



Taking Eggs to Market: Safe Egg Handling &
Delivery

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Food Systems

WASHINGTON STATE UNIVERSITY

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Today's Presenter



Colette DePhelps, presenter

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University of Idaho Extension, Northern District



Mackenzie Lawrence, moderator

Administrative Coordinator, Community Food Systems and Small Farms
University of Idaho Extension, Northern District



Topics for Today's Webinar

Safe egg
handling

Idaho egg rules

COVID-19
safety
considerations

Protecting your
personal and
farm assets



Food Safety Concern

Salmonella spp.

- Motile, Gram-negative, non-sporeforming, biofilm producing rods
- *S. enterica* and *S. bongori* are the cause of foodborne illness in humans
- *Salmonella* is divided into serotypes based on the antigenic properties of their surface and flagella; there are currently over 2,500 serotypes named with common names (not italicized)
- Can cause two types of illness:
 - **nontyphoidal salmonellosis** – nausea, vomiting, diarrhea, headache; self-limiting
 - **typhoidal fever** - more serious with higher mortalities; high fever, gastrointestinal symptoms, headache



Figure 1: *Salmonella* serotype Typhi bacteria – computer generated image based on scanning electron microscopic photograph.

- **Produce contamination source:** commonly present in nature: soil, intestines of wildlife, livestock (birds); by cross-contamination of production and postharvest water, inadequate worker hygiene
- **Commonly contaminated fresh produce but not limited to:** tomatoes, peppers, cantaloupes, and other



Production Area

- Make sure your chicken house is dry and floor litter is in good condition.
- Clean nests regularly and replace/replenish nesting materials as needed.
- Mount perches away from the nest area.
- Have a plan to control Salmonella carriers such as rodents, flies, beetles, wild birds and cats.
- Store feed in containers that will prevent contamination.
- Clean feeding and watering equipment in an area other than where the eggs are washed.
- Clean and sanitize chicken house is cleaned at least once per year (wood can be sanitized)



Collecting Eggs

- Collect eggs a minimum of once daily and 2-3 times a day, if possible.
- Only collect eggs from known, regularly monitored and regularly maintained nesting boxes.
- Discard eggs with broken or cracked shells.
- Soon after collecting, clean eggs as needed (cleaning eggs refrigerated below 55° F may cause shells to crack or check).





Cleaning Eggs

Wash hands with soap and potable water before and after cleaning eggs

Clean and sanitize egg cleaning and packing area

Inspect eggs to determine if cleaning is necessary

Minimal cleaning protects the natural protective covering on the shell.



When does an egg need to be cleaned?

Idaho Food Code: EGGS shall be received clean and sound and may not exceed the restricted EGG tolerances for U.S. CONSUMER Grade B as specified in United States Standards, Grades, and Weight Classes for Shell EGGS, AMS 56.200 et seq., administered by the Agricultural Marketing Service of USDA.

Idaho Food Code

<https://healthandwelfare.idaho.gov/Health/FoodProtection/IdahoFoodCode/tabid/765/Default.aspx>



US Standards, Grades and Weight Classes for Shell Eggs 56.203 B Quality

- The shell must be unbroken, may be abnormal, and may have slightly stained areas.
- Moderately stained areas are permitted if they do not cover more than 1/32 of the shell surface if localized, or 1/16 of the shell surface if scattered.
- Eggs having shells with prominent stains or adhering dirt are not permitted.
- The air cell may be over 3/16 inch in depth, may show unlimited movement, and may be free or bubbly. The white may be weak and watery so that the yolk outline is plainly visible when the egg is twirled before the candling light.
- The yolk may appear dark, enlarged, and flattened, and may show clearly visible germ development but no blood due to such development. It may show other serious defects that do not render the egg inedible.
- Small blood spots or meat spots (aggregating not more than 1/8 inch in diameter) may be present.



US Standards, Grades and Weight Classes for Shell Eggs

§56.205 Dirty

- An individual egg that has an unbroken shell with adhering dirt or foreign material, prominent stains, or moderate stains covering more than $\frac{1}{32}$ of the shell surface if localized, or $\frac{1}{16}$ of the shell surface if scattered

§56.206 Check

- An individual egg that has a broken shell or crack in the shell but with its shell membranes intact and its contents do not leak. A "check" is considered to be lower in quality than a "dirty."

https://www.ams.usda.gov/sites/default/files/media/Shell_Egg_Standard%5B1%5D.pdf



Dry Cleaning

Clean shells with fine sandpaper, a brush or emery cloth.

Do not use rags or sponges to clean or scrub eggs



Candling Eggs

Look for defects inside the shell by holding the egg up to a bright light.

Discard eggs with abnormal shape, spots, cracks or other irregularities.



Wet Cleaning

Use

- Use potable water. If using well water, perform an annual bacteriological test.

Water

- Water temperature for both washing and rinsing should be thermostatically controlled.

Maintain

- Maintain wash water at 90o F or above

Be

- Wash water must be at least 20o F warmer than the temperature of the eggs.



Wet Cleaning



- Clean using hand spray bottle filled with potable warm water and immediately wipe dry with a single service paper towel, or Briefly rinse with running water and immediately wipe dry with a single service paper towel.
- Do not submerge eggs in water or any other solution. If shell gets wet, bacteria can pass through the shell.
- Do not use cleaners that are not food grade and approved for shell egg cleaning.
- Eggshells are porous and pervious to odors, chemicals and “off” flavors.
- Hold cleaned eggs in sanitary conditions with refrigeration at 45° F or less.



Egg Packaging

- Under Idaho rules and regulations, fiber egg cartons can be reused if they are clean. *This is not a recommended best practice for food safety. You cannot guarantee used egg cartons are free from microbial and chemical contaminants.*
- If you are reusing cartons, remove prior packing information from the label. Blacken out the dates, the packers name and contact information with a permanent marker.
- *Talk to your buyers as they may require the use of new egg cartons.*



Idaho Regulations: Eggs for Sale





Selling Eggs in Idaho

Producers having 300 hundred or less hens may sell ungraded shell eggs direct to consumers and retailers

Eggs must be clean and containers labeled





Labeling Egg Cartons

1. Individual's name, physical address and zip
2. Safe handling instructions
 - “To prevent illness from bacteria: keep eggs refrigerated, cook eggs until yolks are firm, and cook foods containing eggs thoroughly.”
3. Statement: “Ungraded eggs”





What are clean eggs?

- Shell EGGS shall be received clean and sound and may not exceed the RESTRICTED EGG tolerances for U.S. Consumer Grade B
- No more than 10% are **dirty, check eggs** or otherwise **unfit for consumption**



Proper egg handling & delivery

Temperature

- Eggs not treated to destroy all viable *Salmonellae* shall be stored in refrigerated equipment that maintains an ambient air temperature of 45°F or less
- Shell eggs must be received in refrigerated equipment that maintains an ambient air temperature of 45°F or less

Food establishment must inform the consumer of the eggs that the eggs are ungraded

- menu, menu board, table cards or other means



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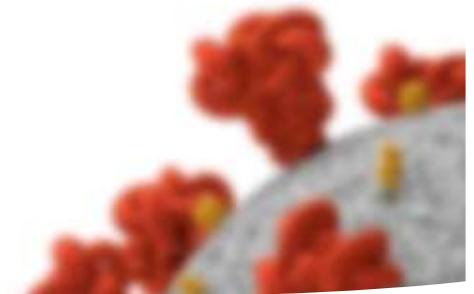
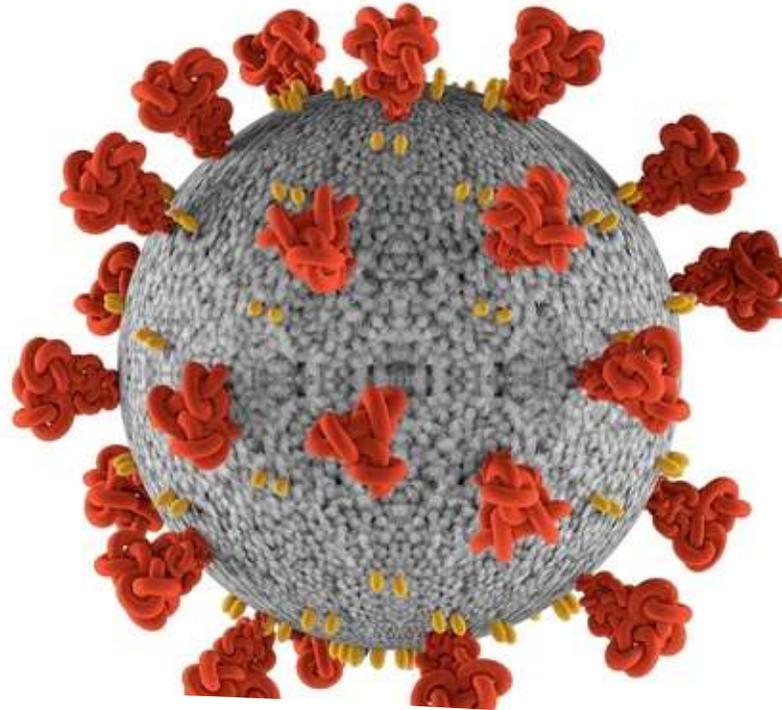
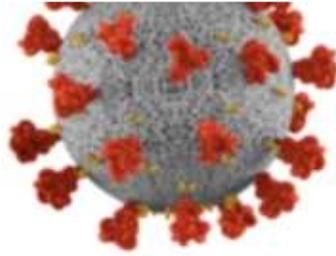
Ungraded Shell (Table Eggs) Egg Exemption Statement

Consistent with Idaho Administrative Codes 02.02.11 (Rules Governing Eggs and Egg Products) and 16.02.19 (Idaho Food Code), the undersigned agrees to supply ungraded shell eggs to _____, a licensed food establishment located at _____ in _____ Idaho.

By signing this agreement, I recognize the following conditions must apply in order to meet the exemptions outlined in the above mentioned codes:

1. Table eggs are marketed as ungraded.
2. No more than 10% of the ungraded eggs are dirty¹, check eggs², or in other ways do not exceed U.S. Consumer Grade B standards³ or make the eggs unfit for consumption.
3. I am a producer with 300 hens or less.
4. The shell eggs are delivered to the food establishment at a temperature of 45°F or less⁴.
5. The food establishment informs the consumer of the eggs that they are ungraded eggs. This information can be disclosed on the menu, a menu board, table cards, or other means.

Taking Eggs to Market

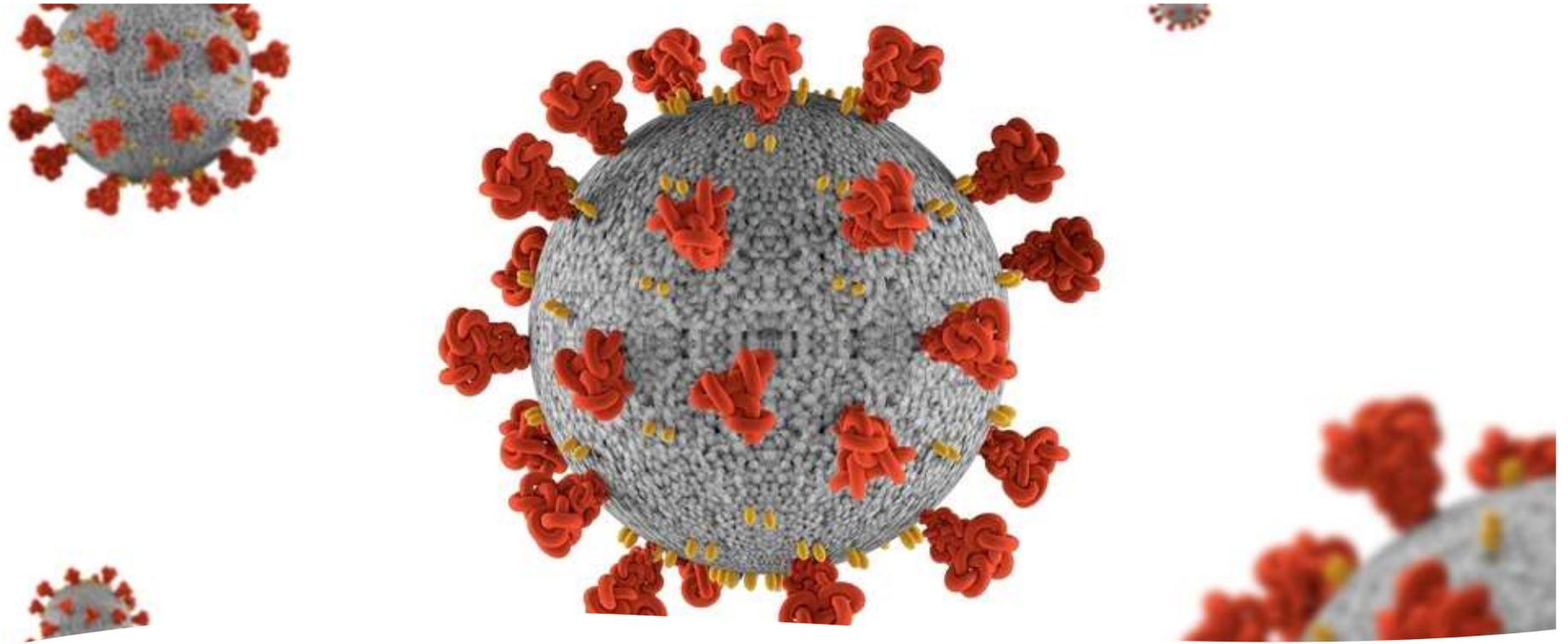


Understanding COVID-19 and Infection

Covid-19 is a respiratory virus

Spread through person to person contact via respiratory droplets

- Between people in close contact (~6 ft)
- Coughing, sneezing
- Talking
- Possibly breathing



Understanding COVID-19 and Infection

May be spread by touching a contaminated surface then touching mouth, nose, or eyes

- Not the primary method of infection!
- Virus does not “grow” on surfaces
- Survives up to 24 hours on cardboard and 2-3 days on plastic and stainless steel

Not a foodborne pathogen

Extremely unlikely that someone will be infected through eating



May be spread by people who are not showing symptoms



Wear a cloth mask and make sure it fits properly!

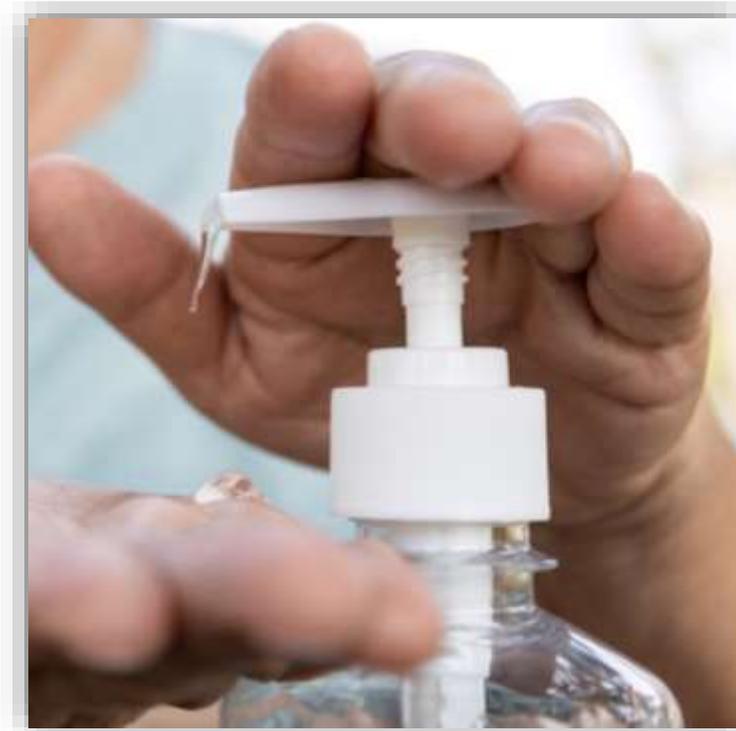


Hand sanitizer is not a replacement for hand washing

Only use commercially produced hand sanitizers that contain >60% alcohol

Wash hands *before* and *after* handling eggs

Scrub hands for a minimum of 20 seconds!





Cleaning & Sanitizing Food Contact Surfaces





Sanitizers/Disinfectants

- *Only use those approved for food contact surfaces*
- *Follow direction on label for sanitizing/disinfecting*
- List of EPA approved sanitizers/disinfectants against Coronavirus-

<https://www.epa.gov/pesticide-registration/list-n-disinfectants-use-against-sars-cov-2>



Sanitizers / Disinfectants

Other common sanitizers:

- Bleach solutions
 - 5 tablespoons (1/3rd cup) bleach per gallon of water
 - 4 teaspoons bleach per quart of water
- $\geq 70\%$ alcohol (ethanol or isopropyl alcohol)
- Clorox Multi Surface Cleaner + Bleach
- Clorox Disinfecting Wipes
- Lysol Disinfecting Wipes



On-Farm/On-Site Sales

Well designated pick-up location

- Communicate hours and pick-up location
- Use signage at pick-up site
- Payment box

Eggs held at proper temperature

- Maintain an ambient air temperature of 45°F or less
- Refrigerator
- Cooler with ice (check temperature)

Maintain social distancing

- Wear a mask and ask you customers to wear a mask, too
- Place eggs in trunk
- Use drop boxes/locations
- Take online payments

Restrict access to other areas of your property





Farmers Market

Understand Market policies

- Know and follow market rules
- Clearly post your stand policies

Eggs held at proper temperature

- Maintain an ambient air temperature of 45°F or less
- Cooler with ice (thermometer)

Maintain social distancing, as possible

- Wear a mask and ask you customers to wear a mask, too
- Take electronic payments
- Sanitize between customers

Stay home if you or someone in your household feels sick! (or if you have been in contact with an ill person)





Egg Deliveries

Have a back-up plan delivery in case you or someone in your family becomes ill

Eggs held at proper temperature

Maintain an ambient air temperature of 45°F or less
Cooler with ice (thermometer)

For deliveries, avoid interaction, wear a mask

Schedule a delivery time

Home customers pre-pay or leave a check

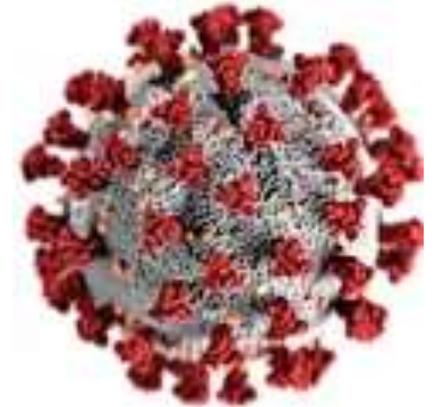
- Ask customer to leave a cooler or other container out for drop off
- Confirm delivery by phone or text
- If you accept used egg cartons, have a plan for isolating cartons for at least 72 hours

Retail/restaurant customers leave an invoice

- Learn in advance their delivery policies



COVID-19 Resources & Webinars



Cultivating Success COVID-19 Resources page:

<https://www.cultivatingsuccess.org/covid-19-resources>

Check out these recorded webinars:

<https://www.cultivatingsuccess.org/recordedwebinars>

- Best Practices for Community Gardens During COVID-19
- Best Practices for Farm Deliveries, Pick-up & CSA During COVID-19
- Best Practices for Farmers Markets & Farm Stands During COVID-19
- How to Support Small Farms & Local Food
- Local Food System Businesses: Beyond COVID-19



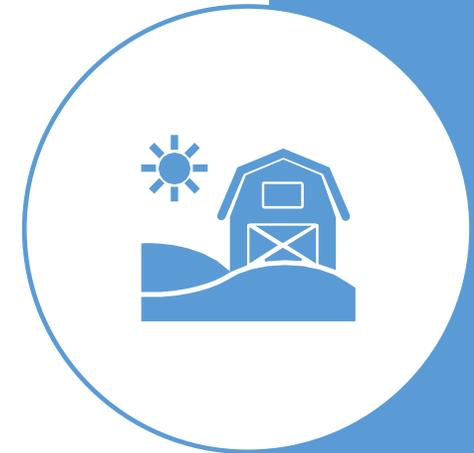
Protecting Your Personal Assets, Farm & Your Customers



What follows is not legal advice...

My Intent: help you think about best practices for your farm and family

- Identify potential legal & financial risks
- Ways to mitigate risk
- Where to go for more information





Protecting Your Personal Assets & your Farm



Form

the best business entity



Get

insured



Know

& follow the rules



Think

food safety



Sole
proprietorship/Partnership

Limited Liability Company



Sole Proprietorship or Partnership

By default this how many farms begin

Sometimes challenging to separate business and personal financials

Personal assets are available to satisfy business liabilities

Partnerships have even more assets at risk

Not usually recommended by attorneys and accountants



Limited Liability Company LLC



Personal assets are protected from your business liabilities



Easy to form –must file/register w/ the Secretary of State



LLC members are protected from personal liability for the acts of the LLC business



For tax purposes may be disregarded or can obtain an EIN (Employee Identification Number)



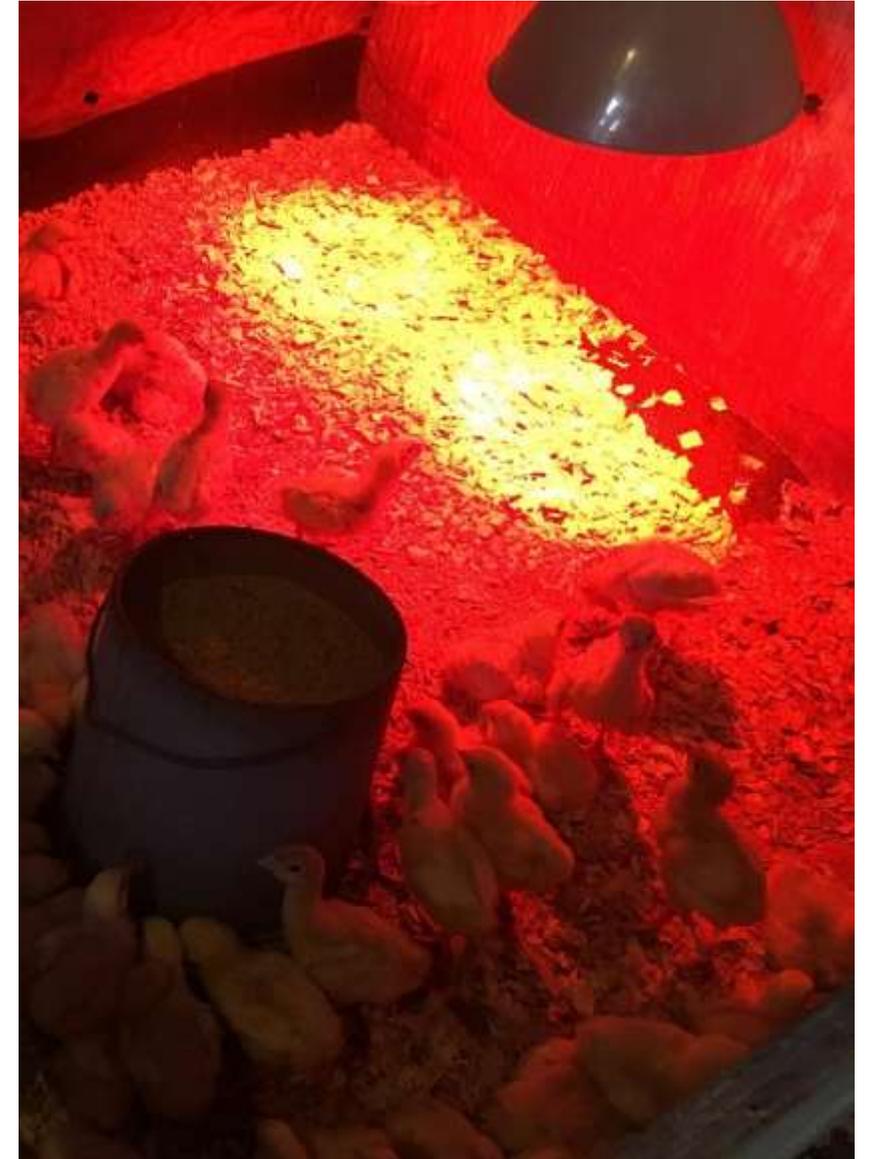
Even when the heat is on...

Take the time to explore and decide what type of business entity is right for you

If you are in a partnership or have multiple owners in your LLC, create written agreements

Separate your business and personal finances

Keep records and submit reports on time





Business Entity Resources:

Check out your state's business resources

Idaho

<https://business.idaho.gov/faq/frequently-asked-questions/starting-a-business/>





Your most important financial
risk management strategy

Insurance

Managing the Sustainable
Farm's Risks with Insurance:
Navigating Common Options

<https://farmcommons.org/>





Liability Insurance

What happens if someone gets sick and they think its from your product?

You want to make sure you have not been negligent

You have adopted and implemented food safety practices

Purchased liability insurance that covers your farm and products



Insurance can be tricky!

What coverage do you need?

What type of policy provides that coverage?

Farm Liability Policy?

Commercial Policy?

- ✓ Research
- ✓ Full disclosure
- ✓ Talk to your agent
- ✓ Compare policies
- ✓ If they say it is covered, get it in writing!





Laws & Regulations



You are responsible for knowing the laws and regulations in your state, county, municipality



Local, state and Federal requirements



Licenses requirements can include general business and/or specific to your business

- State Department of Agriculture
- County or Regional Health Department





Things to keep in mind...



Navigating the legal environment can be frustrating



Be patient and friendly



Follow-up your conversations with email

- Restate what you heard
- Ask for confirmation your understanding is correct
- Keep a copy for your records



Common Ground: Food Safety



Regulations are designed with food safety in mind – follow them



Develop a food safety plan

- on-farm,
- transportation
- markets



Traceability

- perform a mock recall





Idaho Resources

Idaho Resources:

Idaho Food Code

<https://healthandwelfare.idaho.gov/Health/FoodProtection/IdahoFoodCode/tabid/765/Default.aspx>

Idaho Statutes

<https://legislature.idaho.gov/statutesrules/idstat/Title37/T37CH15/SECT37-1523A/>

Idaho State Department of Agriculture

<https://agri.idaho.gov/main/animals/avian-species/eggs/>

Food Safety Sources:

<http://www.extension.umn.edu/food/food-safety/preserving/eggs-dairy/buying-farm-fresh-eggs/>

<https://www.mda.state.mn.us/egg-handling-and-sales-shell-eggs>



Utah Resources

Utah Office of Administrative Rules:

<https://rules.utah.gov/publicat/code/r070/r070-410.htm>

- This is the State of Utah's website for egg rules, including a section on "Small Egg Producer Rules"

Starting a Business in Utah

<https://www.utah.gov/business/starting.html>



Washington Resources

Washington State Department of Agriculture:

<https://agr.wa.gov/washington-agriculture/laws-and-rules/eggs>

- This has the state's egg laws and rules, including different sections for wholesale, standards, grades, etc.

Starting a Business in Washington

<https://www.washingtonregisteredagent.net/how-to-start-a-business-in-washington-state.html>



CULTIVATING SUCCESS™

sustainable small farms education

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Increasing the number and success of small farmers and ranchers in Idaho.



The vision of the Cultivating Success™ program is to increase producer and consumer understanding, value, and support of sustainable local farming systems in Idaho through educational and experiential opportunities. Partners in this program strive to create strong communities with infrastructures that provide the resources and skills needed to produce local and sustainable food and agricultural products for the residents of the Inland Northwest.

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Click on the link below or type it into your browser to complete the evaluation:

<https://www.surveymonkey.com/r/taking-eggs-to-market>

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