

Presentation designed for Modoc County Producers

- ▶ Poultry meat producers raise chicken, duck, turkey, quail, & rabbit.
- ▶ Small commercial businesses sell <1000 birds / year
- ▶ With understanding of regulations, would sell more poultry meat. Most understand egg regulations.
- ▶ Modoc Harvest
<https://modocharvestfoodhub.localfoodmarketplace.com/Products> Local food hub sells to restaurants, businesses, people.



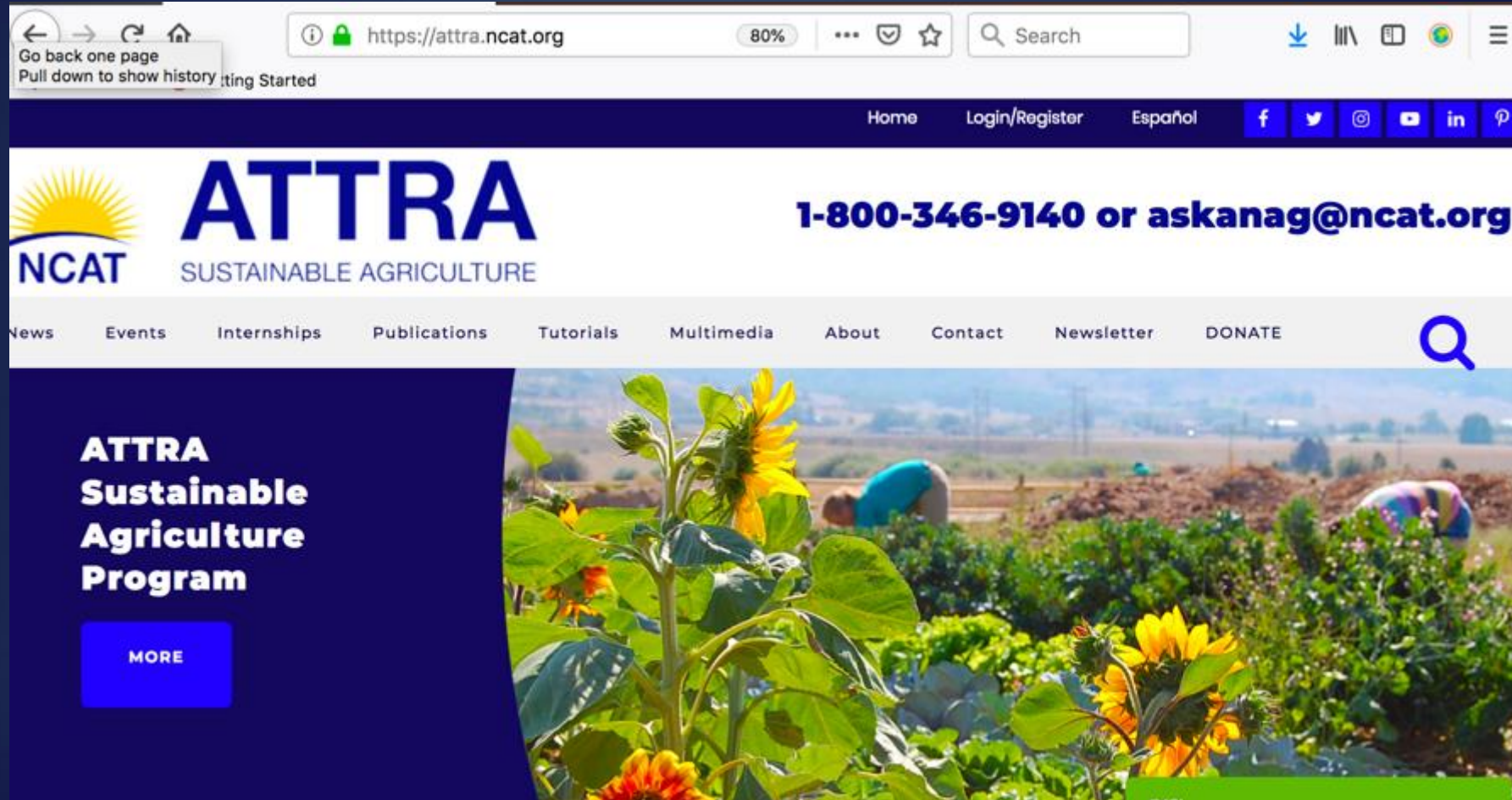


ATTRA
SUSTAINABLE AGRICULTURE

Navigating Direct to Consumer Sales of Poultry Products

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SUSTAINABLE AGRICULTURE SPECIALIST
NATIONAL CENTER FOR APPROPRIATE TECHNOLOGY

National Center for Appropriate Technology (NCAT)



The screenshot shows the ATTRA website interface. At the top, there is a browser address bar with the URL <https://attra.ncat.org> and a search bar. Below the browser bar is a dark blue navigation bar with links for Home, Login/Register, and Español, along with social media icons for Facebook, Twitter, Instagram, YouTube, LinkedIn, and Pinterest. The main header features the ATTRA logo (a sun over a field) and the text "ATTRA SUSTAINABLE AGRICULTURE" on the left, and the phone number "1-800-346-9140" and email "askanag@ncat.org" on the right. Below the header is a light gray navigation menu with links for News, Events, Internships, Publications, Tutorials, Multimedia, About, Contact, Newsletter, and DONATE, followed by a magnifying glass search icon. The main content area is split into two sections: on the left, a dark blue box with the text "ATTRA Sustainable Agriculture Program" and a blue "MORE" button; on the right, a large photograph of a sunflower field with people working in the background.



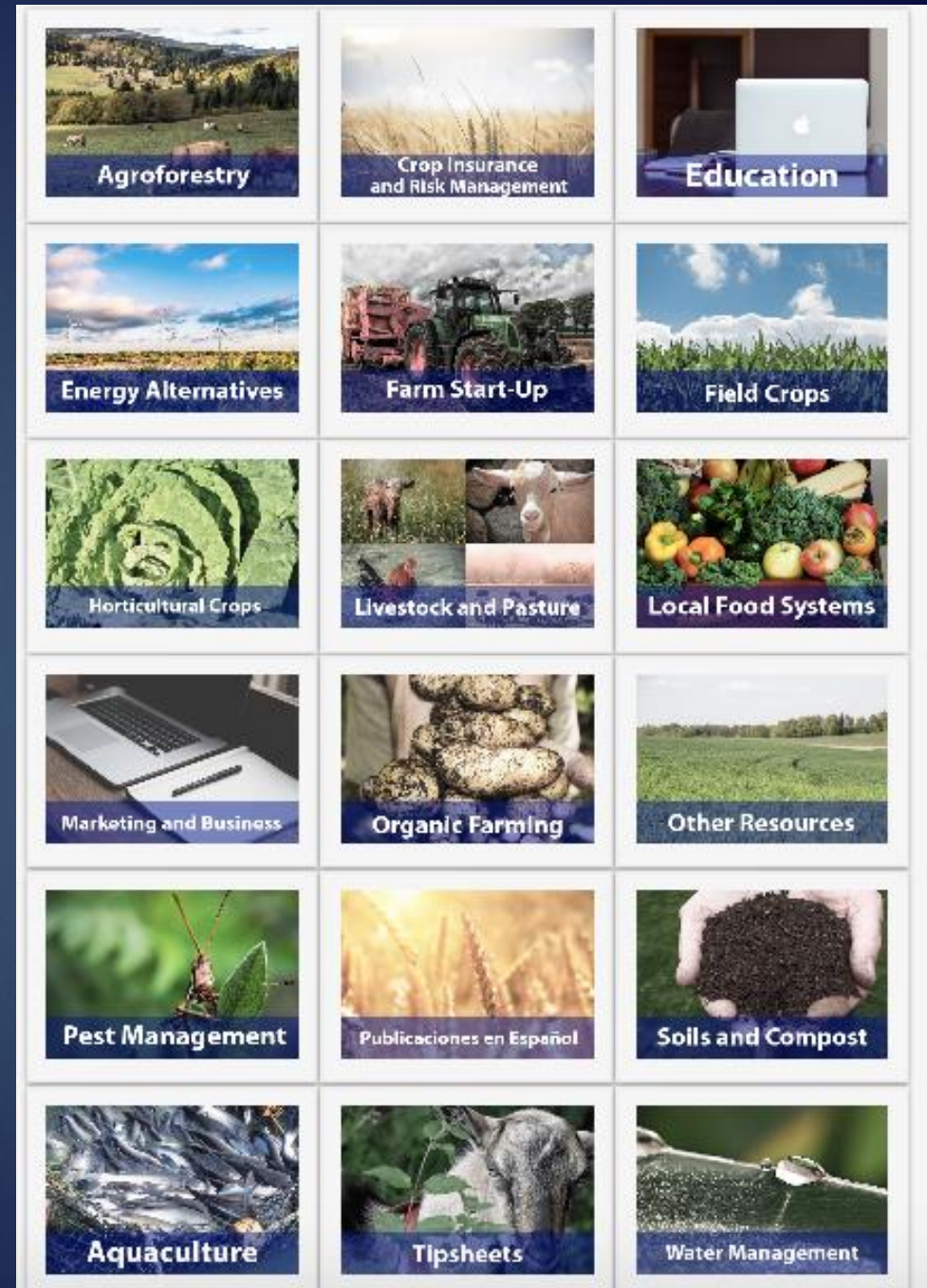
NCAT / ATTRA

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

Ann Baier annb@ncat.org

Information & Technical Assistance
for Farmers, Ranchers and other
Agriculture Professionals

- ▶ Publications
- ▶ Webinars
- ▶ Videos
- ▶ Podcasts
- ▶ Tutorials
- ▶ Databases

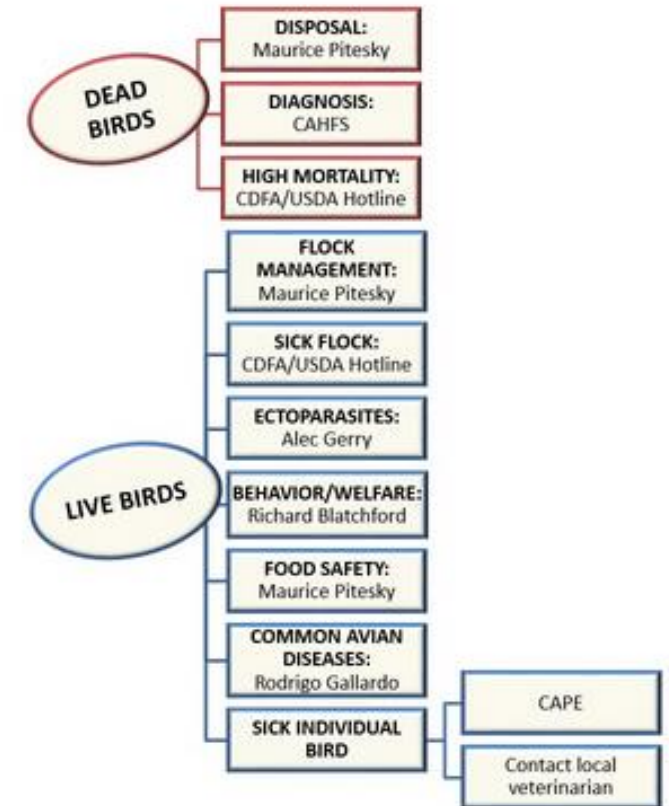


Google "UC Davis Poultry" UC Cooperative Extension



Who to Contact in Case of Poultry Issues:

(See below flowchart for contact information.)



CAHFS:
530-752-7578
California Animal Health & Food Safety Laboratory System
[CAHFS website](#)

CDFA and USDA Sick Bird Hotline:
1-866-922-2473

California Department of Food and Agriculture
[CDFA website](#)

American Pastured Poultry Producer's Association



Media | Contact | Advertise | Donate | 888-662-7772

 **APPPA**
American Pastured Poultry
Producers Association

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Pastured Poultry: Better Way Forward

**FRESH
PASTURE
DAILY**



We Advocate for Your Success

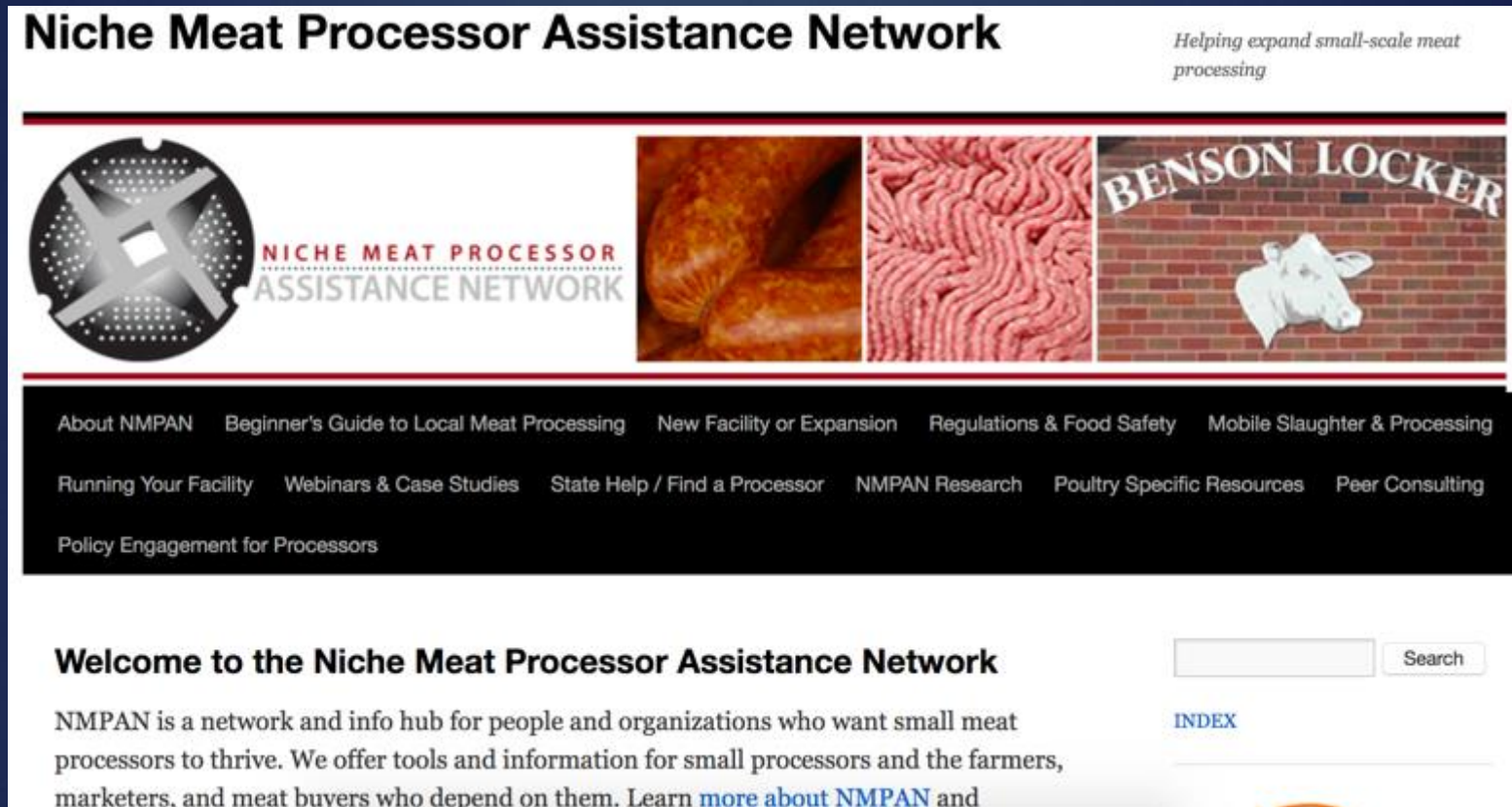
The American Pastured Poultry Producers Association is a membership based organization that provides education, collaboration, and networking opportunities for pastured poultry farmers. Our members cherish transparency, collaboration, and innovation.

[JOIN](#)

NMPAN

<https://www.nichemeatprocessing.org/>

Subscribe to the listserv!



The screenshot shows the homepage of the Niche Meat Processor Assistance Network (NMPAN). At the top, the title "Niche Meat Processor Assistance Network" is displayed in bold black text, with the tagline "Helping expand small-scale meat processing" to its right. Below the title is a horizontal banner featuring three images: a circular logo with a grid pattern, a close-up of meat being processed, and a sign for "BENSON LOCKER" above a pig's head. Underneath the banner is a dark navigation bar with white text listing various resources: "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", and "Policy Engagement for Processors". Below the navigation bar, the main content area begins with the heading "Welcome to the Niche Meat Processor Assistance Network". To the right of this heading is a search bar with a "Search" button. Below the search bar is a blue link labeled "INDEX". The main text below the heading reads: "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

- <http://www.nichemeatprocessing.org/poultry-specific-resources>
- A Best Practices Guide to Open Air Poultry Slaughter
<https://extension.oregonstate.edu/animals-livestock/poultry-rabbits/best-practices-guide-open-air-poultry-slaughter>
- Webinars...archives and current offerings

Food Animal Concerns Trust

FACT
Food Animal Concerns Trust

HOME OUR WORK ABOUT FACT FOR FARMERS FOR CONSUMERS GET INVOLVED **DONATE NOW**

www.foodanimalconcernstrust.org

Our Work
FACT & COVID-19
HUMANE FARMING PROGRAM
FOOD SAFETY PROGRAM
MEDIA AND PRESS

Our Humane Farming Program partners with and invests in family farmers seeking to raise their animals humanely by providing them with grants, mentorship, scholarships, and webinars.

For Farmers
FARMER SERVICES
COVID-19 RESOURCES
WEBINARS
GRANTS
PAST GRANT PROJECTS
MENTORSHIP
SCHOLARSHIPS
LIVESTOCK GUARDIAN ANIMALS
ADDITIONAL RESOURCES

Livestock Guardian Dog Project

FREE WEBINARS

During 2018 and 2019, FACT offered a series of webinars on livestock guardian animals and predator protection. Our presenter, **Jan Dohner**, is an author and researcher, who lives on her small family farm in Michigan. Jan has over 40 years of hands on experience using livestock guardians for predator control. She is the author of *Livestock Guardians: Using Dogs, Donkeys and Llamas to Protect Your Herd* and *The Encyclopedia of Animal Predators*.

Visit our main **Webinar Page** for our full roster of upcoming and previously recorded sessions.

Part 1: Livestock Guardian Animal Overview: Llamas, Donkeys and Dogs
Watch Recording or Download Slides

Part 2: A Deeper Dive into Livestock Guardian Dogs - Watch Recording or Download Slides

Part 3: Troubleshooting Livestock Guardian Dog Behaviors - Watch Recording or Download Slides

Predator Protection for Poultry - Watch Recording or Download Slides

Predator Protection for Livestock - Watch Recording or Download Slides

Services for Farmers

FACT offers welfare-oriented livestock and poultry farmers a suite of services that are designed to support, empower, and expand humane farming practices. We seek to address some common obstacles facing farmers by providing **grants, scholarships, free webinars**, and an online community to **connect with other farmers**. We welcome partnering with you to improve the welfare of food producing animals, while learning from and sharing your expertise.

Foothill UC Cooperative Extension

9

UC University of California Cooperative Extension
CE Foothill Farming

Home New Farmers Training Farm Business Livestock Crops Resources Publications Videos Blog About Us UCCE Home

Pasture-Based Poultry

Poultry can be a great enterprise to add into a diverse farm operation and, if managed well, can be a great farm focus. The following pages review some of the basic information necessary for producing and marketing poultry and poultry products.

Virulent Newcastle Disease (vND) has been confirmed in a backyard flock in Alameda County! To report an unusual number of sick or dead birds, call the **Sick Bird Hotline** at **(866) 922-2473**. If you suspect that your own birds may have vND, do *NOT* submit the birds directly to CAHFS. Call the **Sick Bird Hotline** at **(866) 922-2473**, where staff can assess vND risk and ensure that the correct samples are collected for diagnosis.

To minimize risk to your birds, follow [CDFA's biosecurity guidelines](#).

[Broiler Chicken Production](#)

[Egg Layer Production](#)

[Turkeys and Ducks](#)

[CDFA Poultry Processing Guidelines \(PDF\)](#)

[UC Davis Pastured Poultry Farm Webpage](#)

[UCCE Poultry Extension Webpage](#)

Mobile Poultry Processor

We are excited to have our own Mobile Poultry Processing unit here in the Sierra Nevada foothills!



And the mobile poultry processor is managed by Nevada County grown and available to rent. Here's a [slide show](#) of the processing unit. For more details [click here](#) or send an email to poultry@nevadacountygrown.org.

[Mobile Poultry Processor Training Videos](#)

► Dan Macon, Economist

► [https://ucanr.edu/sites/placernevadasmallfarms/Livestock/Poultry - updated/](https://ucanr.edu/sites/placernevadasmallfarms/Livestock/Poultry_-_updated/)

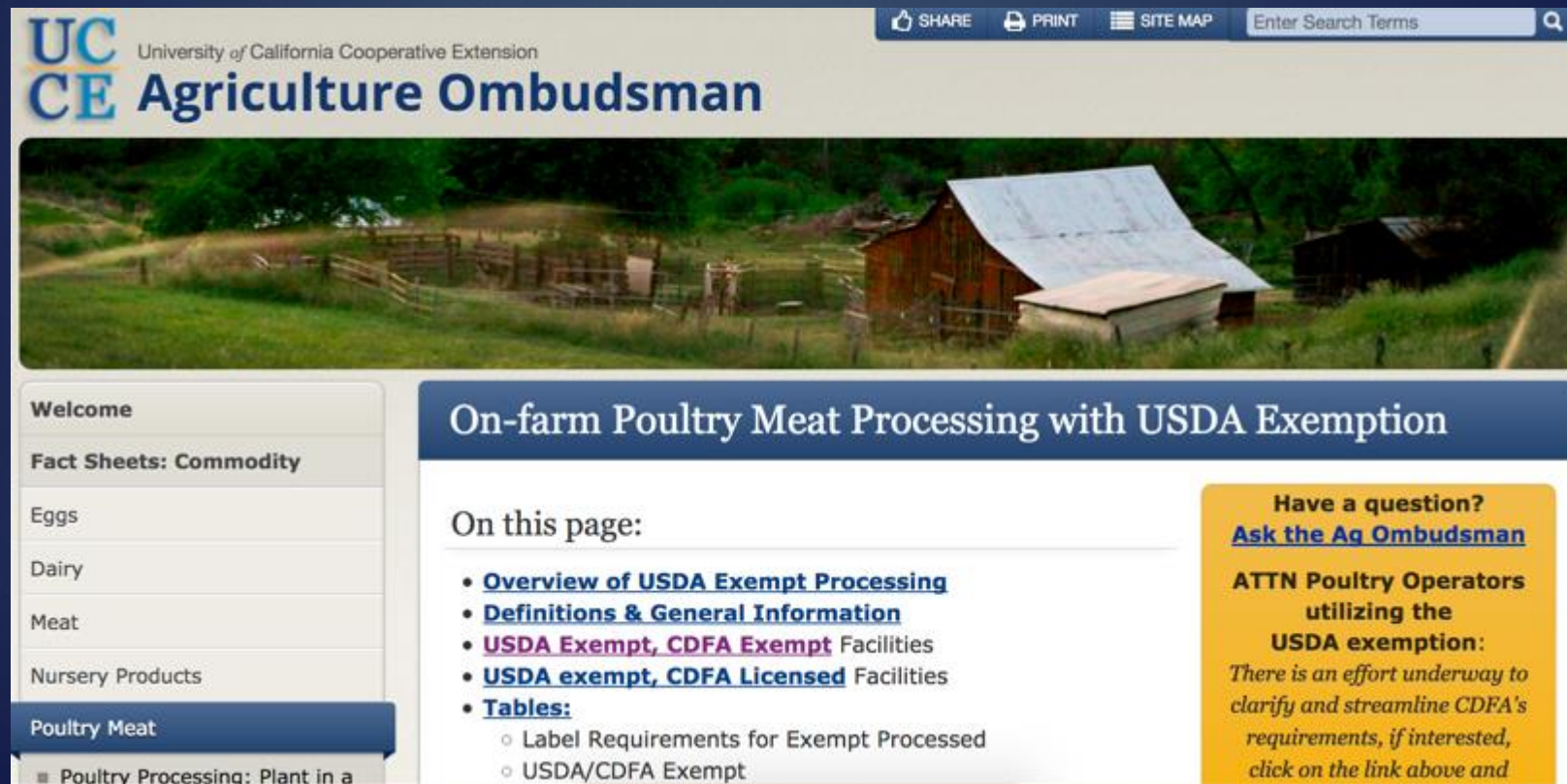
► Pasture Based Chicken

https://ucanr.edu/sites/placernevadasmallfarms/Livestock/Poultry_-_updated/Pasture-Based_Broiler_Chicken_Production/

UCCE Agriculture Ombudsman Sonoma

Sonoma: <https://ucanr.edu/sites/CEsonomaAgOmbuds/>

Marin: http://growninmarin.org/For_Farmers_and_Ranchers/Poultry_and_Eggs/



The screenshot shows the UCCE Agriculture Ombudsman website. At the top left is the UCCE logo and the text "University of California Cooperative Extension Agriculture Ombudsman". To the right are links for "SHARE", "PRINT", "SITE MAP", and a search bar with the placeholder "Enter Search Terms". Below the header is a large photograph of a rural farm scene with a wooden barn and a field. On the left side, there is a vertical navigation menu with the following items: "Welcome", "Fact Sheets: Commodity", "Eggs", "Dairy", "Meat", "Nursery Products", "Poultry Meat" (which is highlighted in blue), and "Poultry Processing: Plant in a". The main content area has a blue header that reads "On-farm Poultry Meat Processing with USDA Exemption". Below this header, the text "On this page:" is followed by a list of links: "Overview of USDA Exempt Processing", "Definitions & General Information", "USDA Exempt, CDFA Exempt Facilities", "USDA exempt, CDFA Licensed Facilities", and "Tables:". The "Tables:" link has two sub-links: "Label Requirements for Exempt Processed" and "USDA/CDFA Exempt". To the right of the main content area is a yellow callout box with the text: "Have a question? Ask the Ag Ombudsman", "ATTN Poultry Operators utilizing the USDA exemption:", and "There is an effort underway to clarify and streamline CDFA's requirements, if interested, click on the link above and".

UCCE Ombudsman Marin County

http://growninmarin.org/For_Farmers_and_Ranchers/Poultry_and_Eggs/On-Farm_Poultry_Processing/

UCCE Grown in Marin

Home For Farmers & Ranchers For Educators & the Public Find Marin Ag Products More

On-Farm Poultry Processing

The lack of inspected poultry processing plants in California has created interest among small scale producers for on-farm processing of broilers for sale. This page addresses the regulations, food safety and logistical considerations of building an on-farm poultry processing enterprise.

Business Model

- Economics of On-Farm vs. Inspected Processing: One Small California Farm - UCCE Marin
- Q&A with an On-Farm Poultry Processor - UCCE Marin
- Economic Feasibility Study - Mobile Processing Units for Small Scale Pasture Poultry Farmers
- SARE: Profitable Poultry - Raising Birds on Pasture
- NCAT-ATTRA: Poultry Entrepreneurship Resources
- NCAT-ATTRA: Growing Your Range Poultry Business: An Entrepreneur's Toolbox

Regulations

- UCCE Marin Workshop: Poultry Processing for Commercial Sale - 8/22/17

ON-FARM 200 birds @ 1 week Farmers Market sales ONLY			INSPECTED 200 birds @ 1 week Farmers Market sales ONLY			
slaughter + process			slaughter only	slaughter + process		
Whole birds	Parts	Hybrid (33% whole, 66% parts)	Whole	Whole	Parts	Hybrid (33% whole, 66% parts)
Bird Costs \$3,247	Bird Costs \$3,247	Bird Costs \$3,247	Bird Costs \$3,247	Bird Costs \$3,247	Bird Costs \$3,247	Bird Costs \$3,247
Processing Costs \$418	Processing Costs \$560	Processing Costs \$507	Processing Costs \$1,218	Processing Costs \$1,256	Processing Costs \$1,398	Processing Costs \$1,337
Sales Costs \$200	Sales Costs \$200	Sales Costs \$200	Sales Costs \$200	Sales Costs \$200	Sales Costs \$200	Sales Costs \$200
Revenue \$5,250	Revenue \$6,900	Revenue \$6,287	Revenue \$5,250	Revenue \$5,250	Revenue \$6,900	Revenue \$6,287
NET: \$1,385	NET: \$2,893	NET: \$2,332	NET: \$585	NET: \$547	NET: \$2,055	NET: \$1,502
Facility costs \$68,000	Facility costs \$68,000	Facility costs \$68,000	Facility Costs (rental) \$1,029	Facility Costs (rental) \$3,864	Facility Costs (rental) \$3,864	Facility Costs (rental) \$3,864
			Facility Costs (owned) \$6,000	Facility Costs (owned) \$63,507	Facility Costs (owned) \$63,507	Facility Costs (owned) \$63,507
			Van/trailer \$77,000	Van/trailer \$77,000	Van/trailer \$77,000	Van/trailer \$77,000

https://ucanr.edu/sites/Grown_in_Marin/files/331461.pdf

UC Cooperative Extension Marin County

http://growninmarin.org/For_Farmers_and_Ranchers/Poultry_and_Eggs/



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 enforcement agency (EPA) for



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](#)

Processing Poultry Meat for Sale in California

Approaches and Best Practices

LEGAL

SANITARY

HUMANE

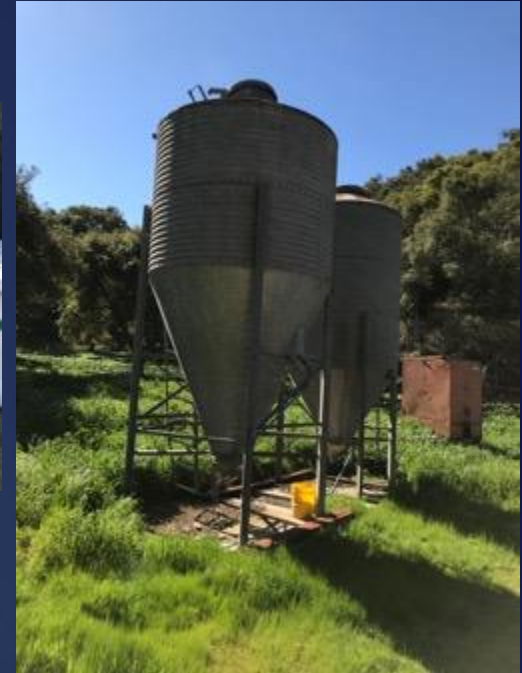
PRACTICAL

VIABLE

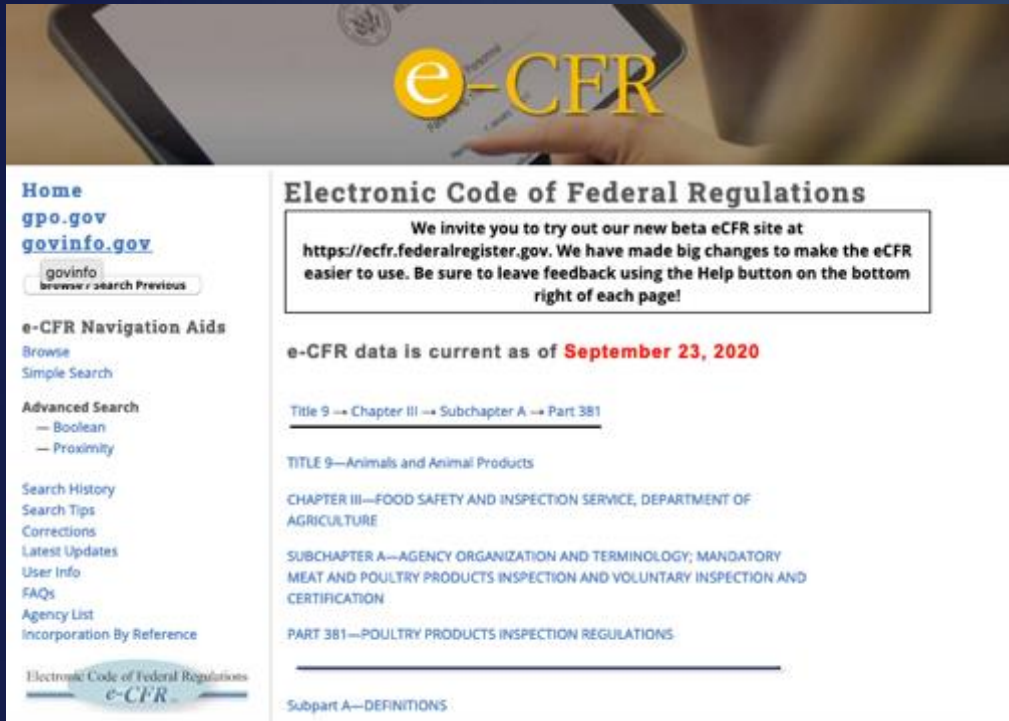


Poultry Production Marketing Decisions

- ▶ Species
- ▶ Location
- ▶ Production Volume
- ▶ Customers / Marketing
- ▶ Land: Production System
- ▶ Labor: Family or Employees
- ▶ Capital: Invest in Infrastructure and Equipment

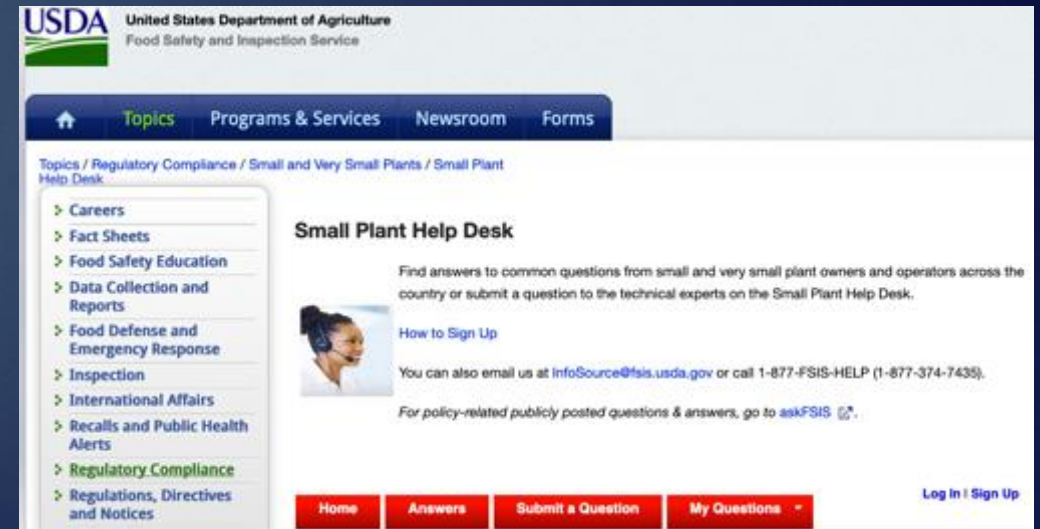


Poultry Products Inspection Act (PPIA)



Small Plant Help Desk
InfoSource@fsis.usda.gov
or call 1-877-FSIS-HELP
(1-877-374-7435)

Read the regulations directly:
<https://www.ecfr.gov/cgi-bin/ECFR?page=browse>



Approaches to Processing Poultry for Sale in California

Products from an “**Approved Source**”

1. **USDA Inspected:** No limits on Customers or Number of Birds
2. **CDFA Licensed + USDA Exemption** <1000 -20,000 birds/year depending on exemption. Sell to any customer within California.

Products NOT from an “Approved Source” when Exempt from both USDA and CDFA Inspection. Direct to Consumer Sales Only
Process own healthy birds; Sanitary conditions; Label “Exempt PL 90-492”

3a. Custom Exempt Poultry Operation (Registered) CDFA reviews operation set-up & procedures 1-4x/year, <1000-20,000 birds/year

3b. Not Registered, “Dual Exempt” <1000 birds/year

1. USDA Inspection

- ▶ Daily (bird-by-bird) USDA inspection
- ▶ No limit on # birds processed or customer
- ▶ Labeling “USDA inspected and passed”
- ▶ May sell Intra- or Interstate commerce
- ▶ Poultry or “amenable species” defined by USDA includes “any domesticated bird (chickens, turkeys, ducks, geese, guineas, ratites, or squabs aka pigeons”
- ▶ Non-amenable species include domestic rabbits, pheasant, quail, and captive raised waterfowl are exempt from USDA inspection requirements. If processed in a USDA plant, voluntary inspection is paid for by the producer.

USDA Grades and Standards
<https://www.ams.usda.gov/grades-standards/eggs>
and
<https://www.ams.usda.gov/grades-standards/poultry>
See also: electronic Code of Federal Regulations (eCFR) for:
7 CFR Part 70 - Voluntary Grading Of Poultry Products And Rabbit Products



The screenshot shows the USDA website's 'Grades and Standards' page. The header includes the USDA logo and navigation links. The main content area features a sidebar with categories like Beef, Cotton, Dairy, Eggs, Fish & Seafood, etc. The 'Eggs' category is highlighted, showing a sub-section for 'Regulations for Voluntary Grading of Shell Eggs' and 'Regulations for Inspection of Eggs (Egg Products Inspection Act)'. A small image of a carton of eggs is visible next to the text.

Find a USDA Processing Plant

- ▶ USDA: Meat, Poultry & Egg Product Inspection Directory

<https://www.fsis.usda.gov/wps/portal/fsis/topics/inspection/mpi-directory>

- ▶ NMPAN State Help: Find a Processor (fee for service)

<https://www.nichemeatprocessing.org/usda-inspected-fee-for-service-poultry-processors/>

- ▶ NCAT/ATTRA Searchable Database: Small Poultry Processing Plants and Services

https://attra.ncat.org/attra-pub/poultry_processors/

- ▶ Talk to farmers through these networks:

- APPPA <https://apppa.org/>

- NMPAN <https://www.nichemeatprocessing.org/>



Steps to Process in an USDA Plant

- ▶ Contact USDA plants that do fee-for-service processing
- ▶ Understand terms: type of processing, packaging, # birds, cost.
- ▶ See NCAT's publication *Working with your Meat Processor*

Grimaud Farms	1320 Aurora St., Stockton, CA 95206	California	209-466-3200
New American Poultry	8612 Younger Creek Dr., Sacramento, CA 95828	California	916-441-1466
Squab Producers	409 Primo Way, Modesto, CA 95358	California	209-537-4744

- ▶ Obtain appropriate transport crates, vehicles & equipment
- ▶ Make an appointment to process amenable species birds
- ▶ Deliver birds on time! Wait to pick them up
- ▶ Sell poultry; no limits on quantity, customer, or location.

Exemption from USDA Inspection

1. Slaughter only healthy birds
2. Utilize sanitary processing practices to produce a wholesome product that is sound, clean, & fit for human consumption (not adulterated)
3. Use appropriate labeling, i.e. “Exempt P.L. 90-492”
 - ▶ Qualify for exemption from federal inspection
 - ▶ Comply with all other applicable parts of PPIA & other federal, state and local regulations
 - ▶ Operate under one exemption per calendar year
 - ▶ Sell poultry products where produced (not interstate)

USDA Inspection Exemptions

- ▶ 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 (meals/processing)
- ▶ Small Enterprise –20,000 Limit (no processing)
- ▶ Retail (Store/Dealer/Restaurant) No number limit, several criteria restrict sales (previously inspected).
- ▶ Religious Dietary Law (CFR 381.11)

2. CDFA Licensed Plant

- ▶ Meet criteria for a USDA inspection exemption
- ▶ Limitations per USDA <1000 or < 20K birds/year
- ▶ California specifies no limit on # birds (or rabbits)
- ▶ Sell to any customer within California
- ▶ Exempt product may not enter interstate commerce.

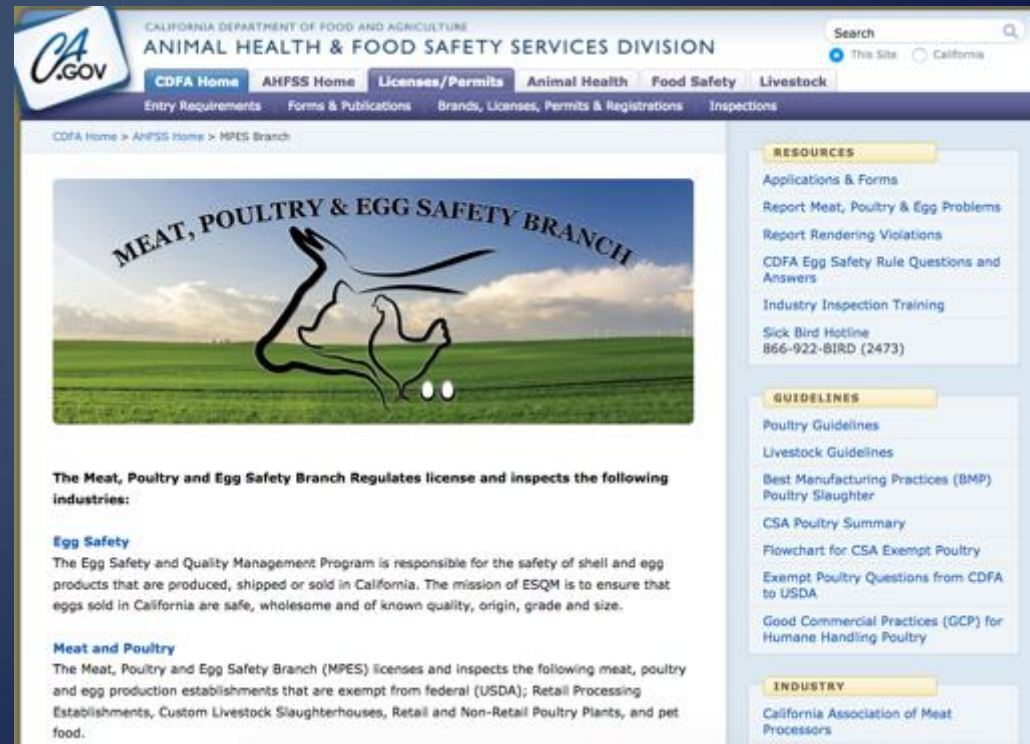
Q: Is there a state-licensed plant that will process birds on a fee-for-service basis for independent producers?

CDFA

California Department of Food & Agriculture Meat and Poultry and Egg Safety Branch

▶ 916-900-5004

▶ Poultry Guidelines
<https://www.cdfa.ca.gov/ahfss/MPES/>



The screenshot shows the website for the California Department of Food and Agriculture (CDFA), specifically the Animal Health & Food Safety Services Division. The page is titled "MEAT, POULTRY & EGG SAFETY BRANCH" and features a banner image of a chicken and eggs in a field. The page content includes a navigation menu, a search bar, and several sections: "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), and "INDUSTRY" (California Association of Meat Processors). The page also includes a "The Meat, Poultry and Egg Safety Branch Regulates license and inspects the following industries:" section with sub-sections for "Egg Safety" and "Meat and Poultry".

Steps to Establish a CDFA Licensed Plant

Go to CDFA Forms and Applications:

http://www.cdfa.ca.gov/ahfss/mpes/MPES_Forms_Applications

- ▶ Procedures for Obtaining State Meat or Poultry Inspection.
10 steps include zoning, environmental healthy, survey, construction plans, formulation & label, SSOP,...
- Application to Operate a Poultry Plant (\$500/year to start)
- Poultry Meat Inspector License application (\$100)
 - Process an unlimited number of birds (or rabbits);
 - Sell to any customer within California.

Exemption to CDFA Licensing / Inspection

California Exemptions from Inspection

Food and Agriculture Code 25703 and 25024 (paraphrased)

- ▶ Poultry meat from birds raised where slaughtered, with labor by producer and immediate family only (no employees), may be sold at retail either on-farm, or off-farm direct to consumers at their homes or in a farmers' market.
- ▶ The entire poultry meat output of birds the farm raises, slaughters and dresses, is sold on-farm for purposes other than resale.

3a&b. Exemption from USDA and CDFA

Poultry NOT considered to be from an “Approved Source”

USDA Exemption (healthy, sanitary, properly labeled)

CDFA Exemption (own production, direct to consumer)

3a. CDFA Registered Custom Exempt Poultry Facility

- ▶ Process on-farm or other facility
- ▶ > 1000 birds/year must register
- ▶ Number of birds depends on exemption <1000 or <20,000
- ▶ CDFA Inspects facility and operating procedures 1-4x/year

3b. Not Registered

- ▶ < 1000 birds/year
- ▶ Sales direct to consumer, family labor only
- ▶ Entire production sold on farm, employees ok
- ▶ Any poultry operation may be inspected by CDFA

3a. Registered Custom Exempt

- ▶ Qualify for exemptions from USDA and CDFA inspection
- ▶ Register with CDFA, set up processing facility, write HACCP Plan (Sanitation and other Standard Operating Procedures)
- ▶ Inspection / review of facility and procedures, recordkeeping, sanitation, solid waste/water management
- ▶ Process up to 20,000 birds per year for direct sale to consumers, and keep records as required by exemptions
- ▶ Clean, manage waste water, arrange for rendering or composting of offal according to guidelines

3b. Steps for On-farm Processing Exempt from Federal & State Inspection

- ▶ Meet all criteria for USDA and CDFA inspection exemptions
- ▶ Set up a processing facility, and SSOPs
- ▶ Process healthy birds under sanitary conditions
- ▶ Sell up to 1000 birds/year direct to consumers
 - On- or off-farm at retail if you use only with family labor
 - Entire production from the farm (not for resale) with employees
- ▶ Clean up. Arrange for rendering or composting of offal, waste water management



Practical Guidance On-Farm Processing

ATTRA Sustainable Agriculture
NCAT A program of the National Center for Appropriate Technology • 1-800-346-9140 • www.attra.ncat.org

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.




Photo: NCAT

Contents

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- Immobilizing, Killing, and Bleeding.....3
- Feather Removal.....4
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OSU Oregon State University Extension and Engagement | Extension Service

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Catalog » A Best-Practices Guide to Open-Air Poultry Slaughter

A Best-Practices Guide to Open-Air Poultry Slaughter

Lauren Gwin | Rebecca Thistlethwaite
EM 9273 Published January 2020

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Small-scale producers in Oregon who want to process and sell poultry have the option of slaughtering their birds in an open-air setting if they meet certain conditions. The Oregon Department of Agriculture's Farm Direct Poultry Law stipulates that:

- › The farmer processes no more than 1,000 birds per year.
- › The birds were raised by the farmer.
- › The processed birds are sold direct to household consumers at the farm itself.



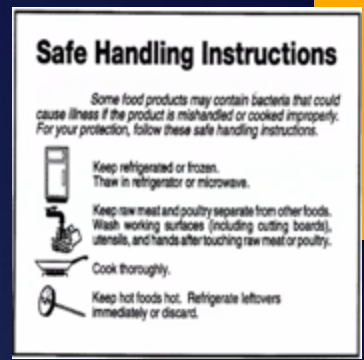
Farms that qualify to raise, process and sell poultry under

▶ **Video: Best Practices in On-Farm Poultry Processing:** Amanda Carter, Dirigo Food Safety and NC Choices

<https://www.youtube.com/watch?v=9f10PTG3WlQ>

Poultry Labeling

All poultry labels must include safe handling instructions



1. USDA-
inspected



2. CDFA MPI-inspected:
**INSPECTED FOR
WHOLESOMENESS**

UNDER SUPERVISION
CALIFORNIA DEPT.
OF FOOD and
AGRICULTURE
PLANT NO. ____

“Exempt PL 90-492”

Any product not
inspected by USDA
may bear:

“Exempt PL 90-492”

3a. Required for CDFA
Registered Custom
Exempt

3b. Recommended for
USDA & CDFA
Exempt

Approaches to Processing Poultry for Sale in California

“Approved Source”

1. USDA Inspected

No limits on Customers or
Number of Birds sold or Location
Interstate Commerce ok

2. CDFA Licensed + USDA Exemption

<1000 -20,000 birds/year,
depending on exemption.

Sell to any customer within
California (not interstate)

NOT from an “Approved Source”

Meet USDA & CDFA Exemptions

Direct to Consumer Sales only

Process own healthy birds

Sanitary conditions

Label “Exempt PL 90-492”

3a. CDFA Registered Custom Exempt Poultry Operation

CDFA reviews operation 1-4x/year

<1000-20,000 birds/year

3b. Not Registered

<1000 birds/year

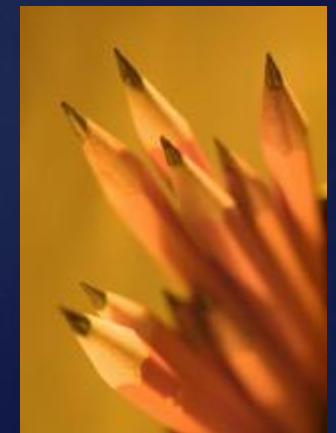
Pricing for Profit

Enterprise Budgets and Profitability Calculators

Ensure pricing covers all expenses; Compare Approaches

Item	Quantity Per Chicken	Unit	Price or Cost/unit	Total Value of Cost	Value or Cost/Chicken	Value or Cost/Lb
Example Break-Even Enterprise Budget for Pastured Broilers						
Inputs:				\$ 2,571.23	\$ 27.07	\$ 6.77
Slaughter Chickens	100	h	\$ 6.77	\$ 2,571.23	\$ 27.07	\$ 6.77
Operating Costs:						
Chicks	1.00	chick	\$ 1.80	\$ 180.00	\$ 1.89	\$ 0.47
Shipping on chicks	1.00	chick	\$ 0.27	\$ 27.00	\$ 0.28	\$ 0.07
Feed- Starter, lb	2.23	chick	\$ 0.54	\$ 1.31	\$ 1.15	\$ 0.29
Feed- Grower, lb	17.17	chick	\$ 0.51	\$ 75.32	\$ 8.68	\$ 2.17
Chick and hen grk, lb	3.58	chick	\$ 0.23	\$ 54.95	\$ 0.58	\$ 0.14
General Labor (hours per bird)	6.50	hour	\$ 11.80	\$ 750.00	\$ 7.89	\$ 1.97
Slaughter Charge	1.00	chick	\$ 3.50	\$ 352.50	\$ 3.50	\$ 0.88
Supplies (bags, ties, cleaning supplies)	1.00	batch	\$ 50.00	\$ 50.00	\$ 0.53	\$ 0.13
Hedging for brooders	1.00	batch	\$ 20.00	\$ 20.00	\$ 0.21	\$ 0.05
Litter	1.00	batch	\$ 40.00	\$ 40.00	\$ 0.42	\$ 0.11
Total Operating Costs				\$ 1,531.08	\$ 25.13	\$ 6.28
Net Returns Above Variable Costs				\$ 1,040.14	\$ 1.93	\$ 0.48
Fixed Costs:						
Depreciation on brooders, feeders, waterers				\$ 47.00	\$ 0.49	\$ 0.12
Chick on pasture depreciation				\$ 58.52	\$ 0.62	\$ 0.15
Interest on brooders, feeders, waterers				\$ 24.30	\$ 0.30	\$ 0.07
Chicken tractor interest				\$ 9.68	\$ 0.10	\$ 0.03
Pasture	0.200	acre	\$ 200.00	\$ 40.00	\$ 0.42	\$ 0.11
Total Costs (Operating and Fixed)				\$ 1,714.58	\$ 27.07	\$ 6.77
Net Returns Above Total Costs				\$856.65	\$0.00	\$0.00

Expense	Amount	Unit	Price	Unit	Dollars/bird	Dollars total
SIMPLE Breakeven Calculator Poultry						
by Adam Hady - Richland County UWEX						
Expenses						
Purchase cost	price per bird	# birds			Dollars	
Chick posthatching cost	\$0.00	0			\$0.00	
Shipping Cost	#DIV/0!	\$0.00			\$0.00	
Arrival cost	#DIV/0!				\$0.00	
Feed cost						
Starter	0.00	lbs	\$0.00	Scwt	\$0.00	\$0.00
Grower/Finisher	0.00	lbs	\$0.00	Scwt	\$0.00	\$0.00
Pasture	#DIV/0!	1	\$0.00	Scwt	#DIV/0!	#DIV/0!
Mixing/milling cost		lbs	\$0.00	Scwt	\$0.00	\$0.00
Total feed cost					#DIV/0!	#DIV/0!
Bed costs						
death loss	0%	# of Units	Price loss			
bedding	#DIV/0!	0	\$0.00		#DIV/0!	\$0.00
Medication					#DIV/0!	\$0.00
other supply cost					#DIV/0!	\$0.00
fuel transportation					#DIV/0!	\$0.00
electrical cost					#DIV/0!	\$0.00
processing cost					\$0.00	\$0.00
Total Bed cost					#DIV/0!	\$0.00
Fixed Cost						
Annual building cost					#DIV/0!	\$0.00
Annual equipment cost					#DIV/0!	\$0.00
Total Fixed Cost					#DIV/0!	0
Estimated Labor	#DIV/0!	min/day	Wage	Days	#DIV/0!	\$0.00
Total Cost						
					#DIV/0!	#DIV/0!
Estimated Live wt of the Bird (lbs)						
					lb	bird
Break even Sale price!						
					#DIV/0!	#DIV/0!
Income						
Birds Sold	0	per bird				
Asking Price	\$0.00	\$0.00				
Gross Income	\$0.00	\$0.00				
Net Profit	#DIV/0!	#DIV/0!				



Recordkeeping

▶ Data Collection for Small-Scale Poultry Farms

▶ https://ucanr.edu/sites/poultry/Resources_335/Production/type/micro/Data_Collection/

HOW TO: Google Forms

Introduction

Google Forms is a free and easy way to collect data about your flock and farm. Instead of multiple paper sheets of farm data, anyone with the Form link can fill out information about flock counts, mortalities, or pasture health from their smartphone or computer. Data is automatically uploaded to a spreadsheet in Google Drive, and is easy to manipulate and share. Below, we have the steps to setting up your own Google Form for farm data collection, as well as ideas about what data you might collect on a daily or weekly basis. (For further information about setting up a Google Form, see this website: <https://support.google.com/docs/answer/87809?hl=en>)

Google Form Templates

Below are examples (please do **not** fill out these forms. These are purely examples):

- [Brooding Data Log](#)
- [Hen Data Log](#)
- [Egg Data Log](#)

To get a copy of the form(s) to use as **customizable template(s)**, please email Myrna Cadena at mmcadena@ucdavis.edu. Instructions on how to start a new Google Form are available [here](#) as well.



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- Fruits
- Goat
- Grain



Eggs

[Regulations for Voluntary Grading of Shell Eggs](#)

[Regulations for Inspection of Eggs \(Egg Products Inspection Act\)](#)



Institutional Meat Purchase Specifications

Federal & State Egg Handlers Registration Requirements

- ▶ Federal: USDA & FDA Flocks > 3000 birds must register, Se test
- ▶ State: CDFA: Anyone who produces, sells, or handles shell eggs in California must register as an Egg Handler
 - Costs: Registration \$75/year + Mill Fees: \$0.15/30 dozen
- ▶ Eggs from flock of < 500 hens, sold to household consumers on the premises where produced, exempt from Mill fees
- ▶ Follow any other applicable State and Local regulations, such as state departments of food and agriculture, Retail Food Code, Egg Safety and Quality Management Program, County Environmental Health, Farmer's Markets

Gathering Eggs – Keep them Clean



Roll-out nest boxes

Baskets or Flats & Crates



Gather early & often
No old or floor eggs



Small-Scale Egg Handling

- Pack dry eggs
- Pointy end down
- Looks better
- Eggs keep better
- Reduces breakage
- Use clean, new cartons.
- If re-used, obliterate all identifying information.

ATTRA Small-Scale Egg Handling

Introduction

With information on large-scale egg marketing and handling in readily available, there is less concern for small-scale egg handlers. The publication covers storage methods to keep large eggs clean through egg collection, egg washing, cooling, and grading. The manual is written for small-scale egg handlers in the role of egg handler or distributor. It provides information on labeling requirements for eggs produced and marketed in the United States. For information on packing eggs in clean cartons and large-scale production practices, see ATTRA's *Wholesale Fresh Produce Operation and Sales*.

Keeping eggs clean

Egg handling is an important part of the small-scale production system because eggs often become dirty as they travel from the farm to the consumer. Dirty, cracked, and soiled eggs that are not properly cleaned will not keep as long as clean eggs. The manual provides information on the proper cleaning and grading of eggs. It also includes information on the proper use of egg wash and the importance of maintaining clean egg handling equipment.



Cleaning / Washing Eggs

Wash or Brush, Wipe, Sand to Clean

Prevent absorption of bacteria / water:

- ▶ Avoid Immersion & Condensation
- ▶ Wash water must be
 - Potable (test 2x / year)
 - $> 90\text{ }^{\circ}\text{F}$
 - $20\text{ }^{\circ}\text{F}$ warmer than eggs
 - $< 2\text{ ppm}$ Iron to $< Pseudomonas$



Egg Labeling Requirements

Egg Safety and Quality Management Program

<https://www.cdffa.ca.gov/ahfss/mpes/esqm.html>

- ▶ Product Identity & Quantity (ex: “One dozen eggs”)
- ▶ GRADE and SIZE (min. 1/4 in) use all caps to be sure)
- ▶ Responsibility Statement: Farm Name, Address , Zip Code
- ▶ Handler / Plant Code (USDA and/or CDFA Registration)
- ▶ “Sell by [< 30 days from pack]
- ▶ Julian date
- ▶ “Keep Refrigerated”
- ▶ SAFE HANDLING INSTRUCTIONS
- ▶ CA SEFS COMPLIANT (Min. 1/4”)



Product Differentiation for Marketing

▶ **Claims with Legal Definitions per Food Safety and Inspection Service**

- Cage Free
- Free-Range or Free-Roaming;
- Natural (requires description).
- No Antibiotics; Raised Without Antibiotics
- No Hormones; Raised Without Added Hormones. (Poultry labels must state: "Federal regulations prohibit the use of hormones.")

Label Claims that Require Certification

USDA Organic

Animal Welfare

(Examples)



USDA Organic.

<https://www.ams.usda.gov/resources/organic-certifying-agents>



Animal Welfare Approved

<https://agreenerworld.org/certifications/animal-welfare-approved/>



The Animal Welfare Institute

<https://awionline.org>



The Certified Humane program

www.certifiedhumane.org



Global Animal Partnership 5-step program

www.globalanimalpartnership

Claims with no Legal Definitions (Truth in Labeling rules still apply)

Pastured

Pasture Raised

Non-GMO

Soy-Free

Vegetarian Fed

Omega-3

Farm Fresh

Country Fresh

Hand Gathered

Pure

Happy Hens

Fertile Eggs

Made with Love

Old Fashioned

Wild (really?!)



Events Calendars

- ▶ **NCAT/ATTRA:** www.ncat.org/events
- ▶ **UC Davis:** <https://ucanr.edu/sites/poultry/events/>
- ▶ **UCCE Ombudsman (Marin):**
<http://growninmarin.org/index.cfm?calendar=yes&g=31137>
- ▶ **Food Animal Concerns Trust (FACT)**
<https://foodanimalconcernstrust.org/webinars>
Ex: Scaling up Pastured Poultry Operations 10-7-2020
- ▶ **APPPA:** <https://apppa.org/events>
- ▶ **NMPAN:** <https://www.nichemeatprocessing.org/>

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1-800-411-3222
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ATTRA is a program of the National Center for Appropriate Technology

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