

# MAINE STATE LEGISLATURE

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# ***State Meat Inspection Implementation Study***

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prepared for

Department of Agriculture  
State of Maine

by

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## *Executive Summary*

- Department of Agriculture's policy objective must take into account safety and quality of livestock products, which directly relates to market acceptance by buyers.
- Livestock quality in the State must be improved to a single high standard, the level of current variability is destructive.
- Livestock producers are highly dependent upon a local slaughterhouse operation and frequently this relationship leads to high service cost and at times poor service.
- Livestock producers in the State require immediate assistance with access to strategically located slaughterhouse facilities.
- Provide assistance with loans and/or grants to the livestock community to build new facilities or upgrade existing custom slaughterhouses to USDA standards.
- Deer farmers must be included in solutions thought for livestock producers in general, which will open the doors to other "exotic" species being introduced to the local market.
- The cost for the State Meat Inspection segment of the program is estimated at \$250,000 with the State of Maine being responsible for 50 or perhaps 40% of the cost.
- Introduction of a State Meat Inspection Program is not contrary to business practices in the State and therefore will not be opposed by existing processing businesses.
- The Agriculture Logo needs added recognition to compete on the same level with those of other states.
- Livestock producers need continued assistance from the Department of Agriculture and more assistance from the Extension Service in the production of high quality livestock with good economic returns.
- A monitoring program should be implemented that would evaluate benefits brought about by the State Meat Inspection Program. Crisis control and information dissemination could be part of this activity.
- A State Meat Inspection Program is properly seen as highly complementary and supportive of other activities designed to enhance long run development of this sector of the economy.
- Several livestock producers strongly expressed need for the publication of an agricultural bulletin with (1) classified ads, (2) communications from the commissioner's office, and (3) pertinent agricultural activities from other states.

## ***State Meat Inspection Implementation Study***

### ***Introduction.***

Many livestock producers in the state, that are raising animals for the meat market, are frequently having their animals slaughtered in an USDA inspected plant. The meat is cut into prescribed portions and packaged for sale by the farmer from his own premises and/or sold to retailers and restaurants. With time, scheduling livestock for slaughter at USDA inspected facilities has become more difficult requiring appointments 6 to 9 months in advance. Scheduling smaller animals well in advance for slaughter, such as lamb, is more difficult. A more serious situation occurs when a steer or cow breaks a leg and must be processed out of turn. In such cases farmers must pay a premium for the processing.

Because of shortage of USDA inspected slaughterhouses, livestock producers feel that they have to put up with high prices and poor services. While some USDA inspected slaughterhouses do excellent work, with very satisfied customers, others are either not making favored cuts for re-sale and/or are not packaging the product to customers' request. One livestock producer was raising annually some 30 pigs, but since the slaughterhouse near by stopped slaughtering hogs, the farmer went out of business. The closest slaughterhouse processing hogs was too far away.

In an attempt to overcome the above difficulties, a study was undertaken to determine the effect of a state meat inspection program. Some producers feel a state meat inspection program will lead to more accessible slaughter facilities, better service, and lower processing costs. If this is the case, these new and/or upgraded facilities need to be located strategically across the State.

### ***Objectives.***

Objectives of the study were outlined by the commissioner's office in the request for proposal announcement. Furthermore the consultant was instructed that interviews of livestock producers, slaughterhouses, and processors had to be made in person, as much as possible. Stated objectives are listed below:

- (a) Survey existing custom slaughterhouses to assess interest in upgrading their facilities to meet retail standards and assist those interested in developing a plan to upgrade their facilities, including cost estimates for the upgrade.
- (b) Determine the feasibility of increasing access to slaughter facilities by the use of an USDA approved portable slaughterhouse.
- (c) Assess the potential market for custom slaughterhouses to sell Maine-inspected meat and determine the level of business likely to be created by upgrading.
- (d) Prepare draft language for legislation to establish a Maine meat inspection program that will allow Maine-inspected meat to be sold in commerce.
- (e) Develop a plan to finance the implementation of a Maine meat inspection program, including user fees and cost sharing by USDA.
- (f) Assess potential relationships between a state meat inspection program and the federal meat inspection program and make a recommendation as to the optimal relationship between them.
- (g) Work with producers, processors, and retailers to develop any other actions or recommendations to increase the volume of Maine-produced meat processed in this state and available for retail sale.

## ***Study Execution.***

Questionnaires were prepared based on those used in a similar study by the Maine Meat Act Review Task Force of 1995/96. Questionnaires were prepared for the four different categories of businesses in meat production and processing.

- Interviews of livestock producers (Appendix 1)
- Interviews of custom slaughterhouse operators (Appendix 2)
- Interviews of slaughterhouses under USDA inspection (Appendix 3)
- Interviews of both processors under USDA inspection as well as those that are not under such inspection, but infrequently inspected by state and USDA inspectors (Appendix 4).

Within each category there were cases where individual questions were not particularly suitable. Some questions were somewhat open-ended and sometimes were interpreted differently by different individuals, while other questions were very specific. Nevertheless, the questions were designed to evoke answers, directly or indirectly, that would provide insight into issues pertinent to the study.

Personal interviews were conducted up to the last week prior to the time the report was to be submitted. Due to large distances between interviewees in some areas, very few businesses could be interviewed on a single day. Consequently, during the last few days of the study, interviews were conducted by telephone. Interview statistics are given below (Table 1).

Table 1. Number of businesses listed and interviewed.

Category	(1)	(2)	(3)	(4)	(5)
Initial number of businesses on the list	111	43	26	-	-
Businesses no longer in existence or processing poultry only	17	16	4	-	-
Businesses added to the list	16	2	-	-	-
Not a slaughterhouse	-	9	14	-	-
Businesses interviewed in person	71	12	8	13	9
Businesses interviewed by telephone	19	5	-	-	-
Number of businesses not responding or not interviewed	20	3	-	1	-

- (1) Livestock producers
- (2) Custom slaughterhouses
- (3) Slaughterhouses under USDA inspection
- (4) Meat processors under USDA inspection
- (5) Meat processors not under USDA inspection

Businesses to be interviewed were identified from three lists. The first two lists were obtained from the Department of Agriculture, titled "Livestock Producers Selling Meat" and "Custom Slaughterhouses". The third list was obtained from USDA through the Department of Agriculture and was titled "Circuit Assignment Listing". An attempt was made to visit every business on every list. In some cases businesses could not be contacted or located and others were no longer in existence or did not wish to meet with the consultant. In other cases businesses were added to the list by neighbors and/or business associates. In addition, one interviewed livestock producer indicated that he had a list of farmers who are very much interested in the Maine Meat Act (Appendix 9).

Distribution of businesses that were interviewed across the State of Maine, by category, is shown in Appendix 5.



## 1. Livestock Producers.

Many livestock producers raise several species of animals, while others raise only one species. Some businesses interviewed are dairy farms, but because they were also selling meat from their business, they were included on the interview list. It is difficult to estimate how many farms were not included in the list used in this study, but undoubtedly some were missed. Nevertheless, the number of interviews completed is sufficient to provide a very good insight into the activities of this group.

Individual responses for this group can be found in Appendix 10. From these we get a perspective as to how much livestock is being slaughtered in the State of Maine and how much of it is consumed. From this study it appears that animal herds or flocks in the State are not very large (Table 2). However, it would appear that this information is not reliable, since it does not agree with data from other sources. New England Agricultural Statistics (1998) reports an inventory of 11,000 head of sheep and lambs, 5,500 hogs and pigs, and 58,000 cattle and calves in 1997. Value of home-consumed product of each category is given as \$40,000, \$519,000, and \$1,781,000, respectively. As far as the deer population in the State is concerned, there appear to be about 8,000 head, of which about 1,000 were slaughtered this year. The latter data are more likely to explain the congestion at the slaughterhouses.

Table 2. Livestock processing in the State of Maine

Category	Number of animals on farms	Animals slaughtered in:			Meat sold in:		
		Maine	Other states	Canada	Maine	Other states	Canada
Beef* cattle and calves	2189	635	177	46	545	267	46
Hogs	2699	1536	770	-	1050	1046	-
Sheep and lambs	1464	1535	252	-	1425	350	-
Deer	1372	230	5	-	230	5	-
Total	7724	3936	1240	46	3250	1668	46

\*Dairy cows not included.

The need to introduce a state meat inspection program has been addressed with several questions. The answers to these questions are listed below (Table 3). It is of interest to note that – positive, negative, and neutral responses – were often conditioned upon one or another factor. In many instances, “neutral” responses indicated lack of information or the individual was wondering how the inspection program would be implemented. There are some interesting situations. One respondent indicated that he was not in favor of a state inspection, yet was willing to pay for such an inspection and would utilize a state-inspected slaughterhouse if available. Another farmer indicated that he was not in favor of a state inspection, yet later stated that state inspection may be more suitable for small processors, while federal inspection is more fitting for large slaughterhouses. Nevertheless, it appears that the majority of respondents in this category (76%) is solidly behind the need for a state meat inspection program (Question 5). This point will be discussed in some detail in the evaluation section of this report. Another observation worth noting is that while only 76% were in favor of state-inspected slaughter facilities, 86 to 90% indicated that they would use such facility (Question 8). Perhaps it is appropriate to point out that each column in Table 3 does not add up to the same total. The reason for this is that some people did not answer a specific question.

It must be remembered that those indicating willingness to pay for inspection (Question 6), also clearly stated that the fee must be “reasonable”. According to the majority (54%), a reasonable fee would \$5 to \$10 per animal. Similarly, even among those with “neutral” response

to the question of anticipated profit due to state inspection; some felt their profit might drop because of the expense that would come with such a program (Question 7).

Only 19% to 28% of respondents were interested in a mobile slaughter facility (Question 9). Interest in establishing ones own slaughterhouse or processing facility was relatively low (7%), but the commitment appeared to be there (Questions 10 & 11).

When asked about increasing herd or flock size, many indicated that they would not do so, simply because a state meat inspection program was established. Instead, they stated that they would increase the herd or flock regardless, while others indicated that they would respond to the market demand (Question 12). Many livestock producers were positive, anticipating increases in gross income (47%) or profits (60%), although expectations varied significantly, ranging between 10 and 500% for increase in gross income (Questions 13 & 14).

Table 3. The need for a state meat inspection program.

Response	Interview Question Number									
	(5)	(6)	(7)	(8)	(9)	(10)	(11)	(12)	(13)	(14)
Positive	67	47	60	76	16	6	6	28	41	53
Possibly positive	-	-	2	3	8	4	16	10	8	-
Neutral	14	18	9	3	11	1	1	40	39	35
Negative	7	22	5	6	50	77	65	9	-	-
Total	88	87	76	88	85	88	88	87	88	88

(5) Are you in favor of a state meat inspection program?

(6) Will you be willing to pay for the inspection service?

(7) Will a state-inspected and accessible slaughterhouse improve your profitability?

(8) Would you use a state-inspected slaughterhouse if available?

(9) Would a mobile slaughterhouse be useful to your operation?

(10) Would you establish your own slaughterhouse?

(11) Would you establish your own processing facility?

(12) Would you increase the size of your heard?

(13) How much would you predict your gross income to increase?

(14) How would you expect your profits to be affected?

Additional comments to the questions (Question 15 & 16) will be discussed in subsequent evaluation of the need for a state meat inspection program and can be seen in Appendix 10. Suffice it to say that the solution to the perceived problem is not as simple as it may appear. In fact, there are many solutions and selection of the right one(s) may require considerable soul searching. Many individuals indicated that successful implementation of an inspection program will require common sense and good communication between interested parties.

## 2. Custom Slaughterhouse Operators.

Individual responses by custom slaughterhouse operators can be found in Appendix 11. Tabulated responses can be seen in Table 4. From this table, it appears that a majority (53%) favor introduction of a state meat inspection program, about one quarter (24%) were neutral, and the remainder (24%) were opposed (Question 6). About 35% of individuals interviewed felt that state inspection will bring in more business, 29% felt it will not make any difference, while 35% thought that the program may reduce the business (Question 5). It is difficult to determine who was thinking in terms of being part of the new inspection program and who intended to remain as custom operator.

Table 4. Custom slaughterhouse operators reaction to state meat inspection.

Response	Interview Question Number								
	(5)	(6)	(7)	(8)	(9)	(10)	(11)	(12)	(13)
Positive	5	9	9	-	8	5	-	8	15
Questionable/neutral	6	4	1	-	7	8	-	-	-
Negative	6	4	7	17	2	4	-	9	2

(5) Will state inspection program bring in more business?

(6) Are you in favor having a state meat inspection program?

(7) If charges are associated with the inspection program, how will you handle that?

(8) Would you be interested in operating a mobile slaughter facility?

(9) Will state inspection program make your operation more competitive?

(10) How will your profits be affected by a state inspection program?

(11) How much would it cost to bring your facility to USDA specifications?

(12) Do you have means to obtain such funds?

(13) Are you willing to have a consultant evaluate the cost of upgrading your facility to USDA requirements?

The estimated cost to bring custom slaughterhouses to USDA specifications ranged between zero to as much as \$100,000. Regulations and USDA requirements will be discussed in a subsequent section of this report.

As far as interest in operating mobile slaughter units is concerned, apparently there is none (Question 8). Nevertheless, slightly more than half (53%) of custom slaughterhouse owners were willing to compromise on handling of the inspection fees (Question 7), although all expressed the view that there was not much profit. In fact, recovery of costs associated with the sale of animal hide has dropped drastically (Question 4).

Slaughter charges for a cow range between \$17 and \$25/animal and 25 to 32 cents/lb for cutting and wrapping. For a hog, charges vary between \$16 and \$25/animal and 22 to 30 cents/lb for cutting and wrapping or \$45 for both slaughter and wrapping. For a lamb, fees range between \$12 and \$14/animal and 22 to 25 cents for cutting and wrapping or \$25 to \$40 for both slaughter and wrapping (Question 3).

### ***3. Slaughterhouse Operators Under USDA Inspection.***

Response of slaughterhouse operators under USDA inspection can be found in Appendix 12. Summary of responses is shown in Table 5. From this table, it is apparent that most slaughterhouses operate year round (Y) (Question 1), while one was somewhat seasonal (S), and the other was on demand (D). Most operators (75%) did not favor a state meat inspection program (Question 6). They are not concerned that their profits will be adversely affected by a state meat inspection program, as long as the inspection by state and federal inspectors is the same (Questions 8 & 12). In their view, it is important that everyone be working on an even playing field.

As to the possibility of charges being associated with the state inspection, the reaction was that it would not concern them, because they intended to stay with the USDA program (Question 7). However, some operators felt that because no charges were present with the previous state program, why should it be different now? They all stated that there was some recovery of expenses by selling animal hides, but it was rather minimal (Question 9). It may be surprising to note that no respondent felt constrained by requests for custom or specific cutting and wrapping (Question 11), although several livestock producers complained bitterly that cutting and wrapping was not done to their satisfaction by some processors. One particular livestock producer was not satisfied with the workmanship of one federally inspected slaughterhouse. Workmanship and presentation of products for resale is very important.

Fees for slaughter of beef range between \$20 and \$25/head and 30 to 38 cents/lb for cutting and wrapping. A hog costs \$20 to \$30/animal and 20 to 39 cents/lb for cutting and wrapping or \$60/hog. For slaughtering a lamb, charges are \$12 to \$20/animal and 20 to 30 cents/lb of cutting and wrapping or \$30 to \$50/animal.

Table 5. Reaction by slaughterhouse operators under USDA inspection to introduction of a state meat inspection.

Response	Interview Question Number						
	(1)	(6)	(7)	(8)	(9)	(11)	(12)
Positive	6 Y	1	-	-	8	-	-
Neutral	1 S	1	3	7	-	8	7
Negative	1 D	6	5	1	-	-	1

- (1) Is your operation 40 hours a week, year round?  
(6) Are you in favor having a state meat inspection program?  
(7) What is your reaction to the possibility that state inspection may have charges associated with it?  
(8) How will your operation be affected by state meat inspection program?  
(9) Do you recover some expense from animal hides?  
(11) Any constraints with the type of cuts and packaging local customers request?  
(12) How would you expect your profits to be affected by state meat inspection program?

#### 4. Processors Under USDA Inspection.

Data collected are shown in Appendix 13. The response of individual processors to the same question varied sufficiently to make it cumbersome to group these responses. Nevertheless, a rough grouping is given in Table 6.

Table 6. Reaction to introduction of a state meat inspection by processors under USDA inspection.

Response	Interview Question Number									
	(4)	(5)	(6)	(7)	(8)	(10)	(12)	(13)	(14)	(15)
Positive	3	-	1	-	-	1	4	3	2	13
Neutral	3	4	2	-	7	2	5	10	7	-
Negative	6	9	10	13	6	7	4	-	4	-

- (4) Are you in favor having a state meat inspection program?  
(5) What is your reaction to the possibility that state inspection may have charges associated with it?  
(6) Will state inspection make you more competitive?  
(7) Will state inspection allow you to enter other markets?  
(8) How will your profits be affected by a state meat inspection program?  
(10) Can you meet market demand with available Maine-raised meat supply?  
(12) What is your impression of Maine-raised meat quality?  
(13) What customer comments do you hear about Maine-raised meat?  
(14) What do you expect the impact of a state inspection to have on quality, cost, and supply of Maine-raised meat?  
(15) Would you purchase Maine-raised meat?

In general, it appears that meat processors under USDA inspection do not favor state meat inspection (50%) and, not surprising, they do not support (75%) a fee for the service (Question 4 & 5, respectively). While some indicated that they do not intend to enter a state inspection program, others felt that such a fee is no help to the industry. Since no fee was present in the previous state inspection program, why would one have to charge the industry now?

Only one processor indicated a state meat inspection would be useful (Question 6), but that was to assure that all the meat in the State be inspected. No one felt that state inspection will make the business more competitive (Question 7). While 54% of the processors felt their profits would not be affected, some 46% felt that their profits may actually drop (Question 8). The

reason for the latter was that if state inspection were “slap shot” (superficial), it may give their new competitors unfair advantage. If the State adheres to its statement that state inspection will be at least as good as the federal inspection, then there will be no unfair advantage and the playing field will be the same.

Question 10 was understood differently by different individuals. In their response some seemed to be assessing whether Maine-raised meat could supply local meat consumption and others may have been thinking whether Maine-raised meat is adequate to supply customer demand for locally raised product. Consequently, one individual responded positively and two did not have adequate experience to answer the question, probably thinking in terms of customer demand for Maine-raised meat. The other seven respondents were perhaps thinking in terms of Maine livestock producers and their capability to satisfy the meat market of the State.

Response to Question 12 indicates that the product quality is not consistent. Some product is excellent and some is not. Since a processor depends on consistent high quality, several respondents were not satisfied with Maine-raised meat. They stated that customers dedicated to Maine product will be satisfied most of the time and will so indicate (Question 13). The remainder of the processors had no experience with Maine-raised meat and their customers likewise could not react to such a product.

It is apparent that some processors were uneasy with a state meat inspection program and therefore reacted negatively to Question 14. But if the inspection proves to be consistent with the inspection principle and from now on adheres to the HACCP principles, the playing field would definitely be equal. It is important to note that all processors were interested in supporting local business (Question 15), although some were limited in their choice, since they were selling their product out of State. If processors wanted to use state-inspected product for local sale, it may cause havoc to keep federal and state inspected products separate.

As far as purchases are concerned (Question 9), processors sell between 20 and 100% of their product in Maine, between 1 and 80% outside of Maine and none is sold in Canada. Purchases of meat and meat products (Question 11) varied between 0 and 50% purchased in Maine, 35 to 100% purchased from outside of Maine, and between 0 and 50% was purchased in Canada and other countries.

## ***5. Processors Not Under USDA Inspection.***

Meat processors in this category are essentially retailers. Individual responses are presented in Appendix 14 and summarized in Table 7. From this table it is apparent that the processors' view of state inspection is not uniform (Question 4), some were in favor of such a program but the majority were either neutral or opposed. None (Question 5) felt that inspection fees should be covered by the industry. While some of the processors felt that state inspection may make them more competitive (29%) or positively increase their profits (33%), the majority (64% and 67%, respectively) felt that inspection would not have any effect (Questions 6 & 7). It is interesting to note that while some processors felt that a state inspection program may positively affect their profits (Question 8), others were concerned that inspection will bring with it additional costs reducing the profit that they currently have.

Being retailers, these businesses sold all their product locally (Question 9). As far as their purchases are concerned (Question 11), 86% of respondents purchased meat from a Midwestern distributor of between 50% and 100% of the product or on the average about 94% (some of which came from Canada). Only two meat retailers indicated that they purchased all meat locally, but they may have been thinking of the “local” distributor.

Table 7. Reaction to introduction of a state meat inspection by processors not under USDA inspection.

Response	Interview Question Number									
	(4)	(5)	(6)	(7)	(8)	(10)	(12)	(13)	(14)	(15)
Positive	6	-	4	4	3	3	3	2	1	8
Neutral	4	2	1	-	5	3	7	9	8	2
Negative	6	12	9	8	5	7	2	2	5	3

(4) Are you in favor having a state meat inspection program?

(5) What is your reaction to the possibility that state inspection may have charges associated with it?

(6) Will state inspection make you more competitive?

(7) Will state inspection allow you to enter other markets?

(8) How will your profits be affected by a state meat inspection program?

(10) Can you meet market demand with available Maine-raised meat supply?

(12) What is your impression of Maine-raised meat quality?

(13) What customer comments do you hear about Maine-raised meat?

(14) What do you expect the impact of a state inspection to have on quality, cost, and supply of Maine-raised meat?

(15) Would you purchase Maine-raised meat?

As to whether the supply of Maine-raised meat can satisfy local demand, respondents may have interpreted the question differently (Question 10). As far as quality of Maine-raised meat, responses varied considerably (Question 12). The general feeling is that some farmers produce good quality meat and others do not. Those businesses that handle Maine-raised meat were more positive about the product than those without such experience (Question 13). The later felt that state inspection may have a negative effect on quality of meat product (Question 14), while those that had some experience were not concerned or at least were neutral. Most processors were in favor of supporting local businesses, although some felt that they were tied to buying federal-inspected meat (Question 15).

## Discussion.

### *Livestock Producers.*

Although there was no direct objective in the study to address livestock producers' role in meat production, processing, and sale, the fact that a list titled "Livestock Producers Selling Meat" was included in businesses to be interviewed, requires evaluation of this segment of the meat industry.

There is no doubt in the investigator's mind, that there is a significant shortage of USDA inspected slaughterhouses. In fact, there may be a general shortage of slaughterhouses in the State, especially since several were recently closed. This shortage appears to have become more acute, as more livestock producers enter a retail business, especially because of an increasing demand for "natural" and "organically" raised meat. And, in the words of some farmers, slaughterhouse operators are sufficiently certain of themselves, that some of them closed their operations for a period of time to engage solely in butchering moose and deer during the hunting season. There is no doubt that the livestock producers critically depend on the slaughterhouse availability.

No one disputes that Maine livestock producers can not supply the demand for meat in the State (Appendix 6). Furthermore, most farmers admit that they can not compete with prices of meat coming from the Midwest. However, an affluent local population and influx of tourists have increased the demand for locally raised meat willing to pay a higher price (Appendix 8). The difficulty arises in that not all locally raised livestock is of equal quality. This point is extremely important, and although it is recognized by many, there are those who chose to ignore

it. If all members of the livestock industry do not attempt to adhere to a high quality standard, the slowly emerging market for natural and organic meat of the State of Maine can be seriously damaged (Appendix 7).

The Department of Agriculture had a traditional role of assisting the livestock producers through regulations, inspection, and to some extent marketing. This approach was effective when the livestock industry represented one segment of agriculture. Treating each segment of agriculture as a unit may still work for the potato or blueberry industry, with added service in marketing. However, the Maine livestock industry is now characterized by various sub-sectors, each with a unique set of issues and opportunities.

As stated above, there is an emerging market for a higher priced Maine-raised meat. It is important to nurture this market, because it may be lost through negligence to other aggressive states. It is not only important to nurture this market, but also to bring it to maturity. While naturally and organically raised beef, pigs, and lambs are very important components, deer and other animals appearing as Maine's "livestock" are of very high market value with a high potential which can also bring the industry significant revenue.

For the livestock industry to be successful, the Department of Agriculture needs to address certain issues:

- provide information for the livestock producers in raising high quality animals with optimal economic returns
- assure slaughterhouse availability and accessibility through loans and grants
- provide continuous marketing and promotion using Department of Agriculture Logo

In addition these efforts need to be more strongly supported by the University Extension Program.

The outcry to re-introduce state meat inspection is understandable in view of the severe shortage of accessible slaughterhouse, but what is the real objective? A clear objective is accessible slaughterhouse facilities with reasonable prices and good service. This objective may be achieved by assisting the slaughter industry with loans and/or grants to build or upgrade existing facilities to USDA standards regardless whether state meat inspection is re-introduced or not. Potter (Appendix 6) expressed a similar view.

Some individuals feel that it is too costly to build or upgrade facilities to USDA standards in Maine's economy. Part of the difficulty is that USDA field inspectors do not provide correct information in the field, because they either do not correctly interpret or describe existing policy to the processors. There is also some misunderstanding of information circulating among livestock producers. For example, the federal inspection is not free for all farm animals i.e. lamb. One must also realize, that even USDA regulations change, and sometimes these do not require additional revenue. It may be surprising to learn that a separate shower is required only for a resident USDA inspector. In some cases, certain exemptions have been granted by USDA, because they were grandfathered when switching over from State to USDA inspection. It is also important to be aware that regulations are updated and sometimes require less expenditure.

The most recent changes in regulations by USDA are under the acronym HACCP (Hazard Analysis Critical Control Point). This does not require a \$30,000 initial expenditure nor does it add a \$30,000 annual burden to the processing facility, unless the operation is so large that a person must be hired to do nothing but take care of the paperwork. And, should State legislators approve state meat inspection, the regulations will have to be the same as those of USDA, including the HACCP plan, because that is how the federal law is written.

The unfortunate situation in the State is that livestock producers need relief now, regarding accessibility of slaughterhouses, as the market for local meat is growing. Several producers were very determined to open their own slaughter facility very soon. The same is true with some of the custom slaughterhouses that were willing to upgrade their facility. The Department of Agriculture and the Maine Legislature should work together to facilitate these efforts.

It is also clear from interviewing slaughterhouses and meat processors under USDA inspection, that they are not in favor of a state meat inspection program, but they do not oppose it. Their primary concern is that state meat inspection will not place the same requirement on state-inspected facility and therefore give the new group an unfair economic advantage. Since that condition is not likely to occur, the existing businesses under USDA inspection have nothing to fear. Consequently, strategic locations for “new” slaughterhouses must be identified and plans made to assist the local economy in making slaughterhouse services available in those areas.

A vibrant market depends as much on market demand as it also depends on well-organized supply. The strength of an area supplying a given agricultural product will reflect economic, social, and cultural character of the area. If people in an area do not deal with one another or are suspicious of one another (Appendix 6), it will be difficult for them to compete with another area or state, where the community is better organized and works together.

Most slaughterhouses are very busy in the Fall, because traditionally farmers slaughter their animals in the Fall. Partially it is a habit, which comes from the fact that animals were grazed all summer and are ready for slaughter in the Fall. This habit and convenience causes congestion at the slaughterhouses. It is very important for livestock producers to realize that they need to adjust by scheduling slaughter throughout the year as much as possible. This would not only relieve pressure on the slaughter facility and allow for an occasional exception, but would also make life easier for the slaughterhouse operators. Although strong economy and effective competition keeps a market healthy, it appears that attention paid to the survival of slaughterhouse operators will in turn help the livestock community. Perhaps the Department of Agriculture and the Extension Service could provide some guidance in this area.

Another alternative, as mentioned by one livestock producer, is the creation of livestock producers’ co-op. Such a group could arrange to have access to an inspected slaughterhouse under contract conditions. This arrangement would assure service that farmers so critically need, not only in timing of the slaughter, but also in terms of having the product prepared in the most appealing and presentable form for the customer.

Visiting the Portland Public Market can provide ideas and understanding how the retail market works. It is essential that product be of consistent high quality. While hamburger in a supermarket may sell at \$2.00/lb, at the Portland Public Market it can go for \$3.99/lb. The approach and presentation is to sell an “idea” and with it a high quality product. Here “presentation” and “idea” are extremely important. Adapting this approach to products sold by individual farmer, is not an easy task, but a method can be worked out and experimented with. It certainly will be worth the effort.

The State Agricultural Logo will help in promoting agricultural products, as many livestock producers pointed out, but, by itself, the logo is not going to succeed. A customer will not return for a particular product time and time again, simply because the product was raised in Maine. The fact that the product was raised in Maine will be only one of the factors. One must not forget that the market and the customer can be very brutal and customer loyalty can readily



change. Consequently it takes skill, effort, and consistent high quality product to keep the consumer coming back (Appendix 7).

#### *Objective A.*

Most slaughter facility operators are interested in entering a state-inspection program if there is an incentive. Some custom slaughterhouses are very successful, because their customers like the work they are doing. These slaughterhouses are not necessarily interested in becoming State inspected. Others do not wish to have someone looking over their shoulder all the time. It is important to note that some livestock producers will use two different slaughterhouses for two different animals, even though one may be relatively far, because of variation in the workmanship done on the different products.

Obviously, it is important to assess the geographic distribution of livestock producers and custom slaughterhouses before selecting a facility or facilities for upgrading. Nevertheless, as implied above, it would be better to select a facility that is popular and only 30 to 60 minutes further from a strategic center, rather than selecting the one that is not popular, just because of its geographic location.

#### *Objective B.*

A mobile slaughter facility is more suitable for smaller animals, such as lambs, deer, and perhaps pigs. A very important factor in determining its use is whether such a facility will be approved by USDA/State inspection, since both inspections must use the same strict regulations. Furthermore, can the product be sold in and out of State? In addition, one must closely examine all factors associated with such an operation:

- number of animals to be slaughtered on a single day
- offal disposal
- further processing of slaughtered animals
- availability and capacity of refrigeration and freezing

Whatever decision is planned it was apparent that there was little support for a mobile slaughtering facility.

#### *Objective C.*

Most custom slaughterhouse operators were interested in upgrading their facility because they hope to operate year round. Seasonality will persist to some degree, but it is likely to be less so in a slaughterhouse under inspection, whether by USDA or the State. Many expressed interest in upgrading in order to be able to sell meat from their facility. While this idea is acceptable in principle, one should not overlook comments by several livestock producers, who are suspicious of slaughterhouses selling meat. Furthermore, human nature being what it is, the slaughterhouse operator may in time become more interested in selling his product than satisfying his customer who plans to sell similar or identical products.

To assess the potential market for custom slaughterhouses upgraded to retail standards is very difficult. Such an assessment requires many pieces of information, many of which are not readily available from the community. A prime example may be the discrepancy between statistics gathered by this study and data provided by government agencies (Table 2 and associated discussion).

#### *Objective D.*

A draft language for establishing legislative Maine Meat Inspection Act may only be prepared once the decision by the Department of Agriculture has been made to move into that direction. There are many corollary decisions that must be made by the Department, which will be part of the language of the legislative act.

#### *Objective E.*

Should the Department choose to enter into a cooperative agreement with USDA, then perhaps two state inspectors, with a consulting veterinarian basis, may be able to keep four slaughterhouses in operation. Such an arrangement may cost the Department \$250,000 annually. It may be useful to at least initially charge a nominal fee (more for large animals and less for smaller, say between \$5 and \$10) as the slaughtering fee, which could be shared between the butcher and the farmer. These fees may generate about \$5,000 or more annually (based on data in Table 2). With reimbursement of \$125,000 from the federal government, the State will have a net cost of about \$120,000.

Should the Department move in the direction of USDA/State inspection, some livestock producers recommended that some kind of monitoring system be implemented to determine the revenue that the operation generates. If such an inspection were to generate \$120,000, then the State's slaughter fee must be immediately discontinued.

Another approach would be to consider the effect of a \$125,000 State grant to the industry to upgrade appropriate custom slaughterhouses to USDA requirements. Should one or more facilities decide to upgrade, costs for an inspection program would change accordingly.

#### *Objective F.*

Ideally, it would be best to adopt a USDA/State inspection system as presently operated in Vermont. It may be possible to have some arrangements that would be even more flexible, since the introduction of HACCP is expected to make inspection less "stressful" on the slaughterhouse operators and perhaps the inspectors as well. With this objective in mind, it may be possible to have a USDA veterinarian assist state meat inspection program on "contractual" or "exchange" basis. In the latter case, state inspectors on duty could substitute for USDA inspectors, or vice versa, when either program happens to be short on available personnel.

#### *Objective G.*

Working with producers, processors, and retailers to increase the volume of Maine-produced meat product for the retail market is a long-range activity and could not be undertaken while this study was in progress. Nevertheless, it is essential that livestock producers be well versed in raising livestock of high quality with high economic efficiency. They must be aware of the importance of product presentation and be sensitive to interaction with slaughterhouse operators and the customers. It is also essential to have crisis control, just in case some unforeseen difficulty arises, to prevent collapse of the market.

#### *NAFTA's Role.*

North American Free Trade Agreement may have an effect on Maine livestock production and sale and therefore should be closely watched. From the interviews, it appears that few cattle are sold in Canada, with the processed meat coming back in, although government statistics indicate that a much larger animal population is involved. One processor buying meat

from a Midwestern supplier pointed out that some of the product is stamped as produced in the US and some as produced in Canada. He has no control over which product he gets. This processor complained that Canadians come to Maine and pay more for cattle than local buyers and then sell meat to US at a lower price.

In another case a hog producer is slaughtering 20 animals a week. So far he has been unable to sell his product in Canada. The above mentioned farmer is pursuing through the Maine Congressional delegation the question why pork is imported into Maine but can not be exported to Canada. It may be of interest to note that the hog producer in question is a fifth generation farmer in Maine and is now looking for a full time job to keep his farm from going under.

From this study it is apparent that significant amount of processed pork is bought from Canadian suppliers.

Above discussion addressed the primary issue of this study, implementation of a State Meat Inspection Program. Other relevant issues were raised in the various interviews, but could not be fully explored during this study. These issues are contained in the interview responses presented in Appendixes 10 to 14.

### ***Program Implementation.***

The need of livestock producers for accessible slaughterhouses and quality service at reasonable cost can be achieved by at least two different means, either

- provide funds to build and/or upgrade several custom slaughter facilities and retain USDA inspection program, or
- provide funds to build and/or upgrade several custom slaughter facilities and implement a State Meat Inspection Program alongside the USDA program

The later arrangement is currently in practice in Vermont and provides a seamless relationship between the two systems.

A State inspection program is considered by many to be more suitable for small operations, while federal inspection is more appropriate for large operations. There are however more innate factors attributable to a state program, which appeal to farmers, some processors, and most customers. Such a program is also more suitable to go hand-in-hand with a state logo. A state inspection program will provide an aura to the state logo, will provide product recognition, and will be more appealing to the consumer. In short, a state program is likely to be more complementary with other factors (Agricultural Logo) that will act to enhance the long term viability of this sector of the economy. A federal program could, in theory, serve the same purpose, but there is a greater likelihood at success with a state program with its closer proximity to local conditions and opportunities.

The state inspection program need not be very large, two inspectors may serve the purpose of having a state program. Federal inspection program, in turn, need not be viewed as an opposing operation. Instead, the federal program must be viewed as integral part of state activity and in some way play a bolstering role. In fact, having a USDA veterinarian in the state program, under some agreement, will have a far reaching effect of making the two programs seamless.

While both programs must meet all federal safety standards to the same degree, the state inspection will most likely be more responsive to local needs. Laws implemented are likely to sound more amenable to the local industry and the legislators will play a more significant role in the industry's growth. The program will certainly be more responsive to the needs of local industry with shorter communication lines and faster response, without jeopardizing consumer

safety. Under no circumstances should anyone view either program to be inferior to the other, because with time the State must reach with USDA a “seamless” inspection. No one should assume at any time, that a processor not meeting specific regulations can call his legislator and have the regulation revoked. Both inspection programs, according to law, must be equally stringent and consistent.

Before a state inspection program can be implemented, the proposal must be submitted to the Secretary of Agriculture for approval. After approval and implementation it may not be forgotten that the Secretary retains full authority over the state program. Should at any time a review of the state program reveal non-compliance with the law, the Secretary can suspend or revoke the program.

# *Appendixes*

**Livestock Producers Selling Meat**

Business Name: _____	Telephone: _____
Person Interviewed: _____	Title: _____

*No individual respondent will be identified in the final report. Any question considered proprietary does not have to be answered.*

- While chickens processed under the USDA program can be sold in state and across state lines, state inspected chickens can only be sold within the state. Similar law is considered for the beef, pork, and lamb processing.
  - State Meat Inspection may include inspection of game meat. Such an inspection will give the consumers the 'confidence' they frequently seek.
  - A State Meat Inspection Program will require the processor to develop a HACCP Plan.
1. What animals are you raising? How large is your herd? Are these organically raised animals?
  2. How many animals do you slaughter or sell for slaughter annually?
  3. What percent of these are slaughtered in Maine? In other states? In Canada?
  4. Is the meat sold in Maine? In other states? In Canada?
  5. Are you in favor of having a State Meat Inspection Program?
  6. Will you be willing to pay for this service?
  7. Should a State Inspected Program entice some of the custom slaughterhouses to enter the inspection program, creating slaughter facilities closer or more accessible to you, would this in turn improve your profitability?
  8. Would you use State inspected slaughterhouse if available?
  9. Would a mobile slaughter facility be useful to your operation and would you be willing to pay for such service?
  10. Would you establish your own slaughter plant if a State Inspection Program were implemented?
  11. Would you establish your own processing plant if a State Inspection Program were implemented?
  12. Would you increase the size of your herd with a State inspected facility close by?
  13. How much would you predict your gross income to increase with a State Inspection Program?  

0% \_\_\_\_ 10% \_\_\_\_ 20% \_\_\_\_ 30% \_\_\_\_ 40% \_\_\_\_ 50% \_\_\_\_ 100% \_\_\_\_  
\$1,000 \_\_\_\_ \$2,000 \_\_\_\_ \$5,000 \_\_\_\_ \$10,000 \_\_\_\_ \$20,000 \_\_\_\_ \$ 50,000 \_\_\_\_  
Decrease \_\_\_\_
  14. How would you expect your profits to be affected by a State Inspection Program?
  15. What other benefits, if any, would a State Inspection Program have for your business?
  16. Additional comments?

Custom Slaughterhouse

Business Name: _____	Telephone: _____
Person Interviewed: _____	Title: _____

*No individual respondent will be identified in the final report. Any question considered proprietary does not have to be answered.*

- While chickens processed under the USDA program can be sold in state and across state lines, state inspected chickens can only be sold within the state. Similar law is considered for the beef, pork, and lamb processing.
  - State Meat Inspection may include inspection of game meat. Such an inspection will give the consumers the 'confidence' they frequently seek.
  - A State Meat Inspection Program will require the processor to develop a HACCP Plan.
1. What animals are you presently slaughtering? How many of these are organically raised animals?
  2. How many do you handle each year?
  3. How much do you charge per animal (cow, hog, sheep, deer...)?
  4. Can you recover any of your expense from animal hide and other parts?
  5. How many animals are you expecting to slaughter with the implementation of a State Inspection Program?
  6. Are you in favor of having a State Meat Inspection Program?
  7. If this service carries a price tag, how will you handle that?
  8. Would you be interested in operating a mobile slaughter unit and how could the original investment and the operation be covered?
  9. Will a State Inspection Program make your operation more competitive?
  10. How would you expect your profits to be affected by a State Inspection Program?
  11. How much do you estimate it would cost to bring your facility to USDA requirements?
  12. Do you have the means to obtain funds for such an upgrade?
  13. Are you willing to have a consultant evaluate your facility and provide cost free estimate for required upgrading?
  14. Additional comments?

Slaughterhouse Under USDA Inspection

Business Name: _____	Telephone: _____
Person Interviewed: _____	Title: _____

*No individual respondent will be identified in the final report. Any question considered proprietary does not have to be answered.*

- While chickens processed under the USDA program can be sold in state and across state lines, state inspected chickens can only be sold within the state. Similar law is considered for the beef, pork, and lamb processing.
  - State Meat Inspection may include inspection of game meat. Such an inspection will give the consumers the 'confidence' they frequently seek.
  - A State Meat Inspection Program will require the processor to develop a HACCP Plan.
1. Is your operation full time (40 hr week), year round?
  2. What percent of animals do you buy in Maine? Other states? Canada?
  3. What percent of the product stays in Maine? Goes to other states? Goes to Canada?
  4. What animals do you slaughter? How many of these are organically raised?
  5. How many animals are you slaughtering annually?
  6. Are you in favor of having a State Meat Inspection Program?
  7. Such service may have a price tag. What is your reaction to such charges?
  8. How will your operation be affected by a State Meat Inspection Program?
  9. Do you recover any of your expenses from animal hides and other parts?
  10. How much do you charge per animal (cow, deer, sheep, hog ...)
  11. Any constraints with the type of cuts and packaging local customers request?
  12. How would you expect your profits to be affected by a State Inspection Program?
  13. Additional comments?



## Processors Under USDA Inspection

Business Name: _____	Telephone: _____
Person Interviewed: _____	Title: _____

*No individual respondent will be identified in the final report. Any question considered proprietary does not have to be answered.*

- While chickens processed under the USDA program can be sold in state and across state lines, state inspected chickens can only be sold within the state. Similar law is considered for the beef, pork, and lamb processing.
- State Meat Inspection may include inspection of game meat. Such an inspection will give the consumers the 'confidence' they frequently seek.
- A State Meat Inspection Program will require the processor to develop a HACCP Plan.

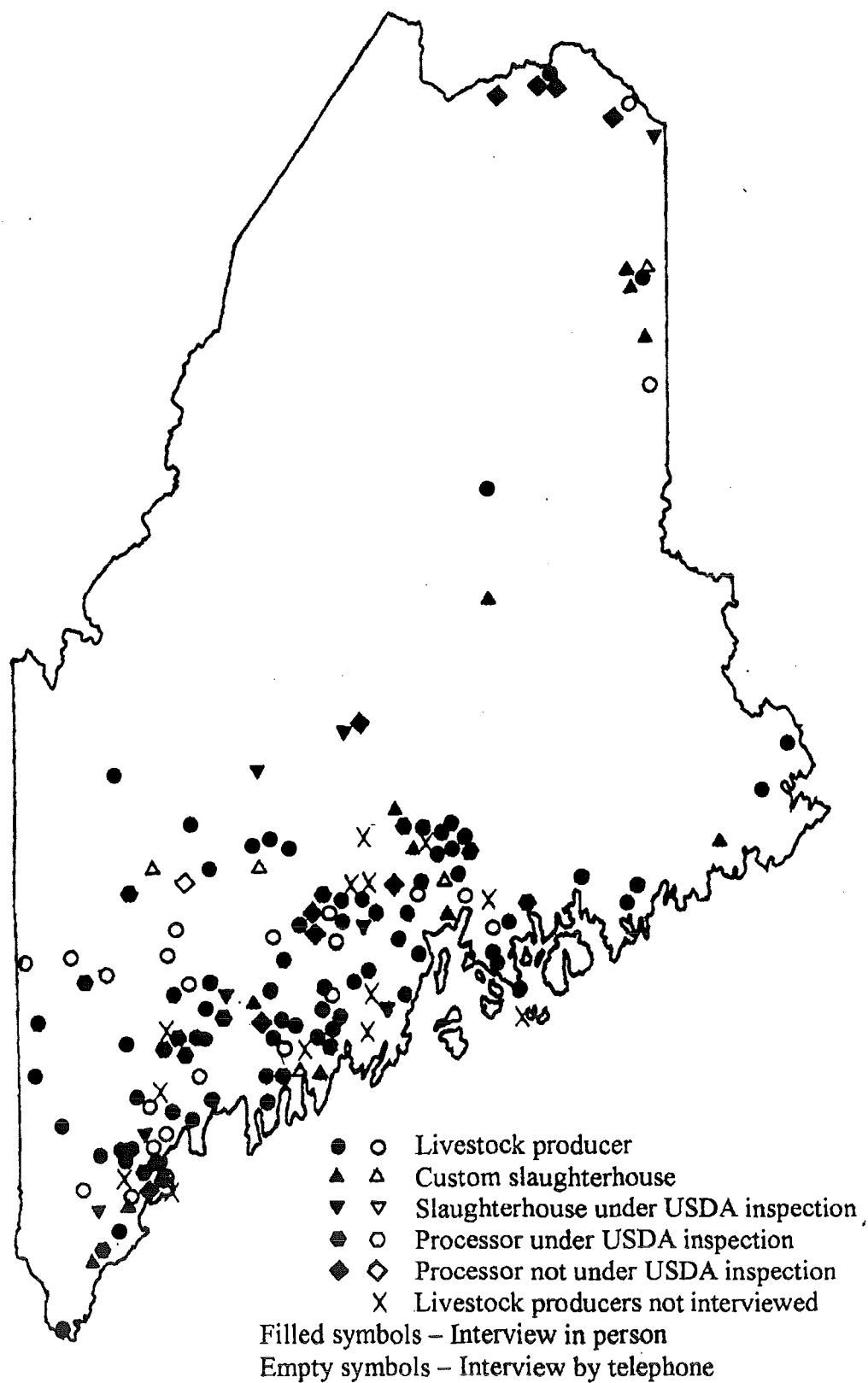
1. What animal meat are you handling? How many of these are organically raised?

2. Which are your top three (3) major customer categories?		3. What are your top three (3) major products?
Maine year-round restaurants	C	
Maine seasonal restaurants	D	
Maine public schools	E	
Maine colleges	F	
Maine nursing homes	G	
Maine hospitals	H	
Maine churches	I	
Special events, such as special dinners/affairs, etc.	J	
Maine/New England large chain stores	K	
Small independent Maine stores	L	
Gourmet retail stores in Maine	M	
Seasonal yachts, schooners, etc.	N	
Civic centers	O	
Social clubs	P	
Other category	Q	

4. Are you in favor of having a State Meat Inspection Program?
5. Such service may have a price tag. What is your reaction to such charges?
6. Will State Inspection Program make you more competitive in the existing market?
7. Will State Inspection Program allow you to enter other markets that you are currently not serving?
8. How would you expect your profits to be affected by a State Inspection Program?

9. How much of your product do you sell (or is sold) in Maine? In other states? In Canada?
10. Can you meet market demand with available Maine-grown meat supply?
11. What percent of meat do you buy in Maine? In other States? In Canada?
12. What is your impression of Maine-grown meat quality?
  - Tender \_\_\_\_
  - Consistent quality \_\_\_\_
  - Consistent cuts/uniformly sized \_\_\_\_
  - Affordable \_\_\_\_
  - Price competitive \_\_\_\_
13. What customer comments do you hear about Maine-grown meat?
14. What do you expect the impact of a State Meat Inspection Program to have on the quality, cost, and supply of Maine-grown meat?
15. You would purchase Maine-State inspected meat and meat products:
  - a. to meet customer demand \_\_\_\_
  - b. to strengthen Maine agriculture \_\_\_\_
  - c. to secure fresh, quality product \_\_\_\_
  - d. to deal directly with producers you know \_\_\_\_
  - e. your experience has shown a price advantage for locally grown meat \_\_\_\_
  - f. you are strongly in favor of supporting Maine small business \_\_\_\_
  - g. other reasons \_\_\_\_\_
16. Additional comments?

11/4/1999



*Businesses Interviewed Across Maine by Category*

## *Appendix 6.*

Deanna Potter  
Cooperative Extension  
University of Maine  
13 Hall Street  
Fort Kent, ME 04743  
834-3905

- Farmers will not buy calves or cattle from one another. How can a healthy market develop in such an atmosphere?
- At an auction half of the calves were purchased at a high price and for the rest a significantly lower price was offered. Owners of the poorer quality calves were upset.
- One 1,200-lb steer can yield 700 lb of meat. To feed Maine population at 68.4 lb/person annually will require 143,000 head of beef annually. Maine livestock producers sell annually less than 5,000 head of cattle.
- Livestock producers will buy calves outside the State of Maine, raise to market size, and sell in Ontario, New Brunswick, or Pennsylvania.
- A buyer from Arizona is coming annually to Maine to buy calves to raise for the meat market.
- Why introduce state meat inspection? Why not assist some custom slaughterhouse to upgrade to USDA standards?
- Should the state government build a slaughterhouse for \$200,000? Will there be enough livestock to keep such a slaughterhouse busy 40 hr a week, year round? And where should this slaughterhouse be built?

*Portland Public Market*

Ted Spitzer  
25 Prebble Street  
Portland, ME 04101  
228-2004

- Selling Maine products gives background awareness.
- Changes consumer patterns.
- Products frequently much more expensive.
- Customer base very diverse – many wealthy customers.
- You do not have to be wealthy to care about product quality.
- Special marketing creates value.
- Creates consumer confidence. Food safety problems are afar, not here at home.
- Products must be branded as in the case of Wolf Neck Farm's products.
- Quality is the overriding factor.
- Most people feel that cheap food is God given right.
- In the Portland Public Market turkey meat sells for \$2.95/lb while in the supermarket it costs \$0.49/lb. Other items may not have similar mark-up.
- Old fashioned models need not be followed. Our merchants sell hamburger meat for \$3.99/lb while in the supermarket they can get hamburger for \$2.00/lb.
- Food need not be looked as a commodity but a unique product.
- As far as state meat inspection is concerned, one needs to closely examine what is the precise goal and it must be clearly defined.
- One must examine the effect of glorifying and promoting Maine-raised products.
- A unique approach was used in New Jersey, promoting local products as "Jersey Fresh".
- There is no room for quality variation.
- The market place and the customer can be brutal and their support may be short lasting.
- Significance of inspection and marketing need to be closely examined.

PLEASANT VALLEY ACRES  
BETTY WEIR-OWNER  
P.O. BOX 474  
CUMBERLAND CENTER, MAINE  
PHONE: (207) 829-5588 04021

*Dec 6-1999*

To:  
Bohdan M Slabyj, Ph.D., Consultant  
43 Robinhood Drive  
Brewer, Maine 04412

Dear Dr. Slabyj:

Thank you for listening to my concerns about the lack of processing for meat in Maine.

New England Agricultural statistics states that Maine's per capita consumption of red meat is 112 lbs

Maine's population is 1.2 million making consumption per year of 134.4 million pounds

Maine produces only about 5% of the meat consumed in the state.

The New England Ag Statistics shows 60,000 beef and dairy animals *in Maine*  
Divided as 500 dairy herds  
800 cattle herds

The pinch comes when there are only 7 or 8 slaughterhouses in the state. Many farmers are traveling 3 hours each way to have their animals processed under USDA inspection so they can sell meat. Recently the largest processor went out of business so it has been almost impossible to get animals processed at all.

There is an excellent market in Maine for red meat. The Maine farmer should be allowed to get a ~~it~~ slice of the market.

I am not sure any of this information will be of use to you but thank you for listening.

Sincerely,

*Betty Weir*

cc: Deputy Commissioner H Jones

12/28/1999 14:19 207-757-8888

KATAHDIN TRUST OFK

Appendix 9  
PAGE 02

#	NAME	Town	Bees	Pigs	Sheep	Goats
1	Running - C-FARM	OAKfield	43	3	—	2
2	Louise Beaulieu	Monticello	8	30	5	—
3	Doug Morin	OAKfield	8	—	—	—
4	Ernest Buchalla	OAKfield	20	—	—	—
5	Rob Rutty	Island Falls	14	—	—	3
6	Glen Kennedy	Patten	40	—	—	—
7	A. Rush	Benedicta	80	—	—	—
8	ED McAUoy	Benedicta	60	—	—	—
9	Stan Maynard	OAKfield	50	—	—	—
10	Paul Gimond	Ft Kent	150	—	—	—
11	Lezime Thibeau IT	Silver Ridge	17	—	—	2
12	CARROLL CARON	New Canada	1000	—	—	—
13	mike Doody	CARIBOU	22	—	—	—
14	Chels Carwell	Dyer Brook	27	3	20	3
15	Leon Botting	Houlton	17	—	—	—
16	Justin lovely	Houlton	10	—	—	—
17	John Craig	Ashland	2	—	—	Red Deer 150 EST.
18	Gene Lawlor Jr	Smyrna Mills	96	—	—	—
19	Tim O'Donnell	Hodgdon	160	—	6	—
20	ERIC	Houlton	4	—	—	—
21	Randy	Hodgdon	60	—	—	—
22	Brent	Hodgdon	11	—	—	28
23	Larry SCOTT	Linnells	60	—	—	—

#	NAME	Town	Beef	Pigs	Sheep	Goats
24	Bill Hall	Amity	8	—	—	—
25	Rod Williams	Hodgdon	—	—	50	—
26	DAVID MOORE	Smyrna Mills	250	—	—	—
27	Kerry BARTlett	Oakfield	43	—	—	—
28	Jim Kinsin	Oakfield	—	—	100	—
29	mike Killian	Ladlow	12	2 sows	—	—
30	Frank Drew	Dyer Brook	10	—	—	—
1	Gerald Moore	Hodgdon	2	2 sows	6	4
2	Tony Scatze	Ashland	2	—	—	—
3	Kevin Mcker	Bridgewater	—	2 sows	2	3
4	Arnold Edmunds	North Amity	—	3	—	—
5	Steve Adams	Houlton	12	—	—	—
6	Bob Theriault	Saint Agatha	500	—	—	—
7	Dale Charette	Ft Kent	12	—	—	—
8	Yvial Adams	Houlton	60	—	—	—
9	Red Deer farm	Ladlow	<del>500</del>	—	—	Red Deer 150
2	Charles Kinney	Patten	6	150	—	—
1	Warren Grass	Mars Hill	—	100	—	—
2	Bel Farm	Mars Hill	50	—	—	—
3	Bob Berlock	Monticello	30	—	—	—



## ***Livestock Producers***

#### **Livestock Producer - 101**

1. We are rising sheep. We have 4 yews. The animals are raised naturally.
2. We slaughter about 6-10 animals annually.
3. All animals are slaughtered in Maine.
4. All the meat is sold in Maine.
5. Not in favor of state inspection if it brings additional controls and restrictions.
6. There should not be additional charges for state inspection.
7. Close-by slaughterhouse will not necessarily improve profitability.
8. We would not necessary use state inspected slaughter facility. The custom slaughter serves us well right now.
9. -
10. We would not establish our own slaughter facility.
11. We would not establish our own processing facility.
12. We would not increase our herd unless the price goes up.
13. We expect no change.
14. We would not expect our profits to change.
15. We expect no special benefits from a state inspected program.
16. We may be in favor of state inspection, if that will bring assistance to agriculture. In case of lambs, finding use for wool would be very helpful.

#### **Livestock Producer – 102**

1. We are raising deer and the herd has 200 deer. They are raised naturally.
  2. We slaughter about 20/year, but expect to increase annually.
  3. The animals are slaughtered in Maine only.
  4. -
  5. We are in favor or a state-inspection program, provided it will allow selling the meat in the state and across state lines.
  6. We are paying for inspection at this time and are willing to pay in the future, but we would like to have the same privileges as the beef industry.
  7. A close by state-inspected slaughter facility would increase profitability, because currently we have to pay \$150/trip.
  8. If a state-inspected slaughterhouse were available closer, we would use it.
  9. A mobile slaughter facility would be very useful indeed, provided the animal would be inspected and could be sold in the state and across state lines.
  10. We are not considering establishing a slaughter facility at this time.
  11. There is a possibility that we would establish our own processing facility in time.
  12. We were planning to increase our herd regardless whether there will be a state inspection program or not.
  13. Perhaps our gross profits will increase by about 30% if a good functioning state-inspection is implemented.
  14. We expect that our profits will increase with a state inspection program in place.
  15. Other benefits that we would anticipate is label recognition, breeding reputation, and a smoothly run inspection program.
  16. Beef inspection does not cost the processor or the consumer and game meat breeders would like to enjoy the similar treatment.
- Good inspection program may lead to selling the product in our own store and allow developing several products that would increase added value.

#### **Livestock Producer – 103**

1. We are raising 14 beef, naturally.
2. We slaughter 2 head a year.
3. More than half of the animals are slaughtered in Maine and the remainder in Canada.
4. The meat is mostly sold in Maine.
5. Yes, we are in favor of a state inspection program. The feds are too picky.
6. Inspection of beef slaughter by state should be paid the same way as that of the USDA inspected program.
7. We believe that a state-inspected program should improve our profitability.
8. We certainly would use a state-inspected facility if available.
9. -
10. We are planning to establish our own slaughterhouse regardless what the decision on state inspection.
11. Yes, we plan to have our own processing facility.
12. We would increase our herd with time.

13. We would expect our gross income to increase 2 to 5 fold.
14. We would expect our profits to increase substantially.
15. Other benefits may be compliance at a lesser cost.
16. If state inspection will have a price tag, it will not fly.

#### **Livestock Producer – 104**

1. We are raising beef and pigs. We have 6 sows and about 200 piglets. They are raised naturally.
  2. We slaughter about 5 beef and up to 200 pig annually.
  3. Half or 100 are slaughtered in Maine and the other 100 are shipped out of the state.
  4. The meat of 100 pigs is sold in Maine and of the other 100 pigs we don't know.
  5. Yes, we are in favor of a state inspection program. It is too long in coming.
  6. -
  7. If a state inspection facility were nearer it would most certainly improve our profitability.
  8. We would indeed use a state inspection facility if available.
  9. We may be interested in a mobile slaughter facility, provided USDA approves it.
  10. We would not establish our own slaughterhouse.
  11. We might establish our own processing facility.
  12. We would indeed increase the size of our herd.
  13. We would expect our gross income to double.
  14. We would expect our profits to increase with a state inspection program in place.
  15. Additional benefits that can be expected is that people on food stamps, the elderly, could buy meat without having to go to town, since frequently they do not have the means to travel.
  16. The state inspection program must be at least as good as that of FDA, one can not lower standards.
- If we do not get a state inspection program, Vermont meat will take over our markets. State inspection is likely to have shorter communication line and would be quicker.

#### **Livestock Producer – 105**

1. We are raising deer and elk. The herd is about 200 head. The animals are raised naturally.
  2. We slaughter annually 35 to 40 animals and the numbers are increasing.
  3. All animals are slaughtered in Maine.
  4. -
  5. We are in favor of a State Inspection Program, provided it will address producers needs.
  6. We are willing to pay a reasonable fee, provided there is more local control. There is no consistency in federal program. For instance, label approved by local inspector, followed by Washington office, when came to packing, local inspector "changed" his mind, requiring additional specifications on the label. This required a new set of labels.
  7. Slaughter facilities closer to the farm would increase profitability.
  8. If a State inspection facility were closer, possibly we would use it.
  9. A mobile slaughter facility would be very useful, provided the product could be sold across state lines.
  10. Possibly we would establish our own slaughter facility.
  11. Eventually we will establish our own processing facility.
  12. We are planning to increase our herd regardless whether the State Inspection Program is implemented or not.
  13. Can not predict gross income increase as result of State inspection.
  14. Profits may improve if competition among slaughter facilities will reduce processing cost.
  15. State inspection may improve sales through competition among slaughterhouses, may allow development of value added products.
  16. May help the small farmers of beef, hogs, and sheep.
- Small farmers could sell in 'pieces'.
  - Small farms may survive through diversity.

#### **Livestock Producer – 106**

1. We are raising 5 milkers and the herd is 14 in all.
2. In the future we may raise animals for slaughter.
3. None have been slaughtered in the past, except for personal use.
4. No slaughtered meat has been sold.
5. We will be in favor of State inspection, if we can sell the meat.
6. We would prefer for the state to cover inspection cost.
7. Perhaps State inspection would provide better control over the product to the point of sale.
8. If State inspection facility were closer we would use it.

9. We would not be interested in a mobile slaughter facility, because the number of animal slaughtered in the near future would not be very large.
10. We would not establish our own slaughterhouse operation.
11. It is doubtful that we would establish our own processing facility.
12. We would be inclined to increase the herd for slaughter, if we got the same assistance in raising animals as we are getting in mild production with MOFGA.
13. We have not idea what the gross income could be with a State inspection program.
14. We expect a State inspection program would increase profitability.
15. Additional benefits of a state inspection program would be that the animals would be more humanely treated and this may also have a positive effect on the product quality. Shorter trip to the slaughterhouse.
16. The State should be sensitive to farmers needs.
  - The inspections should be credible and accessible to small processors.
  - It is expected that state inspection is likely to be more farmer/producer friendly.
  - Maine Department of Agriculture has substantially shrunk and thus may not be aware of farmers' interest and needs.
  - Farm Bureau may not represent well some farmers

#### **Livestock Producer – 107**

1. We raise beef, lamb, and chicken. We have 45 head of cattle and 50 lamb/sheep. The animals are raised naturally, no hormones are used.
2. We slaughtered 42 lamb, 4 sheep, 10 beef, and 4 veal calves.
3. All animals are slaughtered in Maine.
4. All have been sold in Maine, except 4 or 5 lambs that were taken out of state and some beef by family and friends.
5. We are in favor of having state inspection, provided the product is sellable in state and across state borders. No need for unreasonable restrictions. Farmers' expenses are large enough without adding additional cost, such as paying for the inspections.
6. If processing in state becomes too expensive, people will ship animals out of state. Perhaps \$2.00/head may be acceptable cost for inspections. Presently there is no way to get rid of cull cows. Federally inspected facility charges \$40-50/lamb or \$1.70/lb for a 50-60 lb carcass. Beef cost \$0.34/lb for butchering and \$20.00/head for slaughter. Additional \$50/trip to the slaughterhouse.
7. State inspection facility may provide more options.
8. We would use state-inspected facility if it were closer.
9. Mobile slaughter facility will be very useful for handling lamb and possible beef. That would provide more humane treatment of animals, no stress due to moving, and possibly a better product.
10. We would not establish our own slaughterhouse.
11. We are not considering at the moment to establish our own processing facility.
12. We would not consider increasing our herd because of the state inspection program. The size of herd is now determined by the size of available fields.
13. We have no idea what the predicted gross income may be due to state inspection.
14. Marketing limits production. Processing facility would be more available. Easier scheduling for slaughtering the animals.
15. Ready availability of inspected slaughter facility could encourage smaller farmers to raise cattle.
16. Other farms around here are not on the list.

#### **Livestock Producer – 108**

1. We are rising sheep. Breeding yews 6. Animals are raised naturally.
2. Number of animals slaughtered is constantly decreasing. In the past we slaughtered 20 annually.
3. All slaughtered in Maine.
4. The meat is sold in Maine only.
5. We are interested in state inspection because it may reduce processing cost. We are not making any money. The feed is expensive and we can not pass the price to the customer, \$7.35/lb of chops is high enough. We pay \$42/animal for slaughter.
6. It seems that raising sheep is economical until you keep close records and examine your expenses.
7. Perhaps it may be profitable to raise lambs but it is hard to beat Colorado, where everything is on a very large scale. Still, we should have the advantage of not having to ship long distances.
8. We would use state-inspected facility if it will or promise it will reduce the cost of processing.
9. We are not really interested in a mobile slaughtering facility operation.

10. We are not interested in establishing our own slaughtering facility.
  11. We are not intending at this time to establish our own processing facility.
  12. We are not planning to increase our flock.
  13. We are not expecting our gross income to increase with a state inspection.
  14. We are not expecting our profits to increase with state inspection.
  15. We do not see any benefits from a state inspection.
  16. Some time ago we shipped our sheep to a Vermont co-op for slaughter, but apparently they are now out of business.
- To promote raising of sheep and to make it profitable it is necessary for the government to take an aggressive approach.

#### **Livestock Producer – 109**

1. We are raising beef, the herd is 129, and we raise these naturally.
2. We sold 129 head for slaughter.
3. The buyer does not disclose where he slaughters the animals.
4. We do not know where the meat is sold.
5. It does not matter to us whether there is a state meat inspection or not.
6. We are not interested in the program and therefore not willing to pay for it.
7. We can not tell whether state inspection would improve profitability.
8. If the price is better we may take our cattle to be processed at a state-inspected facility.
9. We would not be interested in a mobile slaughter facility.
10. We would not establish our own slaughter facility.
11. We would not establish our own processing facility.
12. We would not increase our herd because of state inspection. We will increase our herd if the market price makes it profitable.
13. Present activity does not depend on processing in the state. We slaughter only for personal use.
14. State inspection is not likely to change our profitability.
15. We do not expect any benefits from state inspection.
16. No additional comments.

#### **Livestock Producer – 110**

1. We raise pigs, beef and turkey. We have 8 pigs and 2 cows. They are raised naturally.
2. We raise piglets for sale, not for slaughter.
3. At times we slaughter one or two animals, which is done in Maine.
4. Meat slaughtered is primarily for personal use.
5. We would be in favor of a state inspection, but we need more details to make intelligent decision. An USDA inspected slaughter facility stamps our product "NOT FOR SALE", because the inspector was not there when the animal was slaughtered. This facility is no longer slaughtering pigs.
6. We would be willing to pay a moderate fee.
7. It is possible that a state inspection program could improve profitability.
8. We would use a state inspection facility if processing were reasonably priced. Closer location and moderate price increase would make it attractive. If we wanted the hide back, we were told it would cost \$60.
9. We would be interested in a mobile slaughtering unit, but is there a flash freezer available to make the processing efficient? The advantage is that the animal does not have to be moved and is less stressed. Although the unit is expensive, if 10 individuals were interested, the cost would not be that prohibitive.
10. We would consider establishing our own slaughtering facility.
11. We would consider establishing our own processing facility.
12. We are considering increasing our herd regardless of what action is taken on state inspecting.
13. We would expect our profits to increase by about 30%.
14. We would expect our profits to increase, assuming that advantages would work out.
15. We do not see any other benefits at this time.
16. No one is purchasing piglets this year to raise. This indicates that fewer people find raising pigs profitable. State inspection may be a bit more amicable.

#### **Livestock Producer – 111**

1. We are raising sheep and horses. Our herd of sheep is about 70 head. They are raised naturally.
2. About 12 are slaughtered or sold for slaughter and about 6 are sold for breeding, we have a pure breed of animals.
3. All animals are slaughtered in Maine.

4. All the meat is sold in Maine.
5. We are in favor of a state meat inspection.
6. Paying \$5.00 a head for inspection seems very high.
7. State inspection would improve convenience in that the slaughterhouse may be located closer.
8. We would use state-inspected slaughterhouse if available.
9. Mobile slaughter facility would be useful. In California workers come to the farm and slaughter the animals right there.
10. We would not establish our own slaughterhouse.
11. We would not establish our own processing facility.
12. We may increase the size of our herd when state inspection is implemented.
13. We moved into breeding pure breed kids for sale, because raising lambs for slaughter was very inconvenient. After slaughtering the animals, we had to pick up the waste and bury it on the farm. The skin of the animals is not returned.
14. If we had to pay for each animal \$5 for inspection, the profit would most certainly drop significantly.
15. State inspection would give more choices, more choice in cuts desired, and perhaps competition among slaughterhouses would result in lower processing prices.
16. There are two major issues with slaughtering lambs: (a) to pick up offal and then the meat, this amounts to three trips with the initial delivery, (b) no marketing and no infrastructure in the State for lambs. If these issues were resolved we would go back to raising lambs for slaughter. Small farms in Canada seem to be doing well. Our government should take a similar stand.

#### **Livestock Producer – 112**

1. We are raising lamb. Currently we have 7 ewes and 5 lambs.
2. We slaughter about 10 animals annually.
3. All are slaughtered in Maine.
4. The meat is sold in Maine.
5. Sure. I am in favor of a state inspection.
6. Not interested in paying for the inspection services.
7. At the moment it is not far for us to take the animals for slaughter.
8. I would take our animals to a state inspection facility if available.
9. No, we were not interested in a mobile slaughter facility.
10. No, we would not establish our own slaughter facility.
11. No, we would not establish our own processing facility.
12. No, I would not increase the size of our flock because of the inspections.
13. There would not be any increase in gross income.
14. There would be no effect due to state inspection.
15. State inspection would not have any effect on any of our activity.
16. No other comments, all was said.

#### **Livestock Producers - 113**

1. We raise sheep and lamb for slaughter. The herd has 40 sheep. They are raised naturally.
2. We slaughter or sell for slaughter 60 lambs and some sheep annually.
3. Most lambs are shipped to Boston for slaughter, while some (6) are slaughtered in Maine.
4. Six of the lambs are sold in Maine and the remainder in Boston.
5. Having a state inspection for meat is a good idea. We have not heard much about that.
6. We would be willing to pay a minimal amount for such service, perhaps something along the line of permits for slaughtering chicken in Maine.
7. We probably would not have our lambs slaughtered in Maine, because it is more profitable for use to sell to Boston.
8. Maybe we will use state-inspected slaughter facility in Maine, if available.
9. We would have to learn more about the mobile slaughter facility before considering it for use. Does the facility have flash freezer?
10. We would not establish our own slaughter facility should state inspection be implemented.
11. We would not establish our own processing facility.
12. We would not increase the size of our flock with the implementation of a state meat inspection program.
13. We feel that our gross income would not change with the existence of a state meat inspection.
14. We expect no change in our profits with the introduction of a state meat inspection.

15. The benefit may be that local population will become aware of a ready availability of lamb meat and thus increase the sale.
16. We would like to suggest that Lee Straw of North Edgecomb (882-6875) and Sumner Roberts of Swanville (338-1265) be added to the list of interviewed producers.

**Livestock Producer – 114**

1. I am raising dairy cows and my herd has 120 head. They are raised naturally.
2. I slaughter about 12 cows annually, cull cows.
3. About 6 are slaughtered in Maine and the rest in Canada.
4. I presume the meat is sold where the animals have been slaughtered.
5. I do not have enough information to make a decision regarding state meat inspection at this time.
6. There seem to be few slaughter facilities in the state and thus no competition. With competition the price may be more reasonable and the service would improve.
7. With state inspection the service may improve.
8. Yes, I guess I would use a state inspection facility if available.
9. No, not really, mobile unit does not sound suitable.
10. I would not establish my own slaughterhouse.
11. I would not establish my own processing facility.
12. I would not increase the size of my herd.
13. My gross income is not going to change.
14. There would be no change to my profits.
15. State inspection program may improve competition and thus service and cost.
16. We need more slaughter facilities. Exceedingly difficult to compete with Midwestern states. Winters are harsh and the animals have to be fed. Little grazing grass with all that snow. One also needs good feed, especially for young animals to 'finish off'.

**Livestock Producer – 115**

1. We are raising beef cows. Our herd is about 40 head strong. They are raised naturally.
2. We sell calves as feeders.
3. Not applicable.
4. Not applicable.
5. Yes, we would like to be able to sell slaughtered beef meat in Maine.
6. We would be willing to pay a reasonable fee for the inspection service.
7. Yes, we suspect that a close by inspection facility would improve our profitability.
8. Yes, we would use a state inspected slaughter facility if available.
9. No, we would not be interested in a mobile slaughter facility.
10. No, we would not establish our own slaughter facility.
11. No, we would not establish our own processing facility.
12. We would probably not increase our herd because of the state inspection program.
13. Increase in our gross income because of the state inspection is an unknown.
14. Existence of a state inspection program could improve our profits.
15. There is not likely to be any other benefit from a state inspection program.
16. The department of agriculture should stay behind farmers using sludge and there should be a support for the hay program.

**Livestock Producer – 116**

1. We have dairy cows and raise veal for personal use. There are about 70 head in our herd.
2. -
3. Few are slaughtered in Maine, 50/50 in Pennsylvania and Canada.
4. We have no idea where the meat is sold.
5. Federal inspection is effective and state inspection would be redundant.
6. -
7. State inspection would not make any difference.
8. If state inspection facility were close by, most likely we would use it.
9. Possibly, we would use a mobile slaughtering facility.
10. No, we would not establish our own slaughtering facility, because it is too expensive and cost prohibitive.
11. If state inspection was implemented, we could possibly establish our own processing facility.
12. We would not increase our herd because of state inspection.
13. No effect in gross income is expected because of state inspection.

14. We have no idea how our profit may be affected by a state inspection.
15. We expect no benefits from a state inspection.
16. Some individuals feel that opening Canadian market will help our economy. This is ridiculous. The population of Canada is smaller than that of California. If we do go there, we will destroy their economy. Retired people come to this state and start small sheep farms or similar activity and push for a state inspection. Their activity is not likely to influence state economy.

**Livestock Producer – 117**

1. We are raising deer. The herd is about 250 head and they are semi-organic.
2. We slaughter about 30 animals each year.
3. All animals are slaughtered in Maine.
4. All meat is sold in Maine, but we plan to sell in other states.
5. Yes, we are in favor of a state inspection program. This may lead to more slaughter facilities in Maine.
6. Yes, we are willing to pay for inspection services, in fact we are paying for them right now, but we hope that with state inspection, these fees will be more reasonable.
7. Closer slaughtering facility should improve our profitability.
8. I would use state inspection facility if the product can be sold out of state.
9. Mobile slaughtering facility may not be profitable at this time. May not be applicable until more deer are available.
10. We would not establish our own slaughtering facility.
11. With a state inspection we probably would establish our own processing facility.
12. We would not increase the size of our herd, until there is a reliable market demand.
13. A close by slaughtering facility could save on transport and slaughter and thus increase our gross income.
14. The profits should increase.
15. –
16. Department of Agriculture should recognize that deer farming is a legitimate occupation. Promotion of venison product would help, as in the case of apple growers and other farming. Farmers Market in Portland did not allow a booth to sell venison. When Farm Bureau was approach for support, it was not given.

**Livestock Producer – 118**

1. I am raising deer. The herd is about 50 deer, but I had it much higher. It is very easy to allow the herd to increase. I raise them naturally.
2. I slaughter about 25 to 30 deer annually.
3. All animals are slaughtered in Maine.
4. The meat is sold in Maine and other states.
5. Yes, I am in favor of a state inspection program, provided it does not encumber the slaughter of animals and it is in place of the federal inspection.
6. Yes, I would be willing to pay for the inspection service, but if the price is more reasonable than it is right now.
7. A close-by slaughterhouse is likely to improve my profitability.
8. Of course I would use state inspection facility, if available.
9. Yes, I would be interested in a mobile slaughtering facility.
10. Yes, I may establish my own slaughter facility if state inspection was implemented and other conditions mentioned above were met.
11. No, I would not be interested in establishing my own processing facility.
12. The size of the herd depends on economic demand and expense of raising the animals. If economic conditions improve, I will increase the size of my herd.
13. At the moment I frequently have to thin out my herd and I simply give away the meat. With state inspection I may be able to sell that meat, thus my gross income may increase 25 to 50%.
14. With a state inspection in place the profits may increase by about 20%.
15. State inspection may improve expectancy of meat for resale.
16. No additional comments.

**Livestock Producer – 119**

1. We raise beef and pigs. Our herds are 84 beef and 54 pigs.
2. We slaughtered or sold for slaughter about 34 beef and 34 pigs.
3. All the animals were slaughtered in Maine.
4. All the meat was sold in Maine.
5. We are not concerned what the decision may be with the state meat inspection program.
6. We will not be involved in state meat inspection.



7. If a state inspected facility is near us our profit will improve.
8. Possibly, we would use a state-inspected facility.
9. We are not interested in a mobile slaughtering unit.
10. No, we would not establish our own slaughtering facility because of a state inspection program.
11. No, we would not establish our own processing facility because of a state inspection program.
12. We would not increase the number of beef or pigs in our herds because of the state inspection program.
13. We do not anticipate any change in our gross income because of the state inspection.
14. We do not anticipate any change in our profits because of the state inspection.
15. Can't think of any other benefits.
16. No additional comments.

#### **Livestock Producer – 120**

1. I raise pigs and sheep. I have 8 pigs and 5 yews. They are raised naturally although I am working towards having an approved organic product.
2. I slaughter or sell for slaughter 2 – 5 lambs and 1 – 2 pigs.
3. All are slaughtered in Maine.
4. All the meat stays in Maine.
5. Yes, I am in favor of a state meat inspection program.
6. At the moment there is an USDA facility near by, I do not have to use a state-inspected facility, especially if additional fees are tact on.
7. Our profitability would not improve with a close-by state inspected facility, because an USDA facility is already quite close.
8. Yes, I would use a state-inspected facility if close by.
9. A mobile slaughter facility would not be of interest to me, because I do not have that many lambs to process at one time.
10. No, I would not establish my own slaughterhouse.
11. No, I would not establish my own processing facility.
12. No, I would not increase the size of my flock.
13. I do not expect any change in my gross income.
14. I do not expect any change in my profits.
15. For me personally, I would not expect any benefits.
16. All aspects of the state meat inspection have been covered.

#### **Livestock Producer – 121**

1. We are raising beef, pork, veal, and lambs. Our herds are 35 beef, 15 – 20 pigs, 10-12 veal, and 25 yews. All are raised organically.
2. We slaughter about 15 – 20 beef, 15 – 20 pigs, 5 – 6 veal, and 35 lambs.
3. All are slaughtered in Maine.
4. All the meat stays in Maine.
5. Yes, we are in favor of being able to sell the meat we produce in the state.
6. Yes, we are willing to pay a reasonable price for the inspection.
7. Yes, a close-by state inspected facility would increase our profitability.
8. Yes, we would use a state-inspected facility if available.
9. We probably would not be interested in a mobile slaughtering facility.
10. No, we would not establish our own slaughtering facility.
11. No, we would not establish our own processing facility.
12. No, we would not increase our herds or flock because of the state inspection.
13. Our gross income would probably not change because of the state inspection program.
14. We would expect our profits to increase with a state inspection program, because saving time in animal transport as well as the cost associated with the moving itself.
15. State inspection would support other related businesses.
16. State inspection is important, if the meat is to be sold in Maine and processing should not be restricted to federally inspected facilities.  
 Conflicting processing practices by USDA inspected facilities. Some have restricted days when the slaughtered and butchered product can be sold and when it can not be sold.  
 Difficulty with scheduling, it requires one to two months to schedule the slaughter of animals.

#### **Livestock Producer – 122**

1. We are raising deer and we have about 200 head in our herd. They are raised naturally.

2. We have about 40 slaughtered each year.
3. They are all slaughtered in Maine.
4. The meat is also all sold in Maine.
5. We are definitely interested in a state meat inspection program.
6. Yes, we would be willing to pay for this service. We are currently paying top dollar for USDA inspection.
7. Yes, a close by state inspected slaughterhouse would improve our profitability
8. Yes, we would use state-inspected slaughterhouse if available.
9. A mobile slaughter facility sounds very appealing.
10. Yes, we are currently planning to establish our own slaughterhouse.
11. Yes, we are interested in establishing our own processing facility.
12. Yes, we are planning to increase our herd to 1100 regardless of state inspection implementation.
13. Our gross income may be about 30%.
14. State inspection program is expected to improve our profitability.
15. State inspection benefits in local harvesting due to less transport, time savings, more animals to be processed daily, etc.

Presently in USDA inspected slaughterhouse the slaughter rate is normal but inspection only 2 animals per hour. Beef inspection about 10 minutes per animal and pigs about 2 minutes.

Since the animals, although wild, are raised on a farm, there is no need for this excessive inspection.

16. A state meat inspection should have been implemented a long time ago. We have been in production several years and we are having more and more difficulty scheduling the slaughter of our animals.

#### **Livestock Producer – 123**

1. We are raising naturally 150 pigs.
2. We slaughter about 8 pigs annually.
3. All the animals are slaughtered in Maine.
4. The meat is probably sold in Maine.
5. I don't know enough to make my mind up whether I support a state meat inspection.
6. I will have to see whether I will be willing to pay for state meat inspection.
7. State meat inspection is not going to improve my profitability.
8. Maybe I will use a state-inspected facility if available.
9. No, a mobile slaughtering facility does not interest me.
10. No, I would not establish my own slaughterhouse.
11. No, I would not establish my own processing facility.
12. No, I would not increase the size of my herd because of the state inspection.
13. My gross income will not change.
14. I expect no change in my profits.
15. State inspection may improve people's trust in the product.
16. No additional comments.

#### **Livestock Producer – 124**

1. We raise naturally sheep, goats, pigs, and cows. At the moment we have 35 sheep, 7 goats, 2 pigs, no cows.
2. Last year we slaughtered or sold for slaughter 28 lambs and 1 pig.
3. Of the lambs 8 were slaughtered in Maine and the rest in Massachusetts.
4. Some of the meat (8 lambs) was sold in Maine and the rest (20 lambs) outside of Maine.
5. Yes, we are in favor of state meat inspection.
6. Yes, we will be willing to pay a fee, provided it is reasonable.
7. An accessible state inspected facility could possibly improve our profitability and possibly a good job in butchering.
8. Possibly we would use a state-inspected facility if available.
9. A mobile slaughter facility does not sound appealing.
10. No, we would not establish our own slaughterhouse.
11. No, we would not establish our own processing facility.
12. No, we would not increase our herd or flock because of state inspection program.
13. Our gross income may increase by less than \$1,000.
14. Our profits may increase marginally.
15. We do not foresee any additional benefits.

16. It seems that there are different rules among different inspectors. In one case the label for the butchered product must be on hand in the slaughterhouse, product labeled ready for re-sale, and no offal pickup. In the other case no labels are needed, the product is labeled 'not for sale', and offal must be picked up.

**Livestock Producer – 125**

1. We have 40 yews and are working toward raising these organically.
2. We slaughter about 60 lambs annually
3. They are all slaughtered in Maine.
4. The meat is sold in Maine.
5. Yes, we are in favor of a state meat inspection program, provided there is good communication to develop an appropriate wording of the legislation. Both federal and state inspections must be consistent.
6. We will be willing to pay for the fee, depending how it will be implemented and that the amount is reasonable.
7. At present we are very close to a processing facility, thus additional processing facilities may not influence our profitability too much.
8. We would use a state inspection facility if proved economically feasible and the product can be sold to the public.
9. We are not interested at this time in a mobile slaughtering unit.
10. We would not establish our own slaughtering facility.
11. No, we would not set up our own processing facility.
12. We would probably not increase our herd because of the state inspection program.
13. Our gross income will probably not change with the state inspection program.
14. In some cases the state inspection program may affect us unfavorably.
15. I can not think of any other benefits associated with the state inspection program.
16. Communications in regard to state inspection is essential to determine economic feasibility. The FHA funds have been reduced to the point that the agency is not effective and service is poor.

**Livestock Producer – 126**

1. We raise pigs (7) and beef (5), naturally.
2. We slaughter or sell for slaughter 7 pigs and 5 beef annually.
3. They are all slaughtered in Maine.
4. The meat is all sold in Maine.
5. Yes, we are in favor of a state meat inspection program.
6. Yes, we will be willing to pay for this service if it has the effect as beef slaughter inspection.
7. State inspected slaughter facility is not going to be much closer than what we have right now.
8. I would use a Maine State inspection facility.
9. A mobile slaughter unit is of no interest to me.
10. No, I would not establish my own slaughterhouse.
11. No, I would not establish my own processing facility.
12. I would not necessarily increase the size of my herds because of state inspection.
13. I expect no gross income because of the state inspection.
14. The profits might increase because of closer location for some people and better service.
15. Competition may improve cost and service.
16. State inspected slaughterhouses will open up competition, which may result in lower cost and increase profit. These activities will allow more people to become involved in farmers markets.

**Livestock Producer – 127**

1. We raise beef (20), sheep (40), and pigs (5) and we hope to register organic next year.
2. We slaughter or sell for slaughter 8 beef, 15 lambs, and 5 pigs.
3. All animals are slaughtered in Maine.
4. All the meat is sold in Maine.
5. Yes, I am in favor of a state inspection program, but the wording of the last legislative bill was not acceptable.
6. I will be willing to pay for the services if the fee is reasonable.
7. If a state inspection slaughterhouse is closer located to my farm my profitability will improve.
8. Yes, I would use a state-inspected slaughterhouse.
9. A mobile slaughter facility could be useful, will have to look into that.
10. No, I would not establish my own slaughterhouse.
11. No, I would not establish my own processing facility.
12. We have plans to slowly increase our herds anyway.
13. I would predict our gross income to increase by about 10% in the first year and gradually thereafter.

14. I would hope our profits to follow our gross income with time.
15. Additional slaughterhouses may reduce processing cost and improve service due to competition.
16. Where is the money coming from to support this program?

**Livestock Producer – 128**

1. We raise sheep (14 yews) naturally.
2. We slaughter or sell for slaughter about 20 lambs annually.
3. All are slaughtered in Maine.
4. Of the slaughtered animals, 19 stayed in Maine and one went out of the state.
5. We are in favor of having a state meat inspection, as long as that does not increase the cost excessively.
6. We would prefer the state to cover this expense.
7. Closer state-inspected processing facility may improve our profitability.
8. Yes, we would use a state-inspected slaughterhouse.
9. No, a mobile slaughter facility does not sound suitable.
10. No, we would not establish our own slaughterhouse.
11. No, we would not establish our own processing facility.
12. No, we would increase the size of our flock because of the state inspection program.
13. With better scheduling animals for slaughter our gross profit will improve.
14. Maybe our profits will increase with state inspection.
15. We can not think of any additional benefits from a state inspection program.
16. Having more choices with more slaughterhouses would make it easier to do business. There is a great potential for selling more lamb meat.

**Livestock Producer – 129**

1. I am raising sheep (18 yews and > 30 lambs). My flock is almost ORGANIC.
2. I have slaughtered or sold for slaughter 27 lambs this year.
3. Most were slaughtered in Maine (20) and the rest (7) out of state.
4. Some of the meat was sold in Maine and the rest probably out of state.
5. Yes, I think so. I do support state inspection.
6. Yes, I will be willing to pay for state meat inspection if the fee is not too high.
7. I suppose I would increase some of my profitability if a slaughterhouse were closer located.
8. Yes, I would use a state-inspected slaughterhouse if it looked like a better deal.
9. A mobile slaughter facility would not fit my operation.
10. No, I would not establish my own slaughterhouse.
11. No, I would not establish my own processing facility.
12. No, I would not increase the size of my flock. In fact, I am planning to slowly decrease it.
13. I would predict that my gross income would not change with a state inspection in place.
14. My profitability will not increase significantly with a state inspection. Something closer would be very useful and perhaps the price and service may improve.
15. I can't think of any additional benefits due to state inspection.
16. More slaughterhouses are needed. I know of people coming from Sugarloaf to Albion. Too few places available in the state.

**Livestock Producer – 130**

1. We are raising pigs (20 annually), aiming for organic certification.
2. We slaughtered or sold for slaughter 19 pigs.
3. All animals were slaughtered in Maine.
4. All the meat was sold in Maine.
5. Absolutely, we fully support state meat inspection.
6. Yes, we are willing to pay for this service, provided it is reasonable.
7. At present we are 20 miles away from an USDA inspected facility. We are selling our animals, but buying USDA inspected pork and re-sell. We do the same with beef for re-sale.
8. Yes, we would use a state-inspected facility.
9. A mobile slaughtering facility has some possibilities.
10. No, we would not establish our own slaughtering facility.
11. We would probably not establish our own processing facility.
12. We might increase our herd with market demand.
13. Our gross income may increase 5-10% with state inspection in place.
14. Our profit may increase correspondingly.

15. State inspection may increase consumer confidence. Also give flexibility in choosing slaughterhouses. A 45-minute ride in each direction keeps me from doing other things on the farm.
16. State-inspected slaughterhouses will improve flexibility, scheduling, and pricing due to competition. Some people have more confidence in state-inspected activity than federal, especially with organically raised animals.

**Livestock Producer – 131**

1. We raise sheep and we have 50 yews. The animals are raised naturally, but we are aiming to raise them organically.
2. We slaughter or sell for slaughter 80 lambs.
3. About 15% (12) are slaughtered in state and the rest (68) out of state; none in Canada.
4. The meat sale is distributed at about the same ratio for in state and out of states; none in Canada.
5. Yes, it would be good to have a state meat inspection.
6. Currently an USDA inspected facility is close buy, thus not particularly involved with state inspection of meat.
7. A closer state inspected facility is not likely to make our operation more profitable.
8. Sure we would use a state inspected facility if available.
9. A mobile slaughtering facility would perhaps be useful.
10. No, we would not establish our own slaughtering plant.
11. No, we would not establish our own processing facility.
12. No, we would not increase our flock because of the state meat inspection.
13. We expect no change in our gross income.
14. We expect no change in our profit because of the state meat inspection.
15. There are no other benefits because of the state inspection.
16. No additional comments.

**Livestock Producer – 132**

1. We raise beef and pork. There are 33 head of cattle and no sow. We buy the piglets we need for raising. We raise our animals naturally.
2. Annually we slaughter or sell for slaughter 10 head of beef and 15 – 20 pigs. In addition we may have 3 – 4 cull cows.
3. All animals are slaughtered in Maine. Cull cows are shipped to Canada.
4. All the meat is sold in Maine except the cull cows.
5. Sure we are in favor of a state meat inspection program.
6. We are willing to pay for the service, but within reason.
7. A closer state inspection facility will improve our profitability. Currently we are some 50 miles away from a slaughterhouse. We are paying \$30/cow for slaughter and 30 cents for butchering and wrapping, while for the pig it is \$20/head and 30 cents for butchering and wrapping.
8. Yes, we would use a state-inspected slaughterhouse if available.
9. Yes, a mobile slaughter facility sounds useful.
10. No, we would not establish our own slaughterhouse.
11. No, we would not establish our own processing facility.
12. No, we would not increase our herds because of the state inspection; in fact, we are scaling down our operation.
13. Hopefully our gross income would increase.
14. With a closer slaughterhouse we would have fewer expenses and not spend as much time traveling.
15. We can not think of any other benefits because of a state meat inspection.
16. State meat inspection may improve the image of Maine meat products. Greater number of slaughterhouses may bring competition and thus reduce cost for processing a bit and improve service. Although pork prices are up, but so is the market demand. We need a strong stockyard to market the animals. At the moment there seems to be no interest or willingness to assure best available price. Regardless of the animal quality all animals get the same price. To finish off beef for sale requires grain, which is expensive. The reason we are in this business is because we grow our own grain. For some reason feeder-cow buyers are out-of-staters.

**Livestock Producer – 133**

1. We have beef (40), yews (300), and veal.
2. We slaughter or sell for slaughter 8 finished beef, 8 feeders, and 450 lambs.
3. The finished beef are slaughtered in Maine as are 438 lambs, while the feeders are slaughtered out of state as well as 12 lambs.
4. The meat is sold in the different locations where the animals are slaughtered.
5. It does not bother me either way, but it would help to have a state meat inspection.
6. Regardless how the inspection program is funded, you pay for it one way or another.

7. Yes, I would improve my profit if a state-inspected slaughterhouse were closer. At the moment we have to travel more than 70 miles, that is too far.
8. Yes, we would use a state-inspected slaughterhouse if available, provided it would meet our criteria for processing, quality, and cleanliness. An USDA inspected slaughterhouse need not be clean, just as a custom slaughterhouse need not be dirty.
9. No, we would not be interested in a mobile slaughtering facility.
10. No, we would not establish our own slaughtering facility.
11. No, we would not establish our own processing facility.
12. Would increase the size of our flock or herd depending on the market demand for the product.
13. We would estimate that due to competition among slaughterhouses we would have better success in scheduling and other service (the type of cut we need) which can to as much as \$10,000.
14. A state inspection program may have a positive effect on our profits.
15. The benefits that can come from a state inspection are: easier scheduling for slaughtering animals, save time, save expense on moving animals ...
16. Good to see the Department of Agriculture taking a proactive stand to assist farmers.

**Livestock Producer – 134**

1. I have 5 yews only and I raise my animals naturally.
2. Annually I slaughter or sell for slaughter 3 – 5 lambs.
3. All animals are slaughtered in Maine.
4. All the meat is sold in Maine.
5. Yes, I am in favor of a state meat inspection program.
6. To an extent, I would be willing to pay for the service, but it would have to be a reasonable fee.
7. A closer state inspected slaughterhouse would improve my profitability.
8. Yes, I would use a state-inspected slaughterhouse.
9. A mobile slaughtering facility would be useful in the area, but perhaps not for my operation.
10. No, I would not establish my own slaughtering operation.
11. No, I would not establish my own processing facility.
12. A state inspection program is not a factor whether I will increase my flock.
13. A state inspection program will not change my gross income.
14. For the time being, I do not foresee any effect on my profitability because of a state inspection program.
15. I do not see any other benefits.
16. No additional comments.

**Livestock Producer – 135**

1. We raise sheep (15 yews), goats (2), and cows (13 head of cattle).
2. We slaughter or sell for slaughter 20 – 25 lambs and 2 heifers annually.
3. Seventy-five percent (15 – 19) of lambs are slaughtered in Maine and the rest (5 – 6) go out of state; none in Canada.
4. The meat is sold where the animal was slaughtered.
5. Yes, I am in favor of a state meat inspection program.
6. No, the inspection should be paid for by the state.
7. With time a state inspection program will improve my profitability.
8. Yes, I would use a state-inspected slaughterhouse if available.
9. No, a mobile slaughter facility would not suite me.
10. No, I would not establish my own slaughterhouse.
11. No, I would not establish my own processing facility.
12. I will increase the size of flock or herd if the operation is profitable.
13. I would estimate that my gross income may increase by about 25%.
14. My profits should improve correspondingly.
15. No other benefits due to the state inspection.
16. Not enough publicity for lamb meat. Marketing of lamb essential. Small farmers can not survive on farm income, they must find other employment to support themselves.

**Livestock Producer – 136**

1. We raise sheep (15 yews), beef (3), and pigs (3). All animals are raised naturally, but the sheep are raised "organically".
2. We slaughter or sell for slaughter 20 lambs, 3 pigs, and 1 beef.
3. All animals are slaughtered in Maine.

4. All the meat from these animals is sold in Maine.
5. We are much in favor of state meat inspection, but the details of implementation must be carefully worked out with the producers.
6. In principle, we are willing to pay for the inspection, but details are important.
7. Certainly, a close by slaughtering facility will improve our profitability.  
Currently we have 10 miles (round trip 20 miles) to a custom slaughterhouse and 40 miles (80 miles round trip) to a federally inspected facility.
8. Yes, we would use a state-inspected slaughterhouse if available.
9. A mobile slaughter facility is interesting, but we need to closer evaluate this approach.
10. No, we would not establish our own slaughterhouse.
11. We probably would establish our own processing facility.
12. Perhaps we would increase our flock.
13. With state inspection program in place our gross income would probably double.
14. We would expect our profits to go up with a state inspection program in place.
15. The benefits that we expect would be flexibility in process scheduling and preferred cuts for sale.
16. It would be very difficult for a federally inspected facility to become organically certified. A custom operation could be easier organically certified. It is essential to increase slaughtering facilities in the state.

#### **Livestock Producer – 137**

1. We are raising pigs naturally.
2. We purchase piglets, raise them to maturity and slaughter 2 –3 annually.
3. All are slaughtered in Maine.
4. Of the meat, 50% stays in Maine and the other 50% goes out of Maine.
5. Yes, we are in favor of a state meat inspection program.
6. We will be willing to pay for the services if the price is reasonable.
7. A closer state inspected slaughtering facility may improve our profitability.
8. We probably would use a state-inspected facility.
9. A mobile slaughtering facility would not be appropriate for us.
10. No, we would not establish our own slaughtering facility.
11. No, we would not establish our own processing facility.
12. No, we would not increase the size of our herd.
13. State inspection would probably not change our gross income.
14. State inspection would not affect our profits.
15. Additional benefit from a state inspection would be that the public would be reassured and their confidence would be strengthened.
16. It is encouraging that the Department of Agriculture is doing this study to assist the livestock producers.

#### **Livestock Producers – 138**

1. We raise sheep naturally (60 yews). At one time we had 200 lambs for slaughter.
2. We are slaughtering or selling for slaughter 60 – 70 lambs.
3. All are slaughtered in Maine.
4. Ninety five percent of the meat stays in Maine and 5% goes out of state.
5. Yes, we are in favor of a state meat inspection.
6. We believe that lamb slaughter by USDA carries a fee, not the same as beef where federal government covers the entire inspection fee.  
The kill costs \$15 and packaging \$20, for a total of \$35/animal.
7. A closer state inspected processing facility would definitely improve our profits due to convenience and time savings.
8. Yes, we would use a state-inspected slaughtering facility if available.
9. We would have to evaluate the operation of a mobile slaughtering facility.
10. No, we would not establish our own slaughtering facility.
11. Perhaps we may establish our own processing facility. At times there is a lack of expertise at the slaughterhouse in preparing desired cuts.
12. We would increase our flock in response to market demand.
13. We would predict gross income to increase by about 15%.
14. State inspection would improve our profits, because less time spend on scheduling and more on production.
15. Major benefits would be proximity of the slaughterhouse and better scheduling. One of the slaughterhouses that we know closed down the facility and went up to service the moose and deer hunt.

16. State inspection will increase interest in Maine food and Farmers Market.
  - Our production is limited, because of inadequate service.
  - We can not supply present market demand with slaughterhouses not providing enough service time. We could easily double our production.
  - State inspection would strengthen public confidence. People need to be educated that lamb meat is an excellent product, which would even further increase the demand.
  - Better communication between the Department of Agriculture and producers to optimize available resources. Department's interest in collecting and processing data is very important.
  - The public is looking for assurance. The Department of Agriculture can be very helpful in this regard.

#### **Livestock Producers – 139**

1. We raise beef (300), sheep (50 ewes), and pigs (110). All are raised naturally.
2. We slaughter or sell for slaughter 300 beef, 300 lambs, and 400 pigs. All the animals are not raised on our farm.
3. All animals are slaughtered in Maine
4. About 70% of all animal meat stays in Maine and 30% goes to other states.
5. We do not know what a state inspection would do for us. State inspection may not benefit us, because we must sell our product out of state. Keeping state-inspected meat separate from federally inspected can be very complicated and we sell 70% of our product out of state.
6. No, we will not be willing to pay for the state inspection cost.
7. State inspection is not likely to improve our profitability, because we sell most of our products out of state.
8. Yes, we would use state-inspected slaughterhouse if available, provided the product could be sold out of state.
9. A mobile slaughtering unit would absolutely be of interest, provided we could sell the meat out of state.
10. No, we would not establish our own slaughterhouse.
11. Possibly we would establish our own processing facility.
12. With a state inspection program in place we could possibly increase the size of our herd.
13. Limiting state-inspected meat for sale in the state would not increase our gross income.
14. With a state inspection the processing price may drop due to competition between slaughterhouses.
15. More slaughterhouses in operation could free up time in USDA inspected facilities.
16. Slaughterhouse operation slows us down and limits our production. The market is there. Scheduling is very restrictive.

#### **Livestock Producer – 140**

1. I am raising sheep (97) and cattle (26) naturally.
2. I slaughter or sell for slaughter about 25 beef and 60 lambs.
3. Half of these are slaughtered in Maine and the rest in other states.
4. The meat is likely to stay where the animals were slaughtered.
5. I guess I am in favor of a state meat inspection program, I am really ambivalent.
6. No, I would not be willing to pay for the state meat inspection.
7. Regarding my profitability, I'd say that more slaughterhouses are needed in the state.
8. Sure I would use a state inspected slaughterhouse if available.
9. Regarding a mobile slaughter facility, I am concerned of the quality and consistency of the product, which is a prerequisite.
10. No, I would not establish my own slaughterhouse.
11. No, I would not establish my own processing facility.
12. No, I would not increase my herds because of the state inspection.
13. My gross income will not change because of the state inspection.
14. The state inspection program will not affect my profits.
15. A state inspection program will offer an alternative to the present situation. Such a program will reduce pressure on USDA inspected facilities, especially beef slaughter.
16. State inspected facilities will increase accessibility to slaughterhouses. Booking animals for slaughter is a major problem. This industry needs encouragement through matching funds or some other forms of assistance.

#### **Livestock Producer – 141**

1. We are raising beef (30) and pigs (0) naturally.
2. We slaughter or sell for slaughter 5 – 10 beef and 2 – 3 pigs.
3. All animals are slaughtered in Maine.
4. The meat stays in Maine.
5. Yes, I am in favor of having a state meat inspection program.



6. Yes, I am willing to pay for the service, provided producers are charged proportionally.
7. A close-by state-inspected slaughterhouse will help improve our profitability.
8. We will use state-inspected slaughterhouse as long as there is more than one facility.
9. We doubt that a mobile slaughter facility would be useful in our operation.
10. No, we would not establish our own slaughterhouse.
11. No, we would not establish our own processing facility.
12. We are currently making plans of increasing our herds, regardless of a state meat inspection.
13. We estimate our gross income due to better service to be \$2,500-5,000 per beef.
14. Profits would increase drastically.
15. State inspection will increase number of slaughterhouses and thus improve scheduling, since now existing slaughterhouses can not handle much.
16. Implementation of a state-inspection program must be done. USDA inspection is coming to an end.
  - Good communications between the Department of Agriculture and the livestock growers is essential.
  - Farm Bureau is helpful to many programs, but not livestock producers.
  - It is nice to notice that the Department is undertaking a study to address livestock producer's issues.
  - Results of the study should be made available to people interested in this matter.

#### **Livestock Producer – 142**

1. I am raising sheep (4 yews) naturally, but plan to discontinue this activity next year.
2. I am slaughtering or selling for slaughter 6 lambs annually.
3. All animals are slaughtered in Maine.
4. All the meat stays in Maine.
5. I don't think I am in favor of a state meat inspection program.
6. No, I would not be willing to pay for the inspection service. Once animals were suspected of harboring infectious bacteria, the inspection prices went up.
7. A closer located slaughterhouse would not improve my profitability. I am very discouraged with raising sheep, because the slaughterhouse is constantly upping prices. Instead of going to a federally inspected slaughterhouse some 5 miles away, I use a custom slaughterhouse 45 miles away, because I like their service and their work.
8. Yes, I would use a state-inspected slaughterhouse if available, provided the performance was to my liking and the charges would be competitive.
9. No, a mobile slaughter facility would not be suitable for my operation.
10. No, I would not establish my own slaughterhouse.
11. No, I would not establish my own processing facility.
12. State inspection would not affect my decision regarding the size of my flock.
13. State inspection would not affect my gross income.
14. State inspection would have no effect on my profits.
15. There are pros and cons to a state inspection. It would not impact my operation. In a large operation a state-inspected facility would be beneficial for customer confidence and therefore increase the sale. In my case it is not.
16. Media is creating trouble for all livestock producers. It seems that large processors are responsible for infectious outbreaks, but news media coverage includes small operators.

#### **Livestock Producer –143**

1. I am raising sheep (14 yews) and they are certified organic.
2. I slaughtered recently 4 lambs, but dogs killed several. Next year I should have more.
3. All were slaughtered in Maine.
4. All the meat stayed in Maine.
5. I have no opposition to a state meat inspection program.
6. I would be willing to pay inspection fee, provided it is consistent with USDA inspection and it would give me total protection.
7. I don't know if a close-by state inspected slaughterhouse would improve my profitability.
8. I would not use a state-inspected slaughterhouse, because I have a federal inspected facility very close.
9. A mobile slaughter facility would not be suitable for my purposes.
10. I would definitely not establish my own slaughterhouse.
11. I would not establish my own processing facility.
12. No, I would not increase the size of my flock, because of the state inspection program.
13. My gross income would not change because of the state inspection program.
14. My profits would not be affected because of the state inspection.

15. If there are benefits due to the state inspection, they are an unknown.
16. Compliment on the commission of the independence of this study for the benefit of livestock producers.

**Livestock Producer – 144**

1. We are raising beef cattle naturally (How many?).
2. We slaughter annually 5 beef.
3. All animals are slaughtered in Maine.
4. All the meat stays in Maine.
5. Yes, we are in favor of a state meat inspection program.
6. Yes, we would be willing to pay for the service.
7. A close-by state inspected slaughterhouse would certainly improve our profitability.
8. I probably would use a close-by state inspected slaughterhouse.
9. I would consider the use of a mobile slaughter facility.
10. No, I would not establish my own slaughterhouse.
11. No, I would not establish my own processing facility.
12. I probably would increase my herd if a state-inspected facility were close-by.
13. I would predict that with a state-inspected facility my gross income could increase by about \$7500 when slaughtering 5 animals.
14. I would expect my profits to increase with a state meat inspection program.
15. Current scheduling too restricted, adding state-inspected slaughterhouses would increase the capacity for slaughtering animals. The market can easily absorb such an increase in available meat.

**Livestock Producer – 145**

1. I am raising sheep (7 yews) naturally. I raise pigs every second year.
2. I slaughter or sell for slaughter about 7 lambs annually.
3. All the animals are slaughtered in Maine.
4. The meat from these animals stays mostly in Maine, except one animal goes out of the state.
5. It does not matter to me what happens with a state meat inspection. I am more of a substantive grower and happy with butchering and cleanliness where I presently take my animals.
6. No, I would not be willing to pay state inspector charges.
7. There are many butchers within half an hour in any direction. I slaughter my lambs at one place and the pigs at another, because of the type of service that I prefer for the different meat.
8. Whether I would use a state-inspected slaughterhouse would depend on location and cost.
9. No, a mobile slaughter facility would not be suitable, because I don't have enough animals.
10. Absolutely not, not a chance. I would not establish my own slaughterhouse.
11. No, I would not establish my own processing facility.
12. No, I would not increase my herd. There are too many other factors involved.
13. There would be no change in my gross income because of state meat inspection.
14. My profits would not be affected by a state inspection.
15. There are no other benefits due to state inspection.
16. State inspection would be very useful for people far from a slaughterhouse.
  - I truly miss the agricultural bulletin it was extremely useful. That bulletin listed all sorts of items for sale. I could find a place to purchase whatever I needed and likewise I could list the things that I wanted to sell. Right now I am getting such a bulleting from New Hampshire, and it is extremely useful.
  - I could now use some help to find the use for my wool. What I have begun to do is use it in the mulch.
  - At the moment my animals pay for running the farm and taxes and there is no profit.

**Livestock Producer – 146**

1. We raise beef (20) naturally.
2. We slaughter or sell for slaughter about 18 animals annually.
3. All are slaughtered in Maine.
4. All the meat stays in Maine.
5. Yes, we are in favor of a state meat inspection program, but we have an USDA inspected slaughterhouse 4 miles away.
6. We would rather not pay for state inspection service, we can just as easily go to the USDA inspected facility. My decision regarding what slaughterhouse to use will be based on cost effectiveness.
7. A close by state inspected facility would improve our profitability.
8. Yes, I would use a state-inspected slaughterhouse.
9. A mobile slaughter facility probably would not be cost effective for us.

10. No, we would not establish our own slaughterhouse.
11. No, we would not establish our own processing facility.
12. Our decision to increase our herd would be consumer driven.
13. A state meat inspection program would increase our gross income.
14. As a result of a state meat inspection program our profits would probably increase.
15. Consumer would be more receptive, because processor closer to the farm. Wider variety of animals could be handled.
16. No additional comments.

**Livestock Producer – 147**

1. We raise deer (47 head) naturally.
2. We slaughter only 5 deer annually.
3. All animals are slaughtered in Maine.
4. All the meat is sold in Maine.
5. Yes, we are in favor a state meat inspection, if it reduces the cost of processing and we get some competency in proper handling of deer meat. We must have our own infrastructure. Agriculture needs support from Augusta, to keep the farms going.
6. I am willing to pay some of the cost of the inspection program, if the State is willing to be a participant. Producers should not bear the total cost. Blueberries, potatoes, etc. get support, so it is proper to give the same support to the deer farmers. There must be a clear, common sense approach. We are spending a lot of time discussing this matter with the legislators, but so far nothing has be accomplished.
7. Right now I am only 10 miles (one way) from a federally inspected slaughterhouse, but 30 miles from another that has better processing equipment (vacuum packaging). But there are other livestock producers that have to travel rather long distances.
8. Yes, I would use a state-inspected slaughterhouse, if it met the needs and standards that I need. The product would have to be sold across state lines.
9. Right now we are limited to 75 head of deer, because of the special designation that this farm has.
10. No, we would not establish our own slaughterhouse.
11. No, we would not establish our own processing facility.
12. No, we would not increase the size of our herd, because time management limits us.
13. I would predict our gross income to increase by 10 – 15% if no fees were to be charged for the inspection service.
14. Our profits should improve, provided program properly implemented. The state has resources and people with knowledge and could make this program work.
15. We need to be supporting state agriculture logo, just as any other state does. We must develop a positive identity for the products from our state in order that the consumer recognizes these. Lip service will not do the job; instead what is needed is training, advertising, etc.
16. No additional comments.

**Livestock Producer – 148**

1. I am raising beef naturally and I have 17 head of cattle.
2. Annually I slaughter or sell for slaughter 8 animals.
3. All animals are slaughtered in Maine.
4. The meat stays mostly in Maine (80%), while 10% goes to other states and 10% to Canada.
5. I am not sure whether I am in favor of a state meat inspection program. Depends on what standards are going to be adopted by the program and geographic accessibility of the newly approved state slaughterhouses. If state inspection is a replacement for federal inspection, than I would say no.
6. How are the charges going to be applied? When does the clock begin to run, when the inspector gets on the road? Farmers are dropping out steadily, why? There is no support for the state's agriculture. A farm bulletin in the past provided useful information, listing sales and services that were a very handy resource. Why was it discontinued?
7. With state meat inspection my profitability should improve.
8. Yes, I would use a state-inspected slaughterhouse if available.
9. -
10. Yes, I think I would establish my own slaughterhouse, not that it would be of great benefit to the consumer. Bureaucracy should not decide what is to be on consumers' tables. The consumer should make the decision. It is the consumer who should decide whom he/she is willing to trust. The individual takes the responsibility for his/her action.

Yes, a slaughterhouse can be run economically by an individual or a co-operative.

11. Yes, I would consider establishing my own processing plant.
12. The size of my herd depends on an optimum previously determined to which I am striving. This number will not depend on the decision to implement a state meat inspection program.
13. A state inspection program will not affect my gross income.
14. My profit may increase with a state inspection in place.
15. State inspection may expand some market for those that have confidence in the bureaucracy. The program may make some individuals feel that the food is safer.
16. I have no confidence in inspection.  
A customer buying an animal and has it slaughtered in a custom slaughterhouse will have 15 – 20% savings, over the meat in supermarkets. But he has to be able to use all portions of the butchered meat.

#### **Livestock Producer – 149**

1. I raise pigs naturally.
2. I slaughter 20 pigs each week (about 1,000 annually).
3. One third of animals are slaughtered in Maine and 2/3 in Massachusetts. I can not export to Canada regardless of the NAFTA agreement, although pork is imported into US.
4. Fifty percent of meat of animals slaughtered in Maine stays here and the other half goes out. I don't know how much of the meat of animals slaughtered in Massachusetts is brought back to Maine.
5. If state inspection were available, I would use it to see how it works. I can not say at this time whether I am in favor of state inspection, because I do not know how it will be structured. I must be able to ship my product to other states. With HACCP program in place I would suspect that state inspected meat could be sold to other state, at least this is happening with state inspected beef from Vermont.
6. Within reason I would be willing to shoulder the cost of inspection, or better yet, I would be willing to share the cost with the state.
7. With a state inspection facility near by my profitability should improve.
8. Yes, I would use a state-inspected slaughterhouse if available.
9. I need a fixed facility for my slaughtering operation; I have not considered a mobile unit.
10. I would probably not establish my own slaughtering facility.
11. Yes, I would consider establishing my own processing facility.
12. I can not increase the size of my herd because of a moratorium imposed on my activity.
13. I have no idea what my increase in gross income would be with a state inspection program in place.
14. If regulations create no quality issues, I hope that my profits would improve.
15. State inspection would be only one step in the direction of creating an infrastructure to assist the livestock producer. The feed is here to raise pigs, the land is here to fertilize with manure from the pigs, and a better-fertilized land can be more productive.
16. I am fifth generation farmer looking for additional income through employment.
  - State inspection is a very political issue.
  - It appears that the State has plenty of support for other activities, but not for livestock producers.
  - There must be some way to help marketing Maine products. No single farmer can get a good marketing program rolling, that is the government's responsibility.
  - A balanced economy would be very helpful to the state. Farms such as mine should be possible to have in most counties.
  - D. Potter, an extension specialist, may be willing to shed some light on the workings of livestock economy.

#### **Livestock Producer – 150**

1. I am raising 6 pigs, 11 sheep, and 6 goats (the goats are raised at the moment for their hair only).
2. I slaughtered or sold for slaughter 6 pigs and 2 lamb.
3. All animals were slaughtered in Maine.
4. All the meat was sold in Maine.
5. No, I am not in favor of a state meat inspection program. That is not necessary. My animals are sold to a customer who has it slaughtered at a custom slaughterhouse, which is very clean.
6. No, I am not willing to pay for the inspection service, there is no need for it.
7. A close by state inspected slaughterhouse will not improve my profitability, instead, it will put me out of business.
8. Oh, yah! Sure would use a close-by state-inspected facility if available.
9. Perhaps I would not use a mobile slaughter facility.
10. No, I would not establish my own slaughterhouse if state inspection were implemented.

11. No, I would not establish my own processing facility if state inspection were implemented.
12. I would increase my flock when the market could use my product.
13. I would not expect my gross income to increase with a state inspection program.
14. My profits would not increase with a state inspection.
15. There would be no benefits because of the state inspection.
16. State inspection is a moneymaker for large agribusiness operations and politicians. People like my product, they trust me, and they readily come and buy off me whatever I have.

**Livestock Producer – 151**

1. I raise sheep (50 yews) and goats (goats are for fiber only, but we plan to raise them for slaughter).
2. We slaughter annually between 11 and 50 lamb.
3. All are slaughtered in Maine.
4. All the meat is sold in Maine.
5. I would be in favor of a state meat inspection program if it is helpful to the small farmers, if it is easier for the farmers to become certified. At the moment we take our sheep to Albion for slaughter which takes two hours of driving in one direction.
6. I would be willing to pay the state inspection, but that would depend on the amount charged. Otherwise that expense will raise my production cost and would offset the value of having state inspection near by.
7. Yes, my profitability would improve if a state-inspected slaughterhouse were near by.
8. Yes, I would use a state-inspected slaughterhouse if it were available.
9. Yes, very much so. A mobile slaughterhouse would be immensely useful. A mobile poultry unit is available in New Hampshire that I am planning to have it come to my farm.
10. No, I would not establish my own slaughterhouse if state inspection were implemented.
11. No, I would not establish my own processing plant if state inspection were implemented.
12. I probably would increase the size of my flock if a state inspection facility were near by.
13. My gross income may increase by about 20%.
14. My profitability would depend on charges to be paid, savings on travel, etc.
15. There would be no other benefits.
16. I am concerned that the state inspection program would create more bureaucracy, making harder for farmers and processors to operate.

**Livestock Producer – 152**

1. We raise lambs (2) and pigs (2).
2. We slaughter 2 lambs and 2 pigs every other year. We used to raise a dozen lambs, but it is too far to take them to a federally inspected slaughterhouse (about 2 hours in one direction) so we discontinued. We are very much interested in a state inspection program, because we could go back to raising many animals for sale and slaughter.
3. All are slaughtered in Maine.
4. All the meat is sold in Maine.
5. Yes, definitely. We are in favor of a state meat inspection program.
6. There is such a small margin of profit that we can not handle any additional fees. We would consider paying a fee, if it were proportional, say, so much per animal.
7. Absolutely, a close-by state-inspected slaughterhouse would improve our profitability. That is what this is all about.
8. Yes, we would use a state-inspected slaughterhouse if available.
9. No, a mobile slaughter facility would not be suitable for our operation.
10. No, we would not establish our own slaughterhouse.
11. No, we would not establish our own processing facility.
12. Yes, with a state-inspected slaughterhouse near by we would get back into production.
13. By starting with 2 sheep and 2 pigs, and increasing these 3 and 5 fold respectively, our gross income would increase by 300 and 500%.
14. Our profitability would increase very positively.
15. There are probably no other benefits.
16. We are a small, diversified farm, we don't export, and all the business is with neighbors and farmers' market. Neighbors look forward to our product, they trust us. Not being able to sell the meat from the animals we can raise is a crying shame. We have 25 acres of land that is underutilized. Taking animals to a slaughterhouse only 45 minutes (currently a custom slaughterhouse) away would be very advantageous.

**Livestock Producer – 153**

1. We raise beef (15) and pigs (300) naturally.
2. We slaughtered 3 beef cattle and 18 roasters, the rest of piglets are sold to be raised for slaughter.
3. All animals were slaughtered in Maine.
4. All the meat was sold in Maine.
5. Yes, we are in favor of a state meat inspection. We would be able to sell meat from our freezer. Closest federally inspected slaughterhouse is 3 hours away while the closest custom slaughterhouse is 45 minutes away.
6. A reasonable fee would be acceptable. State inspection could be set for certain days of the week, animals to be slaughtered for personal use I could take on days when the inspector is not there.
7. Definitely, a close by slaughterhouse would improve my profitability.
8. Yes, I would use a state-inspected slaughterhouse if available.
9. Mobile slaughter facility may not be suitable for my operation.
10. No, I would not establish my own slaughterhouse.
11. No, I would not establish my own processing facility.
12. Yes, I would increase the size of my herd, but currently there is a moratorium.
13. Perhaps my gross income could increase by about \$5,000 due to a state inspection program, but it is really hard to say.
14. A state inspection program would be a plus as far as my profits go.
15. The benefit that we would have is that the travel time would be drastically reduced. Although it takes only 3 hours to go to the slaughterhouse and another 3 hours to pick up the meat, I actually lose 2 full days.
16. No additional comments.

#### **Livestock Producer – 154**

1. We raise sheep (6) and goats (6) naturally.
2. We slaughter 6 lambs and 2 goats.
3. All animals are slaughtered in Maine.
4. All the meat stays in Maine.
5. Yes, I am in favor of a state meat inspection program.
6. Before I agree to pay inspection fee, I would like to know how much that would be.
7. A close by slaughterhouse would certainly improve my profitability.
8. Yes, I would use a state-inspected slaughterhouse if available.
9. No, a mobile slaughter facility may not be suitable for me.
10. No, I would not establish my own slaughterhouse.
11. Establishing my own processing facility is a definite maybe.
12. Oh, yes. I would increase my herd if state inspection program were implemented.
13. I would predict my gross income to increase by about 30%.
14. My profits would probably be about similar as the gross income.
15. I would be able to start working on other things if I did not have to travel so far with my animals to be slaughtered.
16. Livestock producers' operations would be so much better if in this area freezer lockers were available. Farmers need assistance and some leadership from the Department of Agriculture would go a long ways. There are federal funds available for co-ops, but there must be some local government support. A little assistance from state government could put many farmers on their feet to be very productive.

#### **Livestock Producer – 155**

1. We raise 4 cows, 2 pigs, and 8 sheep, naturally.
2. We slaughter 2 cows, 2 pigs, and 4 lambs annually.
3. All are slaughtered in Maine.
4. All the meat stays in Maine.
5. Definitely; we are in favor of having a state meat inspection program.
6. The department needs to provide the farmers with service just as any other taxpaying group. I would not pay for inspection. If it were not for us eating the meat we produce, I would not be selling some of it to others. I have to travel 2 hours to the nearest federally inspected slaughterhouse, while a custom slaughterhouse is only 45 minutes away.
7. A close by state inspected slaughterhouse would improve my profitability, of course.
8. Yes, I would use a state-inspected slaughterhouse if available.
9. A mobile slaughter unit would have a large expense, that would not interest me.
10. No, I would not establish my own slaughterhouse.
11. No, I would not establish my own processing facility.

12. Possibly. I would increase my herd with a state inspection program in place.
13. Gross income will not increase with a state inspection program.
14. Profits will definitely increase with a state inspection program.
15.
  - State inspection will promote local meat and also increase local sale.
  - When we moved to Maine some 30 years ago, farm products were promoted. Now for the past 10 years there is absolutely no support for livestock producers.
  - There is more information in the State on soil conservation than there is about farm products.
  - The Farm Bulletin was carrying all sorts of information very useful to the farmers, including the Commissioners Reports, now that bulletin is no longer in existence. New Hampshire farm bulletin is making a profit with their publication, why can't Maine do the same? We would be willing to pay for such service.
  - The State needs diversity and letting the small farms disappear will have wide ranging damaging effect on our society, as we know it. Benefits to the state by having farms is difficult to evaluate, but how would absence of farms affect the tourists who come specifically to see farms and buy "farm" products?

**Livestock Producer – 156**

1. I raise sheep (30) naturally.
2. I sold 30 lambs last year.
3. They were all slaughtered in Maine.
4. The meat stayed in Maine.
5. I am in favor of a state meat inspection.
6. Yes, I would be willing to pay a reasonable fee.
7. Yes, a close by state-inspected slaughterhouse would improve my profitability.
8. Yes, I would use a state-inspected slaughterhouse if available.
9. Yes, I would consider a mobile slaughter unit.
10. It is doubtful that I would establish my own slaughterhouse.
11. No, I would not establish my own processing facility.
12. Yes, I may increase the size of my flock.
13. I would predict my gross income to increase by about 10%.
14. State meat inspection may improve my profits.
15. There would be no other benefits.
16. Meat should be self-inspected by the person that raises and slaughters the animal.

**Livestock Producer – 157**

1. I am raising beef (27 head) naturally.
2. I slaughter or sell for slaughter annually 7 head of cattle.
3. All animals are slaughtered in Maine.
4. All the meat from the animals is sold in Maine.
5. Yes, I am in favor a state meat inspection program.
6. The inspection services should be paid by the state, if the state feels responsible for protecting its citizens.
7. A close by state-inspected slaughterhouse would improve my profitability.
8. Yes, I would use a state-inspected slaughterhouse.
9. I am not interested in a mobile slaughter facility.
10. I would look into establishing a slaughterhouse if state inspection were to be implemented.
11. I am currently also operating a meat processing facility. Customers bring slaughtered carcass and I cut it to their wishes.
12. If there is a market demand at competitive price, I will certainly increase my herd.
13. If I can sell my product to independent stores and restaurants, my gross profit may increase by 10 – 15%.
14. State inspection may have a positive effect on my profits.
15. There are not other benefits.
16. Livestock producers are not given assistance as potato farmers and others. When there is a crop failure and some other reason for the potato farmer to lose part of his crop, the government provides assistance. When I lose a cow because of some catastrophe I get not assistance and it may be as much as \$1,000 – 1,500.

**Livestock Producer – 158**

1. I am raising beef (25) naturally.
2. I slaughter or sell for slaughter about 7 animals annually.
3. All animals are slaughtered in Maine.
4. All the meat stays in Maine.

5. Yes, I am in favor of a state meat inspection program.
6. How would such charges be divided up? There is too little markup, there is very little profit.
7. There is an USDA inspected slaughterhouse near my farm, only 35 miles away.
8. I believe I would use a state-inspected slaughterhouse if available.
9. A mobile slaughter unit may not be useful for my operation.
10. No, I would not establish my own slaughterhouse.
11. No, at this time I do not think I would establish my own processing facility.
12. If the market demand increases for beef, I may very well increase my herd.
13. Not sure how much my gross income would increase, probably not much.
14. If I can sell my product locally, my profit will go up.
15. The state inspection program may give me a chance to sell my product locally.
16. No additional comments.

#### **Livestock Producer – 159**

1. I raise dairy beef and veal (16) and goats (25). I am certified organic grower.
2. I slaughter or sell for slaughter 10-12 beef and veal, and 10 goats.
3. All animals are slaughtered in Maine.
4. All the meat stays in Maine.
5. Yes, I am in favor of having a state meat inspection program.
6. Yes, I would be willing to pay for the service, there are not enough federal-inspected slaughterhouses.
7. A close by state inspected slaughterhouse would improve my profitability; even more so for people that are further away from a slaughterhouse than I.
8. Yes, I would use a state-inspected slaughterhouse if available, as long as I can sell the meat.
9. Not certain whether I could use a mobile slaughterhouse.
10. No, I would not establish my own slaughterhouse.
11. No, I would not establish my own processing facility.
12. Yes, I would increase my herd if a state inspection program were implemented.
13. My gross income may increase 50-100%.
14. My profits should increase accordingly to the gross income.
15. I have 15 miles to an USDA-inspected slaughterhouse, but many people travel a lot further.
16. State-inspected slaughterhouses should be strategically located, to give those too far away a better chance to be services.

#### **Livestock Producer –160**

1. We are raising beef (15-20) and pigs (9) naturally.
2. We slaughter or sell for slaughter 15 – 20 beef and 9 pigs.
3. All animals are slaughtered in Maine.
4. All the meat stays in Maine.
5. Yes, we are in favor of having a state meat inspection.
6. Yes, but a reasonable price.
7. Yes, a closer state inspected facility would make our operation more profitable.
8. Yes, we would use a state inspected facility if available.
9. No, a mobile slaughter facility would not be useful.
10. No, we would not establish our own slaughterhouse.
11. No, we would not establish our own processing facility.
12. No, we would not increase the size of your herds.
13. Our gross income may increase by about 5%.
14. The profits would probably increase according to the gross income.
15. Benefits would be being able to sell the meat to local stores and restaurants.
- Closer located slaughterhouse would reduce travel time
16. Customers will probably like the idea of Maine inspected meat better.
- Better awareness to the public and consumer.
- Better advertising of the product.
- We need an agricultural bulletin listing, and needs of different livestock producers, reports by the Commissioner, etc.

#### **Livestock Producer – 161**

1. We raise pigs (4) and sheep (4) naturally.
2. We slaughter or sell for slaughter 4 pigs and 4 sheep.



3. All animals are slaughtered in Maine.
4. All animal meat stays in Maine, except the meat of one pig.
5. Guess so, we support state inspection.
6. Guess we will cover inspection costs within reason, although we would prefer the state provide this service.
7. Slaughterhouses more accessible is a good idea.
8. Probably we would use a state inspected slaughterhouse if available.
9. A mobile slaughter facility would not be useful for me, but would probably be useful to others.
10. No, we would not establish our own slaughterhouse.
11. No, we would not establish our own processing facility.
12. Possibly we would increase our herd and flock.
13. Our gross income may increase by about 10%.
14. Our profits would probably increase with the gross income.
15. The benefit would be that I could sell the meat to customers.
16. No additional comments.

#### **Livestock Producer – 162**

1. We raise sheep (120 yews) naturally.
  2. We slaughter or sell for slaughter 100 lambs.
  3. Seventy percent of animals are slaughtered in Massachusetts and 30% in Maine.
  4. The meat probably stays where the animals were slaughtered: 70% Massachusetts and 30% Maine.
  5. Yes, we are in favor of a state meat inspection.
  6. It will be very difficult to absorb the service charge, because the profit is frequently non-existent.
  7. No, a closer slaughterhouse would not improve profitability, there is an USDA inspected slaughterhouse reasonable close.
  8. Yes, I would a state inspected slaughterhouse if available.
  9. No, a mobile slaughter unit would not be useful for my operation.
  10. No, I would not establish my own slaughterhouse.
  11. No, I would not establish my own processing facility.
  12. No, I would not increase the size of my flock.
  13. There would be no change in my gross income.
  14. My profits could increase with a state inspection program in place. But that would depend on fees to be paid. Our buyers are from Boston, thus that transaction will not be affected.
  15. The benefit would primarily convenience. Profits would still be very small.
  16. There are always losses. This year I spent \$30,000 on fencing, fertilizer, fixing buildings.
- Although wool is sold, there seems to be not profit.
  - Last year we had \$20,000 income, but the loss was \$26,000.
  - We support ourselves with income from other sources. It is easier for cattle ranchers in the western states, where the cattle grazes on government land for no or minimal cost. There are no taxes for the land their animals are grazing on.
  - Milk farmers have price support, so do other commodity farmers, but not livestock producers.
  - Implementation of state inspection should be done with great care, paying special attention to the geographic factors.
  - With two inspectors in the field it may cost \$150,000. It would be very prudent to study this activity to see whether the work of these inspectors generated additional income to cover this cost or more.

#### **Livestock Producer – 163**

1. We are raising beef (50) and sheep (20), naturally.
2. We slaughter or sell for slaughter 7 beef and 10 lambs.
3. Five beef are slaughtered in Maine and 2 in Canada; 7 lambs are slaughtered in Massachusetts and 3 in Maine.
4. The meat probably remains where the animals are slaughtered.
5. If the state inspection takes place of federal inspection I will support it.
6. I will pay for inspection services, if the price is reasonable.
7. Close by state inspected slaughterhouse will improve my profitability.
8. Yes, I would use state-inspected slaughterhouse if available.
9. A mobile slaughter facility will not be useful.
10. I am seriously looking into starting my own slaughterhouse.
11. Very possibly, I will establish my own processing facility.

12. Probably would not increase my herd because of the state inspection program implementation.
13. My gross income would not increase a lot.
14. My profits would not change much, but the change would be a plus.
15. Other benefits would be that I would move a little more meat.
16. Because of a state inspection program farmers may now increase their livestock.

**Livestock Producer – 164**

1. We are raising sheep (23 yews) and they are certified “organic”.
2. We slaughter 35 – 40 lambs annually.
3. All animals are slaughtered in Maine.
4. All the meat is sold in Maine.
5. Definitely. We are in favor of a state meat inspection program.
6. Yes, we are willing to pay for the inspection, but the profit is very slim and it would be proper for the state to cover this expense.
7. Definitely. A close by state-inspected slaughterhouse would improve our profitability.
8. Yes, I would use a state-inspected slaughterhouse.
9. If the cost for slaughtering lambs in a mobile unit is competitive, I will be interested.
10. No, I would not establish my own slaughterhouse.
11. No, I would establish my own processing facility.
12. Probably. With a state-inspected slaughterhouse near by I may increase the size of my flock.
13. It is hard to estimate what the increase of my gross income may be, but it is proportional to the reduced anticipated cost of processing.
14. My profits should increase with a state meat inspection in place.
15. Additional benefits would be savings travel time.
  - More convenient in scheduling slaughtering.
16. It is time to move on with the state meat act.
  - Benefits for livestock producers are greater than apparent from first glance.
  - The livestock community sorely misses agricultural bulleting.
  - Better communication is essential with the Department to make this project a success.
  - Department moving in this direction is encouraging to small and diversified agriculture.
  - Agricultural community needs recognition and support, the agricultural logo must be better advertised.

**Livestock Producer – 165**

1. We raise hogs (215) and goats (40), naturally.
2. We slaughter or sell for slaughter 200 hogs and 10 goats.
3. All animals are slaughtered in Maine.
4. All the meat is sold in Maine.
5. I am in favor of a state meat inspection program.
6. A reasonable inspection fee is acceptable.
7. Yes, a more accessible slaughterhouse would improve my profitability.
8. Yes, I would use a state-inspected slaughterhouse if available.
9. I might consider a mobile slaughter unit, once I learn more about its operation and cost.
10. No, we would not establish our own slaughterhouse.
11. No, we would not establish our own processing facility.
12. Not necessarily, but we would increase our herds in response to market demand.
13. Our gross income may increase by 25%.
14. Our profits would be affected by time saved and inspection charges added.
15. State inspection will offer more options.
  - Our local customers have more faith in state inspectors than federal inspectors.
16. We need an agricultural newsletter badly. The Farm Bureau is publishing “Maine Farmer”, which is good, but there is no classified section that we need. Vermont and New Hampshire do publish such a bulleting and it is very useful. You can find price list including farmers market, agricultural events, and meetings in state and out of state.
  - We need assistance with planning, sometimes various regulations are difficult to interpret and no one to help us.
  - Frequently we get incomplete information when calling the Department.
  - Maine is not represented at New England livestock producers meeting.

- Our agricultural logo must get recognition. No one seems to know it any longer. It is an excellent advertising for quality assurance. Other states in NE are doing a much better job for their livestock producers.
- Other NE states are much more farmer friendly than our state.
- There is no outreach. Recognizing the smaller farmers, who represent a substantial part of farming, as financially rewarding.
- Government assistance in critical time can help a farmer over a hurdle and make him more productive.
- I am delighted that the commissioner undertook this study, regarding state meat inspection.
- There was no activity in the Department until very recently.

#### **Livestock Producer – 166**

1. We raise beef (6) and pigs (10) naturally.
2. We slaughter 3 beef and 10 pigs annually.
3. All animals are slaughtered in Maine.
4. All the meat stays in Maine.
5. Yes, we are in favor of a state meat inspection program.
6. No, being a small farmer I can not afford to pay the inspection fees.
7. Oh, yes. A more accessible slaughterhouse will improve my profitability.
8. Yes, I would use a state-inspected slaughterhouse if available.
9. Not really. A mobile slaughter facility is not really suitable for my operation.
10. No, I would not establish my own slaughterhouse.
11. Possible. I may establish my own processing facility.
12. Probably yes, especially with the hogs. With a state-inspected slaughterhouse near by I will probably increase my herds.
13. My gross income may increase by as much as 30 – 40%.
14. Our profits would be quite a bit better, because saving on processing and selling valued added products.
15. Additional benefits would be: (a) One could do a better job on brand recognition. (b) Selling cuts of meat brings in better profit than selling the whole or even half the carcass. (c) Would allow selling meat products along the coast during the summer. (d) Summer sale could lead to mail order sales.
16. State inspection is a good idea, because it gives more flexibility.
  - Federal inspection geared to large processors, state inspection can be tailored for small operators.
  - Small operators can concentrate on a HACCP plan, rather than present idea of bigger is better.

#### **Livestock Producer – 167**

1. We raise sheep (50 ewes) and pigs (12) naturally.
2. We slaughter annually 50 – 60 lambs and 15 – 20 pigs.
3. All animals are slaughtered in Maine.
4. All the meat stays in Maine.
5. Does not make any difference to me whether there is or is not a state meat inspection.
6. No, I am not willing to pay for the inspection. That should be paid by the animal owner and his slaughterhouse.
7. An accessible state-inspected slaughterhouse will make no difference to my profitability.
8. For lambs I would probably not use a new slaughterhouse, because I am quite happy with the one I am using now. For poultry I probably would use a more accessible slaughterhouse.
9. I would only use a mobile slaughter facility if proven to be dramatically competitive.
10. No, I would not establish my own slaughterhouse.
11. No, I would not establish my own processing facility.
12. No, I would not increase the size of my flock or herd because of the state meat inspection.
13. My gross income will probably not change with a state meat inspection.
14. My profits will not be affected by a state inspection, unless the taxes go up.
15. None. There will be no benefits for me because of state meat inspection.
16. Federal meat inspection is good, no need for additional inspection.
  - State inspection could have benefits because decisions could be made at local level.
  - State inspection could be better, because it would be geared to smaller processors.
  - Reservation for slaughter is not big deal, especially in February, which is a slow period.
  - I have no problem scheduling lambs to go for slaughter, or whenever I call.
  - Federal government does provide help to farmers, but because of their own agenda, as in the case of helping with hay or grazing area.
  - The Farm Bureau did not do for us a lot.

- Maine Agricultural Bulletin was a great publication. It appeared every two weeks and had invaluable information including classified section. It was replaced with a glossy publication, showing the commissioner shaking hands with someone, totally useless.
- Information needed by livestock producers is not forthcoming from the Department.

#### **Livestock Producer – 168**

1. We raise lambs (27 yews) naturally.
  2. We slaughter or sell for slaughter 45 lambs annually.
  3. About 10 – 20% are slaughtered in Maine and the balance in Massachusetts.
  4. About 10 – 20% of the meat stays in Maine and the balance stays in Massachusetts.
  5. Absolutely. I have been advocating state inspection for a long time.
  6. Yes, I will be willing to pay for state inspection, if it is reasonable.
  7. Absolutely. Having a more accessible slaughterhouse would definitely improve my profitability.
  8. Yes, I would use a state slaughterhouse if available.
  9. Not interested in using state fund for a mobile slaughter unit, unless it can be proven to be very competitive.
  10. No, I would not establish my own slaughterhouse.
  11. Maybe. I might establish my own processing facility.
  12. Yes, I would increase the size of my flock.
  13. I would predict my gross income to increase two or three-fold.
  14. A state inspection program will positively affect my profits.
  15. Additional benefits would be visibility for agricultural products.
- On small scale these activities would benefit related agricultural enterprises, such as increased income from tourism.
  - 16. If we can not increase availability of Maine-raised meat to local consumer, then we are missing the boat. We should not aim for other states; we must pay attention first to the local market.
  - State inspection would increase meat availability and accessibility to local market and tie to other agricultural products.
  - The whole image of agriculture should be advertised locally, instead of concentrating on the “world”.
  - Marketing and production information should be monitored by the state. That information can lead to open larger opportunities.
  - Selling part of a lamb brings in more profit than selling a whole lamb.
  - The final report should be made available to people who participated in this study.

#### **Livestock Producer – 169**

1. We raise beef (15 head) naturally.
  2. We slaughter or sell for slaughter 2 to 4 annually.
  3. All animals are slaughtered in Maine.
  4. All the meat sold in Maine.
  5. Yes, we are in favor of a state meat inspection.
  6. We would be willing to pay \$5/head. This would give us flexibility we look for.
  7. An accessible state-inspected slaughterhouse would increase our profitability. It would also reduce stress on the animals.
  8. Yes, we would use a state-inspected slaughterhouse if available.
  9. No, a mobile slaughter unit would suite our operation.
  10. No, we would not establish our own slaughterhouse.
  11. No, we would not establish our own processing facility.
  12. No, we would not increase the size of our herd to start with.
  13. We would predict our gross income to increase by 10 – 15%.
  14. Our profits would stay about the same.
  15. A state inspection would help with consumer confidence.
- Would allow selling smaller portions, instead of the whole or side of the animal, increasing profitability.
  - 16. State inspection would give us the flexibility we need.
  - State inspection would give us exposure and thus wide market base.
  - Maine animals are bought here and finished for sale in the Midwest.
  - We must get support for our agricultural logo. State of Vermont is doing a very good job. We should learn something from them.

**Livestock Producer – 170**

1. We have a dairy farm with 500 head.
2. We slaughter or sell for slaughter 59 cull cows.
3. Off these animals 15 are slaughtered in Maine and 45 in Massachusetts.
4. The meat is probably sold where the animals are slaughtered.
5. I am doubtful about the state meat inspection program.
6. Federal inspection is adequate, there is not need for additional inspection and inspection fees.
7. No, not really. A more accessible slaughterhouse will not improve our profitability.
8. Probably not. We are quite happy with the slaughterhouse that we are currently using.
9. No, a mobile slaughter unit would not suite our operation.
10. No, we would not establish our own slaughterhouse.
11. No, we would not establish our own processing facility.
12. No, we would not increase the size of our herd.
13. There would be no change in our gross income as result of a state meat inspection program.
14. There would be no change in our profits.
15. There are not profits due to a state inspection program.
16. No additional comments.

**Livestock Producer – 171**

1. We raise sheep (3 yews) and goats (4), naturally.
2. We slaughter or sell for slaughter 2 - 5 lambs and 2 goats.
3. All animals are slaughtered in Maine.
4. The meat of 1 animals stays in Maine and the rest goes not Massachusetts.
5. Yes, we are in favor of a state meat inspection.
6. An inspection fee would be improper. A small business could go out of business.
7. All right. Currently we are not far away from a slaughterhouse, but that would give us more flexibility.
8. Yes, we would use a state-inspected slaughterhouse if available.
9. No, a mobile slaughter unit would not be suitable for our operation.
10. No, we would not establish our own slaughterhouse.
11. No, we would not establish our own processing facility.
12. No, we would not increase the size of our herd.
13. Our gross income would not change.
14. Our profits would not change.
15. More slaughterhouses would not lower the price for processing but will result in better service.
16. No additional comments.

**Livestock Producer – 172**

1. We raise beef (40) naturally.
2. We slaughter about 8 annually.
3. Three animals are slaughtered in Maine, 3 in Massachusetts, and 2 in Canada.
4. The meat is probably sold where the animals were slaughtered.
5. Yes, we are in favor of state meat inspection, as long as we do not have to pay for the inspection.
6. We are already overcharged and there is no room for additional charges.
7. The closer the slaughterhouse, the cozier.
8. Yes, we would use a state-inspected slaughterhouse if available.
9. Probably not. A mobile slaughter facility would not be suitable for our operation.
10. No, we would not establish our own slaughterhouse.
11. No, we would not establish our own processing facility.
12. No, we would not increase the size of our herd.
13. Our gross income would not increase.
14. Our profits would not change.
15. State inspection would assure that the animals are processed in a proper place.
16. No additional comments.

**Livestock Producer – 173**

1. We raise cows (80), pigs (40), and goats (10), naturally.
2. We slaughter or sell for slaughter 20 cows, 30 pigs, and 2 goats.
3. Cows are slaughtered in Canada, while pigs and goats are slaughtered in Maine.
4. The meat probably is sold where the animals were slaughtered.

5. Definitely. We are in favor of a state meat inspection program.
6. We will pay a reasonable fee, if necessary.
7. Oh, yes! A more accessible slaughterhouse will improve our profits.
8. Yes, I would use a state-inspected slaughterhouse if available.
9. A mobile slaughter unit would not be suitable for our operation.
10. No, we would not establish our own slaughterhouse.
11. No, we would not establish our own processing facility.
12. Yes, we would increase the size of our herd with the implementation of a state meat inspection program.
13. Our gross income could increase ten folds.
14. Our profit would increase by about \$4,000.
15. Advantages would include savings on time and travel.
16. It is time to change. The market is stagnating. We must improve our marketing strategy.

**Livestock Producer – 174**

1. We raise deer (250) naturally.
2. We slaughter or sell for slaughter 50 head annually.
3. All the animals are slaughtered in Maine.
4. Ninety percent of the meat stays in Maine and the rest goes out of state.
5. Think so. We are in favor of state meat inspection, provided the meat can be sold in and out of state.
6. Yes, I am willing to pay inspection fee if the meat is re-salable.
7. Oh, yes. A close by slaughterhouse would certainly improve our profitability.
8. Oh, yes. Certainly would use a state-inspected slaughterhouse if available.
9. Yes, a mobile slaughter unit could be useful for my operation.
10. Probably not. I would not likely establish my own slaughterhouse.
11. I might establish my own processing facility.
12. Yes, I would increase my herd. In fact, my herd is increasing annually anyway.
13. I would predict my gross income to increase by about 50%.
14. My profit would probably increase similarly.
15. Additional benefits would include (1) convenience, (2) time saver in reduced travel to deliver animals to a slaughterhouse, and (3) product recognition.
16. No additional comments.

**Livestock Producer – 175**

1. We raise sheep (80 – 100 yews) as well as beef and pigs naturally.
2. We slaughter or sell for slaughter 40 – 50 lambs annually.
3. Ninety percent are slaughtered in Maine and 10% in other states.
4. The meat is sold probably where the animals are slaughtered.
5. Absolutely. I most certainly support state meat inspection program.
6. The inspection fees should be covered by the state. There is very little profit in raising animals.
7. Absolutely. Oh, Good, yes. Not only proximity would be helpful, but it is difficult to get the animals slaughtered in an USDA inspected facility. There is at least a 6 months lead time and the slaughter of lambs can not be delayed for too long.
8. Yes, I would use a state-inspected slaughterhouse if available.
9. The use of a mobile slaughter facility would depend on consumer confidence and would it pass a HACCP plan.
10. No, I would not establish my own slaughterhouse.
11. I would probably not establish my own processing facility.
12. No, I would not increase my flock.
13. I would predict my gross income would increase two fold.
14. My profit is likely to increase 200%.
15. State inspection may help create a market for breed animals.
16. Moving animals long distances causes stress and that is likely to reduce in quality of the product.
  - Closer and more accessible slaughterhouses would cut on cost of shipment and I would also save time.
  - I would not have to keep offside job to be able to raise sheep.
  - Small livestock producers could survive as a community.
  - There is a need for exchange of information. An agricultural bulleting with classified section would be extremely useful.
  - A vibrant livestock industry can stimulate other agricultural activity.

**Livestock Producer – 176**

1. We raise beef (11), sheep (32 yews), and pigs (6) organically.
2. We slaughter or sell for slaughter 5 beef, 50 lambs, and 6 pigs.
3. All animals are slaughtered in Maine.
4. All the meat is sold in Maine.
5. Yes, I am in favor of a state meat inspection program.
6. Marl-up on the product is very little. I am willing to pay a reasonable fee.
7. Yes, a closer and accessible slaughterhouse would improve my profitability.
8. Yes, I would use a state-inspected slaughterhouse if available.
9. A mobile slaughter unit sounds interesting, I would be interested in learning more.
10. No, I would not establish my own slaughterhouse.
11. I don't believe I would establish my own processing facility.
12. Possibly yes. With a state inspection in place I may increase the size of my herd and flock.
13. Can't predict increase in may gross income. There is a demand for our product, but the hassle makes it hard for us to supply the market.
14. State inspection will have a positive effect on our profit.
15. Other benefits that I hope for are increased confidence in the product by consumer.
  - State inspection more accountable, being closer to home.
16. Our intention is to feed our neighbors first. Our customers tend to be loyal and we want to put a face on the food we produce. This in turn establishes confidence between the producer and the buyer.

**Livestock Producer – 177**

1. I am slaughtering beef (2-3), pigs and roasters (32) naturally.
2. I slaughter 2-3 beef and 32 pigs.
3. All animals are slaughtered in Maine.
4. All the meat stays in Maine.
5. Yes, I am in favor of a state meat inspection.
6. Yes, I am willing to pay for this service if it is not very high, say about \$5/head.
7. Sure would, an accessible slaughterhouse would improve my profitability.
8. Sure would use a state-inspected slaughterhouse if available.
9. No, a mobile slaughter facility does not sound economical.
10. No, I would not establish my own slaughterhouse.
11. I don't think I would establish my own processing facility.
12. Yes, I would increase the size of my heard with a close by state-inspected slaughterhouse.
13. My gross income may increase at least two fold.
14. My profits would be increase too.
15. State inspection should bring the local market a big burst. This would likely stimulate local meat market.
16. There appears to be little interest in agriculture.
  - Many farms are going out of business.
  - In the south the farmers are encouraged to lime their fields. They pay \$18/ton of lime while here I have to pay \$60/ton.
  - They had some terrible floods in the south, but the farmers are getting assistance.
  - Small farms with a few animals can amount to a lot if you keep them al productive.
  - What about keeping Maine rural? If the farms disappear, what is going to happen to the land?

**Livestock Producer – 178**

1. We are raising deer (175), naturally.
2. We slaughter annually about 20 animals.
3. All animals are slaughtered in Maine.
4. Eighty percent of the meat (16) stays in Maine and the rest is shipped out (4).
5. Yes, I am in favor of a state meat inspection.
6. Yes, I will be willing to pay a reasonable fee.
7. We are not too far a way from a FDA inspected slaughterhouse, only about 1 hour away.
8. Yes, I would use a state-inspected slaughterhouse if available.
9. Possibly, I would use a mobile slaughterhouse.
10. No, I would not establish my own slaughterhouse.
11. No, it is unlikely that I would establish my own processing facility.
12. I would increase my as the market indicated.

13. Perhaps my gross income would increase by about 10%.
14. The profits would probably also increase.
15. State inspected facility could work better, could customize the operation for specific needs.
16. It is difficult to do business in Maine. There is very little profit in this operation, anything the state could do would be very helpful.

**Livestock Producer – 179**

1. I raise beef (45).
2. I slaughter annually 17 head of cattle.
3. All are slaughtered in Maine.
4. The meat from all the animals stays in Maine.
5. Sure am in favor of a state meat inspection.
6. There is little profit, thus any help the state can provide will be very helpful.
7. Yes, my profitability would improve if a slaughterhouse were more accessible.
8. Yes, I would use a state-inspected slaughterhouse.
9. A mobile slaughterhouse would not be suitable for my operation.
10. No, I would not establish my own slaughterhouse.
11. No, I would not establish my own processing facility.
12. No, I would not increase my herd, I am 75 years old and will keep this farm going only for so long.
13. My gross income may increase by about 10%.
14. Sure would expect my profits to go up.
15. If there were a few more slaughterhouse, the competition my reduce the cost for processing and would improve the service.
16. It is good that the Commissioner is looking into setting up slaughterhouses, we really need some.
  - A neighbor of mine used to raise some 90 sheep, but is not longer doing it, because it is too expensive to process these.
  - Should a cow break a leg, the price I have to pay for having her processed is more than when normally scheduled.
  - We are captive audience and are charged whatever the slaughterhouse dictates, there is not choice.
  - The slaughterhouses need some competition, so that the price comes down and service improves.
  - Maine was a diverse farming area, now you can not see animals on the fields. That is not right.
  - I have great respect for Commissioner Spear and I hope he can do something for us.
  - There used to be a friendlier atmosphere in the slaughterhouses in the past, now it is all rush, rush, rush.

**Livestock Producer – 180**

1. We raise beef (10-12) organically.
2. We slaughter 2 –3 animals annually.
3. All the animals are slaughtered in Maine.
4. All the meat stays in Maine.
5. Either way, it does not matter to me.
6. I would stay with federal inspection, it is less expensive.
7. Yes, a close by slaughterhouse would improve my profitability. At present the slaughterhouse I use does not provide the service that I need. Perhaps competition would create a better atmosphere in the slaughterhouse.
8. Yes, I would use a state-inspected slaughterhouse. I could sell my product in stores and restaurants.
9. No, a mobile slaughter unit does not sound appealing to me.
10. No, I would not establish my own slaughterhouse.
11. No, I would not establish my own processing facility. I am too busy with other things.
12. Maybe I would increase the size of my herd with a state-inspected slaughterhouse near by.
13. Marketing will determine what my gross income will be.
14. My profits would probably go up, I would be more competitive, and processing would be less expensive.
15. State inspection may make processing easier, things may be a bit more convenient.
16. -

**Livestock Producer – 181**

1. We raise beef (6) and pigs (12) naturally.
2. We sell 6 heads of cattle and 12 pigs for slaughter annually.
3. We sell the animals to a buyer.
4. We do not know where the animals go.



5. We do not fit into any category of livestock producers....
6. We have no opinion regarding state meat inspection.

**Livestock Producer – 182**

1. We raise sheep (18 yews) naturally.
2. We slaughter 36 – 38 lambs annually.
3. Thirty animals are shipped for slaughter to Massachusetts and 6 – 8 are slaughtered in Maine.
4. The meat is probably sold where the animals are slaughtered.
5. Yes, we are in favor of a state meat inspection program. We could then sell more meat locally.
6. Yes, I am willing to pay for this service, provided the fee is reasonable.
7. We are relatively close to two slaughterhouses, but for others additional slaughterhouses would make things more convenient.
8. Yes, I would use a state-inspected slaughterhouse if available.
9. A mobile slaughterhouse may not be suitable in our case.
10. No, I would not establish my own slaughterhouse.
11. No, I would not establish my own processing facility.
12. Possibly, I would increase my flock with a state inspection program in effect.
13. My gross income could increase by about 25%.
14. My profits should go up with a state inspection in place.
15. There are too many farmers dropping out. A state inspection may encourage many farmers to go back to livestock production.
16. State inspection may overall increase meat safety.
  - Many small slaughterhouses are not inspected and things could go out of control.
  - The program should be carefully implemented not to increase excessive paperwork.

**Livestock Producer – 183**

1. We are raising sheep (12 yews) and goats (3), naturally.
2. We slaughter 10 lambs annually.
3. Six are slaughtered in Massachusetts and 4 in Maine.
4. The meat is probably sold where the animals are slaughtered.
5. No, I am not in favor a state meat inspection.
6. No, I will not be willing to pay for the state inspection.
7. I am only 3 miles away from a slaughterhouse, so my profits are not likely to change with more facilities in the state.
8. Maybe I would use a state-inspected slaughterhouse if available.
9. No, a mobile slaughterhouse is not suitable for my operation.
10. No, I would not establish my own slaughterhouse.
11. No, I would not establish my own processing facility.
12. No, I would increase the size of my flock.
13. My gross income would not change.
14. My profits would not change.
15. State inspection is probably a good idea, but for me it does not make any difference.
16. Any help for the livestock producers will be greatly appreciated.
  - Out of house sale would increase income due to value added.
  - The state could help with promotion and marketing.

**Livestock Producer – 184**

1. We are raising goats (11), cows (4), and pigs (3). We are certified organic growers.
2. We slaughter 6 goats, 2 cows, and 2 pigs annually.
3. All animals are slaughtered in Maine.
4. All the meat stays in Maine.
5. I would have to know more before I would say whether I am in favor of a state meat inspection or not. If state inspection will allow small farmers to sell their product, then I am in favor.
6. It is expensive to raise animals, there is little left for profit. A minimum charge would be acceptable.
7. Sure. Closer and more accessible slaughterhouse would improve my profitability.
8. I would probably not use a state-inspected slaughterhouse if available.
9. No, I do not think I would use a mobile slaughter facility.
10. No, I would not establish my own slaughterhouse.
11. No, I would not establish my own processing facility.

12. Possibly. With a state inspection in place I may increase my herd and flock.
13. My gross income will not change with a state inspection program.
14. My profits will not change with a state inspection program.
15. –
16. No additional comments.

#### **Livestock Producer – 185**

1. I am raising beef (31) and pigs (25) organically.
2. I am slaughtering 3 beef and 20 pigs annually.
3. All animals are slaughtered in Maine.
4. All the meat stays in Maine.
5. No, I am not in favor of a state meat inspection, because the government tends to introduce additional regulations.
6. Yes, I would be willing to pay a fee, because of the convenience and time saving.
7. Yes, absolutely. A closer and more accessible slaughterhouse would improve my profitability.
8. Yea, absolutely. I would use a slaughterhouse if available.
9. No, a mobile slaughter facility may not be suitable for me.
10. I would establish a slaughterhouse if funding were made available.
11. Yes, I would establish a processing facility.
12. Probably I would increase the size of my herd with a state-inspected slaughterhouse near by.
13. With an accessible slaughterhouse my gross profit could increase 300%.
14. My profits would show a huge jump.
15. Additional benefits with a state inspection is that processing would be less intense at the slaughterhouse.
  - I could get my product to the market faster.
  - It may lead to customer satisfaction.
  - Lesser chance of dirty food on the market.
16. Maine Meat Act is stupid legislation.
  - Why not provide funds to some of the better custom slaughterhouses, so they can upgrade their facility to meet USDA specifications? State inspection will have to be as good as those of the federal, so why introduce additional, costly program?
  - Better inspection could lead to better presentation of the product to the customer.
  - The farmers can not expect the government to find customers for them. They have to do some of the work themselves.
  - Farmers must develop their own market. Good quality product will assure customers, but the quality has to be there every time.

#### **Livestock Producer – 186**

1. I raise cattle (50 head) organically.
2. –
3. All animals are slaughtered in Maine.
4. All the meat is sold in Maine.
5. Yes, I am in favor of having a state meat inspection, if the meat can be sold out of state.
6. Yes, I will be willing to pay a reasonable fee for inspection.
7. A closer and accessible slaughterhouse would improve my profitability.
8. Yes, I would use a state-inspected slaughterhouse.
9. I am interested in a mobile slaughter facility if it could be competitive.
10. I would establish a slaughterhouse if financial support were available.
11. I would establish a processing facility if financial support were available.
12. –
13. My gross income would depend on many circumstances.
14. Profits may improve if competition among slaughterhouse would result in reduced processing cost.
15. –
16. USDA inspection does not go far enough. Farms should be inspected, to see what the farmers are feeding their livestock.
  - If growth hormones or antibiotics are used, the product should be so labeled.

#### **Livestock Producer – 187**

1. I am raising beef (27) naturally.

2. I am slaughtering 2 animals annually.
3. All animals are slaughtered in Maine.
4. All the meat stays in Maine.
5. Yes, I am in favor of a state meat inspection program.
6. I would be willing to pay a reasonable price for the inspection.
7. Not necessarily. I am relatively close to a slaughterhouse, so additional slaughterhouses would not improve my profitability.
8. Yes, I would use a state-inspected slaughterhouse if available.
9. No, a mobile slaughter facility may not be suitable for me.
10. No, I would not establish my own slaughterhouse.
11. No, I would not establish my own processing facility.
12. No, I would probably not increase the size of my herd.
13. My gross income is not likely to change.
14. My profit is probably not going to change.
15. Additional benefits could be improved service and reduced cost of processing due to competition among slaughterhouses.
16. -

**Livestock Producer – 188**

1. I raise dairy farm (35 head of cattle). Our farm is certified organic.
2. I slaughter 6 cows annually.
3. All animals are slaughtered in Maine.
4. All the meat is sold in Maine.
5. Not certain what "state meat act" really entails. Probably I would support the program, if farmers can sell the meat.
6. I would be willing to pay a reasonable price, say about \$5.
7. State inspection will certainly make life easier. I am not certain about profitability. Right now it is quite difficult to get into a slaughterhouse.
8. Yes, I would use a state-inspected slaughterhouse.
9. A mobile slaughter facility may not be suitable for me.
10. No, I would not establish my own slaughterhouse.
11. Doubtful, I would not establish my own processing facility.
12. I doubt that I would increase my herd because of the state inspection program.
13. There would be no change in my gross income.
14. I would expect my profits not to change.
15. Additional benefits would be convenience, not having to wait for too long.
- The consumer may have greater confidence in the product inspected by local inspector.
16. -

**Livestock Producer – 189**

1. We were raising 25 to 50 pigs annually, but when our slaughterhouse indicated that it would no longer process pork, we went out of business.
2. We were selling our product at the farmer's market, so all the animals were slaughtered in here and sold by us.
3. -
4. -
5. We are very much in favor of a state meat inspection program, because we would love to be able to go back to raising pigs.

## ***Custom Slaughterhouse***

#### **Custom Slaughterhouse - 301**

1. I slaughter beef, pigs, and lamb. Very few are 'organically' raised.
2. My activity is not evenly distributed throughout the year, it is more seasonal. I may slaughter 400 animals annually.
3. -
4. -
5. I am not interested in continuous state inspection.
6. I am not in favor of a state inspection program.
7. Charges would have to be passed on to the customer. That would make it less desirable for customers to buy an animal and bring it for slaughter for butchering. People have satisfaction in knowing where the animal was raised and what it was fed. There is no savings at the moment, adding inspection charges will reduce number of customers coming to have their animals slaughtered.
8. -
9. I expect no effect due to state inspection.
10. I expect not effect on my profits.
11. To bring my facility to compliance may cost \$10,000.
12. Yes, I have means to get my hands on the amount needed to upgrade my facility if I wanted to.
13. Yes, I am willing to have a consultant evaluate my facility to upgrade to USDA specifications.
14. There is not enough business around here. Most of the farms have disappeared in the area and so have slaughterhouses.

#### **Custom Slaughterhouse - 302**

1. We are slaughtering beef, pigs, lamb, goat, and deer. None are organically raised.
2. We are very busy, frequently working 12 hours a day, 7 days a week. This includes bookkeeping.
3. -
4. The hide stays at the slaughterhouse.
5. Not interested in state inspection, too many laws, we are planning to get out this business. There is plenty of USDA inspected facilities. State inspection is putting more expenses on the facility through excessive paperwork. We do not need more overhead.
6. We are not in favor of state inspection and do not want our facility under state inspection. We would only support state inspection if it helps the State of Maine.
7. We do not want our facility under state inspection. If anything, we would prefer acquiring USDA inspection.
8. Not interested in a mobile slaughtering facility.
9. State inspection will not make our operation more profitable.
10. State inspection would not affect our profits.
11. To bring our facility to USDA requirement may cost less than \$2,000.
12. We have means to bring our facility to USDA requirements.
13. We would be interested in having a consultant provide a free estimate for bringing our facility to USDA standard.
14. USDA inspection is likely to be better than state inspection.
  - We know of individuals who strongly support state inspection, but who's intent is questionable.
  - Currently we are inspected by USDA several times a year, isn't that enough?

#### **Custom Slaughterhouse - 303**

1. We slaughter beef, pork, and lamb. Most are not organically raised.
2. Seasonally we may be more or less busy.
3. -
4. We sell the hide.
5. It is hard to predict how many animals we will slaughter with the implementation of a state inspection program. However, our activities may not be as heavily influenced by the seasons.
6. Yes, we are in favor of a state inspection program.
7. If there are charges associated with state inspection service, we may have to pay out of our profits. Passing expense to the customer may not work. Horton's closed because passing prices to the customer resulted in the process not being attractive to the consumer.
8. We would not be interested in a mobile slaughtering facility.
9. State inspection may make our operation somewhat profitable.
10. If state inspection is properly implemented it could make our operation profitable
11. To bring our facility to USDA specifications, it may cost between \$20,000 and \$25,000.

12. Yes, I could go to the bank and take a loan.
13. Yes, I am willing to have a consultant look over my facility and provide free of charge an estimate for having my facility brought up to USDA standards.
14. No additional comments.

#### **Custom Slaughterhouse - 304**

1. We are slaughtering beef, hogs, and lamb. None are organically raised.
2. We are operating mostly in the Fall.
3. -
4. We can recover some of our expenses with offal. At one time the guts could be sold to a rendering plant, but not we have to pay for taking it away.
5. No change in animal slaughter anticipated with state meat inspection.
6. It does not matter whether the state inspection is approved or not.
7. State should take care of inspection costs.
8. No, I would not be interested in operating a mobile slaughtering trailer.
9. State inspection will not make my operation more competitive.
10. There will be no change in profits due to state inspection.
11. To bring my facility to USDA standard may cost \$10,000.
12. I could find means to fund such improvement, but how will I be able pay off the debt and continue to support my family? There is very little money coming in with this operation.
13. I am not interested in upgrading my facility, thus I am not really interested in having my facility evaluated by a consultant.
14. There are no additional comments.

#### **Custom Slaughterhouse - 305**

1. We are slaughtering beef, pork, lamb, and goat.
2. -
3. -
4. We sell animal hides to recover part of our expenses.
5. With a state inspection the number of animals slaughtered would not change..
6. Yes, but it would depend on how it would be handled. If the state inspection is the same as USDA, then why have a state inspection?
7. If it had to be, the cost would be passed on to the consumer.
8. No, we would not be interested in a mobile slaughter unit.
9. A state inspection program would make us more competitive.
10. State inspection program will lower or profits, because of expenses that go along with the program.
11. I don't have a clue how much it would cost to bring our facility to USDA specifications.
12. No, we do not have the means to pay for such expense.
13. Yes, we would be willing to have our facility appraised to what it may cost to meet USDA specifications.
14. No additional comments.

#### **Custom Slaughterhouse - 306**

1. Domestic animals are slaughtered at minimum, mostly game animals.
2. -
3. -
4. There is minimal recovery from animal hide. There used to be a demand for the hide, now I use as much salt per hide as I get for it. It used to be that we had offal picked up by a rendering plant at no charge, now we have to pay to have the offal removed.
5. I am not sure how many animals I would slaughter with a state meat inspection in place. Depends on the market.
6. Yes, I am in favor of a state meat inspection program, but I am sick of talking about it. There is nothing but talk.
7. I am not in favor for the slaughterhouse to pay for the inspection service.
8. No, I would not be interested in operating a mobile slaughter unit.
9. A state inspection program could possibly make my operation more competitive.
10. How my profits would be affected by a state inspection program, depends on how hard or easy it will be to operate under such a program. A while back I considered going under the USDA plan, but it seemed unbelievably expensive.

11. I would estimate that it would cost about \$100,000 to bring my facility into compliance with USDA requirements.
12. No, I do not have means to obtain that sort of money.
13. Yes, I would be willing to have my slaughterhouse evaluated free of charge as to what it would cost to bring the facility to USDA compliance.
14. Stop talking and do something about the state meat inspection.

**Custom Slaughterhouse – 307**

1. I am slaughtering beef, pigs, and a few lambs.
2. –
3. –
4. No, I can not recover any of my cost from animal parts left over. I get \$13 for a hide.
5. Hannaford stores buy meat from one source and not from me. State inspection will not help me sell my product in retail stores.
6. I would be in favor of a state inspection program if I knew what it meant in detail. Depends on what the state will come up with.
7. The charges can be handled if common sense prevails.
8. No, I would not be interested in operating a mobile slaughter unit.
9. Do not know how state inspection would be applied. That would have to be worked out.
10. Can't answer the question regarding potential profits due to the state inspection, because I don't know what the program can do for me.
11. To bring my facility to USDA specifications may be about \$30,000.
12. I would not bother getting the funds to implement needed upgrading. How could I ever pay the loan back.
13. Yes, I would be interested to have a consultant give an estimated cost for upgrading my facility.
14. Small business is not making any money.

**Custom Slaughterhouse – 308**

1. We slaughter beef, pigs, lamb, deer, and moose.
2. We just opened our doors to business.
3. –
4. There is very little financial recovery from the hide and other parts. The salt that has to be used for preservation reduces whatever we get for the hide.
5. We can not predict the effect a state inspection may have.
6. Yes, we are in favor of a state inspection, provided regulations are implemented with common sense.
7. If inspection charges are reasonable, I will participate, but will have to pass the cost on to the customer.
8. We would not be interested in operating a mobile slaughtering unit.
9. State inspection will not make the situation a whole lot better.
10. We can not predict what effect state inspection may have on our profits.
11. We would estimate the cost to bring our facility to USDA specs at around \$20,000.
12. We do not have means to get such funds.
13. Yes, we would be willing to have a consultant look our facility over and give an estimated cost to upgrading to USDA standards.
14. Success of the state inspection program will depend on the rules and regulations that will be applied as well as how they will be applied. The use of common sense will be very helpful.

**Custom Slaughterhouse – 309**

1. We slaughter beef, pork, and lamb.
2. –
3. –
4. We get about \$12 per hide. The hide must be heavily salted, of course.
5. The number of animals slaughtered will stay the same regardless of state meat inspection.
6. We support meat inspection for the state.
7. We do not plan to enter the plan so we would not be paying for it.
8. We would not be interested in operating a mobile slaughter unit.
9. Oh, no! State inspection will not make our operation more competitive.
10. A state inspection program will not affect our profits.
11. It may cost about \$10,000 to bring our facility to USDA specifications.
12. No, we do not have the means to get \$10,000.
13. Yes, we would be willing to have a consultant evaluate upgrading our facilities to USDA standards.

14. State inspection may be useful for our purpose, but not federal.
  - People here are laid back. No one is really pushing to raise animals; all that they raise is enough to keep them going.
  - There are not enough cattle around here to keep an operation really going.
  - Enforcement of federal rules in animal and meat handling is often confusing, what is not acceptable at one time becomes acceptable at another time.
  - Farmers expect high profits, because they see the prices in the supermarket, there is just so much on a cow and not all of it is rib eye, sirloin steak or whatever.

#### **Custom Slaughterhouse – 310**

1. We are slaughtering beef, pigs, lambs, goats, and moose.
2. –
3. –
4. There really is no cost recovery in animal hides any more.
5. We do not expect any increase in animals slaughtered due to state inspection.
6. If it costs money, I am not interested. I started custom slaughter with a single room, since then I kept adding and expanding. These facilities were built with material that I was lucky to get at low or no cost. To bring all this up to “inspection” is going to cost a lot of money.
7. The inspection cost would have to be passed on to the customer.
8. No, I would not be interested in operating a mobile slaughter unit.
9. No, state inspection would not make my operation more competitive.
10. My profits would go down, because my overhead would go sky high.
11. I would estimate that it would cost about \$30,000 to bring my facility to USDA standards.
12. No, I do not have means to get the needed funds.
13. Yes, I would be willing to have a consultant examine my facility and give me an estimate as to what it would cost to bring it to USDA standards.
14. No additional comments.

#### **Custom Slaughterhouse – 311**

1. I slaughter beef, pigs, lamb, deer, and moose. Some animals are organically raised.
2. The work is mostly seasonal. I work at the mill, the slaughterhouse could not support my family.
3. -
4. There is very little recovery of cost by selling the hide.
5. I can't say whether state inspection will increase the number of animals to be slaughtered here.
6. Yes, I am in favor of a state meat inspection program.
7. I could not pay for state inspection. If state requires substantial modifications to my facilities, I could not afford the cash layout.
8. As far as the mobile slaughter facility is concerned, I probably would not be interested.
9. Yes, a state inspection program would make my operation more competitive.
10. No, state inspection would not necessary make my operation more profitable.
11. To bring my facility to USDA standards I would have to at least raise the roof. That would be a very major expense. I estimate that the total cost of all needed changes may run \$40 – 50,000.
12. No, I do not have the means to get that amount of money.
13. Yes, I would not mind a consultant to evaluate my facility and provide an estimate for improvements required by USDA.
14. Farmers raising livestock have disappeared around here.
  - People are living off the grocery store.
  - I am working part time in the mill to support my family.

#### **Custom Slaughterhouse – 312**

1. I am slaughtering hogs, beef, sheep, lamb and some goats.
2. –
3. –
4. Very little recovery in cost from animal hide.
5. The number of animals that I will process under state inspection will probably increase.
6. Yes, I am in favor of a state meat inspection program.
7. The inspection charges that may be required, I will absorb some and pass on some to the customer.
8. No, I would not be interested in operating a mobile slaughter unit.



9. Definitely, a state inspection program will make my operation more competitive.
10. My profits should go increase, although small at first.
11. It may cost \$8,000 to bring my facility to USDA standards.
12. No, I do not have means to obtain such funds.
13. Yes, I would be willing to have a consultant evaluate the upgrading cost for my facility.
14. If I have to pay \$15/hr for the inspector, it represents two helpers that I could hire with the anticipated increase in work, especially during the busy season.

#### **Custom Slaughterhouse – 313**

1. We are slaughtering beef, hogs, sheep, lamb, and goats. Some are organically raised.
2. –
3. –
4. Prices on animal skins have plummeted.
5. There may be an increase in animals slaughtered with a state inspection in place.
6. Yes, we are in favor of a state meat inspection program.
7. If the state is going to charge \$15/hour for an inspector, I could hire two employees for that money increasing my productivity. There is a backlog as it is.
8. No, I would not be interested in operating a mobile slaughter facility. I have done some of that before.
9. Yes, a state inspection program can make us more profitable.
10. Our profits should increase.
11. I would estimate that it will take about \$10,000 to bring our facility to USDA specifications.
12. Yes, we have the means to get such funds.
13. Sure. We would be willing to have a consultant estimate the cost of upgrading.
14. –

#### **Custom Slaughterhouse –314**

1. We are slaughtering cattle, pigs, and lambs.
2. –
3. –
4. –
5. With state inspection I would expect 10% increase.
6. If state inspection is so structured that a small operator can afford required improvement, than I am in favor.
7. I would consider handling it if the cost is reasonable.
8. A mobile slaughter unit is economically questionable.
9. Sure will. State inspection will make my operation competitive.
10. My profits can't go any lower, they should improve.
11. I would estimate that to bring my facility to USDA standards would require about \$30,000.
12. Possibly I would have means to obtain such funds.
13. Sure. I be glad to have an inspector estimate the cost of upgrading my facility to USDA standards.
14. There are currently two problems: (1) rendering; the contractor does not come as requested to pick up the offal and (2) hides are very cheap, no recovery in cost. This is a good product and should be salable.
- State inspection may be as good or better than federal inspection, but grading should be different to accommodate local products. While USDA "choice" meats certain criteria, a lesser quality meat was sold only few pennies less when graded as "select".

#### **Custom Slaughterhouse – 315**

1. I am slaughtering beef, pork, sheep, goats, and moose.
2. I am very busy August to January. It is a tradition.
3. –
4. There is very little recovery by selling the skin.
5. The number of animals slaughtered with a state inspection in place would probably increase.
6. I am on borderline as far as state meat inspection is concerned.
7. I have an opened mind regarding charges for state inspection.
8. Not me. Not interested in operating a mobile slaughterhouse.
9. State inspection may make me more competitive.
10. I would hope that my profits would be better.
11. I would estimate that to bring my facility to USDA specifications may be about \$20,000.
12. Perhaps I could come up with that amount, but would I be able to recover that expense plus interest?
13. Yes, I would like to have a free estimate bringing my facility up to USDA specifications.

14. No additional comments.

**Custom Slaughterhouse - 316**

1. I am butchering beef, pigs, and sheep.
2. -
3. -
4. There is very little recovery of costs from the hide.
5. Seasonally I am very busy. I don't know whether state inspection will really bring in more business.
6. I don't have enough information to make a decision whether state inspection is in the best interest of all or not.
7. Slaughtering is not a very lucrative business. I can not absorb inspection charges of \$15/hr inspector's fee.
8. No, I would not be interested in operating a mobile slaughter unit.
9. I don't believe state inspection will make me more competitive.
10. If state inspection with its service charges come into effect, my profits would drop.
11. I estimate that it would cost about \$20,000 to bring my facility to USDA specifications.
12. Not really. I could come buy such funds, but can I even repay such a loan?
13. Not really. I am interested in a consultant evaluating upgrading of my facility.
14. Farmers are going out of business around here, no wonder slaughterhouses are also going out of business.
- Pennsylvania has a very strong agricultural program. One should visit Lancaster County and see how good agriculture business should be run.

**Custom Slaughterhouse - 317**

1. I am slaughtering beef, pigs, and lambs.
2. -
3. -
4. Not very much recovery in cost for the hide.
5. State inspection may be good, because I could sell my own product.
6. Yes, I am in favor of a state meat inspection program.
7. If the price for inspection is reasonable I will pay.
8. No, I would not be interested in operating a mobile slaughter unit.
9. I don't think a state inspection will make me more competitive.
10. They may go up if the inspection charges are not too steep.
11. My facility is up to standard, there is no upgrading needed to meet USDA specifications.
12. -
13. Yes, I will consider having a free estimate how close my facility is to USDA specifications.
14. -

## ***Slaughterhouse Under USDA Inspection***

#### **Slaughterhouse Under USDA Inspection – 401**

1. Our operation is full time, 40-hour week.
2. All animals are bought in Maine.
3. Our product stays essentially in Maine.
4. We slaughter beef, pigs, and lamb.
5. We are busy year round.
6. You don't need state inspection, because USDA inspection is enough.
7. In the past there were no charges when state inspection was in force, same expected should state inspection be brought back.
8. State inspection is not expected to have any effect. I would expect that the state regulations would be the same as those of USDA.
9. Some recovery of cost by selling hides. We take care of the offal.
10. -
11. No constraints with type of cuts and packaging requested by the customer.
12. We do not expect any change in profits if state inspection is implemented.
13. Who is interested in state inspection anyway?

#### **Slaughterhouse Under USDA Inspection – 402**

1. We are operating full time and year round.
2. We buy all our animals in Maine.
3. All the meat is sold in Maine.
4. We slaughter beef, pigs, and lamb. No organically raised animals so far.
5. We are operating 40 hrs a week.
6. We are not in favor of a state inspection program.
7. We are not concerned about a fee associated with a state inspection program.
8. A state inspection program will not help an USDA inspected facility.
9. Yes, we recover some cost by selling hide. The offal is sold to a rendering plant.
10. -
11. There are no constraints to satisfy the customer.
12. With a state inspection program we expect our profits to decrease.
13. No additional comments.

#### **Slaughterhouse Under USDA Inspection – 403**

1. Our operation is 40 hours each week, year round.
2. We buy all our animals in Maine.
3. All the meat from slaughtered animals we sell in our shop.
4. We slaughter beef, rams, pigs, goats, lambs, and will handle deer.
5. We are busy year round.
6. No, we are not in favor of a state meat inspection, we have an USDA inspector.
7. We have no interest in fees for a state inspection program.
8. A state meat inspection program will not affect our operation.
9. No, we do not recover any of our expenses from hide or any other animal parts.
10. -
11. There are no constraints with the type of cuts or packaging our customers request.
12. State meat inspection will not have any effect on our profits.
13. There has to be a good communication among government, livestock producers and processors when proceeding with a state meat inspection program. A state inspection program would be very good, because right now the custom slaughterhouses do as they please without any accounting for their action.

#### **Slaughterhouse Under USDA Inspection – 404**

1. My operation is 40 hours/week, year round.
2. I do not buy any animals.
3. Ninety percent of animal meat stays in Maine and the rest goes to other states.
4. I slaughter beef, pork, lamb, goat, deer, buffalo, elk, etc.
5. I am busy year round.
6. No, I am not in favor of a state meat inspection program.
7. Not interested in decisions regarding coverage of state meat inspection.
8. My operation will not be affected by a state meat inspection.
9. There is some recovery of expenses due to animal parts left in the slaughterhouse.

10. -
11. There are no constraints in packaging to customers specifications.
12. A state meat inspection program will not affect my profits.
13. The state should have stayed in the business of inspection in the first place and it would not have had this mess.

#### **Slaughterhouse Under USDA Inspection – 405**

1. Our operation is 40-hr week, year round. On Mondays the USDA inspector is here for inspection, the rest of the week the production is 'custom slaughter'.
2. We buy animals in Maine only.
3. All the meat stays in Maine.
4. We slaughter beef, pigs, and lamb.
5. -
6. Yes, I am in favor of a state meat inspection. I would like to see it come back.
7. I would not pay for state meat inspection.
8. A state meat inspection program will not bother me.
9. Yes, we recover some expenses by selling animal hides.
10. -
11. We have constraints with customers requests for special cuts or packaging.
12. State meat inspection would not affect our profits.
13. No additional comments.

#### **Slaughterhouse Under USDA Inspection – 406**

1. My operation is on demand.
  2. All animals were bought in Maine, others were off my own farm, and some were brought by customers for slaughter to be used or sold by them.
  3. All the meat stayed in Maine.
  4. I slaughtered beef and pigs.
  5. -
  6. State inspection does not concern me. When federal inspection is in existence, why should the State get into this aspect?
  7. USDA inspection is free, why get involved with state inspection? Now HACCP has been added. With constantly new requirements the overhead is getting out of hand.
  8. I am not concerned with state inspection, it will not happen anyway!
  9. \$15 for a hide is not a big recovery, they used to be \$30 and \$40.
  10. -
  11. No constraints to satisfy customer needs with special cuts.
  12. State inspection will not take place.
  13. There is no market. I can not compete with boxed meat from Midwest. There were 4 slaughterhouses in New Brunswick, there is only one now and it can not compete with products from Montreal, there just is not enough volume.
- At one time the State required that state institutions had to buy Maine-raised product, when that requirement was changed because of a committee that had big business representatives on its committee, that was the end of Maine's livestock producers.
  - The little advantage that I have here is because of the price of barley. Barley is sold also to Canadian farmers.
  - New requirements increase overhead and there is no income to cover such costs, new fencing requirements, concrete pads, etc. etc.
  - It is much cheaper to buy Australian meat...
  - Farmers must be on committees making decisions concerning farmers concerns.
  - Economic questions facing livestock farmers do not bother state government. My operation depends on little savings that I must take every chance I get. I have to go to Pennsylvania to buy young animals at 400 – 600 lb, which I feed to weigh 1,200 – 1,400 and then ship these to Pennsylvania again for slaughter. Why are local farmers discouraged to raise animals to the size I need? A good infrastructure could most certainly help the small and the larger farmers.

#### **Slaughterhouse Under USDA Inspection-407**

1. Lately our operation has been more seasonal.
2. We do not buy any animals. We slaughter animals that the customers bring. They essentially Maine raised.
3. To our knowledge all the meat stays in Maine.

4. We slaughter beef, pork, and lamb.
5. -
6. No need for a state meat inspection. However, deer farmers need some outlet.
7. State inspection fees can not be passed onto the processor, because they will be put out of business.
8. State inspection will have no effect on our business.
9. Hides bring minimum cost recovery. The prices for hides have plummeted.
10. -
11. There are no constraints of cutting and packaging to suite customers' requests.
12. Our profits will not be affected by state inspection, we are under USDA inspection.
13. Separate shower for USDA inspector and other requirements are not needed, unless the slaughterhouse has a resident inspector.
14. -

#### **Slaughterhouse Under USDA Inspection – 408**

1. Our operation is full time, year round.
2. We buy all our animals raised in Maine.
3. All our product is sold in Maine.
4. We slaughter, beef, calves, pigs, lambs, deer, and ostrich.
5. -
6. No, we are not in favor of a state meat inspection.
7. There is no need for a state meat inspection.
8. If both inspections, USDA and state are equal, there should be no problem.
9. With the hide, there is very little financial recovery.
10. -
11. After slaughter we age the domestic and wild animal carcass before cutting and packaging. We never had any problem with freezer-burn.
12. If the playing field is the same, I am not afraid of competition, but if state inspection were slip-shot, that would create unfair advantage.
13. Canadians buy animals in Maine for more and sell meat here for less.
- Why is everyone interested in increased meat production? Where will the meat be sold? I have been slaughtering a lot more animals then now. I can always increase my production, but where are the customers?
14. -

## ***Processors Under USDA Inspection***

#### **Processor Under USDA Inspection - 501**

1. We are processing beef, pork, and venison. Some of the animal meat is organically certified.
2. Maine/NE large chain stores, small independent Maine stores, Maine year-round restaurants.
3. Fresh meat, beef and pork.
4. It is difficult to determine. Whether one supports a state meat inspection will determine how the inspection will be structured.
5. Charges levied for state inspection on small processor is no help to the industry.
6. State inspection will not apply to us, because we are USDA inspected.
7. We will not be using state meat inspection.
8. If state inspection gives unfair advantage to our competitors, then our profits would come down.
9. Our products are sold: 90% in state, 10% out of state, 0% in Canada.
10. Local supply is not adequate to provide meat to our customers.
11. We buy 20% in Maine, 60% out of state, and 20% in Canada. Pork is purchased from Canada and Virginia, it is good quality and well priced.
12. Maine product is inconsistent.
13. Our customers ask for western meat.
14. If state inspection is as good as USDA or better, there should be not difference.
15. We would want to support Maine business, but we must also have a product that we can sell across state lines. Everything we sell is USDA inspected.
16. USDA inspection is a very important attribute and it also allows selling product at the interstate level.
17. No objection to state inspection
  - If business not at USDA standard, but approved by state, that will lead to unfair competition.
  - State inspection may perhaps allow farmers to bring meat to processors for processing, the processor could then deal directly with the livestock producer.

#### **Processor Under USDA Inspection - 502**

1. We are processing beef, pork, and lamb.
2. Our top three customer categories are: Maine year-round restaurants, Maine/NE chain stores, and small independent Maine stores.
3. Fresh meat.
4. We are inspected by USDA. We are not opposed to state inspection if it is not imposed in an adverse way. We are concerned that state inspected products may unfairly compete in the State.
5. State inspected processing would not concern us, as long as everyone would pay the same.
6. State inspection will not make us more competitive.
7. State inspection will not allow us to enter markets we currently are not making use off.
8. State inspection would not affect our profits.
9. We sell about 90% of our products in the state and 5 – 10% outside the state. Nothing is sold in Canada. NAFTA not affecting our operation. Work needs to be done to sell in Canada. It is easier to buy in Canada than to sell. Hog farms are subsidized in Canada.
10. No demand for Maine grown meat. There may be a need, but Maine can not supply such demand cost effectively. Maine can not supply economically to sustain profit. Hog raising may be an option, terrain not a problem with hogs as it would be with cattle.
11. We buy less than 1% in Maine; other states 80%; Canada 20%.
12. Maine beef is good, growers do a good job, and price is reasonable. Unfortunately, production is not on a large scale.
13. We are not aware what the customers are saying. Small butcher shops may know a bit more.
14. State meat inspection will have minimal impact.
15. All categories listed are valid reasons for buying Maine raised livestock.
16. Although state inspection may be a good program, we are skeptical that it will work, considering whether we could compete geographically.

#### **Processor Under USDA Inspection – 503**

1. We are processing beef, pork, and lamb. None are organically raised.
2. Our top three customers are: Maine year-round restaurants, small independent stores, and Maine nursing homes.
3. Our top three products are ground meat, sausages, and meat portions.
4. We are not in favor of a state meat inspection program.
5. Paying for federal inspection is enough, no more service charges.
6. State inspection will make me less competitive.



7. State inspection will not make it possible to enter any additional markets, in fact, I can enter more markets with federal inspection than I could with state inspection.
8. With state inspections in place my profits would decrease.
9. All of my products are sold in Maine.
10. We experience no demand for Maine-raised meat.
11. Most of our meat or about 90% is bought outside Maine and about 10% in Canada.
12. Our impression is that Maine meat is not consistent in quality.
13. We hear no customer comments about Maine-raised meat.
14. I have no idea what an effect a state inspection program may have on meat quality.
15. I support local businesses, but I must also watch for consistent quality.
16. No additional comments.

#### **Processor Under USDA Inspection – 504**

1. We process pork and beef. No concern for organically meat.
2. Our top three customers are: Maine/NE large retail stores, distributors out of state, and year round as well as seasonal restaurants.
3. Our top three selling products are sausages, meat pies, and pate.
4. When state inspection was in effect some time ago, I opposed vehemently federal inspection. Now I am convinced it is the best system.
5. I have no concern for state inspection fees, as long as it compares with USDA process.
6. No, state inspection will not make me more competitive.
7. No, state inspection will not allow me to enter markets I can now with USDA inspection.
8. State inspection will not affect my profits.
9. We sell 50% of our products in Maine and the rest in other states.
10. We experience no demand for Maine-grown meat.
11. We buy < 10% of meat in Maine, in other state 90%, and nothing from Canada.
12. So little meat is bought in Maine that there is no good record. We use Maine-raised meat for hamburgers, also some animal parts (liver, etc.). Quality of Maine meat of no consequence.
13. We hear not comments from customers regarding Maine-grown meat.
14. I don't know what the impact may be on meat quality with the implementation of a state inspection program.
15. I can not buy Maine meat, if it limits my market to the local area.
16. I do strongly support Maine business.

#### **Processor Under USDA Inspection – 505**

1. We are processing pork.
2. Our top three customers are Maine chain stores, hospitals, and restaurants.
3. Our top meat product is meat pies.
4. We recommend federal inspection
5. We feel that federal procedures are the correct methods to handle inspection.
6. No, state inspection will not make us more competitive.
7. No, state inspection will not help us enter other markets.
8. We don't know how state inspection may affect our profits. All inspection should be equal.
9. We sell about 99% of our products in Maine and very little in other states.
10. We had no request for Maine-raised meat.
11. We buy our slaughtered pork from a state slaughterhouse.
12. Maine meat is OK.
13. We hear no comments from our customers regarding the quality of Maine meat.
14. We have no idea what effect state inspection may have on the quality of Maine product.
15. Quality is not that important in our product, we do want to support Maine small business.
16. No other comments.

#### **Processor Under USDA Inspection – 506**

1. We are handling beef, pork, lamb, deer, moose, and bear meat. None to my knowledge are raised organically except some beef.
2. Our major customers are year-round and seasonal restaurants, hospitals, and nursing homes.
3. Our major products are cut portions of beef, chicken, and pork.
4. Yes, I am in favor of a state inspection program.
5. Don't know enough about the state meat inspection program to address the fee issue.
6. State inspection will not make my operation more competitive.

7. State inspection will not allow me to enter new markets; in fact, I am not interested in entering new markets.
8. State inspection will not affect my profits, there is very little profit to be made. I am seriously considering getting out of this operation and am looking for a buyer.
9. All of our products are sold in Maine.
10. The demand for Maine-raise meat can be met up to a point. Not always available, but can be obtained.
11. We purchase from a supplier and that meat can come from anywhere.
12. Maine-grown meat is average.
13. Some people prefer Maine-grown meat.
14. Inspection may result in good quality product.
15. I would purchase Maine-raised meat to meet customer demand, to deal directly with the producer I know, and I strongly support Maine small businesses.
16. Supermarkets are not adequately inspected. What good is it that I take all the precautions, when the meat is mishandled in the supermarkets?

**Processor Under USDA Inspection – 507**

1. We are using beef in our products.
2. Our customers are individuals coming to our store.
3. Our top products are lasagnas and beef sauces.
4. It does not matter to us, as long as we can remain USDA inspected.
5. Legislators should not pass on charges associated with inspection to us.
6. State inspection will make us less competitive.
7. No, we can enter more markets being USDA inspected meat than it will be possible under state inspection.
8. Our profits may be negatively impacted.
9. Our products are sold in Maine only.
10. No request for Maine-raised meat.
11. Meat that we purchase is 50% local and 50% out of state.
12. Maine meat is price competitive, it tends to be tough, it appears to have more fat despite the same fat content label, and it is consistent quality.
13. We hear no customer comments regarding Maine-raised meat.
14. We expect the quality to go up, service will go up, and supply will improve. In our opinion 25% of meat consumed in Maine is raised locally.
15. We would purchase Maine meat to strengthen Maine agriculture and to support Maine small business.
16. No additional comments.

**Processor Under USDA Inspection – 508**

1. We are handling beef and pork. We do not handle organically raised meat.
2. Our major three customers are: Maine/New England chain stores.  
Small independent Maine stores  
Gourmet retail stores in Maine
3. Our three major products are: roast beef, ham, and sausages
4. No, we are not in favor of a state meat inspection program.
5. No need for state inspection and thus no need for budgets to cover that expense.
6. No, state inspection will not make us more competitive.
7. No, state inspection will not allow us to enter other markets, with USDA inspection we have the flexibility we need.
8. With a state meat inspection implementation, our profits would go down.
9. We sell 20% of our product in Maine, 80% in other states and countries.
10. No, we can not meet the market demand with available Maine-grown meat.
11. We would like to buy as much as possible of Maine-grown meat, but the supply is not there. We purchase 15% of our supply in Maine, 35% in other states, and 60% in other countries.
12. No experience with Maine meat to make any comments.
13. I know no customer comments regarding Maine meat.
14. Maine can not supply needed volume of meat.
15. We must have the ability to sell our product beyond state line, thus we are forced to buy from federally inspected facility. We are very much interested in supporting Maine small business.
16. No additional comments.

**Processor Under USDA Inspection – 509**

1. We handle beef, pork, and lamb.

2. Our three major customers are: Maine year-round restaurants, Maine seasonal restaurants, and Maine hospitals.
3. Our three major products are: side round beef, hams, and strip stakes.
4. No, we are not in favor of a state meat inspection.
5. State meat inspection is redundant and thus it's operating costs.
6. State meat inspection will not make us more competitive.
7. No, state meat inspection will not help us enter any markets that we may wish to enter, USDA gives us all the flexibility we need.
8. A state inspection will affect our profits negatively.
9. We sell 28% in Maine, 72% in other states, no sales in Canada.
10. No, we can not meet market demand with Maine grown meat.
11. We buy no meat in Maine, 90% in other states, and 10% in Canada.
12. Maine meat is inconsistent, there is no adequate supply and there are no slaughterhouses in Maine.
13. We hear no comments from customers regarding Maine-grown meat.
14. Duplication of inspection effort.
15. We can not buy locally processed meat, because we sell our product to a great extent outside Maine. A state-inspected product would be of no help to us. There is the need for feed that is hard to get in Maine.
16. No additional comments.

#### **Processor Under USDA Inspection – 510**

1. We are handling beef and pork. We do not handle organically raised meat.
2. Our major three customers are: Maine/New England chain stores.  
Small independent Maine stores  
Gourmet retail stores in Maine
3. Our three major products are: roast beef, ham, and sausages.
4. No, we are not in favor of a state meat inspection program.
5. No need for state inspection and thus no need for budgets to cover that expense.
6. No, state inspection will not make us more competitive.
7. No, state inspection will not allow us to enter other markets, with USDA inspection we have the flexibility we need.
8. With a state meat inspection implementation, our profits would go down.
9. We sell 20% of our product in Maine, 80% in other states and countries.
10. No, we can not meet the market demand with available Maine-grown meat.
11. We would like to buy as much as possible of Maine-grown meat, but the supply is not there. We purchase 15% of our supply in Maine, 35% in other states, and 60% in other countries.
12. No experience with Maine meat to make any comments.
13. I know no customer comments regarding Maine meat.
14. Maine can not supply needed volume of meat.
15. We must have the ability to sell our product beyond state line; thus we are forced to buy from federally inspected facility. We are very much interested in supporting Maine small business.
16. No additional comments.

#### **Processor Under USDA Inspection - 511**

1. We are processing lamb, beef, pork and deer meat.
2. Our three major customers are: seasonal and year-round restaurants, and special events.
3. Our three major products are: hamburger, steak, roast.
4. Yes, we are in favor of a state meat inspection program.
5. The state should pay for the inspection program.
6. No, state meat inspection will not make our activity more profitable.
7. No, state meat inspection will not help us enter markets that we presently enjoy.
8. A state meat inspection program will not affect our profits.
9. All our products are sold in Maine.
10. Actually, no one asks us for Maine-raised meat.
11. All our meat purchases come from outside of Maine.
12. We have no experience with Maine-raised meat.
13. We hear no customer comments about Maine-raised meat.
14. State inspection will probably have no effect on meat quality, etc.
15. Essentially, we support all the aspects listed.
16. Maine should have a state meat inspection program.

**Processor Under USDA Inspection – 512**

1. We are processing beef.
2. Our primary customers are convenience stores.
3. Our major product is beef jerky.
4. No, we are not in favor of a state meat inspection program.
5. State inspection fees would not apply to us.
6. No, a state inspection program will not make us more competitive.
7. No, a state inspection program will not allow us to enter additional markets.
8. We will experience a loss should state inspection be implemented.
9. All of our products are sold in Maine.
10. We experience no demand for Maine-grown meat.
11. We buy meat from our distributor and it all comes from Midwest.
12. We have no experience with Maine-grown meat.
13. We hear no comments from customers regarding Maine-grown meat.
14. A state meat inspection program will depress price, overflow the market, and there are already too many people in the market.

**Processor Under USDA Inspection – 513**

1. We process beef, pork, lamb (none organic).
2. Our major customers are Maine restaurants, Maine colleges, and Maine nursing homes.
3. Our major products are hamburger, steaks, and prime rib.
4. I guess we are in favor of a state meat inspection.
5. Terrible, we do not think that inspections costs should be passed on.
6. No, state inspection program will not make us more competitive.
7. No, state inspection program will not allow us to enter other markets.
8. State inspection would not have any effect on our profits.
9. Most of our products (95%) are sold in Maine, 5% is sold in other states, 0% in Canada.
10. Market demand never entered the picture.
11. We buy 50% of our meat in Maine and 50% is boxed and comes from Midwest.
12. Maine hamburger meat is our best product.
13. Customers love hamburger meat, it is our biggest seller.
14. There should not be any different impact due to state inspection as compared to federal inspection.
15. Sure we would buy Maine-raised meat.
16. No additional comments.

## ***Processors Not Under USDA Inspection***

**Processor Not Under USDA Inspection – 601**

1. We are processing pork.
2. Our customers are primarily friends and acquaintances.
3. Our only product is pork sausage.
4. We are in favor of state inspection. We are currently at times inspected by the state.
5. We are now paying for the license.
6. If state inspection will allow us to sell in state then it would allow us to sell more of our product.
7. If state inspection will allow us to sell in the state, than that in itself would allow us to enter other markets.
8. By expanding our market our profit will increase.
9. We sell only to friends and acquaintances.
10. –
11. We buy all our meat in state.
12. –
13. People like our sausages.
14. –
15. –
16. We are already inspected by the state, but if we could sell our product to retail and other places, our business would grow.

**Processor Not Under USDA Inspection – 602**

1. We are processing beef, ostrich, and venison.
2. We sell to individual customers, sportsmen, hikers, etc.
3. We produce primarily jerky type products.
4. Yes, we are in favor of a state inspection.
5. We will try to cover the cost as best as possible, any help from the legislators would be very helpful.
6. State inspection could make us more competitive if the state could help with marketing.
7. State inspection could help us enter other markets, if we could sell across state line.
8. Our profits would increase if we could sell across state line.
9. All our products are sold in Maine.
10. Current demand for Maine raised product can be met.
11. Beef jerky is sold outside Maine, while venison and ostrich products are sold in Maine.
12. Maine raised meat is very good.
13. Customers do not seem to make any special remarks about Maine raised meat.
14. With state meat inspection we anticipate the price will go up, the quality is there now.
15. We would purchase in state, so that we can deal with the producer directly.
16. All aspects have been covered.

**Processor Not Under USDA Inspection – 603**

1. We process beef, pork, and lamb.
2. Our primary customers are individuals that come to the store.
3. The top three products are beef, pork, and lamb.
4. We need more information in order to make a decision regarding state meat inspection program.
5. –
6. –
7. –
8. –
9. We sell to the customers that come to our store.
10. Very seldom will a customer ask for Maine raised meat.
11. –
12. Quality of Maine-grown meat is just personal preference.
13. –
14. There is lack of information to determine what the impact of a state meat inspection program may have.
15. We would purchase state-inspected meat for all the reasons stated.
16. We have no additional comments.

**Processor Not Under USDA Inspection – 604**

1. We process beef, pork, and lamb meats.
2. Our customers are individuals who wish to purchase special cuts.
3. The major products are beef, pork and lamb cuts.

4. I am not in favor of a state meat inspection program.
5. I pay for a license right now, there is no need for additional fees.
6. State inspection will not be helpful to me.
7. –
8. –
9. I sell to customers in this area only.
10. No demand in my shop for Maine raised meat.
11. I buy from a midwestern source only.
12. –
13. –
14. –
15. –
16. No other comments.

#### **Processor Not Under USDA Inspection – 605**

1. We process beef and pork. We buy from a distributor that we custom cut for our customers.
2. Our primary neighbors and customers are people off the street that walk in and purchase what they need.
3. Our top major meat products are sandwiches. We are a convenience store so we sell many other items besides meat.
4. No, we are not in favor of a state meat inspection program.
5. We would not be interested in paying for an inspection service.
6. No, state inspection will not make us more competitive.
7. No, state inspection will not allow us to enter additional markets.
8. If inspection costs are passed to processor and in turn to customer, the prices will reduce my profits.
9. All our meat products are sold in Maine.
10. We have no demand for Maine-raised meat.
11. All our meat comes from a distributor, probably the Midwest.
12. We have no experience with Maine-raised meat.
13. We hear no customer comments about Maine-raised meat.
14. State inspection will throw small stores out of business.
15. No, we can not use Maine-raised meat, unless available from our distributor. Our distributor is likely to take advantage of Maine-raised meat if sold at competitive prices.
16. If farmers want state inspection, they should pay for this service and not the grocery store. If it is expensive to raise meat and can not stay competitive, they should not go into this business.
  - Potato farmers are bailed out when in financial trouble, if I as a grocer have financial problems no one will bail me out. Big corporations get tax breaks but not convenience stores.
  - Why do soft-drinks cost less in a supermarket then in a convenience store? When Hannaford stores asked for reduced electricity rate, they did not get it until they began arranging to generate their own power. Will I get such a break in my electric bill?

#### **Processor Not Under USDA Inspection – 606**

1. I process beef, pork, lamb, deer, bear, caribou, and moose. None are organically raised.
2. My major customer is the person off the street. This is a convenience store as well.
3. My major selling meat products are hamburger, steaks, and pork.
4. Inspection does not make much difference to me. Inspection is good, but some inspectors are too strict, do not understand working in a butcher shop because they do not have any practical experience. Those inspectors that have practical experience are much more reasonable.
5. How to handle inspection charges will depend on what the charges actually are. Provided they are reasonable, people will not object.
6. No, state inspection will not make me more competitive.
7. No, state inspection will not allow me to enter additional markets. Boxed meat from a distributor is processed for re-sale, custom-slaughtered meat is processed not for re-sale but for individuals that buy the animal.
8. There will no change in my profits due to state meat inspection.
9. All my products are sold in Maine.
10. Can't buy Maine-raised meat that is federally inspected.
11. I buy all my meat from a distributor and therefore likely from the Midwest.
12. I have experience with Maine-raised meat.
13. Some customers prefer Maine-raised meat, because they feel it is fresher.

14. State inspection will not have any impact on quality, cost or supply of Maine meat. Good farmers will produce good meat and cull cows are good for Hamburger.
15. I am in favor of all the aspects to help Maine agriculture and small business.
16. We pretty well covered all aspects of state inspection.

**Processor Not Under USDA Inspection – 607**

1. We are not slaughtering any animals. We are handling beef, pork, lamb, and moose meat. None are organically raised.
2. Our primary customer is the person off the street. We are also a convenience store.
3. Our top three meat products are hamburger, steak, and pork.
4. Oh, yes. We are in favor of state meat inspection.
5. The state is to pay for inspection. It is to protect the public and they should have a hand in it.
6. Not really, a state inspection will not make us more competitive.
7. No, state inspection will not allow us to enter new markets.
8. Our profits will depend on how much one has to pay for inspections. Otherwise our profits should not be affected. If things turn out the way I hope it will, then the effect will be positive.
9. All is sold here in Maine. We have very few Canadian customers.
10. No, we have no demand for Maine-raised meat.
11. We buy all our meat from a distributor and the meat comes from Midwest.
12. Custom cut meat is not consistent. Poor quality meat from cull cows.
13. We hear no customer comments regarding Maine-raised meat.
14. The impact of state inspection should be as good as USDA inspection.
15. We have stopped buying hanging beef, we have no personnel to handle it. If the state develops a boxed product I will follow economic advantage.
16. No other comments.

**Processor Not Under USDA Inspection – 608**

1. Customers bring to me slaughtered animals, which I butcher to their request. I handle beef, pork, moose, and deer.
2. My major customers are neighbors and hunters.
3. My major products are meat portions according to customer request.
4. Yes, I am in favor of a state meat inspection program.
5. There is very little profit on the sale of meat. Farmers can also not afford to pay for inspection.
6. If I can sell state-inspected product to a store or restaurant, then the inspection would make me more profitable.
7. I am sure that state inspection will allow me to enter markets that I am not currently serving.
8. Why wouldn't my profits go up if I could sell meat to restaurants and other businesses?
9. All the meat I butcher is sold in Maine.
10. All the meat that I butcher is for local customers, thus the demand for Maine meat is served.
11. I do not purchase any meat for the butchering I do, it is all custom service.
12. Maine raised product is better and tastier than the meat sold in supermarkets.
13. My customers like Maine-raised meat better.
14. If the state inspection is as good as federal, the product should not be any different.
15. State business men should prefer to purchase Maine-raised meat.
  - Every year the feed goes up in price, but meat prices go down.
  - Potato farmers get help but not livestock producers.
  - There is no insurance for livestock producers. When a farmer loses a cow, there is a \$1,000-1,500 loss.
  - If livestock producers could sell their meat locally, farmers would raise more livestock.

**Processor Not Under USDA Inspection – 609**

1. We are handling beef, pork, and lamb; some animals are organically raised.
2. We have only walk-in customers.
3. Our major products are hamburger, steaks, and pork.
4. Meat is not properly inspected. We always get meat that is unacceptable. We are not in favor of state inspection.
5. The state should pick up the cost if they plan to inspect the meat. Besides, state meat inspectors are poultry workers. What else is the State going to do with their state workers?
6. I doubt that state meat inspection will make us more competitive.
7. No, state inspection will not allow us to enter other markets.
8. I expect our profits to go down with a state meat inspection.



9. All our products are sold in Maine.
10. There is no demand for Maine-raised meat.
11. We buy from a distributor. It is all vacuum-packed. It comes from Midwest.
12. Maine meat is mainly cull cows. If local beef were to be finished as they do in Midwest, then the product would be equally good.
13. Customers complain that Maine-raised meat is tough.
14. State meat inspection may be better for Maine-raised meat.
15. There are not enough cattle in the state to keep a large operation going.
16. Boxed meat from Midwest should have an expiration stamp on it.
  - There is some meat that is packaged in Canada.
  - Very often we find the vacuum bag broken and the product spoiled. We can not return the product, because when we did, we will not get supplies in time.
  - Very frequently we get more fat and bones on a cut where it should not have been. This we must trim and absorb the loss. When we complain, nothing is done except our service worsens.

#### **Processor Not Under USDA Inspection – 610**

1. We are processing beef, pork, and lamb.
2. Walk-in customers are our primary buyers.
3. Our top three product sales are hamburger, steak and pork chops.
4. Does not bother me whether there is or is not a state inspection program.
5. I am not concerned with the inspection fee.
6. Probably yes. State inspection with HACCP may make me more competitive.
7. No, state inspection will not allow me to enter other markets.
8. My profits will not change because of the state inspection.
9. All our products are sold in Maine.
10. No interest in Maine-raised meat by our customers.
11. All meat comes from distributor, probably midwestern source.
12. We have no use for Maine-raised meat.
13. I have not seen Maine-raised meat for sale for profit, either too lean or too fat, and often tough.
14. I would not switch to state inspection. State should get out of inspection and get into some other business.
15. Wolf Neck meat buys animals from other states. It is just hype.
16. I sell 25 hips per week, how many animals does this represent? If you multiply that number by the number of stores in the state, there is not enough beef to supply that demand.
  - Maine industry is using antiquated handling, which brings up the cost.
  - Inspection is good, but some inspectors are unreasonable.
  - Too much concentration on meat and none on vegetable. Can one keep the vegetables to the same extent clean as meat?
  - In large operations the whole carcass is ground to hamburger. It may take two weeks before the product is sold. This is where the trouble is, because few bacteria are spread throughout the product and during storage they grow. They also regrind to make the meat look fresh.
  - I process in small amounts. There is very little chance of contamination.
  - All inspection in world can not enforce safety, safety depends on the processor.
  - We do not use gloves. We invert the bag and grab the meat with the inside of the bag. This way we never touch meat or different meat products are bring one product in touch with the other.
  - We do have hand washing facility and we do use it, but gloves are not very practical, they do not prevent transfer of bacteria from one source to another.

#### **Processor Not Under USDA Inspection – 611**

1. We are handling beef, pork, lamb, and veal.
2. We serve walk-in customers, we are in the retail business.
3. Top products are ground beef, beef, and -.
4. If it is in lieu of USDA, there is no need for duplication.
5. Inspection charges would have to be user friendly.
6. No. State meat inspection will not have any effect on our competitiveness.
7. No, state meat inspection will not allow us to enter other markets.
8. Our profits will not be affected by state meat inspection.
9. As retailers this question is not applicable.

10. No, we can not meet market demand with Maine-grown meat.
11. We obtain our supply from Midwest, as boxed product.
12. We have not experience with Maine-grown meat.
13. None. We hear not comment regarding Maine-grown meat.
14. State meat inspection will have no effect. Our supply is already inspected.
15. We would explore what possibility Maine-raised meat may have in our stores.
16. We will only buy from processors that are meeting USDA standards.

**Processor Not Under USDA Inspection – 612**

1. We handle beef, pork, and lamb.
2. Our customers are the general public.
3. Our top three meat products are ground beef, specialty beef cuts, and pork chops.
4. Probably not; there is no need for duplication of existing inspections. Setting up another program will require considerable financing and training at USDA facilities. USDA inspection can be utilized very efficiently.
5. People who want such inspection should cover inspection charges. Companies under USDA inspection pay the government \$55/hr of inspector's time.
6. State inspection will not have an impact on our business.
7. State inspection could offer an opportunity, i.e. "native lamb" or other similar products.
8. State inspection will have no effect on our profits.
9. Does not apply to us, we are retailers selling wherever our stores are.
10. Does not apply to use [they purchase meat for sale wherever it is available at competitive price].
11. We buy boxed meat that mostly comes from Midwest.
12. No experience with Maine-raised meat.
13. No input from customers regarding Maine-raised meat.
14. Inspection would amount to cost increase, depending how handled. Inspection would increase hygiene.
15. We are interested in the wellbeing of Maine business and to use Maine-raised product it would have to be competitive in quality and price...
16. In large plants inspectors insure that proper processing and sanitation is maintained.
  - It does not make sense to duplicate the inspection service.
  - It may be wiser to subsidize some slaughtering plants to improve accessibility.
  - "Inadequate" plant may still accomplish something.
  - I would support state inspection – better to have some inspection than no inspection at all – food safety is a very important factor.

**Processor Not Under USDA Inspection – 613**

1. We are handling beef and pork.
2. Our primary customers are walk-in individuals.
3. –
4. State inspection does not bother me.
5. If the state wants to have an inspection, the state should pay for it. If we are charged for the inspection service we will have to pass the cost onto the consumer.
6. I don't see how a state inspection could make me more competitive.
7. I don't think that state inspection will allow me to enter other markets.
8. My profits will depend on new rules and how much I will have to pay for them.
9. All our products are sold in Maine.
10. Yes, I can meet market demand with available Maine-raised meat.
11. All the pork comes from Canada (8%), and beef comes boxed the Midwest (84%), or locally raised and butchered (8%).
12. Quality of Maine-raised beef depends who raises it. It is certainly not consistent.
13. Some customers prefer midwestern beef and others prefer local beef.
14. -
15. I would purchase local meat to meet the market demand.
16. -

**Processor Not Under USDA Inspection – 614**

1. We handle beef, pork, lamb, and veal.
2. Our top three customers are restaurants, walk-in customers, and clubs.
3. Out top three products are beef, pork, and poultry.
4. No, we are not really in favor of a state meat inspection program.

5. We are not in favor of any added charges.
6. State inspection will not make us more competitive.
7. State inspection will not allow us to enter other markets.
8. State inspection will not affect our profits, we will use USDA.
9. I have not idea how much we sell in Maine, other states, or Canada.
10. We can not meet market demand with Maine-raised meat.
11. I estimate that we buy 10% of our meat in Maine.
12. I have no experience with Maine-grown meat quality.
13. I have no knowledge of customers comments regarding Maine-raised meat quality.
14. Difficult to answer.
15. We could not purchase state inspected meat, because we could not sell it across state lines.
16. If quality of state meat inspection is the same or better than that of USDA, than there will be no quality difference.

**Processor Not Under USDA Inspection – 615**

1. We are handling beef, pork, lamb, moose, and deer.
2. Our customers are mostly farmers or individuals who bring in their slaughtered animals for cutting and wrapping.
3. –
4. Yes, I am in favor of a state meat inspection program. I was operating before state inspection was discontinued and would like to get back into same inspection program.
5. -