



# Cornell Meat Price Calculator

Use the Cornell Meat Price Calculator at [www.meatsuite.com](http://www.meatsuite.com)

Prepare your farm's data in advance for successful use. Here's what you'll need:

## 1. Production:

- A. Estimate your break-even cost of production, per finished animal.
- B. Decide on your desired production profit per head (profit above cost to the production enterprise).

## 2. Trucking and Processing:

- A. Choosing one "typical" animal or batch of animals from your farm, weigh all sellable cuts (including bones and organs) . You don't need a count of packages, just the total weight for each cut from that animal/batch.
- B. From the invoice from your processor:
  - The hanging weight for the animal/batch.
  - Slaughter/kill fee (per head) and "cut and wrap" charges (per pound of carcass weight).
  - Additional processing charges, such as sausage or smoking and the number of pounds processed.
- C. Trucking expenses:
  - Driving the animal/batch to the processor.
  - Picking up the meat from the processor.
  - Can include delivering the meat to your customer as well.

## 3. Marketing

- A. Estimate the number of hours of marketing time it takes to sell all the meat from one head/batch & the value of that time.
- B. Decide on your desired marketing profit per head (profit above the value of your time and other marketing costs).
- C. A list of your current prices in the channel for which you are testing/setting prices.

