Options for Value-Added Food Production

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VIRGINIA FOOD WORKS

This presentation and the resources mentioned herein are available online now:

https://virginiafoodworks.org/resources/

What is a "value-added" food?

When any agricultural product has been changed through some process – e.g. cooking, canning, freezing, dehydrating, baking – into a new product that can be sold

Where can you process?

- Your private home

- Shared-use kitchens

- Restaurants during off hours

- Local church kitchens

- Private schools during off hours

- Social service organizations' kitchens

What foods need inspection?

If food is manufactured for sale to the public, it must be inspected.

Resource for Farmer's Market vendors:

Virginia Cooperative Extension
Virginia Tech • Virginia State University
www.ext.vt.edu

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.

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Choose between Co-packing and D.I.Y. processing

Who Regulates What?

Federal Government:

- **U.S. Dept. of Agriculture** (**USDA**) - Production and distribution of meat (2% or greater), poultry (2% or greater) and whole eggs

- **U.S. Food and Drug Administration** (**FDA**) - Production and distribution of all other non-meat packaged food, including dairy

States/Local Governments:

1. **Virginia Department of Agriculture** (**VDACS**) regulates *packaged* foods; canned, frozen or baked with the intent to eat at a later date. In Virginia, VDACS represents the FDA for certain food products.

2. **Virginia Department of Health** (**VDH**) regulates *Ready to Eat* foods; chopped fruit, bakery items, catered foods

1. Virginia Department of Agriculture (VDACS) Regulates:

- Food Manufacturers
  - Commercial Kitchen
  - Home Kitchen
- Food Warehouses
- Supermarkets and Convenience Stores
- Seafood Markets
- Wineries, Breweries and Distilleries
- Bakeries
- Farmer's Markets Vendors (Overseen by local and state government)

VIRGINIA DEPARTMENT OF AGRICULTURE AND CONSUMER SERVICES

2. Virginia Department of Health (VDH) Regulates:

- Restaurants
- Catering Operation
  - Trucks and mobile units
- Carts and mobile units
- Bed and Breakfasts
- Delis (Not attached to Store)
- Convenience Store Delis
  - Greater than 15 seats
  - Associated with a national chain
- Private Farmer's Markets (Usually only inspect mobile units and foods needing temperature control for safety)

VDH VIRGINIA DEPARTMENT OF HEALTH

Protecting You and Your Environment

Home-based Kitchen vs. Commercial Kitchen?

1. VDACS:
   - Allows home-based businesses
     - **Pets must be excluded by doors on kitchen and storage areas (Keeping pets in closed rooms during production will not satisfy requirement)**
   - Does not allow home kitchens to be used for dairy product or meat products manufacturing
     - These must be processed in a separate facility from home kitchen
2. VDH:
   - Does not allow home-based businesses
   - Must be separate facility from homeowner's kitchen

1. Virginia Department of Agriculture and Consumer Services (VDACS) :

Contact:

Office of Dairy and Foods
Food Safety and Security Program

www.vdacs.virginia.gov

(804)786-3520

foodsafety@vdacs.virginia.gov

A MUST-USE RESOURCE!

http://www.vdacs.virginia.gov/pdf/va-food-handbook.pdf

VDACS- Starting Your Food Business

Application For Food Processing Operation packet available from VDACS. Submit completed paperwork to regional office:

1. Southwest:
   Lisa Ramsey
   540-562-3641

2. Northern Virginia:
   Nikeya Thomas
   804-785-3033

3. Tidewater:
   Courtney Michiewicz
   757-363-3840

Application Basics:

- $40 Fee

- Submit packet

- Obtain feedback

- Inspector will visit processing facility

Application requires:

- Detailed recipe and process

- Floor plan of establishment

- Well water test

- Zoning documentation

- Process Approvals

- Product label

Virginia Department of Agriculture (VDACS) **Inspection Exemption** :

- Private home where resident is processing specific food products (no meat, poultry or dairy)
  - Sold to individuals for their own consumption and **not for resale**
  - Sold at the private home or at farmer's markets
  - Labeled "NOT FOR RESALE – PROCESSED AND PREPARED WITHOUT STATE INSPECTION"
  - Cannot be sold to other establishments (wholesale or retail) or on internet

2. Virginia Department of Health (VDH)

- Contact www.vdh.virginia.gov or local county VDH office

- VDH issues permits to operate food businesses serving READY TO EAT foods

- Permit application available from county VDH office- "Application for a Department of Health Foodservice Establishment Permit"

- Permits require regular evaluations

- $40 application fee

VDH
VIRGINIA
DEPARTMENT
OF HEALTH
Protecting You and Your Environment

Virginia Department of Health (VDH) Basic Requirements:

- Hand washing sinks
- 3 compartment sink
- Utility sink
- Cold holding (refrigerators/freezers)
- Cooking equipment
- Ventilation
- Hot Holding Equipment
- Smooth & Cleanable Surfaces
- Dish machines (optional: must be commercial grade)
- Knowledge of Food Safety (ServSafe for example)

Where can you get help in creating your Value-Added Food?
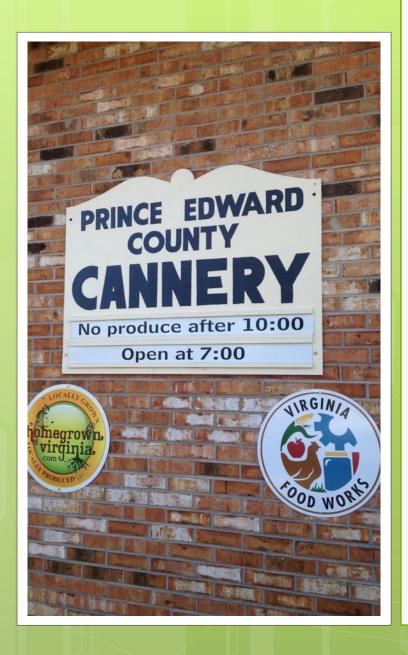
- **Virginia Tech's Food Innovations Program**

  https://ext.vt.edu/food-health/
  food-innovations.html

- **Virginia Food Works**

  A non-profit providing hands on assistance to food producers. Kitchen Rental and Co-packing services are available.

Where does Virginia Food Works operate?

- We operate out of the Prince Edward County Cannery, located near Farmville, VA

- Cannery is a "shared-use" facility that is geared toward processing fresh, local produce.

- Cannery is also available for processing "home use only" foods in metal cans (not for resale)

What equipment is available?

- Produce washer

- Various choppers and dicers

- Commercial dishwasher

- Produce blancher

- 7 steam-jacketed kettles

- Food pump and metered filler

- Large-scale water bath

- Label applicator

- Walk-in fridge and freezer

What products can be made?

- Shelf stable foods that are acidic, including sauces, salsas, fruit products, dressings, condiments

- Refrigerated or frozen foods of varying acidity, including dips and spreads

- Dry blends such as herb and tea mixes

Note: The facility is a VDACS Inspected, commercial kitchen. We are open to new products, ideas and uses for the kitchen!

What services are provided?

- Providing guidance on processing regulations

- Co-packing

- Providing pre-approved recipes for local farmers

- Identifying suppliers (containers, labels, LOCAL ingredients)

- Providing use of kitchen facility and processing equipment

- Providing BPCS certified staff

- Testing of product samples for pH

- Explaining batch coding and record keeping

- Navigating FDA label requirements

- Providing jars and lids for purchase

How much does it cost?

- Cannery rental rates vary between $10 to $25 per hour.
  This is for the Do-It-Yourself type clients!

- Co-packing rates are between $65 to $125 per hour, depending on staff members needed for production.

  This is ideal for farmers or those who want to focus on marketing and selling and not creating products.

Cannery Considerations:

Often, produce can be delivered and processed same day

Don't let the Cannery's location deter you

Not all products need a hot water bath- ask us about hot fill/hold processing

Try a test batch if you are unsure!

Contact Information:

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www.VirginiaFoodWorks.org

https://virginiafoodworks.org/resources/