

Number of Surveys Included	83		
Number of Beef CURRENTLY on farm	680		
Number of Beef PROJECTED on farm	918		
Number of Cull Cows CURRENTLY on farm	35		
Number of Cull Cows PROJECTED on farm	32		
Number of Sheep CURRENTLY on farm	685		
Number of Sheep PROJECTED on farm	909		
Number of Hogs CURRENTLY on farm	417		
Number of Hogs PROJECTED on farm	652		
Number of Goats CURRENTLY on farm	122		
Number of Goats PROJECTED on farm	339		
Number of Beefalo/Bison CURRENTLY on farm	45		
Number of Beefalo/Bison PROJECTED on farm	150		
Number of Deer/Game CURRENTLY on farm	2		
Number of Deer/Game PROJECTED on farm	1		
Number of other species CURRENTLY on farm	14		
Number of other species PROJECTED on farm	14		
Total CURRENT animals	2000		
Total PROJECTED animals	3015	150.75%	
Total CURRENT animals brought to market (not including "# of animals on farm")	1591		
Total PROJECTED animals brought to market	2580.5	162.19%	
Total CURRENT animals processed (not including "Auction" nor "Other Avenues")	1028		
Total PROJECTED animals processed	2221.5	#####	
	Current	Projected	
Number of Beef on farm	680	918	135.00%
Farmers Markets/Farm Stand/CSA/Freezer Trade	80	213	281.54%
Home Use	37.5	37.5	100.00%
Direct Sales/Live Sales (¼'s, ½'s, etc)	98	141	143.88%
Restaurants	1.5	59	3933.33%
Wholesale	22	96	361.90%
Auction	139	29	20.86%
Other Avenues	12	30	250.00%
(not including "# of animals on farm") market totals	390	605.5	155.26%
(not including "Auction" nor "Other Avenues") Total animals processed	239	546.5	228.66%
Number of Cull Cows on farm	35	32	91.43%
Farmers Markets/Farm Stand/CSA/Freezer Trade	4	4	100.00%
Home Use	0	0	
Direct Sales/Live Sales (¼'s, ½'s, etc)	1	1	
Restaurants	0	0	
Wholesale	1	1	
Auction	25	25	100.00%
Other Avenues	0	0	
market totals	31	31	100.00%
Total animals processed	6	6	
Number of Sheep on farm	685	909	132.70%
Farmers Markets/Farm Stand/CSA/Freezer Trade	175	337	192.57%
Home Use	77	73	94.81%
Direct Sales/Live Sales (¼'s, ½'s, etc)	216	179	82.87%
Restaurants	19	171	900.00%
Wholesale	17	77	452.94%
Auction	94	44	46.81%
Other Avenues	12	16	133.33%
market totals	610	897	147.05%
Total animals processed	504	837	259.14%

Number of Hogs on farm	440	794	180.45%		
Farmers Markets/Farm Stand/CSA/Freezer Trade	116	228	196.55%		
Home Use	18	28	155.56%		
Direct Sales/Live Sales (¼'s, ½'s, etc)	76	116	152.63%		
Restaurants	14	43	307.14%		
Wholesale	1	117	11700.00%		
Auction	267	215	80.52%		
Other Avenues	0	0			
		market totals	492	747	151.83%
		Total animals processed	225	532	236.44%
Number of Goats on farm	122	339	277.87%		
Farmers Markets/Farm Stand/CSA/Freezer Trade	0	88			
Home Use	5	5	100.00%		
Direct Sales/Live Sales (¼'s, ½'s, etc)	2	40	2000.00%		
Restaurants	0	33			
Wholesale	0	73			
Auction	14	0	0.00%		
Other Avenues	0	0			
		market totals	21	239	1138.10%
		Total animals processed	7	239	
Number of Beefalo/Bison on farm	45	150	333.33%		
Farmers Markets/Farm Stand/CSA/Freezer Trade	8	0			
Home Use	0	0			
Direct Sales/Live Sales (¼'s, ½'s, etc)	37	60			
Restaurants	0	0			
Wholesale	0	0			
Auction	0	0			
Other Avenues	0	0			
		market totals	45	60	
		Total animals processed	45	60	
Number of Deer/Game on farm	2	1	50.00%		
Farmers Markets/Farm Stand/CSA/Freezer Trade	0	0			
Home Use	2	1	50.00%		
Direct Sales/Live Sales (¼'s, ½'s, etc)	0	0			
Restaurants	0	0			
Wholesale	0	0			
Auction	0	0			
Other Avenues	0	0			
		market totals	2	1	50.00%
		Total animals processed	2	1	
Number of other species on farm	14	14	100.00%		
Farmers Markets/Farm Stand/CSA/Freezer Trade	0	0			
Home Use	0	0			
Direct Sales/Live Sales (¼'s, ½'s, etc)	0	0			
Restaurants	0	0			
Wholesale	0	0			
Auction	0	0			
Other Avenues	0	0			
		market totals	0	0	
Do you raise Beef cattle?	48				
Do you process Cull Cows?	9				
Do you raise Sheep?	31				
Do you raise Hogs?	32				
Do you raise Goats?	14				
Do you raise Beefalo/Bison?	2				
Do you raise or process Deer/Game?	4				
Do you raise other species?	3				
How many different species do you raise?					
	0	7			
	1	28			
	2	15			
	3	11			
	4	6			
	5	1			

Is your farm interested in increasing			
revenue from meat sales?	7		
meat production?	9		
both	38		
neither	24		
If you'd like to increase meat production, how do you know that you'll be able to sell more of your product?			
Current customers have asked for more	9		
New customers have asked for your meat	15		
both	13		
blank	29		
other answers	12		
Are you currently turning buyers away, unable to meet demand?			
Yes	35		
No	16		
Blank	27		
Would you be willing to shift or change to off-season processing?			
Yes	26		
No	17		
Not Sure	15		
Blank	20		
Are you satisfied with your current processing options?			
Yes	18		
No	37		
Blank	23		
What would be your willingness to change to a state-of-the-art, local, USDA/Custom facility?			
High	39		
Medium	15		
Low	1		
Blank	23		
How would you describe how your animals are raised and/or fed?			
grass-fed/finished	27		
organic	1		
conventional	14		
grass-fed/finished, organic	12		
grass-fed/finished, conventional	7		
organic, conventional	0		
grass-fed/finished, organic, conventional	1		
Blank	16		
Would you need assistance hauling animals to a slaughter facility?			
Yes	21		
No	41		
Blank	16		
I would like to receive updates from SEMMPA regarding results of this questionnaire, meetings, and progress			
Yes	63		
No	5		
Blank	11		

APPENDIX B

Berkshires Livestock Producers Survey

1. How much land do you own/lease?
2. What types of livestock/poultry do you raise?
3. How many animals of each kind do you raise and harvest a year?
What are the seasonal harvest peaks for each animal?
4. Do you have the capacity to produce more? If so, what is currently limiting you from doing so, and do you have plans to resolve those issues?
5. How would you categorize your product?
6. What kinds of meat products do you sell?
7. Which animals do you use a slaughterhouse to process? Are there any animals which you slaughter yourselves, use another butcher, or employ another medium?
8. If there are animals which you send to a slaughterhouse to process, please walk us through this process.
 - a. Which slaughterhouse do you use/have you used in the past?
 - b. How far in advance do you have to book the services?
 - c. How do you get your animals there?
 - d. What services does/did the slaughterhouse(s) provide?
 - e. How do you pick up the meat?
 - f. How long does this process take, from when you drop it off to when you pick it up?
 - g. How much does this process cost? Including transportation costs, slaughterhouse fees, etc. E.g. estimates or exact, per animal, per pound, etc.
 - h. How happy are you with the quality of the services provided by the processors? Are there any positive or negative aspects of their services?
9. Who are your customers? E.g. individuals, restaurants, larger distributors, etc.
 - a. How do you sell to them? E.g. farmers markets, farm store, wholesale, CSAs, etc.
 - b. Do you deliver the meat, or do your customers pick it up?
 - c. Would you like to be able to offer other products to your customers? Are your customers asking for products you do not or cannot make? If so, what prevents you from doing so?
 - d. Would you be interested in expanding to wholesale accounts, if you are not currently doing so? Why/why not?
 - e. How do your prices compare to others' products?
 - f. Does your profit offset your costs?
10. What works well about these processing and marketing systems?
11. What does not work well?
12. Have you heard of solutions to these problems in other regions?

13. What, in your opinion, might be some solutions to these problems?
14. What changes would you like to see that would be helpful to production?
15. Do you want to expand your livestock production? What would have to change in order for you to do so?
16. Can you think of anyone else we should talk to? Who might consider adding meat cutting or processing to their business? Contact info/introduction
17. Is there anything else you'd like to say about this, anything you want included in our report?