



Selected Resources for Developing Value-Added Products in Kentucky

Cheryl Kaiser¹ and Matt Ernst²

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

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: 859-218-4387

School of Human Environmental Sciences – Dietetics and Human Nutrition

Home-based and micro-business publications.

<https://fcs-hes.ca.uky.edu/publications-list/82>

204 Funkhouser Building
Lexington, KY 40546
(859) 257-3800

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

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upcoming home-based microprocessing workshops (required for certification) plus workshop registration and contact information are also at this site.

https://fcs-hes.ca.uky.edu/homebased_processing_microprocessing

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://agecon.ca.uky.edu/files/ext2000-13.pdf>

Center for Crop Diversification marketing resources

A variety of general and market-specific resources, including a series of value-added fact sheets.

<https://www.uky.edu/ccd/marketing>

Kentucky Department of Agriculture (KDA)

<http://www.kyagr.com>

Office of Ag Marketing

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/plant-marketing.html>

100 Fair Oaks Lane, 5th Floor
Frankfort, KY 48602
(502) 782-4101

Farmers Market Program

Provides support and resources for farmers markets, market managers and market growers.

<http://www.kyagr.com/marketing/farmers-market.html>

(502) 782-4133

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) 782-4110

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. 92 pp.

https://www.kyagr.com/marketing/documents/FM_Manual_and_Resource_Guide.pdf

Kentucky Department for Public Health (DPH)

(in KY Cabinet for Health and Family Services)

<http://chfs.ky.gov/agencies/dph/Pages/default.aspx>

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.

<https://chfs.ky.gov/agencies/dph/dphps/fsb/Pages/default.aspx>

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.

<https://chfs.ky.gov/agencies/dph/dafm/Pages/lhd.aspx>

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.

<https://chfs.ky.gov/agencies/dph/dphps/fsb/Documents/CommercialFoodManufacturinginKentuckyAStarterGuide.pdf>

Labeling Requirements for Commercial Processors

A fact sheet on the labeling information required for all commercially packaged food products in Kentucky.

<https://chfs.ky.gov/agenciesdphdphps/fsb/Documents/LabelingRequirementsforCommercialProcessors.pdf>

Labeling Requirements for Home-Based Processor

A fact sheet on the label information required on all food items produced by home-based processors in Kentucky.

<https://chfs.ky.gov/agenciesdphdphps/fsb/Documents/LabelingRequirementsforHomeBasedProcessors.pdf>

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.

<https://chfs.ky.gov/agencies/dph/dphps/fsb/Documents/FARMERSMARKETTEMPORARY.pdf>

Kentucky Legislature

<https://legislature.ky.gov/Pages/index.aspx>

Kentucky Laws

This site links to all Kentucky Revised Statutes (KRS), Administrative Regulations (KAR), and Acts of the General Assembly.

<https://legislature.ky.gov/Law/Pages/default.aspx>

SPECIFIC KENTUCKY STATE LAWS

Kentucky Food and Cosmetics laws

Title 902 KAR Chapter 45

Food industry standards, codes, permits, fees, etc.

<https://apps.legislature.ky.gov/law/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.

<https://apps.legislature.ky.gov/law/statutes/chapter.aspx?id=38245>

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.

<https://eec.ky.gov/Environmental-Protection/Water/Pages/default.aspx>

300 Sower Boulevard, 3rd 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
(859) 550-3972

Kentucky Small Business Development Center

Provides consultations, workshops, market research, and other services for small businesses.

<http://www.ksbdc.org/>

330 East Main Street
Suite 210
Lexington, KY 40507
(859) 257-7668

MarketMaker (KDA, UK CES, & Kentucky 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.

<https://ky.foodmarketmaker.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

713 South Pear Orchard Road
Suite 402
Ridgeland, MS 39157
(601) 965-4312

USDA Rural Development - Kentucky

An agency that promotes sustainable rural communities and assists the residents of those communities in

improving their quality of life.

<https://www.rd.usda.gov/ky>

771 Corporate Drive, Suite 200
Lexington, KY 40503
(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.

<https://www.nal.usda.gov/afsic/value-added-marketing>

U.S. Food and Drug Administration (FDA)

<http://www.fda.gov/default.htm>

Center for Food Safety and Applied Nutrition (CFSAN)

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>

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.

<https://www.fda.gov/food/food-labeling-nutrition>

Registration of Food Facilities

Information on the registration requirements of food facilities.

<https://www.fda.gov/food/guidance-regulation-food-and-dietary-supplements/registration-food-facilities-and-other-submissions>

Retail Food Protection

Retail food safety information.

<https://www.fda.gov/food/guidance-regulation-food-and-dietary-supplements/retail-food-protection>

Value-Added Sites from 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://ag.purdue.edu/agecon/pages/New_Ventures.aspx

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.

<https://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.

<https://plantsforhumanhealth.ncsu.edu/>

PENNSYLVANIA

Food Safety and Quality (Pennsylvania State University)

Resources for small food processors and potential entrepreneurs.

<https://extension.psu.edu/food-safety-and-quality>

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.

<https://cpa.tennessee.edu/>

Grants and Sources of Funding

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>

Kentucky 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 product through further processing. Contact the USDA State Office for application forms and program details.

USDA – Kentucky State Office
771 Corporate Drive, Suite 205
Lexington, KY 40503
(859) 224-7601

GS1 U.S. (for Barcodes, formerly Uniform Code Council)

<https://www.gs1us.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.

https://www.gs1us.org/upcs-barcodes-prefixes/get-started-guide/power-in-your-marketplace?gclid=Cj0KCQjwjo2JBhCRARIsAFG667UOzu6xRaG_t_HVtk0IaSE_-3QJ6vzs-uJkvFi54S2GShn54RPGHM4aAmxpEALw_wcB

7887 Washington Village Drive
Suite 300
Dayton, OH 45459
(937) 435-3870

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.

<https://attra.ncat.org/attra-pub/summaries/summary.php?pub=270>

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.

<https://attra.ncat.org/attra-pub/summaries/summary.php?pub=407>

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.

<https://attra.ncat.org/attra-pub/summaries/summary.php?pub=271>

Sell Your Specialty Food: Market, Distribute, and Profit from Your Kitchen Creation. 5th ed.

(previous volumes were titled: From Kitchen to Market). 2008. Kaplan Publishers. 320 pp.

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.

<https://cals.cornell.edu/cornell-agritech>

What you need	Agency/Office to contact
Business license	County Clerk
CES commercial kitchen availability	County CES office
Construction plan approval for new or renovated kitchen facility	Local Health Dept.
Commercial Food Processing/ Manufacturing permit	FSB
Farmers Market Temporary Food Service permit	Local Health Dept.
Farmers Market Food Sampling requirements	KDA
Food Storage Warehouse permit	FSB
General Food Manufacturer permit	FSB
Good Agricultural Practices training	County CES office or KDA
Good Manufacturing Practices	FDA
HBM and HBP information packet	FSB
HBM certification application	FSB
HBM workshops	HES
HBP registration	FSB
Inspection of grower's commercial kitchen	Local Health Dept
Label approval for commercial food products, HBP and HBM	FSB
Label review	County CES office, FSIC, HES, or KDA
Marketing Assistance	KDA, FSIC, or KCARD
Meat/poultry-containing products	FSIS
Mobile Retail Market permit	Local Health Dept.
Proposed ingredients and manufacturing process reviewed	FSB
Recipe approval	HES or FSIC
Retail Sales permit	FSB
Temporary Food Service Vendors inspection and permit requirements	Local Health Dept.
UPC barcode	Uniform Code Council
Water source approval	Kentucky Division of Water

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For additional information, contact your local [County Extension](#) agent

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