

# Taste the Possibilities: Adding Value to Your Ag Business

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Presented by:



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# Growing Things

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Farmstands & On-Farm Retail Sales

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# Selling on the Farm



# Food Sales on the Farm

| Type  | Land Use Permit                                      | Health Permit  |
|---|--|--|
| <b>Farmstand</b> (produce only)   | None on LIA, LEA, DA & RRD*                          | None   |
| <b>Farmstand with <math>\leq 50'</math></b> of non-potentially hazardous foods <i>and/or</i> sampling | None on LIA, LEA, DA & RRD*                          | Retail Food Facility level 1 from DHS<br>~\$100/year |
| <b>Retail Sales</b> – sale of foods requiring temp control <i>and/or</i> tasting                      | Zoning for <i>small scale</i> on LIA, LEA, DA & RRD* | Retail Food Facility from DHS                        |
| <b>Alcohol sales</b>  | Use Permit   | DHS, ABC   |

\* AR & RR require a Use Permit; not allowed in Residential zones.

# Farmstand vs Farm Retail Sales

|                              | FARMSTAND   | FARM RETAIL SALES  |
|------------------------------|---|--|
| <b>Minimum parcel size</b>   | None  | 2 acres  |
| <b>Maximum size</b>          | Unlimited   | 500 sq ft<br>(>500 sq ft = Use Permit)   |
| <b>Duration</b>              | Temporary and Seasonal  | Year-round   |
| <b>Source of product</b>     | Only products grown onsite  | Products grown onsite and other land owned or leased by the farmer   |
| <b>Type of product sales</b> | Unprocessed produce, eggs and honey, Cottage Foods, Low-risk (shelf stable), prepackaged processed products | Unprocessed Produce, eggs and honey, Cottage foods, Low-risk prepackaged foods, other prepackaged food requiring refrigeration (i.e. meat and dairy) |