

# Adding A Value-Added Product To The Farm

## SHELL EGGS

LESS THAN 3,000 LAYING HENS

Producing a value-added product on your farm can be a great way to generate additional revenue. The information on this sheet may help you decide if adding a product is right for your farm business and take you through the major steps involved.

**15.4** EGGS ARE PRODUCED IN  
MILLION MICHIGAN EACH YEAR



### SELLING OPTIONS

- Direct to consumer (home or farmers market) **only**
- First receiver (shell egg processor)
- **No** internet, mail order, or consignment sales allowed

### LICENSING

Farms with **less than 3,000** laying hens do not require licensing for the sale of shell eggs.

### EQUIPMENT

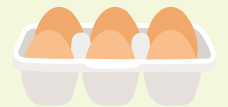
- Thermometer
- Potable hot and cold water.
- Water tested for potability:
  - Annually for municipal source
  - Every 6 months for well source
- Dedicated shell egg wash sink is recommended.
- Shell egg wash sanitizer (Non-food category “Q” list can be found at: <https://info.nsf.org/USDA/psnclistings.asp>)
- Egg candler
- Refrigerator maintained at 45° F or less

### LABELS

- Must include name and address of person responsible for sales.
- Label language must include:
  - “Keep refrigerated”
  - “Packaged in a facility that has not been inspected by Michigan Department of Agriculture and Rural Development”
- Julian packing date (recommended, not required)

### REGULATORY REQUIREMENTS

- Local zoning ordinances
- Local health department
- MDARD license is not required



### ESTIMATED STARTUP COSTS

Before making a decision to process a value-added product on the farm, you may want to consider the associated costs. These are estimated costs for equipment and regulatory considerations for processing.

- Egg wash sink = \$800+
- Egg candler = \$200
- Refrigerator = \$500+
- Water testing = \$50
- Waste water system (private) = \$30,000 - \$100,000
- Waste water permit fee (private) = \$1,500/year

### FOOD SAFETY

**Farm must follow GAAMPS** (Generally Accepted Agricultural and Manufacturing Practices). Cleaning steps within 36 hours of laying:

- Wash eggs in potable water that is warmer than the eggs.
- Wash with an approved detergent or detergent sanitizer. (Non-food category “Q” list can be found at: <https://info.nsf.org/USDA/psnclistings.asp>)
- Rinse with water containing an approved sanitizer at a temperature slightly higher than the wash water.
- Do **not** soak eggs.
- Immediately dry eggs. Do not package eggs that are not dry.
- Once dry, eggs lightly coated with food grade mineral oil.
- Refrigerate at 45°F or less.
- Package in clean egg carton or package suitable for safely holding eggs.

Visit [MSU Center for Regional Food Systems](https://foodsystems.msu.edu) at [foodsystems.msu.edu](https://foodsystems.msu.edu) to find the resources used to develop these materials.

THIS RESOURCE WAS DEVELOPED BY THESE PARTNERS: