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 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 …


Pam Miles, Program Supervisor
Food Safety & Security Program
Richmond, VA - 804-786-3520
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Eric Ruckman, Compliance Officer
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Feed Licensing and Registrations
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Allyn Olinger, Food Safety Specialist & VDACS Inspector 804-786-3520
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Office of Meat and Poultry Services
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Virginia Tech Food Innovations Program: Food Testing Services

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
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 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 Cathryn Kloetzli, Horticulture Extension Agent & Rachel Wallace, Summer Intern 2012, Virginia Cooperative Extension-Albemarle County & Charlottesville
Edited by Dr. Karleigh Bacon, Director, Virginia Tech Food Innovations Program

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### FARM MARKET VENDORS

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**Acidified Canned Foods**: Must not exceed $2,000 in total sales for all acidified products produced.

**Baked Goods, Jams and ...**: Must not exceed $3,000 in total sales for all baked goods, jams and jellies (no high-acid ingredients), candies, dried fruits/herbs/seasaminings/mixes, un(covered) nuts, (flavored) vinegars, popcorn (balls), cotton candy, dried pasta, roasted coffee, dried tea, cereals, trail mixes and granola and baked goods that don’t require time or temperature control.

### EXEMPTIONS

- **1,000 Bird Exemption**
- **20,000 Bird Exemption**
- **Custom Exemption:** with permit from OMPS, allows businesses to slaughter animals, only for their own consumption, with an inspector present.

### LABELING

#### AT MARKET

- **Product Name**
- **Net Weight**
- **List of Ingredients**
- **Name/address of Manufacturer/Distributor**
- **Sell-by date**

#### AT MARKET

Keep frozen products frozen and other products at 41°F or lower. If storing products on ice, drain often.

### AT MARKET

- **Product Name**
- **Net weight**
- **Ingredient statement**
- **Name & address of manufacturer/distributor/packer**
- **Nutritional labeling (exemptions apply)**
- **List of allergens**
- **NOT FOR RESELL – 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.**

### 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.

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**Labeled Pet Treats**: Must be produced in a private home. Must be sold at farmers markets, from the private home where product is manufactured or to an individual for their own consumption. These products cannot be sold to other businesses (ie: grocery stores), for resale, on the internet or across state lines. 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).

### AT MARKET

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

**Labeled Produce**:"Must be offered in a private home. Must be sold at farmers markets, from the private home where product is manufactured or to an individual for their own consumption. These products cannot be sold to other businesses (ie: grocery stores), for resale, on the internet or across state lines. 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)."