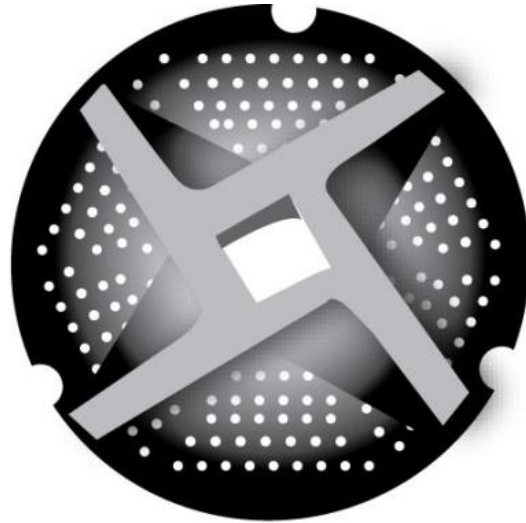


Mobile Slaughter Units: Reports from the Field and Future Directions



NICHE MEAT PROCESSOR
ASSISTANCE NETWORK



September 10, 2013

www.nichemeatprocessing.org



Taos County Economic Development Corporation (TCEDC) Mobile “Matanza”



Basics:

Location – Taos, New Mexico

Serving 100 mile radius in Northern New Mexico

Size of MLSU – 36 feet long – 13 feet high - pulled by rig

Type of Inspection – USDA

Species Served – beef, hogs, sheep, bison, yak, goats

Capacity – 20 head per week (beef) or 5 per day

Average per year since 2007 – 250 animals per year











MLSU Revenue/Expense Projections

Revenue:

•20 units per week @ \$85 per unit (5 beef per day or comparable)	\$ 1,700
•At 300 lbs. per unit (hang weight) at .75/lb. (cut & wrap)	\$ 4,500
Revenue total per week	<u>\$ 6,200</u>
Total for 36 weeks	<u>\$ 223,200</u>

*** 9 months September -May**

Expenses:

•Personnel		
1 field butcher	Salary \$36,000 (52 weeks = \$692.30 per week)	\$ 36,000
1 butcher assistant	Salary \$24,960 (52 weeks = \$480 per week)	\$ 24,960
1 meat cutter	Salary \$30,000 (52 weeks = \$576.92 per week)	\$ 30,000
1 meat cutter assistant	Salary \$24,960 (52 weeks = \$480 per week)	\$ 24,960
	Sub-Total Personnel	\$ 115,920
Fringe @ 20%	Fringe	\$ 23,184
	Total Salary & Fringe	\$ 139,104
•Insurance-Cargo & Vehicle		
	at 2,500 + 3,500	\$ 6,000
•Fuel @ \$150 per week x 36 weeks		\$ 5,400
•Supplies cut & wrap & mlsu @ \$750 per month x 9		\$ 6,750
•Repairs & Maintenance @ \$200 per month x 12 allowance		\$ 2,400
•Annual Inspection		\$ 300
•Testing @ \$750 per year		\$ 750
	Total Expenses	\$ 160,704
	Potential Profit (Loss)	\$ 62,496



Recommendations:

1. Stainless Steel vs. Paint
2. Designated person to focus on the of organization of the users
3. Be sure the MSU is constructed appropriate to location and service area (cold, heat, terrain etc.)
4. Meet with **ALL** appropriate regulators at the start.



What we would do differently:

1. Create a reserve fund for the unexpected!
2. Be sure all components of the processing operation are in place and/or planned out (cut & wrap, storage, distribution).
3. Make every effort to maintain extensive communication with clients.



What the
future
holds?



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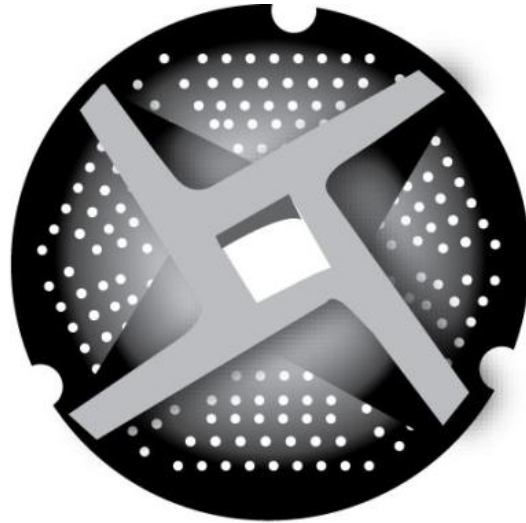




We hope other communities would consider this a viable strategy to preserve access to local meat & allow for economic growth!



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