Upcoming Webinars

• April 25 – Using Scarce Resources: Square Foot Gardening and Raised Beds
  – Todd Weinmann, Extension Agent, Agriculture and Natural Resources - Horticulture
Zoom Controls

Mute/unmute
Open chat box
Chat box
Question/Answer Controls
Please Complete the Survey

• Please complete the short online survey that will be emailed to you after today’s webinar. It will take just a couple minutes!

• Be sure to sign up for an opportunity to win a prize in the drawing. After submitting the survey, a form to fill out with your name/address will appear.

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Safe Food Sampling at Farmers’ Markets and Other Venues

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For Food Entrepreneurs

Do you make and sell baked goods, canned pickles, salsa or other foods? You may make these items at home and sell them at farmers markets. The following are resources to help keep your food safe.

Safe food sampling at farmers markets

Learn key points of the 2014 Minnesota Safe Food Sampling Law. Included are what, where and how product samples can be offered as well as resources to help you comply with the Special Event Food Stand requirements of the law.

Video series

- Part 1: About the law
- Part 2: Food handling practices
- Part 3: Cleaning and sanitizing requirements
- Part 4: Time and temperature control

Resources

- Safe food sampling tips for farmers markets vendors
- Checklist for farmers market vendors

http://www.extension.umn.edu/food/food-safety/food-entrepreneurs/
Today’s Topics

- Best practices research
- Best food safety practices
What is a food product sample?

- Free
- Bite size
- 3 ounces or less
- Single-serving
Best Food Sampling Venues

1. Community farmers’ market
2. Grocery store
3. Club store
4. On-farm retail market
5. Festival or event

Chat Poll

- Share your experience with food product sampling, as a customer or a seller.
What to sample?

- Highlight a product
- Products you want to move
- Complementary products
- Keep it simple
When to sample?

• Busy times
• Holiday weekends
• Events in the area
Why patrons sample

1. Friendliness of the vendor
2. Ease of accessing samples
3. Presentation of samples and display
4. Curious about unknown product
5. Familiar with the product

Source: Best Practice for Sampling at Farmers Markets, University of Kentucky. 2012.
Why patrons don’t sample

1. No samples available
2. Crowded sampling area
3. Uncertain of taste
4. Uncertain ingredients
5. Food safety concerns

Source: for Sampling at Farmers Markets, University of Kentucky. 2012 Best Practice
Chat Poll

- What is your greatest food safety concern with offering or tasting food samples?
PREPARING SAFE FOOD SAMPLES

REGULATIONS
Meeting regulations

- Vary
- Venue
PREPARING SAFE FOOD SAMPLES

DISPLAYS & SIGNAGE
Locate and construct your sampling stand to protect from environmental and human contamination.
Signage
BIG 8 Food Allergens

- Peanuts
- Tree nuts
- Fish
- Shellfish
- Milk
- Egg
- Soy
- Wheat
Zucchini Walnut Bread Signage

Contains:
- Eggs
- Wheat
- Milk
- Walnuts
PREPARING SAFE FOOD SAMPLES

HAND WASHING STATION
Keep Hands Clean

The 10 Most Common Causes of Infection

Handwashing is the most effective way to stop the spread of illness.
Temporary Hand Washing Station

5 Gallon Thermal Container

Warm Water 70°F - 110°F

Continuous Flow Spigot

Discard Bucket

Soap

Paper Towels

5 Gallon Discard Bucket
Set-up the handwash station first before unpacking supplies or preparing food.

Remember – this is for your use not your customers.
Maintain enough water pressure in the container to adequately wash your hands

You need one gallon of water remaining in the container at all times—that’s 2 inches above the spigot or spout.
When to Wash Your Hands

**Before:**
- Preparing food
- Serving samples
- Beginning new task

**After:**
- Restroom use
- Handling raw meat, poultry, eggs, produce
- Handling animals
- Eating, smoking, coughing or blowing nose
- Touching hair, face, body
- Handling garbage or cleaning
- Shaking hands, handling money
- Using phone
PREPARING SAFE FOOD SAMPLES

GOOD HEALTH & HYGIENE
Your health and hygiene

Do:

• Stay home if ill
• Wash hands often
• Wear clean clothes, aprons
• Keep fingernails clean, short, no polish
• Cover cuts
• Restrain your hair
Your health and hygiene

Don’t:

• Eat or drink inside sampling stand
• Wear jewelry on hands and arms
• Keep or touch personal belongings near food prep or service areas
PREPARING SAFE FOOD SAMPLES

PREPARATION OF SAMPLES
Planning

- Preparation steps
- Equipment
Location

- Licensed kitchen
- Cottage food kitchen
- Onsite
Use clean equipment & utensils
How to clean produce before sampling
No matter where you clean produce follow these steps:

1. Wash hands
2. Rinse fresh fruit and vegetables under running tap water
   - Scrub firm produce with a clean brush
3. Rinse well
4. Drain

Source: FDA, 3-302.15 Washing Fruits and Vegetables.
http://www.fda.gov/Food/GuidanceRegulation/RetailFoodProtection/FoodCode/ucm189211.htm
Prepare produce samples safely

- No bare hand contact
- Designate cutting board for produce prep
- Use clean peelers, knives, salad spinners
- Cut away any damaged or bruised areas
PREPARING SAFE FOOD SAMPLES
TIME AND TEMPERATURE
Temperature Danger Zone

- **Minimum Internal Temperature for Safety**
  - Poultry, Stuffing, Casseroles, Reheat Leftovers
  - Ground Meats:
    - Beef, Lamb, Veal (medium)
    - Pork; Egg Dishes
  - Beef, Lamb, Veal steaks & roasts (medium rare)
  - Seafood
  - Ham, fully cooked (to reheat)

- **Holding Temperature for Cooked Foods**

- **Refrigerator Temperatures**

- **Freezer Temperatures**
Thermometers are important tools to check food and equipment.
Safe Cooking Temps

Use a food thermometer. You can’t tell food is cooked safely by how it looks.

165°F
Whole Poultry  Chicken Breast

160°F
Ground Beef  Egg Dishes

145°F
Fish  *Pork  *Steaks & Roasts

*with a 3 minute stand time

www.fightbac.org
Partnership for Food Safety Education
Clean · Separate · Cook · Chill
Keep hot foods hot
Check local electrical and fire code requirements
Keep cold food cold
Depending on what you’re sampling, you may need more than one cooler.
Ice for beverages must be purchased from a commercial source
PREPARING SAFE FOOD SAMPLES

DISPENSING SAMPLES
Use single-service items to dispense samples
What will you use to create a barrier between the food and your hands?
Safe or Unsafe Dispensing?
Safe or Unsafe Dispensing?
Safe or Unsafe Dispensing?
Safe or Unsafe Dispensing?
PREPARING SAFE FOOD SAMPLES
CLEANING AND SANITIZING
Use clean equipment/utensils

- Bring enough supplies so you never re-use a dirty item;

  or

- Wash at the market for re-use
Dishware & Utensil Washing Station

1. Wash  
2. Rinse  
3. Sanitize  
4. Air Dry
Dishwashing is a 4 step process

EXAMPLE

1. Wash
2. Rinse
3. Sanitize
4. Air Dry

Utensil Washing:
- Provide three labeled buckets big enough to accommodate the largest utensil.
- **Wash Bucket:** Dish soap and warm water
- **Rinse Bucket:** Clean water
- **Sanitizer Bucket:** Sanitizer and lukewarm water
Chemical Sanitizers
PREPARING SAFE FOOD SAMPLES

WASTE DISPOSAL
Properly dispose liquid and solid waste
Improper disposal methods can contaminate water, the environment and attract pests
University of Minnesota Extension Food Safety Website Resources

- **Safe food sampling at farmers' market checklist**
  Outlines the 2014 Minnesota Safe Food Sampling legislation requirements in a simple checklist form.

- **Safe food sampling tips for vendors and food demonstrations at farmers' market**
  Who doesn't love free food samples? Tips to prepare and serve them safely.

- **Minnesota Farmers' Market Association Safe Food Sampling worksheet**
  For vendors and cooking demonstrators

- **Handwashing station for MN farmers markets**
  Approved handwashing station protocols

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