

# Permits and regulations

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# Equipment salespeople

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- Their job is to sell you equipment
- Permits, regulations - you are on your own

# Regulators

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- May know nothing about olive oil
- Their job is to protect public health and safety
- They are risk-adverse
- They are human

# To get an advantage

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- Teach them about olive oil
- Make their job easier
- Cover their behind
- Make them your friend

# Various players

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- Federal: U.S. Customs
- State: Dept of Public Health, Regional Water Quality Control Board
- County: Planning Dept, Building Dept, Health Dept, Agricultural Commissioner
- Utility

# Overview

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- Getting the mill to the site
- Preparing the milling site
- Processing issues

# Getting the mill to the site

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- U.S. Customs
- Arrives at port
- Manufacturer can pre-clear Customs
- At Customs for a day or two, two weeks at most
- Customs fees : 0.25% of sales price
- Handling fees from shipping company: \$200-\$300

# Getting the mill to the site

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- Need to arrange transportation.
- Need to get the mill off the truck.

# Preparing the milling site

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- Seismic
- Septic
- ADA
- Water
- Electricity
- Weighing

# Processing issues

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- Processed Food Registration Application
- 30-60 days
- California Department of Public Health
- Food and Drug Branch, Food Safety Program
- 916-650-6500
- Annual registration fee

# Processing issues

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- Hazard Analysis and Critical Control Point Systems (HACCP)
- Applies to seafood, juice (FDA) and meat processors(USDA).
- Voluntary in other industries.
- Food service and grocery sectors require it.
- Large-volume olive oil producers have one.

# Processing issues

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- Good Manufacturing Practice (GMP)
- Title 21 Code of Federal Regulations (CFR)
- For employees working in the facility and for the product itself

# Prepare

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- Start early
- Do your homework
- Anticipate concerns
- Spend more than you expected

