VDACS Dairy Services:
Keeping your dairy udder-ly safe!

Hunter Moyer
Dairy Services Program Supervisor
Who are we?

1 PROGRAM SUPERVISOR
1 ASSISTANT PROGRAM SUPERVISOR
1 PROGRAM SUPPORT TECHNICIAN
9 DAIRY INSPECTORS
Where are we?
Virginia is home to about 73,000 dairy cows. Dairy cows produced an average of 7.7 gallons of milk per day.

Virginia has 421 dairy farms and a typical dairy farm has a herd of about 173 milking cows.

90% of all milk produced in 2021 was used and consumed in the form of fluid milk.

The average value of a day's milk per cow was about $12.33.

In 2021, a dairy cow in Virginia cost about $1,240.

The top five milk producing counties:
1. Rockingham
2. Pittsylvania
3. Augusta
4. Franklin
5. Washington

Rankings:
- 24th in milk production,
- 24th in number of milk cows,
- 35th in milk output per cow, and
- 14th in the number of licensed dairy operations during 2021 in the United States.

Brought to you by the dairy farm families of the Southeast.

*All facts are based on 2021 USDA and AGI data.*
What do we do?

- Inspections
- Sampling
- Enforcement
- Equipment Review
- Label Review
- Consultations
- Promotion / Education
Milk and Dairy Products are some of the most highly regulated and safest* foods in the nation.

- **2VAC5-490 Regulations Governing Grade “A” Milk**
  - 2017 Edition of the Grade “A” Pasteurized Milk Ordinance
- **2VAC5-501 Regulations Governing the Cooling, Storing, Sampling and Transporting of Milk**
- **2VAC5-510 Rules and Regulations Governing the Production, Processing, and Sale of Ice Cream, Frozen Desserts, and Similar Products**
- **2VAC5-520 Rules and Regulations Governing Testing of Milk for Milkfat, Protein, and Lactose Content by Automated Instrument Methods**
- **2VAC5-531 Regulations Governing Milk for Manufacturing Purposes**

* Raw milk not included!
From Cow to Cup!

- 374 Grade “A” Farms
- 15 Manufactured Grade Farms
- Inspected a minimum of twice per year (83 items)
- Water sampled every 2 years for private well systems
- Raw Milk sampled a minimum of 4 out of every 6 months
  - FDA/PMO Grade “A” Cow Standards: <750,000 SCC/mL; <100,000 SPC
  - Virginia Grade “A” Cow Standards: <500,000 SCC/mL; <50,000 SPC
- Antibiotic Residues – a huge deal in the dairy industry!
- Random Sampling:
  - Radiological
  - Aflatoxins
  - Brucellosis
  - Tuberculosis
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An official inspection certificate is required before your survey is reäßessed. If the certificate is not provided, your grade will be suspended.

W. J. Todd (Inspect)
From Cow to Cup!

Milk Cooperatives

• With the exception of producer/processors, most milk in Virginia is sold through a milk marketing cooperative in order to achieve the best price for a farmer’s milk. The co-op decides which plant to send the milk to.
From Cow to Cup!

Hauler/Samplers

• 230 Bulk Milk Hauler / Samplers
• Evaluated a minimum of every 18 months (50 items)

Proper regulatory training is crucial because the hauler/sampler directly affects how much the producer (farmer) is paid for their milk!
From Cow to Cup!

Tankers / Transfer & Wash Stations

• 88 Tankers
  • Inspected a minimum of once a year (33 items)

• 2 Wash Stations / 1 Transfer Station
  • Inspected a minimum of every 6 months
From Cow to Cup!

16 Grade “A” Processing Plants
Inspected a minimum of 4 times per year (83 items)
Quarterly Pasteurization Equipment Verification Checks
Water sampled every 6 months for private well systems
Pasteurized Milk sampled a minimum of 4 out of every 6 months per product
  - FDA Standard: $<10$ Coliform/mL; $<20,000$ SPC
  - Antibiotic Residues
  - Phosphatase

Virginia is a “Split State”!

The Virginia Department of Health oversees Grade “A” fluid processing plants through an MOU with VDACS
From Cow to Cup!

Ice Cream / Frozen Dessert Processing Plants

• 36 Ice Cream / Frozen Dessert Manufacturing Plants / Wholesalers
• Inspected a minimum of 4 times per year (37 items)
• Label Review
• Water sampled a minimum of every 6 months for private well supplies
• Finished Product sampled a minimum of 4 out of every 6 months
  • Coliform: <10/g for plain; <20/g for bulky flavored products
  • Standard Plate Count: <50,000/g
  • Phosphatase
  • Random Testing:
    • VIDAS: Salmonella, Campylobacter, E Coli 0157, Listeria
    • Fats/Solids
From Cow (or Goat) to Plate!

Cheese/Butter Manufacturing Plants

- 51 Cheese / Butter Manufacturing Plants
- Inspected a minimum of 4 times per year (37 items)
- Quarterly Pasteurization Equipment Verification Checks
- Label Review
- Water sampled a minimum of every 6 months for private supplies
- Finished products sampled a minimum of 4 out of every 6 months
  - Phosphatase (pasteurized cheeses and butter only)
  - VIDAS: Salmonella, Campylobacter, E Coli 0157, Listeria
  - Antibiotic Residues (if applicable)
- Random Testing:
  - Staph Aureus
  - Coliform
From Cow (or Goat) to Plate!

Cheese Manufacturing Plants

- Cheeses can be made from pasteurized milk or properly aged (above 35°F for a minimum of 60 days or the minimum number of days specified under the standards of identity for the specific variety of cheese)

- Cheeses MUST follow their Standard of Identity or cannot be sold as a standardized product.
  - Can be sold as a “style” or fanciful name

- Small scale exemptions
DID YOU KNOW?
It takes 10 pounds of milk to make 1 pound of cheese!
Other Things We Do

• Equipment Review
• Label Review
• Consultations
• Promotions/Education
How do I prepare to sell at a farmer’s market?

- Must be permitted by VDACS Dairy Services or VDH (fluid milk)
  - Or another state’s regulatory authority
- Must be in good standing
- No active recalls for products being sold at the market
- New products must be sampled and held from sale until results are received back as negative for pathogenic growth, and within other safe regulatory levels
I’m finally set up at the Farmer’s Market!

Now what?

• Almost all dairy products are considered a TCS (time/temperature control for safety) Food
  • Must be held below 41° F; or
  • Marked when taken out of refrigeration and sold, served, or destroyed within 4 hours.
    • This pertains to free samples, too!
What dairy products can’t I sell?

2VAC5-490-75. Sale of unpasteurized milk for human consumption prohibited.

No person may offer to sell or sell, barter, trade, or accept any goods or services in exchange for unpasteurized milk if the unpasteurized milk is intended for human consumption.

Statutory Authority

§ 3.2-5206 of the Code of Virginia.
Any dairy products made without a permit!

**Grade “A”: 2VAC5-490-30. Permits.**

A. No person may produce, provide, manufacture, sell, offer for sale, or store in the Commonwealth, or bring, send, or receive into the Commonwealth, any milk, milk product, or condensed and dry milk product for use in the commercial preparation of grade A pasteurized, ultra-pasteurized, aseptically processed and packaged, or retort processed after packaging milk or milk product unless the person possesses a grade A permit from the state regulatory agency. Nothing in this chapter shall be deemed to require a person who is a broker, agent, or distributor’s representative to have a grade A permit if the person buys condensed and dry milk product for, or sells condensed and dry milk product to, a milk plant that has a valid grade A permit from any state.

**Ice Cream: 2VAC5-510-420. Issuing, suspension and revocation of permits.**

A. It shall be unlawful for any person who does not possess a permit from the Virginia Department of Agriculture and Consumer Services to bring into, send into, or receive into the Commonwealth of Virginia for sale, or to sell, or offer for sale therein, or to have in storage with intent to offer for sale or sell frozen desserts or frozen desserts mix identified in this chapter: Provided, that grocery stores, restaurants, soda fountains, and similar establishments where frozen desserts or frozen desserts mix are regularly served or sold at retail, but not processed, may be exempt from the requirements of this chapter.

**Cheese/Butter: 2VAC5-531-50. Permits.**

B. No person may produce, process, manufacture, handle, package, reprocess, repackage, rework, offer for sale or sell any manufactured dairy product in the Commonwealth of Virginia unless the person possesses a permit from the Virginia Department of Agriculture and Consumer Services. The requirement for a permit shall not apply to (i) any person’s establishment where a manufactured dairy product is served or sold at retail, so long as the manufactured dairy product is not produced, manufactured, reprocessed or reworked at the establishment; (ii) any person who distributes and does not process manufactured dairy product; or (iii) any person producing manufactured dairy product outside the Commonwealth of Virginia.
How do I know if a vendor is permitted to sell dairy products?

Email us at dairyservices@vdacs.virginia.gov

We can answer questions about dairy vendors, manufacturers, and producers from outside of Virginia, too!
Agritourism

• The Virginia Rapid Response Team (VA RRT) and Virginia Food Protection Task Force (VFPTF) is composed of members from VDACS, Virginia Department of Health (VDH), Division of Consolidated Services (DCLS), U.S. Department of Agriculture (USDA) and the U.S. Federal and Drug Administration (FDA).

• As the agritourism industry grows, facility design and visitor education is needed to ensure public safety. In response, the VA RRT and VFPTF can provide signage to interested parties, as well as a checklist.*

• For more information, please contact va@foodprotectiontaskforce.com

*Checklist adopted from the Agritourism Best Practices Checklist by Minnesota Department of Health and Upper Midwest Agricultural Safety and Health Center.

AGRITOURISM BEST PRACTICES CHECKLIST *

The best practices described below are based on the Compendium of Measures to Prevent Disease Associated with Animals in Public Settings, 2017

If you are a petting zoo operator or offer other animal interaction activities, please use this checklist as a tool to design and operate your facility according to the national standards. If you are hiring a petting zoo, please use this checklist to evaluate potential vendors.

Facility Design

☐ Handwashing stations
  ☐ Running water
  ☐ Accessible for children and persons with disabilities
  ☐ Plan in place for restocking paper towels, soap, and water
  ☐ Hand sanitizer (should be used as a supplement to soap and water and does not replace soap and water for handwashing)
  ☐ Plan in place for restocking hand sanitizer

☐ Petting of animals only allowed (through barriers [fences], visitors not allowed in pens)

☐ No physical contact by the public with chicks, ducklings, rabbits, calves, or dangerous and exotic animals (e.g., primates, wolf pups)

☐ No transport of manure (including bedding through public areas)

☐ Transition area at entrance between non-animal and animal areas
  ☐ Provide stroller and bag storage to keep items out of animal areas
  ☐ Transition area at exit as people leave animal space to non-animal space
  ☐ Place handwashing stations position near exit so visitors can’t miss them

Visitor Education

☐ Educational messages in multiple formats (e.g., signs, videos, recorded messages, stickers, brochures, interaction of staff and visitors, etc.

☐ Signage in transition area at entrance
  ☐ Animals can carry germs that can make people sick
  ☐ No food or drink in animal areas
  ☐ No hand-to-mouth activities in the animal area (e.g., drinking, eating, bottles, pacifiers)

☐ Children under five years old, senior citizens, pregnant woman, and people with chronic health conditions or a weakened immune system should be extra careful around animals

☐ Signage in transition area at exit
Remember to thank a farmer!
Questions?

Find out more at: