

# Am I Ready to Sell Direct To Consumers in North Dakota?

## A checklist for ND Cottage Foods Producers\*

- The purchaser of my product and I will meet face to face to exchange product and payment.
- My product is allowed. (Choose one from below)
  - My product is whole, uncut, unprocessed, produce
  - My product is **NOT** time or temperature control sensitive
  - My product has a pH of below 4.6
  - If my product is time or temperature control sensitive, I have researched all current safety regulations and am following all prescribed practices.
- I have prepared a sign, label, banner, or placard to display at my point of sale with my name, farm name, complete address, telephone number, and email address or website if I have one.
- I have prepared a sign, product label, or placard to display at my point of sale with the following wording printed legibly in a reasonable font size:  
“This Product is made in a home kitchen that is not inspected by the state or local health department”
- For my own protection and the protection of my customers, I have a label with the following wording on any **baked, preserved or packaged item** I sell:  
“This product was produced in a home kitchen that is not subject to state licensure or inspection and that may also process common food allergens, such as tree nuts peanuts, eggs, soy, wheat, milk, fish, and crustacean shellfish. This product is intended for home consumption only and is not intended for resale.”
- I am prepared to speak with my customers about how my product was grown, raised, or produced.
- I have everything I need to sell my product: coolers, tubs, tables, chairs, cash box, tablecloths, canopy, scale, marketing materials such as business cards or brochures.
- I have tools to keep a record of my sales that includes the date, the products sold, my total sales in dollars, and where I sold my product. I will keep these records for three years.
- A food safety plan is not necessary, but it is good to have for your own protection.
  - I have a food safety plan
  - I have considered having a food safety plan
- I understand that if I make more than \$25,000 in the year that I need to research the regulations for the federal Food Safety Modernization Act.
- I have liability insurance. Some markets require each vendor to carry their own liability insurance. While insurance is not always required for cottage food sales, it is certainly advisable.

*\*This document was prepared January 2018 and all points presented are relevant to regulations at this time. Regulations and guidance documents change. Please be aware and check for updates as necessary.*

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