**Food Service Vendors**

Those who prepare food on site at a Farmer’s Market

Food Service Vendors, except those offering for sale primarily packaged food products or samples of such products not subject to Virginia Department of Health (VDH) inspection, must obtain a VDH food establishment permit. The local health department issues these permits and inspects food service vendors. Vendors who do not hold a food establishment or mobile food establishment permit need to apply to the local health department for a temporary food establishment permit and submit the applicable fee at least 10 days prior to operation.

**Food Service Vendors must have:**

1) An on-site warewashing set up that includes three basins: one each for washing, rinsing, and sanitizing. The appropriate strength of sanitizing solution should be used and confirmed with the appropriate sanitizer test strips. Wares should be cleaned and sanitized after use with raw animal foods and before use with ready-to-eat foods, including raw fruits and vegetables, or if they have been contaminated.

2) An on-site handwashing station is also required. Hands must be washed frequently including before beginning food preparation or putting on gloves; and after eating, drinking, smoking, using the restroom, handling raw animal foods, or whenever the hands may have been contaminated. Avoid bare-hand contact with ready-to-eat foods by using gloves, tongs, deli paper, etc. Don’t work if you are sick.

3) Overhead protection for vendor operation is required (tent, canopy, awning, table umbrella, permanent structure, etc.). Food 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.

TCS foods **must** be kept hot, at 135°F or higher, or cold, at 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 of previous page.

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**Virginia Tech Food Innovations Program**: Food Product Testing Services  
Website: [http://ext.vt.edu/food-health/food-innovations.html](http://ext.vt.edu/food-health/food-innovations.html)  
Farmers’ Market Resources: Virginia Grown:  

*please fill out the "Ask a Question" or "Request an evaluation form" for the quickest response!

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**A Guide to Selling Raw, Processed and Prepared Food Products from Your Home, 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.

By Renee Boyer, Associate Professor, Extension Specialist & Joell Eifert, Director of Food Innovations Center, Food Science & Technology Department, Virginia Tech

*Acknowledgements go to Cathryn Klotzli, Former Horticulture Extension agent & Rachel Wallace, Summer Intern 2012 for originally creating this publication*
# FARM MARKET VENDORS

**MEAT**

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, rabbits and squabs).

**DAIRY**

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.

**ACIDIFIED CANNED FOODS**

Acidified low-acid foods (pickled products, sausages, pumpkin/sweet potato butter, barbecue sauces, chow-chow, relish, hot pepper jelly, hot sauces, garlic in oil, etc.) must achieve a pH of 4.6 or lower (verified by an electronic pH meter you purchase). Low-acid canned foods are not permitted to be made in the home.

Completion of ‘Better Process Control School’ course and process approval by a processing authority strongly advised (Virginia Tech Food Innovations Program: Food Testing Services).

Must not exceed $3,000 in total annual gross sales for all acidified products produced.

**BAKED GOODS, JAMS AND …**

Includes jams and jellies (no low-acid ingredients), candies, dried fruits/herbs/seasonings/mixed nuts, flavored vinegars, popcorn (balls), cotton candy, dried pasta, roasted coffee, dried tea, cranets, trail mixes and granola and baked goods that don’t require time or temperature control.

Infused honey foods are not exempted.

Those who process & prepare their own, who sell less than 250 dozens of another producer’s eggs per week or less than 60 dozen of another producer’s eggs per week.

**HONEY**

Exempt from Virginia Egg Law and do not need inspection if selling less than 150 dozen of their own eggs per week or less than 60 dozen of another producer’s eggs per week.

**EGGS**

If you grow and sell fresh produce, and make < $25,000 in annual sales (3 yr. avg), you are not covered under the Produce Safety Rule and do not need to be inspected.

Growers that make >$25,000 may fall under the PSR. You do not have to pay the $40 annual fee to VDACS, although you are still required to comply with all applicable laws and regulations (outlined here).

Sprouts, hydroponic operations and farm raised mushrooms are considered produce regulated by the PSR. Infused honey products are “Ungraded” if not inspected.

**PRODUCE**

Wild mushrooms require VDACS food safety applications harvesting and retail sales.

**LABELING**

The standard label must contain:
- Product name
- Net weight
- Ingredient statement
- Name & address of manufacturer/distributor
- Sell-by date

- The standard label must contain:
  - Product name
  - Net weight
  - Ingredient statement
  - Name & address of manufacturer/distributor/packer
  - Nutritional labeling (exemptions apply)
  - List of allergens

- NOT FOR RESALE – PROCESSED AND PREPARED WITHOUT STATE INSPECTION

You must also have a label displaying the name, physical address and telephone number of the person preparing the food product and the date the food product was processed.

- Most fruits and vegetables only require basic coverage for protection from outside contamination, but it is suggested to contact your local health department for any local inspection requirements.

**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 inspection 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.

**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**

**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 resting no more than 4 hours (any leftovers then cannot be re-cooled or used again, they must be thrown away).

**EXEMPTIONS**

**LABELING**

**AT MARKET**

Keep products at 41°F or lower.

**PET TREATS**

Home/facility inspection by VDACS not required, but it is suggested to contact your local health department for any local inspection requirements.

You must obtain licensing and permitting through VDACS. Product registration may also be required.

**LABELING**

**AT MARKET**

Can be sold either pre-packaged or in a bulk, self-serve style.

**ACIDIFIED CANNED FOODS**

- Product Name
- Net Weight
- List of Ingredients
- Name/address of Responsible Party
- Inspection Legend (plant number that did the work)
- Safe Handling Statement

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

**AT MARKET**

Keep products at 41°F or lower.

**ACIDIFIED CANNED FOODS**

- Product Name
- Net Weight
- Ingredient statement
- Name & address of manufacturer/distributor/packer
- Nutritional labeling (exemptions apply)
- List of allergens
- NOT FOR RESALE – PROCESSED AND PREPARED WITHOUT STATE INSPECTION

You must also have a label displaying the name, physical address and telephone number of the person preparing the food product and the date the food product was processed.

All acidified foods must have a unique identifying code visible to the naked eye.

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