



Peter Dorley
President
Keystone Brand Meats, Inc.
3585 Harding Highway
Lima, Ohio 45804
(419) 236-2435 mobile
pdorley@keystonemeats.com
www.keystonemeats.com

**OHIO HOUSE CHILDREN AND HUMAN SERVICES COMMITTEE
CHAIRWOMAN WHITE
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PETER DORLEY, PRESIDENT, KEYSTONE MEATS**

Chairwoman White, Vice Chairwoman Salvo, Ranking Member Lett, and members of the House Children and Human Services Committee, thank you for the opportunity to provide testimony today on House Bill 96. My name is Peter Dorley and I serve as the President of Keystone Meats, which is a family owned and operated meat packing business in Lima. We raise cattle and buy livestock from Ohio farmers, we harvest cattle, we process beef, chicken, pork and turkey. The primary output of our operation in Lima is All Natural, All Ohio canned meats. In other words, we make the center-of-the-plate, shelf-stable protein that is so critical to the hunger relief efforts of the Ohio Foodbanks.

I am here today to share our experience with the Ohio Food Program, a long time public/private partnership between Ohio's foodbank network, Ohio's agricultural and business community and the State of Ohio. As one engaged with agricultural and business in Ohio, my purpose is to share our experience as an example of the benefits of this program to so many in our community. The Ohio Food Program has become a key facet to our overall business strategy and company culture over the past roughly 10 years.

The typical volume we produce for the Foodbanks in a year is: 30,000 cases / 360,000 cans / 18 full truckloads / 650,000 lbs of meat / 900 cattle from OH farmers.

We do this for the Foodbanks at cost, no profit, in order to maximize production and maximize the volume of food going to those in need. "No profit" does not mean no benefit to our company, our supply chain, and the Ohio farmer. There are many benefits and I would like to highlight just a few:

- **Benefit to our Workforce:** Fulfilling Foodbank orders has kept our workforce more fully employed. We have 65 employees and growing. We have a 3% turnover rate. We have never laid anyone off. In part, we can thank the Ohio Food Program for all of these things.



- Benefit to our Supply Chain: Our #1 raw material is livestock from Ohio Farmers. There is a direct line from the Foodbank supply to the Ohio Farmer in our case. The more supply we buy, the more cost effective we are. For example, it benefits all parties if the farmer is delivering a full truckload of cattle rather than a partial truckload, and it benefits the farmer to deliver their livestock nearby within the state.
- Benefit to Expanding our Production Capacity: The Ohio Food Program, in part, has provided the volume we need in order to expand our production thus improving our readiness for future growth.

In summary, the Ohio Food Program is an economic development program that provides many benefits to the people of Ohio: 1) it provides center-of-the-plate shelf-stable protein to Ohioans in need, 2) it promotes growth of Ohio food manufacturers like us, 3) it supports full employment in manufacturing and agriculture sectors, 4) it provides a large local outlet to Ohio farmers.

My ask is that the legislature use every tool at your disposal to support this partnership that directly connects Ohio's food manufacturers and farmers to Ohio families in need of hunger relief.

Chairwoman White and distinguished members of the House Children and Human Services Committee, thank you again for the opportunity to testify. On behalf of Keystone Meats, I am happy to answer any questions members may have at this time.