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Marketing Your Catch on Your Own

A Fisherman's Guide to Selling Seafood in Washington

Sarah Fischen

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\$1.00

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Washington Sea Grant
Marine Advisory Services
University of Washington HG-30
Seattle, WA 98195

Have you lost the traditional market for your catch? Experienced a drop in prices offered for your product? Or are you just trying to keep up with sky-rocketing expenses?

Whatever your reason, you, like many of your fellow fishermen, may be interested in selling your catch direct to the general public, to retailers, or to restaurants. This is fine, but in order to protect both yourself and the consumer, you need to follow the legal—and sanitary—requirements for operating this type of business. This bulletin explains the requirements in Washington State for you to sell unprocessed fish and shellfish to the general public from your own boat or vehicle. Since requirements do change occasionally, it is important for you to contact the various agencies mentioned in this bulletin before you begin your operation.

Where to Start

The Washington State Department of Licensing is the primary source for information about licensing any new business. Upon request, the department will send you a packet of information specifically designed to expedite your efforts to register and license a business. The address and telephone number of the department are:

Department of Licensing
Business License Center
Olympia, WA 98504
(800) 562-8203

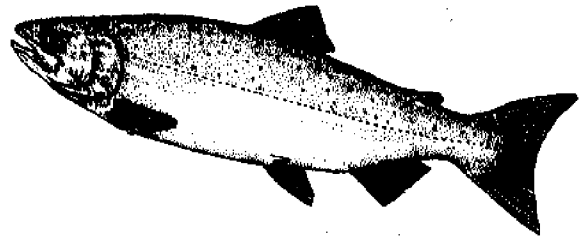


What's Needed to Sell Fresh Fish

To sell your catch yourself, you must:

- obtain a tax registration number, pay excise and sales taxes
- buy a wholesale fish dealer's license
- obtain a surety bond
- use an inspected and approved scale
- secure a county and/or city business license, if required
- comply with state and local health department regulations

These are the requirements if you are a sole proprietor with no employees, who is selling unprocessed fish or shellfish. For information on requirements for other kinds of businesses, see section *For Other Kinds of Businesses*.



*Tax Registration Number

Because the state collects sales and excise taxes on receipts from the sale of fish, you are required to have a tax registration number. A tax number valid for the duration of the business is available for a one-time fee of \$15 from the Department of Revenue. A temporary tax number valid for up to 30 days may be obtained free of charge.

A fisherman who retails or wholesales his own catch is responsible for payment of the excise tax, as well as sales tax at the current rate, to the Washington Department of Revenue regardless of whether or not these taxes have been collected from the buyer. Current rates for the excise tax on fish are as follows:

- 5.35% for chinook, coho, chum, salmon, and anadromous game fish, such as steelhead trout
- 3.21% for pink and sockeye salmon
- 0.07% for oysters
- 2.14% on all other fish and shellfish



For more information on the tax registration number and the payment of excise taxes, contact:

Department of Revenue
General Administration Building
Olympia, WA 98504
(206) 753-5540

* Wholesale Fish Dealer's License

If you sell your catch to anyone other than a licensed wholesaler, you will need a wholesale fish dealer's license. The purpose of this license is to record fish landings. The cost is \$37.50 annually and the license may be obtained from:

Department of Fisheries
Licensing Division

Mailing address:
115 General Administration Building
Olympia, WA 98504

Office address:
902 East Union
Olympia, WA 98504
(206) 753-6590

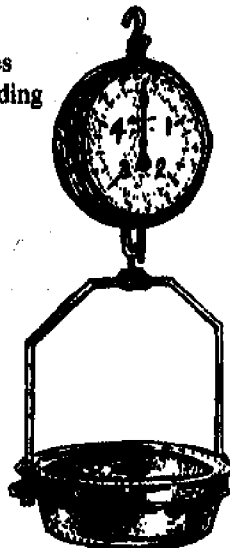
* Surety Bond

To make certain that fish receipts are reported in a timely and accurate manner, a \$2,000 surety bond is required. Additional information and forms are available from the Department of Fisheries Licensing Division at the above address.

* Inspected and Approved Scales

The scale you use for weighing your product should be accurate. The National Bureau of Standards sets certain standards for commercially used scales. The scales that you use must be certified annually by the Washington State Department of Agriculture. For information on certification contact:

Department of Agriculture
Division of Weights and Measures
406 General Administration Building
Olympia, WA 98504
(206) 753-5042



* City and/or County Business License

Contact your local city licensing department or county clerk's office to find out if you need a city or county business license to operate in your chosen area.

State Health Requirements

The Washington State Department of Health is the primary state agency responsible for protecting the public health and safety with regard to food sales and consumption. You may contact them for the latest copy of their publication "Rules and Regulations of the State Board of Health for the Sanitary Control of Shellfish." Copies are available from:

Department of Health/Shellfish Program
Mail Stop LD-11
Olympia, WA 98504
(206) 753-5992

Individual counties may have additional requirements (described later in this publication), *but all must comply with Department of Health regulations.*

The following general guidelines, while not all-inclusive or as detailed as those in the publication just mentioned, tend to be commonly agreed upon throughout the state.

All seafood must be from an approved source. It must be wholesome, properly labelled, and free from spoilage and adulteration. All people involved in the business must comply with the sanitation guidelines described below. If handling raw product, each person must possess a valid Washington State food handler's permit. During storage, transportation, display, and distribution, all seafood must be held under sanitary conditions in a temperature-controlled atmosphere. Fresh seafood should be maintained at a temperature as close to 32°F as possible. (Because of the extreme perishability of seafood products, the rate of bacterial spoilage increases dramatically with each degree of increased temperature.) Frozen product must be maintained at or below 0°F at all times.

Local health inspectors have the authority to impose additional requirements if necessary and to revoke operating permits if a business constitutes a potential hazard to public health.

Molluscan shellfish fall into a special category because of the possibility of contamination from paralytic shellfish poisoning. Clams, oysters, mussels, and other bivalves are regulated and monitored by the Washington State Department of Health, Shellfish Program. All molluscan shellfish sold must



be from a licensed and approved shellfish bed. Different licenses are necessary depending on the type of business. (More information on licensing procedures for molluscan shellfish sales is included in the section entitled *For Other Kinds of Businesses.*)

Sanitation Guidelines

Certain standards have been accepted nationally by the food industry as guidelines to ensure that food is prepared, packaged, and stored under safe and sanitary conditions. The following is a general overview of these as they would apply to all counties within the state.

Location. Regardless of where you decide to sell your fish, pick a site that can be kept clean. Avoid areas where dust, dirt, debris, waste, and other contaminants cannot be controlled.



Cleansing Agents and Practices. Be sure that all detergents, sanitizers, and other supplies used in cleaning and sanitizing procedures are safe and effective for the intended use. Sanitation involves treating a product or area with a chemical agent or with heat to destroy bacteria. Examples of chemical sanitizers are chlorine compounds (such as bleach), iodine compounds, or quaternary ammonium compounds. Steam or hot water above 170–180°F may also be used. Wash all product contact surfaces, knives, weighing scales, and containers frequently.

Pest Control. Take effective measures to protect against contamination of fish by insects, birds, rodents, or other animal life. Since the use of insecticides or rodenticides is permitted only when necessary precautions are taken to prevent contamination of food or wrapping materials, you should use closed containers, netting, or other protective devices.

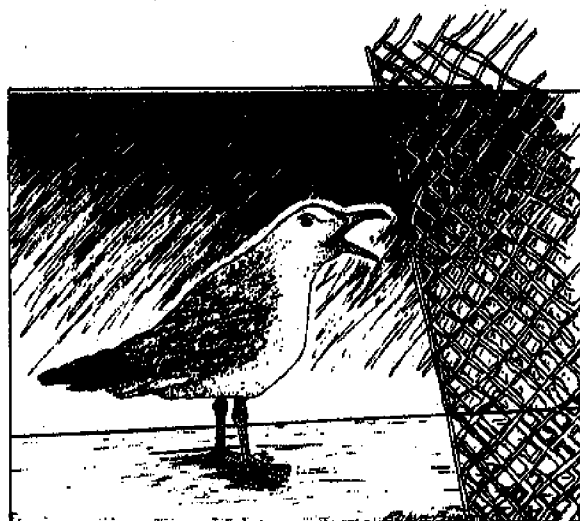
Containers. To hold your fish, choose covered containers that can be easily sanitized and that do not have cracks, crevices, or other features that might interfere with sanitation.

Ice and Refrigeration. Ice must be from potable water obtained from an approved source and held under sanitary conditions. Each refrigeration unit should be equipped with an accurate, easily readable thermometer located in the warmest part of the unit.

Waste Disposal and Drainage. You will need to provide adequate drainage for melting ice. You must also provide for proper disposal of waste such as fish guts, soiled paper, and the like.

Personal Cleanliness. It is essential that you wear clean clothes while preparing or selling your fish. It goes without saying that you should have no communicable disease or be affected with boils, sores, infected wounds, or other blemishes that might result in contamination of the fish or that might be transmitted to another individual. You should wash your hands thoroughly and frequently, and take care to keep hair, tobacco, perspiration, or any other foreign matter from contacting the fish.

The reasons for adhering to the procedures outlined above are twofold: First, customers tend to be attracted to sales operations that look hygienic rather than to those that look dirty. Second—and even more important—sanitary operations reduce the chances of a customer's contracting a foodborne illness. No one wishes to contribute to the spread of disease.



Protect from pests!



City and County Requirements

As already indicated, requirements vary from county to county and within cities depending upon individual circumstances. Most county health departments inspect and license any individual business that intends to sell seafood to the public. The two most common types of permits are the mobile food vendor permit and the temporary food service establishment permit. For any type of operation that you are considering, plan ahead and allow ample time for processing an application and for inspection of the facility or vehicle. As a general rule, the more involved the operation is, the more involved and time-consuming the licensing procedure is likely to be. For example, if you plan to cut or wrap fish, the licensing of your business will probably take longer and be more complex than if you simply plan to sell whole, gutted fish.

The following section summarizes current requirements at the time this leaflet was written. *However, it is essential that you contact the appropriate office in your area for additional details and updated requirements.*

Adams County

Adams County Health District
Environmental Health Department
165 North 1st Avenue
Othello, WA 99344
(509) 488-6159

Adams County Health Inspector, Glenn Boling

Adams County Health District requires that all fish be frozen. An annual \$37.50 permit or an itinerant permit at \$7.50 per day is required. Before a permit is issued, all units are inspected to make sure that the product is held under sanitary conditions and that temperature controls are adequate. Invoices must be available to show source of seafood. Vehicles should be parked at a clean, dust-free location.

Asotin County

Asotin County Health Department
431 Elm
Clarkston, WA 99403-2694
(509) 758-3344

Asotin County Health Inspector, Ronald F. Neu

A mobile food service permit is required and costs \$25 annually. Seafood must be pre-packaged, refrigerated, and held under sanitary conditions.

Bellingham-Whatcom County

Whatcom County Environmental Health Inspections and Permits
P.O. Box 935
Bellingham, WA 98227
(206) 676-6724

Whatcom County Health Inspector, Paul Chudek

Food service permits are required for fishermen to sell fresh fish at retail. An annual permit may be purchased for a calendar year or a temporary food service permit may be purchased if sales will be in a single location for less than 14 consecutive days.

Finfish must be sold in the round or cleaned with head on. Crab and shrimp if sold live are exempt from the permit requirements. If sold cooked, the product may not be shelled, peeled, or processed in any way other than cooking.

Benton-Franklin Counties

Benton-Franklin Health District
506 McKenzie
Richland, WA 99532
(509) 943-2614

Franklin County Health Inspector, Lawrence D. Kamberg

The Benton-Franklin County Health District is comprised of 2 counties—Benton and Franklin—and 11 jurisdictions. A permit is required to sell fish in this district; however, fees vary depending on the



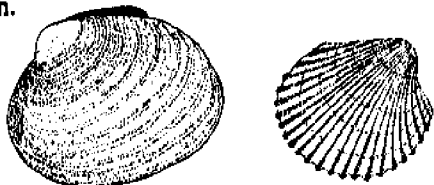
particular area in which a person sells. The sale of fresh seafoods is prohibited at roadside sites, since vendors cannot comply with the physical requirements. Guidelines for selling frozen seafood at roadside sites are as follows: Fish must be transported and held under sanitary conditions and must be maintained at temperatures of 0°F or below. Either dry ice or mechanical freezers are adequate for preservation. Wet ice is not permitted. Cutting, subdividing large packs of seafood, filleting or otherwise processing the product is not allowed without compliance with the regulations pertaining to a processor. Certain cities and counties may have other regulations such as zoning restrictions, permission from property owners, etc. In short, the health department permit is only part of the process. Sales to restaurants may be allowed, but the health department holds restaurants responsible for obtaining all their food products from approved sources, and sales directly from harvester to restaurant may or may not meet this requirement.

Bremerton-Kitsap County

Environmental Health Division
109 Austin Drive
Bremerton, WA 98312
(206) 478-5285

Kitsap County Health Inspector, David Tipton

Fish may be sold in the round, refrigerated or frozen. No permits are necessary as long as the fish are not processed. Filleting, wrapping, and other processing dictate that you be a licensed processor with proper facilities. Whole crab and shrimp may be sold cooked or live to consumers or to retailers. Health permits are required to sell processed fish and shellfish.



Chelan-Douglas Counties

Chelan-Douglas Health District
411 Washington Street
Wenatchee, WA 98801
(509) 664-5310

Chelan-Douglas Health Inspector, Ann Jensen

Fishermen may market their own catch to restaurants. Roadside sales are permitted, provided that the applicant obtains a mobile food vendor's license, uses sanitary containers for holding and

displaying fish, maintains the temperature of the fish or shellfish at 35°F or lower, and provides the health department with an itinerary of selling dates and locations. Cutting or otherwise processing, except for preliminary cooking of shellfish, is not permitted from a mobile unit. If sales take place within the City of Wenatchee, a business license is also required for a mobile unit.

Clallam County

Clallam County Environmental Health
223 East 4th Street
Port Angeles, WA 98362
(206) 452-7831, ext. 332

Clallam County Health Inspector, Andy Brastad

Fishermen may sell fresh whole fish, cleaned, but not processed; and refrigerated or iced fish. The product must be wholesome and unadulterated. Fishermen may sell to restaurants and to consumers, either from a boat or from a roadside location close to restroom facilities. They may sell whole live crab and iced or refrigerated fresh shrimp from their boats, and to restaurants. A permit costing \$50 annually is required for all retail sales.

Columbia County

Columbia County Health District
114 North Second
Dayton, WA 99328
(509) 382-2181

Columbia County Health Inspector, Gerald Pulliam

Fishermen may sell fresh or frozen seafood, in the round or cleaned, at the roadside provided that the product is held under sanitary conditions and is refrigerated or iced. Sales to restaurants are not within the purview of the health department. A mobile food service permit is required from the district; the cost is \$15 per year.

Cowlitz-Wahkiakum Counties

Cowlitz-Wahkiakum Health District
Environmental Health Section
1516 Hudson, P.O. Box 458
Longview, WA 98632
(206) 577-0289

Cowlitz-Wahkiakum County Health Inspector,
Audrey Shaver

Fishermen must obtain a food establishment permit prior to commencement of business. Food must be protected from contamination by being kept covered. Boxes or other containers must be thor-



oroughly cleaned with a sanitizing agent such as bleach before being reused. Adequate temperature control must be maintained by icing or mechanically refrigerating the product. If ice is used, it must be from an approved source. Drainage must be contained and disposed of in an appropriate manner. Further requirements must be followed when any processing of the product takes place. Handwashing and toilet facilities must be easily accessible. A person responsible for complying with the above requirements must be present at all times in the food establishment and this person must have a valid Washington State food worker's permit, which is obtainable at the health district office.

Garfield County

Garfield County Health Department
P.O. Box 130
Pomeroy, WA 99347
(509) 843-3412

Garfield County Health Inspector, Ronald Neu

A mobile food service permit, costing \$10 annually, is required to sell seafood. The product must be prepackaged and held under refrigeration in sanitary conditions.

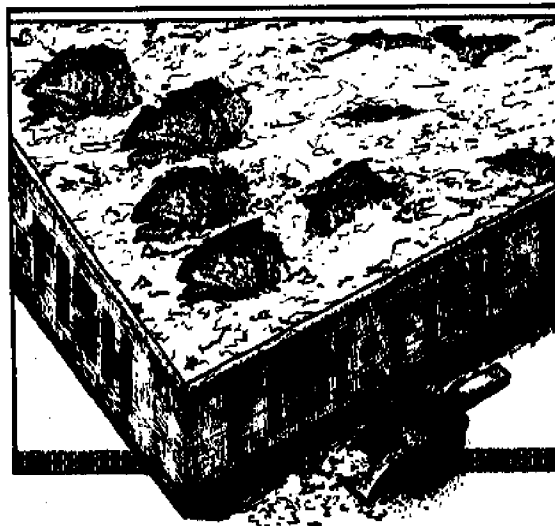
Grant County

Grant County Health District
P.O. Box 37
Ephrata, WA 98823
(509) 754-2011 ext. 372

Grant County Health Inspectors, Linda Moore, Karen Paugh

A person planning itinerant seafood sales must obtain a permit from the health department. The cost is either \$10 per day or \$50 per year. The facility to be used for selling must be inspected before operations begin. If the product is from a wholesaler, the health department requires an invoice, stating the license number of the wholesale dealer, the type and quantity of seafood purchased, and place and date the product was obtained. The health department wants the license number and description of the vehicle to be used selling seafood and a driver's license number of the person in charge. Fresh seafood must be no more than 4 days old and must be kept below 35°F if fresh or 0°F to -10°F if frozen. The product must be stored, displayed, and dispensed in a clean and sanitary manner approved by the health officer. Ice melt must be dealt with in an appropriate manner. Satisfactory handwashing facilities must be available. If the sales operation is

within the city limits, a city business license may be required. A citation will be issued to those found to be selling seafood without the proper Grant County licenses.



Grays Harbor County

Grays Harbor County
Environmental Health Department
P.O. Box 391
Montesano, WA 98563
(206) 249-4413

Grays Harbor Health Inspector, Denny McGaughy

No permit is required for fishermen to sell fresh finfish, shrimp, and crab from their boats, at the roadside, or to restaurants. Fish must be sold in the round or cleaned with the head on. Crab and shrimp may be sold cooked or live as long as the product is not shelled, peeled, or processed in any way other than boiling. The product must be held under sanitary conditions with adequate temperature controls.

A retail seafood market permit is required at a cost of \$60 per year to sell any seafood that has been packaged, processed, or purchased from other sources. Shellfish, other than crab or shrimp, may not be sold without a permit. The department should be contacted for specific information prior to engaging in the retail sale of any food items.





Island County

Island County Health Department
P.O. Box 5000
Coupeville, WA 98239
(206) 679-7350

Island County Health Inspector, Maureen Wilber

No license is required to sell fresh finfish (in the round or cleaned), crab, or shrimp from a boat or to restaurants. However, to sell fish from the roadside, it is necessary to have a mobile vendor's permit, costing \$100 annually. Only approved fish markets or licensed processors may portion, process, or package fish. All fish products must be kept under refrigeration (37°F or below) or on ice during transit or storage.

Jefferson County

Jefferson County Environmental Health
Multi-Services Building, 2nd Floor
802 Sheridan
Port Townsend, WA 98368
(206) 385-0722

Jefferson County Health Inspector, Gwen Howard

All commercial fish markets must be approved and permitted at an annual cost of \$40. Sale of all processed and packaged products must be from an approved source; this applies to roadside operations.

Kittitas County

Kittitas County Health Department
507 Nanum
Ellensburg, WA 98926
(509) 962-6811, ext. 109

Kittitas County Health Inspector, Holly Eberhart

If fishermen possess a wholesale dealer's license, they may sell to restaurants. A health department permit at \$70 per year, is required to resell seafood or to sell seafood that has been caught in another state, processed, or packaged.

Lewis County

Lewis County Health District
Health Services Building
P.O. Box 706
Chehalis, WA 98532
(800) 562-6130

Lewis County Health Inspector, Henry Hamm

Either a temporary food service permit or a regular food service permit is necessary to sell sea-

food at the roadside. Temporary permits, which are obtained from the Lewis County Health District, cost \$15 and are valid for up to 14 days in one location. Regular permits are valid for one year and cost \$40. Seasonal permits are available for \$20 and are valid for up to 6 months. An itinerary of dates and locations is required by the health inspector. Dry ice or mechanical refrigeration is necessary to maintain the product in a temperature-controlled atmosphere. No processing is allowed at a roadside site, but a fisherman may sell seafood that has been processed in a licensed and approved processing plant. Wholesaling to restaurants requires that the product be from an approved source and be labeled as such.

Lincoln County

Lincoln County Health Department
Environmental Health Division
Sixth and Sinclair
P.O. Box 105
Davenport, WA 99122
(509) 725-2501

Lincoln County Health Inspector, Marlana Guhlke

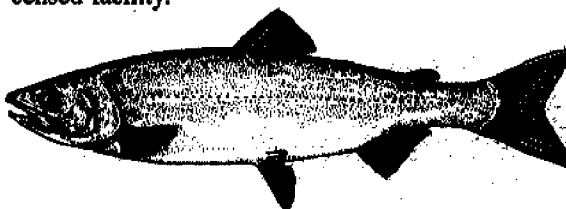
Fish must be from an approved source. A written explanation of the seller's procedures for operating at the roadside must be submitted to the health inspector. The fee for a permit is \$45 per year, \$15 quarterly, or \$2.50 per day for itinerant. The health department inspects the facility before licensing the operation.

Mason County

Mason County Department of General Services
Environmental Health Division
P.O. Box 186
303 North 4th Street
Shelton, WA 98584
(206) 427-9670

Mason County Health Inspector, John Getty

Fishermen may sell fresh finfish and shrimp and live crab at the side of the road if they have a retail fish and meat market license. The license costs \$50 annually or may be prorated for shorter periods. Cooked crab and shrimp must be processed in a licensed facility.





Northeast Tri-county District

Northeast Tri-county Health District
East 347 Astor
P.O. Box 270
Colville, WA 99114
(509) 684-2262

Northeast Tri-county Health Inspector, John Callen

The fish and/or shellfish must be from an approved source. The product must be refrigerated either by mechanical refrigeration or ice from an approved source and there shall be no on-site processing of the fish or shellfish other than splitting the containers of the frozen product. Handwashing and restroom facilities must be accessible. A food establishment permit must be obtained prior to sale. The annual fee is \$70 (renewal fee \$50) or temporary permits can be obtained for \$4.

Okanogan County

Okanogan County Health Department
227 North 4th
P.O. Box 231
Okanogan, WA 98840
(509) 422-3867

Okanogan County Health Inspector, Gary Robbins

A food establishment permit is required to sell seafood directly to the consumer or to businesses. It costs \$10 annually. The fish must be handled in a sanitary manner and held at proper temperatures, either on ice or in refrigerated units. Seafood products that have been packaged, cut up, filleted, or processed in any other fashion may not be sold without the person in charge complying with additional regulations, but to sell seafood products that have been further processed, cut up, filleted, or packaged, a fisherman must meet the requirements of the Department of Agriculture for food processors.

Pacific County

Pacific County Health Department
Courthouse
South Bend, WA 98586
(206) 875-9343

Pacific County Health Inspector, David Nugent

Fishermen may sell fresh finfish, shrimp, and live crab from their boats without obtaining a license. To sell from the side of the road requires a \$20 retail license, and there are certain stipulations. The department must be notified of the selling location, which should preferably be on a paved road, for

purposes of dust control. The product should be covered in some way, such as in containers or in the back of a covered truck. The product must be in ice or a mechanical refrigeration unit to maintain a temperature-controlled environment when it is sold at the roadside. A handwashing facility must be provided. Processing or cooking must be done in an approved retail or wholesale processing facility. Scales used to weigh the product must be inspected and approved by the Weights and Measures Section of the Department of Agriculture.

San Juan County

San Juan County Health Department
P.O. Box 607
Friday Harbor, WA 98250
(206) 378-4474

San Juan County Health Inspector, Sandra Newman

Fishermen may sell fresh finfish, either in the round or cleaned, from their boats or to restaurants without obtaining a county permit. If additional processing is to be done, a food establishment permit must first be obtained. Fresh shrimp and live crab may also be sold off a boat without a permit. Fresh shrimp and crab may be cooked on board as long as sold the same day cooked. All fish, shrimp, and crab must be stored, transported, and handled in such a manner as to minimize potential contamination and temperature abuse.





Seattle-King County

Central Environmental Health
172 20th Ave.
Seattle, WA 98122
(206) 587-4632

Senior Meat Inspector, Dennis Montoya

Fishermen may sell fresh fish from their boats within Seattle city limits. However, compliance with appropriate health and sanitation guidelines prescribed by regulatory agencies is necessary. A license is required at a cost of \$75 (6 months) or \$150 (annually). Selling at the roadside is prohibited in Seattle and King County.

Skagit County

Skagit County Health Department
Courthouse Administration Building
Mount Vernon, WA 98273
(206) 336-9380

Skagit County Health Inspector, Corinne Story

Fishermen may sell fresh finfish, live shrimp, and live crab from their boats to consumers or to restaurants. Cooked shrimp and crab may be sold from the boat, provided that fishermen follow sanitary guidelines prescribed by the health department.

All seafood must be transported in easily cleanable, covered, sanitized containers, and it must be properly iced with ice obtained from an approved source.

Plan-review, licensing, and routine inspection are required for additional processing, selling seafood purchased from other sources, or selling seafood at a location other than from the boat, regardless of whether the location is permanent or mobile.

Snohomish County

Snohomish County Health District
Courthouse
Everett, WA 98201
(206) 339-5260

Food Program Supervisor, Rick Miklich

Fishermen may sell fresh finfish, shrimp, and crab from their boats, or at the roadside. Roadside sales require an operating permit as outlined below. Fish may be eviscerated and headed, but no filleting or cutting is permitted except at an approved processing facility. Shrimp and crab may be cooked and processed on board with approval from the health department. To sell fish caught outside state waters or to sell fish at any location other than from the boat, a fisherman must obtain a \$100 annual mobile fish vendor's permit.

Requirements for obtaining a permit are as follows: 1) If a truck or van is used, it must be covered and used for no purpose other than food handling. 2) Signs on the truck and along the road are required and must be large enough to be easily read. 3) If products were not caught by the seller, a current invoice indicating where the product was purchased is required. 4) Only fish in the round, whole crab, crab legs, and approved packaged products may be sold, and no processing at the site is permitted. 5) Containers must be of smooth, nonabsorbent, durable, and easily cleanable material. Styrofoam is not approved. 6) Products must be stored off the ground on tables that are smooth, corrosion-resistant, nonabsorbent and easily cleanable. 7) If ice is used, containers must be available for liquid waste that melts inside the refrigerated holding unit. Waste material must not be allowed to drain onto the ground. 8) The health district requires a written itinerary of all stops in Snohomish County and days of sale.

Southwest Washington Health District

Vancouver/Clark County Health Center
2000 Fort Vancouver Way
Vancouver, WA 98668
(206) 695-9215

Southwest Washington Health Inspector, Tom Eli

Fresh fish in the round or cleaned may be sold at the side of the road if they are maintained at the proper temperature. Two types of permits are required: either an itinerant permit, which costs \$20 for three consecutive days, if issued in the office, or \$25 if issued in the field, plus \$5 for each day thereafter, or an annual license for \$65. Health cards are \$5.



Spokane County

Spokane County Health District
West 1101 College Avenue
Spokane, WA 99201-2095
(509) 456-6040

Food Program Coordinator, Cecil Hayter

A mobile food service unit permit is required for each vehicle operating in the confines of Spokane County. A fee of \$40 is assessed for the permit. Before a permit is issued, the requirements listed below must be satisfied.

1) A written listing of the supplier(s) for each of the products to be sold must be provided. Such information shall include the name of the company or individual(s), their mailing address and phone number. 2) A written itinerary of the proposed sales route must be provided. Such itinerary shall include the date and time expected for each location. 3) A written statement as to the location of any storage warehouse or depot for the keeping of any seafood products must be submitted. The storage, keeping or purchasing of seafood products that have been stored or processed in a private residence, garage, or other unapproved facility shall be deemed as an unapproved source and unacceptable for sale in Spokane County. 4) Invoices, bill of sales, or other written evidence indicating place of purchase of the seafood products must accompany an application for a permit. 5) Shellfish products shall be properly labeled as to certification number, etc. so that their place of origin may be determined. 6) All products shall be prepackaged and properly labeled as to contents, weight statement, etc. There shall be no cutting, repackaging, or processing of the seafood product on the sale site. Prepackaging of products must be done in an approved commercial facility. 7) All seafood products shall be maintained at proper temperatures. Frozen products must be kept at or below 0°F at all times. Non-frozen products shall be kept at a product temperature range between 32° and 38°F. 8) Ice that may be used as a refrigerant must be obtained from an approved source. 9) Provision must be made for periodic cleansing of the hands. The treated disposable hand towelettes are acceptable. A spray bottle containing a hand cleansing solution is also acceptable. 10) The seafood products shall be well-protected from outside elements (dust, rain, etc.). 11) The vehicle used shall not be used to haul animals, manure, chemicals, or other similar items either in conjunction with the seafood products or apart from them. 12) The vehicle shall be kept clean and all products handled in a safe and sanitary

manner. 13) A food and beverage service worker's permit (health card) issued in the state of Washington is required and must be carried on the mobile unit. One may be obtained through any local health department in the state.

Tacoma-Pierce County

Tacoma-Pierce County
Health Department
3629 South "D" Street
Tacoma, WA 98408
(206) 591-6450

Tacoma-Pierce County Health Inspector, Nedda Turner

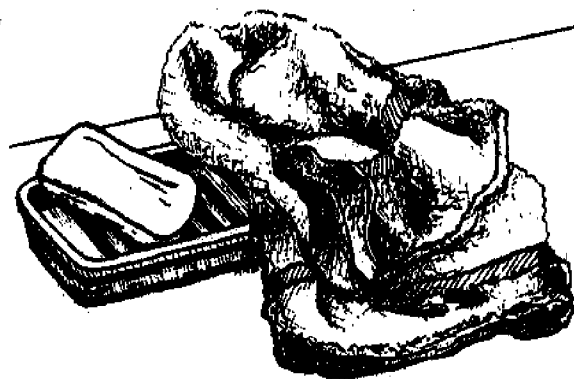
In Pierce County, fishermen who wish to sell their catch at the retail level are required to obtain a food service permit. Fish may be cleaned, but cutting of fish is allowed only by a licensed fish processor at a licensed plant.

Thurston County

Thurston County Health Department
County Courthouse
2000 Lakeridge Drive S.W.
Olympia, WA 98502-6045
(206) 786-5455

Thurston County Health Inspector, L. Darrell Cochran

Fishermen may sell fresh finfish, either in the round or cleaned, from their boats. Fishermen may also sell fresh, whole finfish and crab from the roadside provided that the product is stored under sanitary conditions (covered and in sanitized containers), held at proper temperatures (below 45°F) and provided that a handwashing facility is provided. Filleting, cutting, or processing of seafood at the





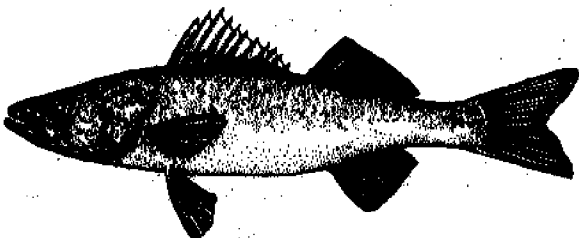
roadside is prohibited. Crab sold at roadside stands must be processed in an approved facility. A valid Washington State Food and Beverage Service Worker's Permit (foodhandler's card) is required for all food handlers. A temporary food service establishment permit for \$25 is available for a business operating for 14 days or less. A restricted menu mobile food service establishment permit for \$36 is available for a business that exceeds 14 days.

Walla Walla County

Walla Walla County-City Health Department
P.O. Box 1753
310 West Poplar
Walla Walla, WA 99362
(509) 525-6730

Walla Walla County Health Inspector, David Eaton

There are two methods of licensing a business to sell seafood directly to the public in Walla Walla County. The first is with a temporary food service permit, which allows a fisherman to sell at a fixed location in conjunction with a single event or promotional affair, such as a fair or store promotion. The temporary food service permit costs \$10 plus \$2 per day, up to a maximum of 14 days. The second type of direct seafood sales operation is from a mobile food unit, such as a refrigerated truck. For a mobile food unit, the operator must work out of a licensed facility, such as a retail business, processing plant, or cold storage facility. If the base of operation is located within the county, the mobile vendor's permit costs \$15 annually. If the base of operation is located outside the county, the cost of the mobile vendor's permit is \$50 annually, and a variance from the county health department is necessary. (Obviously, more lead time is necessary to acquire a permit for a business with the base of operation located outside the county.) The basic requirements for either the temporary food service permit or the mobile food vendor's permit are as follows: mechanical refrigeration is necessary; the source of the product must be approved by the health department; and if the product is not prepackaged, handwashing and restroom facilities must be available.

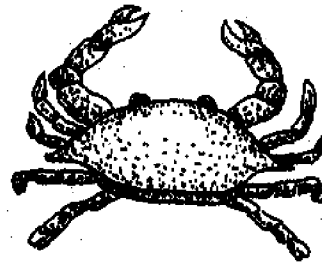


Whitman County

Whitman County Health Department
Public Service Building
North 310 Main Street
Colfax, WA 99111
(509) 397-3471

Whitman County Health Inspector, James Nebel

In order for fishermen to sell their catch, they must obtain a food establishment license from the county. It costs \$25 annually and is valid from March 1 to March 1 of the following year. The product must be held under sanitary conditions in a temperature-controlled atmosphere. Containers must be of cleanable and nonabsorbent material. There must be a thermometer in each container. The product must be from an approved source. If the product is not prepackaged, handwashing facilities must be available.



Yakima County

Yakima County Health District
104 North First Street
Yakima, WA 98901
(509) 575-4040

Yakima County Health Inspector, Velda Allen

In order to sell fish in Yakima County, a fisherman must obtain a permit, which costs \$135 the first year and is renewable thereafter for \$75. Before the health department gives a business a permit, the facility must pass an inspection. A suitable vehicle and appropriate equipment are necessary to insure safe, sanitary transportation, storage, and display of the product. Mechanical refrigeration is required. Properly placed thermometers are necessary to monitor food temperatures in each container. Surfaces must be of smooth, easily cleanable material. All food must be from an approved source. A valid Washington State food handler's permit is required for those people who handle fresh product. An itinerant or temporary permit is available for an operation conducting business for less than 15 days. The temporary permit costs \$15 the first day and \$2.50 for each additional day. Information about sales to restaurants is available from the health department.



For Other Kinds of Businesses

Certain requirements exist for businesses that do not fit the category described above. For additional information, contact the addresses listed here.

To Engage in Interstate Transport of Seafood Products:

Seafood products that cross state borders fall under state and federal jurisdiction. While federal and state regulations for fresh and frozen seafood are similar, it is important to contact the U.S. Food and Drug Administration and the regulatory agencies in both the state from which you are exporting and the state to which you are importing.

U.S. Food and Drug Administration
Compliance Branch
22201 23rd Dr. S.E.
Bothell, WA 98021
(206) 486-8788

To Process Fish for Wholesale Distribution:

The Washington Food Processing Act requires persons who process food for wholesale distribution to obtain a food processor's license prior to beginning operation. Issuance of this license requires inspection and approval of the food processing facility by the Washington Department of Agriculture.

Department of Agriculture
406 General Administration Building
Olympia, WA 98504
(206) 753-5043

To Sell, Pack or Ship Molluscan Shellfish:

You must be licensed through the state. For more information contact:

Department of Health/Shellfish Program
Mail Stop LD-11
Olympia, WA 98504
(206) 753-5992



Businesses with more than one employee will need to take into account one or more of the following steps:

To Get a Federal Employer I.D. Number:

Internal Revenue Service
New Federal Building, 16th Floor
915 Second Avenue
Seattle, WA 98104
(800) 424-1040

To Register for Industrial Insurance:

Department of Labor and Industries
300 West Harrison, Room 401
Seattle, WA 98119
(206) 464-7793

To Register for Unemployment Security:

Employment Security Department Tax Branch
P.O. Box 707321
Seattle, WA 98107
(206) 545-6518

To Incorporate and Secure a Corporation License:

Office of the Secretary of State
Thurston Airdustrial Park
Tumwater, WA 98504
(206) 753-7115; Hrs. 8-11 a.m. only

To File a Trade Name:

Sole proprietorships and general partnerships (Washington limited partnerships and corporations are exempt) conducting or transacting business in Washington under any name other than their true and real name are required to file a Certificate of Trade Name with the Department of Licensing. This certificate must show the names and addresses of all persons conducting the business or having an interest therein.

Department of Licensing
Business License Center
Olympia, WA 98504
(800) 562-8203





Want More Information?

Washington Sea Grant is serving commercial fishermen and others in the marine community of this region through its research, technical assistance, workshops, courses, and publications. If you are interested in learning more about how Sea Grant activities might benefit you, please contact one of the field agents or specialists listed here.

Bellingham-North Sound Office

Marine Field Agent
Bellingham Vo-Tech Institute
19 Harbor Mall
Bellingham, WA 98225
(206) 676-6429

Montesano-Coast Office

Steve Harbell, Extension Marine Field Agent
Courthouse, Box 552
Montesano, WA 98563
(206) 249-4332

Ilwaco—South Coast Office

Steve Harbell
P.O. Box 307
Ilwaco, WA 98624
(206) 642-3143
(Alternate Wednesdays)

Seattle-South Sound Office

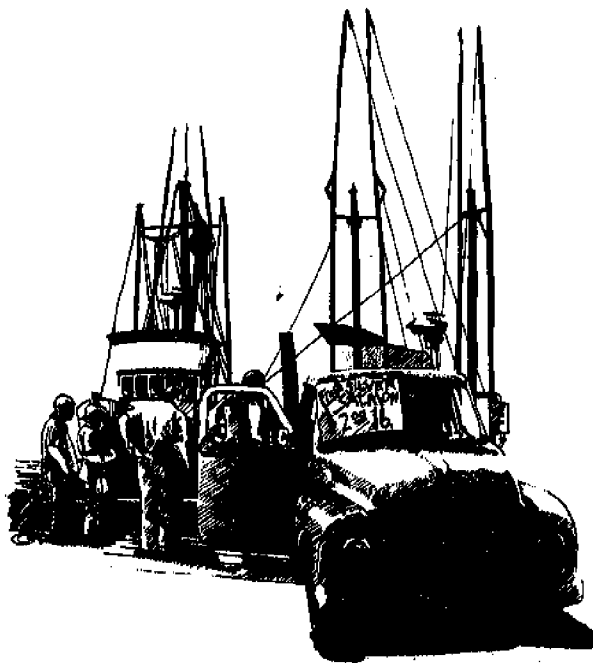
Scott Harrington, Commercial Fisherman Agent or
Sarah Fiskens, Program Assistant
Building C-3, Room 124
Fishermen's Terminal
Seattle, WA 98119
(206) 543-1225

Olympic Peninsula Office

Sarah Fiskens, Program Assistant
Arthur D. Feiro Marine Lab
Port Angeles, WA 98362
(206) 452-9277, ext. 264
(Alternate Thursdays and Fridays)

Vancouver—Columbia-Snake River Office

Randy Anderson, Extension Marine Resources
Specialist
1919 N.E. 78th Street
Vancouver, WA 98665
(206) 696-6018



Aquaculture and Shellfish Specialist

Terry Noshko
Washington Sea Grant Program
University of Washington, HG-30
3716 Brooklyn Avenue N.E.
Seattle, WA 98105
(206) 543-6600

Coastal Resources Specialist

Robert F. Goodwin
Coastal Resources Program
Institute for Marine Studies
University of Washington, HF-05
3707 Brooklyn Avenue N.E.
Seattle, WA 98105
(206) 545-2452

Port Industries Specialist

Tom Dowd
Coastal Resources Program
Institute for Marine Studies
University of Washington, HF-05
3707 Brooklyn Avenue N.E.
Seattle, WA 98105
(206) 545-2430

Seafood Processing Specialist

John B. Peters
Institute for Food Science and Technology
University of Washington, HF-10
3707 Brooklyn Avenue N.E.
Seattle, WA 98105
(206) 543-8950



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This bulletin was originally compiled by Charlotte Bodding, while serving as Program Assistant for Washington Sea Grant Marine Advisory Services. It was updated by Sarah Fisker, Program Assistant, with assistance from John B. Peters, Seafood Processing Specialist, Washington Sea Grant Marine Advisory Services. Assistance was provided by the Department of Licensing; the Department of Fisheries, Licensing Department; the Department of Health Shellfish Program; the Department of Agriculture; and the county and city health departments of Washington.

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