

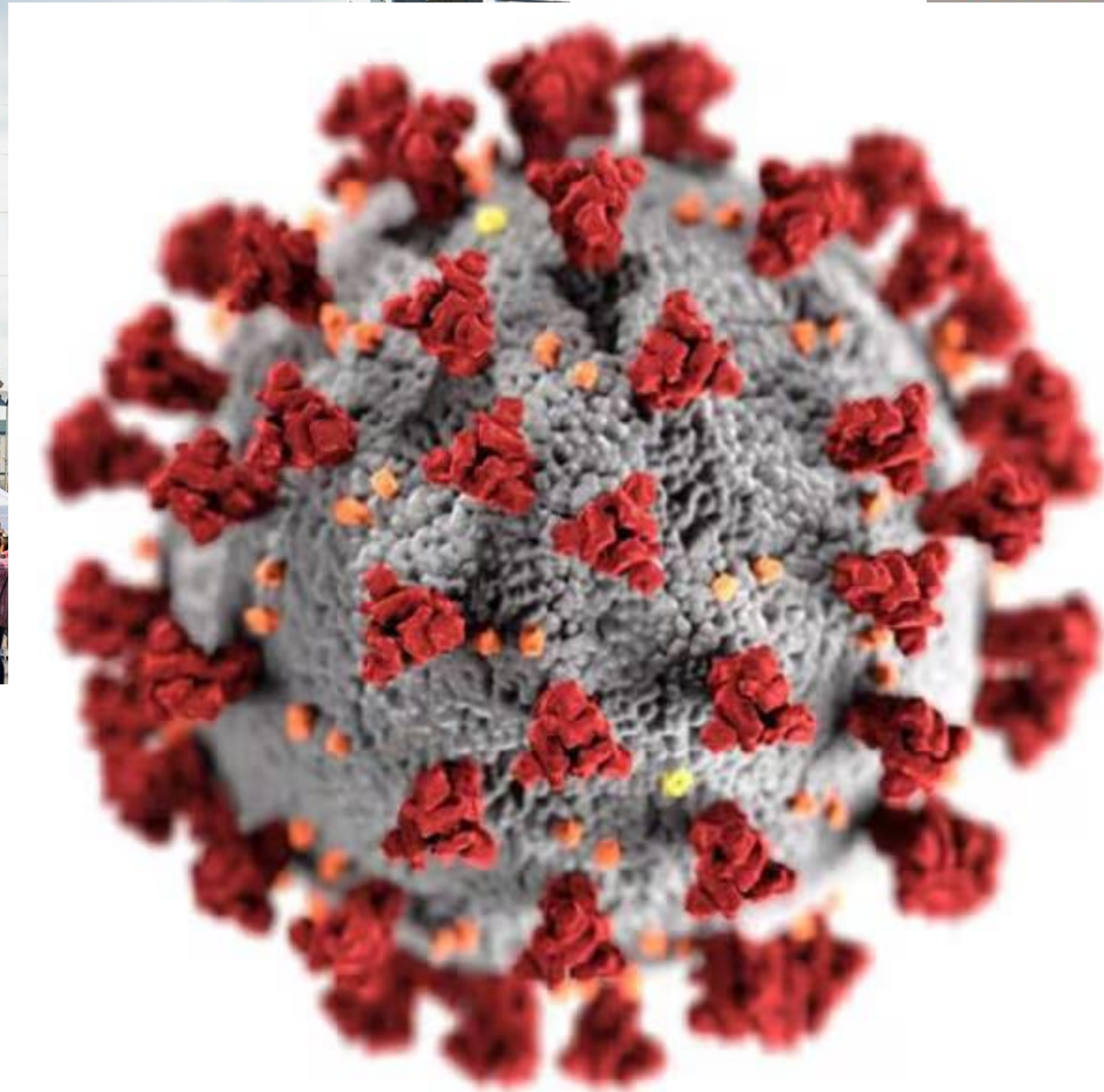
# Fill Your Freezer by Purchasing Local Meat in Bulk



Department of Agricultural Economics  
[cap.unl.edu/contributors/elliott-dennis](http://cap.unl.edu/contributors/elliott-dennis)

***IN OUR GRIT, OUR GLORY™***

# The Rise of Local Meat



# Labels and Terms





What do you know about the farm  
that these eggs came from?



\* Federal regulations have never permitted hormones or steroids in poultry, pork, or goat.



# So what is:

Natural?

Grass-fed?

Organic?

Pasture raised?

Free range?

Humane?



<http://www.ams.usda.gov/AMSV1.0/NOPConsumers>

[http://www.fsis.usda.gov/factsheets/Meat\\_&\\_Poultry\\_Labeling\\_Terms/index.asp](http://www.fsis.usda.gov/factsheets/Meat_&_Poultry_Labeling_Terms/index.asp)



## What is “Natural”

Commonly used on products raised without antibiotics or hormone implants.

**N**





## What is Grass-Fed?

Varies, implies a grass diet.  
Sometimes specified as “100%” or “strictly”.

### Grass fed vs. Grass-finished

Generally all cattle are raised on grass at some point during their life (~85% of its forage even when grain finished)

**Grass (Forage) Fed** – Grass and forage shall be the feed source consumed for the lifetime of the ruminant animal, with the exception of milk consumed prior to weaning. The diet shall be derived **solely** from forage consisting of grass (annual and perennial), forbs (e.g., legumes, *Brassica*), browse, or cereal grain crops in the vegetative (pre-grain) state. Animals **cannot** be fed grain or grain byproducts and must have continuous access to pasture during the growing season. Hay, haylage, baleage, silage, crop residue without grain, and other roughage sources may also be included as acceptable feed sources. Routine mineral and vitamin supplementation may also be included in the feeding regimen.

[Grass \(Forage\) Fed Marketing Claim Standard \(October 16, 2007, Federal Register Notice \(72 FR 58631\)\) - PDF](#)

So, are steers fed hay inside a barn all winter grass-fed?

Does grazing in a field of “young corn” mean grass-fed?

Where is this grass-fed beef coming from?



## What is Organic?

Certified organic feed, can include grain.  
Housing, health, & handling specifically defined.  
Processing done at a certified facility.  
No antibiotics, no hormone implants allowed.



Could this farm be certified organic?





“Access to the outdoors”

Some animals have certain space requirements







Typical, large scale egg laying operation

Cage Free large scale egg laying operation.

Large Scale Free Range egg laying operation.

Small Scale Pasture Raised egg laying operation.







**Halal**—These meats come from animals that have been slaughtered and processed according to Islamic law and certified by an Islamic authority.



**Kosher**—These meats come from animals that have been slaughtered and processed according to Jewish law and certified by a Jewish authority.



**Natural**—A product containing no artificial ingredient or added color and which is only minimally processed (a process which does not fundamentally alter the raw product). Different from “naturally raised”





Most locally raised beef carcasses “hang” 10-14 days in the cooler.  
Technically, “dry aging” is for individual primals for a period of 21 days or more.



What is dry-aging?

This does 3 things:

- 1.Improves meat tenderness
- 2.Increases “beefy” flavor
- 3.Causes meat to lose weight through evaporation







# How The USDA Grades Your Steak!

**Highest Quality!**  
ABUNDANT MARBLING



**USDA PRIME**

Less Than 2% of Steaks Are Graded USDA Prime!

**Great Quality!**  
MODERATE MARBLING



**USDA CHOICE**

**Good Quality!**  
SLIGHT MARBLING



**USDA SELECT**

Marbling is the most prized feature in steaks. It is characterized by thin streaks of fat between muscle tissue. When cooked, the fat melts. This gives the meat unparalleled tenderness and a rich, buttery flavor.




## What is Prime Beef?

Degrees of Marbling	Maturity**					Degrees of Marbling
	A***	B	C	D	E	
Slightly Abundant	Prime					Slightly Abundant
Moderate			Commercial			Moderate
Modest	Choice					Modest
Small						Small
Slight	Select			Utility		Slight
Traces					Cutter	Traces
Practically Devoid	Standard					Practically Devoid

## Only USDA Graders can assign USDA Quality Grades.

% IMF  
(intramuscular fat):

% of US Beef Supply in the 3  
top USDA Grades:

	2.5-3.9%	31.5%
	3.9-8.5%	61.5%
	8.5-12+%	2.7%

Beef Research Report, Iowa SU 1998

NBQA 2011

# Meat Quantity





# Going from Beef Cattle to Meat

## BEEF EXAMPLES:

**Live Weight X (Dressing Percentage X Carcass Cutting Yield) = Pounds of Meat**

Average live beef animal, weighing 1,200 pounds, cut into boneless steaks and roasts, closely trimmed, lean ground beef:

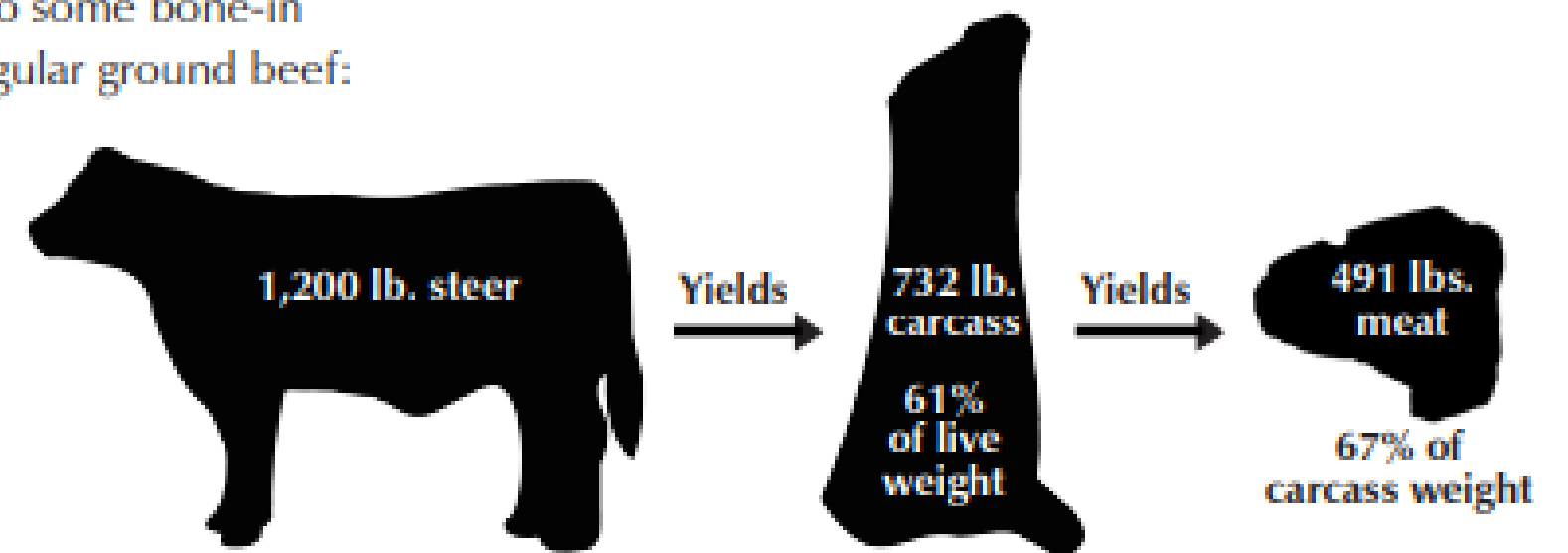
$$1200 \times (.61 \times .62) = 1200 \times 38\% = 456 \text{ lbs. of meat}$$

Average live beef animal, weighing 1,200 pounds, cut into bone-in steaks and roasts, regular trimmed, regular ground beef:

$$1200 \times (.61 \times .71) = 1200 \times 43\% = 516 \text{ lbs. of meat}$$

Average live beef animal, weighing 1,200 pounds, cut into some bone-in and some boneless steaks and roasts, closely trimmed, regular ground beef:

$$1200 \times (.61 \times .67) = 1200 \times 41\% = 491 \text{ lbs. of meat}$$



# Going from Hog to Meat

## PORK EXAMPLES:

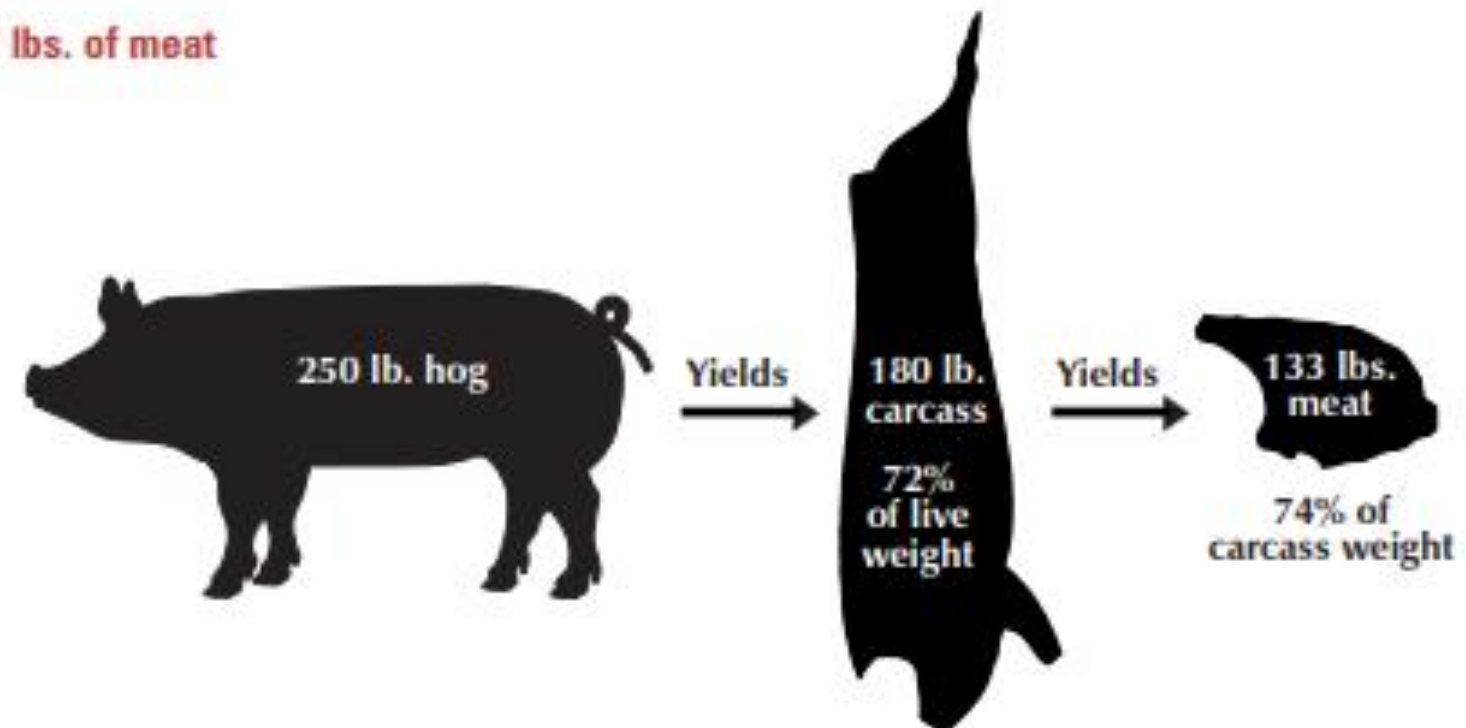
*Note: The dressing percentages and carcass cutting yields in these examples are for skin-on pork carcasses. Many small-scale meat plants skin pork carcasses. Skinned carcasses will have lower dressing percentages and higher carcass cutting yields. However, you will still come up with the same answer when calculating the amount of meat so these examples still apply. In other words, you will get the same amount of meat from a hog whether the carcass is skinned or not.*

Average live hog, weighing 250 pounds, cut into bone-in chops and roasts, closely trimmed, regular ground pork/sausage:

$$250 \times (.72 \times .74) = 250 \times 53\% = 133 \text{ lbs. of meat}$$

Average live hog, weighing 250 pounds, cut into boneless chops and roasts, closely trimmed, lean ground pork/sausage:

$$250 \times (.72 \times .65) = 250 \times 47\% = 117 \text{ lbs. of meat}$$





# How much meat do I actually get?

**Meat from a typical half beef (from a 1,000 - 1,200 lb. live animal) consists of approximately:**

- |                                     |                                     |
|-------------------------------------|-------------------------------------|
| 14 T-bone steaks (3/4" thick)       | 14 rib steaks (3/4")                |
| 8 sirloin steaks (3/4")             | 8 round steaks (3/4")               |
| 2 sirloin tip roasts (3 lbs.)       | 6 chuck roasts (4 lbs.)             |
| 4 arm roasts (3 lbs.)               | 2 rump roasts (3 lbs.)              |
| 8 packages of stew beef (1 lb.)     | 4 packages of short ribs (1.5 lbs.) |
| 4 packages of soup bones (1.5 lbs.) | 80-100 lbs. ground beef             |

(Variety meats, if desired, such as heart, liver, tongue, and oxtail)

**Meat from a typical half hog (from a 250 - 270 lb. live animal) consists of approximately:**

- |                                     |   |
|-------------------------------------|---|
| 12-14 lbs. pork chops               | 6-10 lbs. ground pork and/or ground sausage |
| 2 packages of spare ribs (1.5 lbs.) | 1 ham (15-18 lbs.; can be cut smaller)      |
| 3 shoulder roasts (4 lbs.)          | 8-10 lbs. bacon                             |
| 2 smoked hocks (0.75 lbs.)          |   |

(Variety meats, if desired, such as heart, liver, tongue, and fat/lard)



### 3 Weights:

- 1) Live weight
- 2) Hot carcass weight (HCW)
- 3) Final weight.

HCW  $\approx$  60% of live weight

Final weight (retail cuts)  $\approx$  65% of HCW.

So, an 1100 lb. steer, yields a 660 lb. HCW which means about 430 lb. of meat.

If you pay \$4.15/lb. HCW, that translates into paying \$6.38/lb. for what you take home





# Meat Price

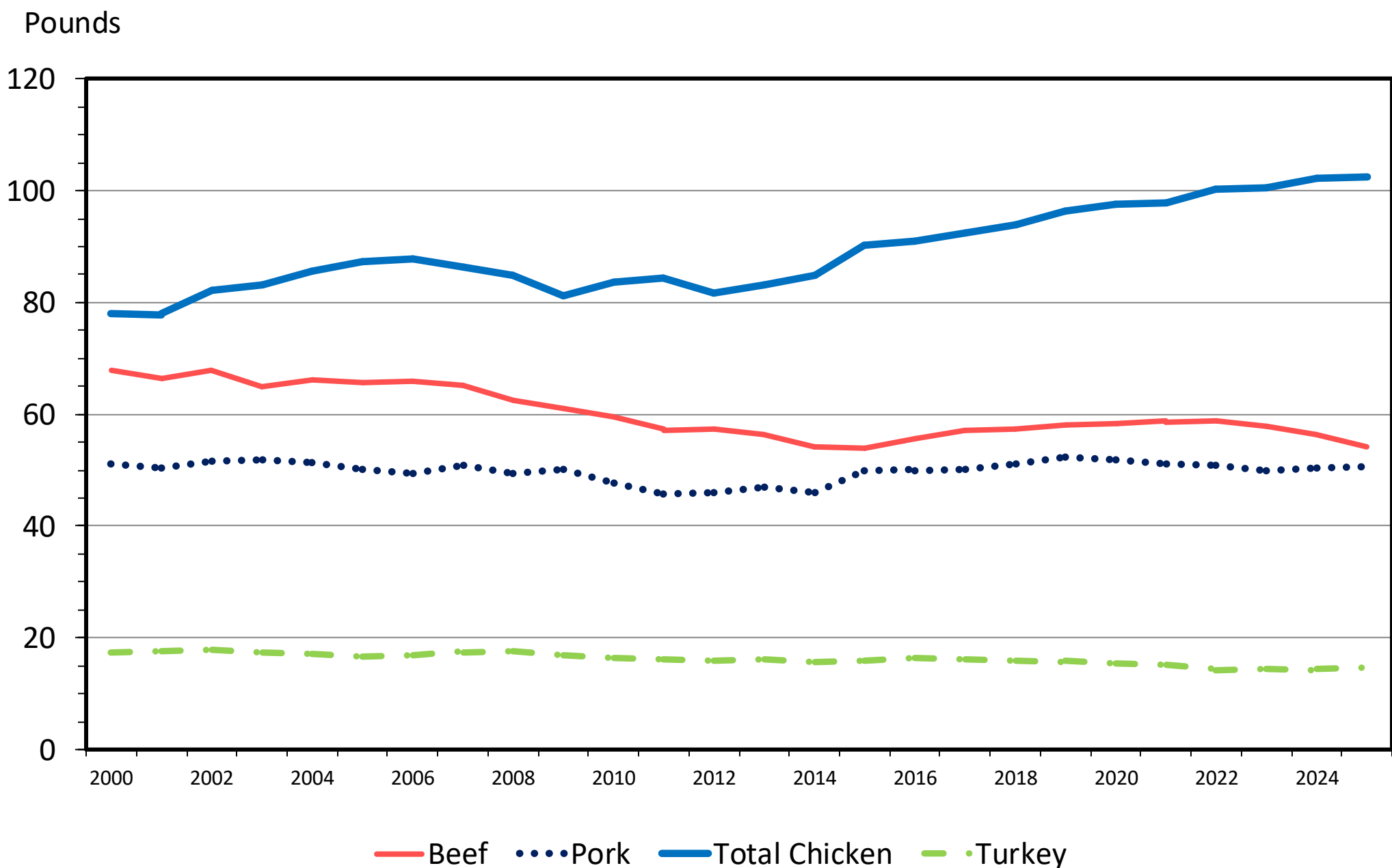




# How much meat do I typically eat each year?

## US RED MEAT & POULTRY CONSUMPTION

Per Capita, Retail Weight, Annual



Each adult eats about

105 lbs. of chicken  
50 lbs. of pork  
55 lbs. of beef  
14 lbs. of chicken

Plus food waste + children

How much meat do I need?

Adults x meat quantity

Data Source: USDA-NASS and USDA-ERS, Compiled & Analysis by LMIC

Livestock Marketing Information Center

M-C-10  
04/08/24



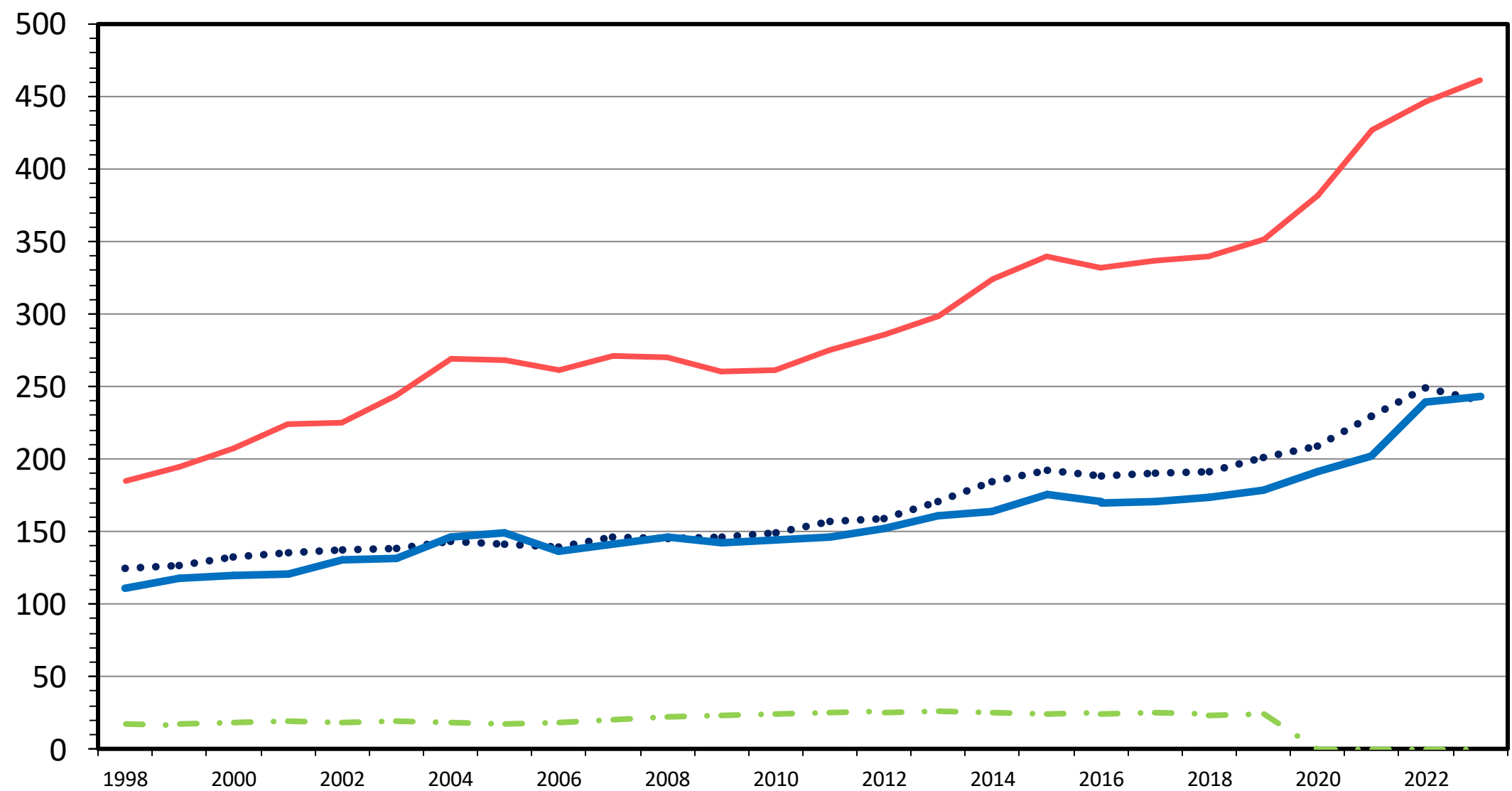
# How Much Do I Spend on Meat Each Year?



## US EXPENDITURES FOR MEAT & POULTRY

Per Capita, By Type of Meat, Annual

Nominal Dollars



**Per adult spends**

**\$461 on beef**

**\$243 on chicken**

**\$240 on pork**

**Or \$744 per person  
per year!!!**

— Beef    ··· Pork    — Broiler    - - - Turkey  
Data Source: Bureau of Economic Analysis & USDA-ERS, Compiled by LMIC

Livestock Marketing Information Center

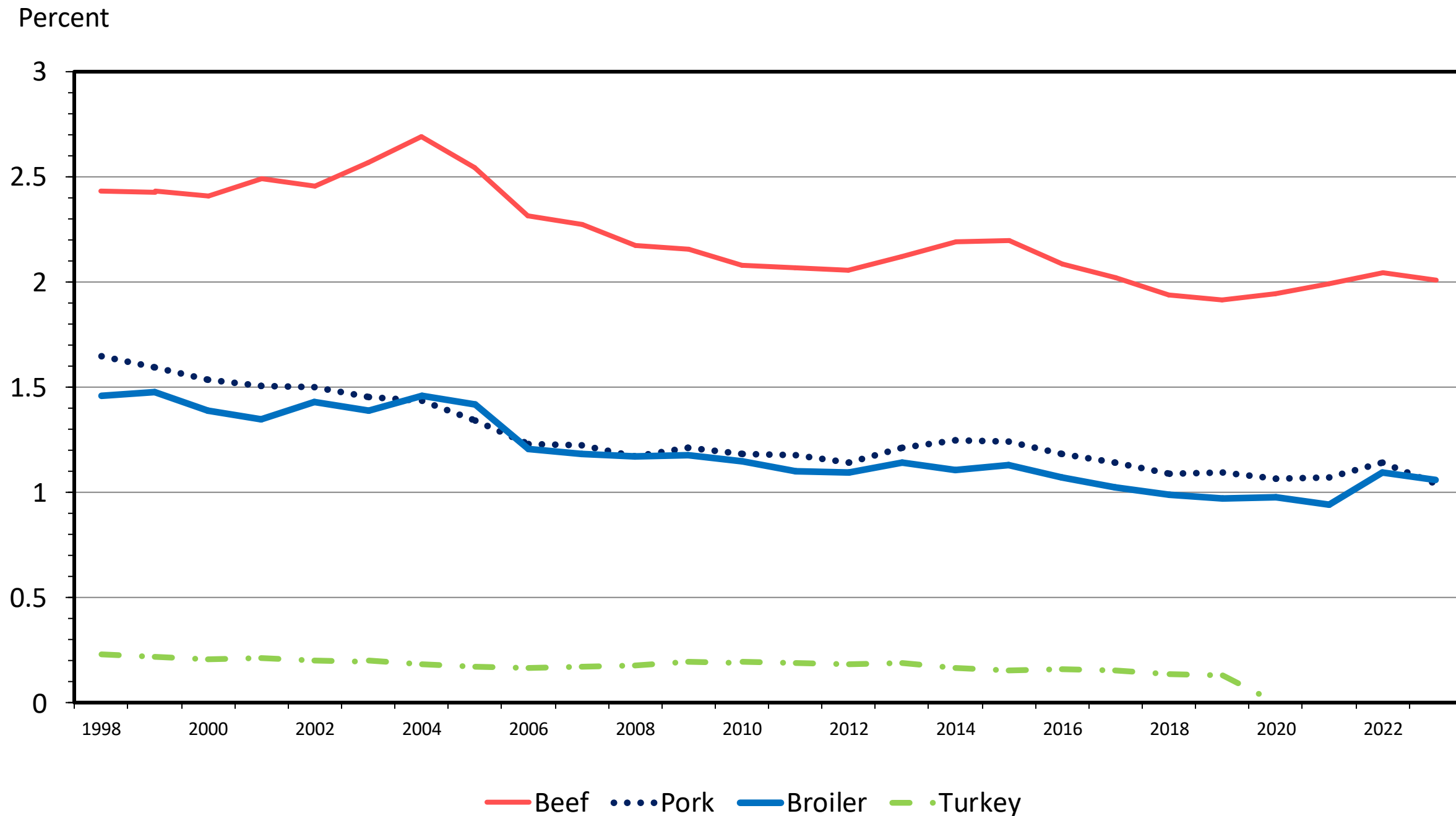
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04/08/24



Each Consumer is Different

## US EXPENDITURES FOR MEAT & POULTRY

Percent of Disposable Income



Data Source: Bureau of Economic Analysis & USDA-ERS, Compiled by LMIC

Livestock Marketing Information Center

M-C-16  
04/08/24





## Retail Prices for Meat Near me?





Email us with accessibility issues with this report.

Report for 9/21/2024 - 9/27/2024

Fri Sep 27, 2024

# USDA Retail Prices

Fri. Aug 30, 2024

## MARKET HIGHLIGHTS

This week in beef retail the Feature Rate decreased by 7.9 percent and the Activity Index increased by 2.1 percent. The ground sections showed an increase in ad space while items from the loin, round, other/misc. and deli sections the carcass, sirloin, and chuck remained mostly steady in ad space when compared to last week.

## NATIONAL

Metric	Current Week (CW)	Previous Week (PW)	Previous Year (PY)
Total Outlets	24,443	24,443	
Activity Index	84,081	82,347	
Feature Rate (%)	84.6%	92.5%	

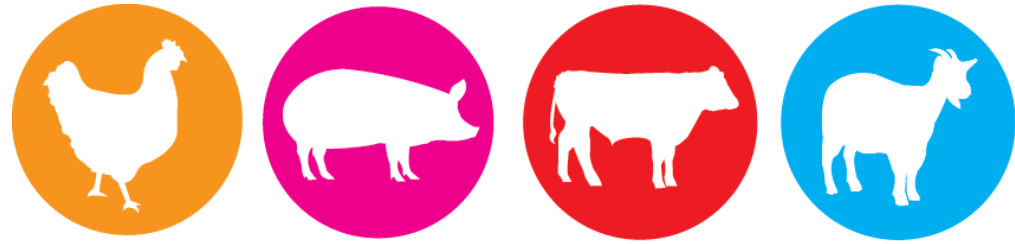
USDA MIDWEST  
(IA, IL, IN, KY, MI, MN, ND, NE, OH, SD, WI)  
(prices in dollars per pound)

Outlets	6,100	Explanatory Notes															
Feature Rate (1/)	70.9%	5/: BRANDED: Includes any advertised beef cuts marketed under a corporate trademark, or under one of Meat Grading and Certification Branch's Certified Beef Programs. 6/: NON LABELED/OTHER: Beef cuts advertised without a USDA Quality Grade.															
Special Rate (1/)	6.1%																
Activity Index (3/)	14,750																
	BRANDED(5)				CHOICE			SELECT			NON LABELED / OTHER (6)						
	Price Range		Stores	Wtd Avg	Price Range		Stores	Wtd Avg	Price Range		Stores	Wtd Avg	Price Range		Stores	Wtd Avg	
Bone-In Ribeye Roast	8.99	-	8.99	60	8.99	8.99	-	13.99	90	11.49	-	-	8.99	-	9.99	220	9.19
Bone-In Ribeye Steak	9.98	-	9.98	10	9.98	-	-	-	-	-	-	-	-	-	-	-	-
Bnls Ribeye Roast	9.98	-	16.99	440	14.18	7.99	-	14.00	980	10.63	-	-	8.99	-	9.99	20	9.49
Bnls Ribeye Steak	8.99	-	10.99	170	10.85	7.99	-	9.99	250	9.66	-	-	4.99	-	10.99	210	6.15
T-Bone Steak	9.99	-	11.99	160	11.84	7.99	-	7.99	30	7.99	-	-	5.99	-	5.99	40	5.99
Porterhouse Steak	9.99	-	9.99	10	9.99	-	-	-	-	-	-	-	9.99	-	10.99	90	10.86
Tenderloin	-	-	-	-	-	22.37	-	22.37	40	22.37	-	-	12.99	-	12.99	10	12.99
Filet Mignon	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Loin, Bnls	7.99	-	9.99	300	9.59	11.99	-	11.99	10	11.99	-	-	7.99	-	7.99	50	7.99
Bone-In Strip Steak	8.97	-	14.99	600	11.98	8.97	-	12.99	140	11.54	-	-	8.98	-	8.98	130	8.98
Bnls New York Strip Steak	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Beef Backribs	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Sirloin Roast	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Sirloin Steak	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Bnls Sirloin Roast	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Bnls Sirloin Steak	8.99	-	8.99	10	8.99	-	-	-	-	-	-	-	-	-	-	-	-
Sirloin Tip Roast	5.98	-	6.99	80	6.74	-	-	-	-	-	-	-	-	-	-	-	-
Sirloin Tip Steak	5.98	-	7.99	70	6.89	6.99	-	6.99	10	6.99	-	-	-	-	-	-	-
Bnls Top Sirloin Roast	-	-	-	-	-	7.99	-	7.99	10	7.99	-	-	-	-	-	-	-
Bnls Top Sirloin Steak	6.99	-	8.99	110	8.15	6.99	-	9.99	80	8.89	-	-	-	-	-	-	-
Top Round Roast	5.95	-	5.95	60	5.95	-	-	-	-	-	-	-	-	-	-	-	-
Top Round Steak	5.95	-	5.95	60	5.95	-	-	-	-	-	-	-	-	-	-	-	-
Bottom Round Roast	5.49	-	6.99	110	6.10	5.49	-	5.49	10	5.49	-	-	5.99	-	6.99	50	6.80
Bottom Round Steak	5.99	-	6.99	90	6.13	5.99	-	5.99	10	5.99	-	-	-	-	-	-	-
Eye Of Round Roast	5.99	-	6.99	80	6.88	-	-	-	-	-	-	-	5.99	-	5.99	10	5.99
Eye Of Round Steak	7.49	-	7.49	60	7.49	-	-	-	-	-	-	-	6.49	-	6.49	10	6.49
Rump Roast	5.99	-	5.99	20	5.99	4.49	-	4.49	50	4.49	-	-	-	-	-	-	-
Rump Steak	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Chuck/Shldr/Arm Roast	4.99	-	7.47	400	6.63	5.79	-	7.99	100	6.74	-	-	5.99	-	5.99	50	5.99
Chuck/Shldr/Arm Steak	5.49	-	7.99	180	6.21	5.99	-	6.99	140	6.26	-	-	4.99	-	4.99	20	4.99
London Broil	5.99	-	5.99	60	5.99	5.99	-	5.99	10	5.99	-	-	-	-	-	-	-

Section	Price Unit	Item	Environment	Condition	CW Stores	CW Wtd Avg	St
Brisket	Per lb	Brisket, Flat, Regular	ABF, Grass Fed	Fresh	14	11.99	
		Brisket, Flat, Regular	Antibiotic Free	Fresh			
		Brisket, Flat, Regular	Conventional	Fresh	19	9.99	
		Brisket, Flat, Value	Conventional	Fresh			
		Brisket, Whole, Regular	ABF, Grass Fed	Fresh			
		Brisket, Whole, Regular	Conventional	Fresh	2,584	5.86	
		Brisket, Whole, Value	Conventional	Fresh	17	9.99	
		Corned Beef Brisket, Flat, Regular	Conventional	Fresh			
Chuck	Per lb	Chuck Eye Roast, Regular	Conventional	Fresh			15 5.99
		Chuck Eye Steak, Regular	Conventional	Fresh	59	8.94	66 7.22
		Chuck Eye Steak, Value	Conventional	Fresh	3	7.89	3 7.89
		Chuck Roast, Bone-In, Regular	ABF, Grass Fed	Fresh			375 7.37
		Chuck Roast, Bone-In, Regular	Conventional	Fresh	1,940	6.27	4,042 5.54
		Chuck Roast, Bone-In, Value	Conventional	Fresh	348	5.30	138 5.21
		Chuck Roast, Boneless, Regular	Antibiotic Free	Fresh	12	7.99	

<https://www.ams.usda.gov/market-news/retail>





**MEATSUITE**.com

## A selection of Farmers' Market Beef Prices:

Cut Name	Farmers' Market Avg.	Wegmans (FYFGA*)
Ground Beef	\$5.79 (n=6)	\$5.99*
Strip Steak	\$13.43 (n=7)	\$19.19*
Sirloin Steak	\$10.21 (n=7)	\$14.99*
Short Ribs	\$5.05 (n=5)	\$7.29
Chuck Roast	\$6.75 (n=5)	\$11.49*

# Making Dollars and Cents from Local Meat



<u>192lb Hanging Weight of the Hog Yielded</u>	
• 74 lbs of cuts (bone-in pork chops, spare ribs/back ribs, roasts, tenderloin)	• 25lbs ground pork, unseasoned
• 9lbs naturally cured ham	• 25lbs seasoned breakfast sausage
• 20lbs bacon	• Extras! Heart, liver, kidneys, soup bones, fat for making lard.
<u>Total cut weight: 153 lbs of meat for the freezer</u> (80% of hanging weight)	
<u>What I paid</u>	
Livestock Producer	
$192 \text{ lb hanging weight} \times \$3.60 \text{ per lb} = \$691.20$	
Meat Locker	
USDA Processing Fee = \$85.00	
Processing fee = $192 \text{ lbs hanging weight} \times \$1.05 = \$201.60$	
No nitrate curing of bacon and hams = $43.8 \text{ lbs} \times \$3.25 = \$142.35$	
Offal Processing \$10.00	
} = \$438.95	
<u>Total cost: \$1,130.15</u>	

**Notice:**  
**Cost for processor**  
**Cost for animal**



# Buying Local Meat



Choose your own meat adventure

Do you want individual cuts?



Do you want bulk meat?





### USDA Inspected

- Each animal is inspected and gets a quality grade
- Individual cuts sold



### Custom Exempt

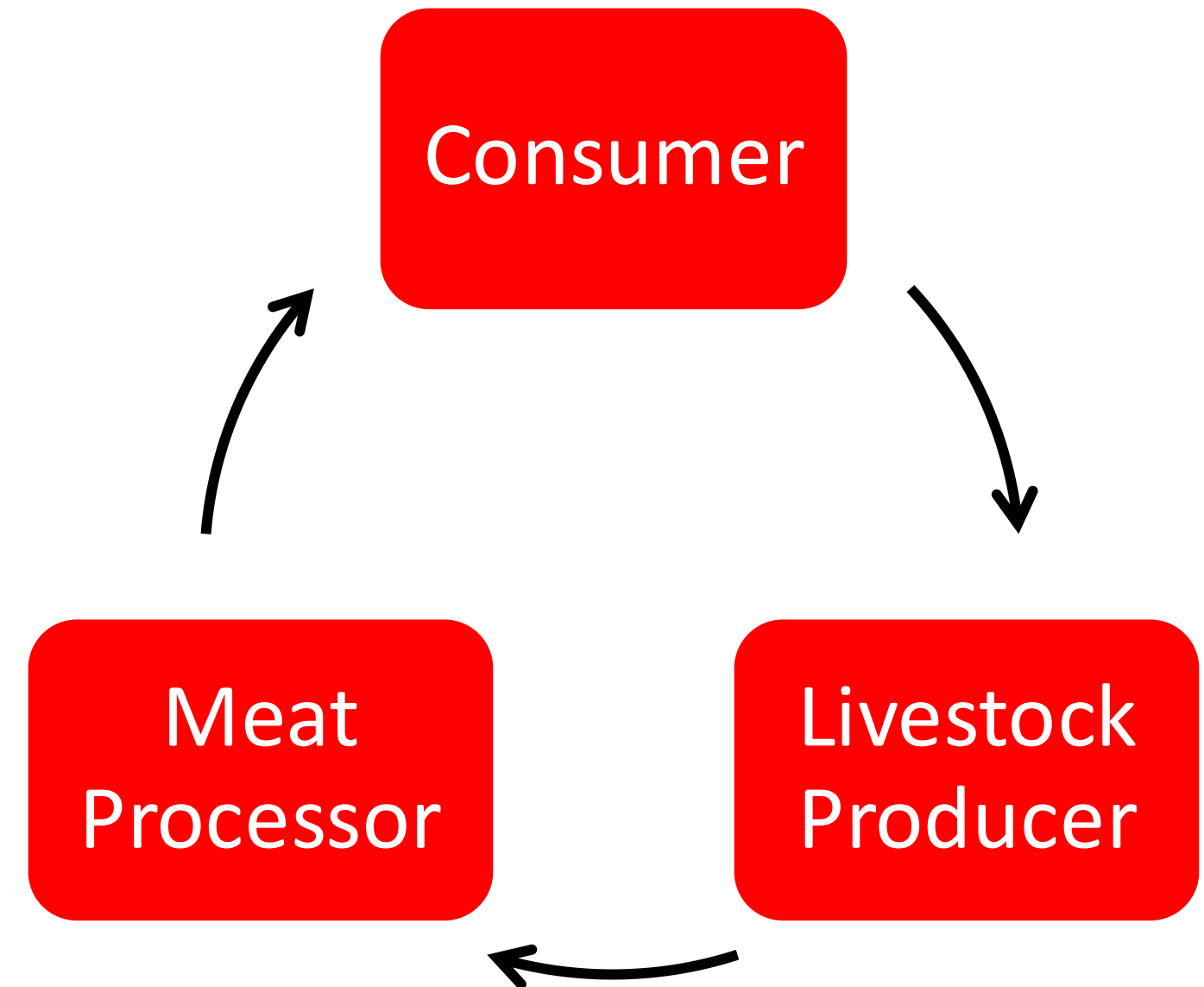
- No inspection
- Must own the animal prior to harvest
- Meat cannot be sold to others (household use only)





- 1) Find a livestock producer
- 2) Tell them what cuts you want
- 3) Animal goes to harvest
- 4) Pick up meat from the meat processor

## Typical Steps in Purchasing





When do I pay?

**ASK!!! Each livestock producer and processor does it differently.**

**Typical flows are:**

- Pay all costs to the producer at the time of pick-up
- Pay a deposit to the producer and rest at the time of pick-up
- Pay producer cost of livestock before the animal goes to harvest, Pay processor at pick-up



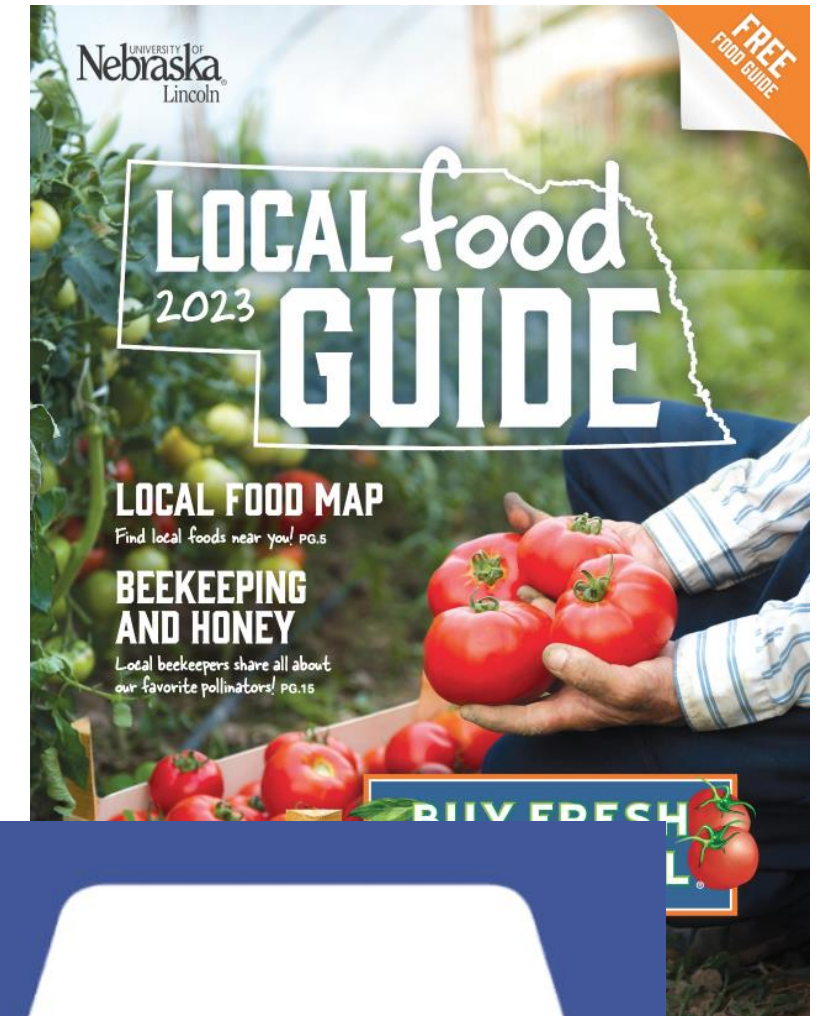


How do I find a livestock producer?



## Haymarket Farmers' Market

Lincoln, Nebraska



NEBRASKA  
DEPARTMENT OF AGRICULTURE

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## Food & Meat Directory

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MarketPlace



# Challenges to Buying Whole Animals

1) Freezer space

2) Quantity of meat

3) Logistics

4) Familiar with all cuts of meat

5) Initial cost



# Small Meat Processors

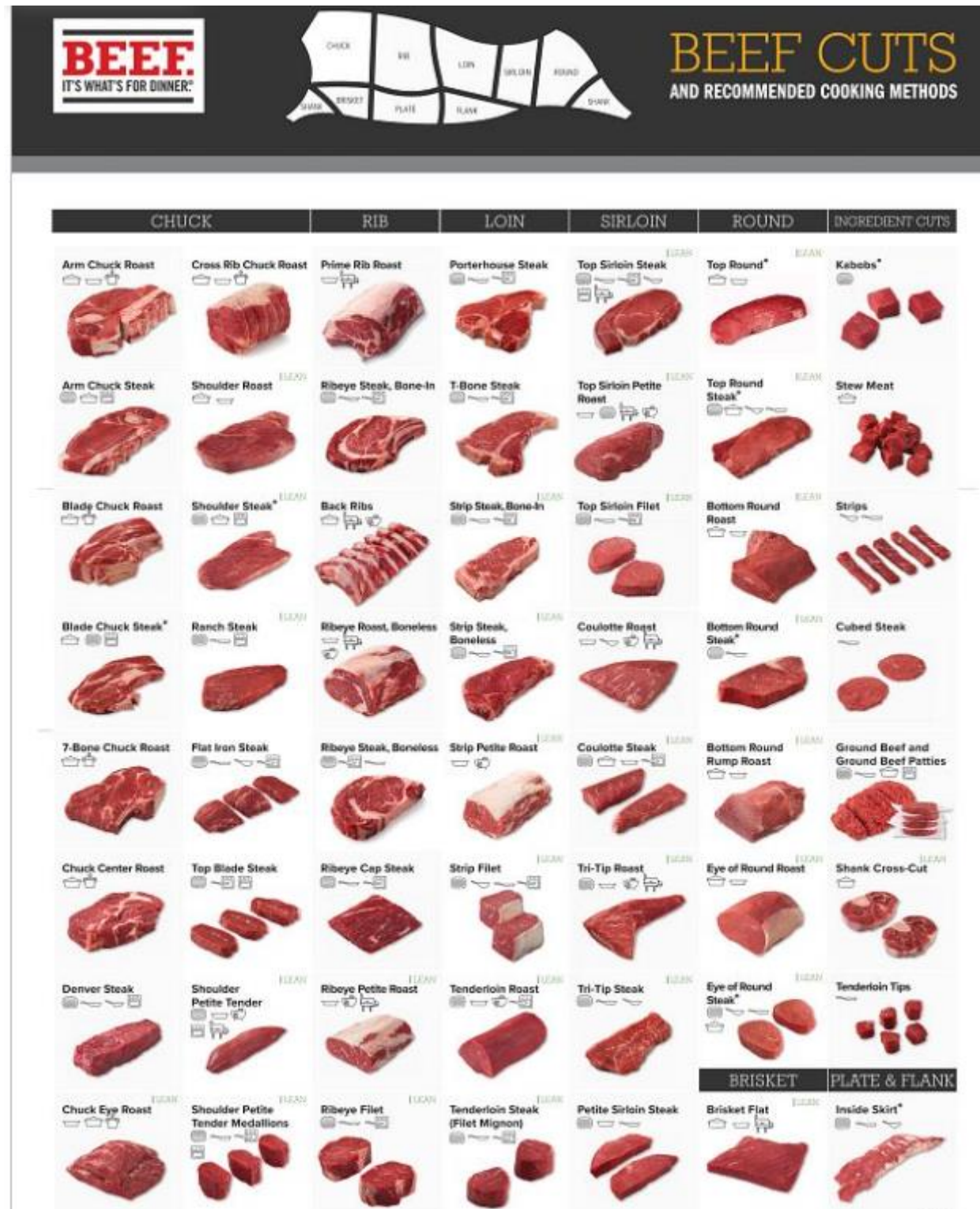




# Meat Processing Plants







<https://www.beefitswhatsfordinner.com/cuts/cut-charts>

## Cuts of Beef

In the last month, what cuts of meat did you buy at the store?

Many consumers only use 3-4 types of cuts

For example: flank steak, ground beef, chuck roast

You will have different cuts you may not have used before when buying in bulk

<- This guide helps you know how to cook each cut you are not familiar with





This cut sheet is the “blueprint” for the meat processor

You need to specify these cuts before you get the animal processed

Work with the producer or processor to get these completed and returned

# What’s a Cutsheet?

<b>Live</b> _____ <b>Hang</b> _____		<b>Down Home Processing, Inc.</b>	<b>Kill Bill</b> .....=\$
<b>Lot</b> _____ <b>BT</b> _____	<b>Beef Cut Sheet</b>		<b>Hang Weight</b> _____ x <b>\$0.75</b> = \$
<b>Pen</b> _____ <b>Tag</b> _____			<b>Patties</b> ..... lbs.x <b>\$0.85</b> = \$
<b>Delivery Date:</b> ____/____/20			<b>Boxes(\$1.00 each)</b> .....=\$
<b>Delivered By:</b> _____			<b>Other</b> .....=\$
			<b>Total: \$</b> _____
		<b>Name:</b> _____	<b>Name:</b> _____
		<b>Number:</b> _____	<b>Number:</b> _____
<b>Roast</b> _____ <b>Weight (~3lbs)</b> _____	<input type="checkbox"/> Call <input type="checkbox"/> Text <input type="checkbox"/> Email (list below)	<input type="checkbox"/> Call <input type="checkbox"/> Text <input type="checkbox"/> Email (list below)	
<b>Chuck</b> (ROAST OR BURGER) _____			
<b>Sirloin Tip</b> (ROAST OR BURGER) _____			
<b>Rump</b> (ROAST, STEW OR BURGER) _____			
<b>Eye of Round</b> (ROAST, CUBED, STEW, OR BURGER) _____			
<b>Steaks</b> _____ <b>Thickness (~1in.)</b> _____ <b>Steaks per pack (~2)</b> _____ <b>*\$50 charge for 1/pack</b>			
<b>T-Bone or NY Strip &amp; Filet</b> (ONE OR BOTH) _____			
<b>Ribeve</b> (BONE-IN OR BONELESS) _____			
<b>Flat Iron</b> (STEAK OR BURGER) _____			
<b>Top Round</b> (ROAST, STEAK, CUBED, STEW OR BURGER) _____			
<b>Sirloin</b> (STEAK OR BURGER) _____			
<b>Cubed</b> (YES OR NO) _____			
<b>Other</b> _____			
<b>Beef Stew</b> (YES OR BURGER) _____			
<b>Short Ribs</b> (SLABS, SQUARES, OR BURGER) _____			
<b>Brisket</b> (YES OR BURGER) _____			
<b>Soup Bones</b> (YES OR NO) _____			
<b>Liver</b> (YES OR NO) _____			
<b>Ox Tail</b> (WHOLE OR SLICED) _____			
<b>Ground Beef</b> _____			
<b>Packs (1lb, 1.5lb, or 2lb)</b> _____			
<b>Patties (Specify how many pounds)</b> _____			
<b>Additional Requests:</b> _____			



## Differences in Packaging of Meat





## **A channel for farmers & consumers.**

Supports local food affordability.

Consumers save money, beat grocery store prices.

Customer gets meat cut to order.

- Shopping locally allows you to choose based on a relationship rather than a claim.

## **Buying local has many benefits:**

- Save money
- Support local farms
- Taste the difference!
- Talk to farmers to learn more!



# *COMMENTS, QUESTIONS, AND SUGGESTIONS*

## *Contact Information*

*[elliott.dennis@unl.edu](mailto:elliott.dennis@unl.edu)*

*402-472-2164*

## *Foundation Account*

*<https://nufoundation.org/fund/01150800/>*

*(i.e. “Livestock Marketing & Risk Management”)*





## Definitions of types of feeds:

**Hay:** dried grasses & legumes.

**Haylage:** Hay stored “wet” and fermented. Ensiled hay.

**Balage:** Large wrapped bales of haylage. Ensiled hay.

**Silage, corn silage:** The entire corn plant, chopped and stored “wet”, fermented. Ensiled corn.

**Shelled corn:** Dry, whole kernel corn.

**Cracked corn:** Dry, whole kernel corn which is ground into smaller pieces.











**Ruminants:** includes goat, sheep, cattle. Have four chambered stomachs. Herbivores.

**Poultry, fowl:** Omnivores, eats insects, grasses, plants, seeds, etc...

**Pigs:** Basically an herbivore.

- **Forage:** Searching all around for things to eat.
- **Graze:** Eating big mouthfuls of pasture.
- **Browse:** Like the first two, but thought of as including more brush/tree material.