



## 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.**

See bottom of page for VDACS contacts.

Albemarle County/  
Charlottesville: VDH  
434-972-6200, 8 am –  
4:30 pm, Monday- Friday

### VDACS & VCE CONTACTS FOR MORE INFORMATION ...

Farmers' Market Resources: [www.vdacs.virginia.gov/vagrown/frmsmkt-farmvend.shtml](http://www.vdacs.virginia.gov/vagrown/frmsmkt-farmvend.shtml)

Pam Miles, Program Supervisor  
Food Safety & Security Program  
Richmond, VA - 804-786-3520  
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Connie White, Compliance Officer  
Office of Plant Industry Services  
Feed Licensing and Registrations  
Richmond, VA - 804-371-2667  
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Allyn Olinger, Food Safety Specialist  
& VDACS Inspector 804-786-3520  
[Allyn.Olinger@vdacs.virginia.gov](mailto: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](mailto:barry.jones@vdacs.virginia.gov)

Richard Keller, Regional Supervisor  
Office of Weights and Measures  
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Carolyn Peterson, Program Manager  
Bob Trimmer, Regional Manager  
Office of Dairy and Foods  
Richmond, VA - 804-786-1452  
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[robert.trimmer@vdacs.virginia.gov](mailto:robert.trimmer@vdacs.virginia.gov)

#### Virginia Tech Food Innovations Program: Food Testing Services

540-231-6806 - [fstinfo@vt.edu](mailto: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](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](mailto:cathrynk@vt.edu)

Christine Kastan, Extension Agent, Family & Consumer Sciences - [cakastan@vt.edu](mailto:cakastan@vt.edu)

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

# 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

[www.ext.vt.edu](http://www.ext.vt.edu)

# FARM MARKET VENDORS

## VDACS INSPECTION REQUIRED\*

## LICENSING

## NO INSPECTION NEEDED - WITH CONDITIONS

### ACIDIFIED FOODS/HONEY

### DAIRY

### MEAT

### PET TREATS

### BAKED GOODS&JAM

### EGGS

### PRODUCE



Low acid and acidified low-acid foods (pickled products, salsa, pumpkin/sweet potato butter, barbeque 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, ratites 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.

#### LABELING

1. Product Name
2. Net Weight
3. Ingredient Statement
4. Name and Address of Manufacturer/Distributor
5. Sell-by date

#### EXEMPTIONS

- 1,000 Bird Exemption
- 20,000 Bird Exemption
- Custom Exemption: with permit from OMPS, allows businesses to slaughter animals, only for their owners consumption, without an inspector present.

#### LABELING

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

#### LABELING

- 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

#### AT MARKET

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.

#### AT MARKET

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).

#### LABELING

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

#### AT MARKET

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**

**AT MARKET**  
  
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.

#### LABELING

- 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

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"**

For Custom Exemption: **"NOT FOR SALE"**; 20,000 Bird Poultry Exemption Label, if applicable.

#### AT MARKET

Keep products at 41°F or lower.

#### AT MARKET

Cover baked goods to protect them from environmental contaminants, such as flies and dirt.

If providing samples, prepare them at your VDACS approved and inspected facility prior to arriving at the market. Cut baked goods into pieces at your inspected facility, place them on a tray, insert a toothpick into each piece, and keep the tray covered in food safe wrapping, such as plastic wrap.

**\*Time and Temperature Controlled for Safety (TCS) Foods** require temperature control because they are capable of 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.

\*Please keep your most recent VDACS inspection reports on hand with you at market.