

Responses to the Meat Processing Feasibility SW WI SurveyMonkey

How many head of cattle do you raise annually for meat?

Answered: 78 Skipped: 4

Total 1882

Mode 5

Median 10

How many hogs do you raise annually for meat?

Answered: 78 Skipped: 4

Total 1885

Mode 3

Median 7.5

How many sheep do you raise annually for meat?

Answered: 77 Skipped: 5

Total 762

Mode 5

Median 12

How many goats do you raise annually for meat?

Answered: 74 Skipped: 8

Total 135

Mode 5

Median 6

How many chickens do you raise annually for meat?

Answered: 77 Skipped: 5

Total 8120 (didn't analyse Mode/Median because they don't fit our business plan)

How many ducks do you raise annually for meat?

Answered: 73 Skipped: 9

Total 230 (didn't analyse Mode/Median because they don't fit our business plan)

How many turkey do you raise annually for meat?

Answered: 75 Skipped: 7

Total 569 (didn't analyse Mode/Median because they don't fit our business plan)

What other meat animals do you raise?

Answered: 71 Skipped: 11

Rabbit, geese, guinea fowl, veal

What is your average waiting time for scheduling a butcher date?

Answered: 81 Skipped: 1

Range 1 week to 1 year

Average 4 months

How many miles do you have to travel to/from your butcher each year?

Answered: 78 Skipped: 4

Range 7 to 25,000 miles per year

Average 656 miles

Median 80 miles

How many acres do you own or lease for your operation?

Answered: 81 Skipped: 1

Range 5 to 800 acres

Average 135 acres

Median 40 acres

What is the value of your annual meat sales?

Answered: 73 Skipped: 9

Total \$1,027,450

Range \$450-\$300,000

Where do you sell your meat?

Answered: 81 Skipped: 1

ANSWER CHOICES	RESPONSES	COUNT
Direct to Consumer	87.65%	71
Farmer's Market	19.75%	16
School/Institution	2.47%	2
Online	11.11%	9
On-Farm Sales	34.57%	28
Restaurants	17.28%	14
CSA/Buyers Club	11.11%	9
Retail/Grocer	6.17%	5
Co-op	4.94%	4
Other (please specify)	12.35%	10

How would you ideally like to sell your meat?

Answered: 81 Skipped: 1

ANSWER CHOICES	RESPONSES	COUNT
Direct to Consumer	79.01%	64
Farmer's Market	20.99%	17
School/Institution	6.17%	5
Online	27.16%	22
On-Farm Sales	45.68%	37
Restaurants	38.27%	31
CSA/Buyers Club	30.86%	25
Retail/Grocer	18.52%	15
Co-op	23.46%	19
Other (please specify)	4.94%	4

What would you be willing to pay for the following services?

Answered: 44 Skipped: 38

ANSWER CHOICES	\$1/lb	\$2/lb	\$3/lb	\$4/lb	\$5/lb
Rendering Lard or Tallow	22	14	2	1	2
Charcuterie	5	10	11	7	4

Do you slaughter and butcher at the same facility?

Answered: 77 Skipped: 5

Yes	80.52%	62
No	19.48%	15

Do you transport your own animals?

Answered: 79 Skipped: 3

Yes	73.42%	58
No	26.58%	2

Do you use an animal hauling service?

Answered: 78 Skipped: 4

Yes	19.23%	15
No	80.77%	63

Do you pay for disposal of the waste?

Answered: 72 Skipped: 10

Yes	12.50%	9
No	87.50%	63

Could your business grow if you had access to additional meat processing options?

Answered: 78 Skipped: 4

Yes	84.62%	66
No	15.38%	12

Does your butcher offer:

Answered: 80 Skipped: 2

ANSWER CHOICES	YES	NO	
Livestock Hauling	6	68	
Mobile Slaughter	22	54	29% said Yes
Product Delivery	2	71	
Wholesale Purchasing	18	44	
Yield Tracking	13	49	
Custom Labels	35	30	
Assistance with Custom Labels	25	33	
Individualized Cut Orders for Customers	71	1	
Tallow/Lard Rendering	30	24	
Skin-on (scalding) Cuts	6	43	
Bone Broth	5	38	
Nitrate-free	16	31	
MSG-free	27	19	
Curing Ham/Bacon	63	3	
Charcuterie (salami, prosciutto, etc)	16	37	
Ready to Eat (jerky, bologna, etc)	50	12	

Does your butcher offer: Continued...

ANSWER CHOICES	YES	NO
Custom Sausages (your recipes)	27	27
Extra Hanging Time (before processing)	26	30
Freezer/Holding Space (post processing)	44	24
Organic Certification	8	38
Halal Slaughter/Certification	6	30
Kosher Certification	4	31
USDA Certification	46	17
Wisconsin State Certification	54	8
Bulk Packaging	49	6
Butcher Paper	54	12
Plastic Packaging	60	10

If not would you like them to?

ANSWER CHOICES	YES	NO	
Livestock Hauling	21	31	
Mobile Slaughter	39	8	83% said Yes
Product Delivery	28	17	
Wholesale Purchasing	23	13	
Yield Tracking	26	10	
Custom Labels	29	4	
Assistance with Custom Labels	24	6	
Individualized Cut Orders for Customers	20	1	
Tallow/Lard Rendering	23	7	
Skin-on (scalding) Cuts	20	14	
Bone Broth	16	14	
Nitrate-free	23	7	
MSG-free	20	6	
Curing Ham/Bacon	18	2	
Charcuterie (salami, prosciutto, etc)	31	3	
Ready to Eat (jerky, bologna, etc)	22	2	
Custom Sausages (your recipes)	25	4	
Extra Hanging Time (before processing)	29	6	
Freezer/Holding Space (post processing)	23	8	
Organic Certification	18	12	
Halal Slaughter/Certification	11	12	12
Kosher Certification	9	14	
USDA Certification	25	3	
Wisconsin State Certification	12	3	
Bulk Packaging	13	4	
Butcher Paper	20	3	
Plastic Packaging	18	3	

What labels do you use for your product?

Answered: 78 Skipped: 4

ANSWER CHOICES	RESPONSES	COUNT
Grass-fed	42.31%	33
Pasture-raised	56.41%	44
Organic	17.95%	14
Hormone-free	24.36%	19
Grass-finished	21.79%	17
Natural	33.33%	26
Nitrate-free	3.85%	3
GMO-free	15.38%	12
Soy-free	6.41%	5
Antibiotic-free	20.51%	16
Free-range	39.74%	31
Other (please specify)	23.08%	18

Rank your satisfaction with your current butcher

Answered: 79 Skipped: 3

ANSWER CHOICES	ALWAYS	USUALLY	SOMEWHAT	NEVER	N/A
Overall Satisfaction	24	40	10	2	1
Ability to discuss your options	27	17	18	7	7
Final Product	28	40	6	1	1

Where do you take your animals for processing?

Answered: 70 Skipped: 12

Reicher's-South Wayne, WI; Rackows-Juda WI; Avon Locker- Darlington, WI; Tyson-Logansport, IN or Waterloo, IA; Hoesly's - New Glarus, WI; Lodi Sausage Co.; Strakas-Plain, WI; Lake Geneva Country Meats; Hansen's Meat Service; Weber Meats-Cuba City, WI; Bloomington, WI; Otto's Meats in Luxemburg, WI; Our Amish butcher is Benny Stoltzfus on Dobbs Road, Darlington. He also does our poultry; Eichmann's-Seward, IL; Prem Meats - Spring Green, WI; Richland Locker or Hart and Volds Waupaca, WI; Rather not say; Johnson's Sausage Shoppe-Rio, WI; Wilson's farm fresh meats Elkhorn, WI; Lena Maid Meats, Lena IL; Twin Cities Pack, Clinton, WI; Eickman's Processing Co, Pecatonica, IL; Country Meat Cutters-Reeseville, WI; Swanks Meats; Green county locker-Monroe, WI; Galloway Como (IL State Cert) to process ducks; Rocco's; AJ Ready Meats; Brunkows poultry processing; Shopiere; Mekong Fresh Meats

What would you change about your meat processing if you could?

Answered: 69 Skipped: 13

1. The ability to sell at a wholesale level locally rather than shipping to iowa/indiana and capture the local food demand on a consistent market even if investment was required
2. Less wait time
3. Nothing I am really happy with everything
4. More capacity/shorter wait lists for scheduling slaughter. Once it gets past a few months it's simply a shot in the

- dark if you have an animal ready.
5. Easier to make an appointment
 6. CIS or USDA labelling, lower costs (ha)
 7. more options for value added products like sausage, etc
 8. not much really
 9. Not enough history to know
 10. More date availability, mobile slaughter, spice choices for sausages
 11. cost
 12. Nothing
 13. I am fortunate to have a butcher that does slaughtering and butchering as it has become harder and harder to find a butcher who does slaughtering. As a very small hobby farmer, I do not have the infrastructure or resources to building holding pens and loading chutes, so loading livestock is always a problem for us. Often times I have had to do my own slaughtering on the farm because we couldn't get the hogs loaded. This is okay because we raise our meat for family, but that would impact a farmer who sells retail meat.
 14. on farm slaughter, more charcuteries, custom labels
 15. We need to have our meat State inspected and/or USDA certified so that we can sell packaged portions of meat. Currently our customers make a reservation, purchase live animal, and we deliver to the butcher of their choice. Individuals usually use my Amish butcher as it is going to be used by the customer and family. Others needing inspection/certification go with commercial butcher. We still deliver to the butcher of their choice.
 16. More slaughter dates.
 17. Better communication, more detailed explanation of cuts
 18. Local sales
 19. Less waiting time to get animals in
 20. Better knowledge
 21. Less wait time for scheduling.
 22. Additional space for holding animals prior to harvest.
 23. The smoking
 24. Usda certification and poultry processing
 25. Better communication
 26. I would like a place I could refer my direct customers to.
 27. better packaging for the hogs On farm slaughter if needed
 28. Shorter lead time so we can adjust butchering time to match the growth of animals. This is HUGE! Every year we have to just guess whether the animals are going to be big enough, and because we've experimented with different breeds, sometimes they're bigger or smaller than optimal. We don't have hog panels or a way to get hogs on a truck and don't believe in stressing them with transport before slaughtering, so we're very limited by the one mobile slaughter operation. We're grateful it's USDA certified—there's only one of its kind. Sometimes they've been late or not seemed entirely competent in preparing to slaughter.
 29. I don't know if there is anything but having a quicker waiting time
 30. It would be closer to home and easier to get a date.
 31. Their willingness to make sausage products for us and they need to increase the quality and consistency of packaging and labeling.
 32. Location
 33. More flexible slaughter dates
 34. wholesale across state lines
 35. Would like more flexibility in scheduling.
 36. more available dates for butcher. closer facilities/on farm for chicken
 37. more consistent packaging custom options quicker turn around on sausage products, beef sticks, salami, etc
 38. For our business, we are satisfied. However, because there is such a demand for customization I feel like more mobile slaughter options would be better for everyone. I wish every butcher offered mobile slaughtering. I hate hauling animals and much prefer that their feet never leave the grass from birth to death. Way less stress.
 39. We are just getting into beef. we were dairy for 40 years. It would be great to get a better price for our product
 40. would need to learn to cut meat, not run through a bandsaw. . .
 41. More timely, more consistent
 42. I would use one USDA place for everything, whether mobile or not.

43. on farm slaughter
44. More sausage made and value added products if possible and ready to eat products for markets
45. To be able to get animals butchered sooner.
46. wait time to butcher
47. I wish they could butcher/process more good at a time. They have lack of help.
48. Quicker scheduling dates
49. Federal inspection and chickens
50. Get in faster
51. Closer poultry processor
52. I've been happy with Hoesly's, and thrilled with Prem/Natural Harvest. I think custom labels would be lovely, and shorter booking times.
53. the peacefulness of the animals
54. Would consider raising more
55. Less wait time to get an appointment
56. Pre-slaughter treatment of animals.
57. Ability to find a butcher if short term needs are necessary
58. Provided we can sell both in state and out, a mobile unit would make chicken and pig processing days much less stressful. Provided the MSU can take and hang the carcasses, the same applies to sheep days.
59. Better communication about cutting and packaging. 2-day refrigerated before freezing for poultry. Shorter scheduling times
60. Ability to not have to move animals off farm for slaughter, more processing options for meat. more usda certification options. Less wait time.
61. More timely appointments, more natural options, more attention to detail on custom processing.
62. I am towards the end of my meat raising days, due to age... but the most important thing for me is that the butcher ages the meat properly because my animals do not get fed grain, they are pasture finished and the aging is needed to tenderize.
63. Better communication or organization so they don't lose parts of my order, organic certification
64. Easier to work with
65. What they will butcher. Chickens have to go over 50 miles unless I do a home butcher
66. Wait time
67. Would like access to a certified MSU, currently use uncertified and cannot sell. This is a deal breaker for me, i don't sacrifice the on farm harvest. Its my deal with my livestock. Not just a matter of taste.
68. Have USDA MSU available and more custom spice options

Additional Comments:

Answered: 36 Skipped: 46

Additional Comments:

1. The biggest frustration as a larger small producer is not being able to capture the known market of 'locally produced' because there is not a large enough processor to buy wholesale consistently and virtually all local or 'natural pork' gets processed by SiouxPreme in far western Iowa so it really is never local regardless of what description it is given. The few local smaller commercial independent hog producers left can't capture the value of a premium product.
2. It's hard to answer many of these questions. I based some of my answers on experiences with a few sheep I've had processed at Avon in Darlington. And future plans to use on farm slaughter. So I don't know if it will be easy to piece together future needs. I'm not sure my total annual sales but this year I believe I will have probably 30 sheep to butcher or sell off some other way if butchering and selling that quantity is not practical.
3. I highly support mobile slaughtering services!
4. Thanks for doing this!
5. On portion # , I am working with some people to develop charcuterie/dried, aged, salt, smoke processed as value-added product. Interested but will do myself. Would consider doing these types of meats for others once set up and State inspected, USDA certified.
6. Huge issue is labor at the plant, hard to find reliable workers. Any new plant will have to be able to pay workers well to retain them.

7. Need more places to butches around so it's less of a waiting time to get animals in and someone that could come to the farm and kill
8. Would like better chicken processing
9. We're so excited about the possibility of another mobile butcher for tiny operations like ours. We know others who have thought about raising a few pigs for home and friends like we do, And having an accessible butcher that does home slaughtering is absolutely central to keeping this affordable.
10. We have slaughtered at every possible combination of places in and around Viroqua in the past 10 years. We were really happy with Premier. It had a lot going for it - at least from the outside. Our current situation is lengthy but really impressive. They do on farm slaughter in a gentle and humane way. The on farm piece is easier than I could have imagined. They take the carcass and the waste back for processing and leave us with the pelts. We have to drive to get the finished product, but it is packaged beautifully and all there!
11. Such a need! Thank you for pursuing this!
12. The answers I left blank I didn't know the answers to
13. Just started with Straka's this year because we couldn't get a slot at Hoesly's in New Glarus, where we had been going the previous 5 years. Satisfied with Straka's.
14. While there is a balance between having sufficient options and creating too much market competition, from what I have seen Prem might be too booked because they are the only inspected slaughter around. It would be wonderful to have a mobile poultry option as well. Bottom line we need more options as farmers
15. We do slaughtering on farm with Herb Lau, then he transports to Green County Locker for large animals. I would love more options and a more responsive service where I could have everything processed.
16. Hoesly's is a very great meat processing facility, but there needs to be more of these facilities.
17. Would like more options
18. Thank you for all of your work!
19. Would really love mobile slaughter We live on the far western edge of Rock Co
20. This is a great idea.
21. My operation is small because I'm a senior and winding down, but I have used most of the butchers in this area and only Eikmans has given me the quality I look for. I've also sampled the sausages, brats, etc. from many butchers and don't like them. I currently take boneless meat to Bavarian Sausage Kitchen near Verona because they make the best sausage. I especially like the Nurnberger they make with my sheep meat and fat. No pork or beef added.
22. Thx
23. This is a good idea
24. I left unanswered the 'i don't knows' and the 'n/a's'
25. You're doing great. Thanks for the survey