

EXPLORING TWO WAYS

TO DIRECT MARKET LIVESTOCK IN PENNSYLVANIA



Producers have two options to pursue when marketing livestock post harvest in the U.S. Option one includes selling animals or meat products from animals under United States Department of Agriculture (USDA) inspection. Option two includes the custom sale of live animals to be harvested by the buyers choice of butcher.



USDA-FOOD SAFETY AND INSPECTION SERVICE (FSIS) INSPECTION



Meat or carcass can be sold anywhere in the United States



WHOLESALE

» This can be defined when a USDA inspected processing establishment sells meat and/or meat products to retailers, a distributor for cold storage, hotels, restaurants and institutions. Each box or package must be labeled with the mark of inspection.



RETAIL

» In Pennsylvania, this refers to the direct sale of meat and meat products to the consumer. This could be at a farmers' market, local or chain grocery store, as well as internet sales. Animals must be harvested under USDA inspection, and meat purchased bearing the mark of inspection may be further processed (cut, ground, smoked, etc.) at the Pennsylvania Department of Agriculture (PDA) licensed retail facility.



WHAT DOES THE USDA-FSIS MARK OF INSPECTION LOOK LIKE?



Stamp on carcasses



Stamp on meat label

FAQ

FREQUENTLY ASKED QUESTIONS

1. Can meat be sold from animals slaughtered under USDA-FSIS inspection?

● Yes. Each package of meat must be labeled and bear the mark of inspection.

2. How do I find a USDA inspected facility near my location?

● USDA lists all of the inspected meat processing facilities in the United States. The directory can be accessed on the web (<https://www.fsis.usda.gov/inspection/establishments/meat-poultry-and-egg-product-inspection-directory>) or through the smart phone app. Search for "Meat & Poultry Inspection Directory" in your systems app store.

3. Can I have my animal slaughtered under USDA-FSIS inspection and "customize" how it is cut-up?

● Yes.

4. Can I sell my meat at a farmers' market?

● Yes, if the animal was harvested, cut-up and packaged under USDA-FSIS inspection and bears the mark of inspection. For more information on PDA licensing, visit PDA's website here: https://www.agriculture.pa.gov/consumer_protection/FoodSafety/Retail%20Food/Pages/default.aspx

5. My processor is 'inspected' once per year. Are they an inspected facility?

● No. USDA-FSIS inspection is typically daily but may only be weekly for some facilities. Custom exempt and PDA retail facilities are usually only 'inspected' once per year.

Continued »

2 CUSTOM



Meat can only go to an individual or group that purchased the live animal

FAQ FREQUENTLY ASKED QUESTIONS

1. What is Custom slaughter?

- Custom slaughter refers to an exemption to the Federal Meat Inspection Act, whereby livestock owners do not have to have their personal livestock harvested at a USDA inspected facility.

2. Can I sell meat and meat cuts from my custom slaughtered animal?

- No. Each package of meat must be marked or stamped “Not for Sale”.

3. Can I donate meat to a food bank from custom animals?

- No. Meat from livestock harvested under the custom exemption can only be used by the owner/s of the live animal in their home to feed their family and any non-paying guests.

4. How should I invoice if I sell quarters at a custom butcher, and I don't know the butcher fees after the slaughter?

- You can invoice for the live animal prior to the date of slaughter and work with the butcher for the processing fees to be paid direct to the butcher by the individual/s that purchased the animal/s.

5. How can I determine the live weight of the animal?

- For more information of understanding weights of carcasses and yields, visit Penn State Extension at <https://extension.psu.edu/understanding-beef-carcass-yields-and-losses-during-processing>

6. What is the most common mistake you see when people begin selling meat?

- Be sure to educate yourself. Remember that if you are selling meat, you must have the products processed under inspection. If you are selling the live animal, you may sell under the custom slaughter exemption.

**Remember that each scenario is unique. The following FAQs may or may not apply to your scenario. Please work with the PA Department of Ag (PDA) or the Penn State Livestock Extension Team to get your specific questions answered.*



The PA Beef Producer Working group is a collaborative effort that includes Penn State Extension, the Pennsylvania Department of Agriculture, the Pennsylvania Beef Council, the Center for Beef Excellence and the Pennsylvania Cattlemen's Association.