Overview

• Meat processors in MN
  • USDA
  • Minnesota “Equal To”
  • Custom Exempt
• What are we doing?
• What can you do?
The Minnesota “Equal To” Program

• What is ‘Equal To’?
  • Continuous inspection of all animals, daily processing

• Benefits of the MN equal to program

Note!
Restaurants, retailers, distributors, schools, food shelves and other entities can buy and serve meat and poultry from MN E2 establishments.
Minnesota State "Equal To" USDA Inspection Program or E2 Inspection

Minnesota is one of 27 states currently operating Meat and Poultry Inspection (MPI) programs that are considered at least Equal To the federal meat and poultry inspection program (USDA). This means establishments in Minnesota's ‘Equal To’ (E2) program can slaughter animals and process products to sell, distribute, and wholesale to any entity within the state of Minnesota.

Retailers, restaurants, distributors, schools, food shelves and other entities can buy and serve meat and poultry from Minnesota establishments participating in the E2 program. Products from a Minnesota E2 plant contain a State of Minnesota symbol with the phrase inspected and passed, and the establishment number. When you see this, you can be assured that those products were inspected and passed under the same regulations and requirements that USDA uses to ensure the

https://www.mda.state.mn.us/food-feed/sale-meat-poultry-products-grocery-stores-restaurants
Expanding Capacity of the “Equal To” Program

• All slaughter establishments are ‘Very Small’

• Implementing a Phase I and II ‘Fast Track’ program
  • Increasing slaughter (primarily swine)
  • Increase marketability of the products
  • Providing resources and tools to our establishments to assist in more quickly meeting regulatory requirements
  • Condensing what normally takes 3-6 months, to 1-3 weeks
HACCP AND SSOP INFORMATION AND RESOURCES

How To

All establishments operating under the “Equal To” Inspection Program are required to have Sanitation Standard Operating Procedures (SSOP’s) and a HACCP plan (Hazard Analysis Critical Control Point) in place. These measures help ensure that meat and poultry processors are producing safe products. These requirements can be fairly complicated, so it is important to learn the basics before starting a meat or poultry processing business.

SSOP’s

SSOP’s are written procedures that describe the establishment’s cleaning program and the records used to monitor that cleaning is being performed regularly. The program needs to describe sanitary personnel practices and operations used to keep the environment and plant facilities in a clean condition. There are very specific requirements for the type of procedures that the SSOP’s need to contain and the type of monitoring that needs to take place to meet program requirements. The regulatory requirements for SSOP’s can be found in 9 CFR 416.11-416.16a.

The HACCP Plan

A HACCP plan is the written food safety plan for the establishment. This plan covers biological, physical...
Meat Processors

- MN Custom Exempt Establishments
  - What is custom exempt?
  - Many have increased slaughter capacity
    - Are now working at full or overfull capacity
    - Seasonal operations have restarted operations
    - Licensing of unlicensed facilities
  - A few establishments have or are entering the fast track system to become E2
Increasing Capacity: What does this mean for our small plants?

Large USDA Processors...20,000+ pigs per day

Minnesota “Equal To” or Custom...1-30ish pigs per day

Adding 1-2 animals or maybe a full day (30 in a bigger ‘very small’ plant)

Small But Significant Impact!
Other Kinds of Impacts, Actions and Ideas

• Building from scratch
• Unlicensed processors
• Seasonal processors, like venison processors

*Adding any establishment increases overall slaughter capacity in MN!*

With a continued focus on producing safe food!
Where are the Meat Processors?

https://www.mda.state.mn.us/food-feed/meat-poultry-egg-inspection

Lists of processors with city locations are also on the website
What can you do?

• **If you have a pig to slaughter and need to find a processor?**
  - Reach out to processors directly - check our map and list:
    
    www.mda.state.mn.us/food-feed/meat-poultry-egg-inspection

• **If you are a livestock producer looking for options?**
  - Reach out to your local processors to let them know you need more market options

• **If you are a processor and need “Equal To” inspection to increase production?**
  
  Please contact MDA- Meat, Poultry, Egg Inspection

• **If you have a processing plant and want to become licensed?**
  
  Please contact MDA- Meat, Poultry, Egg Inspection

• **If you assist meat processors, livestock producers, or others to meet regulatory requirements and/or market their products:**
  - Review the information on our website and contact MDA- Meat, Poultry, Egg Inspection with questions
Contact Us!

For questions, ideas and concerns... or if you or you know someone who is a processor either licensed or unlicensed and want to increase production, please contact us!

Meat, Poultry, and Egg Inspection

651-201-6300

MDA.MeatPoultryEgg@state.mn.us
AGRI RAPID RESPONSE MINI-GRANT FOR LIVESTOCK PROCESSING

Courtney VanderMey
Livestock Investment Administrator
What is this Grant?

• Respond to market issues caused by COVID-19
• The program aims to increase slaughter, processing, and storage capacity for livestock products until existing markets return or new markets are developed.
Who is eligible to apply?

- Minnesota meat, poultry, egg, and milk processors and Minnesota livestock producers in operation before March 1, 2020 may apply.

- Meat processors must be one of the following:
  - USDA inspected slaughter and/or processing plant that is adding capacity
  - Minnesota Equal-To slaughter and/or processing plant that is adding capacity
  - Licensed custom exempt slaughter plant that is adding Equal-To slaughter
  - Licensed custom exempt slaughter plant that is adding capacity
What are the dates associated with this grant?

- The application is available NOW
- June 15, 2020 application closes.
- The proposed purchase must be completed prior to September 30, 2020
How much funding is available?

- Approximately $250,000
- Award Range: $1000-$5000
- Requires a 1:1 match.
How do you apply?

• Review the Request for Proposals
• Visit our website and fill out an application

https://www.mda.state.mn.us/agri-rapid-response-mini-grant-livestock-processing
How do I start the application?

Logon Page

Email Address*

Password*

Log On  Create New Account

Forgot your Password?
How long will this application take me?

- Contact Information
- Budget
- Workplan
- Outcomes

**Budget**

- Total Project Cost
- Total Grant Request (up to 50% of the Total Project Cost; maximum of $5,000, minimum of $1,000)

Please complete the following budget table indicating the purchases you anticipate making. Each expense must increase your processing/storage capacity. Only expenses incurred after April 20, 2020 are eligible for reimbursement. The budget table will be reviewed by the MDA and incorporated into the grant contract.

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<th>Quantity</th>
<th>Cost/Unit</th>
<th>Total Costs</th>
<th>Source of Estimate</th>
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What are some example purchases?

- Cooler walls and refrigeration units
- Contractor costs and materials for installation of approved equipment, including plumbing, drainage, venting, and electrical work
- Temporary cold storage including rented commercial space or refrigerated trucks
What are some other example purchases?

• Portion cutters
• Slaughter equipment such as cradles, saws, hooks, scalders, or sinks
• Equipment or facilities to accommodate holding of larger number of animals in a humane manner (fences, gates, chutes)
What is NOT eligible?

• General operating expenses (such as salary, fringe, and supplies) are not eligible
If I am awarded the grant what is next?

- Email IRS W9
- Sign a contract
- Complete the purchase
- Keep records
Increase sales of Minnesota agricultural products

- Investing in production capacity
- Market diversification
- Market access for value-added products
AGRI Value-Added Grant Types

• Feasibility studies – Hiring a consultant to do an analysis of a proposed project to determine if it is technically feasible and profitable
  • Maximum award $25,000 and minimum award $1,000

• Equipment – Purchasing (including shipping and installation) of equipment
  • Maximum award $150,000 and minimum award $1,000
AGRI Value-Added Grant Application

How do you apply?

• Visit our website and fill out an application.

  www.mda.state.mn.us/valueaddedgrant

• We accept applications approximately September and January each year.
Online Directory of nearly 1,000 places for consumers to purchase directly from the producer/processor

www.minnesotagrown.com

Who’s eligible to advertise in the Directory?

Livestock producers who market directly to the consumer

Meat processors who sell meat that was raised in MN directly to the consumer

Minnesota Grown members can also have a free listing in our online database of farmers and processors who sell to wholesale accounts like grocers, distributors, restaurants.

Karen Lanthier  Karen.Lanthier@state.mn.us  651-201-6140
New Markets Cost Share Program

- MDA just announced changes to the program that will help processors (including meat processors) pivot to alternative marketing channels.
  - E-Commerce (Up to $500)
  - Contracted Merchandising Help (Up to $4,000)
- [https://www.mda.state.mn.us/business-dev-loans-grants/new-markets-cost-share-program](https://www.mda.state.mn.us/business-dev-loans-grants/new-markets-cost-share-program)
- Brian Erickson  [Brian.J.Erickson@state.mn.us](mailto:Brian.J.Erickson@state.mn.us)  651-201-6539
- Ariel Kagan  [Ariel.Kagan@state.mn.us](mailto:Ariel.Kagan@state.mn.us)  651-201-6643
Contact Us

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