Selected Resources for Developing Value-added Products in Kentucky

The following list is intended to provide Kentucky growers with resources that will help them on their way to adding value to their raw farm products. Included are the names and contact information of pertinent agencies and departments at the University, State, and Federal levels. Links to government regulations and laws related to processing value-added food products are included, as well as links to other selected Internet resources, fact sheets, and guidebooks.

University of Kentucky College of Agriculture, Food and Environment
http://www.ca.uky.edu

Cooperative Extension Service (CES)
Several CES offices own commercial kitchens available for their residents and neighboring county residents to rent for pre-arranged time slots. Contact your county agent for information on the availability of these facilities, as well as for technical assistance and educational resources on other value-added issues. To locate your county Extension office, click on the following link.
http://www.ca.uky.edu/county/

CES Administrative Office
University of Kentucky
S-107 Ag Science-North
Lexington, KY 40546
(859) 257-4302

School of Human Environmental Sciences – Dietetics and Human Nutrition
Home-based and micro-business publications.
http://www2.ca.uky.edu/HES/index.php?p=4
204 Funkhouser Building
Lexington, KY 40546
(859) 257-1812

Food Systems Innovation Center (FSIC)
A multi-disciplinary approach is used to provide technical support to Kentucky’s food businesses.
http://www.uky.edu/fsic/
204 W.P. Garrigus Building
Lexington KY 40546-0215
Phone: 859-218-4317 or 859-257-5881

UK Internet Resources
Home-Based Processing and Microprocessing
(School of Human Environmental Sciences-Dietetics and Human Nutrition)
Links to information for growers wishing to process their own value-added products. Includes food labeling requirements, submitting recipes for approval, and applicable
forms. The schedule for upcoming home-based microprocessing workshops (required for certification) plus workshop registration and contact information are also at this site.
http://www.ca.uky.edu/age/micro/

Kentucky Proud Program
As part of the KDA ‘buy local’ initiative, this site provides application forms, program guidelines, logo use, and contact information.
http://www.kyproud.com/
(502) 564-4983

**KDA Internet Resources**

Farmers’ Market Manual
Contents cover rules, regulations, tips, and other useful information. Some of the topics relevant to value-added products are: food sampling guidelines, home processing, and obtaining permits for processed products. 95 pp.

Kentucky Department for Public Health (DPH)
(in KY Cabinet for Health and Family Services)
http://chfs.ky.gov/dph/default.htm

Kentucky Department for Public Health - Food Safety Branch
This agency regulates prepared food items, minimally processed foods, and all value-added products. The staff reviews potential food labels to ensure they are in compliance with federal regulations, and also approves the final label. Contact them for a home-based processing and microprocessing information/application packet, registration/certification, and fee schedule.
http://chfs.ky.gov/dph/info/phps/food.htm
DPH Food Safety Program
Food Safety Branch
275 East Main Street
Frankfort, KY 40621
(502) 564-7181

Local Health Department
An agency responsible for public health in the county. Locate your county’s office via this link.
http://chfs.ky.gov/dph/local+Health+Department.htm

**DPH Internet Resources**

Commercial Food Manufacturing in Kentucky – A Starter Guide
General step-by-step instructions for those starting a food processing or manufacturing business; including selecting an established facility, planning a new facility, obtaining permits, and the required inspections.

**Labeling Requirements for Commercial Processors**
A fact sheet on the labeling information required for all commercially packaged food products in Kentucky.
http://chfs.ky.gov/NR/rdonlyres/975F0C12-A5CB-4961-8D0E-6BE2E938AA7D/0/labelingRequirementsforCommercialProcessors.pdf

**Labeling Requirements for Home-Based Processors**
A fact sheet on the label information required on all food items produced by home-based processors in Kentucky.

**New “Farmers Market Temporary Food Service Establishment” Explained (2007)**
A slide presentation explaining the regulations, application process, etc. for operating a food service establishment (cooking on the site) at a Kentucky farmers market.

**Kentucky Legislature**
http://www.lrc.ky.gov/home.htm

**Kentucky Laws**
This site links to all Kentucky Revised Statutes (KRS), Administrative Regulations (KAR), and Acts of the General Assembly.
http://www.lrc.ky.gov/Law.htm

**Specific Kentucky State Laws**
Kentucky Food and Cosmetics Laws
Title 902 KAR Chapter 45
Food industry standards, codes, permits, fees, etc. http://www.lrc.ky.gov/kar/TITLE902.htm

Kentucky Food, Drug, and Cosmetic Act
KRS Chapter 217
The laws pertaining to the manufacture and sale of food, drugs, and cosmetics.
http://www.lrc.ky.gov/KRS/217-00/CHAPTER.htm

**Division of Water**
A KY Department of Environmental Protection agency providing water supply inspections and approval for food processors using water from sources other than a city water supply.
http://www.water.ky.gov/
200 Fair Oaks Lane, 4th floor
Frankfort, KY 40601
(502) 564-3410

**Kentucky Center for Agricultural and Rural Development (KCARD)**
A non-profit organization established to facilitate agricultural and rural development by providing educational opportunities, technical assistance, and business support services.
http://www.kcard.info/
KCARD Main Office
411 Ring Road
Elizabethtown, KY 42701
(270) 763-8258

**Kentucky Small Business Development Center**
Provides consultations, workshops, market research, and other services for small businesses.
http://www.ksbdc.org/
University of Kentucky
225 Gatton College of Business and Economics Building
Lexington, KY 40506-0034
(859) 257-7668
MarketMaker (KDA, UK CES, & Governor’s Office of Agricultural Policy)
A Web-based marketing aid providing a link between agricultural producers and potential buyers of food products. Contains a wealth of demographic and business data as well.
http://www.marketmakerky.com

U.S. Food and Drug Administration (FDA)
http://www.fda.gov/default.htm

Center for Food Safety and Applied Nutrition
The CFSAN carries out the mission of the Food and Drug Administration (a scientific regulatory agency responsible for food safety).
http://www.fda.gov/aboutfda/centersoffices/officeoffoods/cfsan/default.htm
Outreach and Information Center
5100 Paint Branch Parkway HFS-009
College Park, MD 20740-3835
(888) 723-3366

FDA Internet Resources

Acidified and Low-Acid Canned Foods
Links to information on regulations, procedures, and registration requirements for canned foods.
http://www.fda.gov/Food/GuidanceRegulation/GuidanceDocumentsRegulatoryInformation/AcidifiedLACF/default.htm

Current Good Manufacturing Practices
Good manufacturing practices for food processing and dietary supplements.
http://www.fda.gov/Food/GuidanceRegulation/CGMP/default.htm

Food Code (2013)
A reference document regarding how food should be safely handled in food service establishments, at retail food establishments, and at institutions.
http://www.fda.gov/Food/GuidanceRegulation/RetailFoodProtection/FoodCode/ucm374275.htm

Labeling and Nutrition: Food Labeling and Nutrition — Overview
Information related to FDA labeling requirements for processed foods.
http://www.fda.gov/Food/IngredientsPackagingLabeling/LabelingNutrition/default.htm

Registration of Food Facilities
Information on the registration requirements of food facilities.

U.S. Department of Agriculture (USDA)
http://usda.gov

USDA Food Safety Inspection Service (FSIS)
Food products containing 3 percent or more beef or 2 percent or more poultry fall under the regulatory jurisdiction of the USDA. Contact the Regional Office to inquire about the necessity of obtaining a “Grant of Federal Inspection.” If the proposed product falls outside of USDA jurisdiction, the Kentucky Department for Public Health requires a copy of a “letter of release” from the USDA.
http://www.fsis.usda.gov/
USDA-FSIS Office of Field Operations
Raleigh Regional Office
6020 Six Forks Road
Raleigh, NC 27609
(919) 844-8400

USDA Rural Development - Kentucky
An agency that promotes sustainable rural communities and helps the residents of those communities improve their quality of life.
http://www.rurdev.usda.gov/ky/
771 Corporate Drive, Suite 200
Lexington, KY 40503-5477
(859) 224-7300

USDA Internet Resources

Alternative Marketing and Business Practices: On-farm Enterprises and Value-added Products
Information for farmers exploring new enterprises for diversification or considering alternative marketing strategies that increase a customer’s perceived value of existing agricultural products.
Retail Food Protection
Retail food safety information.
http://www.fda.gov/Food/GuidanceRegulation/RetailFoodProtection/default.htm

Value-added Sites at Other States/Universities

INDIANA
New Ventures in Food and Agriculture for Indiana (Purdue University)
Provides resources and educational opportunities for producers interested in starting or expanding a food- or agriculture-related business. This site has a user-friendly business planning tool called INVenture.
https://www.agecon.purdue.edu/newventures/index.html

Value-Added Agriculture (Purdue University)
Publications and resources to assist producers in capturing more value from their farm products.
http://www.ces.purdue.edu/extbusiness/value.htm

IOWA
Ag Marketing Resource Center (Iowa State University)
USDA-funded center acting as national clearinghouse for marketing agricultural products, with a focus on value-added activities, of all scales and sizes, across the entire agriculture industry.
http://www.AgMRC.org/

NORTH CAROLINA
Plants for Human Health Institute (North Carolina State University)
This site includes links to enterprise budgets and grower information portals, as well as resources for marketing agricultural products.
http://plantsforhumanhealth.ncsu.edu/extension/overview/

PENNSYLVANIA
Food Entrepreneurs (Penn State University)
Resources for small food processors and potential entrepreneurs.
http://pafoodventures.psu.edu/

TENNESSEE
Center for Profitable Agriculture (University of Tennessee)
Resources to assist growers in the development and marketing of new, improved, and/or expanded agricultural, aquacultural, and forestry products.
http://cpa.utk.edu/default.htm

Grants and Sources of Funding

Grant Opportunities
A UK Cooperative Extension Service listing of grant opportunities available from various government agencies and private organizations.
http://ces.ca.uky.edu/cesrc/grants

Kentucky Agricultural Development Board
The Board oversees the distribution of state tobacco settlement money for agricultural development in Kentucky, including funding innovative proposals for new ways to add value to Kentucky agricultural products.
http://agpolicy.ky.gov/board/Pages/default.aspx
  Governor’s Office of Agricultural Policy
  404 Ann Street
  Frankfort, Kentucky 40601
  Phone: (502) 564-4627

Other Funding Opportunities

Value-added Grants in Kentucky
USDA Rural Development funding opportunities for producers who add value to their agricultural products through further processing. Contact the USDA State Office for application forms and program details.
  USDA – Kentucky State Office
  771 Corporate Drive, Suite 200
  Lexington, KY 40503
  (859) 224-7300
Uniform Code Council (for Barcodes)
http://www.uc-council.org

GS1 US BarCodes and eCom
This company issues unique Uniform Product Codes (barcodes) for retail products, such as those sold through a retail grocery.
http://barcodes.gs1us.org/dnn_bcec/Default.aspx
7887 Washington Village Drive
Suite 300
Dayton, OH 45459
(937) 435-3870 (937) 435-7317

Adding Value to Farm Products: An Overview (ATTRA, 2006)
Article discusses concepts of value-added farm products, as well as creating and capturing value.

Farm Made: A Guide to On-farm Processing for Organic Producers (Kerr Center for Sustainable Agriculture, 2009)
Organic production and processing aspects of four different on-farm enterprises. 1 MB file

Guide for Organic Processors (ATTRA, 2012)
This publication serves as a guide for farmers who wish to add value to their organic crops through processing. It explains the USDA organic regulations that are relevant to farmers who wish to process their organic crops and label or sell the product as organic.

Keys to Success in Value-Added Agriculture (ATTRA, 2001)
Fourteen farmers in the southern U.S. provide information and insights on their experiences with adding value to their farm products.

Information on processing raw produce for sale and packaging value-added products. 1 MB file

This paperback book provides guidance on selling and marketing specialty gourmet foods.

Steps to Start a Specialty Food Business (Cornell University, 2007)
Lists the basic steps to starting a specialty food business, including production, business planning, labels, and marketing decisions.

Southern Sustainable Agriculture Working Group
Online courses in choosing markets and growing farm profits
http://www.ssawg.org/e-learn/

Value-Added Enterprises (How to Go Organic)
A listing of resources, case studies, and centers that can assist organic growers with adding value to their raw agricultural products.
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Reviewed by Janet Mullins, UK School of Human Environmental Sciences, Department of Dietetics and Human Nutrition (Updated July 2014)
Reviewed by Sandra Bastin, Department of Dietetics and Human Nutrition, and Tim Woods, Department of Agricultural Economics (e-mail: tawoods@uky.edu), Issued February 2010
Photo by Matt Barton, University of Kentucky Agricultural Communications Services

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For additional information, contact your local County Extension agent

Educational programs of the Kentucky Cooperative Extension Service serve all people regardless of race, color, age, sex, religion, disability, or national origin.

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