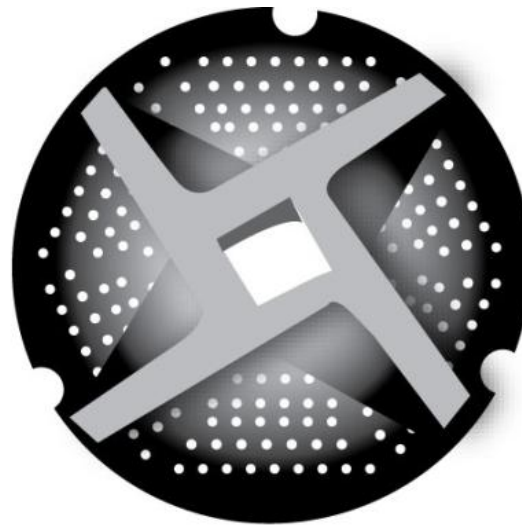


Co-Op Owned and Operated Processing: CPoW and the LPCA Plant



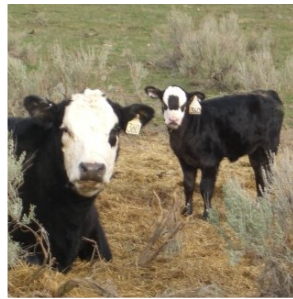
NICHE MEAT PROCESSOR
ASSISTANCE NETWORK



July 26, 2016

www.nichemeatprocessing.org

CPoW Livestock Processors Cooperative Association



New Processing Plant: Odessa, WA

The Frustration

Volatile cattle prices



The Frustration

No premium for quality



The Frustration

Lack of opportunities



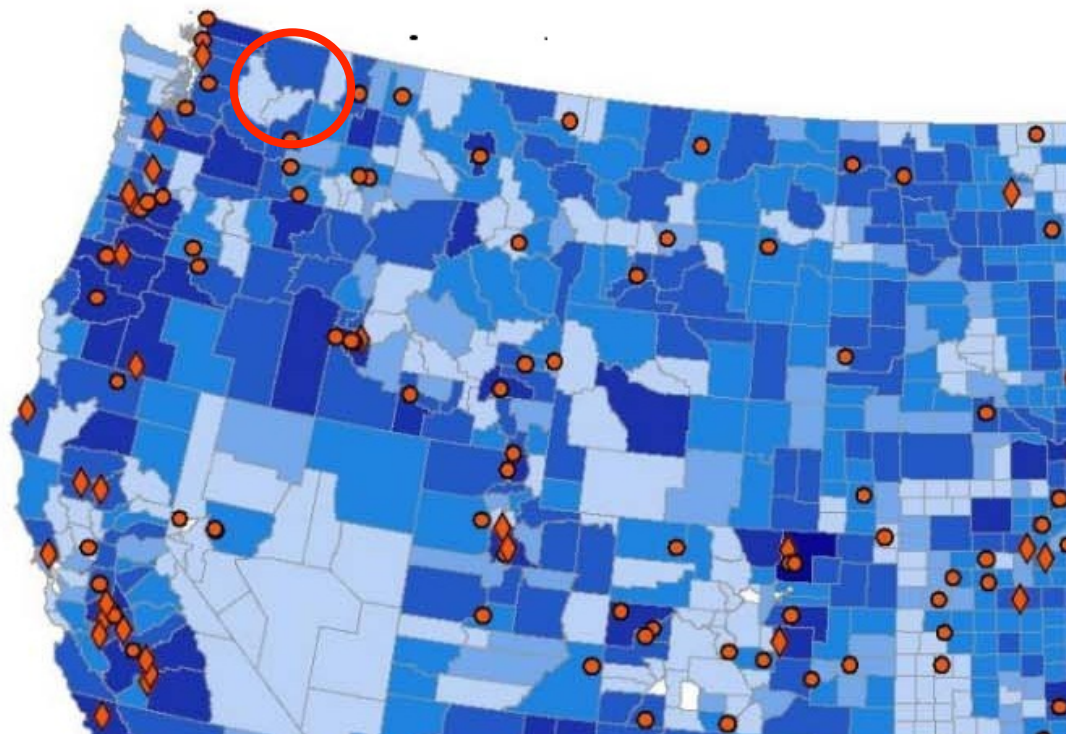
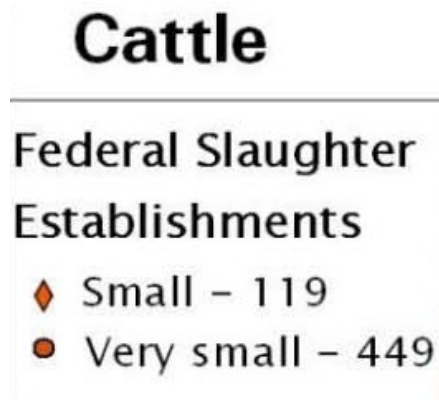
The Problem

USDA processing



The Problem

Lost Infrastructure



The Solution



Build a new plant in Odessa, WA



The Solution

And do it ourselves!!



Our Niche

Support Washington livestock producers
working to meet consumer demands for:

Traceability

Quality

Safety



Great Idea . . . Now What?



Opportunity knocked and
we answered.



The Opportunity

Lincoln County EDC – found a program

Odessa PDA – offered a site

CPOW – created business plan with
major help from Whitworth University



The Opportunity

Ranchers who raise high quality animals require above standard services to cut and package the meat in order to demand premium pricing.

Project: Build a 5,400 sq ft USDA Federally-Inspected Processing Plant at the Odessa Industrial Park

Purpose: Meet the unmet needs of local ranchers for local, service-oriented processing *and* of consumers for locally processed meat, traceable from pasture to plate.

Advantages of Location

- **Odessa Industrial Park facilities are well developed, underground utilities in place, effective PDA management.**
- **Over 200 producers in a 200 mile radius who can readily take advantage of the services.**
- **Strategically located with access to I-90 to serve all major metropolitan area markets (Spokane/Seattle/Tri-Cities).**
- **Creates 15 skilled jobs in the short term with potential to create over 50 direct and indirect jobs long term.**

Marketing Plan

Introduce cattle ranchers and others within the Eastern Washington region to a new local way to process their product.

Target Market

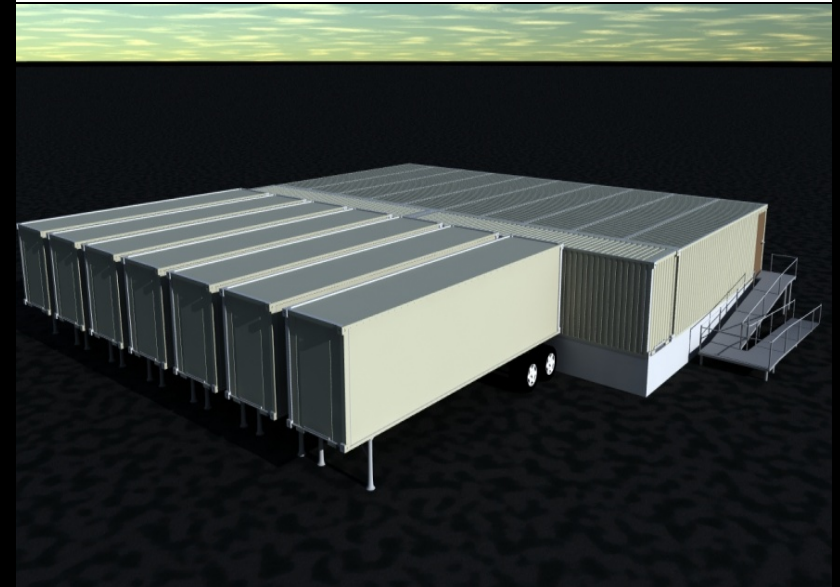
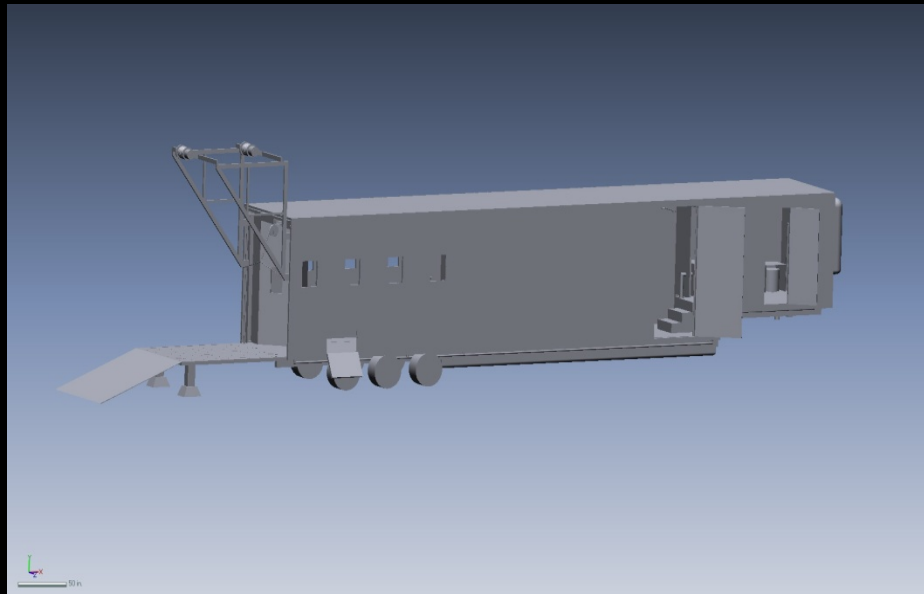
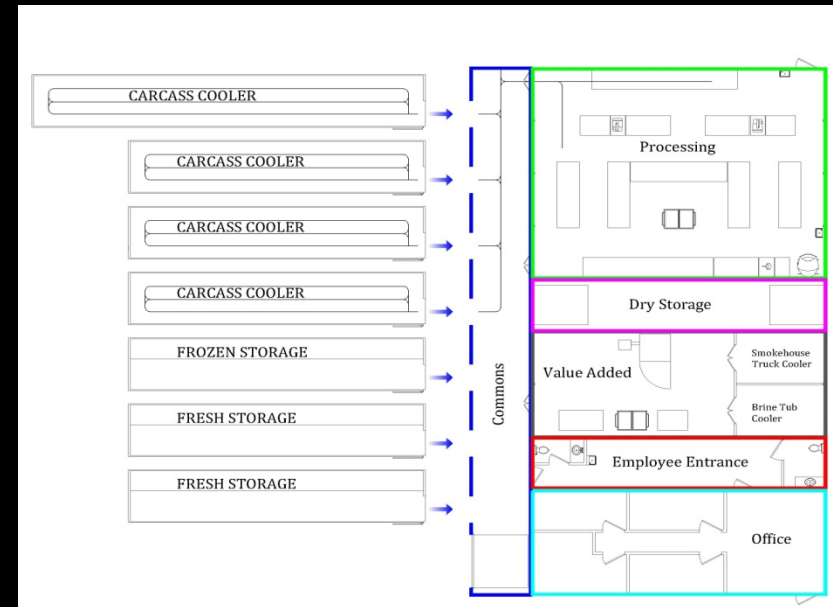
- **Small to mid size ranchers within Eastern Washington**
- **Ranchers striving to provide safe, local and nutritious product**
- **Ranchers responding to growing demand**
- **Ranchers wanting to be compensated for higher quality product**

WHY WAS MODULAR FOOD SYSTEMS SELECTED?

- ✗ ...the answer is who...MFS roots prove it works. MFS is a collection of people who are DOERS as well as thinkers each bringing diverse backgrounds and experiences...
- ✗ ...the answer is what...Economic Development organizations around the Country as well CPoW recognize this is the future...
- ✗ ...the answer is when...Markets are asking for safe, secure, local food suppliers **NOW**, local jobs supporting local communities create long term sustainability **NOW**...

WHY/WHAT IS A MFS SYSTEM?

- Affordable/Scalable/Efficient/Sustainable
- Quick to build, set up and put into operation
- Constructed from repurposed shipping containers
- 2560 square foot Processing Facility
- State-of-the-art 53' mobile abattoir



WHY IS THIS THE BEST SOLUTION?

Minimum Impact

- Small foot print, roughly the size of an average home.
- Efficient and innovative use of energy and resources.

Maximum Benefit

- Cost effective job creation.
- Brings Odessa nationwide media recognition as having vision of the future.

**Blends New Technology with Traditional
Community and Cultural Values**

Questions



Milestone - March 2011

CERB - offered us a loan
- required a match
- had a deadline

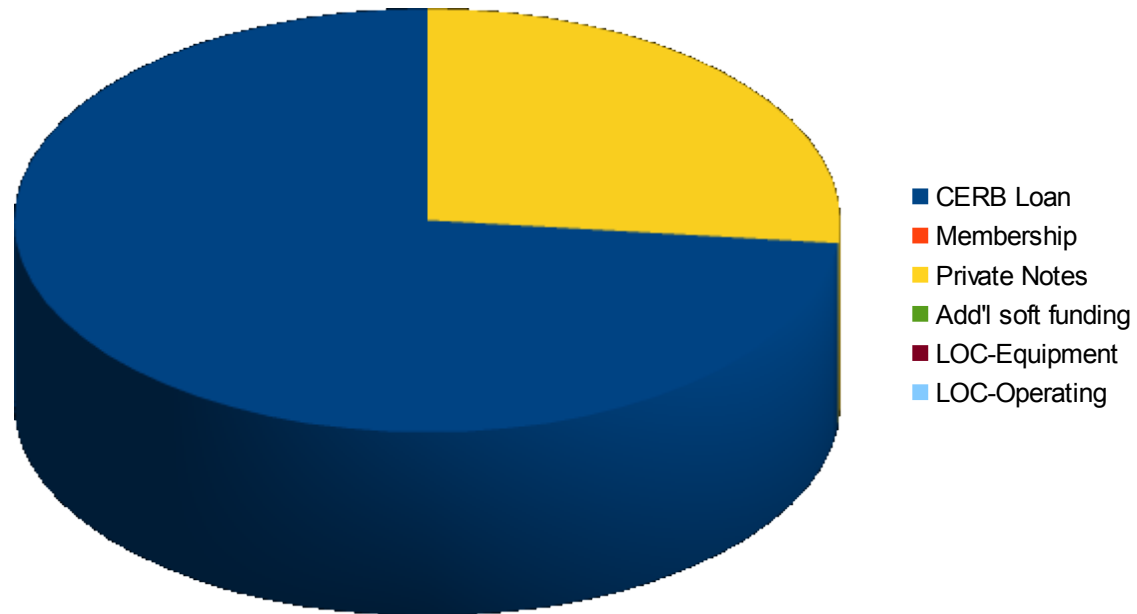


Let us pause and question what we are about to undertake . . .



. . . nope, let's just jump right in.

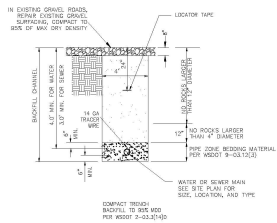
Funding



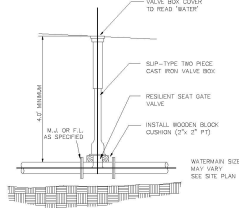
January, 2011



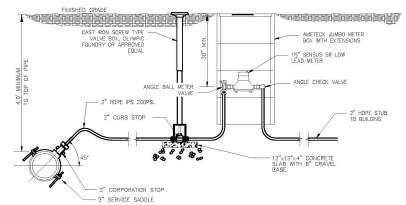
Site Design



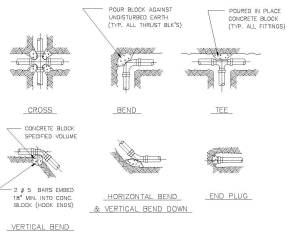
1
3 TYPICAL WATER OR SEWER TRENCH NTS



2 TYPICAL GATE VALVE NTS



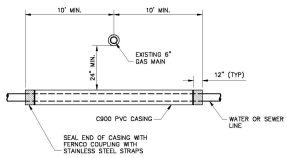
3 WATER SERVICE CONNECTION NTS



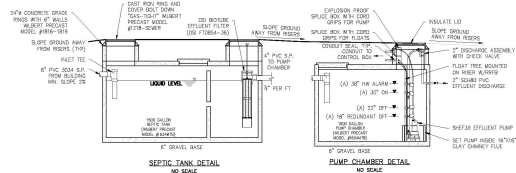
4
3 THRUST BLOCK SCHEDULE

[illegible]

4
3
 THRUST BLOCK SCHEDULE
 N/T5



5
3 WATER OR SEWER GAS MAIN CROSSING HTS



SEPTIC TANK AND PUMP CHAMBER DETAIL 875

NOTE:
1. CONTRACTOR TO VERIFY LOCATION OF WELLS, PROPERTY LINES, BUILDING
MAIN DRINK.
2. CONTRACTOR TO VERIFY BUILDING, INVERT ELEVATIONS.
3. CONTRACTOR TO BE ON-SITE DURING INSPECTION.
4. GRAVITY PIPE SHALL BE 300MM UNLESS SPECIFIED OTHERWISE.
5. PRESSURE PIPE SHALL BE HDPE 200 PQ IPS PRESSURE PIPE UNLESS
SPECIFIED OTHERWISE.
6. CONTROL PANEL SHALL BE OSI MODEL 844V-STRONG.

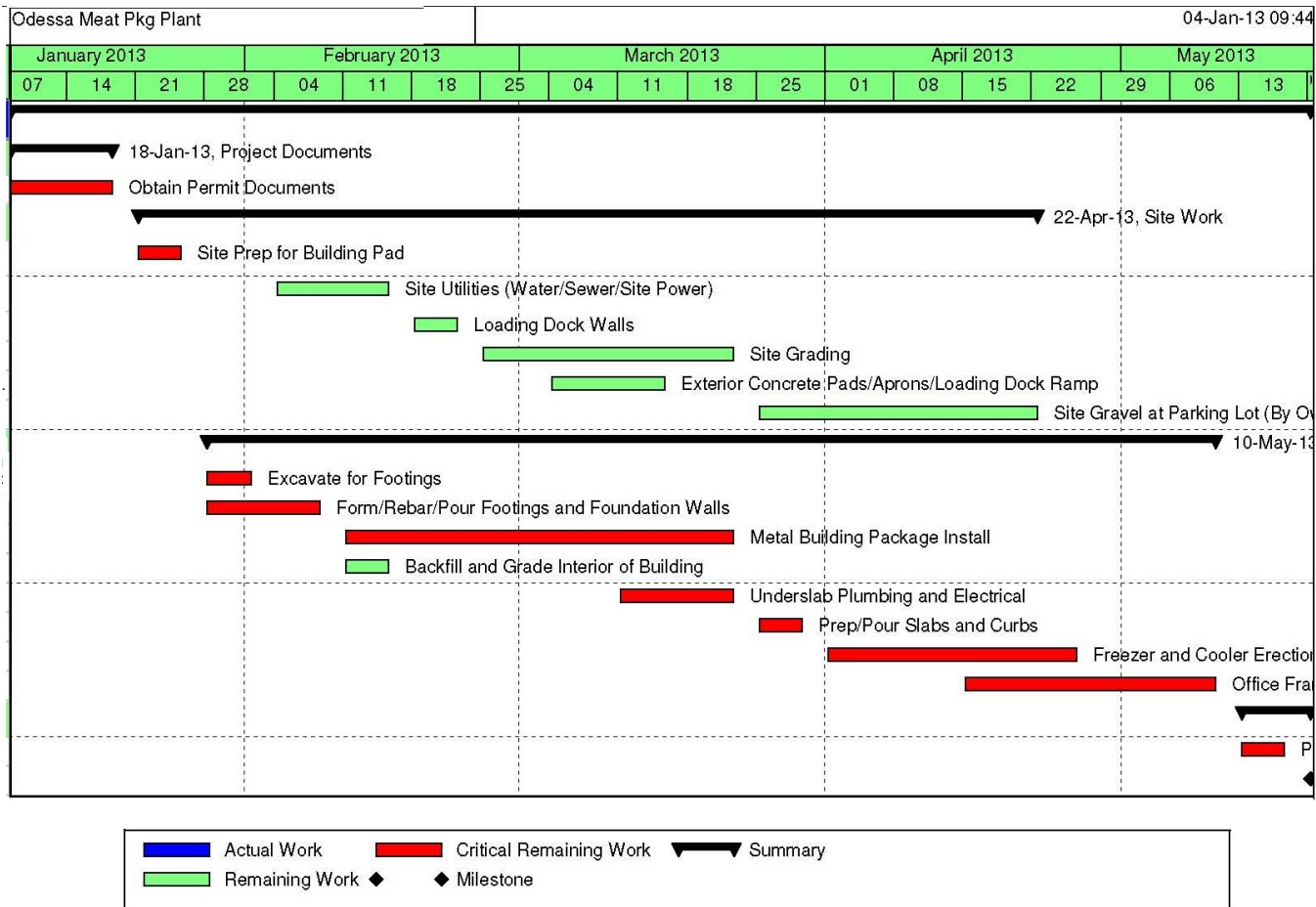
TANK NOTES:

1. PROVIDE TRAFFIC RATED ACCESS RISERS AND LIDS OVER ALL COMPARTMENTS.
2. RISERS SHALL BE GROUNDED TO TOP OF TANK AND INKOR FIGHT.
3. EFFLUENT FILTER REQUIRED ON OUTLET OF SEPTIC TANK.
4. PIPE SHALL BE GROUNDED AROUND INLET AND OUTLET OF TANKS TO BE WATER TIGHT.
5. MAINTAIN 5" SEPARATION FROM BUILDING FOUNDATION AND PROPERTY LINES AND 18" SEPARATION FROM WATER LINES.
6. INSTALL CONTROL PANEL ON EXTERIOR OF BUILDING OR ON A 4x4 P.C. POST NEAR

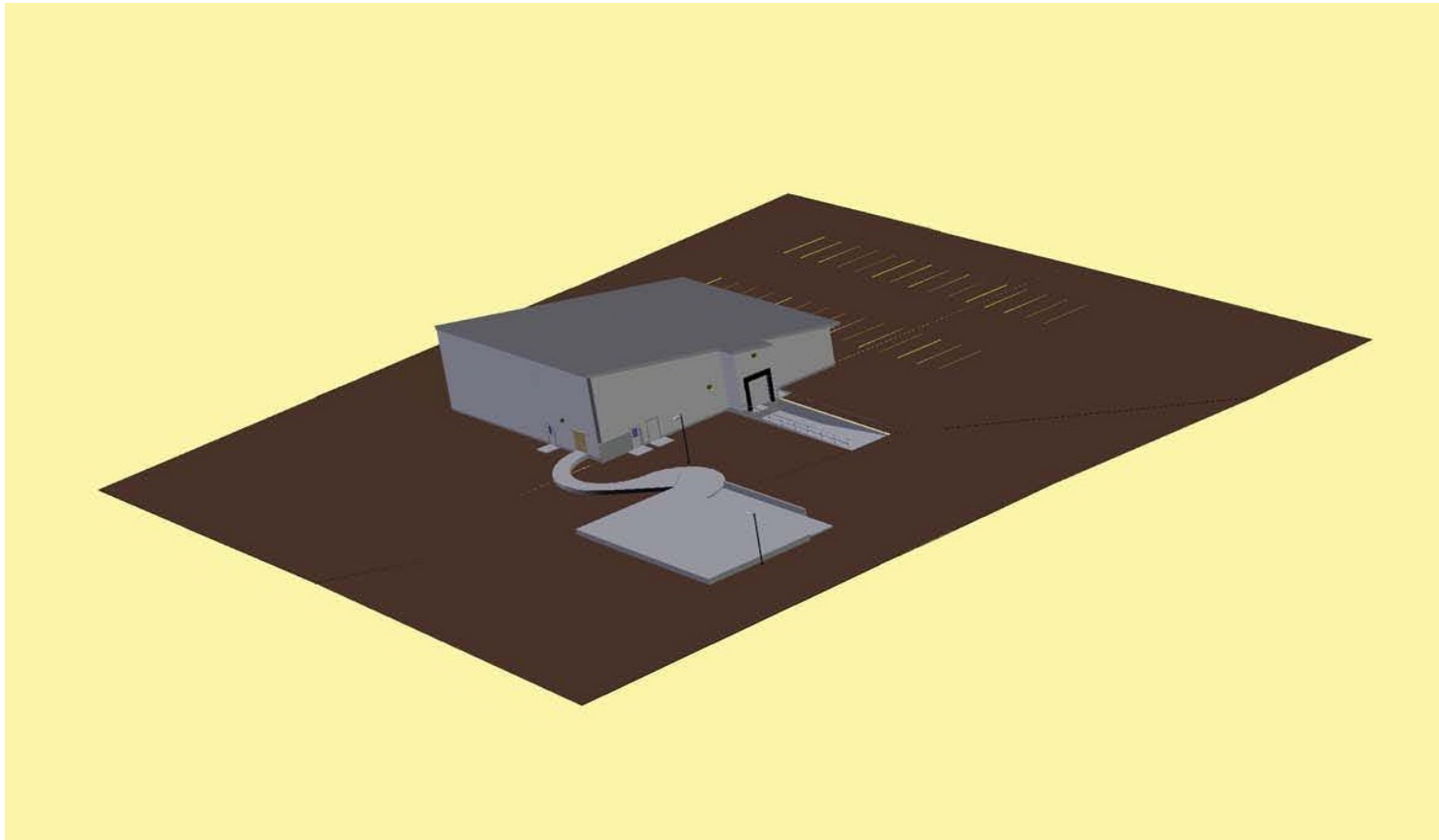
	DRAWN BY: <u> </u> CHECKED BY: <u> </u> SCALE: <u>AS SHOWN</u> DATE: <u>4/5/12</u> PROJECT NO.: <u>12035</u>		SHEET: <u> </u>	
	PROJECT: WATER & SEWER IMPROVEMENT PROJECT LOCATION: SECTION 17 T21N, R28E, W34E LINCOLN COUNTY, WASHINGTON			
SHEET TITLE:		WATER AND SEWER DETAILS		
		1325 N. 157 th AVE. STE. 400 (509) 747-6790 BELSBY ENGINEERING		
NO. DATE BY		REVISIONS		



Design



Re-Design



Construction



Milestones – March 2013

DONE:

- ✓ Secure core funding, establish cooperative
- ✓ Buy land, build road, extend utilities
- ✓ Design/Build contract signed and underway

DOING:

- | | |
|---|--|
| <input type="checkbox"/> Constructing plant | <input type="checkbox"/> Scheduling ranchers |
| <input type="checkbox"/> Hiring key staff | <input type="checkbox"/> Securing start up capital |



Construction



Construction



Equipment



Celebration



August



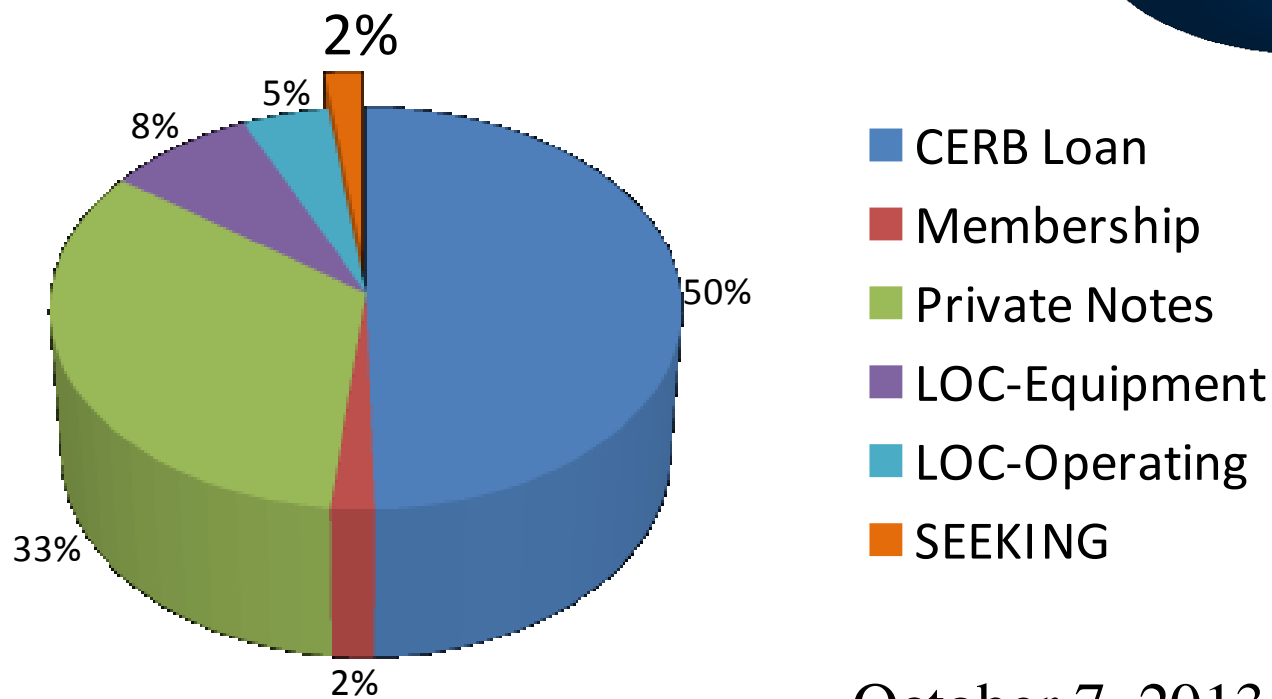
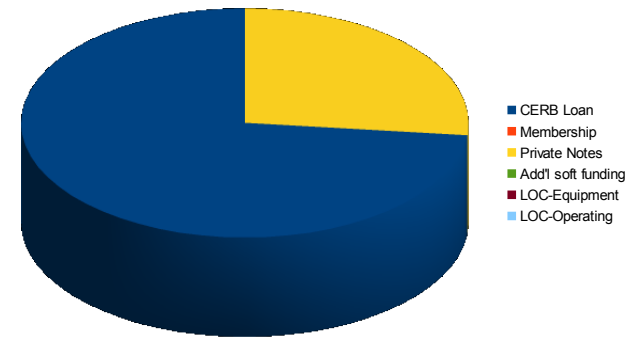
Lessons Learned

“There are known knowns. These are things we know that we know. There are known unknowns. That is to say, there are things that we know we don't know. But there are also unknown unknowns. There are things we don't know we don't know.”

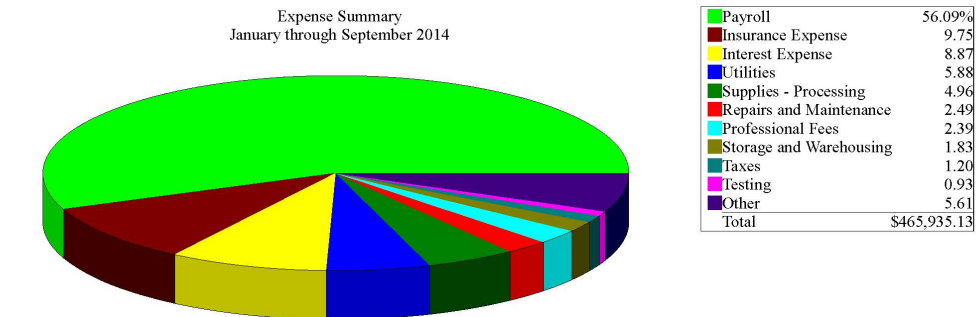
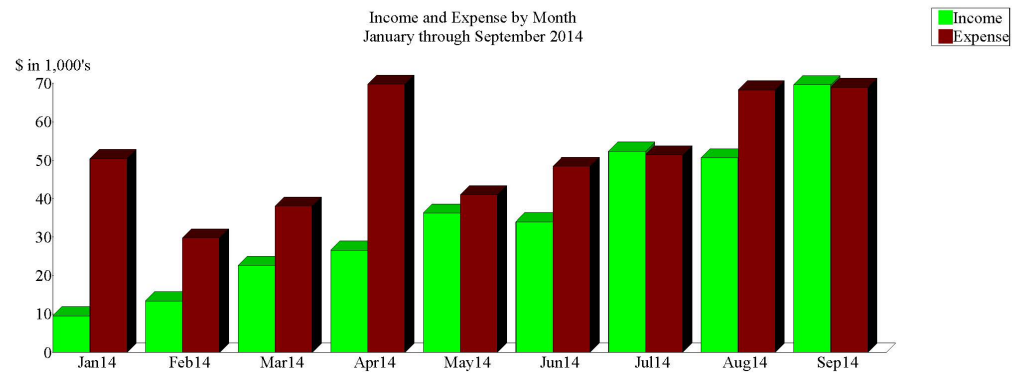
Donald Rumsfeld



Funding



Human Resources



By Account

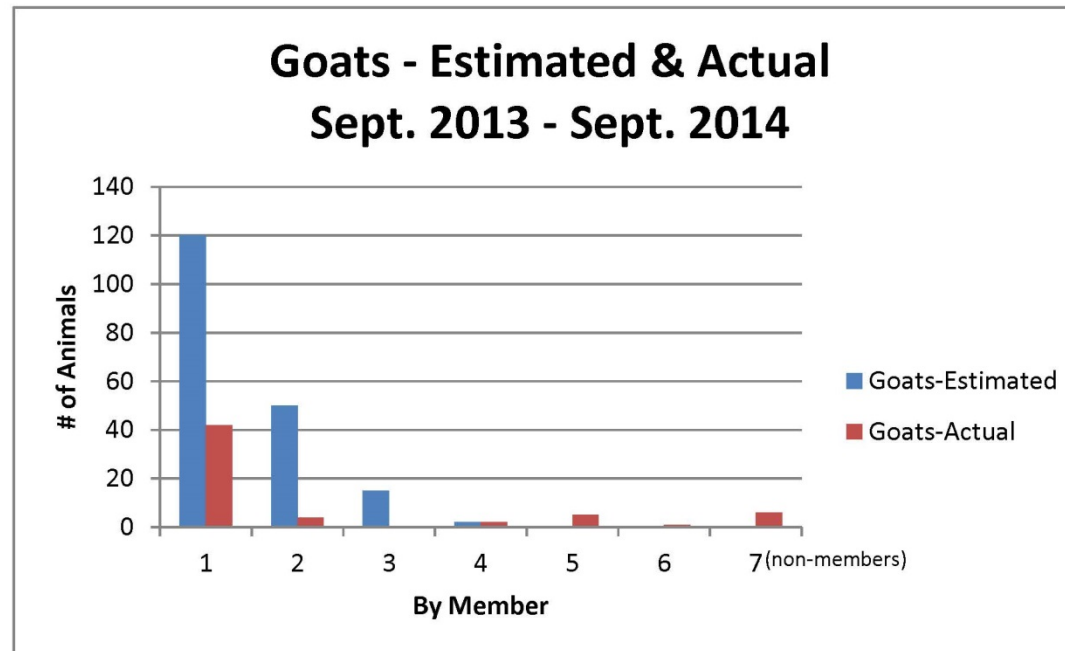
From October 2014 Update



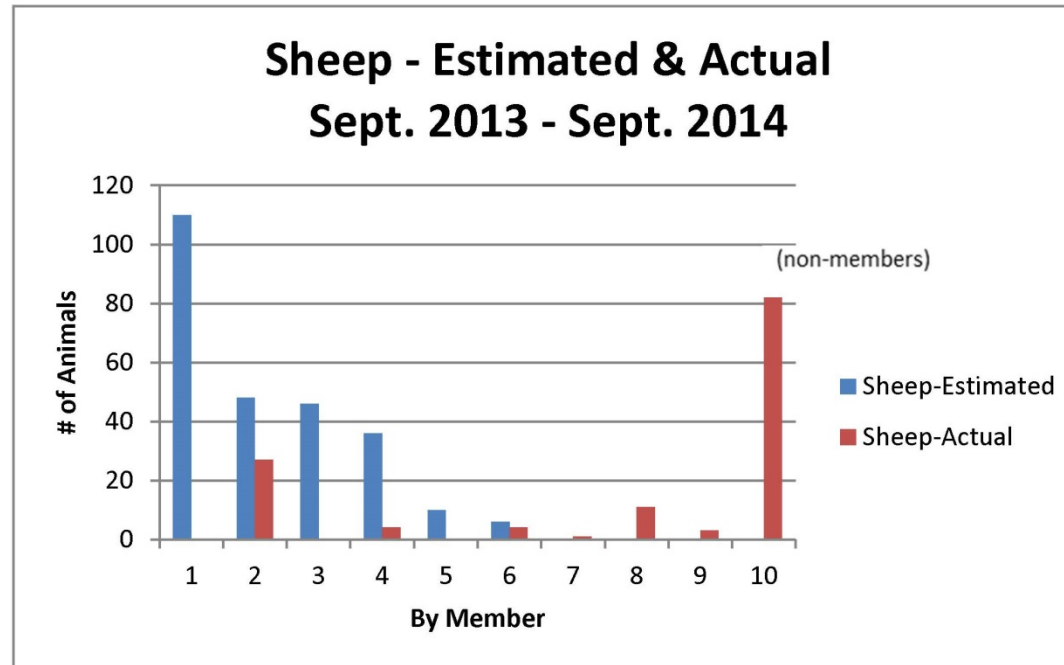
Input



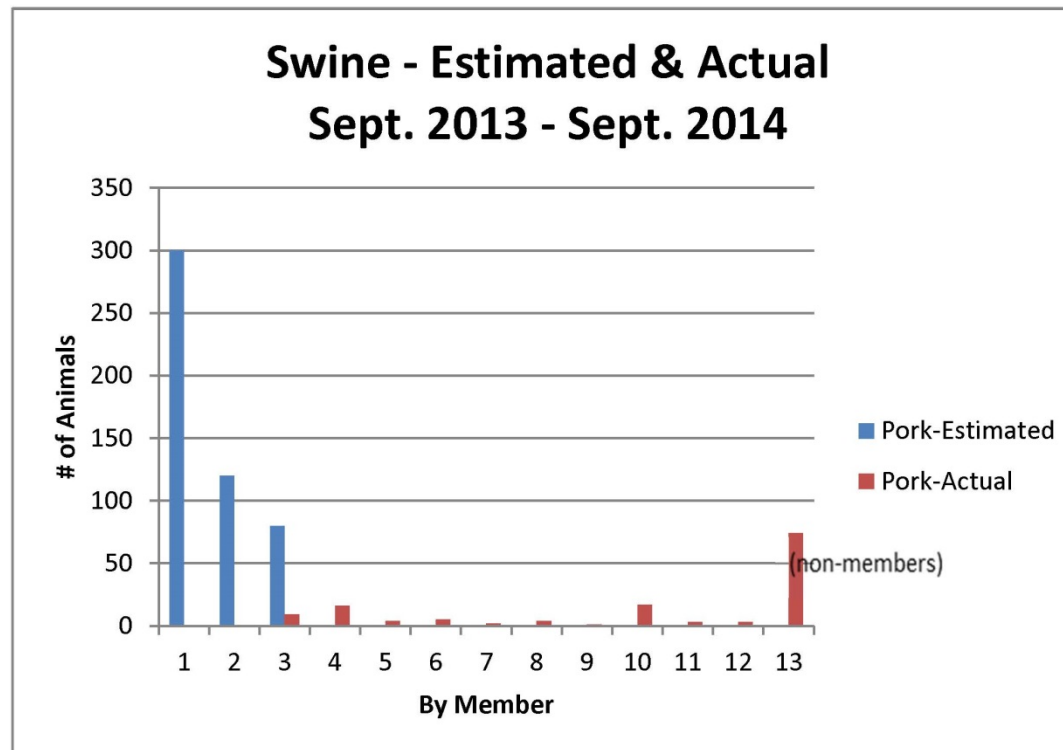
Member Surveys - Goats



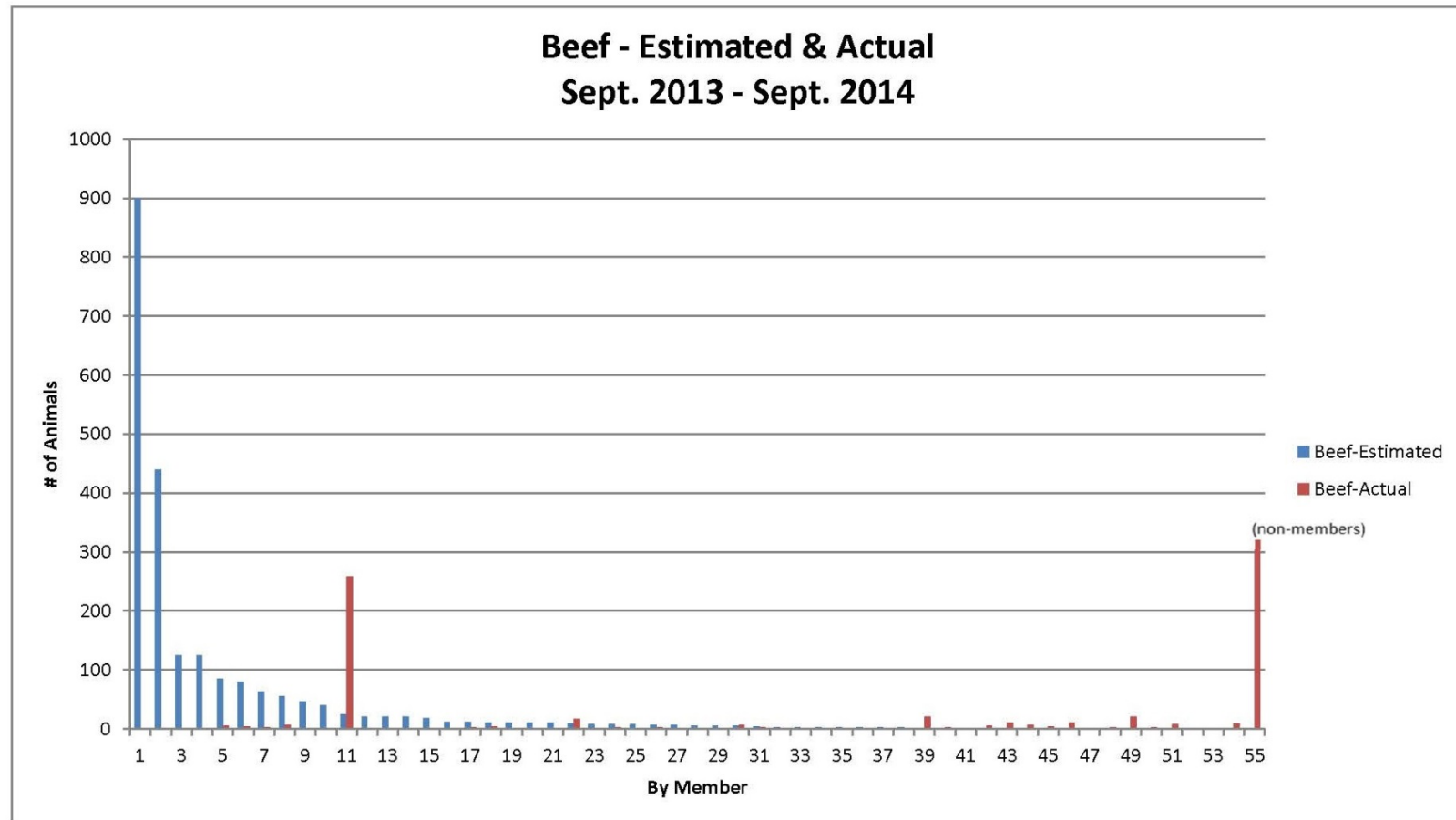
Member Surveys - Sheep



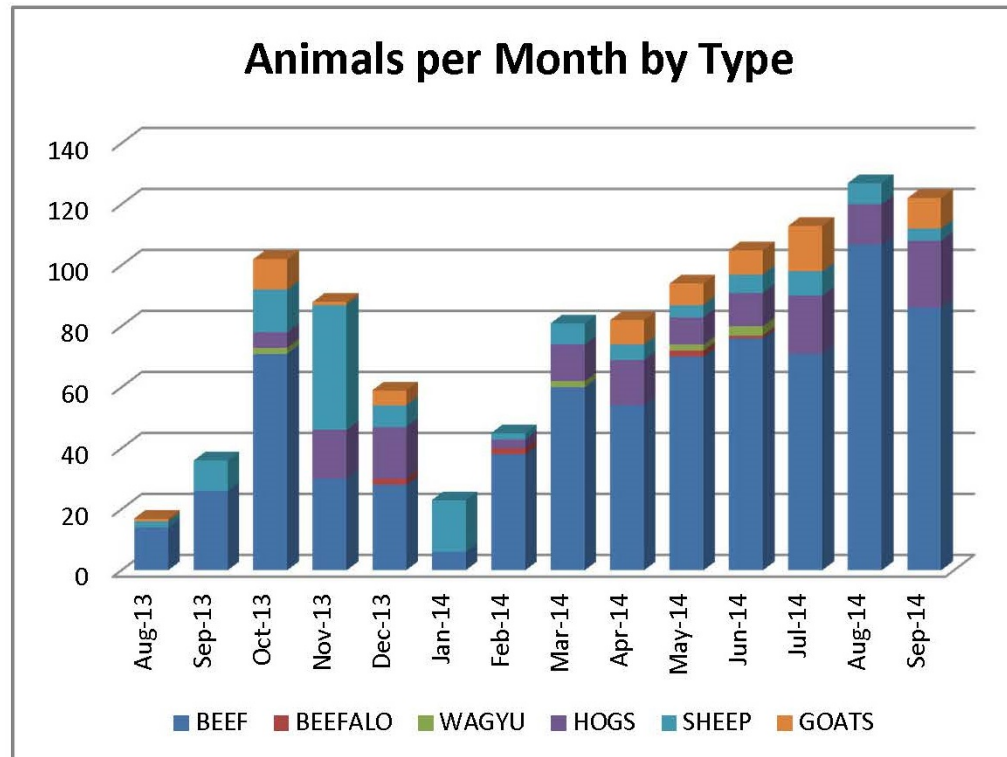
Member Surveys - Pigs



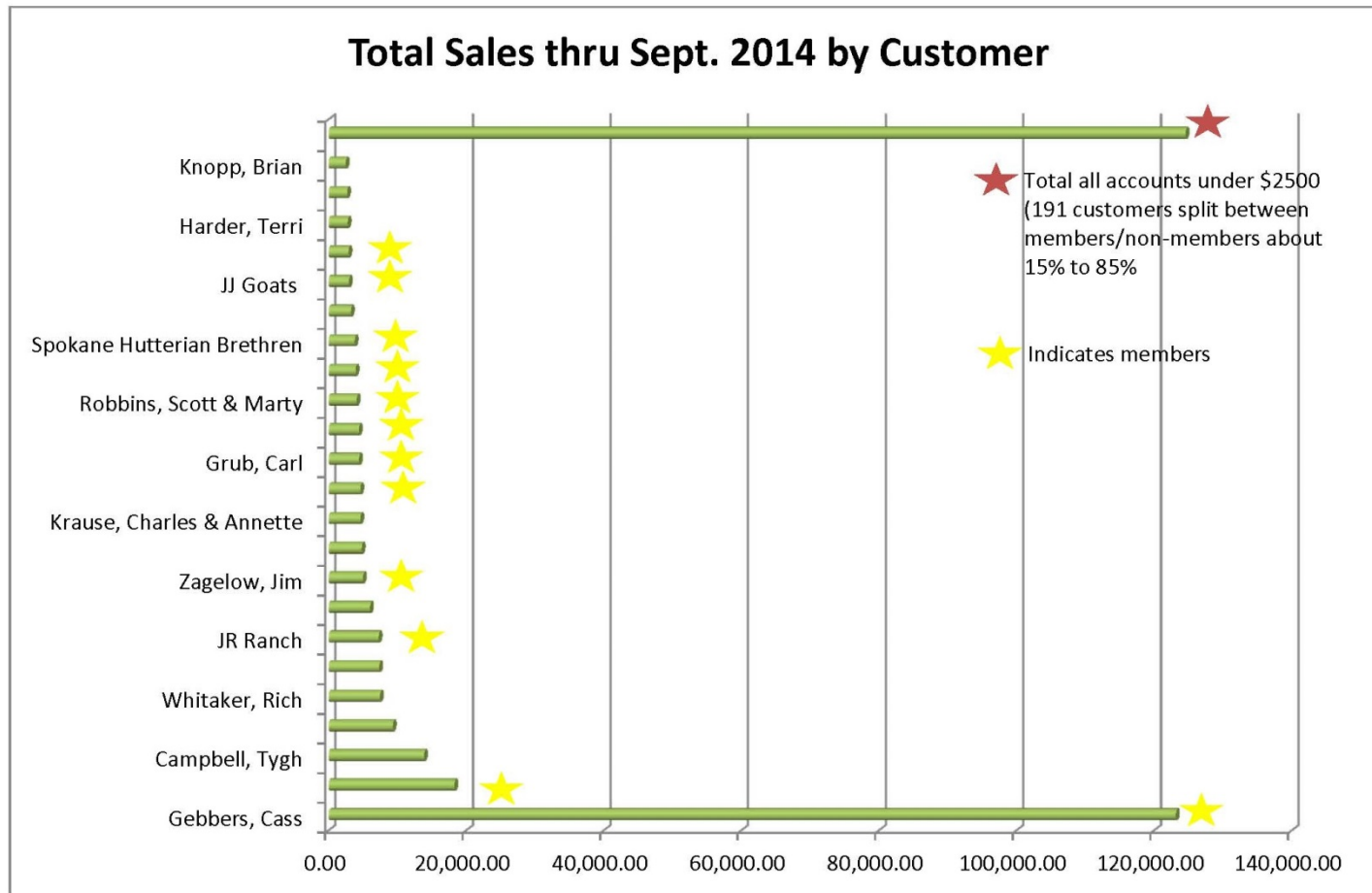
Member Surveys - Beef



Throughput



Output



Current Status



CPoW Livestock Processors Cooperative Association

LPCA 5th ANNUAL MEETING

Wednesday, April 13, 2016
4:00 p.m.
Light appetizers
LPCA plant
13644 Stein Lane E, Odessa, WA

- ✓ Tour the plant/meet employees
- ✓ Receive status update from Board
- ✓ Socialize with coop members
- ✓ Elect directors
- ✓ Presentation by special guest

RSVP by March 30, 2016
To Secretary, Lucia Udlinek
(509) 750-0906
lucia@u-barranch.com



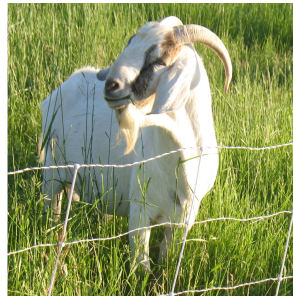
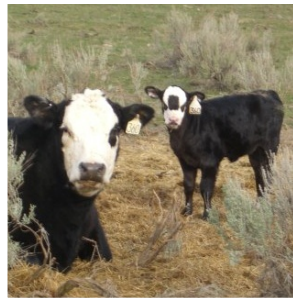
Future

We're still here. We're still writing it. We're stubborn.

Questions?



CPoW Livestock Processors Cooperative Association



From Our Producers to Your Plate