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# Selling Agricultural Products at Farmer's Markets

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# MARYLAND EGG REGULATIONS

- APPLY TO ALL PRODUCER/PACKERS REGARDLESS OF NUMBER OF CHICKENS
- PRODUCER/PACKERS MUST REGISTER ANNUALLY WITH THE SECRETARY OF AGRICULTURE – NO FEE FOR LESS THAN 3,000 CHICKENS
- REGISTERED PRODUCER/PACKERS ARE CONSIDERED AN APPROVED SOURCE BY DHMH
  - EGGS CAN BE SOLD ON AND OFF FARM – TO RETAILERS, RESTAURANTS, AT FARMER’S MARKETS
  - EGG PRODUCERS SELLING THEIR OWN PRODUCT AT A FARMER’S MARKET ARE NOT REQUIRED TO GET A LICENSE FROM THE LOCAL HEALTH DEPARTMENT or the MOBILE FARMER’S MARKET LICENSE FROM DHMH



# MARYLAND EGG REGULATIONS REGISTRATION REQUIREMENTS

- FLOCKS ARE SUBJECT TO RANDOM TESTING FOR SALMONELLA ENTERITIDIS
- REGISTRANTS MUST COMPLY WITH ALL OTHER REQUIREMENTS OF THE MARYLAND EGG LAW
- PENALTIES FOR NON COMPLIANCE – STOP SALE ORDERS, CIVIL PENALTIES, REVOCATION OF REGISTRATION
- PRODUCER/PACKER'S REGISTERED TO SELL EGGS ARE AUTOMATICALLY REGISTERED IN MDA'S MANDATORY POULTRY PREMISE REGISTRATION PROGRAM

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# MARYLAND EGG REGULATIONS

## GRADE/QUALITY/WEIGHT STANDARDS

- STANDARDS INCLUDE FACTORS THAT ARE IMPORTANT TO FOOD SAFETY – FRESH, CLEAN, UNBROKEN
  - SALE OF GRADE B EGGS IS PROHIBITED BY MARYLAND EGG LAW – ONLY GRADE AA OR A
  - NO INEDIBLE EGGS – LARGE BLOOD SPOTS, MIXED ROTS, BLACK ROTS
  - NO ADULTERATED EGGS – CONTAMINATED WITH BACTERIA, PESTICIDES, FILTH
  - MUST MEET WEIGHT REQUIREMENTS FOR LABELED SIZE – JUMBO – 30 OZ PER DOZEN; EXTRA LARGE - 27 OZ PER DOZEN; LARGE – 24 OZ PER DOZEN; MEDIUM – 21 OZ PER DOZEN
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# MARYLAND EGG REGULATIONS

## LABELING REQUIREMENTS

- GRADE AND SIZE
  - NET QUANTITY – WEIGHT OR COUNT
  - IDENTITY OF PRODUCT – EGGS
  - PACKER or DISTRIBUTOR NAME & ADDRESS
  - MDA REGISTRATION NUMBER
  - LOT NUMBER – TO DESIGNATE FLOCK (SMALL PRODUCERS CAN USE LOT 1)
  - SAFE HANDLING STATEMENT
  - CARTONS CAN BE REUSED BUT MUST BE CLEAN AND ALL INFORMATION ACCURATE
    - NO REFERENCES TO OTHER DISTRIBUTORS OR PACKERS; PARTICIPATION IN PROGRAMS (USDA GRADE SHIELD, UNITED EGG PRODUCERS ANIMAL WELFARE, PA CERTIFIED, ETC.)
  - CAN BE HAND WRITTEN, COMPUTER LABEL, OR RUBBER STAMP (ABOUT \$15 AT LOCAL OFFICE SUPPLY STORES)
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# MARYLAND EGG REGULATIONS

## INVOICES

- GRADE AND SIZE
  - DATE OF DELIVERY
  - QUANTITY
  - NAME AND ADDRESS FOR SELLER AND BUYER
  - KEPT ON PREMISES BY RETAILER OR RESTAURANT FOR 90 DAYS
  - PRODUCER/PACKERS SELLING OWN PRODUCT ARE NOT REQUIRED TO HAVE INVOICES AT FARMER'S MARKETS
  - PRODUCER/PACKERS MUST MAINTAIN RECORDS ON FARM OF AMOUNT SOLD
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# MARYLAND EGG REGULATIONS

## REFRIGERATION

- MARYLAND EGG LAW REQUIRES SHELL EGGS TO BE HELD AT AN AMBIENT TEMPERATURE OF 45 F AFTER PACKING AND DURING TRANSPORT
  - MDA ALLOWS COOLERS TO BE USED AS LONG AS EGGS ARE **NEVER** SUBMERGED IN ICE
  - PRODUCERS MAY DISPLAY A CARTON OF EGGS AS LONG AS THEY IDENTIFY AS NOT FOR HUMAN CONSUMPTION
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# FEDERAL POULTRY REGULATIONS

- PRODUCERS SLAUGHTERING LESS THAN 20,000 CHICKENS PER YEAR ARE EXEMPT FROM FEDERAL INSPECTION
  - NOT EXEMPT FROM COMPLYING WITH FEDERAL LAW
  - SLAUGHTER MORE THAN 1,000 BUT LESS THAN 20,000 MUST BE LABELED AS EXEMPT FROM PUBLIC LAW 90-492
  - PRODUCER CANNOT ENGAGE IN SLAUGHTER, BUYING OR SELLING OF POULTRY PRODUCTS OTHER THAN FROM OWN PRODUCTION
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# POULTRY AND MEAT

- TO BE SOLD AT A FARMER'S MARKET MUST BE FROM A SOURCE CONSIDERED APPROVED BY DHMH
  - POULTRY – USDA INSPECTED OR MDA INSPECTED
    - Producer's Mobile Farmer's Market License Required
  - RABBITS AND BISON – USDA INSPECTED OR MDA INSPECTED
    - Producer's Mobile Farmer's Market License Required
  - USDA INSPECTED (Beef, Pork, Lamb, Goat, Poultry, Rabbit, Bison) or MDA CERTIFIED (Poultry, Rabbit, Bison) AND STORED ON FARM
    - Storage Covered by MDA Poultry and Rabbit Certification
    - On Farm Home Processing License if not MDA certified
    - Producer's Mobile Farmer's Market License Required
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# MDA POULTRY AND RABBIT PROGRAM

- VOLUNTARY PROGRAM FOR POULTRY EXEMPT FROM FEDERAL INSPECTION AND EXEMPT SPECIES (BISON, RABBITS) TO BE SLAUGHTERED AND PROCESSED ON THE FARM
  - REQUIRE TRAINING IN ANIMAL DISEASES AND SANITATION
  - ANNUAL INSPECTION TO ENSURE FOLLOWING THE REQUIREMENTS
  - PARTICIPANTS ARE ACCEPTED AS AN APPROVED SOURCE BY DHMH – CAN SELL AT FARMER'S MARKETS, TO RESTAURANTS, RETAILERS (Intrastate Only)
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# BASIC REQUIREMENTS FOR POULTRY

- POTABLE WATER USED IN PROCESSING
  - DISPOSAL SYSTEM FOR OFFAL AND OTHER WASTE
  - CLEAN AND SANITIZE ALL FOOD CONTACT SURFACES TO PREVENT INSANITARY CONDITIONS AND ADULTERATION OF PRODUCT
  - SLAUGHTER CONDUCTED IN AN AREA PROTECTED FROM ACCESS BY ANIMALS AND INSECTS
  - PESTICIDE USE – PREVENT ADULTERATION OR CONTAMINATION OF PRODUCT
  - LABELING – NAME AND ADDRESS, MD NUMBER
  - STORAGE – REFRIGERATION CAPABLE OF MAINTAINING POULTRY AT 40°F OR LESS
  - RECORDKEEPING
    - NUMBER AND TYPE OF POULTRY SLAUGHTERED BY DATE
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# ORGANIC REGULATIONS

## LESS THAN \$5,000.00 IN ANNUAL SALES

- PRODUCERS WITH LESS THAN \$5,000.00 IN ANNUAL SALES ARE EXEMPT FROM REQUIREMENT TO BE CERTIFIED
  - CAN LABEL PRODUCT AS ORGANIC AS LONG AS THEY ARE FOLLOWING THE REQUIREMENTS OF THE NATIONAL ORGANIC PROGRAM
  - MDA OFFERS A REGISTERED EXEMPT PROGRAM – PARTICIPANTS ARE LISTED IN MDA ORGANIC BROCHURE
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# ORGANIC REGULATIONS

MORE THAN \$5,000.00 IN ANNUAL SALES

- REQUIRED TO BE CERTIFIED BY A USDA ACCREDITED CERTIFIER
  - PACKAGED PRODUCTS MUST INCLUDE THE NAME AND ADDRESS OF THE PRODUCER AND THE NAME OF THE CERTIFIER
  - MDA IS AN ACCREDITED CERTIFIER AND COMPLETE INFORMATION ON CERTIFICATION IS AVAILABLE ON THE MDA WEBSITE
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# Good Agricultural Practices for Fruit and Vegetable Production

## ■ MDA Program for Direct Marketers

- Voluntary
- Participants receive a Certificate of Compliance

## ■ Requirements

- Worker Health and Hygiene
- Manure Use
- Water Quality
- Wildlife, Domestic Animals, Livestock
- Training by MDA/UMD and Inspection by MDA

## ■ Assistance

- Donna Pahl - [dpahl@umd.edu](mailto:dpahl@umd.edu)
  - Deanna Baldwin – [Deanna.Baldwin@maryland.gov](mailto:Deanna.Baldwin@maryland.gov)
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# MDA Programs for Selling Agricultural Products at Farmer's Markets

- **QUESTIONS:**

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