



## MISSOURI ENTERPRISE

Missouri Enterprise was founded in 1983 and our mission is simply “To Help Missouri Manufacturers, like you, Succeed”. To do that, we provide a broad range of hands-on business, technical and manufacturing optimization services, delivered by an experienced, “been there, done that,” staff and a comprehensive network of public and private partners. We help Missouri manufacturers build cultures to support strategic growth and sustain continuous improvement.

There are several characteristics that distinguish Missouri Enterprise. Most importantly, for Missouri Enterprise clients is the “Hands-On” implementation assistance that is integral to our service delivery. We don’t just hold a training class or perform an assessment, provide you with a report or a list of recommendations and then move to other companies. When we help manufacturing businesses, like yours, we become an extension of your staff and we are with you every step of your journey to excellence. Missouri Enterprise specialists have an average of nearly 30 years manufacturing experience and are strategically positioned across the state. Missouri Enterprise...your partner in manufacturing.

Like the guidance we provide to our manufacturing clients, we also place a high value on instilling a culture of continuous improvement within our own organization. Since 2009, we have been registered as an ISO9001 company and maintained the integrity of our business management system to assure we drive value to our manufacturing clients.

## ECONOMIC IMPACT

MEP Center impacts are based on clients surveyed in FY2024



**\$297.5 Million**

Total Increased/Retained Sales



**3,783**

Total Increased/Retained Jobs



**\$133.8 Million**

New Client Investments



**\$41.2 Million**

Cost Savings

## CONTACT US



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## BUILDING A STRONGER SAFETY CULTURE: CLARK'S CUSTOM MEAT AND MISSOURI ENTERPRISE'S HACCP PARTNERSHIP

**ABOUT CLARK'S CUSTOM MEAT CO..** Clark's Custom Meat Co., based in St. Joseph, Missouri, is a family-owned business specializing in custom meat processing and retailing Clark's unique recipes. Founded by Butch and Trina Clark in 2003, the business has grown through dedication to quality and community. In 2023, Max and Danielle Carrillo became owners, continuing the Clark family's legacy. Offering beef, pork, lamb, goat, and wild game processing, Clark's takes pride in being part of its customers' cherished dining traditions.

**THE CHALLENGE.** Clark's became a state and federally-inspected processing plant; because of this, a HACCP (Hazard Analysis Critical Control Point) plan was essential to maintaining food safety and regulatory compliance. This plan ensures that every processing step is carefully monitored, from receiving raw materials to the final product, identifying and controlling potential hazards to prevent contamination. While Max, one of the owners at the plant, was already certified in HACCP, sharing this critical responsibility with the co-owner, Danielle, was equally important. They felt that certification for both owners would divide oversight, reducing pressure on a single individual and encouraging a collaborative approach to managing safety standards. By building a knowledgeable team that understands and implements the HACCP plan, the plant is better prepared for inspections. It can consistently maintain high safety standards, ultimately protecting the product and the business's reputation.

**MEP CENTER'S ROLE.** Missouri Enterprise, part of the MEP National Network™, was crucial in helping Clark's Custom Meat Co. build a strong foundation in HACCP standards, especially as they aimed to share safety responsibilities between Max and Danielle. When the need arose for Danielle to gain certification, Missouri Enterprise stepped in. The instructor was hands-on and thorough, ensuring everyone understood the essentials of HACCP planning and food safety protocols. Through this, Max, Danielle, and their team didn't just learn the standards—they gained the skills to develop a HACCP plan that was clear, actionable, and adaptable. Now, Clark's Custom Meat has a strong safety framework in place, where the owners and any trained team member can understand and execute the necessary safety protocols, ensuring plant safety runs smoothly, even in their absence.

**"You are never too young or too old to learn. It is important to ensure our community is fed not only local products but also safe products to give their families the best. It meant a lot to us to become HACCP Certified and be that much safer and ensure our customers get the best."**

-Danielle Carrillo, Co-Owner



## RESULTS



14 jobs created or retained



\$250,500 in new investment



\$500 in cost savings

