

February 26, 2018

House Committee on Agriculture, Livestock, & Natural Resources Members
200 East Colfax Ave.
Denver, CO 80203

Dear Members of the House Committee on Agriculture, Livestock & Natural Resources,

This letter is in support of H.B. 18-1235 pertaining to the Sunset Review of the Custom Processing of Meat Animals Act. My name is Dan Waldvogle and I am a beginning farmer/rancher from Salida, CO. S.B. 16-058 was beneficial for my operation. Because of S.B. 16-058, I was able to operate under the no more than the 1,000 bird limit exemption. It allowed me to create a diversified revenue stream by selling poultry to individuals and helped create brand awareness for my operation. Because of seasonality restraints, the other pastured meats that I sell are usually not available until fall. It has been important to have a product like poultry available for sale throughout the summer season while I reserve sales for my other products.

I have found however, that I need to increase the amount of birds that I sell to fit within a proper scale of economy. For my individual needs, I require a number of 3,000 or more birds sold annually to make this enterprise worthwhile and profitable. I would apply for a license to sell more than 1,000 but not more than 20,000 birds, as permitted in S.B. 16-058, except for the fact that, in my rural community, I do not have a large enough market to sell that many birds exclusively to individuals. I therefore fully support the language in H.B. 18-1235 that would allow a licensed producer to sell poultry to a retail establishment. I believe that I have a large enough potential market of retail establishments and individuals that would support the scale that I require in order to be profitable. I feel that this potential opportunity to sell to a retail establishment maintains a standard of traceability and food safety through inspection of proper facilities, record keeping and labeling requirements that will ensure a safe and transparent local food system. In some ways, the sale of poultry to retail establishments could be considered even safer than the sale to individuals because retail food preparation professionals are properly trained on safe handling practices for meat preparation. As such, I urge you to vote "yes" on HB18-1235.

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