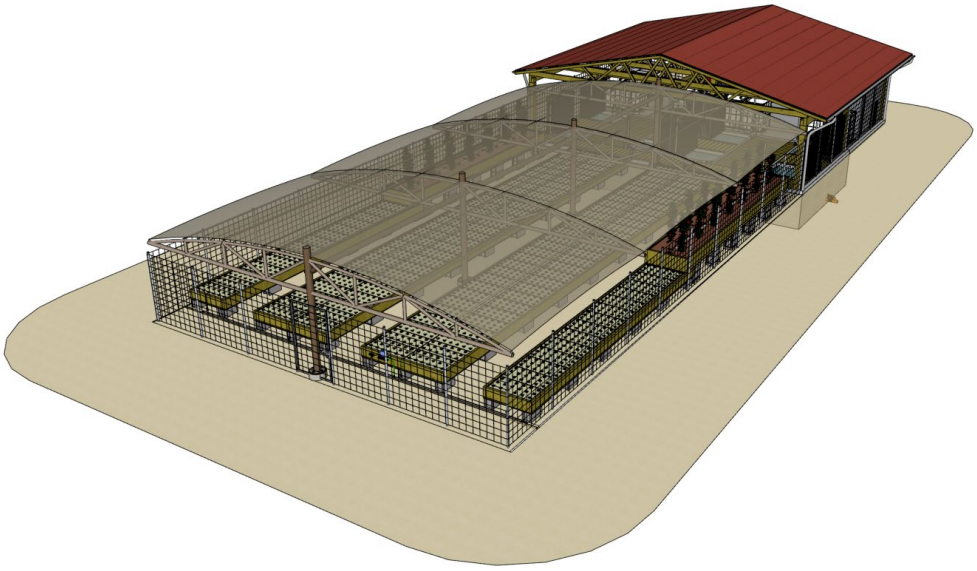
AQUAPONICS SOLUTIONS

FEASABILITY STUDY

Guide: Shape your Idea



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1. Intellectual property

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2. Document Purpose and Goals

This document functions as a comprehensive checklist to guide you through the initial planning of an aquaponic system.

Its main goal is to make sure all critical elements are evaluated before you begin your project.

This checklist helps ensure that all major components of your aquaponics operation are addressed before moving into detailed project planning.

This minimizes the risk of overlooking important issues, helps identify challenges in advance, supports consistent expectations among stakeholders, and provides a strong foundation for effective decision-making.

For some topics, you may already have clear ideas or decisions in mind. For others, additional research may be necessary to determine the best approach for your situation.

If you feel uncertain about any point, you can consult our online support, who can guide you through your project and help fill in any missing pieces.

3. Key questions requiring clarification

3.1. Is it the right thing for me

What is my motivation

One of the most obvious motivations may be to generate profit.
However, other objectives may be more idealistic, such as contributing to sustainable food production.
Regardless of the motivation, your system must be profitable; otherwise, the project is unlikely to succeed in the long term.

If making money is your primary goal, visual appearance is less important. Functionality and the quality of the final product should take priority.
Conversely, if you are driven by other motivations, you may place greater emphasis on aesthetics and choose to create a small green oasis.

3.1.1. Am I aware of the commitment

In livestock farming, daily visual inspections are legally required in most countries. Even if this is not the case in your country, you are responsible for living beings whose welfare depends on you. You are overseeing their environment and well-being.

Once you operate a commercial system, you must take this responsibility seriously. During any travel or absence, you must ensure proper and reliable care.
And even if operating the system does not require much daily effort, it still demands consistency and continuous monitoring.

3.1.2. How much workload to expect

In agriculture, earning money always requires work.

A commercial aquaponics system can generate substantial income if everything is done correctly, but it also demands genuine physical effort.

Day-to-day operation of the system is usually not very time-consuming, with an average workload of around one hour per day.
Plant maintenance is generally more labor-intensive and varies depending on the crops being cultivated. Fish care, on the other hand, is mostly limited to feeding and cleaning the filters once or twice a week.

The most labor-intensive task, however, is harvesting and filleting the fish. This work should not be underestimated, especially for beginners. Experienced workers often need less than 40 seconds per fish for slaughtering and filleting, while those with no prior experience typically require 5 to 10 minutes per fish.

As a reference, our customers report that, once sufficient experience has been gained, our aquaponics system with an annual fish production of 20,000 kg can be operated by one full-time equivalent (FTE). This includes both system operation and fish processing.

The sales process requires additional labor, which depends heavily on the chosen sales channels.

Please note that the workload required to operate a system depends heavily on good system design. Our system design was created with a clear focus on reliability and low operational effort and has been continuously optimized over many years of practical experience.
Other systems may require significantly more effort to operate.

3.2. General Business Concept

3.2.1. Decide on the right fish for your system

Choosing the right fish species is one of the most critical decisions for the success of your aquaponic project. While many aquaponic systems focus primarily on plant production, efficient and profitable fish production requires deeper expertise and a well-designed professional system.

If you have a high-quality system design, a significant share of your profit will often come from fish sales. Many of our customers generate up to 90% of their revenue from fish and only around 10% from vegetables, although this can vary depending on the region and market.

A wide range of fish species can be cultured in aquaponics, but their profitability varies considerably.

The main criteria when selecting the right species include:

Climate Compatibility

Assess your climate and choose a species suitable for your water-temperature range.

- In **hot climates**, avoid cold-water species.
- In **colder climates**, you can choose species adapted to low temperatures, but it may be more profitable to raise a **fast-growing warm-water species** and install proper heating.

Growth Rate

Faster-growing species provide quicker production cycles, higher output, and improved profitability.

In most cases, selecting a fast-growing fish is advantageous.

Market Value

Investigate the market price of potential species in your sales region.

By comparing growth rate and market value, you can estimate the revenue potential per production cycle and identify the economically strongest option.

Market Demand & Consumer Preferences

Evaluate whether the species meets local consumer habits.

Some species are ideal for boneless fillets, which may be a strong selling point.
In other markets, customers prefer whole fish.

Suitability for Further Processing

Consider whether you plan to process the fish (e.g., smoking, filleting, sushi). Certain species are far better suited for specific processing methods.

Ease of Rearing

Some species are hardy and tolerate suboptimal conditions better than others.

Key points include:

- Sensitivity to fluctuating water quality
- Oxygen requirements
- Susceptibility to disease

Choosing a hardy species can significantly reduce operating costs and workload.

Maximum Stocking Density

Research the maximum stocking density for each fish species, as this value directly determines your potential production volume and therefore your profitability.

Verify whether the stated stocking density assumes standard aeration with ambient air or requires supplemental pure oxygen. If pure oxygen is not absolutely necessary, it is generally advisable to avoid it, as it increases operating costs and introduces an additional point of failure—thereby adding risk to your production process.

Availability of Fingerlings

Ensure reliable access to healthy fingerlings (juvenile fish). Ideally, you should have:

- Multiple suppliers
- Reasonable travel distances
- Reliable and consistent availability

A lack of fingerlings can jeopardize your entire production cycle—especially if you supply restaurants or supermarkets.

If fingerlings are scarce in your region, consider our professional hatchery building plan. Producing your own fingerlings can give you full supply-chain control and may even open a new business opportunity by selling fingerlings locally.

Availability of Suitable Fish Feed

Check whether appropriate feed for the species is available at fair prices.

While most species thrive on specialized feed, some can also use feed intended for similar species. Carnivores and herbivores, however, require very different formulations.

Legal and Environmental Regulations

Confirm that the fish species is permitted in your region.
Some species are restricted due to invasive potential or ecological concerns.

Purging, Stunning, and Slaughter Requirements

Different species require different purging durations and slaughter procedures.

While this may not be the deciding factor for most producers, it can help finalize your choice if you are comparing species.

Based on our experience, **African catfish** is by far the most profitable fish species to rear in the system. Other species are also possible, but typically yield lower profit margins.

3.2.2. Decide on the right plants for your system

As mentioned earlier, depending on the market situation in your region, your primary focus will likely be on the fish component. However, in some areas, plants can also play a significant role in your business case.

Although it is generally easy to switch to different crops if you decide to change what you grow, it is still important to carefully consider which plants are best suited and/or most profitable for your situation.

Plants serve two main purposes in your system:

- **Revenue generation:** They can be sold as a product contributing to your income.
- **Functional role:** They act as a natural filter in your system by consuming ammonium compounds and nitrates.

The main criteria for choosing the right plants are similar to those used when selecting fish for your system:

Climate Compatibility

Consider whether the plant species is suitable for your growing environment (greenhouse, shaded open field, indoor setups with artificial lighting, etc.) and your local climate zone.

Required pH Levels

Evaluate the pH level that the plant species requires for optimal growth and ensure it is compatible with the needs of your fish and nitrifying bacteria.

While it is possible to operate the hydroponic section at a different pH than the aquaculture system, doing so often requires extra effort and can cause complications.

In most cases, it is better to select plants that align with your system's pH levels.

Space Requirements

Different plants have varying space requirements. Some require a lot of room, while others have a small footprint. If a plant occupies significant space, it should also produce a high-value harvest.

Otherwise, smaller plants such as salads or herbs may be more profitable.

Calculate the annual harvest per square meter and multiply it by the market price of the final product. This provides a solid basis for comparing the potential value of different plants in your system.

Cultivation time to harvest

Consider the time it takes for the plant to reach harvest. For example, salads may take approximately 3–4 weeks, while other crops could take several months.

Shorter cultivation times usually allow for higher annual yields.

Again, calculate the market value per square meter per year for each crop and compare these values to determine which plants generate the most revenue.

In most cases, selecting fast-growing plants is advantageous.

Market Value

Research the market price of potential crops in your sales region.

By multiplying the annual harvest per square meter by the crop's sales price, you can determine the market value per square meter. This provides a clear indicator of the revenue potential per production cycle and helps identify the most economically viable option.

Market Demand & Consumer Preferences

Evaluate whether the plant in question meets local consumer demand.

Often, it makes sense to grow plants, which are widely used and popular.

However, sometimes it can be a good strategy to capitalize on current market trends—for example, herbs associated with longevity.

If you are producing for your local market, another strategy is to focus on plants that are difficult to transport, such as certain delicate salads that cannot be easily packaged or shipped.

Consult local restaurants to find out which herbs or vegetables they have high demand for and are willing to pay a premium price for when of high quality.

Suitability for Further Processing

Evaluate options for further processing, such as drying, flash freezing, or even producing products like smoothies. If the processing extends the shelf life of the product and makes the end product more convenient for the customer, it could represent an interesting niche market.

Maintenance needs of the plant

Some plants require significantly more maintenance than others. Take this into account when planning your system.

You can estimate the labor time needed for plant care until harvest and factor this into the calculation of the per-square-meter value of the harvest.

Pest Resistance

Once pests infest your plants, they can significantly increase the required labor. Therefore, prefer plants that are not easily affected by pests or diseases.

Shelf life after harvest

The shorter the shelf life after harvest, the higher the risk that part of your harvest cannot be sold in time. This may lead to waste and increase your operational costs.

Legal Regulations

Check whether there are any legal regulations regarding your specific crop. For example, some medicinal herbs may only be sold through pharmacies, and other plants could be illegal due to potential misuse or intentional use as drugs.

3.2.3. Decide on the sales and distribution channel

Before launching your project, it is essential to plan your sales strategy.

In our experience, selling directly to end customers and supplying nearby restaurants are the most profitable options. These channels offer strong margins and allow you to grow a loyal customer base by offering a high-quality product. You also remain independent in your business decisions and avoid reliance on a single major buyer.

For farm-gate sales, we strongly recommend producing based on customer orders. This helps ensure accurate quantities and minimizes the risk of unsold stock. Preparing a small surplus for the sales day makes sense, as walk-in customers are common. Any remaining quantities can easily be frozen and sold later.

The potential sales volume for farm-gate sales depends largely on your local market. Most private customers are unlikely to travel more than 30 minutes to purchase fish and vegetables.

Restaurant sales often still allow for high prices, with discounts compared to end-customer prices typically around 20%. Restaurants benefit from a steady supply of consistent quality throughout much of the year.

Production volumes of around 10,000 to 30,000 kg of fish[1] per year, along with corresponding vegetable output, have proven particularly successful for direct and restaurant sales.

While supplying retailers is possible, margins are considerably lower and require much higher production volumes. Supplying large supermarket chains profitably usually requires annual production well above 100,000 kg of fish.

3.2.4. Decide on your intended production capacities

In the previous chapter, we already outlined meaningful production capacities for different sales environments.

As a secondary source of income, a system becomes economically meaningful at a production level of 5,000 kg of fish per year.

To generate a full household income, we recommend a minimum production capacity of 8,000 kg of fish per year.

Based on our experience, direct marketing of up to 10,000 kg of fish per year, along with the corresponding vegetable production, is generally achievable under normal market conditions.

Most of our customers operate systems with production capacities between 20,000 and 30,000 kg of fish per year. These volumes can still be successfully sold to end consumers and restaurants, provided effective sales efforts are in place.

In practice, most operators produce slightly below the system's maximum capacity. This approach is reasonable, as construction costs for systems producing 15,000 kg versus 25,000 kg of fish per year do not differ significantly. Maintaining unused capacity allows for future expansion of the business.

If you plan to supply large supermarkets or wholesale markets, production capacities ranging from 100,000 to 800,000 kg of fish per year are common among our customers. However, we only recommend entering this market if you have a strong understanding of your sales structures and secure access to large buyers.

[1] When we refer to the production capacity of a system, we measure it in kilograms of fish per year, along with the corresponding plant production. The kilogram value refers to the final harvest weight of the fish prior to processing.

For the vegetable production it is very important, that you have a good understanding for your market – what vegetable have a high demand and pays good prices.

To our experience the vegetables add to the profit on top of the fish, but on its own is a difficult business. But this can strongly vary dependent on your local market. There are countries, where the vegetable production of certain produce might be very profitable.

Or you have a very distinct product you are producing with a working sales channel – then the plant production might be much more in the focus.

3.2.5. Decide which products you plan to produce

Before starting your project, you should have a clear plan outlining which products you intend to produce.

On the fish side, you should evaluate whether you want to sell whole gutted fish or fillets. Further processing into smoked fish or value-added products such as fish patties for burgers, fish sausages, or fish pâté can also make strong economic sense.

Most of our customers initially sell fish fillets—commonly preferred in Europe and the United States—or gutted fish, which are often favored in other regions. Over time, many expand into further processing to diversify their product range.

An excellent next step is the utilization of slaughter by-products for pet food. For example, many customers dry the skin of African catfish and sell it as high-value dog treats at attractive prices.

On the plant side, most customers focus on leafy greens and herbs, as these crops are easy to produce and require relatively little labor. Fruiting crops such as tomatoes or peppers, by contrast, are typically more labor-intensive.

However, you should also consider exploring alternative approaches—such as cultivating more specialized crops (e.g., ginger or turmeric) and/or adding value through further processing (e.g., drying).

Another creative option is raising and selling seedlings, similar to a plant nursery, which can also be a viable and profitable business model.

3.2.6. Evaluate the selling prices for your products

Since price structures for fish and vegetables can vary greatly from region to region, it is essential to research realistic local selling prices for your planned products.

At the same time, you should be aware that you are able to produce genuine premium products that can justifiably be sold at a higher price.
In particular, if you follow our procedures for fish holding and slaughter, your fish will

reach a level of flavor and quality that is far above the market standard. You are selling a true fresh product, often harvested only a few hours before sale.

Your fish cannot be compared to supermarket fish — neither in quality nor in freshness. Retail fish is typically already several days old by the time it reaches the shelf.

In addition, you are producing within an innovative and sustainable system, which can be used very effectively for marketing purposes. Based on our experience, it is entirely reasonable to charge higher prices in direct-to-consumer sales, and customers are willing to pay them because the quality difference is clearly noticeable.

The same applies to vegetables: you can sell extremely fresh and locally produced products. With leafy greens such as lettuce, cultivation in Deep Water Culture (DWC) offers an additional advantage. The plants can be sold with their (clean) roots intact, allowing the lettuce to stay fresh and crisp for significantly longer — often up to 10 days.

While it is possible to price vegetables slightly above standard market levels, the upward price potential is considerably more limited for plants than it is for fish.

3.3. Climate

Understanding the year-round climate of the region where your system is located is essential.
If you are uncertain, you can look up detailed climate information at:

https://en.climate-data.org/

3.3.1. What are the typical temperature ranges in my region?

Be aware of the temperatures you can expect during the different months of the year.

Depending on the fish species you intend to raise and the local temperature conditions, it may make sense to place the aquaculture component of your system in an insulated, heated building. In other cases, housing the fish outdoors in a shaded area may be sufficient.

In general, warm-water fish grow significantly faster and are therefore particularly attractive for production.

African catfish, for example, require a minimum water temperature of 20 °C and achieve optimal growth at temperatures between 26 and 27 °C. If the typical outdoor temperature during the coldest period of the year regularly falls below 10 °C, it often makes more sense to raise this species in a heated and insulated building.

We offer different system designs and construction concepts tailored to various climate zones, which are available on our website.

Ultimately, fish species selection and local temperature conditions are the key criteria for choosing the appropriate housing solution—whether simple shading, a greenhouse, or a fully insulated building.

3.3.2. Are there other seasonal climate factors that should be considered?

In some regions, water availability may be limited during specific periods of the year. Additionally, potential risks such as flooding and high-wind events should be considered if they are typical for the location.

3.4. Infrastructure

3.4.1. What location can I choose for my operations?

Have you already decided where your aquaponics system will be located? Several important aspects should be considered.

Ideally, your farm should be located close to your home. Daily operation and monitoring make long travel times inefficient, and quick access is crucial in case of emergencies.

While aquaponics systems are generally quiet, certain components, such as side-channel blowers (air pump), may produce noise that could disturb neighbors. Maintaining a reasonable distance from nearby residences can therefore be beneficial.

If noise is a significant concern in your situation, alternative air pumps can be used that operate a little bit less efficient, but much more quietly.

In many cases, repurposing existing farm buildings—such as former pig housing facilities—can be a very sensible solution. With appropriate adaptation, these structures can be well suited for aquaponics systems.

If you want to erect a new building, even a greenhouse, check with your local building authority to ensure it is permitted at the planned location.

If your sales shop is planned at the same location — which is often practical — take into account whether there are customers in the surrounding area who can reach you without a long drive.

When an existing building is to be used, an individualized system design is usually recommended. This allows all site-specific conditions to be taken into account and ensures an optimal solution tailored to the existing situation.

3.4.2. Do I have flat terrain or a slope?

The topography of the site where the system is to be installed can provide practical advantages and should therefore be considered during planning.

A slight slope is often advantageous, as the backwash water tank must be positioned below the base level of the solid filter for proper filter flushing.

A sloped site allows the solid filter to be fully drained by gravity during cleaning. Placing the backwash water tank on the lower side of the installation can eliminate the need for additional excavation work.

Although this benefit may seem minor, it can be a decisive factor when selecting between multiple, otherwise equivalent alternatives.

3.4.3. How much usable space do I have?

Sufficient space is required—not only for the system itself, but also for fish processing and slaughtering facilities, or even the sales shop nearby.

In general, a 25-ton aquaponics system constructed in accordance with our specifications, excluding a slaughter room, requires an area of approximately 200–400 m^2, depending on the system configuration.

3.4.4. Do I have any existing buildings on site that I want to utilize?

If you have an existing unused building. It is often practical to use an existing building for keeping the fish and to erect an additional greenhouse in close proximity.
When doing so, it is important to ensure that the building is adapted to withstand elevated air humidity.

3.4.5. What water sources are available at the site?

Although our systems require only small amounts of freshwater, a reliable freshwater supply is still essential.
Depending on the size of the system and stocking densities, an average daily freshwater demand of approximately 1,5–6 m^3 should be expected. In regions where water is a scarce resource, this requirement can be reduced even further.

Ideally, the site should have its own water source, such as a well. However, almost any water source can be used, as the water quality requirements are not particularly high, provided the water is not contaminated by pollutants.

Rainwater can also be used, provided it is reliably available. We recommend treating rainwater with UV-C prior to use in order to eliminate bacteria that may be introduced as the water runs over roof surfaces.

3.4.6. What sources of electrical power are available at the site?

A reliable electricity supply is essential for the safe and continuous operation of the system. When connected to the local power grid, potential power failures can be mitigated by using a diesel generator as a backup solution.

If an off-grid power supply, such as a photovoltaic (PV) system, is planned, it must be precisely designed and supported by appropriately sized energy storage systems. In principle, this approach is fully viable.

3.4.7. What options are available for rinse-water disposal?

You must provide a suitable solution for the disposal of the rinse water generated during the cleaning of the system's solids filter.
Typically, the following options are permitted:

- Sprinkling or irrigation on the operator's own property
  (Restrictions may apply during periods of snow cover due to fertilization bans; in such cases, sufficient storage capacity in a tank must be provided.)
- Targeted infiltration on the operator's own property using an infiltration shaft
- Disposal into the slurry storage pit for use as fertilizer
- Discharge into the municipal sewer system

Since the rinse water contains valuable organic nutrients, the most sustainable option is often its use for irrigating soil-based crops in an adjacent outdoor area. The irrigated plants benefit significantly from this nutrient-rich water.

3.4.8. Where is the slaughtering intended to be performed?

Most countries have regulations for slaughtering and hygiene. It is important to understand these requirements in advance and plan your setup accordingly.

Often, a small, easy-to-clean room with proper cooling facilities within the system is sufficient. We recommend planning enough space for at least two people to work together comfortably.

3.5. Permits

3.5.1. Which permits or approvals are required?

Required permits and approvals may vary from country to country. It is therefore essential to familiarize yourself with the regulations applicable at your specific location.

If you are erecting a new building, you will most likely require a permit from the local building authority.

If slaughtering is carried out on-site, the competent authorities in most countries will inspect compliance with applicable slaughter and hygiene regulations.

In rare cases (for example in Switzerland), proof of professional qualification may be required to operate an aquaponics system.

We strongly recommend contacting the relevant authorities before starting your project and discussing the plans with them at an early stage. This proactive approach helps to avoid potential issues later on.

To support coordination with authorities, we provide professionally prepared documentation for our systems, containing all data typically required by authorities to assess a project.
Based on our experience, presenting professional documentation from the outset greatly facilitates communication, makes the process easier for all parties involved, and significantly increases the likelihood of a positive evaluation of the project.

3.6. Project Financing

3.6.1. What level of investment do I anticipate?

At this stage, it is advisable to prepare a preliminary budget outlining the expected investment costs. The total investment required to build a system depends on several factors, including:

- The type of system to be constructed
- The extent to which work can be carried out independently
- Local price structures for materials and labor

Our construction plans include a detailed bill of materials, allowing you to clearly identify the required tasks as well as the materials needed and their respective quantities. Based on this bill of materials, expected construction costs can be calculated with a high degree of accuracy.

Even at this early stage, it is important to carefully consider construction costs—budgets can always be adjusted as planning progresses.

Thanks to our unique approach—focusing on intelligent use of physical principles rather than technical overengineering—and by enabling customers to carry out a significant portion of the construction themselves or with cost-effective local labor, our systems typically require substantially lower investment than comparable solutions on the market. Nevertheless, a professional system still requires a certain level of financial investment.

If you require support, we offer video consultations to help determine which system best suits your requirements and climate zone. During these sessions, we can also jointly review and estimate the expected construction costs in your region.

3.6.2. What financing options are available for the project?

Early in the planning process, you should consider how you intend to finance the investment costs of the system.
If you are not able to cover these costs yourself, you will need support from an investor or a bank.

Our business case, available for download on our website, offers the perfect foundation to professionally evaluate and present the profitability of your project. This is an essential step toward obtaining external financing.

3.6.3. Are there any funding programs that may be applicable to my project?

Aquaculture and aquaponics are future-oriented industries that enable sustainable food production. In many countries, funding programs are currently available that can significantly support the financing of such projects.

In Europe, for example, funding from the European Maritime and Fisheries Fund (EMFF) is currently available and may cover at least 30% of total investment costs.

In any case, you should contact the relevant authorities in your country to determine whether funding programs are available that you can take advantage of.

3.7. Profitability

3.7.1. How can I make a reliable upfront estimate of profitability?

One of the most important questions you should ask yourself is what level of profitability your project will achieve and whether this assessment is realistic.

Profitability naturally depends on many factors. To support this evaluation, we provide a comprehensive business case Excel tool on our website that includes all relevant data and calculation models. This tool allows you to perform detailed calculations and assess your project in a structured and reliable way.

You only need to adapt the tool to your local conditions and specific data in order to obtain a realistic and well-founded profitability estimate.

3.8. Construction of the system

3.8.1. Who will take the lead in the facility's construction?

Our plans not only include a very detailed description of the system, but also precise construction instructions and a comprehensive list of all required materials. This makes the construction process clear, structured, and easy to follow.
Systems based on our plans have already been implemented successfully many times without issues.

As multiple parties are often involved in the construction process, we strongly recommend appointing one responsible person who has thoroughly reviewed and understood the plans and who coordinates the construction.

If any uncertainties arise, you can contact us at any time for support. Based on our experience, however, this is rarely necessary, as all relevant information is clearly and comprehensively included in the plans.

3.8.2. Construction parts to outsource or to handle myself

The share of construction work that you can carry out yourself, or with the help of cost-effective labor, has a significant impact on the total construction costs of the system.

It is therefore essential to consider in advance which tasks you intend to perform yourself and which should be outsourced to contractors.

Many of our customers have built their entire systems themselves, resulting in substantial cost savings.

However, it is important to realistically assess whether you have the necessary skills and time resources to do so before making this decision.

3.8.3. What is a realistic timeframe for the construction of the system?

Develop a realistic timeline for the construction of the system. When a large portion of the work is carried out by the operator, the required timeframe is often underestimated.

From the initial decision to final completion, the construction of a system typically takes at least six months and often up to one year. Depending on available time resources and how the construction process is organized, it may take even longer.

3.9. Operational Staffing

3.9.1. Who will be in charge of the facility's operations?

Even before starting your project, you should have a clear understanding of who will be responsible for operating the system once the aquaponics system is completed.

If this will not be you, make sure to appoint a reliable person who identifies with the work and is committed to maintaining high quality standards. It is a significant advantage if the person responsible for system operation is involved at an early stage of construction, as this helps them understand the system in detail.

3.9.2. Who will be responsible for the slaughtering?

Slaughtering fish is not for everyone. It involves killing animals, and some people may find this difficult. It is therefore important to carefully consider who will be responsible for carrying out the slaughtering process.

Typically, slaughtering should be performed by two people. Working as a team is more efficient and also helps make the process smoother.

As efficiency increases significantly with experience, it is advantageous for the same individuals to carry out the slaughtering on a long-term basis.

3.9.3. Who will be responsible for distribution and sales?

You should also consider who will be responsible for sales and distribution. In many cases, this involves a clearly defined process of receiving orders, preparing them, serving customers in the shop, and handling transactions.

However, when supplying restaurants and other professional customers, a certain level of commercial awareness and sales skills may also be required.

While all of these tasks can be handled by a single person, it is often beneficial to introduce a degree of task separation. This is particularly true for family-run businesses, where a clear division of responsibilities can be very effective.