

ON-FARM

200 birds @ 1 week
Farmers Market sales ONLY

slaughter + process

Whole birds

Bird Costs	\$3,247
Processing Costs	\$418
Sales Costs	\$200
Revenue	\$5,250

NET: \$1,385

Facility costs \$68,000

Parts

Bird Costs	\$3,247
Processing Costs	\$560
Sales Costs	\$200
Revenue	\$6,900

NET: \$2,893

Facility costs \$68,000

Hybrid

(33% whole, 66% parts)

Bird Costs	\$3,247
Processing Costs	\$507
Sales Costs	\$200
Revenue	\$6,287

NET: \$2,332

Facility costs \$68,000

Other Sales Models (EXEMPT)

- Direct from Ranch
- Delivered to Household Customer
- No prohibition on employees
- No farmers market-related expenses

INSPECTED

200 birds @ 1 week
Farmers Market sales ONLY

slaughter only

Whole

Bird Costs	\$3,247
Processing Costs	\$1,218
Sales Costs	\$200
Revenue	\$5,250

NET: \$585

Facility Costs (rental) \$1,029

Facility Costs (owned) \$6,000

Van/trailer \$77,000

slaughter + process

Whole

Bird Costs	\$3,247
Processing Costs	\$1,256
Sales Costs	\$200
Revenue	\$5,250

NET: \$547

Facility Costs (rental) \$3,864

Facility Costs (owned) \$63,507

Van/trailer \$77,000

Parts

Bird Costs	\$3,247
Processing Costs	\$1,398
Sales Costs	\$200
Revenue	\$6,900

NET: \$2,055

Facility Costs (rental) \$3,864

Facility Costs (owned) \$63,507

Van/trailer \$77,000

Hybrid

(33% whole, 66% parts)

Bird Costs	\$3,247
Processing Costs	\$1,337
Sales Costs	\$200
Revenue	\$6,287

NET: \$1,502

Facility Costs (rental) \$3,864

Facility Costs (owned) \$63,507

Van/trailer \$77,000

Other Sales Models (INSPECTED)

- Restaurants
 - Smaller birds (3lb)
 - Lower price (\$5.25/lb)
 - Limited to 25% of gross sales or \$56,600 for poultry & poultry products
 - No re-bagging required (slaughter plant boxes in 12-ct case)
 - Chefs often pick up at farmers markets
- Value-added Products
 - Requires county oversight

ENTERPRISE COMPARISON - ASSUMPTIONS

Bird Costs

\$0.98/ea	Chick
\$0.68/ea	Brooder costs
\$0.38/lb	Feed
4:1	Feed conversion (dressed weight)
48mhr/week	Flock management for 3700 birds
\$17/hr	Rate for Flock management
6.5 Weeks	to slaughter (3.5lbs dressed)

ON-FARM Slaughter & Processing Costs

12mhr	Labor for slaughter (200 birds)
2.5mhr	Labor for bagging whole birds (200)
12mhr	Labor for parting-out, bagging, labeling (200 birds)
\$15/hr	Rate for slaughter, processing
\$1/bird	Bags, labels, chemicals

ON-FARM Facility Costs

\$4500	Slaughter Equipment
\$2500	Ice-Maker
\$500	Pasture House (200 birds)
\$500	Crates (200 birds)
\$60,000	Processing space - structure, plumbing, power, tables, vacuum-sealer, walk-in cooler, etc.

ON-FARM Revenue

3.5lb	Typical bird (dressed)
\$7.50	Price/lb for whole birds
\$34.50	Price/bird when sold in parts

UNACCOUNTED FOR:

Flock losses
Loss during slaughter/processing
Unsold product

Revenue from value-added products
Land costs (lease, mortgage)
Personell costs (payroll tax, health care, WC)

INSPECTED Slaughter & Processing Costs

10mhr	Delivery, wait, return from slaughter plant
\$174	Mileage/fuel for 300mi RT @ IRS rate \$0.58
\$3.47/bird	Slaughter fee - whole bird, wholesale pack (12ct)
\$4.47/bird	Slaughter fee - whole bird, bagged individually
12mhr	Labor for parting-out, bagging, labeling (200 birds)
2.5mhr	Labor for bagging whole birds (200)
\$15/hr	Rate for processing or bagging whole birds

INSPECTED Facility Costs

\$500	Pasture House (200 birds)
\$500	Crates (200 birds)
\$2500	Vacuum-Sealer
\$350	Annual Inspection fees (County EHS)
Owned Facility	
\$2500	Ice-maker
\$60,000	Processing Space - structure, tables, walk-in, plumbing, power, etc.
Rented Facility	
\$1500/mo	Kitchen - all inclusive
\$120/mo	Cooler space only

INSPECTED Revenue

3.5lb	Typical bird (dressed)
\$7.50	Price/lb for whole birds
\$34.50	Price/bird when sold in parts

Administrative time, equipment (sales, marketing, invoicing)
Additional fees (business license, insurance, waste-handling, utilities, etc.)
Flock infrastructure (waterers, feed storage, fencing, flock protection measures)