

## APPENDIX A: Fact Sheets for Sales of Produce, Meat, Poultry, and Eggs

# Providing Safe Locally Grown Produce to Commercial Food Establishments and the General Public

### Can commercial food operators\* buy produce directly from growers?

Yes, if the farmers are selling produce that they have grown on their own land. A license would not be required, as indicated by:

- Constitution of the State of Minnesota, Article 13, Section 7
- Minnesota Statutes, Chapter 28A.15, Subdivision 1
- Minnesota Rules 4626.0130 (B)

### Is a farmer selling produce to commercial food establishments considered an approved source?

Yes, this is considered an approved source if the food is not processed, is grown on the farm or garden occupied and cultivated by the farmer, and has not been prepared or stored in the private home.

### Is a farmer required to have a license for foods that are processed?

Yes, a license is required if foods are processed by cutting, heating, canning, freezing, drying, mixing, coating, bottling, etc., and if off-farm ingredients have been added during any of those processes. A license is not required if no off-farm ingredients are added during processing, but all other applicable regulations must be followed, including use of an inspected and approved kitchen facility. Processing does not include sorting, trimming as part of the harvesting process, or preliminary washing to remove extraneous soil and debris.

A license is required if foods are purchased for resale. In addition, if a person buys produce from another farmer for resale, that person may need to

be licensed as a Minnesota Wholesale Produce Dealer. Further questions on this should be directed to the Minnesota Department of Agriculture.

### If a farmer does not need a license, does that mean he or she does not have to comply with good agricultural and management practices?

No, even though farmers may not be required to have a food handler's license, they are still bound by various federal and state laws. For example, the Environmental Protection Agency (EPA) has chemical restriction requirements, such as what can be used, amounts, and how and when it can be applied. Additionally, state agencies regulate fertilizer and pesticide use, irrigation waters, application of manure or sludge, etc.

Minnesota Department of Agriculture's Dairy and Food Inspection Division's Food Inspection staff periodically spot check farmers at roadside stands, "u-pick" farms, and farmers markets by collecting food samples for laboratory analyses for residues and other possible contaminants.

### How can a buyer or user become more knowledgeable about produce?

- Identify the source of the product (ask for an invoice, etc. that identifies the supplier or grower's name and address). Good record-keeping is particularly important in case of a trace-back of a product due to illness or injury.
- Visit the farm or ask for more information on production practices (if applicable).
- Look at the transportation vehicle for chemicals, cleanliness, odors, and obvious debris.

\* Typical commercial food operators (retail) include restaurants, caterers, school food service, institutions, day cares, grocery stores, food markets, cooperatives, bakeries, convenience stores, temporary food stands, etc.

- Look at pallets, packages, and boxed stored foods for cross-contamination.
- Inspect the produce for signs of insects, disease, bruising and damage, freshness, over-ripeness, and immaturity.
- Examine packages of food products to make sure that they are intact and not leaking, and for signs of contamination by rodents, insects, or birds.
- Check proper transport temperatures for potentially hazardous foods.
- Wash produce before using it to remove soil and surface contamination.
- If the produce is advertised as “organic” ask for documentation that references the USDA Certifying Agent.
- Minnesota Food Code Fact Sheets (food safety fact sheets on the Minnesota Food Code, including information on approved sources and receiving safe food)  
[www.health.state.mn.us/divs/eh/food/foodcode/cooling.html](http://www.health.state.mn.us/divs/eh/food/foodcode/cooling.html)
- Minnesota Department of Agriculture  
[www.mda.state.mn.us](http://www.mda.state.mn.us)
- Minnesota Department of Health  
[www.health.state.us/divs/eh](http://www.health.state.us/divs/eh)
- University of Minnesota Extension  
[www.extension.umn.edu/](http://www.extension.umn.edu/)

For questions or more information, please contact your local health department or:

Minnesota Department of Agriculture  
Dairy and Food Inspection Division  
90 W Plato Blvd, St. Paul, MN 55107  
(651) 201-6027

Minnesota Department of Health  
Division of Environmental Health  
Section of Environmental Health Services  
PO Box 64975, St. Paul, MN 55164  
(651) 215-0870

### Food Safety Resources

Below is a list of websites that contain further information about produce and variety of other food safety topics.

- National Food Safety Programs (a lot of information on produce)  
[www.cfsan.fda.gov/~dms/fs-toc.html](http://www.cfsan.fda.gov/~dms/fs-toc.html)
- Cornell University’s Good Agricultural Practices Project (EXCELLENT food safety information—grower’s guide, farm checklist, PowerPoint presentations, etc.)  
[www.gaps.cornell.edu/](http://www.gaps.cornell.edu/)
- Center of Disease Control’s (CDC) Food Safety Office (information on foodborne diseases)  
[www.cdc.gov/foodsafety/](http://www.cdc.gov/foodsafety/)
- USDA’s National Organic Food Program (organic food law, certifying agents, and more)  
[www.ams.usda.gov/nop/](http://www.ams.usda.gov/nop/)
- Minnesota Food Code (regulations for retailers)  
[www.health.state.mn.us/divs/eh/food/foodcode/foodcode/index.html](http://www.health.state.mn.us/divs/eh/food/foodcode/foodcode/index.html)
- Minnesota State Laws (statutes)  
[www.leg.state.mn.us/leg/statutes.asp](http://www.leg.state.mn.us/leg/statutes.asp)

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*This fact sheet was originally authored in 2003 by Lynn Mader as part of a project coordinated by Pride of the Prairie, a collaborative project of area farmers and citizens, Land Stewardship Project, University of Minnesota-Morris; University of Minnesota Extension Service; West Central Regional Sustainable Development Partnership; and the Sustainable Farming Association of Minnesota. The Minnesota Department of Agriculture and the Minnesota Department of Public Health were partners in the project, and financial support was provided by the North Central Sustainable Agriculture Professional Development Program (SARE PDP). The fact sheet was updated in July 2006 by Kevin Elfering, head of the Dairy and Food Inspection Division at the Minnesota Department of Agriculture, (651) 201-6027.*



# Sale of Meat and Poultry Products to Consumers, Grocery Stores and Restaurants

Livestock farmers who wish to sell their products to consumers, grocery stores, restaurants, boarding houses, and other food service institutions, must meet certain requirements relating to food safety prior to sale.

1. The poultry and livestock must be slaughtered and processed in an establishment that is inspected continuously by the Minnesota Department of Agriculture, Meat and Poultry Inspection Program (MDA), or the United States Department of Agriculture (USDA). A list of state-inspected meat and poultry plants is available on the Department website at [www.mda.state.mn.us](http://www.mda.state.mn.us) look under Minnesota Department of Agriculture A to Z, (P-processing plants) or call us for a copy. For a listing of USDA-inspected plants, contact the Minneapolis District office at (612) 370-2400.
2. All packages of product must be properly labeled with the product identity and the inspection brands of either MDA or USDA.



3. Product identity includes the name of the product, a complete list of ingredients, and the name, address, and zip code of the manufacturer or distributor. All labels must be submitted for approval to the respective state or federal inspector at the plant prior to using the inspection legend on any packages
4. In many cases livestock farmers are exempted from licensing if they raise the animals on the farm on which they live and only sell single ingredient products such as steaks, chops, or ground meats. However, the livestock farmer must have an approved facility for the storage

and delivery of the products. In addition the Department does maintain a registration list of those who are exempted from licensing and selling food products. You can register by contacting the MDA Dairy and Food Inspection Division at (651) 201-6027. Please notify them that you are exempted from licensing and need to register as a food handler and you will be referred to the area supervisor or inspector.

Meat processed at a custom-exempt processor cannot be sold and must be identified "Not For Sale." (A custom meat processor is defined in state and federal law as a plant that is exempted from continuous inspection because they only process meat for the owner of the animal. The meat products can be consumed by the owner, the owner's immediate family, and non-paying guests, but not sold.)

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# MINNESOTA

## seasonal food guide.

**F**ruits and vegetables that you buy locally and in season are the freshest possible! Use the chart below to find out what is available in each season of the year. The chart was developed by Pride of the Prairie, a collaborative project of area farmers and citizens, Land Stewardship Project, University of Minnesota-Morris, University of Minnesota Extension, West Central Sustainable Development Partnership, and the Sustainable Farming Association of Minnesota.

You can find an even wider variety of locally grown foods than those listed on the Seasonal Food Guide. Minnesotans with Asian, Latin American, or African heritage are contributing to the agriculture of the state. At farmers' markets and cooperatives you might find herbs such as epazote; several kinds of mustard greens; and vegetables such as edamame, bitter melon, and burdock. These are just a few examples of the great variety that Minnesota farmers can grow.

pride of the prairie. (modeled after the regional food guide, williams and bokor-smith, cornell university, 1996.)  
seasonal food guide for the upper minnesota river valley.

spring.	summer.	fall.	winter.
Nutritious fresh spring greens from a local grower are a welcomed sign of things to come at the start of a new growing season.	Summer's heat is cooled by fresh fruits and vegetables. The season's bounty is an opportunity to freeze, can, or dry summer's surplus.	Late season fruits and vegetables grace the fall table with a colorful variety of squashes. Surplus produce can be stored for winter use.	Winter is a great time to combine canned, frozen, dried, and stored produce with products like locally grown grains and meats available all year round.

vegetables.		vegetables.		vegetables.		vegetables.	
asparagus	radishes	beets	scallions	beets	fennel	beets	
cauliflower	rhubarb	broccoli	summer squash	broccoli	garlic	cabbage	
garlic greens	scallions	cabbage	carrots	brussels sprouts	horseradish	carrots	
greens-	spinach	cauliflower	tomatoes	cabbage	kohlrabi	celeriac	
arugula	sprouts	celery	zucchini	carrots	lettuce	daikon	
beet	turnips	cucumbers		cauliflower	mushrooms	garlic	
bok choy		eggplant		celeriac	okra	horseradish	
chard		endive		daikon	onions	jerusalem artichoke	
collard		fennel		greens	peppers	kale	
cress		garlic		arugula	potatoes	kohlrabi	
dandelion		green beans		beet	pumpkins	leeks	
kale		kohlrabi		bok choy	purslane	mushrooms	
mustard		lettuce		chard	rutabaga	onion	
sorrel		mushrooms		collard	scallions	parsnips	
turnip		okra		cress	shallots	potatoes	
kohlrabi		onions		dandelion	sweet potatoes	rutabagas	
lettuce		peppers		kale	turnips	shallots	
mushrooms		potatoes		mustard	winter squash	sweet potatoes	
parsnips		radicchio		sorrel		turnips	
peas						winter squash	

fruits.	fruits.	fruits.	fruits.
raspberries	currants	plums	apples
strawberries	chokecherries	raspberries	apple cider
	gooseberries	strawberries	raspberries
	melons		plums
			late melons

season with.	season with.	year round.	year round.	year round.	year round.
chives	basil	parsley	beef	corn meal	honey
cilantro	cilantro	sage	barley	dried herbs	jams
dill	dill	savory	buckwheat	duck	jellies
oregano	marjoram	tarragon	butter	eggs	lamb
parsley	mint		cheese	flax	oats
sage	oregano		chicken	goat	popcorn

# Sourcing Local Product for Farm to School

## Five Models of Local Procurement

Source: Rethinking School Lunch—a project of the Center for Ecoliteracy [www.ecoliteracy.org](http://www.ecoliteracy.org)

1. The school foodservice facilitates **direct purchase** between food services and farmers.
2. The school foodservice uses a “**forager**” to act as a go-between to facilitate purchasing.
3. The school foodservice arranges for purchase through **local farmers’ markets**.
4. The school foodservice enters into a “**contract-growing**” arrangement with farmers.
5. The school foodservice sources locally grown food through a **distributor**.

## Ways to Start Sourcing Local Product

Source: Rethinking School Lunch—a project of the Center for Ecoliteracy

- Identify the top 5 or 10 products, by volume, that a school uses on a daily basis and notify local farms that it is interested in sourcing these frequently used items. This single list of items may actually constitute a significant piece of business for nearby farms.
- Another good place to start is by finding those locally grown, delicious fresh foods that make the greatest difference to the meals the district serves. For example, fresh, ripe tomato slices on a sandwich, or crisp, crunchy lettuce and apples, and fresh harvested herbs for soups and sauces can make a memorable addition to the lunch tray without adding significant cost.
- Occasionally, schools can begin purchasing from local farms through circumstances in which the farmer has a bumper crop of a particular product and the school district has an intention to make use of locally grown food.
- How can school districts locate farms in their area? It’s great if there is a local directory that organizes contact information, and a list of what the farm produces, with quantities, pricing, and availability. Farm tours, farm maps, county extension services, the agricultural commissioner’s office, farmers’ markets, or the farm bureau are good places to begin collecting contact information.
- If this directory doesn’t exist, canvas your community to see who could do this, or how it could get done. Send out an email or press release indicating what you are looking for.

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# Farm to School Website Resources

## **Foodservice and Getting Started:**

- University of MN Farm to School Toolkit for Foodservice: <http://www.mn-farmtoschool.umn.edu>—features 20 foods
- Vermont FEED: <http://www.vtfeed.org/>
- Michigan Farm to School: <http://www.mifarmtoschool.msu.edu/>
- Cornell Farm to School: <http://farmtoschool.cce.cornell.edu>—Very comprehensive online toolkit
- Massachusetts, Farm to School Cookbook: [http://www.mass.gov/agr/markets/Farm\\_to\\_school/farm\\_to\\_school\\_cookbook.pdf](http://www.mass.gov/agr/markets/Farm_to_school/farm_to_school_cookbook.pdf)
- CAFF, California Food and Farming Farm to School Field Guide for Foodservice: <http://www.caff.org/programs/FSDguide.pdf>

## **Educational Resources:**

- Growing Minds, North Carolina (great resource for children’s literature, classroom connection): <http://www.growing-minds.org/>
- University of Minnesota Farm to School Toolkit, Class Enrichment: [http://www.mn-farmtoschool.umn.edu/overview\\_tasting\\_class.html](http://www.mn-farmtoschool.umn.edu/overview_tasting_class.html)

## **Taste Testing:**

- Vermont FEED Taste Testing Guide: <http://www.vtfeed.org/assets/files/TasteTestGuide2005.pdf>

## **Fundraising:**

- REAP Fundraiser: <http://www.reapfoodgroup.org/Farm-to-School/school-fundraiser.html>
- Jr. Iron Chef: [http://www.vtfeed.org/tools\\_and\\_resources/tools\\_for\\_food\\_service](http://www.vtfeed.org/tools_and_resources/tools_for_food_service)
- Michigan Land Use Institute: <http://www.localdifference.org/farmtoschool/index.asp>

## **Connecting with Middle and High School students:**

- Student Involvement for Middle and High School: Videos, Projects, Broadcast – Iron Chef: <http://www.youtube.com/group/FarmtoSchool>
- The Food Project: <http://www.realfoodchallenge.org>

## **School Wellness Policies:**

- Tools for Promoting Local Purchasing and Farm to School Activities: Sample Wellness Policy Language for Schools: <http://www.foodsecurity.org/california/F2SWellnessPolicy.pdf>
- Cornell Farm to School, Wellness Policy Suggestions: [http://farmtoschool.cce.cornell.edu/files/all/wellness\\_policiestk.pdf](http://farmtoschool.cce.cornell.edu/files/all/wellness_policiestk.pdf)

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## **Food Safety Regulations:**

- Fact Sheet for Purchasing Fruits and Vegetables: [http://www.misa.umn.edu/Restaurant\\_Grocery\\_Store\\_Sales2.html](http://www.misa.umn.edu/Restaurant_Grocery_Store_Sales2.html)
- Fact Sheet for Purchasing Meat: [http://www.misa.umn.edu/Restaurant\\_Grocery\\_Store\\_Sales.html](http://www.misa.umn.edu/Restaurant_Grocery_Store_Sales.html)

## **Purchasing:**

- University of Minnesota, Local Foods: <http://www.localfoods.umn.edu>
- Minnesota Grown: <http://www.mda.state.mn.us/mngrown>
- Minnesota Farm to School Toolkit for Foodservice: <http://www.mn-farmtoschool.umn.edu>
- Michigan Farm to School Purchasing Guide: <http://www.mifarmtoschool.msu.edu/index.php?id=48>

## **Promotional Ideas:**

- Minnesota Farm to School Toolkit: photos, table tents, newsletter copy, <http://www.mn-farmtoschool.umn.edu>
- Minnesota School Nutrition Association, for members, Farm to School logo, powerpoint, other promotional materials; <http://www.mnsna.org/>

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# FARM to SCHOOL

Minnesota Toolkit for Food Service

Getting food grown by farmers in your community onto your students' lunch trays.

## Recipe Index

Based on information from (<http://www.mn-farmentoschool.umn.edu>)

### Apples

- [Baked Apple](#)
- [Apple Crisp](#)
- [Apple Oatmeal Squares](#)
- [Apple Muffin Squares](#)

### Beans, Dry

- [Bean Burrito](#)
- [Black Bean Vegetable Wrap](#)
- [Marinated Black Bean Salad](#)
- [Mexican Lasagna](#)
- [Red Beans & Rice](#)
- [Refried Beans](#)
- [Traditional Boston Baked Beans](#)
- [Vegetable Chili](#)

### Bison

- [Shredded Bison Chuck Roast](#)

### Cabbage

- [Black Bean Vegetable Wrap](#)
- [Creamy Coleslaw](#)

### Carrots

- [Baked Carrots](#)
- [Carrot Cake](#)
- [Beef Stir-Fry](#)
- [Chicken Stir-Fry](#)

- [Carrots with Cheese Sauce](#)
- [Glazed Carrots](#)
- [Macaroni Salad with Carrots](#)
- [Orange-Glazed Carrots](#)
- [Parsley-buttered Carrots](#)
- [Carrot & Raisin Salad](#)
- [Steamed Carrots](#)
- [Chicken Tetrazzini with Carrots](#)

### Cheese

- [Bean Burrito](#)
- [Mexican Lasagna](#)
- [Refried Beans](#)
- [Vegetable Chili](#)

### Corn, Sweet

- [Corn on the Cob](#)

### Cucumbers

- [Cucumber Salad](#)
- [Veggie Wrap with Cucumbers](#)

### Garlic

- [Garlic Barbeque Sauce](#)
- [Broccoli Casserole with Garlic](#)
- [Chicken Fajitas with Garlic](#)
- [Macaroni & Burger with Garlic](#)

- Garlic Mashed Potatoes
- Pizza Casserole
- Spanish Rice with Fresh Garlic
- Garlic Stir-Fry Sauce

#### Green Beans

- Three-Bean Salad
- Green Beans Almondine
- Green Beans with Cheese Sauce
- Steamed Green Beans

#### Herbs

- Spaghetti Sauce with Parsley & Other Herbs
- Parsley-Buttered Potatoes
- Ground Beef Stroganoff with Parsley
- Herbed Broccoli and Cauliflower
- Lasagna with Fresh Herbs & Garlic
- Pasta Salad with Basil & Garlic
- Red Potatoes with Herbs

#### Honey

- Sweet & Sour Popcorn Chicken
- Honey of a Cornbread

#### Lettuce

- Caesar Salad
- Garden Salad

#### Potatoes

- Baked Potato Bar
- Garlic Mashed Potato
- Oven Roasted Potato
- Quick Baked Potato
- Parsley Buttered New Potatoes

#### Rhubarb

- Rhubarb Crunch

#### Squash

- Baked Acorn Squash
- Roasted Butternut Squash
- Spicy Squash Bar

#### Strawberries

- Strawberry - Yogurt Parfait
- Strawberry - Banana Breakfast Split
- White Cake with Fresh Strawberries

#### Tomatoes

- Tabouleh

#### Whole Grains: Cornmeal, Oats, Whole Wheat

- Apple Crisp with Oatmeal Topping
- Apple Oatmeal Squares
- Cornbread
- Cornbread Stuffing
- Granola
- Honey of a Cornbread
- Tabouleh
- Three-Grain Pilaf

#### Wild Rice

- Hamburger Wild Rice Casserole
- Wild Rice Blend
- Wild Rice Pilaf
- Wild Rice Salad