

Farm to Consumer Resources



Resources to guide farmers when they are ready to sell their products

I. General Resources

1. Your Local Health Department

If you are selling or providing the following, we recommend that you consult with your local health department:

- Processed baked goods such as breads, cakes, or muffins;
- Jams, jellies or acidified foods such as pickles;
- Eggs, meat, fish or other temperature-sensitive foods;
- Samples of produce such as berries, melon cubes or apple slices;
- Ready-to-eat prepared foods such as hotdogs, sandwiches, corn.

Your [local health department](#) has a wealth of information and resources to offer.

2. Regulatory Resources and Authorities

Depending on the type of food you are selling, differing government entities have oversight or can provide advice. These are the agencies that generally have oversight and resources available if you choose to sell or offer these food types:

Food Type	Regulatory Authority
Acidified Foods	Connecticut Department of Consumer Protection
Baked Goods	Connecticut Department of Public Health, Local Health Department, Department of Consumer Protection
Cider/Juice	Connecticut Department of Consumer Protection
Eggs	Connecticut Department of Consumer Protection, Connecticut Department of Agriculture
Honey	Connecticut Department of Consumer Protection, Connecticut Agriculture Experiment Station
Maple Syrup	Connecticut Department of Agriculture, Department of Consumer Protection
Meat & Poultry	Food Safety Inspection Service/USDA, Connecticut Department of Agriculture - Small Poultry Processing Program
Milk/Cheese/Other Dairy	Department of Agriculture

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Uncooked and Cooked Samples	Local Health Department
Seafood	Connecticut Department of Agriculture – for aquacultured products only, Local Health Department, Department of Energy and Environmental Protection, Connecticut Department of Consumer Protection
Ready to Eat Prepared Foods and Beverages for Immediate Consumption	Connecticut Department of Public Health, Local Health Department
Wine	Connecticut Department of Consumer Protection, Connecticut Department of Agriculture

Additionally, the Department of Agriculture has a useful chart on their website under the Publications tab. Find the [Farmer's Market Reference Guide](#) link then look for "Appendix B: Approved Sources of Use in a Food Service Facility." This document outlines the government agencies that are involved with different products.

http://www.ct.gov/doag/lib/doag/marketing_files/Appendix_B.Approved_Sources.pdf

II. Direct to Consumer Sales Resources (non-acidified)

- **Baked Goods** including granolas, pies, muffins, doughnuts etc.
The State of Connecticut Department of Consumer Protection's website offers advice to businesses on processing food. Go to Programs and Services tab and look under the Food Program link.

<http://www.ct.gov/dcp/cwp/view.asp?a=1621&q=469918>

In addition the regulations for commercial baking can be found at the Connecticut General Assembly website by looking for the Statutes tab. Under the Statutes tab select Browse Statutes and then look for Volume 21 and the link for Consumer Protection. Under the page titled "Title 21a" look for the link titled "Bakeries and Food Manufacturing Establishments."

http://www.cga.ct.gov/current/pub/chap_419b.htm

- **Cider/Juices**
The Connecticut Department of Agriculture's website outlines labeling issues for cider and juice processors. Their written guidance can be found under the Publications tab and then select Farmer's Market Reference Guide and look for the Cider and Juices link.

http://www.ct.gov/doag/lib/doag/marketing_files/22._Cider_3-20-2009.pdf

In addition, the Connecticut Department of Consumer Protection licenses cider processors. Go to their website at ct.gov/dcp and look under the Programs and Services tab. Then find the link titled "[Food Program](#)." Under this link, look for "Food Licensing."

- **Eggs**

Advice on direct sales of eggs to consumers is available at the Connecticut Department of Agriculture’s home page. Look under Publications tab and then find the link titled “Farmers’ Market Reference Guide.” Look for the document “Egg’s Requirements.”
http://www.ct.gov/doag/lib/doag/marketing_files/21.Eggs_4-1-2009.pdf
- **Honey**

Information on sale of honey can be found on the Department of Agriculture’s website under the Publications tab. Look for the document titled “Farmers’ Market Reference Guide.” Then open the file titled “Honey Requirements.”
http://www.ct.gov/doag/lib/doag/marketing_files/20.Honey_3-20-2009.pdf
- **Maple Syrup**

The Connecticut Department of Agriculture’s website offers guidance on processing and labeling of maple syrup products. Go to their Publications tab and look for the Farmers’ Market Reference Guide. The section titled “Requirements for Items Exempt from Inspection” provides information on maple syrup sales.
http://www.ct.gov/doag/lib/doag/marketing_files/23.exemptitems_01-25-2011.pdf
- **Meat and Poultry**

The Connecticut Department of Agriculture’s website provides a document entitled “A Farmer’s Guide to Processing and Selling Meat and Poultry in Connecticut” that details the rules and regulations for selling meat. Find this document by going to the DOA’s home page and opening the Publications tab. Then look for the link titled “A Farmer’s Guide to Processing and Selling Meat and Poultry in Connecticut.”
http://www.ct.gov/doag/lib/doag/marketing_files/farmers_guide_to_processing_and_selling_meat_and_poultry_in_ct.pdf

Additional guidance specific to poultry sales can be found under the DOA’s Publications tab and then looking for the Farmers’ Market Reference Guide. The document is titled “Poultry Requirements.”
http://www.ct.gov/doag/lib/doag/marketing_files/16.poultry_11-28-2011.pdf
- **Milk and Other Dairy**

The Connecticut Department of Agriculture’s website provides information on special considerations when selling milk and other dairy products. Go to the website and look under the Publications tab then find the Farmers’ Market Reference Guide link. Open the document that is entitled “Dairy and Frozen Dessert Requirements.”
http://www.ct.gov/doag/lib/doag/marketing_files/17.Dairy_3-27-2009.pdf
- **Ready-to-Eat Prepared Foods**
 1. *General Advice on Preparing Ready-to-Eat Food*

The Connecticut Department of Agriculture’s website provides detailed guidance on preparing ready-to-eat foods. While developed for farmers’ markets, this information is also applicable to farm stands. Look under the Publications tab and

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open the [Farmers' Market Reference Guide](#) link. The document is entitled "Food Safety Guidelines and Regulations."

http://www.ct.gov/doag/lib/doag/marketing_files/11. Food_Safety_3-27-2009.pdf

2. *Food Service Checklist*

The Department of Agriculture's website provides an excellent document entitled "Food Service Checklist" to help organize the necessary equipment and supplies when serving prepared foods. Go to the DOA home page and click the Publications tab. Then look under Farmers' Market Reference Guide for a document titled "Food Service Checklist."

http://www.ct.gov/doag/lib/doag/marketing_files/11a. Food_Service_Checklist.pdf

3. *Portable Food Service Permit*

The Department of Agriculture's website has information on a portable farmers' market food service permit under their Publications section. Under that tab look for the Farmer's Market Reference Guide. The document is entitled "Farmer's Food Service Permit."

http://www.ct.gov/doag/lib/doag/marketing_files/12a. Farmers_Food_Service_Permit.pdf

- **Seafood**

For advice on selling seafood to consumers to the Connecticut Department of Agriculture's website and open the tab titled "Publications." Find the document called "Farmers' Market Reference Guide." Two documents provide guidance on this issue.

The first is titled "Shellfish Requirements" and the second is called "Finfish/Crustaceans."

http://www.ct.gov/doag/lib/doag/marketing_files/18. Shellfish_3-20-2009.pdf

http://www.ct.gov/doag/lib/doag/marketing_files/19. finfish_4-14-2010.pdf

In addition the Connecticut Department of Consumer Protection is responsible for inspecting seafood processors and retail operations.

- **Wine**

Wine sales to consumers are closely regulated by the United States Department of Alcohol, Tobacco, Firearms and Explosives and the Department of Consumer Protection. Farm wineries are allowed to sell direct to consumers within certain parameters.

Guidance on sales at farmers' markets can be found on the Connecticut Department of Agriculture's website under the Publications tab. Look for the Farmers' Market Reference Guide document and then find the document entitled "Sales of Wine at Farmer's Markets along with the document entitled "Farm Wineries at Farmer's Market Permit."

http://www.ct.gov/doag/lib/doag/marketing_files/31. Sales_of_Wine-Permit.pdf

http://www.ct.gov/doag/lib/doag/marketing_files/31a. FM_Wine_Sales_Application.pdf

III. Jams, Jellies and Acidified Foods Resources

The CFBA website www.cfba.org has detailed information on processing acidified foods in a farm kitchen. Click “Resources” on the home page and go to “Processing Acidified Foods and Jellies” http://www.cfba.org/Processing_Acidified_Foods_and_Jellies.htm

1. Getting Ready

Sanitary Process

It is very easy to accidentally make consumers sick from poorly processed food. The following websites offer information on developing a sanitary process for canning acidified foods.

- The CFBA website: www.cfba.org provides PowerPoint slides from a program on acidified food processing in the farm kitchen. Additionally there is a document on good manufacturing practices in the farm kitchen that provides detailed information. To access that information [click here](#).
- The [UCONN Agricultural Extension Service](http://cag.uconn.edu/nutsci/nutsci/foodsafety/Food_Processing_landing_page/Processing_jams/jellies.php) website offers a wealth of information geared toward on farm processors.
(http://cag.uconn.edu/nutsci/nutsci/foodsafety/Food_Processing_landing_page/Processing_jams/jellies.php)

Health Department

While your [local health department](#) does not have direct jurisdiction over a farm kitchen, they are a great resource for advice on safely processing acidified foods.

2. Recipes

Pre-approved Recipes

- The National Center for Home Food Preservation website (http://nchfp.uga.edu/publications/publications_usda.html) has extensive approved recipes as well as valuable information on processing acidified foods.
- The Ball Canning website (<http://www.freshpreserving.com/>) has many approved recipes along with video tutorials on canning techniques

Recipe Approval Resources

- The Northeast Center for Food Entrepreneurship website (<http://necfe.foodscience.cals.cornell.edu/acid-and-acidified-foods>) at Cornell University’s College of Agriculture and Life Sciences offers recipe testing for those farmers interested in using their own recipes. Go to Getting Started/Assistance.

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3. Recording Keeping

- The Northeast Center for Food Entrepreneurship website offers fact sheets and sample record keeping documents for processors. Go to Acid and Acidified Foods/Records and Record Keeping
<http://necfe.foodscience.cals.cornell.edu/acid-and-acidified-foods/records-and->
- [CFBA's](http://www.cfba.org) website offers sample record keeping documents and a PowerPoint presentation on record keeping.
https://www.cfba.org/Processing_Acidified_Foods_and_Jellies.htm#sampleforms

4. Labeling

For labeling requirements, go to www.cfba.org and look under Resources and then Processing Acidified Foods and Jellies. PowerPoint slides from a presentation on processing acidified foods in the farm kitchen offer more detailed information on labeling.

5. In Person Training

- *ServSafe* – This is a state approved day-long course that focuses primarily on the safe handling of food. An internet search for ServSafe will generate a multitude of dates, times and locations throughout Connecticut where this program is offered. In addition the Connecticut Department of Public Health provides a schedule of Connecticut approved Qualified Food Operator Courses. Go to their website and look for the tab Services and Programs. Find the link titled “A-Z Topics” and then select Food Protection Program. Under the Education and Training area look for the document titled “Qualified Food Operator Exam/Courses.”
- *CFBA Sponsored Programs* - Occasionally CFBA offers in-person courses. Visit www.cfba.org or call CFBA at (860) 768-1100 for upcoming programs and registration information.
- *Better Process Control School* – This [multi-day program](#) is an intensive program that provides detailed information on processing of acidified foods. The program is offered in person at Cornell and Rutgers Universities as well as in an on demand on-line course.

6. pH Testing

The Department of Consumer Protection provides a list of food testing businesses that offer pH testing. Go to their home page and look under the Divisions tab, then select the Food and Standards link. Look for the Food Processing link and then open the document entitled “Regional Food Laboratories.”

<http://www.ct.gov/dcp/cwp/view.asp?a=1621&q=471478>

7. Water Testing

The Connecticut Department of Public Health offers a list of state licensed drinking water testing laboratories in Connecticut. Go to the Department of Public Health website. Find the tab titled Topics A-Z. Click the WXYZ tab to view the Water (Drinking Water Section) link. Open the Information for Public Water Systems link and then find the Water Quality Monitoring link. Then open the document titled “In State Laboratories Certified to Test Drinking Water.”

http://www.ct.gov/dph/lib/dph/environmental_health/environmental_laboratories/pdf/Inst ateLaboratoriesCertifiedtoTest_DrinkingWater.pdf

IV. Farmers’ Markets Resources

Food Safety Guidelines – Two documents on the Connecticut Department of Agriculture’s website offer general sanitary recommendations for selling meat, eggs, produce, ready-to-eat food or offering samples at farmers’ markets. Look under the Publications tab and then find the “Farmers’ Market Reference Guide” document. Then look for the document entitled “Food Safety Guidelines for Farmer’s Markets.” This document succinctly lays out basic food safety rules.

http://www.ct.gov/doag/lib/doag/marketing_files/02_Food_Safety_at_FM_3-20-3009.pdf

A second document also on this same page is entitled “Food Safety Guidelines and Regulations.” It reviews in more detail the sanitary process for preparing foods in farmer’s markets.

http://www.ct.gov/doag/lib/doag/marketing_files/11_Food_Safety_3-27-2009.pdf

Lastly, in this same area is a document entitled “Farmer’s Food Service Permit” which explains how to obtain a portable food service permit for farmer’s markets.

http://www.ct.gov/doag/lib/doag/marketing_files/12a_Farmers_Food_Service_Permit.pdf

- **Eggs**

This document on the Connecticut Department of Agriculture’s website reviews basic guidelines for selling eggs. Go to the Publications tab and find the “Farmer’s Market Reference Guide” document. Then look for a document called “Eggs Requirements.”

http://www.ct.gov/doag/lib/doag/marketing_files/21_Eggs_4-1-2009.pdf

- **Honey**

This document on the Connecticut Department of Agriculture’s website provides advice on sale and packaging of honey. Go to the Publications tab and find the “Farmer’s Market Reference Guide” document. Then look for a document called “Honey Requirement.”

http://www.ct.gov/doag/lib/doag/marketing_files/20_Honey_3-20-2009.pdf

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- **Meat**

This document on the Department of Agriculture’s website entitled “A Farmer’s Guide to Processing and Selling Meat and Poultry in Connecticut” details the rules and regulations for selling meat. Go to the home page and click the Publications tab.

http://www.ct.gov/doag/lib/doag/marketing_files/farmers_guide_to_processing_and_selling_meat_and_poultry_in_ct.pdf

- **Seafood**

Two documents on the Connecticut Department of Agriculture’s website provide guidance for aquaculture farmers. Go to the Publications tab and find the “Farmers’ Market Reference Guide” document. Then look for a document called “Finfish and Crustaceans.” This memo outlines advice on displaying and selling fish and lobsters.

http://www.ct.gov/doag/lib/doag/marketing_files/19_finfish_4-14-2010.pdf

A second document in the same area details advice on selling shellfish and is entitled “Selling Shellfish.”

http://www.ct.gov/doag/lib/doag/marketing_files/18_Shellfish_3-20-2009.pdf

- **Wine**

Recently passed legislation allows for wine sampling at farmer’s markets. Go to the Connecticut Department of Agriculture’s home page and open the Publications tab. Find the document titled “Farmers’ Market Reference Guide” and then open a file called “Sale of Wine at Farmers’ Markets.”

http://www.ct.gov/doag/lib/doag/marketing_files/31_Sales_of_Wine-Permit.pdf

The permit application can be found in the same area and is titled “Farm Wineries at Farmers’ Markets Permit.”

http://www.ct.gov/doag/lib/doag/marketing_files/31a_FM_Wine_Sales_Application.pdf

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