

Selling Poultry Meat in California



ATTRA
SUSTAINABLE AGRICULTURE

A PROGRAM OF THE NATIONAL CENTER FOR APPROPRIATE TECHNOLOGY

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) + CDFFA Registered
4. USDA Exempt (from Inspection) + CDFFA Exempt 1,000 birds/year, direct to consumer only; family labor or all production sold on-farm

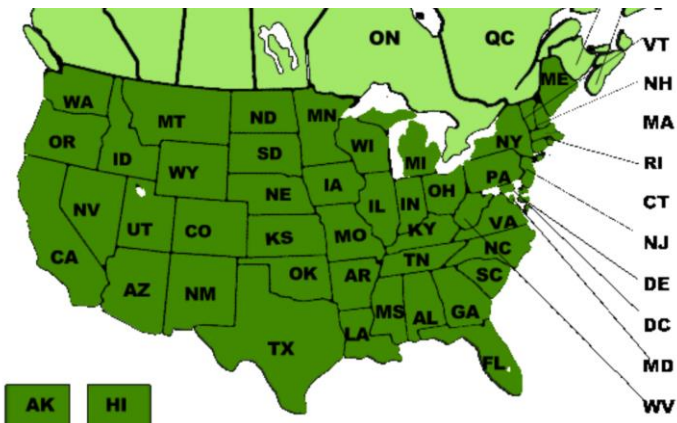


1. Federal Inspection (USDA Plant)

- 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 (53)
- NMPAN State Help: Find a Processor
- Small Farms Center map of Processing Facilities
- NCAT/ATTRA Searchable Database: Small Poultry Processing Plants and Services



info.ucanr.org/smallfarms/index.html

Find Facilities

Welcome Search

Welcome

this facilities finder to search livestock harvesting and meat processing facilities in California. Select a facility from the map or click the search tab to get started!

Map Satellite

San Francisco San Jose

Fresno Bakersfield

Las Vegas

Phoenix

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)



USDA Regulations



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Electronic Code of Federal Regulations

e-CFR data is current as of December 20, 2018

[Title 7](#) → [Subtitle B](#) → [Chapter I](#) → [Subchapter C](#) → [Part 70](#)

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Title 7: Agriculture

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



CDFA Meat, Poultry & Egg Safety Branch




CALIFORNIA DEPARTMENT OF FOOD AND AGRICULTURE
ANIMAL HEALTH & FOOD SAFETY SERVICES DIVISION

Search This Site California

[CDFA Home](#) [AHFSS Home](#) [Licenses/Permits](#) [Animal Health](#) [Food Safety](#) [Livestock](#)

[Entry Requirements](#) [Forms & Publications](#) [Brands, Licenses, Permits & Registrations](#) [Inspections](#)

[CDFA Home](#) > [AHFSS Home](#) > [MPES Branch](#)



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.

RESOURCES

- [Applications & Forms](#)
- [Report Meat, Poultry & Egg Problems](#)
- [Report Rendering Violations](#)
- [CDFA Egg Safety Rule Questions and Answers](#)
- [Industry Inspection Training](#)
- [Sick Bird Hotline](#)
866-922-BIRD (2473)

GUIDELINES

- [Poultry Guidelines](#)
- [Livestock Guidelines](#)
- [Best Manufacturing Practices \(BMP\) Poultry Slaughter](#)
- [CSA Poultry Summary](#)
- [Flowchart for CSA Exempt Poultry](#)
- [Exempt Poultry Questions from CDFA to USDA](#)
- [Good Commercial Practices \(GCP\) for Humane Handling Poultry](#)

INDUSTRY

- [California Association of Meat Processors](#)

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?



COMPOSTING POULTRY WASTE ON THE FARM

Composting is a viable method of managing the solid waste generated by on-farm poultry¹ 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 operations².

[From Cornell Waste Management Institute, "[Natural Rendering: Composting Poultry Mortality](#)" 2008 and University of Georgia Cooperative Extension Bulletin 1266: [Poultry Mortality Composting Management Guide](#), 2015]

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

Regulatory Note:

Marin County Department of Environmental Health is the

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



CSA registration form can be found at.

https://www.cdfa.ca.gov/is/i_&c/pdfs/CSAProducerRegistrationRemittanceForm.pdf

Poultry Slaughter and Marketing Guidelines are available at:

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

For additional inquires 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/>



California Poultry Slaughter and Marketing Guidelines for CSA's and other Poultry producers



Our Purpose

In furtherance of the of the mission of California Department of Food and Agriculture to provide citizens with healthy food supply while promoting California agriculture, and ensuring an equitable and orderly marketplace for agricultural products, this brochure will be helpful to Community Supported Agriculture (CSA) groups who are desirous of operating within the framework of existing County, State and Federal Regulations to market their products directly to consumers being in compliance with FAC 4700, 47060, 47061, 47062(b)(2).

Poultry Guidelines

<https://www.cdfa.ca.gov/ahfss/mnes/pdfs/PoultryGuidelines.pdf>

Exemptions

California Exemptions

• http://leginfo.ca.gov/faces/codes_displayText.xhtml?lawCode=FAC&division=12.&title=&part=1.&chapter=2.&article=3.

Federal Exemptions

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

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

Resources



ATTRA Sustainable Agriculture

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Small-Scale Poultry Processing

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

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.

Contents

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Pre-slaughter	2
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Removal of Head, Oil Glands, and Feet	7
Evisceration	7
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1-800-346-9140 or askanag@ncat.org

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Resources

Events



Events

Event Name	Date
Poultry Farmer Workshop	2/22/2019
CA Small Farm Conference: Poultry Processing Workshop	2/23/2019
Poultry Farmer Workshop: Disease Prevention & Welfare	3/27/2019

American Pastured Poultry Producer's Association

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American Pastured Poultry
Producers Association

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We Advocate for Your Success

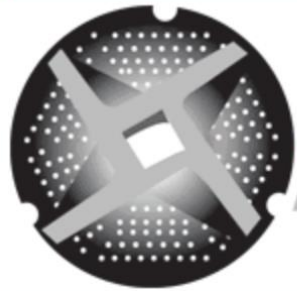
The American Pastured Poultry Producers Association is a membership based organization that provides education, collaboration, and networking opportunities for pastured poultry farmers. Our members cherish transparency, collaboration, and innovation.

[JOIN](#)

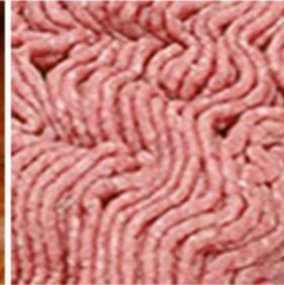
NMPAN

Niche Meat Processor Assistance Network

Helping expand small-scale meat processing



NICHE MEAT PROCESSOR
ASSISTANCE NETWORK



- About NMPAN
- Beginner's Guide to Local Meat Processing
- New Facility or Expansion
- Regulations & Food Safety
- Mobile Slaughter & Processing
- Running Your Facility
- Webinars & Case Studies
- State Help / Find a Processor
- NMPAN Research
- Poultry Specific Resources
- Peer Consulting
- Policy Engagement for Processors

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

[INDEX](#)



UC Cooperative Extension Agriculture Ombudsman

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SITE MAP

Enter Search Terms



On-farm Poultry Meat Processing with USDA Exemption

Welcome

Fact Sheets: Commodity

Eggs

Dairy

Meat

Nursery Products

Poultry Meat

■ Poultry Processing: Plant in a

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*

UC Cooperative Extension Agriculture Ombudsman-Sonoma

growninmarin.org/Resources/GIM_Works



Search



Poultry-slideshow

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](#)

Special Thanks

- [Kitty Dolcini](#) of Chi'ken City by Kitty for hosting the training at

eXtension



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GO

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.

Like 24 Tweet Save G+

Watch

This **60 minute event** took place **7:00 PM, December 4, 2012 EST.**



Watch recording

poultry home flock small flocks

Primary Audience: Not Set

Related Events

CAFF/Farmer's Guild



California Small Farm Conference

Join us February 22-23, 2019 for the 31st annual California Small Farm Conference where farmers, ranchers, and local food advocates gather...

[Read More](#)

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.

[/www.caff.org/#](http://www.caff.org/#)

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?

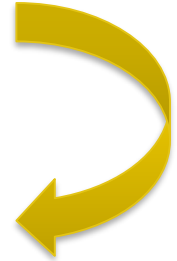
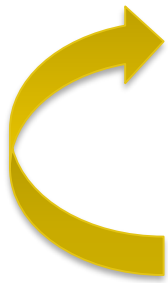
Economics = “Household” Farm Family + Financial

- 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!

Inputs



Products



Thank you for your Participation!
Questions? Need further information?

[Ann Baier](#)

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<https://attra.ncat.org/>



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





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SUSTAINABLE AGRICULTURE

Helping people by championing small-scale, local, and sustainable solutions to reduce poverty, promote healthy communities, and protect natural resources.

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