

# Oregon Meat Processing Infrastructure and Capacity Building Grant

*Oregon Board of Agriculture*  
*June 14-15, 2023*

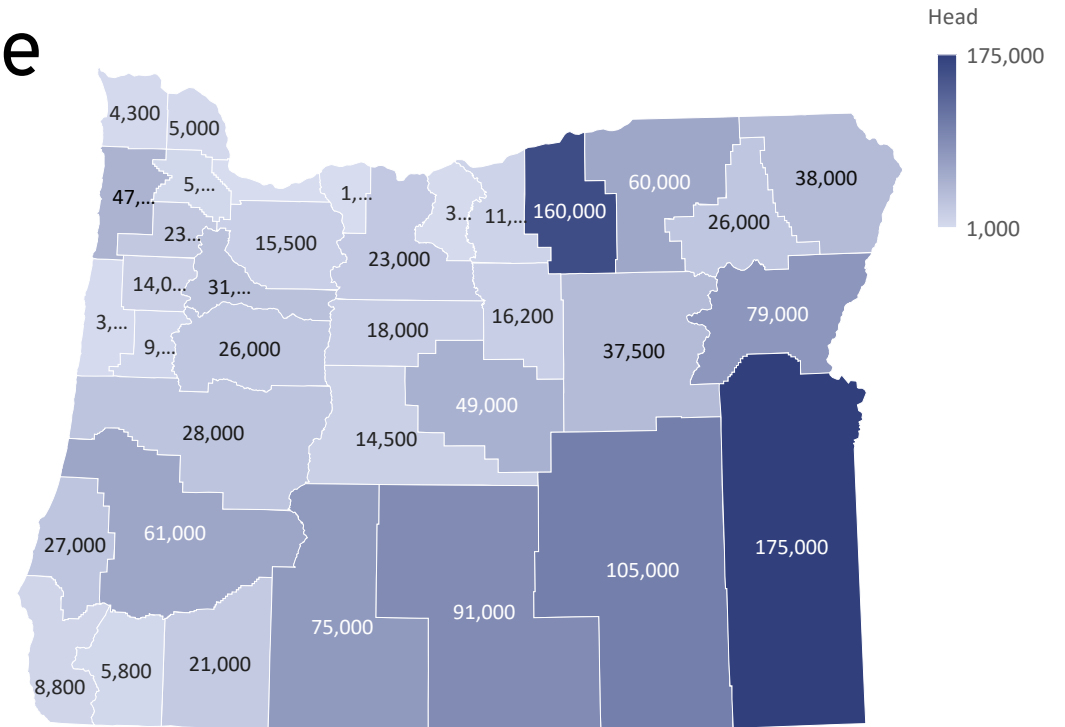


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# Ranching and Grazing

- Cattle & calves are #2 by value
  - \$676 million in 2020
- Of 1.32 million in 2019:
  - Coastal 7%
  - Central 7%
  - Eastern 42%
  - Plateau 20%
  - Southern 12%
  - Valley 12%
- 12 USDA-facilities in Oregon

Cattle and Calves by County in 2019  
(1,320,000 total)



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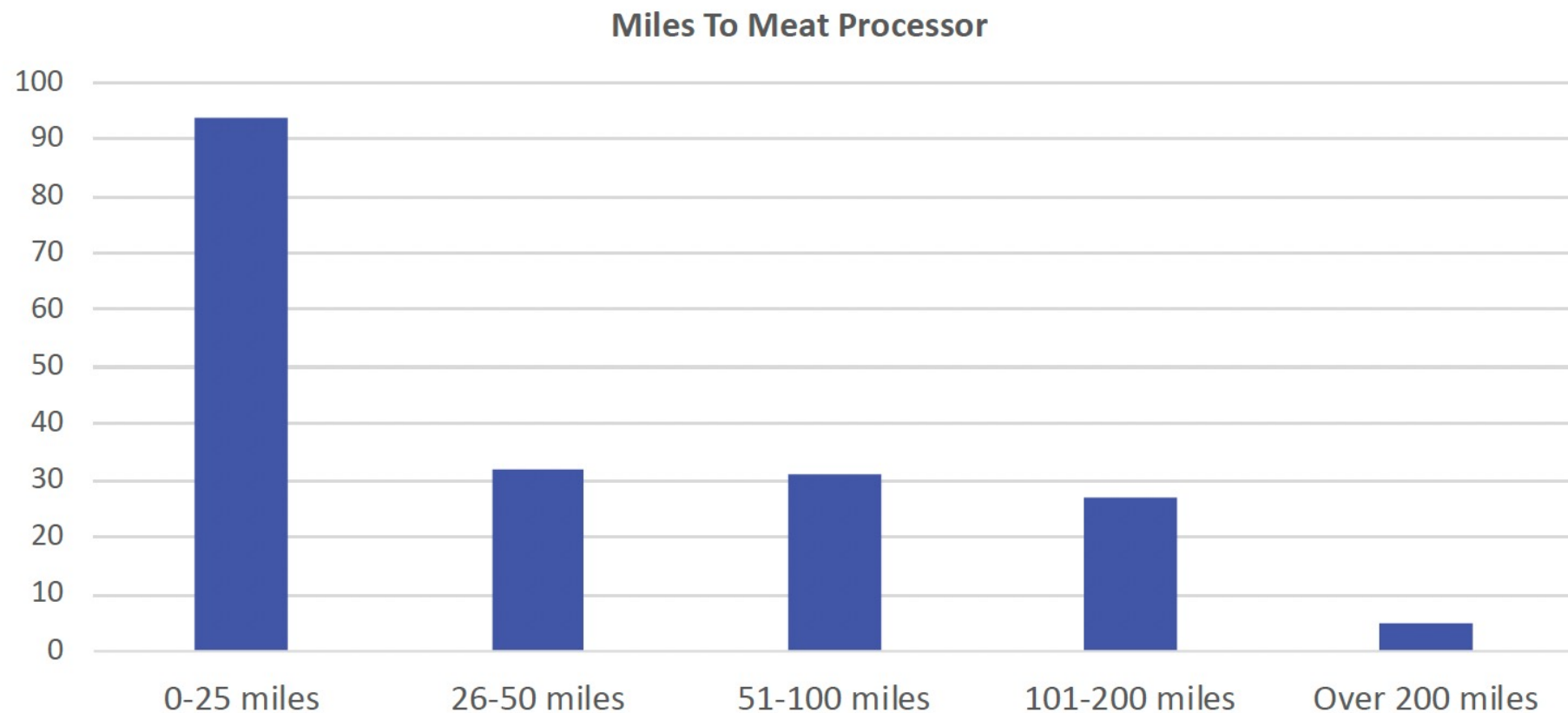
# Meat Processing in Oregon

- Oregon facilities are very small
  - The large facilities in WA and ID are still small
- Goal is to increase processing capacity
  - Reduce miles to processing
  - Reduce processing deserts
- Benefit to small/mid producers' scheduling
  - Improve access to Food Bank
  - Improve service for Fair animals
  - Improve service for a variety of animals



# Producer Miles to Processing

How many miles are animals transported to a slaughter facility?

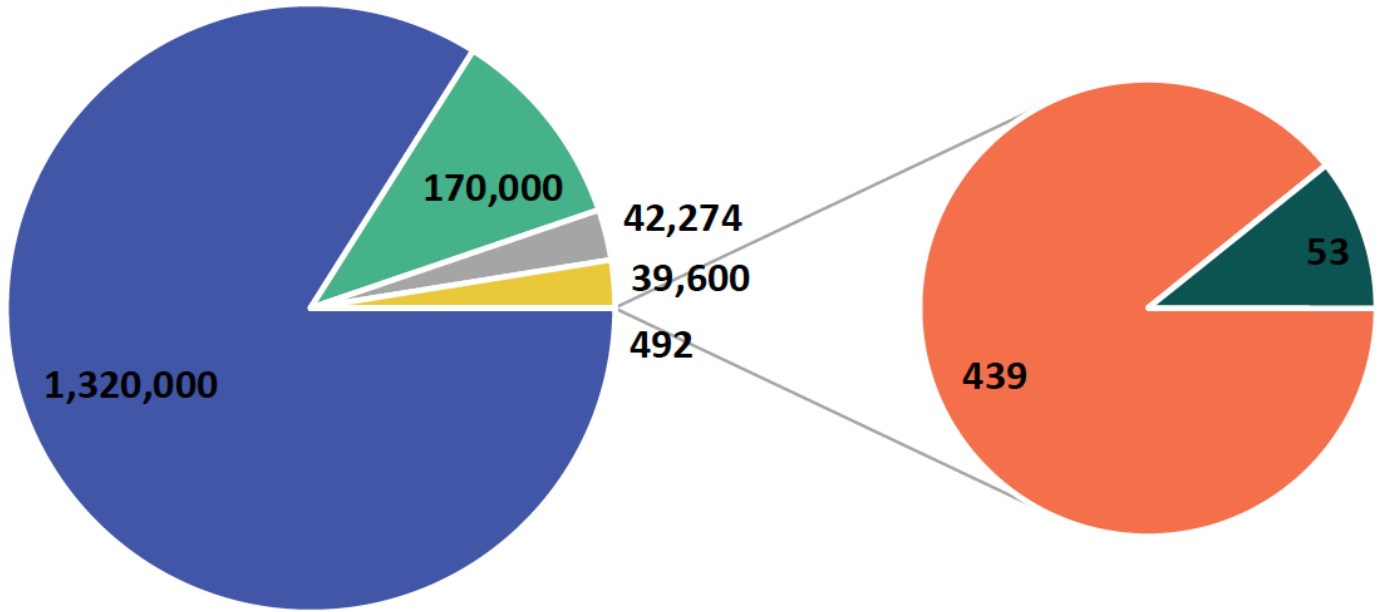


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# Number of each species

## Population reported in Oregon

2017 Census for Oregon



■ All Cattle & Calves ■ All Sheep & Lambs ■ Rabbits ■ Goats: milk & meat ■ Bison ■ Elk (in captivity)

Data from the National Agriculture Statistic Service



# Impact of the Pandemic

- Midwest plants closed and animals flooded Oregon's minimal capacity.
- Ranchers were often told to wait years for next appointment.



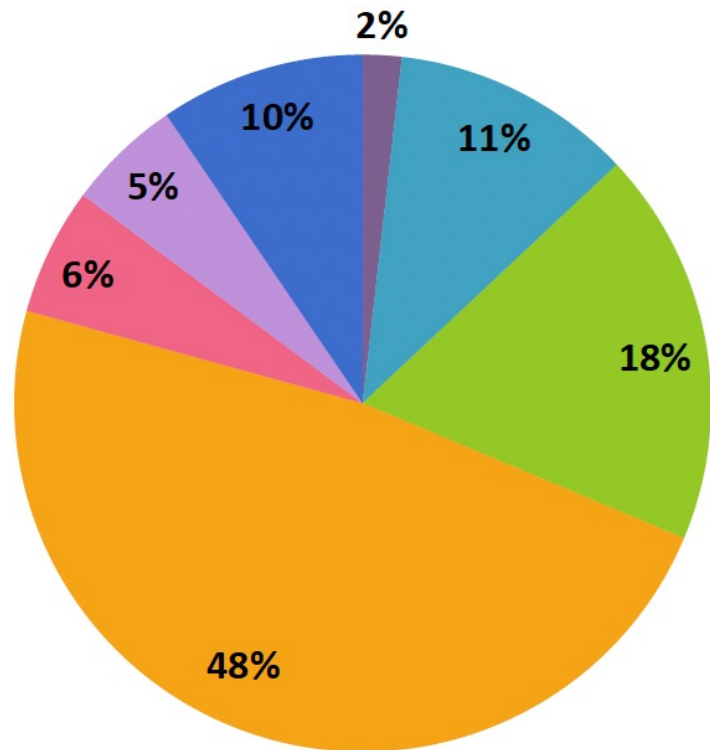
# The Initiative

- Industry Partner Meetings from summer 2020
- Identified Primary Hurdles as insufficient access to:
  - Financing
  - Slaughter
  - Cut and wrap
  - Coolers and Cold Storage
  - Markets
  - Waste Disposal
- Each hurdle is a separate bottle-neck



# Business Challenges

What is your greatest challenge to growing your business?



- Getting started with livestock ranching/farming
- Timing: determining when your animal will be finished and scheduling processing
- Marketing: pricing, building a brand and finding customers
- Access to processing
- Business operations, planning & finance
- Understanding guidelines for selling meat in Oregon
- Other - Write In



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# The Bill

- Established by HB 2785
- Address lack of meat processing capacity:
  - Whereas Oregon's already acute lack of meat processing capacity has been severely strained during the COVID-19 pandemic, as industrial meat processing facilities around the country were closed due to virus outbreaks and out-of-state producers sent animals to the Pacific Northwest for processing, reducing much needed processing capacity for Oregon's farmers and ranchers; and Whereas increased demand for local meat during the COVID-19 pandemic further taxed an already burdened meat processing system
  - Whereas breakdowns in the industrial food system during the COVID-19 pandemic have highlighted the need for long-term investment in Oregon's regional food infrastructure, including investment in increased meat processing capacity;



# The Approach

- Disbursement, not reimbursement
- Maximize impact, leveraging with other resources
- Focus on slaughter first
- Attainable within the biennium
- Seek additional funding in 2023-2025
- Prioritize regional distribution



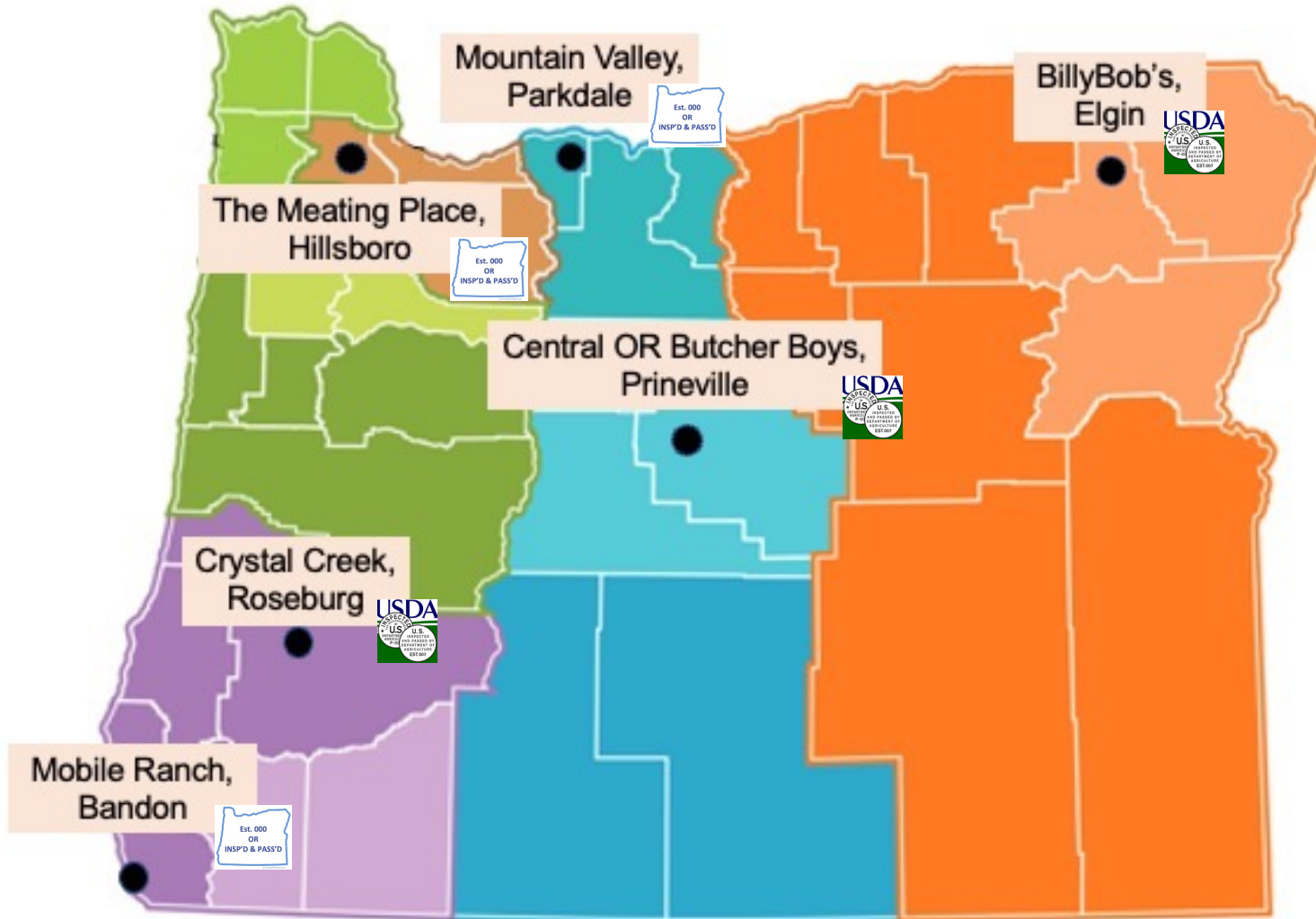
# The Application

- Collect baseline data (type of inspection, existing service levels)
- ODA asked applicants to estimate and forecast service before and after the grant award
- Customers and animals are all based in Oregon, including those near borders

Initial Customers	Additional Customers	Percent Change	Initial Animals	Additional Animals	Percent Increase	Initial Pounds	Additional Pounds	Percent Increase
(per year)	(per year)	(per year)	(per week)	(per week)	(per week)	(per week)	(per week)	(per week)
1099	211	35%	190.2	117.8	77%	94,742	68,558	73%



# The Awardees



- Billy Bob's \$435,210.93
- Butcher Boys \$105,598.19
- Crystal Creek \$382,707.09
- Mobile Ranch \$299,762.84
- Mountain Valley \$341,510.02
- The Meating Place \$435,210.93
  
- Total \$2,000,000
  
- No ODA Administrative Overhead
- 5 of 6 grants fully disbursed as of March 31, 2023

# Common Expenses

- Capital Improvements
  - Holding pen modifications
  - Sanitation improvements for inspection
  - Freezer/Storage
  - Disposal
- Equipment
  - Cutting
  - Slaughter
  - Value add (brine, grinder, mixer, smoker, stuffer)
  - Wrapping



# Outcomes... so far

- Increasing production
- Additional openings for appointments (shorter wait times)
- First awardee to come under State Inspection
- Improved disposal
- Leveraging additional resources
- Employee morale



# Path Forward

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- Preconceptions
- Facility improvements
- Food Safety plans (HACCP & SSOPs)
  
- Currently working with 13 facilities
  - ❖ 2 under active inspection
  - ❖ 11 at various phases
  
- Staffing & Budget





# The Meating Place

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- Oregon's first inspected slaughter facility under the new program
- Farm to fork supply chain within a 14-mile path
- Model proof of concept