

**Determining Demand for USDA-  
Inspected Beef Slaughter in an 18-  
County Region of California**

*Morgan Doran  
Livestock and Natural Resources Advisor  
UC Cooperative Extension, Solano County*

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**Demand for USDA Beef Slaughter and  
Processing Services**

- Survey project
  - Funded by USDA Rural Business Enterprise Grant
  - Surveyed beef producers in 31 counties
  - Conducted in 2011
  - 132 completed surveys returned

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**Demand for USDA Beef Slaughter and  
Processing Services**

- Company A
  - A company that has specialized in lamb products for nearly 50 years. Company A currently slaughters and processes lamb and goat under USDA inspection in their Dixon, CA facility and is considering the addition of small-scale beef slaughter services
- Company B
  - A nearly completed new facility in Esparto, CA (13 miles west of Woodland). Company B will provide USDA-inspected processing services for beef, lamb, goat, swine and game carcasses. Custom processing and vacuum wrapping will be the main service while also providing ground meat, sausage, curing, smoking, dry aging and retail.

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### Demand for USDA Beef Slaughter and Processing Services

- Company C
  - A State-licensed processor of meat and wild game and is located in Shingle Springs, El Dorado County. Facility upgrades necessary to offer USDA-inspected processing services are being explored and depend largely on upgrade costs and potential demand for services.

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### Demand for USDA Beef Slaughter and Processing Services

- Basic Questions
  - Level of interest in using each facility?
  - How many beef animals/carcasses?
  - When (months) services are needed?
  - Types of services needed?

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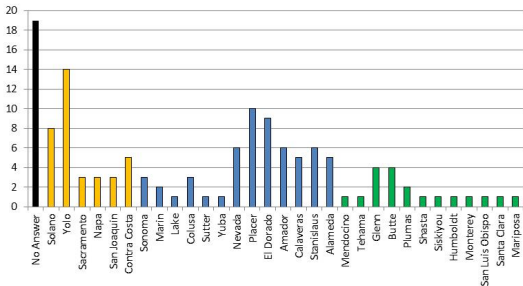
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Number of survey respondents from each county.



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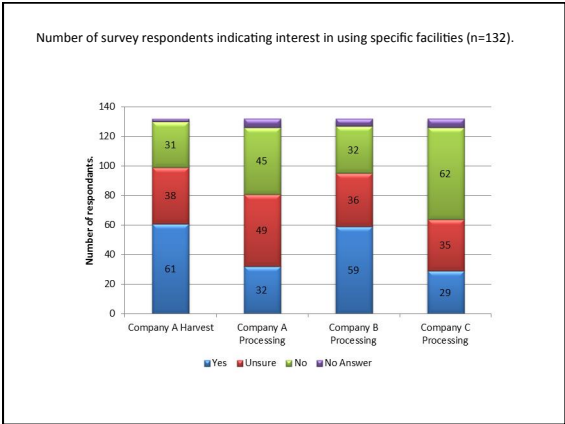
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Number of beef animals respondents would send to Company A for slaughter

	2011			2012						2013					
	Jul Aug	Sep Oct	Nov Dec	Jan Feb	Mar Apr	May Jun	Jul Aug	Sep Oct	Nov Dec	Jan Feb	Mar Apr	May Jun	Jul Aug	Sep Oct	Nov Dec
Yes	164	172	129	550	88	798	189	816	767	46	48	470	341	505	473
Unsure	80	83	70	35	32	131	218	92	76	45	53	171	277	100	77
Total	244	255	199	585	120	929	407	908	843	91	101	641	618	605	550
	Total 2012 = 3,792									Total 2013 = 2,606					

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Number of beef animals respondents would send to Company A for slaughter

	2011			2012						2013					
	Jul Aug	Sep Oct	Nov Dec	Jan Feb	Mar Apr	May Jun	Jul Aug	Sep Oct	Nov Dec	Jan Feb	Mar Apr	May Jun	Jul Aug	Sep Oct	Nov Dec
Yes	164	172	129	550	88	798	189	816	767	46	48	470	341	505	473
Unsure	80	83	70	35	32	131	218	92	76	45	53	171	277	100	77
Total	244	255	199	585	120	929	407	908	843	91	101	641	618	605	550
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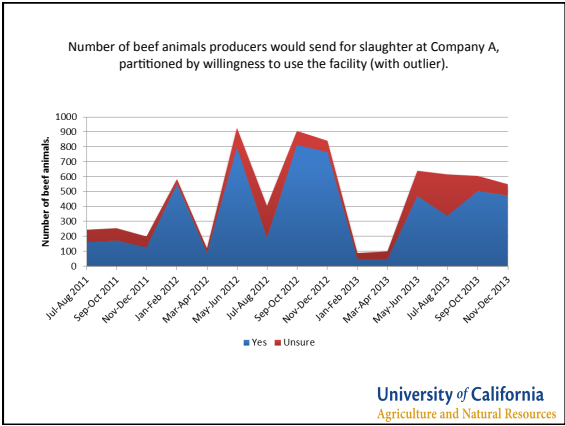
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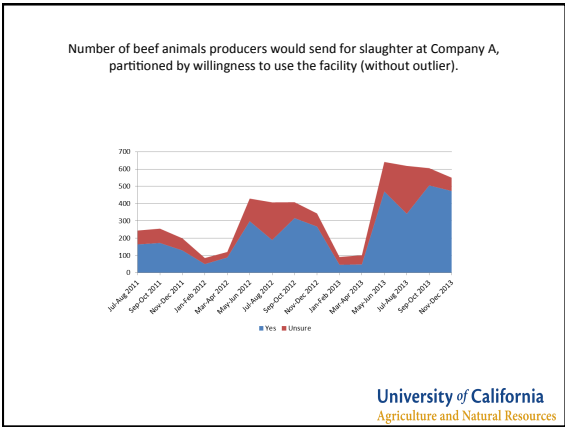
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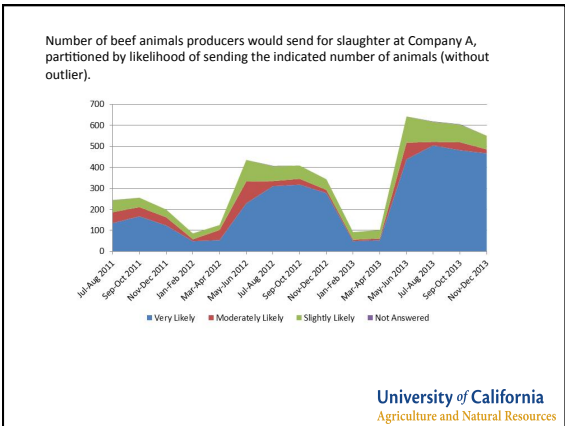
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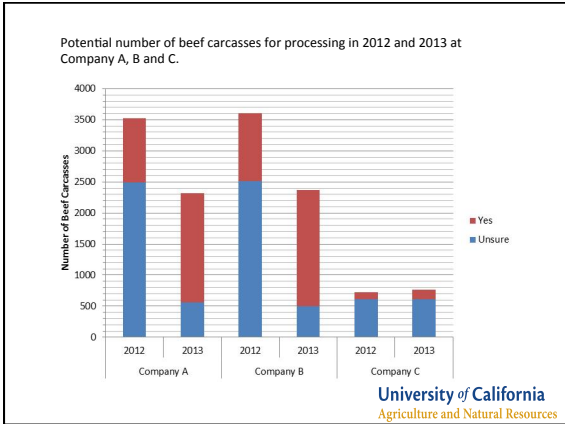
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Survey respondent ratings of beef slaughter and processing related services.

Service	Number of Responses and Percent of Total Responses				
	Must Have	May Use	Do Not Need	Total	No Answer
Meat grinding	83 78%	17 16%	6 6%	106 100%	26
Extended carcass hanging time	55 54%	35 35%	11 11%	101 100%	31
Dry Aging	34 35%	45 46%	18 19%	97 100%	35
Placing your label on meat packages	38 37%	34 33%	31 30%	103 100%	29
Delivery of meat/carcass to next destination	27 27%	39 38%	36 35%	102 100%	30
Smoking and curing	15 16%	46 48%	35 36%	96 100%	36
Organic slaughter & processing	9 9%	35 35%	57 56%	101 100%	31
Animal pick up for transport to slaughter	5 5%	28 27%	70 68%	103 100%	29
Kosher slaughter	3 3%	21 22%	71 70%	95 100%	37

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- ### Outcomes and Considerations
- Superior considering capital investment in 2014
  - Manas Ranch Custom Meats now operating
  - Castle Meats
  - Rancho in Petaluma want to expand custom slaughter
  - USDA slaughter and processing capacity – How much is too much?
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