Three Managing Risks of Small Scale Poultry Processing Workshops were held in January 2015. The workshops provided information to help poultry producers understand the regulatory, legal and financial risks associated with processing poultry on their farms. Participants learned basic information about processing options, dealing with wastewater, marketing and label requirements and using the Tennessee Agricultural Enhancement Program to apply for cost share assistance for certain expenditures. These workshops were conducted as part of the Managing Risk for Tennessee Producers in Small Scale Processing of Poultry Program, which is funded in part from Southern Risk Management Education Center, UT Extension and USDA-NIFA.

Dr. Irene Hanning, Dr. Kathleen McAnally, Marshall Williams, Mike Brown, Wendy Sneed, Erica Alexander, Wade Murphy, Amanda Carter, Walter Bates and Hal Pepper presented sessions on:

- Processing Options Available to Independent Poultry Producers
- Speaking the Language—Poultry Products Inspection Act
- Getting Started—Handling and Processing of Wastewater
- Food Safety for Small Poultry Producers
- What Equipment is Needed?
- Marketing and Label Requirements
- Expanding Your Value Added Business With Tennessee Agricultural Enhancement Program
- Business Management 101 for the Small Scale Poultry Processor

Local hosts of the workshops were UT Extension Agents Kim Frady, Janie Becker and Ron Blair.

A total of 109 people attended the workshops and 65 completed evaluation forms at the workshops for a 60 percent response rate. Participants were also asked to complete a six month post-workshop evaluation and 29 completed the post-workshop evaluation for a 27 percent response rate. This fact sheet contains a summary of both evaluation responses. A copy
of the workshop evaluation form is included as Appendix A and a copy of the six month post-workshop evaluation form is included as Appendix B.

Summary of Workshop Evaluations

Table 1 contains the number of participants, number of completed evaluations at the workshops and response rate by location and overall.

Table 1. Number of Participants, Number of Completed Evaluations and Response Rate by Location

<table>
<thead>
<tr>
<th>Location</th>
<th>Number of Participants</th>
<th>Number of Completed Evaluations</th>
<th>Response Rate</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cleveland – January 27</td>
<td>38</td>
<td>23</td>
<td>61%</td>
</tr>
<tr>
<td>Murfreesboro – January 28</td>
<td>50</td>
<td>30</td>
<td>60%</td>
</tr>
<tr>
<td>Lexington – January 29</td>
<td>21</td>
<td>12</td>
<td>57%</td>
</tr>
<tr>
<td>Total</td>
<td>109</td>
<td>65</td>
<td>60%</td>
</tr>
</tbody>
</table>

Respondents were asked to report their level of understanding BEFORE and AFTER the workshops on a scale of “1” to “4” where “1” equals “None,” “2” equals “Little,” “3” equals “Some” and “4” equals “A Lot” on various topics. The mean values for each topic is listed in Table 2.

Increases in knowledge were reported for each topic and all topics reported a level of understanding of 3.22 or higher after the workshops. The topics with the highest level of understanding after the workshops were complying with regulations in poultry processing (3.58), procedures of licensing, packaging and labeling (3.47) and correct poultry processing procedures (3.41).
Table 2. Levels of Understanding Before and After the Workshops for Specified Topics where “1” equals “None,” “2” equals “Little,” “3” equals “Some” and “4” equals “A Lot.”

<table>
<thead>
<tr>
<th>Topic</th>
<th>Mean Value Before Workshop</th>
<th>Mean Value After Workshop</th>
</tr>
</thead>
<tbody>
<tr>
<td>How to comply with regulations in poultry processing</td>
<td>2.06</td>
<td>3.58</td>
</tr>
<tr>
<td>Procedures of licensing, packaging and labeling for the sale of processed poultry products in the marketplace</td>
<td>1.97</td>
<td>3.47</td>
</tr>
<tr>
<td>Correct poultry processing procedures</td>
<td>2.38</td>
<td>3.41</td>
</tr>
<tr>
<td>Food safety</td>
<td>2.78</td>
<td>3.36</td>
</tr>
<tr>
<td>How to decrease your risk and liability in the marketplace</td>
<td>2.14</td>
<td>3.34</td>
</tr>
<tr>
<td>Record keeping and business planning</td>
<td>2.73</td>
<td>3.24</td>
</tr>
<tr>
<td>How to meet HACCP plan requirements and voluntary General &amp; Sanitary Operating Procedures</td>
<td>1.70</td>
<td>3.22</td>
</tr>
</tbody>
</table>

Participants were asked to rate the likelihood of using information learned in the workshops in their operations on a scale of “1” to “5.” For each question respondents answered “1” for “Not at all likely”, “2” for “Somewhat likely,” “3” for “Likely,” “4” for “Very Likely” or “5” for “Extremely Likely.” The mean values for these responses are summarized in Table 3.

Participants are most likely to establish a recordkeeping system (4.17), use methods to reduce the risk of contamination (4.15), develop a voluntary on-farm processing plan to mitigate risks (3.72) and implement changes to product labeling (3.20). The mean value of those likely to begin an on-farm processing plant was 2.78.
Table 3. Likelihood of Taking Actions where “1” equals “Not at all likely,” “2” equals “Somewhat likely,” “3” equals “Likely,” “4” equals “Very likely” and “5” equals “Extremely likely.”

| Likelihood of establishing a recordkeeping system | 4.17 |
| Likelihood of using methods to reduce risk of contamination | 4.15 |
| Likelihood of committing to developing a voluntary on-farm processing plan to mitigate the risk associated with on-farm poultry processing | 3.72 |
| Likelihood of implementing changes to product labeling | 3.20 |
| Likelihood of beginning an on-farm processing plant | 2.78 |

Participants were asked how they planned to use the information learned at the workshop. Comments are listed in two categories below including educating and assisting others and farm business planning and risk management. Most comments were related to farm business planning and risk management.

Educating and Assisting Others

- To assist clients/public with questions and inquiries on this subject.
- Share with clientele and farmers market.
- Develop business plan for CSD/Farmers Market.
- Teach other small scale farmers and processors.
- To provide this info to a network of poultry growers.
- Improve operation knowledge to educate customers.
- To help producers.
- Help start up a poultry processing facility.

Farm Business Planning and Risk Management

- I plan on using all of the information that I have learned today.
- Will use immediately in order to be successful with our family farm. Try to implement and ask additional questions.
- We already have the facilitator, not the equipment but I see no reason not to start this.
- All legal stuff needs to be implemented.
- I am very interested in being able to compare USDA inspected facilities with processing on farm. I dislike that so many producers look to regulation as a hindrance rather than an aid.
- Develop my total poultry plan better.
- Carefully analyze our operation and see if we can justify processing our own birds.
- I’m in the beginning stages of looking at raising poultry on my farm. Probably less than 1,000 birds per year to start.
- Probably will look into more different disinfectants for chill tanks. Will add screening around processing facility.
• Good resources about salmonella. We plan to use 2-3 safety methods that Irene mentioned in our processing procedures.
• To develop our own value-added, pastured raised processing system. It was great to have all the entities regulating processing together to eliminate some of the confusion.
• Act in compliance with exemption rules and building a working relationship with the TDA, CPA and grant approval programs.
• In starting farm process.
• To make sure I am compliant.
• Proper labeling.
• Stay as far away from TDA and USDA as possible.
• The information confirmed that I will not be processing at home. Less expensive to use my current facilities.
• To help me meet requirements under exemption.
• I will use the info to weigh pros and cons of USDA versus exempt processing and decide how best to handle upcoming processing needs.
• Too much focus from top down instead of from our needs basics. Wrong focus. Stick with layers.
• Develop a plan and do more research.
• Kudos to TDA, the 1000 bird exemption helps our operations greatly.
• Great info on costs and regulations.
• The technical information will be used to improve our current practices. The regulatory and business info will be used to evaluate our likelihood of pursuing a permit under an exemption.
• Further develop my business model.
• To help us decide at what level and to what extent we want to process the birds we grow and to know how we can process and still comply with regulations.
• Improve farm management and establish protocols.
• We are going to try and begin to produce our own poultry on our farm.
• Walter and Amanda were GREAT! I would like to have more information from them. I need to increase bedding in the brooder to increase temps and decrease mess/odor. I am going to completely change my housing for my chickens. I am going to add DFM to my chicken's water immediately. I have decided not to do a home processing and will use Foothills exclusively.
• Use attendance to satisfy TAEP requirements.
• This info will guide which direction I take in the future. I have all the contacts I need to move forward when I am ready.
• Prepare goals, tentative budget. Decide whether to grow/process meat birds.
• Budget info, very beneficial!
• To start planning for my farm. I am going to google all the resources given for more info/research.
• Actually move forward with new processing plant, facility design and development.
• Starting a processing facility.
To include the information as part of our plan to determine if we want to start raising chicken for sale to others.
To make a more informed decision on whether I will run/sell chickens.
To determine if this is a worthwhile venture.
I am not sure. To start I will read through it all again.
To get my foot in the door of agri-business.
I plan on starting additional agricultural endeavors in the future. This information will help me decide the best method for doing this.
We process our birds for our own consumption.
Just to process for my family.

Participants were asked how the workshop could have been improved. Comments are summarized as follows:

- Good workshop, good handouts, good speakers, informative, great resources provided, well organized and presented. (13 comments)
- Technical difficulties with sound and video. (8 comments)
- Time management--too much time spent on USDA-inspected facilities. Target info to small-scale farmers with small numbers of birds. (4 comments)
- Give more details about permits needed, regulations and how to sell under the exemption. (3 comments)
- Needed more handouts for Standard Operating Procedures. (2 comments)
- More realistic information about costs and selling price. (2 comments)
- More practical production info on raising birds, probiotics, feed, etc. (2 comments)
- Presenters need hands-on experience with setting up a processing area and processing birds.
- Some presenters were uninformative and contradicted other presenters.
- Dr. Hanning, Walter and Amanda were great.
- More information about USDA-inspected mobile processing units.
- Tennessee needs to build USDA-inspected mobile processing units across the state.
- Get a legal expert to provide discussion about risk and more in-depth food safety training.
- Need hands-on processing education.
- Step-by-step video of processing birds with HACCP and BMP comments. Video tour of small scale or portable processing facility.
- More heat needed in facility.
- Don’t paint such a bleak picture.
- Have a series of more in-depth workshops.
- Statistics on how many chickens are processed under exemption.
- More local grower segments.
- Have a Q&A panel.
More pictures.
Demo units of processing equipment for participants to view.
Needed this a few years ago.
This workshop is needed in other counties with small poultry operations.

Participants were asked immediately after the workshop what key resource, information or training was still needed. Suggestions regarding topics for future workshops are listed below according to categories including recordkeeping and business planning, processing, exemptions, production and marketing.

**Recordkeeping and Business Planning**
- Refining my cost/profit.
- Knowing how to classify a small scale farm. Do you register as a business with the county or just claim sole proprietorship with the accountant? Does it fall under another agricultural classification even though product is being sold?
- How to make the numbers work profitably in the real regulatory world.
- More business management info.
- Record keeping and computer skills.
- Budgeting considerations for process. More detail on regulation.
- Business record keeping.
- Would like more info on record keeping systems.
- Just more time and numbers to decide how profitable chicken raising is.

**Processing**
- Give specific instructions for the actual “process” of processing the bird. Temperatures, steps when cutting/packaging/freezing. I heard some confusion from the class attendees. Mr. Yoder was very helpful in helping to answer questions because of his hands on experience.
- Need actual hands on processing.
- Fact vs. fiction on on-farm processing, several opinions. Waste water planning.
- Mobile processing facility/could we set up a co-op of poultry farmers to discuss the option?
- Amanda’s input and the business plan were key. Plus, Tennessee’s regs on processing poultry. How can we start the discussion of more options to process poultry, including more processing plants in TN or more economical and less regulatory for on farm processing, especially for smaller farms?
- People like Amanda that are actually doing it. On-site visits. Too much focus on regulations/permits and not enough on the process.
- I think adding more time with managing risks of small scale poultry processing would be beneficial. Maybe Dr. Hanning and Amanda to speak together on that subject would be
good. I spoke with Amanda outside of her lecture (at lunch) about breeds/hatching she would recommend and those she wouldn’t. That was extremely helpful.

- I would like to have hands on with a process. I want to visit an actual on farm processing center.
- We are HACCP certified. However, a resource for someone to get a class (such as handouts, etc.) might be helpful.
- Facility layout, needed equipment.
- Would love to see a mobile processing unit established.

**Exemptions**

- Selling as an exempt farm. What options I have.
- Further clarification on exemptions and labeling.

**Production**

- Round table of people raising chickens, what methods they use, how well those methods work.
- BMPs for small scale poultry production.
- Assistance in sourcing, storing and feeding, grain and feeds.
- I would like to visit some poultry farms.

**Marketing**

- Marketing
- Maybe more analysis of the consumer market status regionally, locally, etc.
- Potential markets

Other comments about the workshop included the following:

- A key resource would be a team of lobbyists in Nashville who actually represent small farmers and not agribusiness.
- I would love to see some classes on dairy (goats specifically).
- More land.
- I’m just starting this venture, so a lot is still needed. But this training was very informative.
- Mostly experience!

**Summary of Six Month Post-Workshop Evaluations**

Six months after the workshops participants were emailed and asked about their processing activities or plans to start an on-farm poultry processing plant, how they have used information presented in the workshops and what resource, information or training is still needed. Twenty-nine responded, and Table 4 provides information about these respondents as to their involvement with or plans for on-farm processing.
Table 4. Description of Respondents Who Completed Six Month Post-Workshop Evaluation

<table>
<thead>
<tr>
<th>Description of Respondents</th>
<th>Number of Respondents</th>
<th>Response Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>I had already started an on-farm poultry processing plant prior to the workshop.</td>
<td>7</td>
<td>24%</td>
</tr>
<tr>
<td>I started an on-farm poultry processing plant after the workshop.</td>
<td>3</td>
<td>10%</td>
</tr>
<tr>
<td>I have not yet started an on-farm processing plant but plan to do so in the next year.</td>
<td>1</td>
<td>3%</td>
</tr>
<tr>
<td>I decided not to develop an on-farm poultry processing plant.</td>
<td>8</td>
<td>28%</td>
</tr>
<tr>
<td>I am an industry partner and not a producer.</td>
<td>10</td>
<td>34%</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td>29</td>
<td>100%</td>
</tr>
</tbody>
</table>

Participants were asked about practices they have implemented as a result of the workshops. Table 5 provides information about the number of respondents who have adopted these practices.

Table 5. Respondents Who Have Implemented Risk Management Practices

<table>
<thead>
<tr>
<th>Practice Implemented</th>
<th>Number of Respondents Implementing Practice</th>
</tr>
</thead>
<tbody>
<tr>
<td>Used methods presented in the workshop to reduce the risk of contamination</td>
<td>9</td>
</tr>
<tr>
<td>Developed a voluntary on-farm processing plan to mitigate risks</td>
<td>9</td>
</tr>
<tr>
<td>Used information presented to develop or improve product labels</td>
<td>8</td>
</tr>
<tr>
<td>Established a recordkeeping system</td>
<td>7</td>
</tr>
</tbody>
</table>

Respondents (8) who said they have decided not to develop an on-farm processing plant were asked why they made this decision. Their responses related to cost, size, time and other factors are as follows:

**Cost**
- Because of the expense to create the required building and the waste water processing.
- Cost and too much government involvement even with the exemption.
Size
- I’m too small.
- My farming endeavor is too small to justify the large expenditure that I would make in order to process poultry and conform to state and federal law. I decided to stay with my small, free range egg producing operation. I appreciate what I learned from the workshop and feel like I have gained enough information to make rational decisions concerning future farming ventures.

Time
- My time is limited at this time. I may develop one in the future.
- We are busy with laying hens and not sure we want to branch out into providing meat.

Other
- Honestly, we were not very serious about doing it but just curious. Understanding how much it involved gave us the needed information to wait before proceeding.
- I currently am pleased with my poultry processor and do not see the need to take on this aspect of production.

Participants were asked to provide specific success stories related to the workshops. They were asked to tell how they have used the knowledge, skills and tools gained from the workshops and how implementing it has impacted their farm or organization. Some used the information in the workshop in making the decision not to process poultry on-farm, others decided to expand or improve existing processing operations, some started a processing plant after the workshops and others said they may start a plant in the future. Several educators used the knowledge gained at the workshops in their teaching efforts. Comments are grouped according to these uses and when provided, names are included.

Helpful in Making Decision Not to Process On-farm
- It was valuable information that helped me understand that processing isn't for me.
- We have not implemented the information on the farm in a positive sense but it kept us from starting something unprepared and ill-informed.
- I did not move forward.

Expanded or Improved Processing in Existing Plant
- The workshop was very valuable in explaining regulations, best practices, and resources available. As a result my own processing has improved tremendously and I am confident in my product.
- Since the workshop, we have been better educated, and we have done more birds and have expanded our broiler operation as well as being able to access restaurant and other revenues that was not possible before. We are very grateful for you guys putting this on for us. My wife and I are very encouraged about future in our small successful family farm.
**Started Processing Plant**

- We had wanted to start an on farm processing operation, but we were having trouble compiling the necessary steps to move forward and be in compliance with the state and federal governments. This workshop made it possible for us to get the operation going by June with small batches of broilers. It also made us aware of the TAEP cost share program. We were able to apply for help with our facility this year. I truly appreciate that this resource was available to us, and I look forward to participating in more opportunities like this in the future.

**Planning Information for Future Processing**

- I now have the knowledge to plan a processing facility on our farm if we make the decision to do so in the future. I also now have names in industry and government I can contact with questions.
- I really learned a lot. I was able to partner with my neighbor who has an on farm facility that meets standards to process chickens for my own use and I also have relatively close access to the USDA facility in TN if I want to process chickens and turkeys to sell. My operation is really not big enough to justify the expense of building an on farm facility, but if I decide to expand, I have all the information that I need to do so.
- We were completely confused by all the information and lack thereof, when it came to poultry processing laws and regulations until the workshop was able to clarify. The CPA was extremely helpful in answering all of our questions and pointing our farm in the right direction for our book keeping needs. The TDA involved helped answer questions to solidly find the facts involved with processing poultry under the exemption. The woman from the USDA was very clear and concise on the standards required with processing on farm. We also were very pleased with the information given by Wendy Sneed from the TDA on the TAEP grants, and inspired us to apply for grants this year in fact, as we’re looking forward to hearing in Sept the results! As well as a handful of other individuals from the Water safety, to Pilot Hill plant in NC were all extremely beneficial in educating us on what we needed to do to become a safe, successful business. All of these individuals, brought together by Hal truly allowed us to have all of our questions answered on safety requirements, procedures and record keeping in one place that we would have completely been unaware or overwhelmed by in investigating separately for ourselves. Thanks for the opportunity and help you have given us!
- We have implemented some of the ideas we learned at the seminar. Currently we only are producing poultry for immediate family needs. In the future, after we have gained more experience, we may start producing for our nearby market.
- This workshop educated me in the details involved in processing poultry on my farm. Issues such as amount and disposal of water, sanitation, waste disposal, building specs and the labor needed to take on this activity. I may at some time be interested in utilizing this data to construct a structure for this purpose but know that I am not ready at this time. The workshop also allowed me to see the difference in USDA, State permitted procedures, and the folks that believe the exemption means that you just
start processing chickens. After the class, this end of poultry production seems possible and can be done well and in a safe manner.

- I used the knowledge from the workshop to get my free range egg and honey operation into compliance with state and federal regulation.

**Used Information to Educate Others**

- I have shared the information I gained in the workshop with interested producers and farmers. It was very helpful to have such thorough information to work with.
- Shared information with interested producers during various workshops within Alabama over the past 6 months.
- Information gained at this workshop has helped me to assist clients who are interested in the poultry industry. I was equipped with the knowledge to help them with Regulations and Laws.
- As a regulatory, having access to so many stakeholders at one time provided me the opportunity to deliver a consistent message and field questions that interested the whole group. It was a very efficient way for me to communicate with small producers and potential small producers, and I think it really helped the latter group make informed decisions about how to proceed in their plans.
- I have used the information presented in this workshop to better advise producers who have contacted me since (2) who were considering processing under the USDA exemption.
- I am starting a Sustainable Poultry Network in Middle Tennessee. The information provided by this workshop was very informative about poultry processing in Tennessee. We consider the State a valued partner in our poultry farming and look forward to more poultry workshops. We now know the options for processing poultry, mainly on site or at processing plants. The pros and cons of each were explained in detail so that individual farmers could best decide what methods work best for their operations.

**Other**

- Very good information. Well presented. We would highly recommend the course to other farmers.
- I am very pleased that UT held these workshops.

Participants were asked in the six month post-workshop evaluation what key resource, information or training is still needed to assist them with a value-added poultry processing enterprise. Respondents said they need hands-on training on butchering and cutting up chickens, interaction with other small farmers who are processing, training about scheduling start dates to processing to maintain a steady stream of product and more poultry processing plants throughout the state.
Summary

Three Managing Risks of Small Scale Poultry Processing Workshops were held in January 2015. The workshops provided information to help poultry producers understand the regulatory, legal and financial risks associated with processing poultry on their farms. These workshops were conducted as part of the Managing Risk for Tennessee Producers in Small Scale Processing of Poultry Program, which is funded in part from Southern Risk Management Education Center, UT Extension and USDA-NIFA.

A total of 109 people attended the workshops, and 65 completed evaluation forms for a 60 percent response rate. Respondents were asked to rate how much they knew about each of seven topics before and after the workshop on a scale of “1” to “4” where “1” equals “None,” “2” equals “Little,” “3” equals “Some” and “4” equals “A lot.” All topics reported a level of understanding of 3.22 or higher after the workshops. The topic complying with regulations in poultry processing received the highest rating of understanding after the workshop at 3.58. The topic procedures of licensing, packaging and labeling was the second highest at 3.47.

Respondents were asked to rate the likelihood of using information learned in the workshops in their operations on a scale of “1” to “5.” For each question respondents answered “1” for “Not at all likely”, “2” for “Somewhat likely,”” “3” for “Likely,” “4” for “Very likely” or “5” for “Extremely likely.” Respondents said they were most likely to establish a recordkeeping system (4.17) or use methods to reduce the risk of contamination (4.15).

Respondents were asked to suggest topics for future value-added poultry workshops. Suggested topics related to recordkeeping and business planning, processing, exemptions, production and marketing.

Six months after the workshop participants were asked about how they have changed activities in their operations as a result of this project. Three started a plant after the workshop and eight said they decided not to start an on-farm processing plant. Nine respondents have used information in the workshop to implement practices that reduce risk.
Appendix A

Managing Risks of Small Scale Poultry Processing Evaluation Form
January 27, 2015 – McDonald, TN
January 28, 2015 – Murfreesboro, TN
January 29, 2015 – Lexington, TN

Thank you for your participation in this workshop and for providing valuable feedback about your experience on this evaluation form.

1. For each of the topics listed below, please rate your level of understanding on a scale of “None” to “A lot” BEFORE the workshop AND AFTER the workshop. For each topic, circle an understanding rating in the “Before the Workshop” column AND a rating in the “AFTER the Workshop” column.

<table>
<thead>
<tr>
<th>Topic</th>
<th>BEFORE the Workshop</th>
<th>AFTER the Workshop</th>
</tr>
</thead>
<tbody>
<tr>
<td>How to comply with regulations in poultry processing</td>
<td>None Little Some A lot</td>
<td>None Little Some A lot</td>
</tr>
<tr>
<td>How to decrease your risk and liability in the marketplace</td>
<td>None Little Some A lot</td>
<td>None Little Some A lot</td>
</tr>
<tr>
<td>Correct poultry processing procedures</td>
<td>None Little Some A lot</td>
<td>None Little Some A lot</td>
</tr>
<tr>
<td>How to meet HACCP plan requirements and voluntary General &amp; Sanitary Operating Procedures</td>
<td>None Little Some A lot</td>
<td>None Little Some A lot</td>
</tr>
<tr>
<td>Procedures of licensing, packaging and labeling for the sale of processed poultry products in the marketplace</td>
<td>None Little Some A lot</td>
<td>None Little Some A lot</td>
</tr>
<tr>
<td>Food safety</td>
<td>None Little Some A lot</td>
<td>None Little Some A lot</td>
</tr>
<tr>
<td>Record keeping and business planning</td>
<td>None Little Some A lot</td>
<td>None Little Some A lot</td>
</tr>
</tbody>
</table>

2. Please rate each statement about potential impacts of the information learned at this workshop on your business on a scale of “Not At All Likely” to “Extremely Likely.”

<table>
<thead>
<tr>
<th>Due to this workshop</th>
<th>Not At All Likely</th>
<th>Somewhat Likely</th>
<th>Likely</th>
<th>Very Likely</th>
<th>Extremely Likely</th>
</tr>
</thead>
<tbody>
<tr>
<td>How likely are you to use methods to reduce the risk of contamination?</td>
<td>□</td>
<td>□</td>
<td>□</td>
<td>□</td>
<td>□</td>
</tr>
<tr>
<td>How likely are you to commit to developing your own voluntary on-farm processing plan to mitigate the risk associated with on-farm poultry processing?</td>
<td>□</td>
<td>□</td>
<td>□</td>
<td>□</td>
<td>□</td>
</tr>
<tr>
<td>How likely are you to implement changes to your product labeling?</td>
<td>□</td>
<td>□</td>
<td>□</td>
<td>□</td>
<td>□</td>
</tr>
<tr>
<td>How likely are you to begin an on-farm processing plant?</td>
<td>□</td>
<td>□</td>
<td>□</td>
<td>□</td>
<td>□</td>
</tr>
<tr>
<td>How likely are you to establish a recordkeeping system?</td>
<td>□</td>
<td>□</td>
<td>□</td>
<td>□</td>
<td>□</td>
</tr>
</tbody>
</table>
3. How do you plan to use the information you learned at today’s workshop?

4. How could this workshop have been improved?

5. What is the key resource, information or training you still need?
Appendix B
Six Month Post-Workshop Evaluation Form

1. Please choose one of the following that best describes you.
   
   ____ I had already started an on-farm poultry processing plant prior to the workshop.
   ____ I started an on-farm poultry processing plant after the workshop.
   ____ I have not yet started an on-farm processing plant but plan to do so in the next year.
   ____ I decided not to develop an on-farm poultry processing plant.
   ____ I am an industry partner and not a producer.

2. Please indicate whether or not you have done the following since the workshop.
   
   ____ Used methods presented in the workshop to reduce the risk of contamination.
   ____ Developed a voluntary on-farm processing plan to mitigate risks.
   ____ Used information presented to develop or improve product labels.
   ____ Established a recordkeeping system.

3. If you decided not to develop an on-farm poultry processing plant, why was this decision made?

4. The granting agency asks us to provide them with specific success stories related to the project.
   In the space below, please share how you used the knowledge, skills and tools gained from this
   workshop and how implementing it has impacted your farm or organization. If you are willing,
   please include your name and farm, business or organization name so we can connect impacts
   with real people.

5. What is the key resource, information or training you feel is still needed to assist you with a
   value-added poultry processing enterprise?