SELL IT SAFELY AT THE FARMERS MARKET
University of Illinois Extension is the Flagship Outreach Effort of the University of Illinois at Urbana-Champaign

Offering Evidence-based Educational Programs to Residents of Illinois’ in All 102 Counties

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ABOUT THE LAW
What is a Cottage Food Operation?

<table>
<thead>
<tr>
<th>an operation conducted by a</th>
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</thead>
<tbody>
<tr>
<td>person who produces or packages non-potentially hazardous food</td>
</tr>
<tr>
<td>or drink, other than foods and drinks listed as prohibited in paragraph (1.5) of subsection (b) of this Section, in a kitchen located in that person's primary domestic residence or another appropriately designed and equipped residential or commercial-style kitchen on that property for direct sale by the owner, a family member, or employee</td>
</tr>
</tbody>
</table>
Where Can I Sell?

- Only at a Farmers Market in Illinois
- Exception: May sell directly from your farm only if your signature/main ingredient is grown on your farm
- Exception: Deliver directly to consumers in Illinois (no shipping) only if your signature/main ingredient is a locally grown agricultural product
What I Cannot Sell

A. Meat, poultry, fish, seafood or shellfish

B. Dairy, except as an ingredient in a non-potentially hazardous baked good* or candy, such as caramel

C. Eggs, except as an ingredient in a non-potentially hazardous baked good or in dry noodles

D. Pumpkin pies, sweet potato pies, cheesecakes, custard pies, crème pies, and pastries with potentially hazardous fillings or toppings

E. Garlic in oil or oil infused with garlic, except if the garlic oil is acidified, as with salad dressing

Continued...
What I **Cannot Sell**

F. Canned foods are prohibited

*Except the following:*

- **fruit jams, fruit jellies, fruit preserves, or fruit butters**
- **syrups are allowed: such as maple syrup**
- **whole or cut fruit canned in (sugar) syrup**
- **acidified fruit or vegetables**
- **condiments such as prepared mustard, horseradish, or ketchup that do not contain ingredients prohibited on this list and which are properly acidified**

G. Sprouts are not allowed
What I **Cannot** Sell

H. Cut leafy greens, except those that are dehydrated, acidified, or blanched and frozen
I. Cut or pureed fresh tomato or melon
J. Dehydrated tomato or melon
K. Frozen cut melon
L. Wild-harvested, non-cultivated mushrooms
M. Alcoholic beverages
N. Kombucha
Labeling Requirements

- Name and address of the cottage food operation
- Common name of the food product
- The date the product was processed (prepared)
- The phrase: “This product was produced in a home kitchen not subject to public health inspection that may also process common food allergens”
- All ingredients of the food product, including any colors, artificial flavors, and preservatives listed in descending order by weight using common names
- Allergen labeling as specified in federal labeling requirements
Allergen Labeling

- Must identify if any of the ingredients are made from the 8 most common allergens:
  1. Milk
  2. Eggs
  3. Wheat
  4. Peanuts
  5. Tree nuts
  6. Soy
  7. Fish
  8. Shellfish

- Must label using one of the following 2 options:
  1. Include the allergen in the ingredient list
  2. Include an allergen statement (“Contains ___”)
Chocolate Chip Cookie
Ingredients: Enriched flour (wheat flour, niacin, reduced iron, thiamine, mononitrate, riboflavin and folic acid), butter (milk, salt), chocolate chips (sugar, chocolate liquor, cocoa butter, butterfat (milk), soy lecithin as an emulsifier), walnuts, sugar, eggs, salt, artificial vanilla extract, baking soda

Contains: wheat, eggs, milk, soy, walnuts

Artie Pinkster
123 Foodstuff Lane
Casserole City, IL 60000

Production Date: 1/26/2021
Registration and Additional Requirements

- Must be registered with the LHD: list all sale foods
- No longer a gross receipt of sale cap
- Person preparing or packaging products must have an ANSI accredited Certified Food Protection Manager certificate. The city of Chicago has an additional certification.
- IDPH may invoke cessation of sales if product has been found to be misbranded, adulterated, or not in compliance with cottage food law
Sampling

Two Options

1. Prepare pre-packaged samples in the home kitchen of the cottage food operation

A label or sign listing food allergen ingredients must be available for samples

No separate Sampling Certificate required

Photo courtesy of the Illinois Department of Public Health: Food, Drugs, and Dairies
Sampling

2. Or obtain a Sampling Certificate from LHD or online and prepare samples at the farmers market
   - 3 year Certificate covers farmers markets statewide
   - If you have a Certified Food Protection Managers (CFPM) certificate, $10 fee, no additional training required
     - Print online IDPH sampling guides and application
   - or $40 with Food Handler Certificate and Food Product Sampling Handler Training certificate
     - LHD or free online IDPH I - Train Learning Network course https://i.train.org


Mail to IDPH
HANDLING FOOD SAFELY
<table>
<thead>
<tr>
<th>Best Practices</th>
<th>Secure Hair</th>
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<td>Secure Hair in a ponytail, under a hat or hair net</td>
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</tr>
<tr>
<td>Clean Nails</td>
<td>Don’t wear fingernail polish or fake nails when preparing food</td>
</tr>
<tr>
<td>Clean Clothes</td>
<td>Wear clean clothes and do not use an apron to dry hands</td>
</tr>
<tr>
<td>Don’t Eat, Drink, or Smoke</td>
<td>Do not eat, drink, or smoke during food preparation</td>
</tr>
<tr>
<td>Put away Pets</td>
<td>Keep pets away from the kitchen</td>
</tr>
<tr>
<td>Stay Away When Sick</td>
<td>Do not prepare foods when sick!</td>
</tr>
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Clean Countertops

1. Wash countertops, cutting boards, appliances, and any kitchen utensils with hot soapy water before and after use.

2. Sanitize food contact surfaces by mixing 1 teaspoon chlorine bleach to 1 quart water.

3. Let air dry.
Wash Hands

- Wash hands for at least 20 seconds total and scrub the hands for 10-15 of those seconds
- Use warm water and liquid soap
- Dry hands on a clean paper towel or clean hand towel
Chilled and Frozen Product

- Chilled food must be held at 41°F. Best Practice: place an accurate thermometer inside cooler

- Frozen foods must be kept frozen solidly. Best Practice: use dry ice

- An alternative to mechanical refrigeration: insulated, hard-sided, cleanable container with sufficient ice or other cooling means
CANNING SAFELY

Photo by Colorado State University Extension
Home Canned Foods

- Food preserved in a vacuum sealed container that is heat processed sufficiently to safely store food at room temperature
  - Must be processed using the boiling water bath canner method
  - Must use mason style jars for home canning
  - Must use new lids
  - Must sterilize jars for foods that are processed for less than 10 minutes
Two Methods of Canning

1) Boiling Water Bath Canning

- Used for acid foods: *fruits, jams, jellies, preserves*
- Used for foods which acid is added: *tomatoes/tomato products, pickles/pickled products, figs*
- Used for foods which are fermented: *crock pickles, sauerkraut, kimchi*
Two Methods of Canning

2) Pressure Canning

- Used for low-acid foods: generally all vegetables, meat, poultry, fish, seafood, broth, dried beans, soups or mixed canned foods (acid + low acid)

THESE CANNED FOODS ARE NOT ALLOWED IN A COTTAGE FOOD OPERATION
Why Two Methods of Canning?

**Clostridium botulinum!**

- Potentially deadly bacterium
- Food can contain the toxin without showing signs
- Symptoms usually appear within 12 to 72 hours and include:
  - Blurred, double vision
  - Difficulty swallowing, speaking and breathing
  - Can lead to death
What Does “Acidified” Mean?

- Acid or acid foods are added to reduce pH to 4.6 or lower and has a water activity level greater than 0.85.
- May be fermented to produce a final equilibrium pH of 4.6 or lower.
  - A USDA or Cooperative Extension Service tested recipe is strongly encouraged.

How to Acidify?

1. Add specific amounts of acid (vinegar, citric acid, bottled lemon juice).
2. Highly recommended to send acidified and fermented food samples to a commercial lab.

Examples of Acidified or Fermented Foods:

- Tomatoes/tomato products
- Pickles/pickled products
- Sauerkraut
- Kimchi
- Chilled coleslaw
Additional Guidelines for Canned Tomatoes & Canned Product Containing Tomatoes

A. Must be acidified **AND** follow exactly a USDA or Cooperative Extension Service tested recipe
   - *Acidify tomatoes/ juice: 1 Tbsp. bottled lemon juice OR ¼ tsp citric acid OR 2 Tbsp. vinegar per pint*

B. **OR** submit the product to a commercial laboratory for testing; only use the variety or the exact proportion of variety of tomatoes for all subsequent batches
CAN I CAN IT?

Corn

NO!
Unless sufficient acid is added (corn relish, corn salsa);
Best practice: use a USDA/Extension recipe or provide lab documented pH levels (acidity)
CAN I CAN IT?

Pumpkin Butter

NO!

Unless properly acidified. Only high acid fruit butters are permitted. Best practice: provide lab documented pH levels (acidity).
CAN I CAN IT?

Tomato Basil Spaghetti Sauce

YES! If it is properly acidified AND no meat, dairy, cut leafy greens or other prohibited foods are added AND MUST: use a USDA/Extension tested recipe OR the recipe is submitted to a lab documenting it has a pH level of 4.6 or lower
CAN I CHILL IT?

Prepared Meal

YES!
As long as there are no prohibited ingredients (i.e. meat, cut leafy greens) in the meal, and it is kept stored at 41°F or below.
CAN I BAKE IT?

Cupcake with Buttercream Frosting

NO, NOT AT THIS TIME!
The law is a bit vague on this, but it may be allowed in the future.
Food Preservation Resources

- University of Illinois Extension Fill Your Pantry Home Webinar Series
- University of Illinois Extension Food Preservation Resources Website
- For USDA tested recipes and information:
  - National Center for Home Food Preservation
  - So Easy to Preserve 6th edition
  - USDA Complete Guide to Home Canning, 2015 revision
Illinois Cottage Food Resources

- University of Illinois Extension website: [From Garden Gates to Dinner Plates: Illinois Cottage Food Operation Information](#)
- Coming Soon! University of Illinois Extension Self-Paced Online Course
- Illinois Stewardship Alliance and the [Illinois Cottage Food Guide](#)
- Questions? Contact your local [University of Illinois Extension office](#)
- Questions? Contact your local [Health Department](#)
THANK YOU

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