

## Allen Meat Processing– Business Plan

**Problem Identification:** Donna and Mike Uhl approached the Kansas SBDC at Emporia State University for assistance in creating an effective and efficient business plan for their business, Allen Meat Processing, in Allen, Kansas.

**Assistance provided:** The Uhls worked with the SBDC to write a business plan, which made it possible for them to secure the resources needed to buy their business from the previous owner in 2019. Donna said that her experience with the SBDC stood out because of the support of her SBDC advisor, Tom Byler. “SBDC understood what we needed, when we needed it. All the taxes, required business forms, due dates of required documents, etc., melted together in my brain. I was so overwhelmed, and I had to figure it out. They had the resources for my needs, and I still use the knowledge I gained.”

**Results achieved:** Donna and Mike gained a long-term understanding of business, taxes, and management, making them confident in operating Allen Meat Processing. Donna said, “SBDC had a course that explained how to take our numbers and determine our measurements, such as calculating profit and loss. With this knowledge, I created a concrete business plan and obtained the resources needed to expand on the current building.”



Allen Meat Processing is a small custom meat processor that does not consider other small processors as their competition. They know firsthand that all small meat processors located in rural areas have challenges, so they make sure to support one another as a means of long-term sustainability. “We look at the big meat packers as our competitors. There is a lack of knowledge about locally sourced meat options. Small, rural meat processors make up less than 1% of the meat processed in the U.S.” Donna explains, “It is hard to call big meat packers competitors, but what makes us stand out from them, is knowing that you are buying locally sourced, quality meat, and supporting local businesses.”

Donna’s advice to new business owners is, “**Be prepared to sweat, cry, and lose sleep, but it is worth it. Do lots of research and keep a list of steps you need to do. Unfortunately, no book exists that can tell you every step you must take. When things go wrong and not as planned, it is hard, but make the best decisions knowing they might not be the right decision. Things work out and dealing with anything that arises becomes normal.**”

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About Allen Meat Processing: Learn more about the business by visiting their website- <https://www.allenmeatprocessing.com/> or contacting them through their email/phone at [donna@allenmeatprocessing.com](mailto:donna@allenmeatprocessing.com), 620-528-3231

About the Kansas SBDC: The Kansas Small Business Development Center serves as the state advising resource for the small business owner. Whether it is an existing business looking to boost sales or a start-up trying to get off the ground, we provide our clients with quality, professional, and personal care all in a confidential setting. The Kansas SBDC is funded in part through a cooperative agreement with the U.S. Small Business Administration. Learn more about the Kansas SBDC at [www.KansasSBDC.net](http://www.KansasSBDC.net) or call (800) 949-7661



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