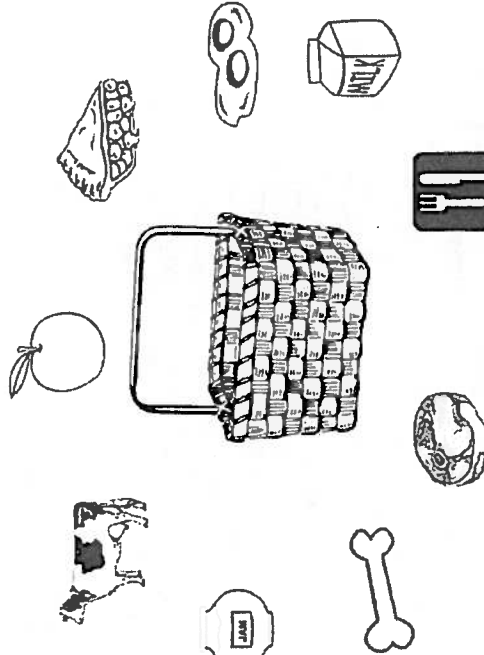


GOING TO MARKET



A Guide to Selling Raw, Processed and Prepared Food Products at Farmers' Markets, Stores & Roadside Stands

Do I need to get inspected? By whom?

On the following pages Farm Market & Food Service Vendors will find the answers to these questions, which vary depending on the type of food product and preparation process used. The contact information for permitting and/or inspection requirements is on the back page.

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 Virginia Cooperative Extension-Albemarle County & Charlottesville
 Edited by Dr. Karleigh Bacon, Director, Virginia Tech Food Innovations Program

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FOOD SERVICE VENDORS

For those who prepare food & prepare samples at a Farmer's Market

Food Service Vendors must undergo inspection at the market. VDACS inspects vendors at government run markets & the local Virginia Department of Health (VDH) inspects vendors at privately sponsored markets.

Food Service Vendors must have an on-site utensil and equipment washing set up that includes three basins: one each for washing, rinsing, and sanitization (using the appropriate strength of chlorine or quaternary ammonium - confirmed with sanitizer test strips). Utensils should be cleaned when you are changing between raw and ready to eat foods, between raw fruits and vegetables and TCS foods*, or if they have been contaminated.

Practice general good hygiene. Hands must be washed frequently at an on-site hand washing station. Avoid bare-hand contact with ready to eat foods by using gloves, tongs, deli paper, etc.

Food Protection: Overhead protection for vendor is required (tent, canopy, awning, table umbrella, permanent structure, etc.) Preparation must occur on smooth cleanable surfaces such as tables. Slicing must be done on cutting boards. Use wrapping or other effective barriers to protect from customer handling. Stored food should be in a clean, dry location, at least 6 inches off the ground.

For TCS foods *: Hot Holding is 135°F or higher and Cold Holding is 41°F or lower. Use a calibrated metal stem thermometer to ensure you are meeting the required temperatures. Ice should be drained frequently at an approved dump site.

*Time and Temperature Controlled for Safety (TCS) Foods: Please see important note in bottom right corner of previous page.

VDACS & VCE CONTACTS FOR MORE INFORMATION ...

Farmers' Market Resources: www.vdacs.virginia.gov/vagrown/frmsmkt-farmvend.shtml

Pam Miles, Program Supervisor Food Safety & Security Program Richmond, VA - 804-786-3520 pamela.miles@vdacs.virginia.gov	Connie White, Compliance Officer Office of Plant Industry Services Feed Licensing and Registrations Richmond, VA - 804-371-2667 connie.white@vdacs.virginia.gov	Allyn Olinger, Food Safety Specialist & VDACS Inspector 804-786-3520 Allyn.Olinger@vdacs.virginia.gov
Barry Jones, Inspection Manager Office of Meat and Poultry Services Lynchburg, VA - 434-947-2280 barry.jones@vdacs.virginia.gov	Richard Keller, Regional Supervisor Office of Weights and Measures Harrisonburg, VA - 540-209-9145 richard.keller@vdacs.virginia.gov	Carolyn Peterson, Program Manager Bob Trimmer, Regional Manager Office of Dairy and Foods Richmond, VA - 804-786-1452 carolyn.peterson@vdacs.virginia.gov robert.trimmer@vdacs.virginia.gov

Virginia Tech Food Innovations Program: Food Testing Services
 540-231-6806 - fstinfo@vt.edu - <http://www.fcs.ext.vt.edu/fnh/food-innovations/sample/index.html>








Starting a Food Business, Regulations, Food Labels, Acidified Foods Publications
http://pubs.ext.vt.edu/author/b/bacon_karleigh-res.html

For more information, please contact:

Cathryn Kloetzli, Extension Agent, Agriculture & Natural Resources - cathrynk@vt.edu
 Christine Kastan, Extension Agent, Family & Consumer Sciences - cakastan@vt.edu

Virginia Cooperative Extension: Albemarle Office - 460 Stagecoach Road Charlottesville, VA (434) 872-4580

FARM MARKET VENDORS

VDACS INSPECTION REQUIRED*		LICENSING		NO INSPECTION NEEDED - WITH CONDITIONS		
ACIDIFIED FOODS/HONEY	DAIRY	MEAT	PET TREATS	BAKED GOODS&JAMS	EGGS	PRODUCE
						
Low acid and acidified low-acid foods (pickled products, salsa, pumpkin/sweet potato butter, barbecue sauces, chow-chow, relishes, hot pepper jelly, hot sauces, garlic in oil, etc.) must be inspected by VDACS and approved by a processing authority. Contact VDACS' Food Safety & Security Program and the Virginia Tech Food Innovations Program: Food Testing Services.	All dairy products to be sold must be inspected. Sale of raw milk is prohibited. Sale of cheese made from raw milk must be aged at least sixty days above 35 degrees. Contact the VDACS Office of Dairy & Foods.	All meat that is to be sold must be slaughtered at a USDA/state-inspected facility. The VDACS Office of Meat and Poultry Services (OMPS) provides free inspections for amenable species (cattle, hogs, sheep, goats, chickens, turkeys, ducks, geese, guineas, ratics and squabs).	Home/facility inspection not required, but it is suggested to contact your local health department for any local inspection requirements. You must obtain local licensing and permitting. Product registration may also be required.	Home-based food operations can process, prepare and sell candies, jams and jellies (no low-acid ingredients), and baked goods that don't require temperature control, if they are sold to an individual for that person's own consumption.	Exempt from Virginia Egg Law and do not need inspection if selling less than 150 dozen of your own eggs per week or less than 60 dozen of another producer's eggs per week.	If you only grow and sell fresh fruits and vegetables, you do not need to be inspected. However, if you grow sprouts for distribution to restaurants or retail stores, you are classified as a food manufacturer and are required to be under inspection. Also note that only cultivated mushrooms can be offered for distribution to restaurants and retail stores.
EXEMPTIONS	LABELING	EXEMPTIONS	LABELING	LABELING	LABELING	AT MARKET
Honey Exemption: Those who process & prepare honey in their private residence from hives they own, who sell less than 250 gallons of honey a year, & who do not process or sell other foods are exempt from inspection.	1. Product Name 2. Net Weight 3. Ingredient Statement 4. Name and Address of Manufacturer/Distributor 5. Sell-by date	•1,000 Bird Exemption •20,000 Bird Exemption •Custom Exemption: with permit from ONPS, allows businesses to slaughter animals, only for their owners consumption, without an inspector present.	1. Product Name 2. Intended Species 3. Quantity Statement 4. Guaranteed Analysis 5. Ingredient Statement 6. Nutritional Adequacy Statement 7. Feeding Directions 8. Name and Address of Manufacturer/Distributor	Label must contain: 1. Product name 2. Net weight 3. Ingredient statement 4. Name and address of manufacturer, distributor, or packer 5. Nutritional labeling (exemptions apply) 6. List of allergens	1. Product Name (term "fresh eggs" can only be used if product meets requirement for Grade A or higher) 2. Safe Handling Instructions 3. Name & Address of Packer 4. Grade (AA, A, B) or "Ungraded" if not inspected	Most fruits and vegetables only require basic coverage for protection from outside contamination, but since, for example, cut melon, cut leafy greens and cut tomatoes are a TCS Food* (see note below), they must be held at 41F or lower. This applies to samples as well.
LABELING	AT MARKET	LABELING	AT MARKET	AT MARKET	AT MARKET	AT MARKET
Label must contain: 1. Product name & Net weight 2. Ingredient statement 3. Name & address of manufacturer/distributor/packer 4. Nutritional labeling (exemptions apply) 5. List of allergens	Keep frozen products frozen and other products at 41°F or lower. If storing products on ice, drain often. Products offered as samples should be prepped on-site or in your VDACS approved facility. Un-refrigerated samples may be left out for tasting no more than 4 hours (any leftovers then cannot be re-cooled or used again, they must be thrown away).	1. Product Name 2. List of Ingredients 3. Net Weight 4. Name/address of Responsible Party 5. Inspection Legend (plant number that did the work) 6. Safe Handling Statement For Custom Exemption: "NOT FOR SALE"; 20,000 Bird Poultry Exemption Label, if applicable.	Can be sold either pre-packaged or in a bulk, self-serve style.	If under the above exemption, product must be labeled with the following: NOT FOR RESALE—PROCESSED AND PREPARED WITHOUT STATE INSPECTION	Eggs must be clean and held at 41°F or lower at all times. Note that reusing egg cartons runs the risk of contamination; consider asking patrons to bring their own.	*Time and Temperature Controlled for Safety (TCS) Foods require temperature control supporting the growth of various infectious microorganisms or toxins. These foods include meats, dairy products, eggs, mushrooms, cut melons, cut tomatoes, cut leafy greens, and heat-treated plant food such as cooked rice, beans, and vegetables.
All acidified foods must have a unique identifying code visible to the naked eye. If under the honey exemption, honey must be labeled with: "PROCESSED AND PREPARED WITHOUT STATE INSPECTION, WARNING: Do Not Feed Honey to Infants Under One Year Old"						
*Please keep your most recent VDACS inspection reports on hand with you at market.						