## Objectives

**As a result of this presentation, you will be able to:**

I. Recognize Good Agricultural Practices (GAPs) for post harvest handling and packing raw produce.

II. Understand regulations for selling meat, eggs and value-added AG products in Florida.

III. Develop a food label based on FDA regulations

IV. Use provided resources for further investigation.

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## Local Food Sales


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Source: "The Local Market Opportunity for Organic Produce: An Objective Business Analysis", The Prairie Partners Group

## Raw Agricultural Commodities

- **Raw agricultural commodity:**
  - Fruits and vegetables that are washed in their unpeeled natural form prior to marketing.
- **Do I need a permit or license to sell raw fruits and veggies?**
  - No permit or license from FDACS
  - No local business/occupational license

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## Raw Agricultural Commodities

- **Florida Statute 205.064**
- "A local business tax receipt is not required of any person for the privilege of engaging in the selling of farm, grove, horticultural, floricultural, or products manufactured there from, except intoxicating liquors, wine, or beer, when such products were grown or produced by such person in the state."

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## Raw Agricultural Commodities

- **All fresh fruit and vegetables must be sold either by weight, by the bunch or by number**
- **Selling produce by weight**
  - Your scale must be a certain kind and it must be inspected.
  - Permit info ($40): http://tinyurl.com/689cy9s
- **Otherwise, sell by piece, bag, box, etc.**

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## Raw Agricultural Commodities

- **Exception to the rule[1]:**
  - Tomatoes (T-GAP and T-BMP rules and regulations)
  - Must be packed and washed in a permitted facility.
- **Exemptions:**
  - Tomatoes sold by an individual grower to a consumer on the premises on which they are grown or at a local farmers market, at a U-Pick operation, or at a roadside stand not to exceed two twenty-five pound boxes per customer.

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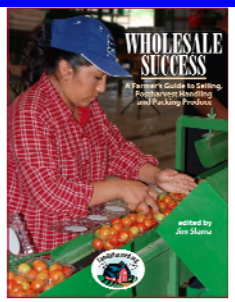
1 - http://tinyurl.com/6z5l7vh

## Wholesale Success Manual




- Post harvest handling
- Packing
- Maintaining the cold chain
- Build relationships with wholesale buyers.

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## What do buyers want?

- Field heat must be removed with proper cooling.
- Cold chain must be maintained. (pp 39-47)
- Post harvest sanitation (pp 62-63) and good agricultural practices followed (pp 63-81).
- Products must be sorted, graded and packed. (pp. 48-51)
- Production should yield consistent weekly supply.
- Producers must build relationships with buyers and stay in touch

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## Post Harvest Handling

**All Produce is still alive and is breathing. More respiration means**

- Fewer nutrients
- Less flavor
- Drying out
- Lost weight
- Shorter shelf life

Proper post harvest handling will make food taste better, be more nutritious for a longer period of time, and be worth more.

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## Respiration Rates

**A higher respiration rate = a more perishable vegetable.**
**Lower respiration rate = longer storage or shelf life.**
**Temp. influences respiration: for every 18°F increase in temp the rate of decay increases 2x-3x.**
**Rapid cooling to the commodity's lowest safe temperature is most critical for those with inherently higher respiration rates**

| Low | Moderate | High | Extremely high |
|---|---|---|---|
| Apples | cabbages | Artichokes | Asparagus |
| garlic | carrots | brussels | broccoli |
| grapes | lettuce | sprouts | mushrooms |
| onions | peppers | cut flowers | peas |
| potatoes | potatoes | green onions | sweet corn |
| (mature) | (immature) | snap beans | kale |
| sweet | tomatoes | green onions | parsley |
| potatoes | celery | | spinach |
| turnips | | | |
| beets | | | |

## Post harvest sanitation

**Cleaning/ Washing**

- Vegetables should be washed or dry brushed
- Remove damage, diseased and decaying before washing with other fruits and veggies
- Hands-free washer, <$50 (example: p.49)

**Packing**

- Containers that do not breakdown when exposed to water (Waxed cardboard)
- Most common size boxes (pg. 52)
- Containers need vents
- If recycled – wash and sanitize thoroughly

## Uniformity & Grading

- USDA Grades
  Fancy and #1 grades will return more revenue. These are primarily sold in retail outlets.
- But #2 grades can also be sold: to foodservice, restaurants, and processors.

- Be consistent
  Pay attention to color, size, and overall visual quality.
- Standard containers

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Photos: Dennis Fiser

## Packing it right

The Wrong Way

The Right Way

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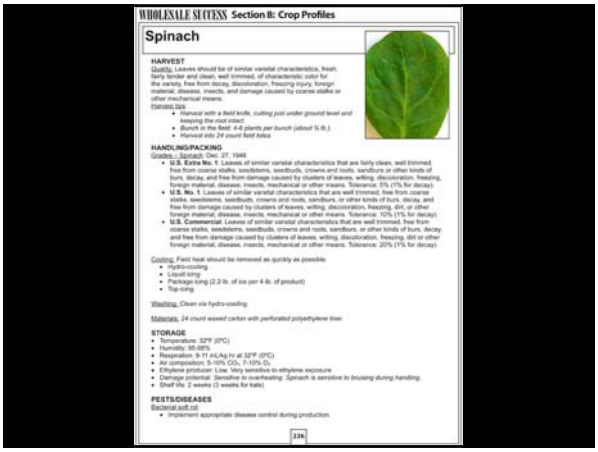
Photos: Dennis Fiser




## 2011 Cottage Foods Legislation

- Allows individuals to manufacture, sell and store certain types of "cottage food" products in an unlicensed home kitchen.
- Exempt from FDACS permit
- $15,000 gross sales limit (all products)
- Written documentation of sales

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## 2011 Cottage Foods Legislation

**Direct Sales Only**

- Cottage Food Operation (home)
- Roadside stands
- Farmer's markets
- No internet, restaurant or grocery store sales

**FDACS Role:**

- Complaint-based inspections only
- Enforcement for non-compliance

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## Foods allowed include:

**Foods allowed:**

Breads, cakes, fruit pies, cookies, pastries, jams, jellies, candies, confections, cereals, granola, dried fruits, nuts, and pasta.

**Foods NOT allowed**

Canned fruits, vegetables, salsas, fresh or dried meats (jerky), fish or shellfish products, any canned pickled products, milk and dairy products (cheeses), any bakery product with cream icing or filling, BBQ sauces, ketchup, mustard, cut fruit or juices.

## Cottage Foods Label Requirements

- Name/Address of cottage operator
- Name of cottage food product
- Weight / Volume
- Allergen information
- Nutritional claims
- Ingredients list, descending order
- **"Made in a cottage food operation that is not subject to Florida's food safety regulations."**

## Selling Red Meat in Florida

**Two options:**

1) Selling on the hoof (live animals before slaughter)

2) USDA inspected facility ( Restaurants and farmer's markets)

## Custom Meat Processing

**AKA selling on the hoof:**

- Custom meat processing exempts an operator from the requirements of Federal inspection when he or she, in fact, prepares a product for the personal use of an individual.
- One animal can be owned by several individuals (~4)
- Farmer can sell halves or wholes
- Requires knowledge of meats cuts and dressing %
- Owner of animal must pay for slaughter

Best reference:

## Custom Meat Processing

**Distinct requirements under this exemption:**

- Animal must be sold to individuals prior to slaughter.
- The resulting product must be marked "Not for Sale."
- Operator must maintain records.
- The animal must be prepared or processed in a sanitary manner

GREAT resource: Marketing Beef for Small Scale Producers

## Federally Inspected Meat Processing

- Selling meat instead of live animals
- Only option is selling at farmer's markets or to restaurants
- 15 USDA plants in Florida

- 49 USDA plants in Georgia
  - Talmadge-Aiken Plants
  - Qualify for interstate commerce

## Federally Inspected Meat Processing

**Labels**

- Labels are affixed at USDA plant
- According to FSIS, a farmer may place his/her name, logo or farm seal on a package that contains a generic label affixed by the USDA facility.
- As long as the farm name, logo, or seal is not claim worthy. For example, organic valley farm, grass-fed farms, or all natural farms.

## Selling Eggs & Poultry in FL

- **Florida Statute Chapter 583**
  - Classification and sale of eggs and poultry
  - Labeling marking and advertising eggs
  - Refrigeration and temperature requirements
  - Grades and standards
  - Permit requirements
- It is unlawful to for any person to sell or hold for the purpose of sale any eggs or poultry unless such person possesses a valid food permit.

## Regulations[1]

| Regulated & Inspected by FDACS | Regulated & Inspected by FDCAS and USDA/FSIS |
|---|---|
| Less than 3,000 layers | More than 3,000 layers |
| Less than 20,000 dressed poultry per year | More than 20,000 dressed poultry per year |

For narrated presentations on selling eggs visit: http://tinyurl.com/64r6z2a
For dressed poultry visit: http://tinyurl.com/63js9mz

## Statutes & Rules Related to Processing[2]

- **Chapter 500**
  - General requirements
  - Adulteration and contamination
  - Permit requirements
- **F.A.C 5K-4.004**
  - More specific to equipment, sanitation, processing and controls

**"It is unlawful to for any person to sell or hold for the purpose of sale any food product unless such person possesses a valid permit."**

2 - As of January 11, 2010

## State Regulations Require

- Complete the food protection manager certification.
- Build, retrofit, or lease a facility that meets the minimum construction standards.
- Obtain a food permit from the FDACS division of food safety.

Sometimes:

- Obtain a mobile vendor permit ( if selling off site).
- Letter of Process Approval (low-acid and acidified)

## Food Protection Manger Certification[4]

- "Food Manager" means a person responsible for all aspects of the operation at a food establishment.
- All processing establishments permitted by FDACS must have a certified Food Manager on site during food preparation and processing.
- Certification costs will typically run $110-$160
- Three accredited certifying organizations that offer testing in Florida.

4 - http://tinyurl.com/5vl38od

## Minimum Construction Standards[5]

- House equipment comfortably
- Potable water
- Concrete floor
- All surfaces must be smooth, easily cleanable and non-absorbent
- Three-compartment sink
- Restroom
- Lighting
- Mop sink/Lavatory: Can be floor drain, laundry/janitor sink/corned drain area.
- Adequate sewage & water: Approved by DOH or DEP.

5 - http://tinyurl.com/6drwhaw

## Wastewater Disposal System

**Buildings used to wash and/or process food products**

- "Industrial Waste"
- Must apply FL Department of Environmental Protection

**DEP may elect to:**

- Permit entire system
- Permit only the industrial portion and request the Department of Health take jurisdiction of the domestic flow
- Request the department of health take jurisdiction of the entire flow. (Variance required)

DEP District Offices: http://tinyurl.com/2os9v6

## Water Supply System

- Any changes in the use of the water system will require a reevaluation of the water system.
- After evaluation by DOH, the system may be approved or not approved.

- **Contacts**
  - Wastewater = Bart Harriss (407) 317-7327
  - Water systems = Ed Bettinger (850)245-4444 x2696

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## Process Approval[7]

- Low acid and acidified foods
- From certified processing authority
  - Examine recipe, prep methods, storage and food safety precautions
  - Expensive $$$
- Letter issued to producer
- Also, someone on premises that has successfully completed better process control

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7 - http://tinyurl.com/5spmxeb

## Opening Inspection[8]

- Apply for a Food Permit
  - Cost of the permit will vary
  - Processor Category = $490/year
  - Limited Sales Category = $130/year

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8 - http://tinyurl.com/68s8k3x

## Leasing a Facility

- AKA commissary
- According to FDACS "mobile food establishment"
- Food permit required
- Additional Requirements & Rules:
  - Commissary Letter of Agreement (annually)
  - Stored at commissary unless taken directly to the point of sale.

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For a list of restaurants in your area visit: http://tinyurl.com/6euhch9

## Commissary Letter of Agreement[9]

Florida Department of Agriculture and Consumer Services
Division Of Food Safety
COMMISSARY LETTER OF AGREEMENT

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9 - http://tinyurl.com/5td97zo

## Using a Co-Packer

- Prepare the product to your specifications in their facility for a fee.

- Thinking about it?
  - Read this first: http://tinyurl.com/68zb5vq

- For a list of certified co-packers in Florida, visit http://tinyurl.com/6zv6xzq

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## A Food Labeling Guide[10]


U.S. Food and Drug Administration

CENTER FOR FOOD SAFETY AND APPLIED NUTRITION

CFSAN/Office of Nutrition, Labeling, and Dietary Supplements

April 2008

Guidance for Industry

A Food Labeling Guide

Additional copies are available from:
Office of Nutrition, Labeling, and Dietary Supplements
HFS-800
Center for Food Safety and Applied Nutrition
Food and Drug Administration
5100 Paint Branch Parkway
College Park, MD 20740
(Tel) 301-436-2373
http://www.cfsan.fda.gov/guidance.html

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10 - http://tinyurl.com/6cj76z5

## Labeling Minimum Requirements

1)Name of the producer/processor/farm.

2)The statement of identity is the name of the food. It must appear on the front label
- Honey, Pickled Okra, Eggs, Whole Chicken

3)The ingredients of the product, in descending order of predominance by weight;

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## Labeling Minimum Requirements

4) Allergen information:

**milk, egg, fish, shellfish, tree nuts, wheat, peanuts, soybeans**

Ingredients: Enriched flour (Wheat flour, niacin, reduced iron, thiamine, mononitrate, riboflavin and folic acid), butter (milk, salt), chocolate chips (sugar, chocolate liquor, cocoa butter, butterfat (milk), Soy lecithin as an emulsifier), walnuts, sugar, eggs, salt, artificial vanilla extract, baking soda.
Contains: wheat, eggs, milk, soy, walnuts

5) If any nutritional claim is made, appropriate nutritional information

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Nutrient and Health claims: Appendix A-D
http://tinyurl.com/6cj76z5

## Labeling Minimum Requirements

- The net quantity of contents statement is placed as a distinct item in the bottom 30 percent of the principal display panel.


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## Labeling Minimum Requirements

- Must show the net contents in both metric and U.S. Customary System terms. The metric statement may be placed either before or after the U. S. Customary statement, or above or below it.
  - Net wt 1 lb 8 oz (680g)
  - Net wt 1 lb 8 oz 680 g

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## Labeling Minimum Requirements

You are exempt from having a nutrition panel if:

1 - annual gross sales of food is less than $50,000,

2 - fewer than 100 employees, and

3 - sales of fewer than 100,000 units per year


**Nutrition Facts**
Serving Size 1 can
Amount Per Serving
Calories 140
% Daily Value*
Total Fat 0g 0%
Sodium 20mg 1%
Total Carbohydrate 36g 12%
Sugars 36g
Protein 0g
* Percent Daily Values are based on a 2,000 calorie diet.

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## Product Traceability

- Self-generate:
  - Batch numbers at the time of packaging. Can be as simple as a date code.
  - Batch numbers should be kept in an organized database.
  - Should be able to relate cleaning protocols, raw ingredients, name of the product, recipe used, etc. all back to the batch number.

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## Conclusion

- If processing and selling locally you are required to have:
  - Certified food protection manager
  - Facility that meets minimum construction standards
  - Apply for an annual food permit from FDACS
- The information contained within this presentation was compiled using pertinent state statutes and guidance from the FDACS Division of Food Safety.

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## Division of Food Safety Contact Information

**Florida Department of Agriculture and Consumer Services**
Division of Food Safety
3125 Conner Boulevard, Suite D
Tallahassee, Florida 32399-1650
(850) 245-5595 Telephone
(850) 245-5553 Fax

foodsafe@freshfromflorida.com EMAIL

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## My Contact Information

**BRAD BURBAUGH**
UF/IFAS Extension
(904) 387-8850
burbaugh@coj.net

**ELENA TORO**
UF/IFAS Extension
(386) 362-2771
etoro@ufl.edu

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