

ADC Slaughterhouse Survey Results 2007

Last year, the Agriculture Development Committee recognized a growing need for livestock processing in Chenango County. A survey was sent out in response to repeated requests from local livestock producers for their slaughter needs. Of the two-hundred surveys distributed (some through mail, others in the CCE Extension Newsletter), 40% were returned. Questions about the total number of livestock, projected livestock, current processing facilities, and market for final product were included in the survey. Total number of livestock is expected to almost quadruple in the next five years – this includes beef, dairy, swine, goat, sheep/lamb, poultry, and others. Almost 50% of survey respondents stated they would be willing to travel to and use a preferred or USDA inspected slaughter facility.

Total number of surveys returned with answers: 79

1. Type and number of livestock currently raised and marketed, and projected production in 5 years.

	Total	Number of Farms	Minimum Reported	Maximum reported	Percent Increase
Beef	535	37	1	65	
Estimated in 5 Years	900	33	2	100	168.22
Swine	193	11	2	100	
Estimated in 5 Years	677	13	2	500	350.78
Goats	231	11	2	50	
Estimated in 5 Years	664	11	5	200	287.45
Sheep/ Lamb	1344	13	3	800	
Estimated in 5 Years	2911	16	2	1350	216.59
Poultry	1893	12	5	1200	
Estimated in 5 Years	6795	14	10	3600	358.95
Turkey	40	1	40	40	
Estimated in 5 Years	150	1	150	150	375.00
Quail	0	0	0	0	
Estimated in 5 Years	1000	1	1000	1000	101000.00
Beefalo	9	1	9	9	
Estimated in 5 Years	37	1	37	37	411.11
Rabbit	0	0	0	0	
Estimated in 5 Years	301	2	1	300	30100.00
Fish	50	1	50	50	
Estimated in 5 Years	3000	1	3000	3000	6000.00
Other	2	1	2	2	
Estimated in 5 Years	52	2	2	50	2600.00

Total Current Livestock Production 4247 head
Total Livestock- Projected in 5 Years 16076 head
Percent Change 378.526

Majority beef livestock raised and projected within five years – 46.8% of respondents stated they currently raise beefers, 41.8% of respondents stated they expected an increase in production. Beef livestock production has a total expected increase of 168.22%. There is a total percentage increase of 378.53% for all livestock production within five years.

2. What market(s) are you raising animals for?

Markets	Frequency
Hot House	5
Halal	5
Kosher	1
Market	3
Easter	7
Slaughter	4
Breeding	2
Local Demand	9
Natural	1
Freezer	9

Of the respondents, 11.4% stated they marketed their livestock for local demand. The same percentage stated they marketed for freezer use.

Between six and nine percent market for Hot House, Halal, or Easter.

3. Do you only sell animals that are your own or do you pool animals with others?

Sell Own or Pool	Frequency	
Own	63	➤ About 80% of respondents stated they sell only their own animals
Pool	1	

4. What type of processing facility do you use?

Processing Facility Type	Frequency	
Custom	49	➤ 62% of respondents use a custom facility ➤ 39% of respondents use a USDA inspected facility
USDA	31	

If USDA Available	Frequency	
Yes	38	➤ 48% stated they would use a USDA inspected facility if available
Maybe	8	
No	4	

Current Facilities/Market	Frequency
Larry Custom Meats	5
Al Enzian/E&L Meats	2
Don's Meat Market	3
Nowers'	8
Moore's- Hamilton	1
Schallers	8
KNK	3
Steiners	15
Farmers Place	5
Kelly	2
Junior's Slaughterhouse	1
Taylor Packing Syracuse	1
Shaff's Custom Meat	2

Current Facilities/Market	Frequency
Toombs	6
Beaver Bob Custom	1
Leona's	1
Leola (PA)	1
Whitney	5
On Farm Slaughter	4
Dryden Livestock Market	1
Doug's Custom Meat	1
Bloomville	1
Gold Metal	1
Cuomo	1
Greenville	1
Short's	1
Black River	1

➤ About 19% of respondents stated they use Steiners for slaughter services. Between seven and ten percent use Nowers, Schallers, or Toombs slaughter facilities.

➤ 71% of respondents use other facilities.

5. How do you sell your final product?

Final Product Sale	Frequency
Only for our own use	7
Word of mouth	40
Farmers Market	6
Direct on Farm	30
Sell Live	38
Restaurant	2
Wholesale	7
Auction	32
Other	2
Web Site	2
Sell Culls to Hauler	2
Custom Raised	1
Packing House	1
CSA	2
Food pantries	1
Retail	3

- About half of all respondents stated that they sold their product through word of mouth or live off the farm.
- Approximately, 41% of respondents sell at auction; 38% sell directly on a farm.
- 36% of respondents use other methods mentioned.

6. Approximately, how much time do you spend delivering animals to slaughter/auction and transporting meat back?

Transport	Average	Frequency	Min	Max
Time (Hours)	9.414063	32	0	72
Per Animal	2.25	4	2	3
Days per year	3.3	5	1	6

Because a unit of measurement was not specified for this question, the variety of responses was difficult to analyze. The following question should give better insight.

7. How far would you be willing to travel for use of a preferred facility?

Distance to Desired Facility	Average	Frequency	Min	Max
Hours	1.1	15	0.25	2
Miles	40	37	0	125

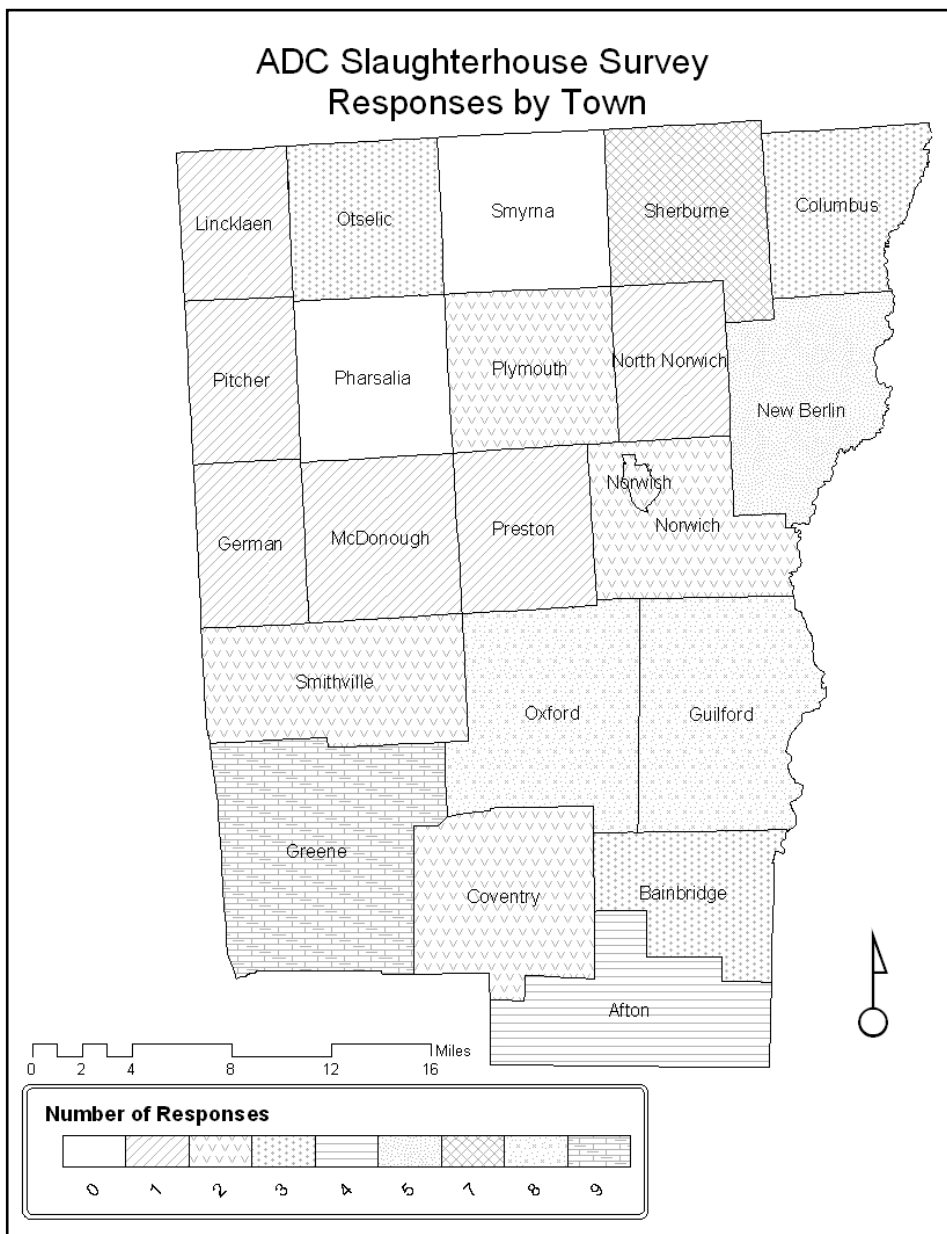
Almost 50% of respondents answered this question. They would be willing to travel an average of 40 miles to a preferred facility.

8. What marketing methods would you like to learn more about?

Marketing Topic	Frequency
• Advertising	1
• How to Mkt in NYC	1
• Marketing	2
• Selling from Farm for Slaughter	1
• Developing a Meat CSA	1
• Any Kind Better than Auction Prices	1
• Direct inspected cut beef market	1
• Sales to retailers	2
• Sales to Wholesalers	3
• Value Added Products	1
• Custom Cuts- sausage, etc.	1
• Local Feeder Markets	1
• Advantages of improving pedigrees of livestock while keeping priority of raising goats for meat markets.	1
• Selling to Restaurants	1
• Selling all natural	1
• Local Pooling	1
• Farmers Markets	1
• Freezer Trade	1
• Farm Stores and selling farm goods	1
• Organic	3

9. What town is your farm in?

Towns	Frequency
Afton	4
Bainbridge	3
Columbus	3
Coventry	2
Deansboro	1
Garrattsville	1
German	1
Greene	9
Guilford	8
Hamden	1
Hamilton	1
Laurens	1
Maine	2
McDonough	1
Morris	1
New Berlin	4
New Lisbon	1
North Norwich	1
Norwich	2
Ostelic/Lincklaen	1
Otselc	1
Oxford	8
Pitcher	1
Plymouth	1
Preston	1
S.Plymouth	1
Sherburne	7
Sidney	1
Smithville	1
Smithville Flats	1
South New Berlin	1
South Otselc	2
South Plymouth	1
Walton	2
West Edmeston	1



Survey Comments

- An hour is farther than we prefer. Have you considered on farm slaughtering? Portable slaughtering equipment? What comments and concerns have those in the slaughtering business expressed as far as the need for other starting similar type businesses. What other angles can be explored in meat preparation, ie, home smoking, not chemically.
- USDA Facility use- depends on many things: quality of work, quick or slow cooling, get my meat back (some you don't), get all my meat back, etc.. We are hoping the laws are changed so NYS inspected meat can be sold by individual cuts, interstate, mailorder, etc.
- I would like a local slaughter facility if it would increase my final \$ of my livestock.
- We need organic USDA and/or state inspected abbaters. Also, the formation of farmer cooperatives which pool products together for sale at a centralized farm store with year round operation. I would be happy to share ideas or in involved. See survey.
- Would we have to transport our animals live to UDSA facility?
- Need a closer USDA facility. If a facility was in Chenango Co would save money and time. If one was available I would finish more steers in my facility.
- I am semi-retired and don't plan of doing it too many more years. I've always felt we should have a facility in Chenango Co. There's so few slaughter houses in this area, it's sometimes hard to get animals slaughtered when you're ready. They're booked 4 months ahead. See Survey.
- I have discontinued farming in 1973. I think a slaughterhouse would be necessary in Chenango Co.
- I believe that a slaughter facility in Chenango Co would help to increase the local market trade for all types of livestock that could be processed in it. The ability for small farmers to be able to tap into the local direct market is crucial to survivability.
- Use of USDA- depending on cost. My greatest challenge is trying to sell top quality all natural chicken and turkey in an area where the population only concern themselves with price.
- Use of USDA- depends on cost and packaging options. All animals are spoken for prior to slaughter, either by 1/4, 1/2- sold by hanging wt. Customers are responsible for cut, wrap and freezing (paid to slaughterhouse) and pick up at facility. Animals are slaughtered on farm then transported. At this time we are content to do things this way- if we had more, then packaged deals might be of interest- USDA is then a must. Lining up customers with number of mature beef available and scheduling hanging dates to correspond to both. The same goes for the few pigs that we raise.
- I would like to look in the production of turkeys. I would also like to have a local USDA facility for the purpose of reselling packaged meat.
- Cleanliness is of utmost importance.
- Slaughterhouses few and far between, appointments for slaughter have to be made 6-8 months ahead of time- this is hard to do! New Vet's want to work on small animals.
- Use of USDA facility- depends on price
- Would like to pool with others in the next 2-3 years.
- Questions on certification of meat, NYS or USDA?
- We do need a federally inspected slaughterhouse in Chenango County. Edmeston is a long haul for 5-8 animals and booking is too far in advance.
- Would consider USDA if it was closer to the area.
- USDA depends upon the buyer- we do not contract slaughter. Would be interested in pooling again depending on best marketing opportunities.
- Very unhappy with an area slaughterhouse they over charged, they said things were done and frozen when they were not, and would never go there again.