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
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/

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

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/
440 Charles E. Barnhart Building
Lexington, KY 40546
(859) 257-7272 ext. 286

School of Human Environmental Sciences – Nutrition and Food Science
Home-based and micro-business publications.
http://www.ca.uky.edu/hes/index.php?p=212
204 Funkhouser Building
Lexington, KY 40546
(859) 257-1812

UK Internet Resources
Home-Based Processing and Microprocessing
(School of Human Environmental Sciences-Department of Nutrition and Food Science)
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/agc/micro/

Kentucky Food Consumers Survey Results
(Department of Agricultural Economics)
These surveys are designed to collect information about food behaviors and attitudes from households across the state.

http://www.ca.uky.edu/AgEcon/index.php?p=269

PRIMER for Selecting New Enterprises for Your Farm (Department of Agricultural Economics, 2000)
This publication contains questionnaires and worksheets designed to help producers evaluate new enterprises for their agricultural business.

http://www.uky.edu/Ag/AgEcon/pubs/ext_aec/ext2000-13.pdf

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. 89 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/dfs/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

Kentucky Department of Agriculture (KDA)
http://www.kyagr.com

Office of Ag Marketing and Product Promotion Program
Provides marketing advice for Kentucky growers wanting to develop or expand their horticultural enterprise. Specialists are available to serve farmers markets, fruit and vegetable growers, ornamental agricultural producers, and certified organic growers.

http://www.kyagr.com/marketing/plantmktg/index.htm
100 Fair Oaks Lane 5th Floor
Frankfort, KY 48602
(502) 564-4983

Farmers’ Market Program
Provides support and resources for farmers markets, market managers, and market growers.

http://www.kyagr.com/marketing/farmers-market.html
(502) 564-4983
DPH Internet Resources

How to Manufacture Food for Sale
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.
http://chfs.ky.gov/dph/manufacturefood.htm

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.

A slide presentation explaining the regulations, application process, etc. for operating a food service establishment (cooking on the site) at a Kentucky farmers market.

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

Other Kentucky Resources

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

Jackson County Regional Food Center
Provides assistance in all phases of developing value-added products. In addition to a fully-equipped licensed kitchen, the Center also has a honey extraction unit.
http://www.jcfoodcenter.com/
366 Highway 3443
Tyner, Kentucky, 40486
(606) 364-3436

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 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
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. 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 assists 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.

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
(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/FoodSafety/Product-SpecificInformation/AcidifiedLow-AcidCannedFoods/default.htm
Help Center (240) 402-2411

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

Food Code (2009)
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/FoodSafety/RetailFoodProtection/FoodCode/
FoodCode2009/
Labeling and Nutrition: Food Labeling and Nutrition—Overview
Information related to FDA labeling requirements for processed foods.
http://www.fda.gov/Food/LabelingNutrition/default.htm

Registration of Food Facilities
Information on the registration requirements of food facilities.
http://www.fda.gov/food/guidancecomplianceregulatoryinformation/registrationoffoodfacilities/default.htm

Retail Food Protection
Retail food safety information.
http://www.fda.gov/Food/FoodSafety/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

**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 (Pennsylvania 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

**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/index.shtml
  Governor’s Office of Agricultural Policy
  404 Ann Street
  Frankfort, Kentucky 40601
  Phone: (502) 564-4627

Other Funding Opportunities
A Kentucky Center for Agricultural Development and Entrepreneurship listing of funding opportunities available from various government agencies and private organizations.
http://agpolicy.ky.gov/kcade/grant.shtml

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

Miscellaneous

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.

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.

Plain Language Guide to Starting a Value Added Food Business (Northeast Network of Immigrant Farming Projects, 2008)
Information on processing raw produce for sale and packaging value-added products. 1 MB file


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.

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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*CES* Cooperative Extension Service  
*FDA* US Food and Drug Administration  
*FSB* State Department for Public Health, Food Safety Branch  
*FSIC* UK Food Systems Innovation Center  
*FSIS* USDA Food Safety Inspection Service  
*HES* UK School of Human Environmental Sciences, Department of Nutrition and Food Science  
*HBM* Home-based microprocessor  
*HBP* Home-based processor  
*KDA* Kentucky Department of Agriculture

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