Request for Proposals to Own and Use a Modular Slaughterhouse Located in New York’s Hudson Valley

Glynwood and its partner Local Infrastructure for Local Agriculture (“LILA”) are seeking proposals from entrepreneurs and meat processors to adopt (i.e., own) and operate the modular/mobile slaughterhouse currently owned by LILA to serve livestock farmers in the Hudson Valley.

The purpose of this RFP is to identify a proposal for the ownership and operation of the unit – ideally in a manner that would strengthen the viability of livestock farming in the Hudson Valley region or one of its neighboring communities.

Background

In 2009, a study by Glynwood that evaluated the marketing barriers of livestock growers in the greater Hudson Valley determined that the most significant impediment was the absence of small-scale, high-quality, professionally-managed processing facilities, including slaughter, aging and cut & wrap.

To answer this need for USDA slaughter in our region, Glynwood and LILA acquired and launched a modular slaughterhouse, the first mobile unit in the US with the capability for in-unit slaughter of large animals enabling the entire process to be conducted indoors for safer, more sanitary processing. This modular slaughterhouse meets all USDA requirements – including the humane treatment of livestock – and provides farmers with the USDA slaughter certification they need to reach the broadest spectrum of markets in which to sell their products. It is also certified for kosher processing.

The modular slaughterhouse was used by a farm-based operator in Delaware County, NY, helping that processor to establish his own permanent slaughterhouse and cut-and-wrap facility. Since that time, the modular slaughterhouse has been in storage.

Glynwood and LILA have concluded that usage of the modular slaughterhouse would be most successful as part of an ongoing processing business or educational entity that could take ownership of the unit and manage its operation.

Modular Slaughterhouse Description

The modular slaughterhouse includes the following four modules:

- a 53’ trailer for in-unit slaughter, carcass preparation and chilling;
- an 18’ refrigeration truck into which quartered sides or whole carcasses can be railed after they are chilled;
- a 40’ inedible parts trailer that provides for hygienic disposal of offal, manure and other waste according to local requirements;
- a 30’ office trailer with shower and toilet, required by the USDA for its inspector and the modular slaughterhouse employees.

Contact: sgrady@glynwood.org
The modular slaughterhouse is designed to be “docked” at a location that has the infrastructure for electricity, water and care of animals that is necessary to meet the standards required for a USDA label, as follows:

**Permanent support structures and equipment**

1. Livestock holding area w/loading ramp (a pole barn or hoop structure with lights, water and pens used to house livestock for up to 24 hours prior to slaughter). Must protect animals from the elements and meet USDA humane handling requirements.
2. Solid waste and hide storage building - an unheated structure where hides can be stored and 4x4 solid waste containers are held for pick-up. Should also include a garage area for a forklift or skid steer.
3. Heated utility building (min. 10’x10”) with hot water heaters (requires (2) 100 gallon water heaters), pressure tanks, breaker boxes and an air compressor. Serves as the connection point for utilities to the 53’ slaughter trailer which feeds water and power to the other components.
4. Fork lift or skid steer - for handling of solid waste containers
5. Pole mounted security light.

**Utilities and site requirements**

1. Potable water supply (drilled well or municipal service).
3. Sewer line connection for disposal of liquid wastes. If sewer service is not available, a 3,000 gallon holding tank is required to store liquid wastes. (Most municipalities do not allow for water and waste to spill on the ground.)
4. Minimum lot size is approximately 1 acre. Surface should be a level, well-drained compacted gravel pad with 1/3 acre of blacktop underneath and adjacent to trailers.
5. Good road access for trucks.
6. Additional room for on-site composting of solid wastes may be necessary if no local composting facilities exist.
The modular slaughterhouse is ideal for processing small ruminants (sheep and goats), of which 30 – 50 can be processed in a day. It can be used to process 8 – 10 beef breed cattle in a day (up to 900 lb. hanging weight). It is not suitable for mature cull cows such as Holsteins due to size and weight. The number of animals that can be processed per day is optimized by doing one species per day.

Pigs can be processed in the modular slaughterhouse (20 – 35 per day), but with the following limitations:
- The headlock (designed primarily for beef cattle) is too large for pigs, potentially endangering crew with inadequate restraint.
- The stainless steel interior of the trailer is not suitable for use of an electric harness to stun pigs.
- USDA-FSIS requires a scalding tank and bristle remover to approve a pig with skin remaining. The modular slaughterhouse does not include these.

**Goals for this RFP process**

**Identify an operating entity and transfer ownership of the unit**

The goal of this RFP process is to transfer ownership of the modular slaughterhouse to an entity that will own, operate, and maintain the modular slaughterhouse, preferably to support independent, sustainable livestock producers and farmers, and preferably in the Hudson Valley by:
- Providing slaughter processing,
- Providing humane treatment of animals,
- Ultimately increasing market availability of regional meat.

Preference will be given to proposals that will keep the modular slaughterhouse in the Hudson Valley, and will ultimately serve sustainable livestock producers and farmers, although all other proposals will be considered.

**Additional educational use (possibly in partnership with Glynwood)**

While Glynwood will not operate the modular slaughterhouse, the organization is interested in collaborating on additional possible usage of the unit for education related to meat processing and would consider partnering with the proposing entity. This might include demonstrations for farmers, chefs, processors and other food system professionals - or other educational uses as envisioned by the prospective operator. Glynwood staff is available to speak with those who are engaging in the RFP process to consider possible educational programming, see below for contact information.

**Consideration for Transfer of the Modular Slaughterhouse**

The Board of LILA, the entity that currently owns the unit, is looking to further its goal of helping to provide infrastructure for sustainable farming in the Hudson Valley and, if possible, consistent with market conditions, recoup a portion of the funds invested in the modular slaughterhouse system. Lower offer amounts may be offset by a proposal that is aligned with the mission of serving farmers and educating food/farm professionals. If, for example, a credible entrepreneur intends to serve multiple farmers in the region and collaborate on educational use of the unit, a nominal financial purchase price for the asset would be considered.
The unit was acquired in 2009 for $375,000. The unit is in generally good condition; it would require an overhaul of the air conditioner and freezer units that operate on their own diesel engines.

A number of financial and non-financial factors will be considered in evaluating proposals, including:

- a proposed purchase price,
- potential location for the unit,
- markets potentially served,
- possible educational use, as described above,
- the potential operator’s expertise and experience in the meat or farming industry,
- the potential operator’s staff capacity and financial strength.

Each proposal will be evaluated individually, and LILA reserves the right to reject any and all proposals for any reason or no reason. Any transfer of the modular harvest system by LILA will be “as-is” and “where-is” and without representation or warranty of any kind, expressed or implied, including condition of the asset and its fitness for its proposed use.

**Submitting a Proposal**

Proposals should include answers to the following questions, together with appropriate supporting materials or documentation:

1. Describe the way in which the modular slaughterhouse will be operated:
   a. Who will be the lead entrepreneur/sponsor?
   b. Where would the modular slaughterhouse be located?
   c. What farmers and communities would be served?
   d. How will the set-up and operation of the unit be funded and staffed?
   e. What is the entrepreneur’s background, experience and financial capability to operate the modular slaughterhouse as proposed?

2. Address your plan for operational logistics:
   a. Have you identified an appropriately zoned site?
   b. How will you tie slaughterhouse operations to cut-and-wrap facilities or services?
   c. If you intend to locate the slaughterhouse outside the Hudson Valley, has a throughput potential survey been done for the proposed community?
   d. Is there a business plan (not required, but if there is one, please include)?
   e. Would the DEC and wastewater regulations in your area accommodate your plan?
   f. Have you assessed community and farmer support for the proposed use?

3. Describe your intended impacts and goals. Include intent or receptivity to educational use of the asset.

4. Include a financial offer.

5. Any other information you believe is relevant.
Visiting the Unit

Prospective respondents who would like to view the unit may make an appointment by contacting Sara Grady, see below.

Contact information and deadline for submissions

The deadline for submissions is September 15, 2014.

Proposals will be reviewed by Glynwood staff and the LILA Board in accordance with the terms of this RFP.

The contact for additional information, scheduling a tour of the modular slaughterhouse, and final submissions is:

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