



**ORDERING BEEF FROM YOUR  
LOCAL FARMER**

**NEX-GENFARM.COM**



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# Terminology

LET'S FACE IT, FARMERS USE TERMINOLOGY THAT IS NOT FAMILIAR TO EVERYONE. LET'S BREAK IT DOWN!

Farmer/Rancher/Producer - For some crazy reason this is a geographic term like soda/pop. In the Eastern US the term Farmer is more commonly used for someone who raises beef cattle while in the Western US the term Rancher is used. The term Producer is used interchangeably as well. Feel free to use whichever term you are most comfortable with when talking to the person raising your beef. Farmer, Rancher or Producer, whichever term you use they will be happy to talk to **you**, the customer looking to buy directly from them.

Butcher/Processor/Meat Locker - These terms are used interchangeably as well. This is where the farmer will bring the live animal to be processed, aged, cut into steaks, packaged, frozen, and ready for customer pickup. A good butcher is to be respected as there is an art to good meat processing and the work is very physical.

Types of Processing - Although there are state differences in processing, the basics you will want to know are USDA and Custom processing.

USDA processing has a federal inspector regularly at the processing facility, have more certifications that the plant must meet, and have higher fees. This allows the meat processed at that plant to be sold to retail stores, restaurants, or directly to the customer in quantities smaller than quarters.

Custom processing allows processors/butchers to process animals that the farmer has sold before they go to the butcher. Buying in bulk shares by the quarter, half or whole animal can be processed at a Custom processor. The meat packaging will have a stamp or label that says "not for retail". The meat is of equal safety and value however, the custom processors are required to include that label because they do not have a state inspector on site. State inspectors oversee custom meat processing facilities.

Live Weight - The weight of an animal while it is walking around, eating, growing.

Finished Weight - The weight of an animal when it ready to be transported to the butcher.

Hanging Weight - The weight of an animal after it has been killed, head, skin and stomach etc. have been removed. At this stage there will still be some fat and bones removed before the final product, "meat on the plate".

Meat on the Plate / Boxed Beef - Weight of the final product.





# MEAL PLANNER



	Breakfast	Lunch	Dinner
Sunday	Pancakes	Mac'N Cheese & Salad	Pot Roast & Roasted Vegetables
Monday	Breakfast Burritos	Grilled Cheese & Soup	Tacos and Tortilla Chips
Tuesday	Eggs + Sausage/Steak + Toast	Sub Sandwich & Chips	Crispy Chicken Wraps and French Fries
Wednesday	Smoothies + Muffins	Grilled Cheese & Caprese Salad	Spaghetti & Meatballs with Garden Salad
Thursday	Popovers	Egg Salad Sandwiches	Steak & Roasted Potatoes
Friday	Steak + Eggs	Cheese Burgers & Fries	Meatball Subs
Saturday	French Toast	Turkey Cranberry Sandwich	Chicken Parmesan & Peas

Shopping List:

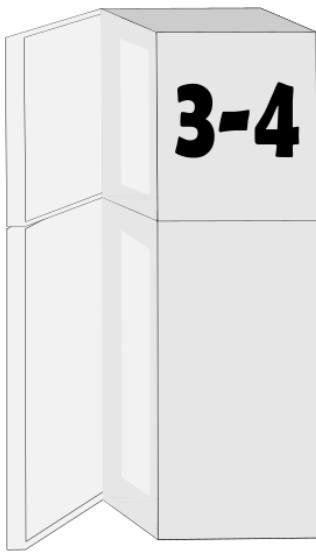
# MEAL PLANNER



	Breakfast	Lunch	Dinner
Sunday			
Monday			
Tuesday			
Wednesday			
Thursday			
Friday			
Saturday			

Shopping List:





# Freezer Space

## HOW MUCH BEEF CAN I FIT IN MY FREEZER?

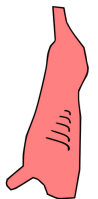
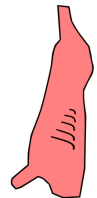
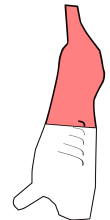
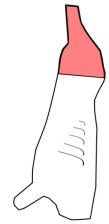
1 Cubic foot of freezer space can fit an estimated 35 pounds of beef.

An average household freezer is 3-4 cubic feet. We recommend this size for 1/8th beef order. This allows for extra space for other frozen foods. If an icemaker is in the freezer it will decrease freezer space by up to 1 cubic foot.

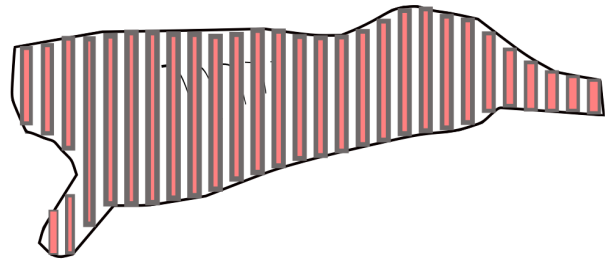
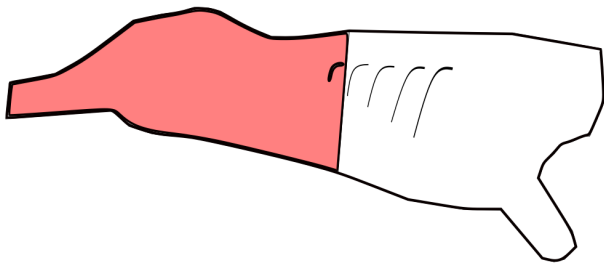
5 cubic feet chest freezer is a small chest freezer. We recommend this size as a minimum for a 1/4 beef order. 6-7 cubic feet freezer is better as it allows extra space for organizing the cuts.

8 cubic feet freezer is recommended for 1/2 a cow order. 9-12 cubic feet freezer is better as it allows extra space for organizing the cuts.

16 cubic feet freezer is recommended for a whole beef order. 21 cubic feet freezer is better as it allows extra space for organizing the cuts.



Allowing room for the larger freezer size as recommended, gives you room to organize the beef making it easier to find what you are looking for. Vacuum sealed packaging can lose its seal when handled roughly or handled often. The larger size will allow for extra room for easier access and less handling.



# Mixed Quarter

## HOW IS A QUARTER DIVIDED?

Quarters are most often sold as mixed quarters. This is different from 30 years ago. A customer used to buy a front or rear quarter specifically. Because this limits the cut selection, farmers have gone to a mixed quarter to better serve customers. Half a beef is divided equally between two quarters cut similarly. Each quarter will have an equal section from the front and rear quarters of beef.

As you can see from the header pictures at the top of this page, we think of a quarter as half a side. As the half is cut, each section will be divided so half of those cuts will go to customer A, and the other half of the cuts will go to customer B. Both customers will have a variety of cuts from each of the sections (chuck, Rib, Loin, Round, Flank, Short Plate, Brisket); this is a mixed quarter.



# Packaging

## HOW WILL MY BEEF BE PACKAGED?

Vacuum sealed - Vacuum sealed is very popular. This packaging makes it so every cut is visible.

- + Easy to see the beef
- + Packaging can keep beef just as good as the day it was frozen for 1 year +
- When handled roughly the seal can break making freezer burn likely

Paper Wrap - Paper wrap is another great option. We love this option because of the lower cost and good long term storage. The meat is wrapped tightly in a plastic bag and then in white or brown paper.

- + Lower Cost
- + Packaging keeps beef just as good as the day it was frozen for 6+ months
- + Handles moving cuts around without worrying about vacuum seal breaking
- Cannot see the beef





# Cost Calculator

## LETS SIMPLIFY THE CONFUSING COSTS OF BULK BEEF. MORE MEAT MATH!

Many farmers will charge by the hanging weight. The customer will pay the farmer by the hanging weight and will pay the butcher separately for processing.

### COST BY HANGING WEIGHT

Pay the farmer by the hanging weight:

Hanging weight in pounds x cost per lb = Price paid to the Farmer

\_\_\_\_\_ x \_\_\_\_\_ = \_\_\_\_\_

Pay butcher by the hanging weight for processing:

Hanging weight in pounds x cost for processing per pound = Processing Cost

\_\_\_\_\_ x \_\_\_\_\_ = \_\_\_\_\_

Example::

Quarter Beef hanging weight of 150 lbs x Farmer cost of \$3.50 lb = \$525

Quarter Beef hanging weight of 150 lbs x Butcher cost of \$1.15 lb = \$172.50

= Total cost of \$697.50

### BENEFITS

- + Paying only for the hanging weight of your order
- + Talk to the butcher directly, especially helpful if you have many cut preferences

### CONCERNS

- You won't know the costs up front and could be surprised by an extra large or small order.
- There will be two separate bills, one paid to the farmer and one paid to the butcher.
- If the cost is higher than you budgeted for, can you cover the extra cost?
- Butchers have a kill fee charged per animal sent to the butcher. Check with the farmer to see how this cost is factored. Whether divided among customers or if the farmer will pay that cost.



# Cost Calculator

## LET'S SIMPLIFY THE CONFUSING COSTS OF BULK BEEF. MORE MEAT MATH!

Flat rate quarters are becoming more common. This helps decrease the learning curve for customers and allows the customer not to have surprise costs.

### FLAT ORDER PRICING

Pay the farmer a flat rate with butcher fees included. How does this cost compare?

Order price / Average butcher cost = Price per pound hanging weight

Example:

\$700 Quarter / \$200 Average Processing Cost = \$3.50 / per pound hanging weight

Butcher costs can vary, \$0.65 - \$1.25 per pound or \$100-\$250 per quarter. Factors that directly affect pricing are types of processing (USDA or Custom), packaging (vacuum sealed or paper wrap) and cut preferences (bone out, burger patties, or specialized cut directions increase the butcher's time and will cost more).

### BENEFITS

- + Simplicity. You know exactly what the cost will be
- + Only one party to pay
- + Likely will only have to discuss your order with the farmer. You may not have to talk directly to the butcher who is often unable to take as much time answering questions.

### CONCERNS

- Be sure to work with a knowledgeable, experienced farmer who knows what size the quarters will be so the amount of beef you get back is equivalent to an average order size





# Types of Cattle Farms

Cattle are born on a cow calf farm, the calf will stay on that farm and have access mainly to milk and grass. Once the animal reaches 6-8 months old it will be weaned from its mother in other words not get milk from mom. Once weaned, the animal is 400-600 lbs and will go to a backgrounder operation (backgrounder/stocker/grower just to confuse things are the same terms for this stage). During the backgrounder stage the cattle will receive an all or mostly grass diet. They will move on to the Finishing stage at 12-16 months. For grain finished 90-120 days, or grass finished 120-360 days.

## SEEDSTOCK



New Penn Farm in partnership with Nex-Gen Farm are seedstock operations. A seedstock cattle operation is a purebred operation where their goal is to breed for higher quality animals that will improve the next generation of cattle. Through genetic selection and using the acquired knowledge from purebred breeding operations, cattle have improved drastically over the last 40 years. In the United States we produce the same amount of beef with 33% fewer cattle compared to 1977. This is because of genetic selection, better health care, and nutrition. Quality has also increased in that time. Creating more meat and better meat with less resources. Seedstock operations market their higher genetics by selling breeding females and breeding bulls so these high quality genetics can be used at other farms.

# COW CALF OPERATION

A cow calf operation is one where multiple female cows are raised year round to have a calf each year it is mature enough to do so. The calf is raised on the cow until it is old enough to be weaned. A seedstock farm is usually a cow calf farm. However a cow calf farm may raise commercial, registered or cross-bred cattle. Often, cow calf producers will keep the high performing calves for breeding animals while the cattle that are lower performance or lower quality will be sold to a backgrounder to go into the beef supply chain. This keeps the best cattle producing better calves every generation creating a more sustainable beef supply.



## BACKGROUNDER

backgrounder/stocker/grower

A backgrounder operation buys cattle from cow calf producers. They usually buy them once the animal has been weaned, and raise them to 12 to 16 months of age. The majority of the diet at this stage is grass (hay, baleage, etc).



## FINISHING STAGE

The finishing stage for cattle is when they go from the backgrounder stage to final market (slaughter) weight. This is usually a 90-120 day stage for grain finished and 120-360 days for grass finished.





# FINISHING STAGE IN A FEEDYARD



A feedlot is where cattle are grouped together by size and age. They are fed a forage ration in addition to a grain based ration with distillers grains, corn wheat and/or barley. Many by-products from human food, that would otherwise be waste, are utilized as a feed resource for cattle making them great up-cyclers. Although grass may be part of their diet, it is not the majority of their diet in most feedlot finishing operations. This helps the cattle to meet their genetic potential for growth and marbling with a calorie dense feed source. Cattle are allowed room to move around and exercise but are typically housed on a dry lot. (Feedyard picture from Beefitswhatsfordinner.com)

# FINISHING STAGE ON GRASS



Cattle can also be finished on grass, "Grass Finished". This can be in an open pasture, or in a dry lot with hay brought to them, or a mixture of both options. Whether finished in a pasture, open fields, or dry lot with hay or baleage, the cattle are fed grass through the finishing stage and not fed grain products. The cattle may be purchased from a backgrounder operation and raised to final market (slaughter) weight. Grass Finished is a longer process, 120-360 days. The carcass weights of grass finished cattle are lower and less beef is taken from an average grass finished carcass compared to a grain finished carcass. Increased time to finish, and lower slaughter weight are factors in why grass finished beef is often more expensive.

Links to more BEEF information:

[Beefitswhatsfordinner.com](http://Beefitswhatsfordinner.com)

[Beefrunner.com](http://Beefrunner.com)

[Buzzardsbeef.com](http://Buzzardsbeef.com)

[MBA.beeflearningcenter.org](http://MBA.beeflearningcenter.org)

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## QUESTIONS TO ASK THE FARMER

How do you feed and finish your cattle?

There is no right or wrong answer here. Instead your goal is to find a farmer that aligns with whatever production values and taste preferences you and your family have.

What size orders are available?

When is the order available?

What is the cost?

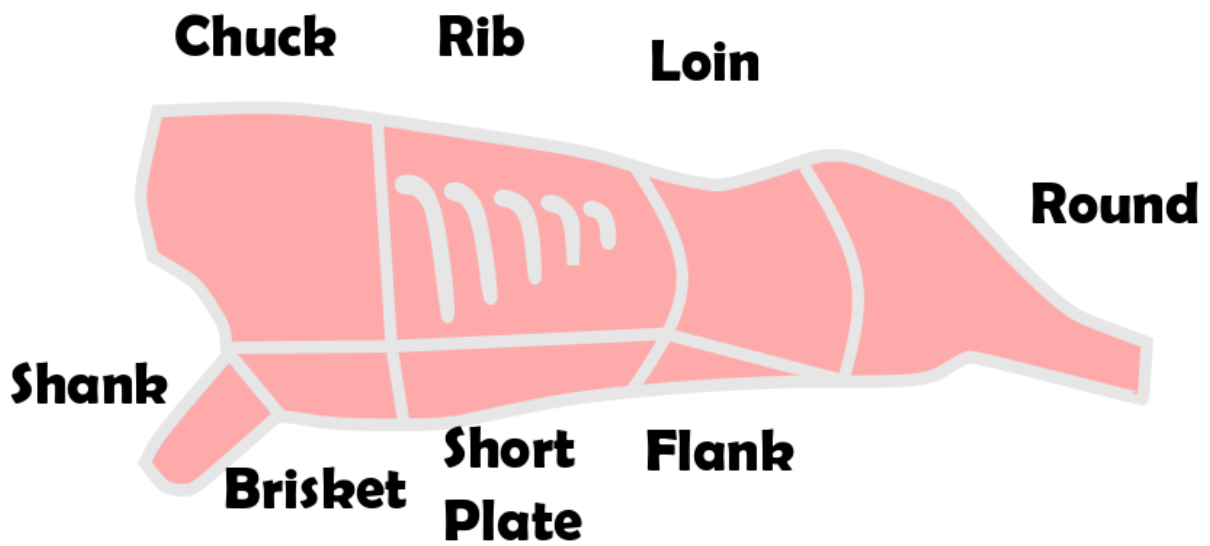
Use meat math calculator to help.

How much is the deposit and when is it due?

Can you make cut specifications? Packaging, roast size, steaks cut preferences etc.

Where is the pick-up location?

Notes and other questions to ask:



## CHUCK



Arm Chuck Steak / Roast  
Blade Chuck Steak / Roast  
Chuck Steak / Roast



Cut preference of chuck steak or chuck roast.

Chuck Eye  
Denver Steak  
Flat Iron  
Ranch Steak  
Sierra / Vegas Strip



Chuck steak options with bone out steaks that are broken down into smaller steaks. Extra charge very likely since it takes the butcher more time.

## RIB



Back Ribs  
Ribeye Steak (Delmonico)



If the Rib Roast is not chosen, Ribeye + Delmonico steaks are an option. Most local butchers will label all the rib steaks as either "rib steaks" or "Delmonicos".

Rib Roast / Prime Rib



A Rib Roast or Prime Rib Roast is an option when buying a half or whole cow.

## LOIN



Tenderloin / Filet Mignon Roast  
Tenderloin Steak / Filet Mignon Steak  
Tenderloin Tail / Filet Mignon Tail  
NY Strip



The loin can be cut either bone in or bone out. Bone out options included here.

Porterhouse  
T-Bone



The loin can be cut either bone in or bone out. Bone in options included here.





## SIRLOIN



Sirloin Tip Steak  
Sirloin Tip Roast  
Sirloin Flap Roast



The sirloin is part of the loin section. It can be cut into delicious roasts or steaks.

Sirloin Steak  
Tri-Tip Sirloin Steak



These are two common steak options available from your local butcher. Sirloin steaks are a common restaurant favorite.

## ROUND



Top Round Roast  
Eye of Round Roast



The round is where the popular London Broil is often cut from. Because the round tends to be leaner, roasts are a common choice. A slow cooker favorite for roasts.

Eye of Round Steak  
Santa Fe Steak  
Top Round Steak



The eye of round makes an exceptional baseball sized lean steaks. You will find the round a great option for leaner cuts.

## FLANK



Flank Steak

Flank steak is a favorite for stir fries and fajitas.

## SHORT PLATE



Short Ribs  
Skirt Steak  
Hanger Steak



Short Ribs are great for smoking/grilling. Skirt Steaks is great for stir fries & fajitas. There is only one hanger steak per animal, some butchers may not allow this option.

## BRISKET



Brisket

The brisket is another smokers favorite.



## CHUCK



## RIB



## LOIN

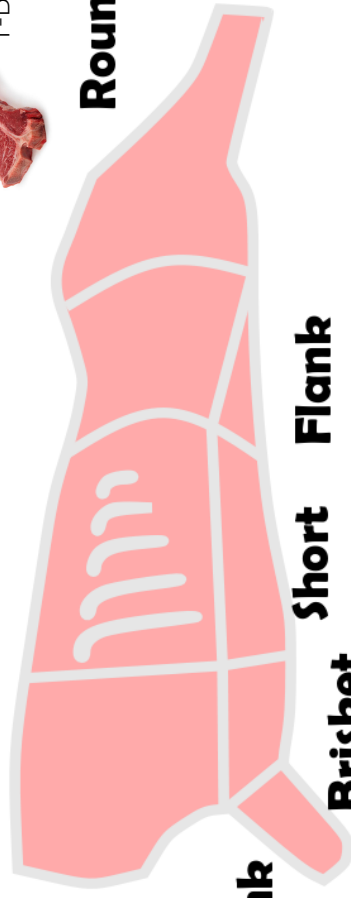


## Chuck

## Rib

## Loin

## SIRLOIN



## Round



## SHANK



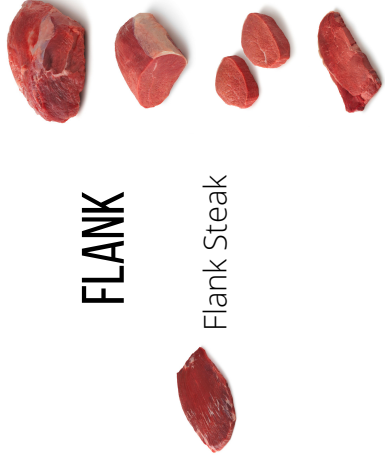
## SHORT PLATE



## BRISKET



## FLANK



# Nex-Gen Farm

## Beef Wholesale Order

Customer Name: \_\_\_\_\_

Preferred Contact: \_\_\_\_\_



### CHUCK

Roasts:   Size pounds: \_\_\_\_\_  
 Steaks:   Thickness in Inches: \_\_\_\_\_  
 broken down into small steaks \$10 charge \_\_\_\_\_

### RIB

Roasts:   Size pounds: \_\_\_\_\_  
 Steaks:   Thickness in Inches: \_\_\_\_\_

### BRISKET

Roasts:   Size pounds: \_\_\_\_\_  
 Steaks:   Thickness in Inches: \_\_\_\_\_

### ROUND TIP

Roasts:   Size pounds: \_\_\_\_\_  
 Steaks:   Thickness in Inches: \_\_\_\_\_

### TOP ROUND

Roasts:   Size pounds: \_\_\_\_\_  
 Steaks:   Thickness in Inches: \_\_\_\_\_

### GROUND BEEF

Wrap in 1 lb: \_\_\_\_\_ 2 lb \_\_\_\_\_ 5lb \_\_\_\_\_

### FLANK

Steak:   Skirt:   Cross Cut:    
 Grind:   Grind:

### ORGANS

Heart: ☐ Tongue: ☐ Liver: ☐ Kidney: ☐ Ox Tail: ☐

### BOTTOM ROUND

Roasts:   Size pounds: \_\_\_\_\_  
 Steaks:   Thickness in Inches: \_\_\_\_\_

### EYE OF ROUND

Roasts:   Size pounds: \_\_\_\_\_  
 Steaks:   Thickness in Inches: \_\_\_\_\_

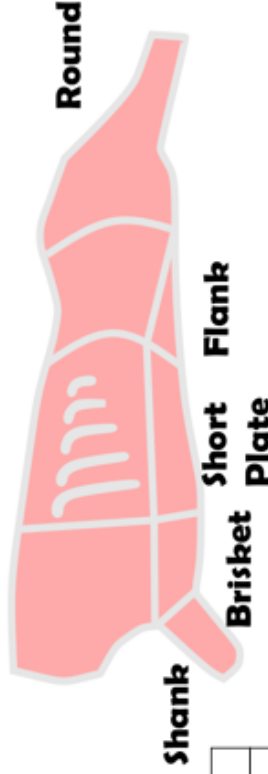
### SIRLOIN

Roasts:   Size pounds: \_\_\_\_\_  
 Steaks:   Thickness in Inches: \_\_\_\_\_

### SHORT LOIN

Steaks  
 T-Bone + Porterhouse: ☐ Thickness in Inches: \_\_\_\_\_  
 or  
 NY Strip and Filet Mignon ☐ Thickness in Inches: \_\_\_\_\_

### Chuck Rib Loin



OTHER  
 Suet: ☐ Bones: ☐



# NEX-GEN FARM

My name is Jeanetta, I am the main farm caretaker. We partner with New Penn Farm in Upstate NY. All the work here on the farm is made a lot more fun with the help of our kids. You can see them helping on our farm and loving the farm life. My husband, Kevin, is Mr-fix it. I am not good at equipment maintenance but I am very good and making his fix-it list grow. Raising high quality, safe beef for our family is our priority. We want to share our hard work with all of our customers so you can enjoy it with your family too.

We are pleased to bring our locally grown product from our farm to your family. We strive to make our beef the tastiest and freshest beef around. Our small family works hard to breed for 'next generation livestock'. We look at 'next generation livestock' to include the following.

- Improved feed efficiency (require less food to gain weight)
- Increased marbling (the white fat flecks in your steak that make your steak tender)
- Decrease in-excess fat - excess fat is waste
- Increased dressing percentage - more meat per animal
- Consistent Size
- Docility - easily managed or handled
- Sustainability - Making more meat, and better meat with less resources (food, fuel, water, time) is one way we strive to be a sustainable farmstead.

Why are we breeding for these things? Here in New York and across the country we already have a shortage of farmland. That shortage will only increase as the population and food demand continually increase. More houses, more roads, more stores but less farmland every year. As farmers, we have to continually find ways to get more food while using less resources.







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