Selling Poultry Meat in California

Ann Baier
March 2, 2019
Four Approaches to Processing Poultry for Sale of Meat in California

1. USDA Inspected
2. USDA Exempt (from Inspection) + State Inspected (CDFA-licensed facility)
3. USDA Exempt (from Inspection) + CDFA Registered
4. USDA Exempt (from Inspection) + CDFA Exempt
   1,000 birds/year, direct to consumer only; family labor or all production sold on-farm
1. Federal Inspection (USDA Plant)

- Daily (bird-by-bird) USDA inspection
- No limit on # birds processed and sold
- Labeling “USDA inspected and passed”
- May be sold to any type of customer—direct, retail, restaurants, wholesale
- Intrastate sales or Interstate commerce
Directories and Databases for Finding a Processing Plant

- Meat, Poultry & Egg Product Inspection Directory
- NMPAN State Help: Find a Processor
- Small Farms Center map of Processing Facilities
- NCAT/ATTRA Searchable Database: Small Poultry Processing Plants and Services
Common Criteria

Why have regulations?
• provide consumers with safe, wholesome food
• protect the environment
• ensure humane treatment of animals
• facilitate commerce

1. Slaughter only healthy birds
2. Produce an end product that is sound, clean, fit for human consumption (not adulterated)
3. Proper labeling (truth in labeling; no misbranding)
PART 70—VOLUNTARY GRADING OF POULTRY PRODUCTS AND RABBIT PRODUCTS

Contents

Subpart A—Grading of Poultry Products and Rabbit Products
Exemptions to Federal Inspection

Any processing not USDA-inspected must:

• Meet criteria for exemption from federal inspection (operate under one per year)
• Proper Labeling: “Exempt P.L. 90-492”
• Sales in California; no interstate commerce
• Exemption is only from *Inspection*; Operations must comply with all other applicable Federal, State and Local Regulations (Sanitation, Facilities, Recordkeeping, Water Systems, Waste Management, etc.)
• Keep Records to Demonstrate Compliance
Federal Inspection Exemptions

Producer may operate under one / calendar year

- Personal Use: No limit, household use, No sales
- Custom Slaughter/Processing: Service; No sales
- **Producer/Grower – 1,000 Limit**
- **Producer/Grower – 20,000 Limit**
- **Producer/Grower or Other Person (PGOP) -- 20,000 Limit (for meals)**
- Small Enterprise –20,000 Limit
- Retail Exemptions (Store/Dealer/Restaurant) No number limit; Several criteria restrict sales quantities and type.
2. Federal Exemption + State Inspection (CDFA-Licensed Plant)

California’s poultry inspection program not equivalent to USDA; therefore:

• Meet criteria for federal inspection exemption
• Process in a state-licensed poultry plant
• Poultry Meat from an “Approved Source” Acceptable for sale to any customer within California (HRI, retail, wholesale, or direct)
• Products may not be sold in interstate commerce

See CDFA site for Manuals, Applications, Guidance
The Meat, Poultry and Egg Safety Branch regulates license and inspects the following industries:

**Egg Safety**
The Egg Safety and Quality Management Program is responsible for the safety of shell and egg products that are produced, shipped or sold in California. The mission of ESQM is to ensure that eggs sold in California are safe, wholesome and of known quality, origin, grade and size.

**Meat and Poultry**
The Meat, Poultry and Egg Safety Branch (MPES) licenses and inspects the following meat, poultry and egg production establishments that are exempt from federal (USDA); Retail Processing Establishments, Custom Livestock Slaughterhouses, Retail and Non-Retail Poultry Plants, and pet food.
3. USDA Exempt + CDFA Exempt; CDFA-Registered Exempt Poultry Operation

- Poultry processed on farm or in other facility.
- Meet criteria for federal exemption
- Meet criteria for state exemption
  - Sales direct to consumer, only family labor; or
  - all production sold directly on farm premises
- Register with CDFA; agree to comply with Code of Federal Regulations, Title 9, Part 381
- Inspection at least once; not more than 4x/year
California State Inspection Exemptions

Food and Agriculture Code

Section 25703.
• Poultry produced on premises where slaughtered;
• Sold by the producer on the farm, or directly to consumers at their homes, CSA, farmers' markets;
• No employees; only producer & immediate family

Section 25704.
• Entire production is slaughtered, dressed, & sold on the premises where it is produced.
• Purposes other than resale (no HRI or middlemen).
4. USDA Exempt; CDFA Exempt; Not Registered < 1000 birds

Must meet criteria for federal and state inspection exemptions (see above)
1. Sales direct to consumer + no employees; or
2. All production sold from farm

- birds must be healthy when slaughtered;
- process under sanitary conditions; no adulteration;
- product appropriately labeled “Exempt PL-490”
Poultry Labeling

If Federally inspected: If State-inspected:

INSPECTED FOR WHOLESOMENESS UNDER SUPERVISION CALIFORNIA DEPT. OF FOOD and AGRICULTURE PLANT NO. 38

Products processed under exemption from federal inspection bear the phrase: “Exempt: PL-492”
Safe Handling Instructions

• "This product was prepared from inspected and passed meat and/or poultry. Some food products may contain bacteria that could cause illness if the product is mishandled or cooked improperly. For your protection, follow these safe handling instructions. Keep refrigerated or frozen. Thaw in refrigerator or microwave.

• Keep raw meat and poultry separate from other foods. Wash working surfaces (including cutting boards), utensils, and hands after touching raw meat or poultry.

• Cook thoroughly.

• Keep hot foods hot. Refrigerate leftovers immediately or discard."
Poultry General Order
(Water Quality Control Board)
Regulated: Commercial poultry operations > two animal units (= 2,000 pounds of live poultry) > 12 weeks/12 months. Some pasture poultry operations may be considered Low Threat Operations.
Monitoring of wastes created by confined animal operations, groundwater quality monitoring, record-keeping of waste management, and annual reports.
“It is your responsibility to complete and submit a Notice of Intent (NOI) with appropriate filing fee for the poultry operation:
www.waterboards.ca.gov/centralvalley/board_decisions/adopted_orders/general_orders/r5-2016-0087.pdf
Composting is a viable method of managing the solid waste generated by on-farm poultry processing activities. In order to do so in a manner that protects public health and environmental quality, we have compiled the following best management practices (BMPs) for composting operations.


**Site Selection:**
Select a site that is well-drained and away from watercourses, sinkholes, seasonal seeps or other landscape features that indicate the area is hydrologically sensitive. Make sure the piles are set up in a way that minimizes risk to healthy animals. Moderately to well-drained, hard-packed soils with gentle slopes are well suited as composting sites. A slope of about two percent is desirable to prevent ponding of water. Steep slopes are not satisfactory because of potential problems with erosion, vehicular access, and equipment operation.

Some poultry mortality composting structures consist of various sized bins constructed of lumber set on a concrete slab with a roof overhead. The roof helps
What is a CSA?

"Community-Supported Agriculture" or "CSA" program
Means a program under which a registered California direct marketing producer, or a group of registered California direct marketing producers, grow food for a group of California consumer shareholders or subscribers who pledge or contract to buy a portion of the future crop, animal production, or both, of a registered California direct marketing producer or a group of registered California direct marketing producers.

http://leginfo.legislature.ca.gov/faces/codes_displayText.xhtml?lawCode=FAC&division=17.&title=&part=&chapter=10.5.&article=6

Poultry Slaughter and Marketing Guidelines are available at:

https://www.cdfa.ca.gov/ahfss/mpes/pdfs/CSAPoultrySummary.pdf

For additional inquiries contact:
CDFA
MEAT, POULTRY & EGG SAFETY BRANCH
2800 Gateway Oaks
Sacramento Ca 95833
Phone: (916) 900 5004
Email: cdfa.mpes_feedback@cdfa.ca.gov
Web: https://www.cdfa.ca.gov/ahfss/MPES/

CSA registration form can be found at.
https://www.cdfa.ca.gov/jis/i_c/pdfs/CSAProducerRegistrationRemittanceForm.pdf
Poultry Guidelines

https://www.cdfa.ca.gov/ahfsa/moes/pdfs/PoultryGuidelines.pdf

Exemptions

California Exemptions


Federal Exemptions

https://usdasearch.usda.gov/search?utf8=%E2%9C%93&affiliate=fsis&query=exempt+poultry+guidelines+&commit=x=9&commit2=2

https://usdasearch.usda.gov/search?utf8=%E2%9C%93&affiliate=fsis&query=mobile+slaughter+exemption+&commit=x=10&commit2=5

Basic Criteria for Processing & Slaughtering Poultry for Human Food:

- The Poultry is healthy when slaughtered.
- Slaughtered, processed and transported under sanitary conditions that result in clean, wholesome products fit for human food.
- The Poultry is not misbranded and properly labeled. EXEMPT P.L. 90-492.
Small-Scale Poultry Processing

By Anne Fanatico, NCAT Agriculture Specialist
May 2003
Updated by Kevin Ellis, NCAT Agriculture Specialist
August 2017
IP231

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In order to sell poultry meat products, they must be processed in a way that results in a quality and economically viable finished product while taking into account animal welfare and environmental impact. This publication explains the poultry slaughter process step by step and some of the factors that affect final carcass quality. This guide also covers equipment needs, waste product management, and packaging needed to get poultry meat to market.
NCAT/ATTRA offers practical research-based information Publications, Videos, Podcasts, Databases

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Events

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<tr>
<td>Poultry Farmer Workshop</td>
<td>2/22/2019</td>
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<tr>
<td>CA Small Farm Conference: Poultry Processing Workshop</td>
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We Advocate for Your Success

The American Pastured Poultry Producers Association is a membership based organization that provides education, collaboration, and networking opportunities for pastured poultry farmers. Our members cherish transparency, collaboration, and innovation.

JOIN
Welcome to the Niche Meat Processor Assistance Network

NMPAN is a network and info hub for people and organizations who want small meat processors to thrive. We offer tools and information for small processors and the farmers, marketers, and meat buyers who depend on them. Learn more about NMPAN and
On-farm Poultry Meat Processing with USDA Exemption

On this page:

- Overview of USDA Exempt Processing
- Definitions & General Information
- USDA Exempt, CDFA Exempt Facilities
- USDA exempt, CDFA Licensed Facilities
- Tables:
  - Label Requirements for Exempt Processed
  - USDA/CDFA Exempt

Have a question?
Ask the Ag Ombudsman

ATTN Poultry Operators utilizing the USDA exemption:
There is an effort underway to clarify and streamline CDFA’s requirements, if interested, click on the link above and...
Special Thanks

- Kitty Dolcini of Chi’ken City by Kitty for hosting the training at

Resources

Documents for On-Farm Poultry Processing:
- General Regulations
- BMP’s for Composting Processing Waste
- Water/Wastewater BMP’s

Additional Links:
- USDA Ask FSIS – answers to USDA meat-related questions
- USDA Small Plant Help Desk – get answers regarding small-scale meat processing
- Chlorine Dilution Calculator – for solutions to clean surfaces as well as product
- USDA: Controlling Salmonella in Poultry
Poultry break even calculator for small and backyard poultry flocks

Learn how to use a spreadsheet for your backyard, small scale or medium-sized poultry enterprise with a free 60-minute eXtension webinar to be held on Tuesday, December 4, 2012 at 7 PM eastern time. Adam Hady of Wisconsin Extension developed a spreadsheet designed to help poultry producers better understand their costs and calculate a reasonable price for their product. There are separate spreadsheets for meat and egg producers. Copies of the Excel spreadsheet (http://www.ca.uky.edu/smallflocks/Poultry_breakeven_calculatorII.xls) and examples of the breakeven calculator (http://www.ca.uky.edu/smallflocks/Breakeven_Calculator_Examples.docx) are available.
CAFF's mission is to build sustainable food and farming systems through policy advocacy and on-the-ground programs that create more resilient family farms, communities and ecosystems.
Approaches to Poultry Processing

1. **Federal Inspection** (USDA inspected facilities)

2. **State Inspection + Federal Exemption** (limit <100-20,000 birds/year). Contact with/Establish a state-licensed plant with bird-by-bird state inspection. Sell to any customer within California

“Dual Exempt” from Federal and State Inspection:

3. **Custom Exempt Poultry Operation (Registered)** (CDFA reviews operation set-up and procedures on farm)

4. **Direct to Consumer** Farm meet criteria for process on farm; sell products directly to consumers)
Will Pastured Poultry Work as a Business Enterprise on my Farm?

Economics = “Household” Farm Family + Financial

- Revenue > Costs?
- Production Scale
- Systems Design
- Branding messages
- Processing Decisions
- Marketing Matters!
Set Whole Farm-Life Goals; Make Plans; Raise Birds & Keep Production Records; Evaluate Results in Light of Goals; Use Info to Adjust Plans; Repeat!
Thank you for your Participation!
Questions? Need further information?

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1-800-346-9140 English
1-800-411-3222 Bilingual