



## HACCP FEASIBILITY – 2009

# SELF ASSESSMENT FOR PURSUING HACCP for Wholesale Salad Greens

## COSTS AND BENEFITS OF USING HACCP PRACTICES

### POSSIBLE BENEFITS

- Recapture lost markets (because of food safety requirements)
- Gain new markets
- Marketing advantage
- Farmer confidence in food safety and traceability

### POSSIBLE RISKS

- Increased costs – one-time and ongoing (*see below*)
- Loss of multi-use space
- Loss of individual work style to meet formal standards
- More time needed for documentation and admin
- Future government regulation that supersedes current HACCP standards

### POTENTIAL COSTS

#### ***One-time***

- Growing/harvesting/processing modifications
- Building construction or improvements
- Processing & storage/transport equipment
- HACCP training for farmer and employees

#### ***On-going***

- Additional labor for processing
- Food safety management/staff
- Documentation/admin time
- Processing supplies & labeling
- Testing (e.g. water, batch samples)
- 3<sup>rd</sup> party HACCP audits, state and local licensing
- potential for handler level of organic certification

*The above costs are specifically related to implementing HACCP principles. If your operation is also growing in scale to accommodate new markets, you may have additional increased costs such as higher energy and insurance costs.*

## ENABLING CHARACTERISTICS

Based on CISA's market research and review of potential costs for a small-scale greens producer to pass a 3rd party audit for HACCP, farmers with the following characteristics are most likely to benefit from pursuing prerequisite programs and preparing for HACCP:

- Certified organic may have an advantage in some HACCP prerequisite programs such as GAPs, because some activities are aligned (e.g. standards for the application of composted manure) and they are already required to keep record of their practices for organic certification.
- Can produce enough volume per year to balance out investments
- Currently sells to wholesale accounts
- Has potential to expand greens production for new accounts
- Likely to lose one or more wholesale accounts if no 3rd party HACCP audit on file
- Has basic packing infrastructure in place that can be easily modified without significant financial investment (e.g. commercial kitchen-type facilities to meet GMPs)
- Does not have to make significant investment in building renovations or new equipment, either for growing or packing greens, unless new equipment will meet multiple goals such as increasing efficiency and/or reducing labor costs

# INDIVIDUAL FARMER SELF-ASSESSMENT

## ***Do I want to produce/sell wholesale salad greens following HACCP<sup>1</sup> principles?***

*Definition of product: For the purposes of this exercise, salad mix can be defined as a mix of cut greens that consumers would consider to be “ready to eat” when purchased at a retail location, including mesclun mix, baby spinach, microgreens, cut lettuce, etc. This does not include head lettuce or cooking greens. Generally HACCP is not currently required by many buyers for “raw agricultural commodities” that are assumed to need further processing or cooking prior to consumption.*

1. I currently do \_\_\_ do not \_\_\_ sell wholesale salad mix.
2. I want to sell wholesale salad/ready-to-eat greens to institutions and retailers because I (check all that apply):
  - \_\_\_ prefer wholesale to direct market
  - \_\_\_ have more production capacity than I need for direct market
  - \_\_\_ am able and want to increase production of greens
  - \_\_\_ want to regain markets now closed to me because I am not HACCP certified
  - \_\_\_ want to add new markets
  - \_\_\_ believe bagged or bulk ready-to-eat greens is a high value enterprise
  - \_\_\_ other (explain) \_\_\_\_\_
3. If I do not sell wholesale salad greens to institutions and retailers I will (check all that apply):
  - \_\_\_ do more direct retail of greens
  - \_\_\_ produce crops other than greens to sell wholesale
  - \_\_\_ continue with current practices and not increase production
  - \_\_\_ other (explain) \_\_\_\_\_
4. Some wholesale buyers require HACCP for ready-to-eat greens. I understand that as part of HACCP I must practice and document GAPs<sup>2</sup>, GMPs<sup>3</sup> and SSOPs<sup>4</sup>.
  - \_\_\_ I practice \_\_\_ GAPs, \_\_\_ GMPs, and/or \_\_\_ SSOPs. (Go to #5)
  - \_\_\_ I do not currently practice GAPs or other prerequisites but I am willing to learn more. (Go to #5)
  - \_\_\_ I do not want to practice and document GAPs and GMPs. (Stop here – We understand that current prerequisite programs are not suitable for all farms, nor are they currently required for all products, or by all buyers. Taking on some new food safety practices one at a time may be your best bet. We suggest researching these programs and becoming familiar with what pieces are most useful for your farm, and which can be implemented most efficiently.)
5. I understand that HACCP requires specific practices and documentation of conditions from field through distribution.
  - Some examples of documentation required for the processing facility include:
    - Sanitation of equipment in contact with greens
    - Employee health
    - Cleaning of toilet facilities
    - Pests on premises
    - Consistent temperature (cold chain management)

Some examples of practices and facilities required for HACCP prerequisite programs include:

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<sup>1</sup> Hazard Analysis Critical Control Point. For more information, see the Resource List.

<sup>2</sup> Good Agricultural Practices.

<sup>3</sup> Good Manufacturing Practices.

<sup>4</sup> Sanitation Standard Operating Procedures.

- Hot water hand-washing facilities
- Separate storage of possible contaminants
- Washable surfaces and drainable floors in processing area
- Label and track product

\_\_\_ I am willing to change my farm practices to comply with these types of HACCP requirements and learn more about additional protocols. (Go to #6)

\_\_\_ I am not willing to change my farm practices to comply with these kinds of HACCP requirements. (Stop here)

6. I understand that to comply with a HACCP plan I may need to make changes on my farm such as:

- Construct new or renovate existing facilities
- Purchase additional equipment
- Hire additional labor
- Implement and document all procedures from field to market
- Invest in food handling training for myself and employees
- Arrange for on-farm HACCP audits
- Spend more time on administrative duties

\_\_\_ I might be/am willing to make changes on my farm to comply with HACCP. (Go to #7)

\_\_\_ I am not willing to make changes on my farm to comply with HACCP. (Stop here)

7. Current wholesale markets without HACCP:

<u>Name</u>	<u>#lbs/year</u>	<u>Annual Revenue</u>
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____
Total # lbs & revenue/year	=====	=====

Potential new wholesale markets with HACCP:

<u>Name</u>	<u>#lbs/year</u>	<u>Annual Revenue</u>
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____
Total # lbs & revenue/year	=====	=====

8. I am willing to invest/borrow \$\_\_\_\_\_ to make changes on my farm to comply with HACCP. I must make back my investment in \_\_\_\_\_ years or I must increase my annual revenue by \$\_\_\_\_\_/year.

# PACKING FACILITIES ASSESSMENT

*What do I have & what will I need in order to comply with HACCP?*

<u>Description</u>	<u>Have</u>	<u>Need</u>	<u>Cost</u>	<u>Comment</u>
Dedicated, segregated processing space	_____	_____	_____	_____
Washable floors & wall surfaces	_____	_____	_____	_____
Food safe counter surfaces	_____	_____	_____	_____
Hand washing station with hot water	_____	_____	_____	_____
Toilet facilities for workers	_____	_____	_____	_____
Segregated storage for cleaning & sanitation supplies	_____	_____	_____	_____
Means to control access to facilities by people, birds, animals	_____	_____	_____	_____
Sanitizable tubs for harvest and rinsing	_____	_____	_____	_____
Commercial grade spinner	_____	_____	_____	_____
Commercial scale	_____	_____	_____	_____
Cooler with thermometer	_____	_____	_____	_____
Refrigerated truck or cooler boxes for delivery	_____	_____	_____	_____
Total Cost for Needed Changes/Acquisitions			=====	

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