



EVALUATING FOOD REGULATORY OVERSIGHT AND INDUSTRY STANDARDS: RESOURCE BANKING FOR INFORMED COMPLIANCE MEASURES

This document is strictly for educational purposes only and does not constitute legal advice nor create an attorney/client relationship

Evaluating Food Regulatory Oversight and Industry Standards

This worksheet is intended to assist in the development of an inventory of resources available to beginning farmers and ranchers, individual food producers, and agricultural entrepreneurs.

In order to accurately evaluate the regulatory compliance measures and industry standards applicable to any agricultural operation, information about the enterprise and available guidance materials should be compiled and reviewed for more complete decision-making and for adjusting business practices as necessary.

By reviewing resources and articulating goals, producers will be able to analyze the information applicable to their operation and then prioritize the order in which they wish to achieve compliance with industry standards and regulatory requirements surrounding:

- Revenue Generation
- Accessing New Markets
- Supplying to Consumers in Venues with Certain Requirements
- Record-keeping Methods
- Equipment Purchase and/or Modification
- Capital Project Design and/or Construction

Applicable Industry Standards and Regulatory Requirements:

- Food Safety Modernization Act
- Hazard Analysis and Critical Control Points
- Good Agricultural Practices Certification
- Model Food Code (Retail)
- Cottage Food Laws



Commodities Produced

List the commodities produced and/or processed by your operation that are intended for human consumption and the current markets (by location and type) that each commodity is sold into for human consumption.



Processing Methods

Will these products be sold as-is, or undergo additional preparation steps before reaching the end consumer? If known, list the applicable processing and/or packaging methods (e.g., canning, cooking, etc.), by commodity, that each product will undergo before reaching the end consumer. Additional, include how far each product must travel before reaching its end market (if known).



Revenue Generated

Have you sold any of these commodities before? If so, include the U.S. dollar amount of each commodity sold in the last three calendar years. This is important certain because sales thresholds trigger certain compliance requirements.



Markets Reached

Will this product be sold across multiple state and/or tribal jurisdictions? If so, list each jurisdiction in which this product will be sold.



Recordkeeping

Does your operation already have a practice for keeping record logs of food safety practices? If so, list the types of records kept and the format in which they are stored.



Points of Sale

Do you intend to sell your products (or already sell them) to a specialty vendor or a large-scale vendor? If so, list each point of sale (e.g., farmer's markets, retailers, etc.).



Potential Partners and/or Mentors

Do you know a producer and/or processor who has sold a similar product into a market you are seeking to enter? If so, list all possible individuals from whose experience you can possibly learn as you start or grow your food business.

External Guidance Materials:



- [Indigenous Food and Agriculture Initiative Resources](#)
- [Webinars](#)
- [Native Food Safety](#)
- [Model Tribal Food and Agriculture Code](#)
- [Indian Country Community Asset Directory](#)



- [Produce Safety Alliance Resources and Templates](#)
- [Produce Safety Rule Training Curriculum](#)



- [FSPCA Preventive Controls for Human Food – Training & Materials](#)
- [Sprouts Safety Alliance Resources](#)



- [The Seven Principles of HACCP](#)



- [Small and Very Small Plant Resources](#)
- [HACCP Regulatory Compliance](#)
- [Good Agricultural Practices Certification](#)
- [GroupGAP for Small and Mid-Sized Producers](#)



- [HACCP Principles & Application Guidelines](#)
- [Food Safety Plan Builder](#)
- [Searchable List of FSMA Guidance Documents](#)
- [FDA Food Code for Local/State/Tribal Adoption](#)