

NEW MEXICO MEAT!



Let's Start Processing

Strengthening NM Meat Supply The role of N.M.A.M.P and State Meat inspection



Stronger Local Supply Chains

- NMAMP's role: Acts as a united voice for small and mid-sized processors, ranchers, and butchers—helping them share resources, training, lobby for fair regulations, and market NM-produced meat.
- State meat inspection's role: Gives processors the option to operate under state inspection instead of USDA, allowing them to sell meat within NM without the higher overhead of federal inspection.
- Result: More local meat can be processed and sold in-state, shortening supply chains, reducing dependence on out-of-state slaughter, and keeping more dollars in rural NM economies.

why we need state inspection!

- State inspection could house all meat related inspection and product to have one department so that it's not spread between different departments in the state.
- USDA takes a while to get approved the current supervisor says new plants coming on are not a priority so plants wanting to go USDA becomes a very lengthy process and most give up because of the fight to get the process done.

Monsters in the closet

Outdated & Limited Facilities

- Most plants-built 1960-1990 decades ago for smaller cattle sizes 700-1000lbs not 1100 to 1600lb cattle and are in the stone age.
- Expansion blocked by high costs, lack of skilled labor, and limited equipment/repair support.
- **We Need State inspection** - USDA inspection is a critical service, but the process of bringing new plants under federal inspection is slow and burdensome. For small and mid-sized processors, these delays mean lost business, lost jobs, and fewer food options for New Mexico families. This delay is not just inconvenient—it's devastating. For example, A & M will lose an over \$50,000 in business next month because they were told slaughter could begin, only to face continued uncertainty on when they can start. 6-month process so far, plants cannot afford this process, so they quit. We are ready to quit.



Regulatory & Zoning Barriers

- 1,000-ft residential buffer makes new sites or new expansions difficult. NMSA § 77-17-8
- Disjointed oversight—no unified meat inspection department with many different departments handling the same thing or not knowing the department that handles that. Causing over licensing or duplicated licensing with different standards for example USDA facilities also must have a NM Manufacturing license with NM Environmental department. (7.6.2 NMAC)
- “Wild west” era with inconsistent enforcement after loss of state inspection. (Plants are not held to the same standards) retail exempt is the Wild West and allows us to sneak custom meat into retail spaces.

Wastewater & Environmental Compliance

- **Costly treatment requirements with little technical help or knowledge of why those numbers are, and why its required, or how to meet them. 30 BOD for Commercial but 300 BOD for household**
- **Disposal rules inconsistent and impractical for offal and waste. Every dump has different disposal standards and requirements. Why can we dump a whole animal with offal at the dump, but we cannot dump the parts (offal), The whole animal offal will seep into the ground through decomp.**

Building Codes & Infrastructure Mandates

- **IBC/IECC codes not suited for agriculture builds. Needs Agriculture building exemption codes for Meat processors it's impossible to build or expand a plant currently.**
- **Expensive ADA, EV charger, and utility upgrade requirements. for example, EV charging requirements for commercial parking lots increase cost and can't get occupancy without one, but most are in rural areas. Code, 14.7.9 NMAC**
- **Contractors often avoid slaughterhouse projects or charge excessive fees due to no guidance from the state with building codes.**
- **Hard to get utilities like upgraded electric/3 phase, Natural gas, water, and other utilities and higher cost being commercial based instead of Agriculturally based.**

Market & Distribution Limitations

- **Lack of local meat distribution infrastructure and freezer capacity. There is no distribution or incentive to go state inspection or get rid of the meat if we did expand. "Beef Mafia" won't let us sell wholesale, etc. without support from the state. (I can tell you a story later)**
- **High cattle prices, droughts, etc. send livestock to large plants through sale barns, causing local slowdowns in NM processors. Plants are slow now and fighting for work. June - July is the hardest time for a processor.**
- **USDA/AIMS purchasing rules on cattle create major financial barriers. 1-million-dollar bond with buying cattle from producer's vs the producers selling the meat. Makes Processors not wanting to purchase cattle but to let the ranchers sell the meat instead of us.**

Labor Shortages/Wage Pressures/Funding

- Few training programs for meat processing skills and equipment.
- Rural location limits labor pool; wages not competitive with other industries.
- Cold/harsh working conditions with smaller pay leaves turn over higher
- High workers' comp and equipment costs.
- When livestock prices are high, producers send animals to larger markets, causing slowdowns and layoffs at local processing plants. When prices drop and producers return, processors often can't rehire their trained staff, forcing them to train new workers—a process that can take six months or more—ultimately limiting the number of animals they can process for producers.
- Banks won't loan to meat processors its high cost with no return on investment and even farm credit they require you to have a ranch as a partner or be a rancher. NO DESICATED FUNDING FOR US.

Cost of Meat Manufacturing Average in NM

10 - 15 animals a Week Basic standard operational costs in NM

Income \$500,000.00
Wages \$200,000.00
Utilities \$32,000.00
Insurance \$20,000.00
Livestock/meat purchases \$179,000.00
Supplies/Other \$56,000.00
Total if lucky at end of year \$13,000.00

Cost to build a Facility in NM with current building codes

Facility \$600 a square foot Average size 7,000sft
Facility \$4.2 million
Equipment \$2.5 million
Waste system \$539,000.00
Total \$7.2 Million

would have to do 80 animals a week but with 80 animals you need at least
a plant the size of USA packing
Loan Payment on 7.2 million
on 15-year loan \$72,500.00 a month
20-year loan \$65,000.00 a month
that means with a prime interest rate of 8.75% we are paying 8.2 million in
just interest

Unregulated Game Processing

- **No standards for facility sanitation, waste disposal, or food safety allowing for backyard and pop-up processors that lead into domestic processing to fill in seasonal gaps taking work from processors meeting requirements and putting consumers at risk.**
- **Game and Fish Enforcement allows meat seizure without compensation to processors or due process.**
- **New Game meat donation to food banks creates liability risks and promotes more game meat abandonment on processors without compensation.**

We know laws are hard to change but what would help us during this time.



Dedicated Infostructure

for raw and RTE have all Meat related activates and licenses under NM state inspection. For example, retail exempt, manufacturing of meat all need to be brough under 1 roof so that we have one place to go to for regulations that are appropriate for our industry.

Get Building code exemptions for Meat processors! Put them under an Agriculture exemption. Most of our plant have live cattle go in then the rest is litterally storage.

Find dedicated funding

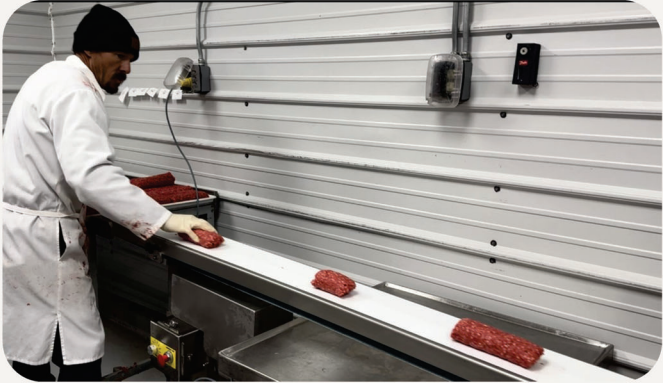
Expansion projects & remodeling to come into compliance call it NM Readiness Grant, More Funding for waste compliance, NM distribution funding or incentives, More funding for Labor reimbursement like Agricultural Workforce Development Program, funding for NMAMP for training programs



Q&A

Don't hesitate to ask any questions!

Thank You



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