This newsletter is mailed to anyone who is interested in learning about and helping with direct and local meat marketing opportunities.

This Project is a joint effort of several groups, farmers, UK, KY Dept of Ag, KY State U., Partners for Family Farms and others.

It is supported by UK, the Ky Dept of Ag and the USDA.

New Organic Ruling
On December 21, 2000 USDA officially defined the term “organic” as it applies to meat products. According to the ruling, USDA will accredit state or private agencies to handle the certification process. The Kentucky Department of Agriculture does plan to become one of these accredited agencies.

In the final ruling, there is an exemption for farms and handling operations that sell less than $5,000 per year of organic agricultural products. Farmers and handlers will have 18 months to comply with the new standards. If you wish to learn more about the new organic program, you may visit the program website at www.ams.usda.gov/nop.

Beef Update
In November of 2000, a steer was processing at UK for a Franklin County producer. This steer was certified organic by the Kentucky Department of Agriculture. Meat from this steer was primarily sold to restaurants in the Lexington area and through the Lexington Farmers’ Market.

Hamburger is often more liquid than roasts.

Lamb Update
Also in November, four lambs were processed for a Garrard County producer. The lambs weighed between 70 and 100 pounds and dressed from 37 to 50 pounds. All four were sold to individuals at $1.00 per pound, with customers responsible for processing charges.

During this same time, slaughter lambs at Bluegrass Stockyards were selling in the $65 - $70 per cwt. range. So this producer saw an increase of around $30 per head by selling directly to consumers. Much of this $30 is from the extra effort required. I would like to have more lambs processed as part of the project this spring.
February 20th Workshops

There will be two workshops at UK on February 20th. There will be a value-added workshop for meat processors that morning starting at 9:00 am. Any processor is welcome to attend.

Dr. Benjy Mikel will hold an instructional session from 9:00am to noon, with lunch being served following the session. If anyone desires individual help, Dr. Mikel will be available after lunch. If you plan to attend, please call Kenny Burdine at (859) 257-7257 or by e-mail at kburdine@ca.uky.edu.

On the afternoon of the 20th, there will be a series of individual work sessions for any producer or processor who is interested in working on a marketing plan or has marketing questions. The sessions will be driven by what you want to discuss, so come with questions. There will be no formal program, so anyone interested should call ahead to schedule a time.

If you are interested in scheduling an individual work session, contact Kenny Burdine at (859) 257-7257 or by e-mail at kburdine@ca.uky.edu. Everyone is welcome and we hope to see you on the 20th.

For Change of Address
Return Address Label

Dr. A. Lee Meyer
Extension Professor and Extension Specialist in Livestock Marketing

Department of Agriculture Economics
416 Ag. Engineering Bldg.
Phone: (859) 257-7276
FAX (859) 323-1913

Meat Price Report (per cwt.)

<table>
<thead>
<tr>
<th>Beef</th>
<th>Current</th>
<th>Year Ago</th>
<th>Beef</th>
<th>Current</th>
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<tbody>
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<td>Slight. Steer</td>
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<td>$69</td>
<td>Slight. Hog</td>
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<tr>
<td>Whsl. Ground 90%</td>
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<td>Whsl. Ham</td>
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<td>Avg. Retail</td>
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<td>Avg. Retail</td>
<td>$263</td>
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Sources: Livestock Marketing Information Center
USDA - Livestock Situation and Outlook