

2011 BUSINESS RECOGNITION

HOSTED BY
Utah State University
Blanding SBDC



OWNER
Scott and Alan Frost
NATURE OF BUSINESS
Meat Processing and
Distribution

CITY
Monticello
COUNTY
San Juan

PHONE
(435) 587-2289

BUSINESS STRUCTURE
C Corporation

BUSINESS BEGAN
1954

EMPLOYEES
46

SBDC CONSULTANT
K. Brent Redd

Blue Mountain Meats



Blue Mountain Meats is building on a half-century of success. The company was named 2011 Family-Owned Business of the Year by the State of Utah. The Blanding Small Business Development Center (SBDC) nominated the business.

Blue Mountain Meats had its start as a custom slaughterhouse by Harold Frost upon his return from the U.S. Marine Corps in 1954. The business has continued at the same location ever since, now owned by Harold's sons, Scott and Alan Frost. Among the largest private employees in San Juan County, the processing and distribution company has more than 40 employees.

Scott and Alan now form the management team for the organization. They have been active in the company since the early 80s. In the early 90s it became evident that for more company growth to take place, they needed to expand their offerings and clientele. With the help of a Small Business Administration loan, a new warehouse was added and Blue Mountain Meats moved into the 20th century with technology. Recent expansion has taken place as the Frosts have partnered with the Navajo Nation near Gallup, New Mexico, in a new warehouse distribution facility.

Secret to Success
"The secret is that we found and filled a niche."

With a market area reaching from Southeastern Utah to Flagstaff, Albuquerque, and Los Angeles; and clients including Safeway, Wal-Mart, Albertsons, other food outlets and Holiday Inn, the Frost family is well positioned for continued success.

"We treat our customers with respect."
Scott Frost, Owner

The Utah SBDC network is comprised of 11 regional centers hosted by Utah colleges and universities. The centers serve entrepreneurs and small businesses across the state. The centers are funded in part through a cooperative agreement with the U.S. Small Business Administration.

jobs

revenues

growth

