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# Integrating Food Safety Into Your Business Plan

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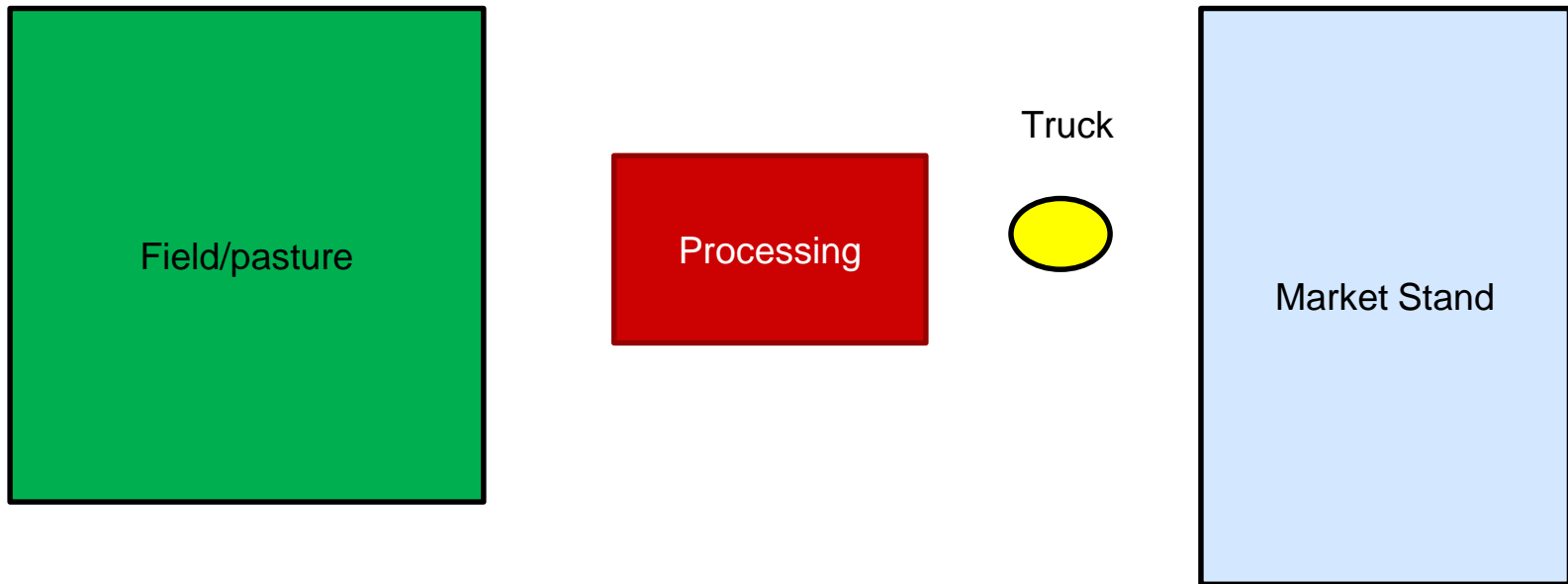
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# The Cold Chain

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# Hazards Mandates Right Now

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- Seafood 21 CFR 123
- Juice 21 CFR 120
- Meat and Poultry 9 CFR 417
- Coming soon via FSMA



Food Safety and Inspection Service

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# Risks and Hazards- What's the Difference?



- 1st- The regulated environment we work in
  - FDA-FSMA
  - USDA- MPIA
- 2nd- The process of analysis
- 3rd- The level of granularity. Risk based can be very high level, hazards based is very specific



VS





# HACCP

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## Hazard Analysis for Critical Control Points

- A systematic approach to the identification, evaluation, and control of food safety hazards
  - One part of a comprehensive food safety plan
  - One of the available tools available for understanding and mitigating the risks of your process
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# HARPC

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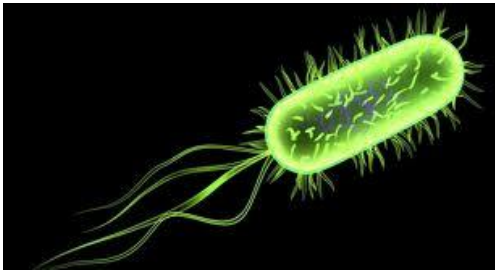
## Hazards and Risk based Preventive Controls

Uses a risk analysis and hazards analysis to evaluate the food safety of produce, animal feed, and non HACCP regulated value added processes

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# We regulate hazards, not risks



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Hazards are independent of  
the amount produced

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# Origin of Hazards Based System

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- NASA, Pillsbury and US Army Natick Food Labs developed it to put safe food into space
  - FDA systems
    - Low acid
    - Acidified food products
  - NAS endorsed it to control microbial hazards in foods in 1985
  - Created a committee National Advisory Committee on Microbiological Criteria for Foods
  - Codex Alimentarius Committee came in for use in international trade
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# Pre-Req Programs

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Provide the basic environmental and operating conditions that are necessary for the production of safe wholesome food

Based on

- FDA cCMPs 21 CFR 110
- USDA/FSIS sanitation regulations 9 CFR 416.1-416.6

Those are necessary, but not sufficient

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# Pre-req Programs

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- Facilities
  - Production and equipment
  - Cleaning and sanitation
  - Chemical control
  - Pest control
  - Personal hygiene
  - Training
  - Supplier Control
  - Specifications
  - Traceability and recall
  - Receiving
  - Storage
  - Calibration
  - sSOPs
  - Consumer Complaint process
  - Environmental monitoring
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# The Basic Business Plan

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- Executive Summary
- **Business Description**
- **Operations**
- **Marketing**
- **Management**
- **Finances**



*Consider the timeframe. You don't have to do it all at once as you build your business*

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# Business Description

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Facilities- include how your facility promotes food safety and what you are doing to keep facility costs down by using a PM program

How is your farm designed to manage pathogens? Are you separating animals? Who is down wind and down water from each other?





# Operations

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How are you going to apply your supply programs to drive down cost?

How does using a written food safety plan affect your inventory records?

Describe how your food safety mitigates the risk of your product

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# Management

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Create a culture of food safety

Leverage local experts

Share best practices





# Finances

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write first, build second

Choose between spending time and spending money





# What is the Cost of a Recall?

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Time

Effort

\$225M

Lost Sales

48 Million  
Americans

Brand

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# 7 Things You Need To Know About Food Safety During The Government Shutdown

Does a “filthy, putrid, or decomposed substance” sound like something you might be interested in eating? Good news! The FDA isn’t inspecting any food being imported into the U.S. during the shutdown, so now’s your chance.

The New York Times

## Business Day

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### Arrests Made in Colorado Outbreak of Listeria

By THE ASSOCIATED PRESS  
Published: September 26, 2013

DENVER — The owners of a Colorado cantaloupe farm were arrested on Thursday on charges stemming from a [2011 listeria epidemic](#) that killed 33 people in one of the nation’s deadliest outbreaks of food-borne illness.

Federal prosecutors said the owners, the brothers Eric and Ryan Jensen, were arrested on misdemeanor charges of introducing adulterated food into interstate commerce. The Jensens’ lawyer did not immediately return a call seeking comment.

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**No Food Safety Program = No Business**

SIGNATURE SERIES | October 2012

## Recall: The Food Industry's Biggest Threat to Profitability

By Tyco Integrated Security

Our goal is to share insights about the key issues facing security and supply chain practitioners in food, beverage and other ingestible product industries.

Here, we will explore the food industry’s biggest threat to profitability. We will discuss the key predictors of costs in a food recall, identify the common causes of recalls and propose some pathways to prevent or mitigate the cost of recalls.

The New York Times

## Business

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### Largest Recall of Ground Beef Is Ordered

By ANDREW MARTIN  
Published: February 18, 2008

A California meat company on Sunday issued the largest beef recall in history, 143 million pounds, some of which was used in school lunch programs, Department of Agriculture officials announced.

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# Questions?

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