The Business of Dry Curing





June 25, 2014

www.nichemeatprocessing.org

Jeff Roberts, Cow Creek Ventures



- 1. The basics of dry cure
- Growth of artisan cured meat community
- Consumer interest from the bacon renaissance to new products. Emphasize quality and safety.
- Uncertainty and concerns around inspections



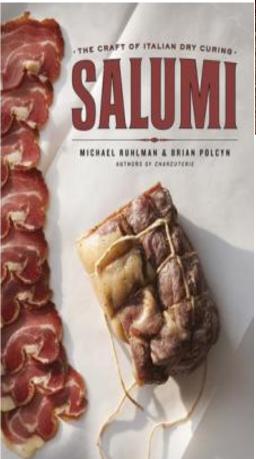
















MONDAY PUNDAY BY GEMMA CORRELL WWW.GEMMACORRELL.COM





More Americans Want to Know Exactly What They are Eating





Pete Colman, Vermont Salumi

- 1. Our history: how we got into the business
- 2. Our operations: nuts and bolts of the day to day
- 3. Financials: facility investment and build-out, working capital, time commitments.











Salami Recipe: Financial Breakdown

Flavor:	Wicked Good													
<u>Ingredients</u>	% to Meat Block	<u>Total Lb's</u>	Cost/LB	Total Cost										
Pork (80% lean)		100	\$2.50	\$250.00	- Yello	- Yellow cells represent meat block as well as what drives the model								
Salt	2.00%	2	\$0.10	\$0.20		- Blue cells are to be adjusted per recipe, you can insert more lines if needed								
spice	2.00%	2	\$10.00	\$20.00	- Labor rate is rough. Track production times from start to finish, multiply by cost of									
spice	2.00%	2	\$9.00	\$18.00	labor, then divide by total finished lb's of product.									
liquid	2.00%	2	\$4.50	\$9.00	- Finis	- Finished product is based on a 40% yield from green weight: this will vary a bit.								
Starter Culture	2.00%	2	\$0.03	\$2.50										
Dextrose	2.00%	2	\$14.00	\$28.00										
<u>Total</u>		<u>112</u>												
Labor			\$1	\$134.40			<u>RH</u>	<u>Temp</u>						
Packaging			0.1	\$6.72		<u>Ferment</u>	85.00	80.00						
						Aging	80.00	60.00						
			Total Cost	\$468.82										
Total LB green		112.00				<u>Target</u>	Starting	1Day	2 Day	3 Day	7 Day	Finished		
Total Lb Finished		67.20				<u>ph</u>								
Cost/LB		\$6.98				<u>Actual</u>								
						<u>ph</u>								
Sale Price		12.00												
Gross Margin		42%				Target aw								

Other Resources

Center for Meat Process Validation, UW-Madison: HACCP advice and templates

www.meathaccp.wisc.edu

Underground Food Collective: Draft Open-Sourced HACCP for Dry Cure undergroundfoodcollective.org



CISA Spreadsheet: This cash flow template is designed to help test the feasibility of establishing a small-scale, processing-only facility. www.buylocalfood.org/feasibility-template-for-small-scale-meat-processor-2013/

Q&A

