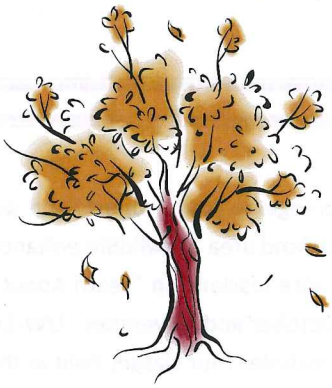
**UW Extension**
**1960 8th Ave Ste 140**
**Baldwin WI 54002**

# Fall 2014 Newsletter



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UW-Extension provides equal opportunities in employment and programming, including Title IX and ADA. To ensure equal access, please make requests for reasonable accommodations as soon as possible prior to the scheduled program service or activity.

If you are unable to print, view or listen to web-based resources offered on-line, please contact the extension office at 715-531-1930, or stop in and we can arrange a viewing, listening or printing of extension-related materials for you.

**Fall Office Hours are:**

Monday, Tuesday, Thursday

8:00 am to 3:30 pm

**Heidi Doering**
Horticulture Educator
St. Croix County
715-531-1947
heidi.doering@ces.uwex.edu
http://stcroix.uwex.edu/

## Host a Program in 2015

Thank you to all of you who hosted educational events in 2014. It's often easier to learn a concept or method if we can see it in operation and have it explained by you the farmer expert, so your generosity in opening up your operations to help educate others is much appreciated. As I begin to plan programs for 2015, I'm going to be looking for farm/orchard/nursery/vineyard locations to host programs or demonstration events in 2015.

If you'd be willing to serve as host for a future educational program, email, call or stop in to discuss the possibilities with me. I can be reached at 715-531-1947 or e-mail: heidi.doering@ces.uwex.edu

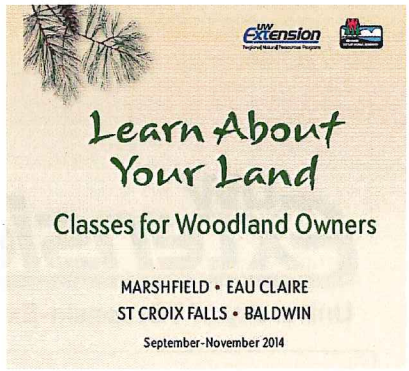
## New Educational Resource—Sharing Equipment With Other Producers

Have you thought about setting up an equipment sharing relationship with a neighboring farmer to save on equipment costs and enable you to purchase equipment that will streamline tasks and increase labor efficiency on your farm or orchard? The Leopold Institute has surveyed producers and created case studies for several shared-equipment scenarios which outline the pros and cons of shared-ownership of equipment. Worksheets, sample agreements and cost considerations are included. Find this doc on the Horticulture tab of St Croix County Extension website or call/stop into the office to have a copy of the report printed.

http://www.leopold.iastate.edu/sites/default/files/pubs-and-papers/2014-06-machinery-sharing-manual-fruit-and-vegetable-growers.pdf

## Learn About Your Land

If you're a woodland owner or have woodland acreage on your property and would like to learn more about how you can manage your woodland area for wildlife enhancement and/or timber harvesting, consider attending one or more sessions on "Learn About Your Land" woodland owner education series coming up in October and November. UW-Extension & Wisconsin DNR are sponsoring this series, which includes four classes held at the St. Croix County Extension office in Baldwin, beginning October 6. Stop into the Extension office and talk with our Resource Management Colleagues for more information and a registration form or go to the St Croix County website shown below to register.




http://www.co.saint-croix.wi.us/index.asp?Type=B_BASIC&SEC={8069205C-BF1D-41F6-9559-7DDA67CF8730}

## Acidified Canned Foods Training Workshop

If you're currently selling home-canned goods under the 'Pickle Bill' but would like to take your processing operation to the next level, plan to attend the Acidified Canned Foods Training Workshop on either October 16, 2014 in Wausau or November 13, 2014 in Madison. This one day training will help you meet the training requirements for licensing of canning acidified foods such as pickles, salsa and sauces for wholesale or retail sale in Wisconsin. Cost is $150.00 for this one day course and preregistration is required.

THE UNIVERSITY of WISCONSIN MADISON

If you want to expand canned goods sales beyond the farmers' market and into wholesale, retail, farm market or consignment outlets, you'll need to obtain a food processing license from the Department of Agriculture, Trade and Consumer Protection (DATCP). DATCP has approved this course as prerequisite for obtaining a food processing license, so this is a good opportunity to get a head start on your 2015 business plans. Register online at www.foodsafety.wisc.edu or call or stop into the extension office in Baldwin to obtain the registration form for this seminar.

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**Educational Resources for 2015 Production Planning**

It's time to reflect on the 2014 growing season and figure out what worked and what can be modified, changed or improved for 2015 while information about this season is still fresh in your mind. You can call or e-mail me to set up an appointment to discuss production changes and possibilities, but another set of resources you may want to pull from is the Sustainable Agriculture Research & Education organization's project summaries. For example, if you're considering ways to increase natural predators for pests on your farm or how to improve habitat for improved pollination in fruit & vegetable crops, the SARE website may be a useful first stop to learn about on-farm research that has already been done in the areas of Integrated Pest Management and pollination potential. A search of SARE-funded research projects from recent years yielded over twenty summaries on on-farm research projects related to insect control using trap crops, rows covers, perimeter plantings, poultry and other non-chemical controls. Go to My SARE to start your search. Hard copies of these research summaries are available by contacting SARE at 612-626-3113.

NORTH CENTRAL SARE
Sustainable Agriculture Research & Education

http://mysare.sare.org/mySARE/ProjectReport.aspx?do=search

**ALERT! Upcoming NCR-SARE grant deadlines**

If you're considering applying for an NCR-SARE grant to help fund on farm research into new productions, production methods, here's your reminder that on November 20, 2014, Farmer Rancher proposals are due into SARE.

Find out more about this grant program at:

http://www.northcentralsare.org/Grants/Our-Grant-Programs/Farmer-Rancher-Grant-Program

If you don't have internet access, stop by the Baldwin Extension Office during my office hours and I can answer your questions and print grant materials for you.

**Winter Selling Opportunity**

Do you make and sell home & garden art or craft items in the winter months to diversify your farm's income stream? If so, you may want to consider selling your farm or home-made wares at the Garden Visions 2015 Conference, which takes place in Wausau on January 23-24, 2015. This event is co-sponsored by UW-Extension and the North Central Wisconsin Master Gardeners Association. More information about participating in this event as a vendor, call Carol at 715-693-6446, email her at cbray@mtc.net or go to:

http://www.gardenvisions.org

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MASTER GARDENER

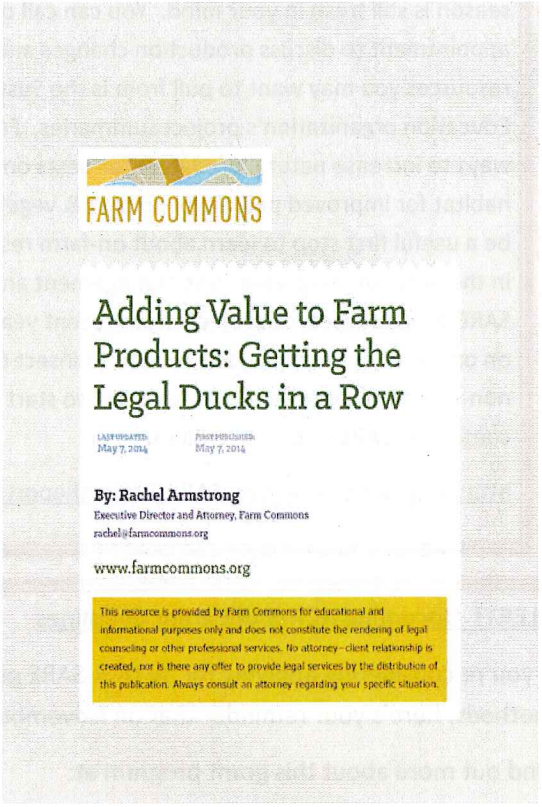
**FOOD PROCESSING UPDATES FROM UW-MADISON**

# Doing on-farm processing? Check this new legal guide by Farm Commons.

Farm Commons has just released a new guide explaining the legal details of adding value to farm products. Download it at their website and learn all about zoning, food codes, food safety liability, and other legal aspects of adding value to farm products.

Through Farm Commons' Farm Law Webinar Series edition on Value-Added Products, Farm Commons found that 92% of farmers learned that employment laws special to farmers (such as different minimum wage or workers' compensation rules) may not apply to employees who do processing. And, **80% of farmers learned that folks who take advantage of cottage food laws need a commercial insurance policy- the farm policy won't work- to cover the liability and property damage risks of an on-farm cottage food operation.**

Access the resource by going to: farmcommons.org/resources/adding-value-farm-products-legal-issues. If you don't have access to the internet, contact the St Croix County Extension office and we can print a copy of this document for you.



## Did You Know? Pickle Bill FAQs

**If you're selling canned goods under the 'Pickle Bill', did you know that:**

Herb or Floral Jellies such as Mint jelly are not legal to sell under the Pickle Bill, because herb and flowers are not considered a 'fruit or vegetable product'.

Pickled Eggs are not legal to sell under the Pickle Bill, as they fall into the category of meat, eggs or dairy

It is not legal to sell 'Pickle Bill' products across state lines – if it was canned in a WI home kitchen it can only be sold at farmers' markets within Wisconsin.

Sales under the 'Pickle Bill' may only take place at farmers' markets or at community or social events-Sales through consignment or other retail shops are not allowed.

I've included a reference sheet on the pickle bill so you can confirm you're in compliance with the law as it's written.

# Selling Home-Canned Foods: Do It Safe, Do It Legal

To process most foods in Wisconsin for sale, you must be licensed. This requirement provides assurance to you and your customers that the food that you process is safe and wholesome. A law passed in 2009, **Wisconsin Act 101** (the **Pickle Bill**), allows you to sell some home-canned foods without a license under certain circumstances. A copy of Wisconsin Act 101 can be found here: legis.wisconsin.gov/2009/data/acts/09Act101.pdf The following information will help make sure you sell food that is safe and allowed by law.

| | |
|---|---|
| **Canned products you can sell without a license:** | • You **can sell** home-canned fruits and vegetables that are naturally acidic or have been acidified by pickling or fermenting.<br>• These products have an **equilibrium pH** of 4.6 or lower, meaning that they are **high in acid**.<br>• Examples of allowable products:<br>  ○ pickled fruits and vegetables (not refrigerator pickles)<br>  ○ salsas and chutneys<br>  ○ sauerkraut and kimchi<br>  ○ jams and jellies<br>  ○ applesauce<br>• Not sure if your product can be sold without a license? Contact University of Wisconsin Extension: 608-263-7383 or Wisconsin Dept of Agriculture, Trade & Consumer Protection: 608-224-4682 |
| **Products you cannot sell without a license:** | • You **can not** sell low-acid home-canned foods such as vegetables, fish and meat<br>• You **can not** sell sauces, dressings or condiments unless they are clearly fruit or vegetable products<br>• You **can not** sell home-canned foods contain meat, eggs or dairy such as pickled eggs, lemon curd, and pesto<br>• You **can not** sell baked goods, dried foods, flavored vinegars, beverages, foods that must be kept refrigerated to ensure safety, or any other item that is not a high-acid canned fruit or vegetable<br>• You **can not** sell product made outside your family's kitchen, such as in a restaurant or a shared kitchen |
| **Requirements of the new law:** | • **Sales** of no more than $5,000 **per individual** per year. Individuals must keep records in the event of an inspection.<br>• Retail sales **only** (direct from producer to consumer) and only in Wisconsin. No sales by others, even at farmers' markets. You can not sell your friend's products under the pickle bill, each person must sell their own. No internet sales. |

**Requirements of the new law (continued):**

- Sales **only** at community or social events or farmers' markets. These events include town celebrations, sporadic church or service club bazaars, and scheduled farmers' markets. Events where sales **may not** take place include for-profit events, flea markets, craft shows, traveling circuses or carnivals, high school sporting or fund-raising events, and regularly occurring licensed food-sales events such as a church's Friday-night fish fry. A farmer **may not** put up a roadside stand and sell product under the 'Pickle Bill,' nor may a farmer sell from a retail store on his/her property. Farmers may only sell through recognized farmers' markets.
- Post a sign at your stand or booth: **"These products are homemade in a kitchen that has not been subject to state inspection."**
- Label each jar:
  - Name and address of the person who did the canning
  - Date of canning
  - Ingredients (in descending amount by weight)
  - Statement: **This product was made in a home not subject to state licensing or inspection.**
- **Labeling law requires that any allergens** must be labeled: milk, eggs, fish, shellfish, nuts, wheat, peanuts or soybeans. Note, most of these are not allowed to be in products under the pickle bill.

**Training and recipes:**

A great way to help ensure the safety of the product that you sell is to follow a tested recipe. It is assumed that processors **have tested their products or otherwise know** that the products that they sell are safe. Excellent sources of approved recipes are:

- Ball Blue Book (1994 or more current only)
- Ball Canning web site: www.freshpreserving.com
- National Center for Home Food Preservation: www.uga.edu/nchfp/
- University of Wisconsin: www.foodsafety.wisc.edu/preservation.html

Questions about recipes? Contact Barbara Ingham (Extension specialist) 608-263-7383 or email Barbara Ingham at bhingham@wisc.edu . Note, the statement "I've been making this same recipe for years and I have never made anyone sick" does not ensure that the recipe is safe!

**What about...**

Under the new law, there can be **no sales**:

- Out of your home or a store on your property
- Wholesale (resale by someone else)
- On consignment
- Via the internet OR out of state
- Of exempt foods (pickle bill products) along with licensed foods from the same stand.

As your business becomes more and more successful, you'll want to consider becoming licensed. Contact the Wisconsin Department of Agriculture, Trade and Consumer Protection at 608-224-4682 to discuss obtaining a food processing license.

B. Ingham. Revised August 2012.

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