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For more information on Small Farms, visit our website at: http://smallfarms.ifas.ufl.edu or contact your local County Extension Agent. For inquiries about this topic, please contact: Danielle Treadwell, Educational Program Chair.
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HOW TO LEGALLY SELL YOUR PROCESSED MEAT TO THE RETAIL AND WHOLESALE MARKET

Bobbie Golden for UF/FAMU 2011 Small Farms Conference

1. Find USDA Processor. What does he charge for harvest, cut & wrap?
2. Vehicle with freezer to pick up meat from the processor. We installed an inverter or you can use a generator.
3. Rent space from a market or meat locker that is State of Florida Licensed or
4. Meet the State of Florida Regulation at your own farm
   • Separate from your residence – or can be attached but separate entrance for customers and needs a -------- Lavatory with hot & cold water
   • Mop sink separate from where you keep the meat – can be outside
   • Freezer(s) and/or Refrigerator and Thermometers
• Florida Department of Agriculture, Division of Food Safety-850-245-5520 for Minor Outlet w/perishables license. $319.00
• You are required to take the Food Safety Certification – 800-874-1009. It is good for 5 years. You need it within 90 days of startup. Class is about $135 but plan for travel. They are held once a month in various cities around Florida
• Contact your local county/city for business license. Ours is $50.00 per year.
5. Personal preference -We set ourselves up as a LLC and a 2 million dollar liability insurance policy.
6. Selling at farmers markets and such requires a Vendors License – Issued through the Division of Food Safety. Cost about $140.00 per year.
7. Weighing products- you must have a scale certified for the trade. Scale $150.00. Certification is $40. Division of Food Safety can tell you how to get this done. However, your processor should be putting the weight on the package.

8. Package label requires the USDA processors legend, food safety sticker, weight, name of product. Your company name and address.
9. I work with the processor each time and supervise the cuts. (Personal choice)
10. The hardest jobs are
• Recordkeeping - Inventory control & pricing
• Marketing – Sell from the farm, farmers markets, Red Hills Online Market, Johnston’s Meat Market.
• Restaurants are difficult because of packaging/weight control requirements and timing. Marketing to high end restaurants on the east coast that will take a full carcass is successful for some producers.
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