

Meat Processor Academy Curriculum & Speakers
Draft 2.25.2022

Class and Subject Matter	Learning Objectives	Speakers
March 22, 2022 Class 1: Business Planning	-Evaluating new enterprises/feasibility studies/business planning for existing operators -How to develop a value proposition for a product or service/differentiation	Ted LeBow & Evan Driscoll of Kitchen Table Consultants Chris Fuller
March 29, 2022 Class 2: Operations	-Product specs, SOPs, & Prerequisite programs -Creating efficiencies, lean manufacturing principles in practice, and measuring productivity with KPIs	David Zarling Denise Perry PhD.
April 5, 2022 Class 3: Facilities	-Repair, renovate, or rebuilding meat processing facilities -Wastewater & solid waste strategies & innovations	Alan Anderson & other TBA of Protein Processing Services Brian Sapp, Greg Gunthorp
April 12, 2022 Class 4: Financial Mgnt.	-Product costing, cost containment strategies, building margins, pricing strategies -Financing major capital projects/access to capital	Arion Thiboumery PhD. Mike Smucker
April 19, 2022 Class 5: Human Resources	-Plant management training/fostering professional development -Attracting & retaining good staff, staff wellness, compensation strategies	David Zarling TBA
April 26, 2022 Class 6: Marketing & Distribution	-Evaluating different market channels/market planning -E-commerce/shipping meat/order fulfillment innovations	Rebecca Brumber-Frimmer & Elaine Lemmon of Kitchen Table Consultants Todd Churchill
Date TBA Optional Animal Welfare Class for those that slaughter	-Maintaining meat quality through humane handling practices -Writing a robust humane handling plan & operationalizing it	Dr. Kurt Vogel Lauren Davis of Cloverleaf Animal Welfare