



Welcome to DATCP's Meat Industry Office Hours!

WISCONSIN DEPARTMENT OF AGRICULTURE, TRADE AND CONSUMER PROTECTION (DATCP)

January 22, 2026



BMPB Industry Updates

Division of Food and Recreational Services, Bureau of Meat and Poultry Businesses

WISCONSIN DEPARTMENT OF AGRICULTURE, TRADE AND CONSUMER PROTECTION (DATCP)

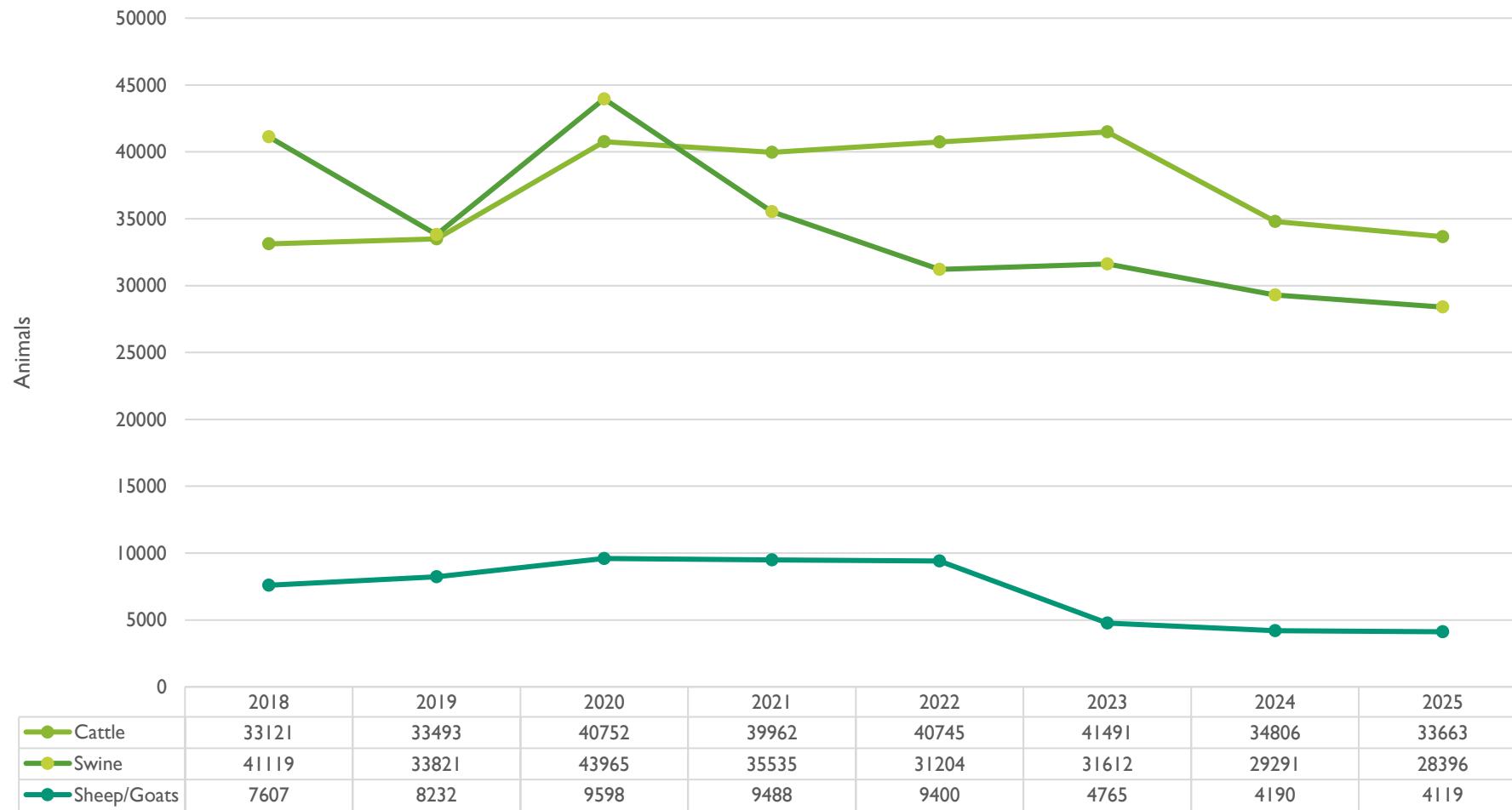
January 22, 2026

BMBP INDUSTRY UPDATE

- 2025 Slaughter Number
- Review of Exemptions
- Upcoming Directives
- Reminders
- Resources and Training Opportunities



HISTORICAL SLAUGHTER TOTALS



UPDATED DIRECTIVES

FSIS Directive 6700.1 Rev. 2: Retained Water Verification

- Does not apply to establishments that do not apply aqueous solutions to products
- If an establishment does apply aqueous solutions, the establishment must:
 - Maintain data on file to support the conclusion that its products do not retain water, or
 - Maintain a written Retained Water Protocol (RWP) on file, and that the data supports the retained water declaration and ongoing verification demonstrates process control.



EXAMPLE

A beef slaughter establishment sprays carcasses with an antimicrobial solution before the carcasses go into the cooler. The establishment has data on file showing that the post-chill carcass weights are lower than the pre-intervention weights. These data support that the process does not retain water, and therefore the establishment does not need to develop a retained water protocol or include a retained water statement on their label.



PRODUCT OF USA AND STATE ORIGIN CLAIMS

Prior Labeling Approval - Revision 4 | Food Safety and Inspection Service

- On March 18, 2024, FSIS published the final rule "Voluntary Labeling of FSIS-Regulated Products with U.S.-Origin Claims" ([89 FR 19470](#)) which amended the regulations to define the conditions under which the labeling of meat and poultry products may bear voluntary label claims indicating that the product is of United States origin.
- Effective January 1, 2026, establishments choosing to use a U.S.-origin claim on labels of FSIS-regulated products will need to maintain, and provide FSIS access to, documentation sufficient to demonstrate that the product meets the regulatory criteria for use of the claim as the regulations require for the use of all generically approved labels (see [9 CFR 412.2\(a\)\(1\)](#) and [412.3\(f\) and \(g\)](#)).

NOTE: In addition to establishing requirements for voluntary U.S.-origin claims, the final rule also clarified the requirements for voluntary State-origin claims e.g., "Product of (U.S. State)." FSIS is initially focusing its verification efforts on "Product of USA" and "Made in the USA" claims, beginning January 1, 2026, while it continues outreach to State partners. FSIS may issue additional instructions regarding State origin claims in a future revision of this directive.



PRODUCT OF USA AND STATE ORIGIN CLAIMS

- **Single Ingredient Products (9 CFR 412.3(a))**
 - To bear the “Product of USA” or “Made in the USA” claim, the product must meet the specific regulatory definition (i.e., derived from animals born, raised, slaughtered, and processed in the United States)
- **Multi-ingredient Products (9 CFR 412.3(b))**
 - To bear the “Product of USA” or “Made in the USA claim,” all FSIS-regulated components of the product must meet the regulatory definition (i.e., derived from animals born, raised, slaughtered, and processed in the United States), and the ingredients, except spices and flavorings, must be of domestic origin.
 - For the purposes of labeling multi-ingredient products with voluntary U.S.-origin claims (e.g. “Product of USA”), spices and flavorings are defined in [9 CFR 317.2\(f\)\(1\)\(i\)\(A\) and \(B\)](#) and [381.118\(c\)\(1\) and \(2\)](#)
- Establishments must maintain documentation to demonstrate compliance with the applicable regulatory requirements, provided it supports the claim being made.

[Overview: Voluntary "Product of USA" Labeling Claims - YouTube](#)

[Product of USA PowerPoint Presentation](#)



PRODUCT OF USA AND STATE ORIGIN CLAIMS

- Non-FSIS inspected multi-ingredient items such as soy sauce must have been produced in the United States to be considered of domestic origin; however, the sub-ingredients within these items (e.g., soybeans and wheat do not).
- For claims other than “Product of USA” and “Made in the USA” such as claims specific to the source of the FSIS-regulated ingredient (e.g., “Pork Harvested in the USA”) or claims related to a specific processing step (e.g., “Sliced and Packaged in the USA”), records also must support the claim.



FLAG IMAGERY (9 CFR 412.3(E))

- Displays of the U.S. flag, or a U.S. State or Territory flag, are permitted on labels of products under FSIS mandatory inspection or voluntary inspection services to designate the United States, U.S. State, or U.S. Territory origin of single and multi-ingredient products or components of a product's preparation and processing.
- The display of the flag must meet the requirements for use of voluntary U.S.-origin claims under 9 CFR 412.3(a)-(d).
- For the purposes of the display of a flag that meets the requirements for use of U.S.-origin claims other than “Product of USA” and “Made in the USA” under 9 CFR 412.3(c) or (d), the display must be accompanied by a description of the preparation and processing steps that occurred in the United States, or in the U.S. State, Territory, or locality.



SOMETHING SPECIAL FROM WISCONSIN



FSIS has made the determination that Wisconsin's marketing program, *Something Special from Wisconsin* does not constitute a state-origin claim. Therefore, labels bearing the logo do not require additional qualifying statements or support regarding processing steps or sources of non-meat ingredients.



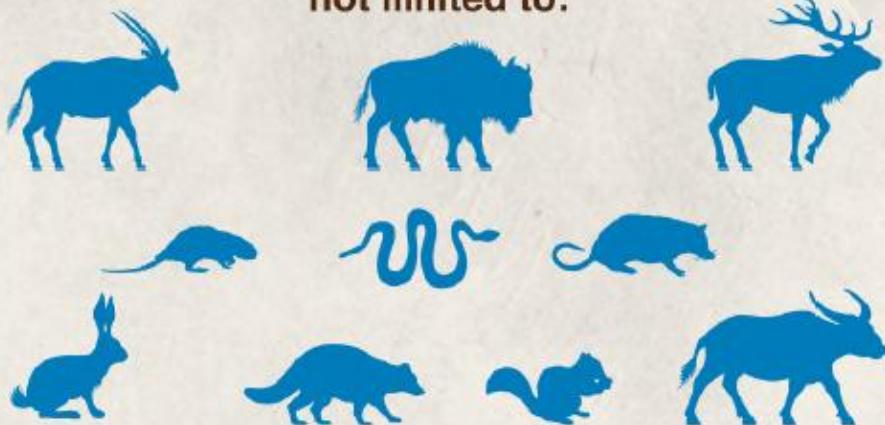
WHAT'S A MEAT PRODUCT?

FDA

MEATS

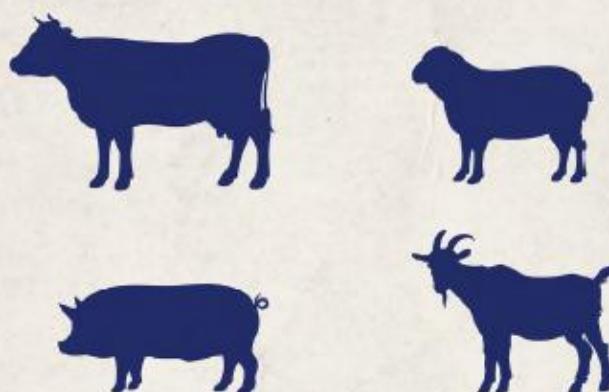
USDA

In general, meat & meat products from animals not primarily regulated by USDA, including but not limited to:



Antelope, bison, deer, elk, reindeer, muskrat, non-aquatic reptiles, opossum, rabbit, raccoon, squirrel, water buffalo

Meat from the following livestock animals

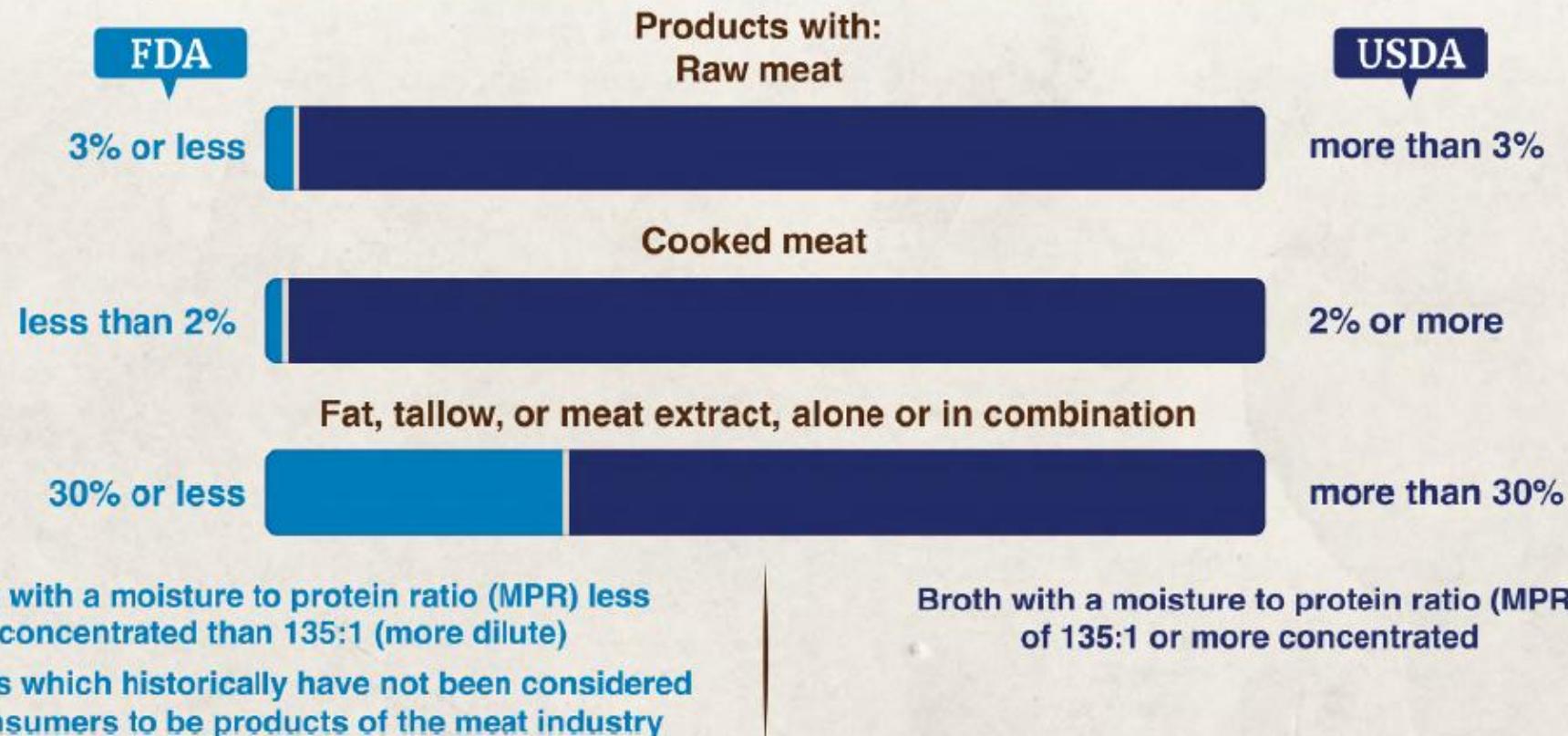


Cattle, sheep, swine, and goats



WHAT'S A MEAT PRODUCT?

MEAT PRODUCTS AND BROTHS FROM LIVESTOCK



WHAT'S A MEAT PRODUCT?

★ POULTRY ★

In general, poultry & poultry products from birds not primarily regulated by USDA, including but not limited to:



Grouse, pheasant, quail, wild turkey, wild ducks, wild geese

Poultry from the following domesticated birds



Chickens, turkeys, ducks, geese, guineas, ratites, squab

★ POULTRY PRODUCTS AND BROTHS FROM DOMESTICATED BIRDS ★

FDA

less than 2%

Products with:
Cooked poultry meat

USDA

2% or more

Cooked poultry skins, giblets, fat, and poultry meat (less than 2%) in any combination

less than 10%

10% or more

Products which historically have not been considered by consumers to be products of the poultry industry



WHAT'S A MEAT PRODUCT?

★ POULTRY ★

In general, poultry & poultry products from birds not primarily regulated by USDA, including but not limited to:



Grouse, pheasant, quail, wild turkey, wild ducks, wild geese

Poultry from the following domesticated birds



Chickens, turkeys, ducks, geese, guineas, ratites, squab

★ POULTRY PRODUCTS AND BROTHS FROM DOMESTICATED BIRDS ★

FDA

less than 2%

Products with:
Cooked poultry meat

USDA

2% or more

Cooked poultry skins, giblets, fat, and poultry meat (less than 2%) in any combination

less than 10%

10% or more

Products which historically have not been considered by consumers to be products of the poultry industry



WHAT'S A MEAT PRODUCT?



Fish other than Siluriformes
Shell Eggs

Siluriformes (catfish)
Egg Products

[FDA and USDA Jurisdiction of Meat and Poultry Products](#)



EXEMPTIONS – PERSONAL USE

- An individual can slaughter and process meat products for use by them, members of their immediate household, and their non-paying guests and employees.
- No license or inspection required
- Meat cannot be sold
- If a person buys livestock from a farm, the person can slaughter and process the animal on the farm unassisted by the farm owner. They may use any available equipment on site.



EXEMPTIONS - RETAIL

- A licensed retail establishment can:
 - Conduct operations of types traditionally and usually conducted at retail stores and restaurants:
 - (a) Cutting up, slicing, and trimming carcasses, halves, quarters, or wholesale cuts into retail cuts such as steaks, chops, and roasts, and freezing such cuts;
 - (b) Grinding and freezing products made from meat;
 - (c) Curing, cooking, smoking, rendering or refining of livestock fat, or other preparation of products, except slaughtering or the retort processing of canned products;
 - (d) Breaking bulk shipments of products;
 - (e) Wrapping or rewrapping products., when conducted at any retail store or restaurant or similar retail-type establishment for sale in normal retail quantities or service of such articles to consumers at such establishments.



RETAIL EXEMPTION

- Product prepared at retail has not been inspected and does not bear an inspection legend.
- Normal retail quantities limited to one-half carcass
 - Cattle – 300, Calves - 37.5, Sheep - 27.5, Swine -100, Goats – 25
- Sales are direct to consumers (in-store or online*)
- No slaughter or retort (canning) can occur under the retail exemption
- Certain activities if performed under the retail exemption require a variance under Wis. Admin. Code ch. ATCP 75, Appendix – curing, smoking, ROP, wild game, etc.
- Must be separate from operations performed under inspection.
- Grinding logs must be kept as required under 9 CFR 320.1(b)(4) and WI Food Code 3-203.13



INTERNET SALES

- Only federally inspected source materials can be used in the preparation of meat food products made for sales to consumers destined for interstate commerce. In states that operate their own MPI programs, State inspected source materials can be used in the preparation of meat food products that are limited to intrastate sales.

FSIS Guideline for Determining Whether a Livestock Slaughter or Processing Firm is Exempt from the Inspection Requirements of the Federal Meat Inspection Act



HOTELS, RESTAURANTS, AND OTHER INSTITUTIONS (HRI) EXEMPTION

- A retail store can prepare multi-ingredient meat food products for sale to other-than-household consumers, within the limitations defined in 9 CFR 303.1(d)(2)(i)(c). Limitations on sales to other-than household-consumers:
 - a. If a retail exempt store prepared the meat food product by curing, cooking or smoking, rendering or refining the product, it cannot sell that product to other-than-household consumers, as defined in 303.1(d)(2)(iii)(f).
 - b. A retail store could slice or grind meat that was cured, cooked or smoked under Federal or State inspection and sell that product to HRI accounts.
 - c. Sales to HRI accounts cannot exceed 25% of total sales to consumers of retail prepared meat. At least 75%, in terms of dollar value, of total sales of product represents sales of product to household consumers. This is known as the 75/25 Rule.
 - d. Sales to HRI accounts cannot exceed the calendar year dollar limitation set by the Administrator.



EXEMPTION - CUSTOM

- A custom exempt meat establishment provides meat processing services for the animal owner
 - Resulting product cannot be sold
 - Labeled Not For Sale (Red Meat) or Not Inspected (Poultry)
 - Inspected minimally every three months



SEPARATION

- Production of meat products under inspection must occur during scheduled dates and times, and be kept separate and distinct from other operations, including custom exempt, wild game, and retail operations.
 - Time – After inspected operations conclude, then the establishment conduct custom operations or retail operations.
 - Space – distinct and well-defined areas, different equipment, designated freezers/coolers (or minimally product is segregated and labeled), food contact surfaces, personnel, etc.
 - [askFSIS Public Q&A: Retail operations separated from FSIS](#)



MEAT RAFFLES

- Anyone conducting a meat raffle must have a license.
- Any meat products offered “for sale” through the meat raffle must be labeled with the mark of inspection as the sale is not direct to consumer.
- Alternatively, a gift card/certificate can be offered in lieu of meat products on-site and the winner can then purchase direct from the retailer.

Raffle Common Questions - DOA



REMINDERS - SCHEDULING

- Operating beyond the approved scheduling agreement is not permissible. Resulting products are considered adulterated under the Federal Meat Inspection Act.
- Requests inspection during time or days beyond the approved schedule agreement must be made in advance to the area Meat Safety Supervisor and granted in writing.
- This applies to requests for inspection service on observed holidays, Saturdays or Sundays.
 - Observed State Holidays [Wis. Admin Code § ATCP 55.04\(4\)\(b\)5](#)
 - New Year's Eve, New Year's Day, Martin Luther King, Jr. Day, Memorial Day, Independence Day, Labor Day, Thanksgiving Day, Christmas Eve, or Christmas Day. If any of these holidays, other than New Year's Eve and Christmas Eve, falls on Sunday, the following Monday is considered the holiday.



TRAINING OPPORTUNITIES

Humane Handling and Restraint

April 24 and May 4, 2026

UW-RF HHI Training Bundle (Humane Handling and Stunning)*

April 23-24, 2026 and May 4-5, 2026

Stunning Equipment Maintenance and Testing

February 19, 2026

Building a Humane Handling Program

*Eligible for tuition waiver program



UW SHORT COURSES AND WORKSHOPS

Meat Snack Sticks Course

February 24-26, 2026

Registration now open, closes February 10, 2026

Fresh Meats School

May 12-14, 2026

Registration is open from March 3 – April 28, 2026

Artisanal Meat Processing Workshop

June 9-11, 2026

Registration is open March 31 - May 26, 2026

Short Courses & Workshops – Meat Science



Questions?



Bureau of Meat and Poultry Businesses

Paul Humphrey, Bureau Director
paul.humphrey@wisconsin.gov

WISCONSIN DEPARTMENT OF AGRICULTURE, TRADE AND CONSUMER PROTECTION (DATCP)



Grant Writing 101

Grace Puc – Division of Agricultural Development

WISCONSIN DEPARTMENT OF AGRICULTURE, TRADE AND CONSUMER PROTECTION (DATCP)

SESSION OVERVIEW

Defining commonly used grant-writing terms

Considering funding opportunities

Grant writing best practices



GRANT TERMS – EXPLAINED



RFA or RFP: Grant program guidelines are often referred to using these acronyms, meaning “Request for Applications” and “Request for Proposals.”



Eligible entity: The RFP will indicate who is able to apply to the opportunity. Considerations may include for- vs non-profit, business size or “age”, demographics served/represented, and more.



(In)eligible costs: The RFP will describe the allowable uses of the grant funding. Eligible costs may or may not include *personnel, travel, marketing, equipment, supplies, construction, and indirect costs*, among others. Expect to see further restrictions and guidelines defined for each category.



GRANT TERMS, CONTINUED

- Indirect costs:** This is a line item that accounts for expenses not directly attributable to a specific activity or line item. Typically referred to as “overhead” or “administrative” costs, they support the general functioning of an organization’s operations. If grant funding-eligible, they are calculated as a percentage of the budget’s direct costs.
- Match:** Funders may stipulate that a certain portion of the project cost must be covered by the grantee. Options for meeting matching requirements include direct financial contributions (“cash match”) and donated goods or services of value to the project by the grantee or their partners (“in-kind contribution.”)



What should you consider when looking into funding opportunities?

Funding opportunities typically exist to achieve a goal(s), not to fund any project that meets the eligibility requirements to apply.

Is the program's purpose suitable to your goals and funding needs?

Would your project advance the funder's stated mission and goals?



What should you consider when looking into funding opportunities?

Consider whether the program's type of assistance (grant, matching grant, loan) and timeline is appropriate for your need.

What is the range of funding available per award?

What is the total pool?

Are the odds of success reasonable, considering your capacity to apply?

Is funding available up-front or as reimbursement?

What is the program's timeline? When would funding become available?



I've confirmed I meet the eligibility requirements, and the funding opportunity is well-suited to my project needs, goals, and timeline.

What's next?



GET IN TOUCH



Watch informational videos and attend program webinars, if available.



Contact program staff, if allowed.



Find the list of previously awarded projects, if applicable.



Reach out to previous grant recipients, if appropriate.



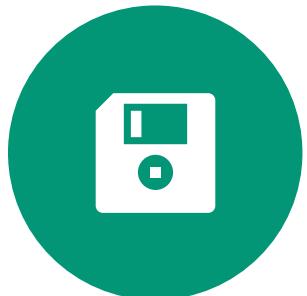
GET ORGANIZED



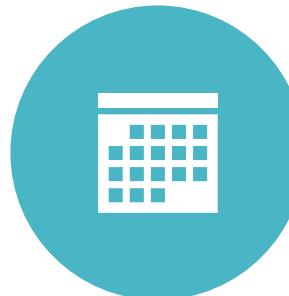
Register for grant portal and any other accounts necessary right away.



Request letters of support, even if optional.



Draft responses on a locally-saved document before copying over to the application itself.



Plan to submit your application prior to the deadline day!



GET TO WRITING



Read the RFP like a position description and apply by articulating how you are the best candidate for “the job.”

Describe your project as it relates to fulfilling the program’s goals.

Clearly respond to every part of multi-part questions by organizing your response under separate headings.

Use list-formatting and bolded font to draw attention to the most important text.

Restate important points for reviewers throughout your proposal.



BEFORE SUBMITTING

No one is as familiar with your business and project plans as you are.

Evaluation rubrics are often provided in RFPs.

Have someone read through your application who is less familiar with what you do to identify areas that are unclear.

Use the rubric as a checklist to ensure you've addressed every criterion your application will be graded against.



Thank you!



Grace Puc

Email: grace.puc@wisconsin.gov • Phone: (608) 893-0431

Division of Agricultural Development

WISCONSIN DEPARTMENT OF AGRICULTURE, TRADE AND CONSUMER PROTECTION (DATCP)



Meat Processor Infrastructure Grant Program

Jeff Swenson, Livestock and Meat Specialist

WISCONSIN DEPARTMENT OF AGRICULTURE, TRADE AND CONSUMER PROTECTION (DATCP)

January 22, 2026

ALL INFORMATION IS LOCATED ON THE DATCP WEBSITE

- **Agricultural Development**
 - **Economic Development and Innovation Center**
 - **Meat and Livestock Development**



GRANT OVERVIEW

- The Meat Processor Infrastructure Grant strives to grow Wisconsin's meat industry and improve the long-term viability of the livestock sector through services to meat processing establishments.



OVERVIEW

- Proposed by Governor Tony Evers in his 2021-23 biennial budget
- Approved by the Legislature
- \$200,000 each year of the biennium
- \$700,000 will be available in 2026 and 2027



GRANT OVERVIEW

- Grants are available to existing processors to facilitate changes and expansion to grow harvest capacity and/or increase product throughput.



AVAILABLE FUNDS

Funds will be distributed through a competitive review process. Grants will be awarded in amounts up to \$50,000 and for two years in duration.

Matching funds are required at 100% of the grant award. Matching funds expensed during the project must be documented in the same manner as proof of reimbursable grant expenses



TIMELINE

Applications due to WI DATCP February 23, 2026

Applications scored and selected by review committee March 13, 2026

Selected applications notified by WI DATCP late March 2026

Approval letters issued by WI DATCP April 7, 2025

Anticipated project start date June 1, 2026

All projects must conclude no later than May 31, 2028



PARTICIPANT ELIGIBILITY

- An applicant must:
- Operate a DATCP or USDA licensed meat processing establishment, be engaged in livestock harvest and/or further processing (sausage, cured meats or other value-added meat manufacture) that is located in WI.
- Have a project(s) that will increase harvest capacity, or the amount of meat product



PARTICIPANT ELIGIBILITY

- Have no outstanding state or federal penalties or violations and be in good standing with Wisconsin Department of Revenue, Wisconsin Department of Financial Institutions, DATCP and/or USDA FSIS.
- Employees of Wisconsin DATCP and immediate family members (i.e. mother, father, brother, sister, spouse, and children) are not eligible to receive a grant.
- Entities with open DATCP grants at the time of application may not apply.



ELIGIBLE PROJECTS

- Establishment of expansion efforts to provide assistance with professional services costs related to: siting, engineering, design, layout of new facilities or production lines.
- Any project that can be shown to increase an establishment's harvest capacity by 20 percent or more per year.
- Any project that can be proven to increase meat or meat product production that shows a benefit to harvest capacity within the supply chain.



ELIGIBLE EXPENSES

- Eligible project expenses include, but are not limited to, operating expenses directly related to the grant project, including expenses for engineering, architectural design, construction, food safety advisory services, equipment, and equipment installation.



INELIGIBLE EXPENSES

- Real estate purchases
- Repayment of loans or mortgages
- Rent or contract payments for time periods extending beyond the term of the grant contract
- Administrative or overhead costs that are not direct costs of the grant project
- Advertising expenses
- Legal fees
- Lobbying, fundraising, or other political activity
- Any costs incurred by any firm for work performed in the preparation of and production of a proposal or for any work performed prior to the formal execution of a contract



PROPOSAL REVIEW CRITERIA

- This is a competitive grant process. Each application will be reviewed by a committee and will receive a rating based on scoring criteria outlined on the last page of this document, **Application Scoring Criteria**. The rating score will determine the proposals to be funded
- Preference may be given for proposals that:
 - Demonstrate an industry-wide benefit
 - Increase animal harvest benefitting multiple Wisconsin producers/farmers
 - DATCP may require additional information and/or an establishment visit to review the proposed project



CONTRACTS

- DATCP will develop a contract for each funded project. No funding commitment is final and no project may begin incurring expenses until the contract is signed by the grant recipient and DATCP. Included with the contract, Appendix A will be completed by the grantee to finalize the details of the work plan, timeline, budget, company/consultant doing work, and implementation plan.
- Grant contracts must be signed and returned to DATCP within 30 days of receipt. Failure to submit an executed copy of the contract within 30 days of receipt may result in the loss of awarded grant funds, unless the delay is approved by DATCP.



PAYMENTS

This is a reimbursement grant. Payments will be made following DATCP's receipt of an invoice documenting expenses incurred by the grantee.

10% of the grant award will be held as a grant final payment. The final payment will be made upon submission of a final invoice and DATCP approval of a written summary report of the project. Invoices must include receipts or other proof of payment.



REPORTING REQUIREMENTS

DATCP reserves the right to modify reporting requirements during the course of the project. Progress reports are due every 6 months (December and June) and will include at a minimum:

- Project status
- Steps completed in the last 6 months
- Actions to be completed in the next 6 months
- Any barriers or issues with the project



END OF PROJECT REPORT

An end of project summary will be required. This summary report will include a minimum:

- Brief description of project intent.
- Summary of project accomplishments and outcomes, including the percentage of harvest capacity increased, additional animals harvested or processed, and efficiencies gained.
- Other insights from project execution.



RECORD REQUIREMENTS

- The grantee will be responsible for setting up and maintaining a project file that contains all records of correspondence with DATCP, receipts, invoices, and copies of all reports and documents associated with the project.
- The grantee shall retain all data and other records relating to the acquisition and performance of the Grant Award Agreement for a period of four years after the completion of the contract. All records shall be subject to inspection and audit by state personnel at reasonable times. Upon request, the grantee shall produce a legible copy of any or all such records.

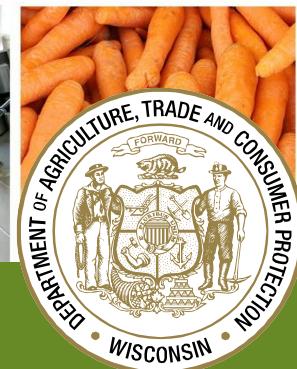


OPEN RECORDS

- Applications submitted for funding and all related contracts and reports shall be subject to disclosure under the Public Records law. If the grant applicant or recipient requests any information be deemed a trade secret, the document should be labeled using “trade secret” and the requested status should be noted to DATCP when the document is submitted. DATCP will notify the grant recipient if a public records request is made for the information claimed to be trade secret by the grant recipient. Such information may be kept confidential by DATCP only as authorized by law (see Wis. Stat. § 19.36(5)).



Thank you!



Jeff Swenson

Email: jeffrey.swenson@wisconsin.gov • Phone: (608) 333-7016

Division of Agricultural Development

WISCONSIN DEPARTMENT OF AGRICULTURE, TRADE AND CONSUMER PROTECTION (DATCP)

Thank you!



Take our survey!

DATCP is seeking feedback from the meat industry on BMPB Office Hours, including when sessions are held, which topics you'd like to see covered, and more.

Scan the QR code to take the survey now!

