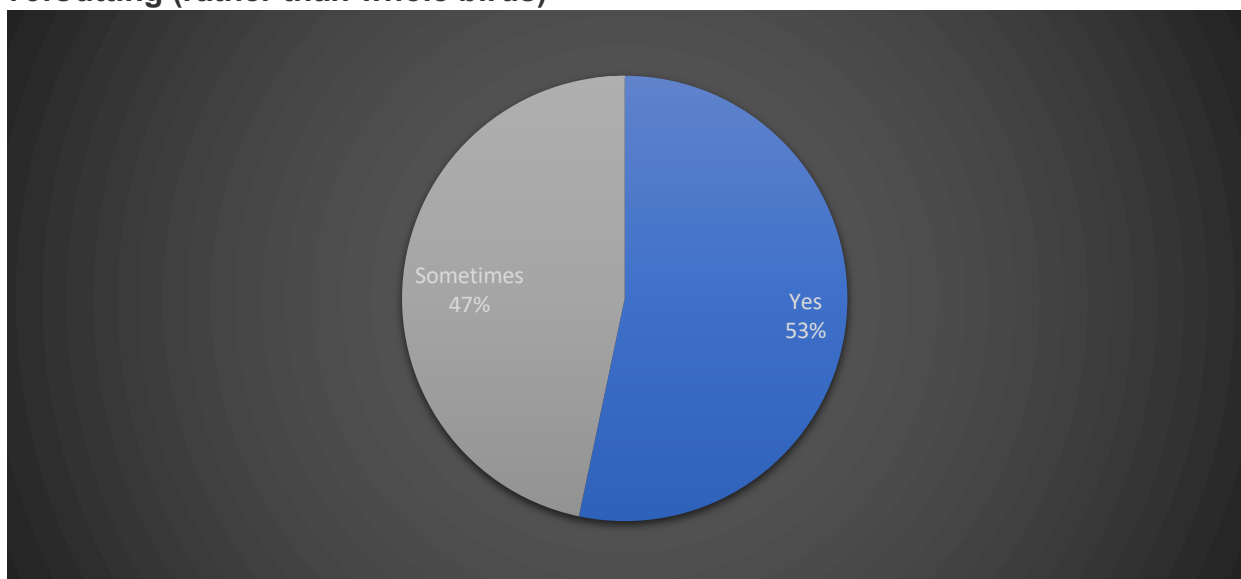


Value	Count
Retail	7
Both Retail and Wholesale	8
	Total: 15

78. On average, what would you be willing to pay the slaughter facility per animal?

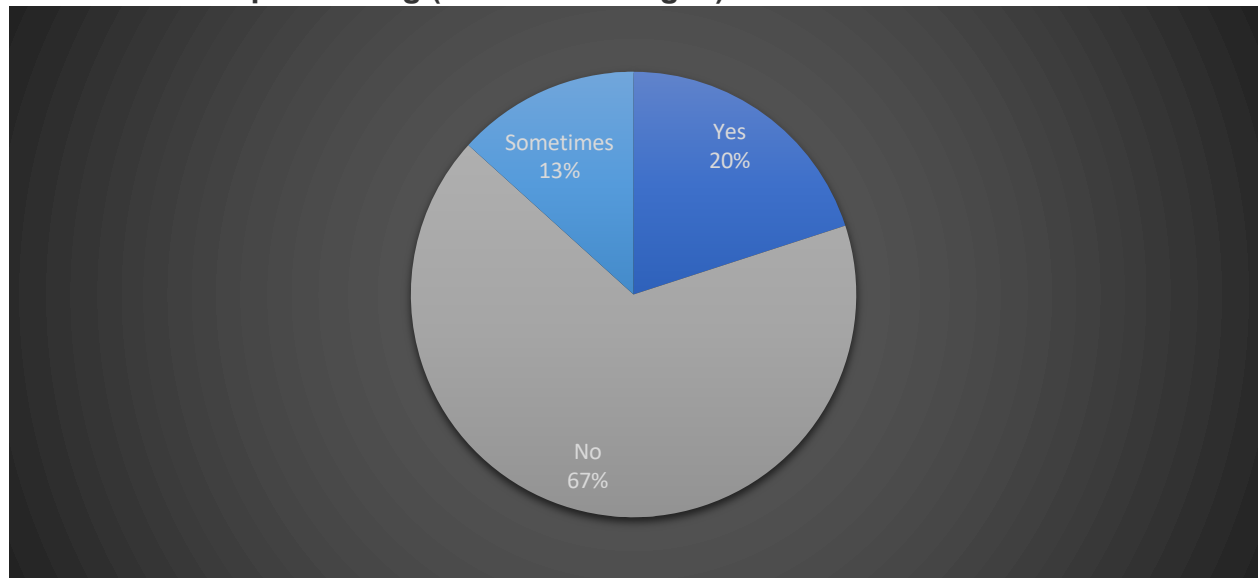
Price Range (\$)	Meat Chickens	Spent Hens	Turkeys	Ducks	Geese	Other
\$0 - 19	13	5	5	4	2	1
\$20 - 49	1		1			
\$50 - 74						
\$75 - 100						
\$100+						

79. Cutting (rather than whole birds)



	Count
Yes	8
Sometimes	7
	Total: 15

80.Value added processing (such as sausages)

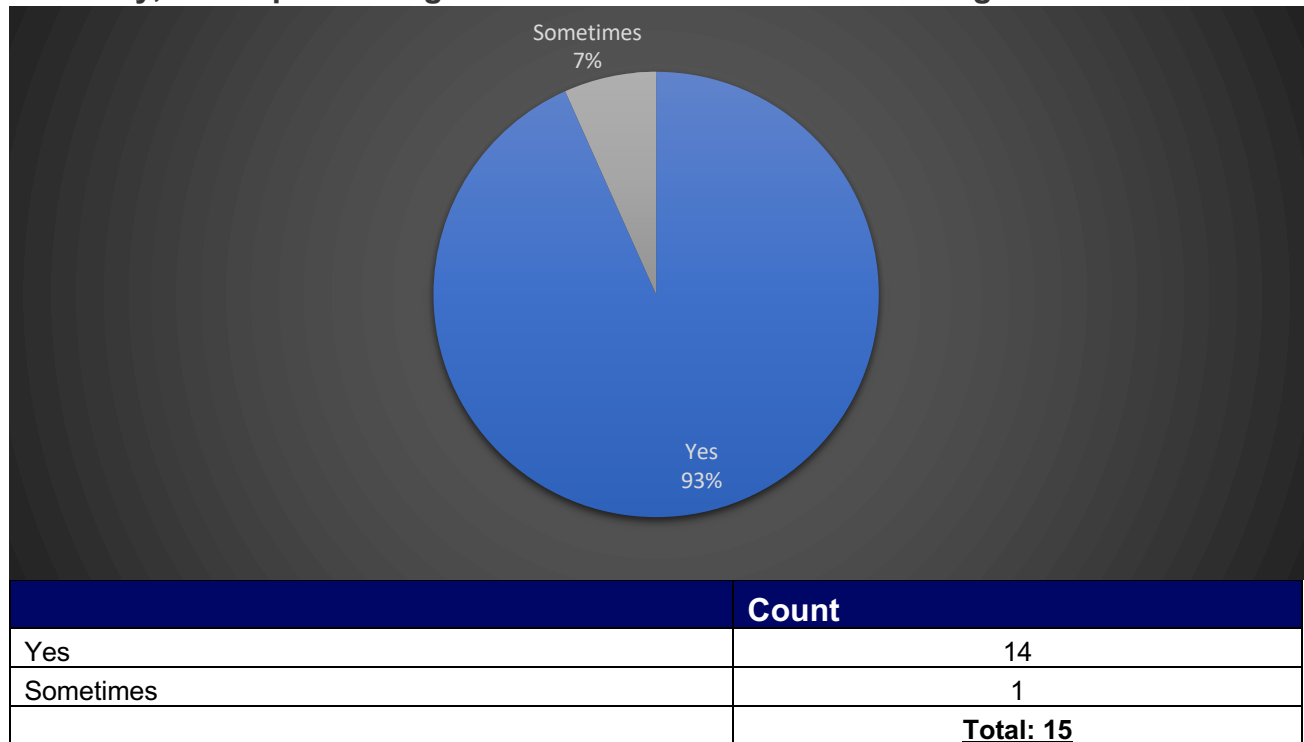


	Count
Yes	3
No	10
Sometimes	2
	Total: 15

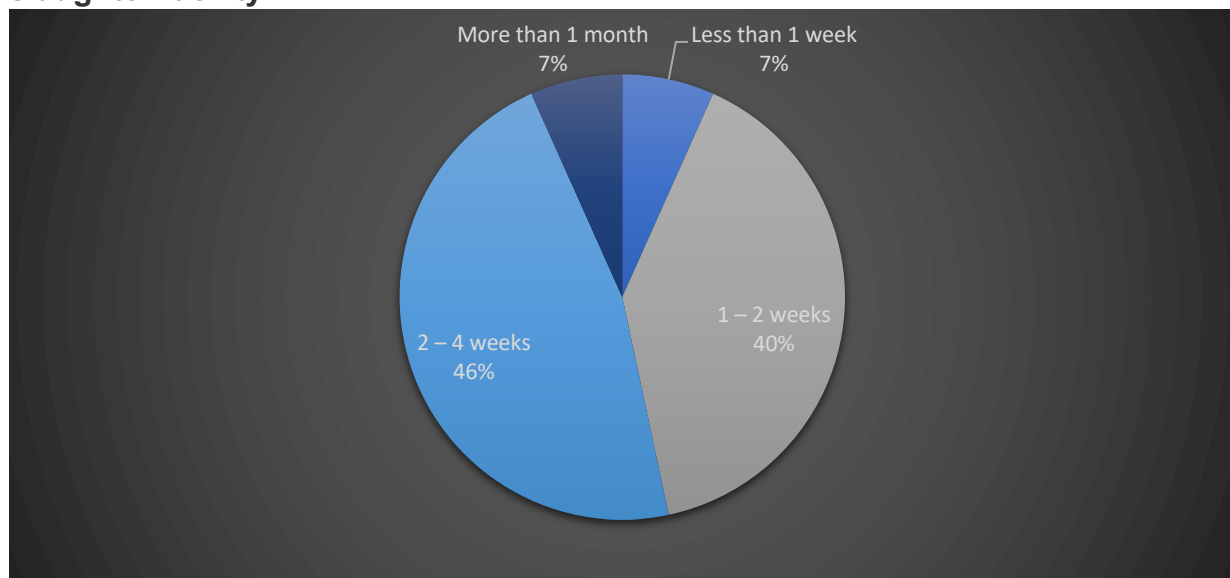
81.If yes, please list types:

	Count
Sausage	4
Ground Meat	1
Cutting for retail	1

82. Ideally, would processing occur at the same location as slaughter?



83. Realistically, how much of a turnaround time do you need between when you decide to send an animal to slaughter, and when you can get the animal into the slaughter facility?



More than 1 month	1
	Total: 15

84.What is the minimum number of birds you would like process during one visit to a slaughter facility?

Number of Birds	Count of Respondents
5	1
6	1
10	3
20	4
25	2
50	2
100	2

85.What additional needs do you have in relation to a slaughter facility and expanding your poultry business?

Answers were grouped into the following themes:

	Count
Marketing and markets	3
Closer to the farm	3
Humane processing	1
More available appointments	1
Availability of organic poultry feed	1
Ability to produce more cuts	1
Pick up and delivery of livestock/meat	1
Mobile processing	1

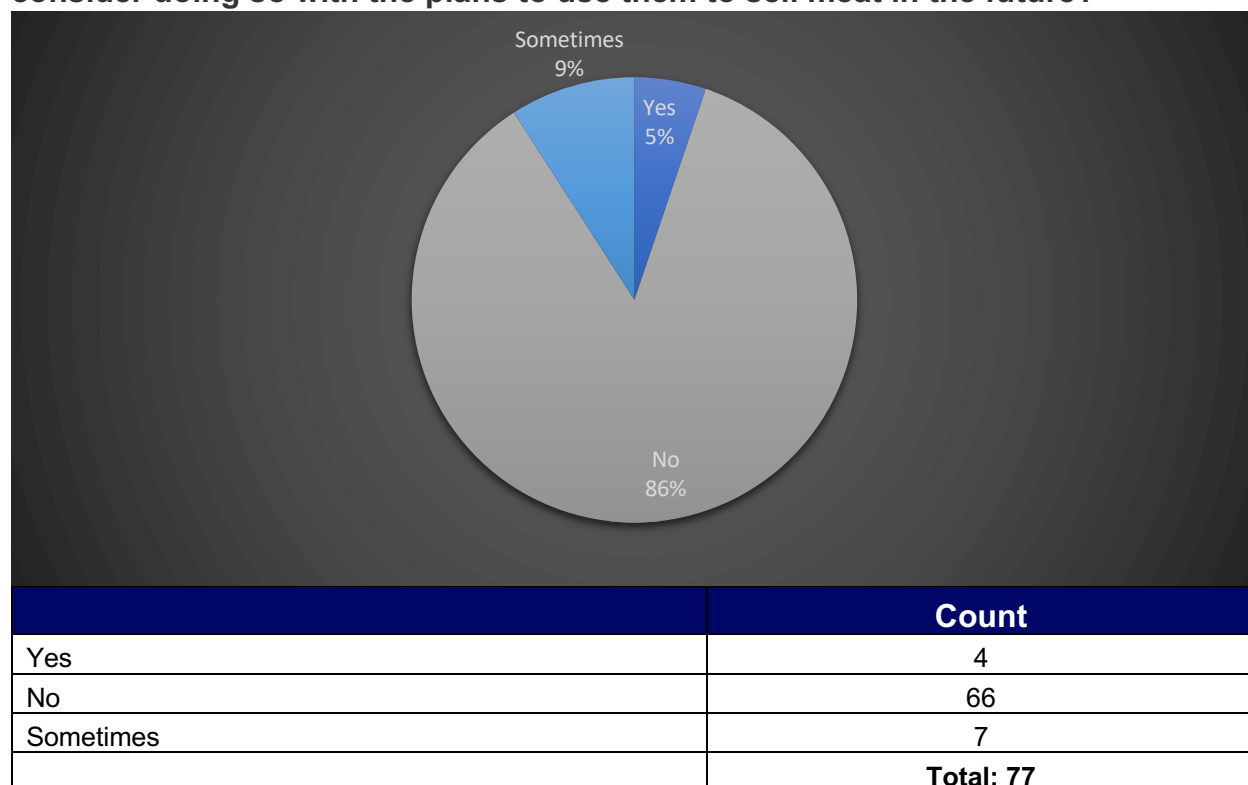
86.Other than slaughter facilities, what additional resources would you need to produce poultry in the Commonwealth?

Answers were grouped into the following themes:

	Count
Storage space	2
Fewer taxes	1
Duck facility	1
Training	1
Stock	1
Housing	1

Section F - Auction

87.Do you currently purchase animals at a livestock auction, or would you consider doing so with the plans to use them to sell meat in the future?



88.If so, which auction(s). Please list them and their location.

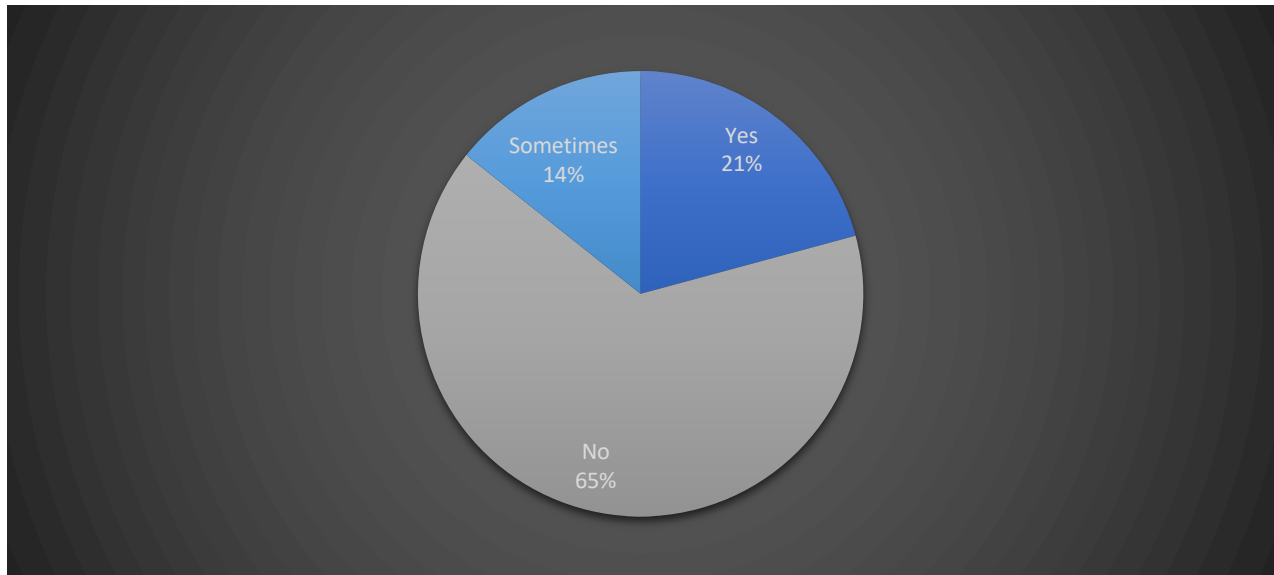
Middlesex	4
FLAME	4
Whatley	2
Village Auctions by James Hoyt	1
Bristol Aggie	1

89.Please indicate below how many of each annually you purchase or would anticipate purchasing at auction.

Beef	78
Spent Dairy Cows	2
Dairy calves	6
Hogs	6
Sheep	9
Goats	4
Meat chickens	0
Spent hens	0
Turkeys	0

Ducks	0
Geese	0
Other: Rabbits	2

90.Do you currently sell animals at auction, or would you consider doing so if you entered into this business?



	Count
Yes	16
No	50
Sometimes	11
	Total: 77

91.If so, which auction(s). Please list them and their location.

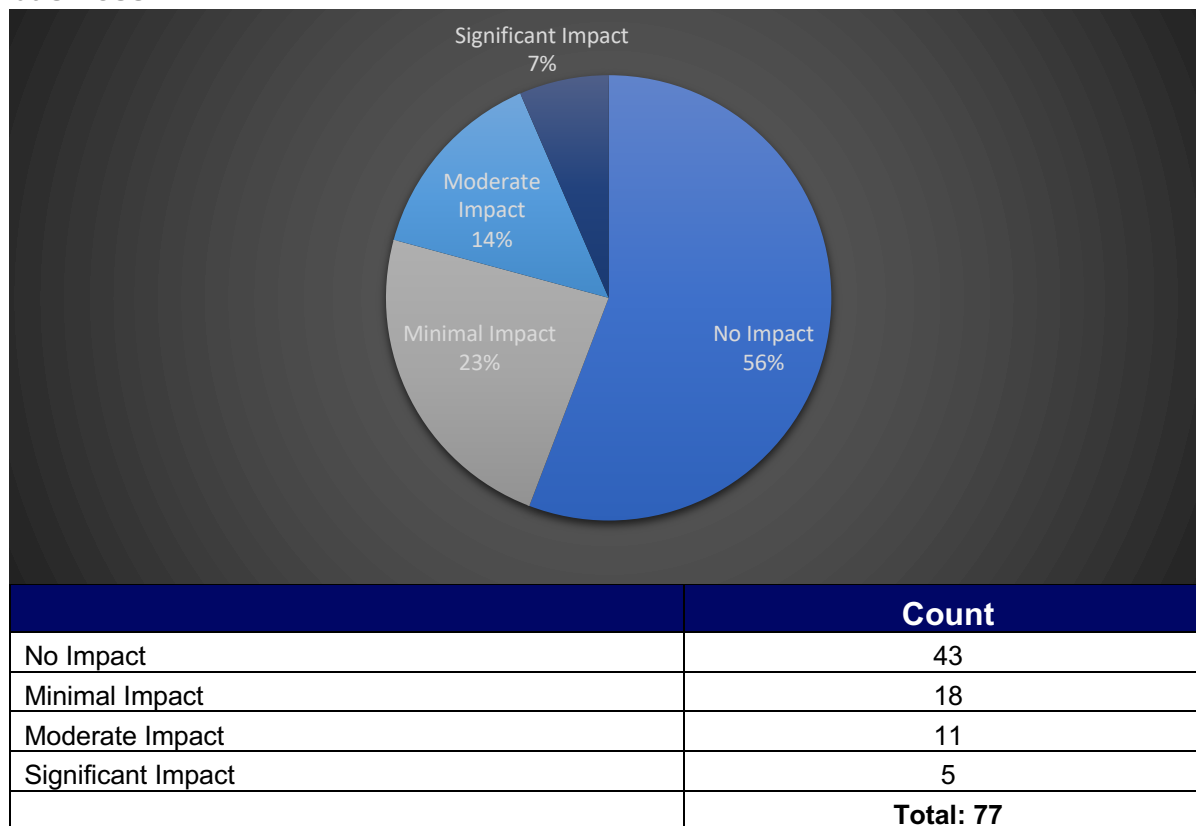
FLAME	9
Whatley	7
Middlesex Livestock Auction (Middlefield, Ct)	5
New Holland	3
Cambridge Valley Livestock Auction, Cambridge NY	2
McCracken Livestock	1
Empire livestock market, Cherry Creek, NY	1
Costas	1

92.Which species do you sell or would anticipate selling at auction and how many of each annually?

Beef	340
Spent Dairy Cows	30
Dairy calves	20
Hogs	65
Sheep	100

Goats	15
Meat chickens	520
Spent hens	1262
Turkeys	0
Ducks	0
Geese	0
Other: Rabbits	2

93.If the auction you currently used closed, what would be the impact on your business?



94.Please feel free to provide details on the impact.

Answers were grouped into the following themes:

	Count
Would go to auction further away	8
Market Impact	5
Ability to get stock	2

95.What do you like about the auction(s) you use?

Answers were grouped into the following themes:

	Count
Distance	18
Customer service	3
Takes animals	3
Fair Price	3
Fast payment	3
Easy drop off	1
Clean	1
Animal quality	1

96.What would you change about the auction you use, if you could?

Answers were grouped into the following themes:

	Count
Higher prices and/or more buyers	8
Better facilities and/or staff	3
Education for sellers	3
Distance	2
Scheduling	1
Access	1

Appendix A

Open Ended Responses

19.What DO you like about it?

- Not terribly far away and they get it done. But I must say its no longer inexpensive.
- SLAUGHTERHOUSE - humane facility/animal welfare considerations
- SLAUGHTERHOUSE - state-of-the-art/modern, animal tracking start to finish
- RI Beef & Veal has been easier to book slaughter dates than SLAUGHTERHOUSE.
- Neat, clean, friendly, labeling and wrapping
- Helpful even if backed up
- Close
- Consistent cuts , good customer service , humane handling, pickup and delivery service
- they are humanely certified and their cutting is generally very nice
- Timely processing, good price for USDA inspection, good packing for customers
- They are still operating!
- Ease of cut sheet submission - online form ease of access for the trailer
- Convenience, Availability, Not too far to travel, USDA Inspected
- clean facilities, great packaging, SLAUGHTERHOUSE super easy cut sheets, usually very accurate with reading the cut sheets
- Because we send animals on a regular basis year round they try to accommodate our needs.
- Only 10 miles from our farm. Appointments are sometimes available. usda inspected
- They get things done as fast as they can and they dint get pissy at you even though they are overwhelmed
- Convenient location
- kills cuts wraps and freezes
- Everything except for availability of appointments
- #1 - they are animal welfare approved, as I am so my choices are limited #2 - they know who I am and how I raise the animals and how I like things #3 - they are very close to me #4 - they are all very nice to work with #5 - they pick up for an extra charge - very helpful to the small producer
- SLAUGHTERHOUSE has a nice facility. Good animal handling. It's always clean. SLAUGHTERHOUSE has good calm animal handling.
- Willing to help. Doing the best they can
- Cryovac, some put weights, SLAUGHTERHOUSE-cleanliness, customer service
- SLAUGHTERHOUSE is a fantastic facility, but no appointments for over a year is greatly hindering my farm.
- SLAUGHTERHOUSE: accuracy and accommodating.
- The price is really reasonable compared to other processors and they do a good job. That being said, I don't have much choice since there's only one other processor near me who does lamb and they were completely booked last fall.
- Generally follow cut sheet. Easy in and out, pickup efficient
- Slaughterhouse, is a lot closer- just over an hour each way. Decent price to butcher. \$75 each sheep/goat Slaughterhouses- consistent cuts, very friendly
- Booking isn't too difficult and often occmmodating with getting cattle in without much notice, maybe a month.
- does a good job cutting wrapping and freezing but that service is expensive at .75 per lb.
- Work is done to order, easy access (except for distance).

- Quick turnaround will further process into value added product.
- They are kind and helpful and do a great job cutting. I like that they are a small shop so there is less opportunity for instructions to get missed going thru multiple channels of communication. They have not yet messed up my orders where others sure have!
- SLAUGHTERHOUSE has worked with us on getting appointments.
- They eventually take the beef.
- In the past they have done good job in a clean facility.
- Northeast Kingdom VT very fast turn around and happy with product
- They are able to come out to the farm to do custom slaughtering (this is for non-retail and sales of wholes or halves to customers).
- Good customer service, quality cuts
- Long term relationship, good at doing what I request, meat looks nice, price is reasonable, good people doing the work, vacuum packed and well-labeled, any errors they have worked to make right even to the point of delivering things they forgot to give me when I was picking up my meat
- Easy to work with.
- That i can get in. They cut pretty cuts
- Professional, clean, trustworthy, kind handling techniques
- Good quality Good packaging
- Attention to detail, vacuum seal packages, option for lots of value added products
- They have availability.
- That it isn't SLAUGHTERHOUSE.
- Clean and professional, they label with my farm logo
- Weights on packaging, conversations with meat cutters, drop off day before processing
- Have not processed with them yet
- Small operation
- friend.y, cut well, usually packaged well, easy to deal with.
- Effective. Helpful people. Vacuum packing.
- Nearby, good customer service, good quality work
- Easy to work with. Excellent job cutting and packaging
- Wrapping, service
- Its closer than SLAUGHTERHOUSE and a great facility
- located fairly close to home
- they know what they are doingtravel
- location, services offered, flash freezing. new state of the art facility in the next town.
- Close by
- it is the only FDA approved place close enough
- Very accommodating for any individual needs. Humane treatment of animals. Clean facility. Easy drop off and pickup.
- We appreciate the low-stress handling of animals, and the quality of their cutting and packaging is excellent. They're communicative and have been able to work with us when issues come up.
- very efficient; clean, perfectly packages meat cuts
- we get our own meat back
- Meat on demand

20.What DON'T you like about your slaughter provider?

- Not cheap, and I know they are fully booked

- Blood Farm - shutdown caused scramble to find alternate processor for sheep; disturbed by animal welfare citations (no longer processing at Blood Farm, even as a last resort)
- The cut sheets and price list for RI Beef & Veal should be online.
- Distance from farm
- Backed up
- Limited availability
- They are great —. Just wish they were closer and had more help so I could get more dates
- distance and we do make our appointments 6months to a year in advance
- Have to book appointments very early and usually for the year
- Not very customer focused
- facility, location
- Price, Cleanliness of facility, don't process hogs for religious regions
- hard to get slaughter dates. SLAUGHTERHOUSE the most complicated cut sheets on earth a little on the pricey side
- making appointments a year ahead leaves little room for changes
- Always have cuts missing from final packaging, inconsistency, livestock unloading area is not the best, price is too high
- They are booked out too long in advance so you cant accurately schedule slaughter appts to maximize the size of tour beef or livestock
- Cannot use them to cut meat as we do farm market and all meat cut has to be USDA inspected. Only slaughter facility and carcass is USDA inspected.
- cannot legally sell cuts retail without usda stamp usda processors are over booked and cannot get a date. Should be able to sell cuts retail from state inspected facilities
- Availability
- not their fault - hard to get a slot rarely lose meat but they do occasionally usually cut how I specify but not always 100% usually packaged beautifully but for some reason liver not always.
- SLAUGHTERHOUSE is filthy and their holding pens are overcrowded and I documented a dead belted galloway that was bloated in a trailer surrounded by live cows and ankle deep shit. I would have called the state but there aren't enough slaughterhouse dates as it is, so if they were shutdown I would be harming many farmers. SLAUGHTERHOUSE can't get a cut sheet right, no matter how simple. They need more experienced and professional staff.
- Cut sheets not always followed
- Odors, if dont weigh individual packages, difficulty scheduling appointments
- Distance away and inability to get appointments.
- SLAUGHTERHOUSE is getting too expensive.
- The distance. It's a 2 hr round trip drive and I have to drive back tp pick up the meat.
- Can't get dates for slaughter. Usually now 2 years out
- Slaughterhouse- not enough butcher slots if you can schedule, inconsistent cuts. Slaughterhouses- long drive- 3 hours each way.
- This better be a secret!!!!!!! Way too expensive, the hanging weight seems different than other butchers that I have gone to. I won't go any further, if he hears this I'm screwed! this past year I havn't been able to get anywhere else, SLAUGHTERHOUSE doesn't answer the phone any more.
- getting a processing date
- Too hard to get an appointment.
- Hard to get into, very busy

- NOT super responsive as they ARE super busy. ICY DRIVEWAY!
- Sometimes incorrect cuts. We have appointments two years out. Planning 2 years in advance is a guessing game.
- Too far away and too expensive
- They are no longer processing Deer, Elk, or Bison. They stopped doing sausage links, Won't save hides.
- SLAUGHTERHOUSE long time waiting for product and mistakes
- They are not USDA certified so meat cannot be sold as retail. We have a small retail stand at our farm and would like to be able to sell our own meat. There is another USDA processing facility relatively close but it's very hard to get a slaughter appointment.
- Too far away, not enough time to really customize my orders
- Animals need to travel a long distance to get there, similar cuts aren't always uniform size,
- Difficulty getting slaughter/processing dates. I often have to book hog slots before the sows are bred to get the timeframe I need.
- I can't get enough animals in. I can't add any based upon demand. My spots have to be made a year in advance and they can't meet my demand.
- High cost, difficulty in scheduling appointments, which are made a year in advance. At the time of the appointment, some animals are over ready, some need more time, but the appointment can't be changed.
- Not Usda certified
- They're so busy and have trouble with staffing they book appointments over a year in advance
- Poor service. From getting a date to quality of cut to following directions to shortages. Not sure I get my own meat back. Price too high.
- Distance
- Very difficult to book new appointments as they are booking 18 months out
- Packaging pops, sausage packaging has lots of extra plastic, inconsistent sizing (sometimes sausage has 4 links sometimes 5), scheduling can be challenging, communication has been a challenge in the past
- Same
- Wait time to schedule is horrible...1 year out!
- rarely lose meat but has happened. occasionally vacuum sealing not patent. very hard to get an appointment in a timely manner
- Difficult to get appointments in fall/winter unless you call months in advance. Problems getting Blood to save the heads. 2 animals were mixed up so customers received the wrong meat.
- WE have no complaints.
- Distance. How booked they are
- Time, no appointments available, not variety local have to go to CT for some variety
- Very hard to get a date, They don't answer there e-mail, very expensive
- yr ahead bookings, sometime sloppy packaging and cuts not always trimmed properly for retail sales
- the travel
- Management, they need professional training. They lack leadership and experience.
- Price and difficulty scheduling
- Appointments are too far in advance. questions about quantity of meat returned.

- Limited capacity. No slaughter dates available. They want 18 mo lead time to book hog slaughter dates. That requires a producer to book dates on speculation. Doubling slaughter only price from \$85 to \$170. That kills my wholesale margins.
- It's not their fault, but it's tough having to schedule so far out and worry about finding slaughter spots if we grow our operation.
- very difficult to schedule slaughter dates; too far away (2 hour drive)
- distance
- Dates available

21. What would you change?

- make it more affordable
- Extremely challenging to get appointments. This has greatly reduced the number of animals we can raise for slaughter, and we have had to take any appointments we can get, regardless of animals being correct market weight, distance to facility, or other timing considerations.
- If they could provide a clearer timeframe of when I can pick the meat up
- Distance from farm
- Need someone who will raise buck kids to appropriate weight for slaughter. I do not have the capacity to do it on my dairy goat farm
- More facilities
- distance- we lose 2 days delivering stock and picking up finished product
- The ability to get animals in on shorter notice
- More attention to cut sheets
- facility we use now doesn't process pigs so we have to use another location to purchase processed pork for our farm
- Make certain repairs to facility, start doing hogs, There is a huge demand for custom poultry slaughter.
- SLAUGHTERHOUSE cut sheets. Find more help or a way farmers could do some comp time (cleaning pens, scraping alleys, etc) to free up other workers to make getting slaughter dates more feasible.
- The processors are under extreme pressure and over-worked. We hope they can hold up over an extended time. They always need help. More immigrant workers might improve their constant need for workers
- I used to pay \$0.65 per lb for cut and wrap USDA when I farmed in New York in 2017, that was reasonable.
- Build another facility
- Allow meats sold at farm markets to be allowed to come from custom slaughter houses as long as carcass and slaughter facility meets USDA requirements.
- Availability of appointments
- magic wand for enough good help but that's endemic, not isolated to them
- More facilities that are USDA certified. A couple mobile slaughter units. A training certificate program with a local educational program for slaughterhouse workers and butchers.
- At SLAUGHTERHOUSE I would simplify the cut sheets and I would have 1 lb groundmeat and sausage packages weigh 1 lb (not vary considerably). The packaging is a problem--broken cryovacs
- Need more USDA processing, need more USDA secondary processing
- Larger production.
- SLAUGHTERHOUSE holding area is awful for the animals.

- I wish there was a processor within 20 miles of me, that would be ideal.
- Availability of dates
- need more capacity in the region that will do sheep and goats. I have a butcher shop on the same county block as my livestock that will only do cows and pigs.
- My beef sales have dropped off lately. Not sure if its the butcher, or the anti beef people are getting louder. Would be nice to slaughter animals as the need arises rather than getting in when you can and dealing with large amounts of beef to sell. Also, I may need to learn more about slaughtering cattle and why various cuts differ in amounts and texture with different animals. A little less expensive would be nice, this isn't a get rich quick plan. I just happen to enjoy the cattle and like working with them. What a dope!!
- more capacity especially in the fall. -not having to have my labels specific to a particular processor
- More availability for processing.
- Year round appointments for processing
- I wish they would just focus on red meat and therefore have more capacity and expertise for ruminant butcher and less downtime to shift over to poultry processing. NOT great communication regarding slaughter slots, or advertised pricing. Since they are hard to contact, Had asked for my slots several months ago, and when I finally got thru, slots were already filled for summer. I am a bit SOL for this summer...
- A closer facility. More flexibility with appointments.
- A closer slaughter facility
- Start processing Deer again
- More available slaughter appointments at USDA facilities without the need to travel long distances.
- More producers with USDA, less regulations.
- Move them closer to me? I have heard of a processor that includes a label with a weight - that would be nice.
- More availability of appointments.
- More slots for animals
- More appointment availability
- Make it easier to sell at roadside stand
- Expand to meet the demand more appropriately
- Can handle oversized animals and those with horns. High quality live-handling facility. Don't charge to take back your own hide, horns, etc.
- Re SLAUGHTERHOUSE they take to long. 6 weeks to process my hogs. Poor packaging. Lemays. No usda smoke Hill town no usda smoke We need a usda smokehouse in mass.
- Higher capacity so I don't have to guess so far in advance
- Online cut sheet, better scheduling (not so far into future for hogs...ie 18 months out and sows aren't even pregnant yet)
- Wait time for appointment
- more communication on booking availabilites - when they open books for year, etc. they should have an email list or something to let us know what's going on - we like them as a business and people and we are interested in their problems and progress usually cut how I want it BUT can be way too liberal on bones included in meat - a plus for me I guess, but not a plus for customers and so the meat doesn't sell.
- Move them closer.

- SLAUGHTERHOUSE was sold to people/farmers that they would be able to overcome shortage of appointment for local small producers however they are processing for big out of state companies with animals coming in from my and pa
- They need to improve speed to improve getting a date?
- better trimming on the retail meats. Cannot do much about the booking time
- alot
- would like to see professional training with officials, out of state influence with slaughter procedures and people that have run successful processing plants. Experience is the key. Also need strong customer service skills.
- Increase capacity
- another facility. easier getting a slaughter slot.
- Add more capacity. Change reservation system. 18mo. lead time to book is OK for beef but not for hogs.
- Nothing except availability.
- Want a new slaughterhouse in central Berkshire County
- move it closer
- Better sorting pens at farm

24.What DO you like?

- they are pretty good about doing the butchering the way i like it.
- Custom labeling (SLAUGHTERHOUSE, SLAUGHTERHOUSE); ability to process 1/2 cut sheets for hogs (SLAUGHTERHOUSE), neat packaging and labeling of finished products (SLAUGHTERHOUSE)
- Tasty!
- Butchering to our requirements
- Can do what you want
- Ease
- Sausage is great!! And SLAUGHTERHOUSE makes a good variety of products
- they have the ability to 'send out' my meat for jerky...they don't make it and they can make sausage products
- They do a good job making jerky and hot dogs
- Good packaging
- We like the packaging the facility offers, it is much better than our previous provider
- We do the value added our own. We have our own facility
- patties and sausage
- They are usually able to process the cuts we want.
- USDA inspected. Precision weight ground packaging
- Again they are doing the best they can with what they have to work with
- We like the way our meat is cut, packaged and labeled as well as a good working relationship.
- I use SLAUGHTERHOUSE in CT for specialty smoking - they do a great job.
- Indifferent. I'd like to be able to smoke and sell my bacon without my pigs ever leaving the farm.
- People like the flavors
- Packaging, weight on packaging
- Awesome flavor adds.
- not sure how to answer
- They do all the cuts I need for retail and they do a good job. The packaging is good as well.

- The only value added service we use is cuts for retail.
- packaging
- Custom mix
- Variety and taste
- They are willing to have me purchase other sausage flavor options.
- We seem to get what we need.
- Patties were good
- Vt was again a quick turn around
- The diversity of cut options.
- Customers can call in their own cut order.
- The processed items look good and taste good
- Love the flavor of the smoking at SLAUGHTERHOUSE.
- Sausages at SLAUGHTERHOUSE
- Sometimes added value products are available but not always
- Vacuum packaging
- Quality and variety of options
- SLAUGHTERHOUSE proximity and good sausage SLAUGHTERHOUSE speed of processing attention to detail.
- I like offering flavored sausage
- Natural cure on smoked meats
- Custom work is possible
- their sausage and smoking are very good they send things to Noacks for smoking for you for no charge - you have to go on their schedule but that's a big plus. THE most important thing to me about them is not listed below - they are Animal Welfare Approved - this is THE defining factor to me. I go all the way in animal welfare to get this VERY HARD certification, as did they - this is a mark of how much they care about how they handle the animals. We have sat in their parking lot when they didn't know we were there and still handled the animals kindly and calmly. Rick is wonderful when he picks them up and very calm. This is INVALUABLE if you put the animal first. I cannot recommend them enough on this point.
- Vacuum packing
- Good packaging.
- Willingness to work with us, try different things
- Some variety
- They will do about anything you can think of
- have not used any value added product to date
- taste and quality
- Location is great! Vacuum packaging is perfect. Handling of animals is professional upon drop off. USDA certification.
- Not too far to travel
- Wrap and labels, boxes. Sausage options (andouille).
- Value-added products are high-quality.
- excellent butchering and cryopackaging
- The control of meat available

25.What DON'T you like?

- expensive

- Inflexibility with requests for returning sheep heads per our customer's special requests (SLAUGHTERHOUSE)
- The ham slices should be cut differently
- Time
- I can't get usda jerky made
- like any place, from time to time they have made a decision regarding my cuts without consulting me. Just happened this last time. Their decision will cost me money on the retail side.
- Takes longer and that is a separate pickup appt
- Pickup of beef hindered by new drive up design. Very hard to squeeze trailer next to freezers
- We have a few concerns about the freezer storage as they use cardboard boxes which sometimes results in items not being fully frozen upon pickup. Our previous provider used wire racks to ensure all the cuts were frozen. The boxes do allow our order to be packed on a pallet which is much easier for handling.
- smoking hams often leads to very dry hams
- We would like to see more value-added options, such as jerky or corned beef, but realize they just don't have time. Nitrate-free options for bacon and ham are needed
- Always missing cuts from our order, don't know if it's poor organization or theft. Price is too high, inconsistent
- Not enough of them out there
- Hard to get our processing scheduled.
- Smoke flavoring. Natural smoke is preferred
- VERY far away
- Distance, delay, expense.
- Varying weights in "1 lb" packs and the ingredients could be "cleaner"--as little added as possible
- Distance to travel, need more local, want true smoke at all
- The fact that I have to drive 200 miles total (2 round trips).
- have thought about smoked and jerky
- hang time
- Hard to get scheduled.
- Hard to get done
- They do not stock flavor options I want for my customers. They do not have many 2nd stage processing options, and do not do any casing.
- No sausage links
- Did not get any of my bones.
- Some of their processed items are packaged larger than I would like - hotdogs are 5/lb.. So I just don't get these.
- That it's a custom smokehouse and not for resale.
- Need more openings
- Not always available
- Hard to sell small quantities
- SLAUGHTERHOUSE speed of processing lack of attention to cut sheet botched orders. I'm too small to be told oops all your ground was made into chorizo. Sorry. Very poorly run
- The amount of meat I have to commit to making sausage
- Sausage packaging
- Cost added to custom work

- they aren't able to process many organs - thymus, etc - we could sell (and not waste) those
- The holding areas. I think the slaughterhouses are meeting the Federal requirements but I feel I need to stay around to make sure my sheep have water/hay. Some of the folks seem to be careful and caring but seem pretty indifferent and you have to ask them to bring water, etc.
- SLAUGHTERHOUSE adds water and chemicals that customers don't like. Wish someone closer than SLAUGHTERHOUSE would make hot dogs the same way
- Customer service.
- Just about everything. Too long for appointments many times do not believe we got our meat back and seems like we are shorted meat.
- too far away; difficult to schedule appointments
- No vacations

26. What would you change?

- make it cheaper
- More availability for processing appointments (though I understand this is due to demand and bottlenecks)
- Nitrate free
- Driving distance
- availability
- More availability
- communication
- Pickup at the same time as the retail cuts
- Variety of species offered for processing so we could purchase additional meat to compliment our beef offerings.
- Nothing, We do our own
- not trying so hard to talk us into taking all of the ends of everything (bacon jowl ends, ham ends, etc. that are junk and wasted packaging - just grind it and call it dog food!)
- Additional workers so more could be done
- Provide the cuts we asked for, lower the price
- Build more
- Have more facilities available so we all can animals processed in a timely manner
- Smoke flavor chemicals
- minimum Lb for specialty smoking, but I get it that they do that - would be easier if less than 50 lb for small producer
- Be able to do it all on my farm or more locally at least.
- Would like more say in the cutting of the animals
- Need more local facilities
- not sure how to answer
- I would like to be able to use the hide but that would mean another trip to pick those up.
- add more capacity.
- labeling
- Less distance.
- Get more people to work and off unemployment, labor is a limiting factor
- Add capacity for 2nd stage processing?
- add sausage links
- Adding a smoked option.

- A little more time to speak with processor when placing the orders.
- more value added processing, linked sausage, hot dogs, etc.
- More value added products
- Allow roadside sales of smaller quantities
- SLAUGHTERHOUSE is beautiful and convenient but doesn't care enough about small operations. Pay attention and get the product out the door. SLAUGHTERHOUSE is awesome just can't get a date.
- Sausage packaging
- Greater awareness of cutting options and education of first time customers
- would LOVE LOVE LOVE it if they had an actual smoke house and did things all the way onsite.
- I wish they'd offer delivery so I didn't have to go pick up the meat.
- Less ny and Pa animals, give small farmers priority
- shorter wait times. ability to do special processing.
- want to find closer processor with larger capacity
- Better price for product

50.What DO you like about it?

- efficient and clean cut nicely
- They are efficient and can most days offer same day pickup
- Packaging and labeling
- home process
- They are efficient and professional
- Friendly, knowledgeable
- Has USDA stamp and is cut up and packaged before pick up
- Clean
- They do a good job with the cuts. Has worked with me on scheduling
- While it is private (my buyers buy the live animal) it is clean and well done.
- Excellent customer service
- My family and I do it ourselves
- Wait time and cost
- Easy to schedule, nice people
- Great service
- It is close by. He does a great job. He is fair on price and you get a slot when you need it
- Clean
- Try's to help out

51.What DON'T you like about it?

- It's 2 hours one way and 75 miles. It adds additional cost to my birds my customers have to absorb
- Can't fit more birds in
- Very expensive relative to what people pay and nobody does ducks. It takes forever to do ducks on farm. And the mess is massive.
- Difficulty getting appointments
- Time consuming and expensive. Also do not like the chlorine bath they soak the birds in to kill bacteria
- Crappy job packaging
- They don't do turkeys

- it isn't inspected so I can't just sell dressed birds and rabbits.
- Too far to travel
- My family and I do it ourselves
- Packaging
- Distance
- Distance
- Schedule unavailable

52.What would you change?

- I would change travel time as well as not having them be a farm as well because they shut down processing around turkey season pre Thanksgiving
- Bigger place
- USDA INSPECTED DUCK FACILITY and just a little cheaper for processing chickens. Maybe if we could just put the chickens in our coolers instead of buying the boxes, that would help.
- Ease of scheduling appointments
- No chlorine bath and more affordable for producers. Option to freeze the meat and pick up frozen
- More professional packaging
- Have the ability to process turkey
- yes
- More USDA processors, almost non-existent in NYS.
- Having a nearby reasonable option would be nice. But for now I am content with the way things are.
- Less expensive
- Packaging, closer to farm
- Closer
- move it closer
- Make bigger to process more beef

54.What DO you like about it?

- Courteous and efficient staff
- Very professional
- Baffonies is professional and efficient.
- USDA stamp
- Clean
- Does a good job. Humanly handles the birds
- Can order processing as I want it.
- There are no other processing services.
- Clean plucking
- Consistent product
- Well done
- Try's to help

55.What DON'T you like about it?

- Again proximity to me is too far
- Cant get more birds in
- A little too expensive and they don't do ducks. I'd be willing to pay \$10 per bird to have ducks processed.

- Chlorine bath
- Poorly packaged
- Difficult to change dates if something happens.
- There are no other processing services.
- Packaging
- Scheduling

56.What would you change?

- Bigger place
- A closer facility would be nice and it would be great if they did ducks.
- No chlorine bath and more affordable
- Better packing
- Ability to process turkey
- We need more processors. Less regulation that keeps anyone from even considering a start up operation.
- I am content as is.
- Packaging
- Process more meat

73.What additional needs do you have in relation to a slaughter facility and expanding your red meat business?

- I would love to learn this trade. So if this is something that is happening, I'd be do into this. EMAIL
- within 1 h of farm
- Shorter Wait times, more availability of plants, ability to process hogs
- Packaging for sale
- I'd prefer a mobile slaughter facility for my animals. Also as a small farmer trailering is always a challenge. In Scotland we had a trailer and got certified to slaughter and butcher on site. I currently have three pigs I'm growing and my local man has stopped butchering. Taking them far away will stress them out and I don't want to produce that sort of meat. I want happy calm places for my animals to have their last day.
- need more land to increase herd
- cut package
- reliability and honesty. The meat from my animal should not be mixed or "lost" with another farm's.
- Quality product. Animals cut exactly the way the cut sheet specifies. Reasonable turnaround time. Smoking and sausage made all in house
- A closer facility.
- Packaging
- USDA inspection, efficient line specifically adapted for small ruminants to minimize costs, ability to apply an individualized vs. generic label
- Market for such
- affordable taxes on our pasture
- packaging / labeling
- shipping
- A Nearby slaughter and processing plant; lack of local markets for the meat.
- Be able to USDA Certify Emus and ostriches.
- There is no one local that processes bison and I'm highly interested in raising a herd.

- We would like for slots to be more readily and realistically available. Ideally, it would be great to have on the farm slaughter/mobile processing unit which would both reduce transportation and animal stress.

74. Other than slaughter facilities, what additional resources would you need to produce red meat in the Commonwealth?

- Processing
- Small scale outlets that purchase it...like a year long farmers market...indoors...like Russo's in Watertown, ma
- storage?
- More Time, more help, fences for animals
- Our current holdback is available close slaughter facilities with available dates for processing
- As a farm under 5 acres labeled commercial currently I'd like for the tax benefits to extend to farms our size. A sourcing guide for bulk feed purchase and storage would be helpful. We have a lot of breweries and other scrap producing sources here and visible partnership methods would be helpful.
- a ready supply of hay
- Fewer taxes
- Livestock Fencing and Housing
- Marketing.
- Help to build the herd
- efficient lamb processing facility to minimize time and labor (and costs)
- Clear BOH regulations
- affordable calves and feed
- packaging / labeling
- market
- Local markets. It would be ideal to have a processing plant that also marketed the meat. We want to form but we don't want to be in the marketing business.
- No till drill, possible grants for fencing etc
- The lack of slaughter facilities is our #1 obstacle.

85. What additional needs do you have in relation to a slaughter facility and expanding your poultry business?

- Outlets like farmer markets independent markets
- better availability of mobile processing
- transportation considerations
- Markets to sell
- Closer slaughter facilities
- what slaughter method
- access to facility that operates humanely and not over an hour away
- Ease of sales from local farmstand
- Availability, and close location
- Organic poultry food available at reasonable prices

86. Other than slaughter facilities, what additional resources would you need to produce poultry in the Commonwealth?

- Train
- to the best of my knowledge there is NO facility for ducks in MA!

- freezer space on farm
- Availability of birds, cash
- fewer taxes
- Coolers
- Expanded housing

94. Please feel free to provide details on the impact.

- I use AUCTION as a relief valve of sorts, when either private sales fall thru or butchering is unable to schedule.
- When I can't find individual buyers, I ship to auction.
- We use a livestock hauler to bring animals to the auction. If the auction were to close, we would need to move animals to a further auction.
- It would hinder my ability to get stocker cattle
- Right now I sell my spent dairy cows at auction. If I manage to get into selling processed beef it wouldn't have any impact as I'd be selling the spent dairy cows processed retail.
- Would have to travel out of state. Unsuresness of quality of animals and cleanliness of facility etc
- I have a closed herd and do not buy or sell animals. PLEASE NOTE - I am disappointed that you did not make HOW THEY HANDLE THE ANIMALS a priority choice in this survey. shouldn't that be #1?
- The AUCTION livestock auction is archaic and unprofessional. If that operation existed in Michigan it would have been shutdown years ago.
- Would make selling additional stock difficult
- I THINK Auction is a nice way to get rid of lower value product thru commercial channels. But maybe it is now moving animals into primary markets for local harvest and mislabeled?
- We would have to go to an auction farther away
- Would need to find another auction with appropriate balance of price and proximity/convenience
- There are other auctions in the area, but would require further distance traveled.
- Probably would impact the market as a whole.
- No impact
- I don't use the AUCTION for a source of my livestock sales
- Another sale barn is available but further away
- I have no auction nearby so no impact
- I have a closed herd and all meat I sell is born and raised here.
- no other auction in a reasonable distance
- little
- AUCTION has always been great do not know where we would go if it closed

95. What do you like about the auction(s) you use?

- its nearby and reliable.
- Pollacks are very helpful
- Close. Friendly. Helpful
- Location is close
- Rarely use one
- Location
- not too far away
- Convenient location

- I only moved here from upstate NY 2 years ago I have not formed an opinion on this sale barn other than it's not as convenient as in the farm country of upstate NY
- Good way to ditch sub par animals
- Convenient location, quality of animals, cleanliness, follow proper procedures, knowledgeable personnel etc
- place to sell animals
- Can do it whenever I want
- Location
- convenience and close proximity to my farm
- Convenient location
- Regular, fast payment, friendly staff
- They are close
- AUCTION: proximity AUCTION price
- Can see market prices for area
- Close
- Location
- Use AUCTION but seldom, AUCTION auctions.
- Location, handling abilities
- Location. Two closest.
- Convenient
- Ease of drop off times
- distance
- Close by
- relative easy access, quick turn around payment
- little
- they are very organized , you get fast payment,
- it takes any animal
- Fair price

96.What would you change about the auction you use, if you could?

- nothing, if anything have it get a little bigger so that more buyers might want to come and prices might get a boost.
- Nothing, except obviously higher prices and some communication about when there is a demand for goats at whatever weights/age/sex.
- Better facilities
- Better access for farmers who have a mon-friday off farm job
- price is low retail gets higher price
- Modernize it. Hire or train staff for animal handling. Stop them from smoking indoors. Require a computer system and RFID tags per applicable species. Introduced them the the 20th century.
- nothing
- Handling of animals
- If I ever went, it would be good to know what buyers are looking for so I could raise animals to their specs.
- Pay fair prices to producers
- I find them confusing. Would be helpful if they shared more info with growers so they would know what to expect or when to ship or what's their auction price received.

Honestly, this is not a channel I have relied on, but I would like to know more. I follow pricing from PA and others around the country.

- make it more regular
- I don't use an auction site
- Special holiday sales with guidelines on animal specifications would be an improvement over a) guessing or b) just using the auction as a dumping ground whenever I have random subpar lambs to unload.
- Nothing
- More buyers
- It's too far away from our farm.
- Better value More customers or buyers. Always the same buyers. Low value
- No competition from buyers.
- Don't use auction
- Price is so bad it is like throwing animal away
- alot
- Closer to me