

Market Livestock Integrity Program



by and in partnership with

KNUCKLEBALL AGRICULTURAL SERVICES

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Program Objectives & Process

Program Background

To advance AIM's mission "to educate, inspire, and connect communities, responsible farmers, and producers as part of a healthy, Earth-friendly, equitable local and regional food system," the organization supports direct-to-consumer sales by local farms and ranches that demonstrate responsible natural resource management in addition to good animal husbandry. In this document, AIM outlines the goals, requirements, and expectations for ranchers who participate at AIM's Certified Farmers Markets to ensure integrity and transparency of meat and poultry products offered for sale..

The Market Livestock Integrity Program will:

- Establish a comprehensive, verifiable, science-based livestock product approval system for producers to be able to enter AIM markets, that is fair to livestock producers, that benefits the animals they raise and the ecosystems they steward.
- Engage AIM Livestock Market Participants, to ensure understanding of the need, process, and requirements for livestock sustainability and how the Market Livestock Integrity Program is implemented at AIM's Certified Farmers Markets.
- Ensure a future for Livestock Producers at AIM markets by providing the shopping public with accurate, reliable, and complete information that increases trust, confidence, and ability of market shoppers to make informed choices when purchasing meat products at AIM's markets.
- Support and encourage Market Participants who practice responsible natural resource management through 1) building and maintaining healthy soil, 2) water conservation measures, 3) minimizing air, water, and climate pollution, 4) promoting biodiversity, and 5) providing humane stewardship of animals, in accordance with AIM's Three-Year Strategic Plan.

Guiding Principles

Producers must disclose their livestock management practices to AIM in their Annual Application, including land use descriptions, breeding slaughter plans, and provide updates at each annual renewal process. Pre-admission Audit and regular Ranch Audits (minimum of every three years) will be conducted to verify accuracy of described livestock management practices. AIM reserves the right to refuse market access to producers utilizing AFO/CAFO (Concentrated Animal Feeding Operation) production, those who provide false or misleading information regarding their animal production practices, and those who receive a less than satisfactory Ranch Audit.

AIM expects producers who raise livestock for sale at AIM Markets to practice:

- Caring and responsible planning and management
- Skilled, knowledgeable and conscientious stockmanship
- Appropriate environmental design
- Considerate handling and transport

As part of AIM's pre-admissions process, AIM prioritizes:

- Market Participants who are Primary Producers
- over those who are selling Partner Produced and Resold products.
- Market Participants who maintain third-party certifications including certified organic, animal welfare, grass-fed or regenerative, etc., and who demonstrate a commitment to environmental stewardship.

Note: For the purpose of this document, the word “livestock” encompasses all animals raised on-farm, including but not limited to cattle, sheep, goats, other ruminants, pigs, rabbits, chickens, turkeys, ducks, and other fowl. “Meat” is used in reference to products derived from the flesh of cattle, sheep, goats, other ruminants, and pigs. “Poultry” is used in reference to products derived from the flesh of chickens, ducks, turkey, other fowl and rabbits. Laying Poultry and Dairy Animals are not considered in this document. For further definition of terms used in this document, please see the ‘Definitions’ section in this document.

Environmental Stewardship Guidance

AIM is developing preferred environmental and conservation practices that promote healthy soils and climate-beneficial production methods. AIM will provide future information on grants, resources, and technical assistance for conservation and range management practices.

Market Participants should practice responsible natural resource management through 1) building and maintaining healthy soil, 2) water conservation measures, 3) minimizing air, water, and climate pollution, 4) promoting biodiversity, and 5) providing humane stewardship of animals, in accordance with current work towards an Environmental Standards Framework. All livestock producers are encouraged to implement conservation practices and whole-farm/ranch resource management plans in collaboration with outside organizations such as Resource Conservation Districts, Natural Resources Conservation Service, Point Blue Conservation Science, Audubon Society, etc.

Source Verification - Annual Applications, Load Lists, Record Review

To ensure transparency and accuracy of AIM Market Participant livestock production practices, AIM utilizes the Three Pillars of Source Verification (see Figure 1).

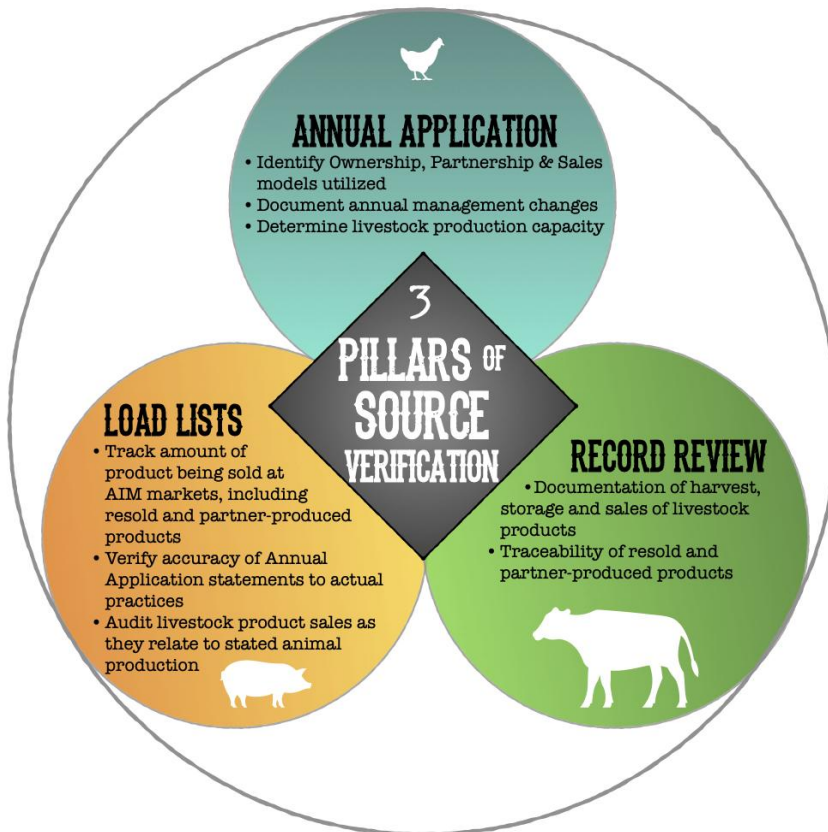


Figure 1. The Three Pillars of Source Verification for Livestock Production.

Only meat that AIM source verifies is allowed to be sold at AIM Markets. AIM must approve all farms, ranches, Partner Produced, and Resold Products (defined in Rule 1.b) prior to their participation at AIM Markets.

(1) Market Applications are completed by Market Participants when applying to AIM markets and updated annually with animal production and land use details for continuous participation in AIM markets. Annual Applications will be incorporated into AIM's internal Rancher Database to create individual Rancher Profiles. Mid-Year production changes or requests to sell new products should be submitted to AIM for review and consideration at least 30 days prior to anticipated market availability.

(2) Load Lists are submitted by every Market Participant for every market attended to the Market Manager. The Load List for livestock products is an itemized list showing sales by species (e.g. beef, lamb, pork), cuts sold, average weight per package, and total quantity sold. For each species sold, the list must indicate if products are Partner Produced or Resold Product, and must include the name of the Partner Producer or Ranch of Origin.

(3) Records Review during Ranch/Stall Audits will enable AIM to verify the accuracy of Annual Application details and Load List feasibility. New Market Participants should expect a preliminary Record Review/Audit prior to acceptance to AIM markets, followed by regular audits every three years or as deemed necessary by AIM. AIM will follow all relevant state, county, or local biosecurity requirements. In addition or in the absence of other requirements, AIM will follow any biosecurity directives from producers.

AIM reserves the right to perform market stall audits, on-site ranch audits, and review of documentation which may include, without limitation: brand inspections, birthing records, mortality records, herd lists, slaughterhouse records, cut/wrap records, partnership agreements, date of livestock purchase, sale and transfer of animal products, storage records, etc. Each farm or ranch must maintain records to demonstrate compliance with AIM Livestock Requirements. Records should be available from the previous 18 months for all species sold at AIM markets.

Rules & Requirements

1. Livestock Management Requirements

AIM producers must engage in practices that ensure high animal welfare, responsible environmental stewardship, transparency of ownership, safe product handling, and accurate labeling.

1.1 Raising and Owning Animals

All meat and poultry products must come from animals raised by the Market Participant (Primary Produced) with the exemption that participants may be allowed to sell products from animals raised in partnership (Partner Produced) or sourced from other California ranches and farms (Resold) with AIM's prior written approval. See categories below and described in [Appendix A](#) for AIM approved supply chains for meat products at markets.

- a. **51% Primary Produced Rule:** (i) A **Primary Produced** livestock product is sourced from an animal owned and raised by the Market Participant for at least the final two-thirds of the animal's lifespan. (ii) Products from this category must make up at least 51% of products, by weight, offered per market *and* calendar year. (iii) Ownership means that the Market Participant or an employee of the Market Participant is overseeing the day-to-day management of bred or purchased livestock including feeding, water allocation, shelter, welfare, healthcare, grazing/ranging plan, etc., on land controlled by the market participant.

Primary Produced - $\frac{2}{3}$ Ownership

Species	$\frac{2}{3}$ Length of Ownership	Age at Slaughter
Beef	12 months	18 months
Veal	3 months 10 days	5 months
Lamb	7 months 1 week	11 months
Goat	4 months 3 weeks	7 months
Pigs	4 months 3 weeks	7 months
Poultry (Chickens, Ducks, Squab, Pheasant, Rabbits)	28 days	42 days
Turkey	3 months 10 days	5 months

Figure 2. The $\frac{2}{3}$ Ownership of Livestock Production refers to the length of time that an animal is under ownership of a farm/ranch in order for that farm/ranch to be considered the Primary Producer of that animal.

- b. **Partner Produced / Resold Product Exception:** (i) A **Partner Produced** livestock product is sourced from an animal owned and raised for less than $\frac{2}{3}$ of its lifespan by a Market Participant. Partner Produced livestock must be owned and raised for $\frac{2}{3}$ of its lifespan by an AIM approved partner producer ranch and/or business entity. (ii) A **Resold Product** is a livestock product sourced from an animal that was never owned by a market participant. The business/ranch from which a Resold Product is sourced from is considered a “Ranch of Origin” and must be approved by AIM. Resold Products are limited to species not produced by market participants and their partner producers. (iii) Partner Produced and Resold Products must not exceed 49% of the total product offered (by weight) for sale per market *and* calendar year.
- c. Market Participants must have written agreements (MOU, contract, lease, etc.) with Partner Producers that explain, in detail, livestock management practices and Partner Producer responsibilities for animal welfare.
- d. Animals must be raised and slaughtered in California, excluding special circumstances which must receive prior written approval from AIM. Land use descriptions will be provided to AIM at Annual Application, including amount of land owned and leased, both irrigated and non-irrigated.
- e. AIM Livestock Producers including Partner Producers and Ranches of Origin must be in compliance with local, state and national, state, and local laws for animal welfare, labor rights, and land management.

1.2 Animal Husbandry Expectations

AIM requires that Livestock Producers show a commitment to responsible animal husbandry practices based on the Five Freedoms of Animal Welfare:

- Freedom from hunger and thirst
- Freedom from discomfort
- Freedom from pain, injury or disease
- Freedom to express normal behavior
- Freedom from fear and distress

To verify the Five Freedoms, AIM will use its source verification process (e.g., Record Reviews and Ranch Audits) to verify the following:

- a. Animals must have free access to clean, fresh water and food or forage at all times. Farmers must have a feeding plan to ensure a varied, well-balanced and wholesome diet that meets the optimal nutritional requirements of the age, breed, and size of livestock. Animals must have access to sufficient feed quantity to satisfy hunger & promote satiety.
- b. Ranging and foraging area management and design must satisfy the natural behaviors of the flock or herd in search of food, water, shelter, etc.

- c. Animals must have access to fresh, clean pasture that has not become polluted with manure or denuded and devoid of vegetation as seasonally appropriate.
- d. The location of water, shelter and feeding areas must ensure animal welfare. Feed and water must be distributed in such a way that livestock can eat and drink without undue competition.
- e. Animals must be provided with shelter adequate for their physical and behavioral needs. Shelter for animals and birds may be provided by natural features such as shade, trees, and/or field housing. In extreme weather there must be a means to feed and water animals in a sheltered environment.

2. Product Handling Requirements

2.1 Slaughter

- a. All livestock must be slaughtered in USDA-inspected facilities located in California in accordance with federal law except where exemption is allowed under law.
- b. Meat must be processed, packaged, and made in USDA-approved facilities and all primary packaging must display proper USDA labeling.
- c. Poultry (chicken, ducks, turkeys, geese, other domesticated birds, small game birds, and rabbits) must be slaughtered at one of the following: USDA-approved facility located in California, CA Dept of Food Ag Meat Poultry & Egg Safety (MPES) licensed facilities, or on-farm as allowed by federal and state regulations. See (in [Resources](#)) University of California Cooperative Extension for more information for On-Farm Poultry Meat Processing.

2.2 Cut-and-Wrap

- a. Meat (cattle, sheep, goats, pigs) must be cut & wrapped at a USDA-inspected facility located in California, or in a county-inspected kitchen in accordance with the USDA's Retail Exemption. Products packaged in a commercial kitchen using reduced oxygen packaging (vacuum sealed) require a permit from CDPH. All packaging must display USDA-required labeling except where there is a legal exemption from such labeling.
- b. Poultry must be cut-and-wrapped either at a USDA-inspected facility in California, a CDFA Meat Poultry & Egg Safety (MPES) licensed facility, or in a county-inspected kitchen in California, and must be properly labeled. On-farm slaughtered poultry can be cut and wrapped on farm premises as allowed by federal and state regulations. Products packaged on-farm or in a commercial kitchen using reduced oxygen packaging (vacuum sealed) require a permit from CDPH.

2.3 Further Processing / Value-Added

- a. Further processing of meat and poultry products such as smoking, curing, drying, or rendering must occur in California at a facility under USDA or CDFA-inspection.
- b. Records for further processing must be maintained and made available to AIM upon request.
- c. Sausage making that does not involve nitrates, nitrites, smoking or curing of any sort, can occur in USDA or CDFA-approved facilities in California.

3. Labeling Requirements for Meat

3.1 Package Labels

Each package of Primary Produced, Partner Produced or Resold meat & poultry must include a label with the following:

- a. Name and location of business of Market Participant, Partner Producer, or Ranch of Origin.
- b. Label clearly stating the source of the product (Primary, Partner, or Ranch of Origin).
- c. Accurate quantity of the contents by weight or count.
- d. The common name of the food/meat species and the cut description (i.e., pork tenderloin).

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- e. The label of any cut of beef, veal, lamb, or pork should identify the species, and must also identify cut from which it is derived (i.e., loin, flank, chuck/shoulder), and the retail name if applicable (i.e., tri-tip).
- f. Signs should include both Partner or Ranch of Origin and County(ies) in which animal(s) were produced. Market participants selling approved Partner Produced and/or Resold products must, in addition to the above requirements, must conspicuously state that the animal was not raised by the Market Participant conducting the sale. Resold Products cannot have the name or logo of the Market Participant anywhere on the product label.

3.2 Booth Displays

- a. The market booth must display a bin label, sign or banner that lists species, and where they were raised.
- b. The location must reflect, at a minimum, the county(ies) where the animals were raised. Listing of watersheds is encouraged.
- c. Signs accurately describing third-party certification or environmental stewardship practices are encouraged.

3.3 Marketing Claims

- a. Designated marketing claims made about production practices on package labels and/or booth displays must be verified by current third-party certification, including but not limited to, humanely raised, animal welfare, grass-fed, regenerative, holistic, and certified organic.
- b. Ranchers and farmers may use the terms “climate-friendly”, “sustainable,” and “pasture-raised” following a Ranch Audit and self-verification by the Rancher. .

See [Appendix B](#) for a list of marketing claims and available third party certifications which will be acceptable to verify compliance to the marketing claim. Market Participants are required to provide current certificates to AIM on an annual basis at renewal of application relevant records should be available at every market for review upon request.

4. Storage Requirements

- a. Meat and poultry must be stored and displayed at or below 41° at all times. The packages can be fresh or frozen.
- b. All meat and poultry sold at AIM Markets must be stored in USDA-approved storage facilities except where there is a legal exemption from such storage. Producers must provide AIM with facility identification numbers and contact information. Receipts including in/out records for storage facilities may be requested by AIM as part of the Ranch Audit process.
- c. AIM reserves the right to contact and/or visit a storage facility, including on-farm storage, to verify storage activity.

5. Market Product Selling Requirements

5.1 Load Lists

- a. Market Participants must submit Load Lists ([Appendix C](#)) within 24 hours of the close of every market attended.
- b. The Load List for livestock products is an itemized list showing sales by species (e.g. beef, lamb, pork), average weight per package, total quantity sold, whether or not the listed cuts are Partner Produced or Resold Products and the name of the approved source. Similar cuts of meat and poultry from different sources (Primary, Partner or Resold) must be listed as different products on the load list. Blank Load Lists will be made available by the Market Manager.
- c. Failure to submit Load Lists in a timely manner will result in disciplinary action as specified in

Section 18.3 of the AIM Farmers Market Rules and Regulations.

5.2 Stall Audits

- a. AIM Market Management may, at any time with or without notice, inspect stalls of Market Participants for compliance with these Rules.
- b. It is expected that Market Participants will have on hand: current copies of third party certificates and feed information including ingredient lists of formulated feed provided to livestock.
- c. Failure to cooperate in a Stall Audit will result in Consequences defined in this document.

6. Partner Produced / Resold Product Selling Requirements

6.1 Source Verification of Partner Produced / Resold Products

- a. Market Participants must include Partner Produced and Resold Products on their annual application and all relevant production information for all sources of livestock products.
- b. Partner Produced and Resold Products must pass an on-site Ranch Audit prior to product approval and at a minimum of every three years. Source verification documentation must be maintained for all Partner Produced and Resold products. Birthing and animal purchase records should be maintained in an available and accessible format, and must be made available to AIM, upon request, to verify compliance to Ownership requirements.
- c. Market Participants must have written agreements (MOU, contract, lease, etc.) with Partner producers that explain, in detail, livestock management practices and Partner producer responsibilities for animal welfare.
- d. Ranchers selling Partner Produced or Resold Product must pay a supplemental stall fee, as established by AIM.

6.2 Approval of Partner Produced / Resold Products

- a. Following a successful audit and application review, AIM will provide written approval to Market Participants allowing for Partner Produced or Resold Products from approved ranches of origin.
- b. Approval is market-dependent, and Market Participants must receive approval for each Partner Produced product or Resold Product offered at each market attended. Approvals are not indefinite and are subject to change.

6.3 Allowable Quantities of Partner Produced / Resold Products

- a. The total of Partner Produced and Resold Products must not exceed 49% of product offered (by weight) for sale per market *and* calendar year.
- b. Market Participants may offer one Partner Produced or Resold Product per species (variety of cuts), per market, and a maximum of two Partner Produced or Resold products total. No Market Participant may offer more than two Partner or Resold Products per market, regardless of species or ranch of origin. Product from a single species must come from a single Ranch of Origin.

6.4 Labeling and Sales of Partner Produced/ Resold Products

- a. All Partner Produced or Resold Products must be labeled and displayed separately (either physically or by signage) from a Market Participant's Primary Produced product. Signs should include both Partner or Ranch of Origin and County(ies) in which animal(s) were produced.

Consequences

Approach

AIM's approach to enforcement of these Rules centers around four principles:

- Participant compliance with the Rules and applicable laws is essential to Market success for all Participants, to the integrity of the Markets, and to ensure a positive consumer and community experience.
- AIM will implement and enforce all rules and regulations pertaining to the operation of Markets in a fair and equitable manner.
- Resolution of issues through verbal or written notice, discussion, and agreement is preferable to formal disciplinary action whenever possible.
- Participants will have an opportunity to speak to the AIM Board regarding potential termination decisions, and will have an opportunity to appeal suspension or termination decisions.

Violations

Providing intentionally misleading or false information and/or withholding information regarding livestock production or sales practices, or any other violation of these Livestock Integrity Rules, may give rise to disciplinary action as specified Section 18.3 of the AIM Farmers Market Rules and Regulations. These market livestock integrity rules and regulations are supplemental to the broader AIM Farmers Market Rules and Regulations (see Resources for link to document).

Definitions

Animal: Recognized farm animals that are raised for meat, dairy or fiber.

Animal Welfare: Animal welfare refers to how an animal is coping with the conditions in which it lives. An animal is in a good state of welfare if it is healthy, comfortable, well-nourished, safe, able to express innate behavior, and if it is not suffering from unpleasant states such as pain, fear, and distress.

Annual Application: Outlines intended animal production and land use for Primary Produced products for subsequent season. Partner or Resold Products are disclosed.

AFO: Animal Feeding Operation. As defined by the U.S. Environmental Protection Agency, Animal Feeding Operations (AFOs) are agricultural operations where animals are kept and raised in confined situations. An AFO is a lot or facility (other than an aquatic animal production facility) where the following conditions are met: Animals have been, are, or will be stabled or confined and fed or maintained for a total of 45 days or more in any 12-month period, *and* crops, vegetation, forage growth, or post-harvest residues are not sustained in the normal growing season over any portion of the lot or facility.

Biodiversity: Biodiversity is a term used to describe the enormous variety of life on Earth. It can be used more specifically to refer to all of the species in one region or ecosystem.

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Biosecurity:	An important management practice to prevent the introduction or spread of disease
CAFO:	Concentrated Animal Feeding Operation. As defined by the EPA, a CAFO is an AFO with more than 1000 animal units (an animal unit is defined as an animal equivalent of 1000 pounds live weight and equates to 1000 head of beef cattle, 700 dairy cows, 2500 swine weighing more than 55 lbs, 125 thousand broiler chickens, or 82 thousand laying hens or pullets) confined on site for more than 45 days during the year.
CDFA:	California Department of Food and Agriculture
Certified Organic:	Produced according to the National Organic Program federal regulations and certified by an accredited certification agency.
Conspicuously state	Easily seen or noticed; readily visible or observable
Grassfed:	Marketing term that describes management of ruminants.
Humane:	Raising animals with kindness, consideration, according to their needs, and without cruelty.
Husbandry:	The care and management of the farm and its animals.
Livestock:	All animals raised on farm, including but not limited to cattle, sheep, goats, other ruminants, pigs, rabbits, chickens, turkeys, ducks, other fowl.
Livestock Producer/Rancher:	A person or entity that directly raises livestock.
Load List:	An itemized list showing sales by species (e.g. beef, lamb, pork), cuts sold, average weight per package, and total quantity sold. Indicates if products are Partner Produced or Resold Product
Meat:	Products derived from the flesh of cattle, sheep, goats, other ruminants, and pigs.
Must:	A requirement has to be adhered to as directed.
Ownership:	Overseeing the day-to-day management of bred or purchased livestock including feeding, water allocation, shelter, welfare, healthcare, grazing/ranging plan, etc., on land controlled by the market participant.
.	
Partner Produced:	A livestock product sourced from an animal owned and raised for less than $\frac{2}{3}$ of its lifespan by a Market Participant.
Partner Ranch:	Ranch (Farm, Producer, etc) that raises an animal sold by a Market Participant for $\frac{1}{3}$ or more of that animal's life.
Pasture:	Pasture is a land use type having vegetation cover composed

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	primarily of native or introduced forage species that is used for livestock grazing.
Poultry:	Products derived from the flesh of chickens, turkey, ducks, other fowl, and rabbits.
Primary Produced:	A livestock product sourced from an animal owned and raised by the Market Participant for the final 2/3 of the animal's lifespan.
Processing:	The transformation of livestock into meat or poultry products via animal slaughter and breaking down of carcass into smaller cuts, with or without further processing such as salting, curing, smoking, etc.
Product:	Packaged meat and poultry
Ranch Audit:	In person visit by a member of AIM staff to the ranch or production facility of a current or new applicant Livestock Producer to confirm information provided on annual application or verify findings of stall audit.
Ranch of Origin:	Ranch (Farm, Producer, etc) that raises an animal for the entirety of that animal's life prior to purchase and sale by the Market Participant. This could be a whole animal or cuts ready for sale.
Resold Products:	A livestock product sourced from an animal that was never owned by a market participant.
Ruminants:	Ruminant species include cud-chewing animals such as cows, goats, bison, and sheep. Ruminants are designed to eat fibrous grasses, plants, and shrubs.
Self-verify:	A process for a Market Participant to self-attest that a marketing claim is accurate and true in accordance with marketing and management claims, while recognizing that false statements or misrepresentations may be grounds for penalties.
Should:	Used to say or suggest that something is the proper, reasonable, or best thing to do.
Slaughter:	Causing the death of animals.
Source:	A place, person, or thing from which livestock products come from or are obtained.
Source Verification:	The process by which products are traced from point of sale back to point of origin by means of record review, load lists, and Ranch/Stall audits.
Stall Audit:	The review and documentation of booth displays, and all products being offered for sale, displayed, stored, or delivered at market.
Supply chain:	The process that describes how food from a farm ends up on our tables, including production, processing, distribution,

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consumption, and disposal.

Third party certification

An independent agency, company or service used by the Market Participant to verify marketing claims meet specific standards set by the agency or governing body.

USDA:

United States Department of Agriculture

Living Document

To account for the dynamic nature of livestock farming and ranching, management, and the resulting changes in livestock sustainability due to drought and changing environmental conditions, AIM & their Professional Consultants will continue work to expand the Livestock Integrity Standards, Requirements, and Audit processes. Updates will include future areas of concern in order to meet needs of AIM, ensure full compliance of standards, and work within adaptable ecosystem management strategies. In this way these Market Livestock Integrity Program and requirements are to be considered a living document and will be updated as necessary, and implemented on an annual basis as part of the Annual Renewal-Registration cycle.

Resources

- AIM Farmers Market Rules and Regulations: <https://www.agriculturalinstitute.org/governance>
- USDA Small & Very Small Grassfed Producer Program
<https://www.ams.usda.gov/services/auditing/grass-fed-SVS>
- University of California Cooperative Extension, On-Farm Poultry Meat Processing:
https://ucanr.edu/sites/CESonomaAgOmbuds/Poultry_Processing_Exemptio
- University of California Agriculture and Natural Resources: <https://ucanr.edu/>
- https://ucanr.edu/sites/CESonomaAgOmbuds/Selling_Meat/
- Environmental Stewardship:
 - National Resource Conservation Service: [Conservation Planning | NRCS](#)
 - Resource Conservation District: [Find Your RCD](#)
 - Point Blue Conservation Science: <https://www.pointblue.org/>
 - Audubon Society: [Audubon Society Conservation Ranching](#)

Appendix A - Approved Supply Chains

Approved Supply Chains for Livestock Products at AIM Markets

At least **51%** of livestock products (by weight per market and year) offered at AIM markets must be **Primary Produced**.

A **Primary Produced livestock product** is sourced from an animal owned and raised by the Market Participant for at least $\frac{2}{3}$ of the animal's lifespan. Ownership means that the Market Participant is overseeing the day-to-day management of bred or purchased livestock including feeding, water allocation, shelter, welfare, healthcare, grazing/ranging plan, etc., on land controlled by the market participant.



Animal spends at a minimum the final $\frac{2}{3}$ of its life at Ranch A and is brought to market by Rancher A.

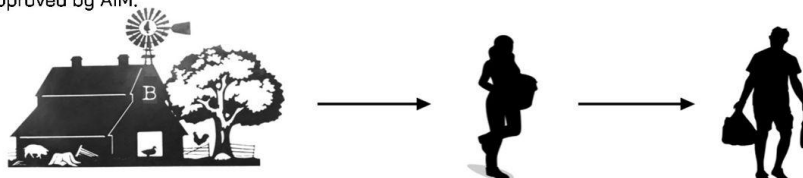
Partner Produced and Resold Products must not exceed **49%** of the total product offered (by weight) for sale per market *and* calendar year.

A **Partner Produced livestock product** is sourced from an animal owned and raised for less than $\frac{2}{3}$ of its lifespan by a Market Participant. Partner Produced livestock must be owned and raised for $\frac{1}{3}$ of its lifespan by an AIM approved partner producer ranch and/or business entity.



Animal spends $\frac{2}{3}$ of its life raised by Ranch B, is sold to and raised by Ranch A for $\frac{1}{3}$ of its life, and is brought to market by Rancher A.

A **Resold Product** is a livestock product sourced from an animal that was never owned by a market participant. The business/ranch that a Resold Product is sourced from is considered a "Ranch of Origin" and must be approved by AIM.



Animal spends its entire life raised by Ranch of Origin B and is brought to market by Rancher A.

AIM reserves the right to prioritize market participants that are Primary Producers over those who sell Partner Produced and/or Resold Products.

Appendix B - Labeling Claim Table

Labeling Claims	Third Party Certifications Accepted by AIM
Animal Welfare: "Humanely Raised" "High Animal Welfare" "Happy Animals" etc.	A Greener World (AGW) Animal Welfare Approved, Regenerative Organic Certified, Certified Humane, GAP, Certified Organic, Real Organic Project
Grass-Fed	American Grassfed, AGW Certified Grassfed
Regenerative	Regenerative Organic Certified, AGW Certified Regenerative, Savory Institute EVO
Holistic	Savory Institute EVO
Organic	Certified Organic/Registered Organic
Pastured	Self Verify
Sustainable	Self Verify
Climate-Friendly	Self Verify
Free-Range	Must meet USDA definition
Antibiotic-Free	Certified Organic
Feed Claims	
Corn Free	Self Verify, with feed ingredients available upon request
Soy Free	Self Verify, with feed available upon request
Non-GMO	Self Verify or non-GMO project
Organically-Fed	Self Verify, with feed ingredients available upon request

Appendix C - Sample Load List

Livestock Producer Farmers Market Load List



Farm/DBA: My Ranch
 Market: Clement Street
 Date: 5/12/22

Please list all products sold today, including **species, type of product sold, and amount sold** (pounds of cuts, packs of value-added product, etc). If you sell from a partner ranch or animals raised by another entity, please indicate the product and where they came from. Complete, sign, and submit this form at Information Booth at the end of market. Alternatively, submit a digital copy via email within 24 hours of the end of market to chase@agriculturalinstitute.org.

I warrant that all items brought and sold today were offered for sale in accordance with all applicable Agricultural Institute of Marin's Rules and Regulations.

Print Name Rancher Jane Signature Rancher Jane

SPECIES #1 – select one	Partner Produced	Yes	<input type="radio"/>	<input checked="" type="radio"/> No
Partner Name _____				
BEEF <input type="radio"/> PORK <input checked="" type="radio"/> CHICKEN <input type="radio"/> TURKEY <input type="radio"/> RABBIT <input type="radio"/> GOAT <input type="radio"/> LAMB <input type="radio"/> OTHER _____				
CUT/SALES UNIT/ QUANTITY SOLD - list all products				
breakfast links / 1 lb / 6				
bratwurst / 1 lb / 8				
chops / 2 pk (approx 1 lb) / 22				
bacon / 1 lb / 14				
shoulder / each (approx 3 lb) / 4				
/ / /				
/ / /				
/ / /				
/ / /				
/ / /				
/ / /				

AIM Market Livestock Integrity Program

SPECIES #2 – select one

Partner Produced

Yes

No

Partner Name _____

BEEF PORK CHICKEN TURKEY RABBIT GOAT LAMB OTHER _____

CUT/SALES UNIT/ QUANTITY SOLD - list all products

whole bird	/ each (approx 3 lb)	12	_____	_____	_____
feet	/ 1 lb	1	_____	_____	_____
bone broth	/ 1 qt	6	_____	_____	_____
breasts	/ 2 pk (approx 1 lb)	13	_____	_____	_____
_____	_____	_____	_____	_____	_____
_____	_____	_____	_____	_____	_____
_____	_____	_____	_____	_____	_____
_____	_____	_____	_____	_____	_____
_____	_____	_____	_____	_____	_____

SPECIES #3 – select one

Partner Produced

Yes

No

Partner Name Pablo's Ranch

BEEF PORK CHICKEN TURKEY RABBIT GOAT LAMB OTHER _____

CUT/SALES UNIT/ QUANTITY SOLD - list all products

tri-tip	/ each (approx 2 lb)	9	_____	_____	_____
skirt steak	/ each (approx 1 lb)	6	_____	_____	_____
ribeye steak	/ each (approx 1 lb)	2	_____	_____	_____
hot dogs	/ 1 lb	10	_____	_____	_____
jerky	/ 5 oz	6	_____	_____	_____
_____	_____	_____	_____	_____	_____
_____	_____	_____	_____	_____	_____
_____	_____	_____	_____	_____	_____