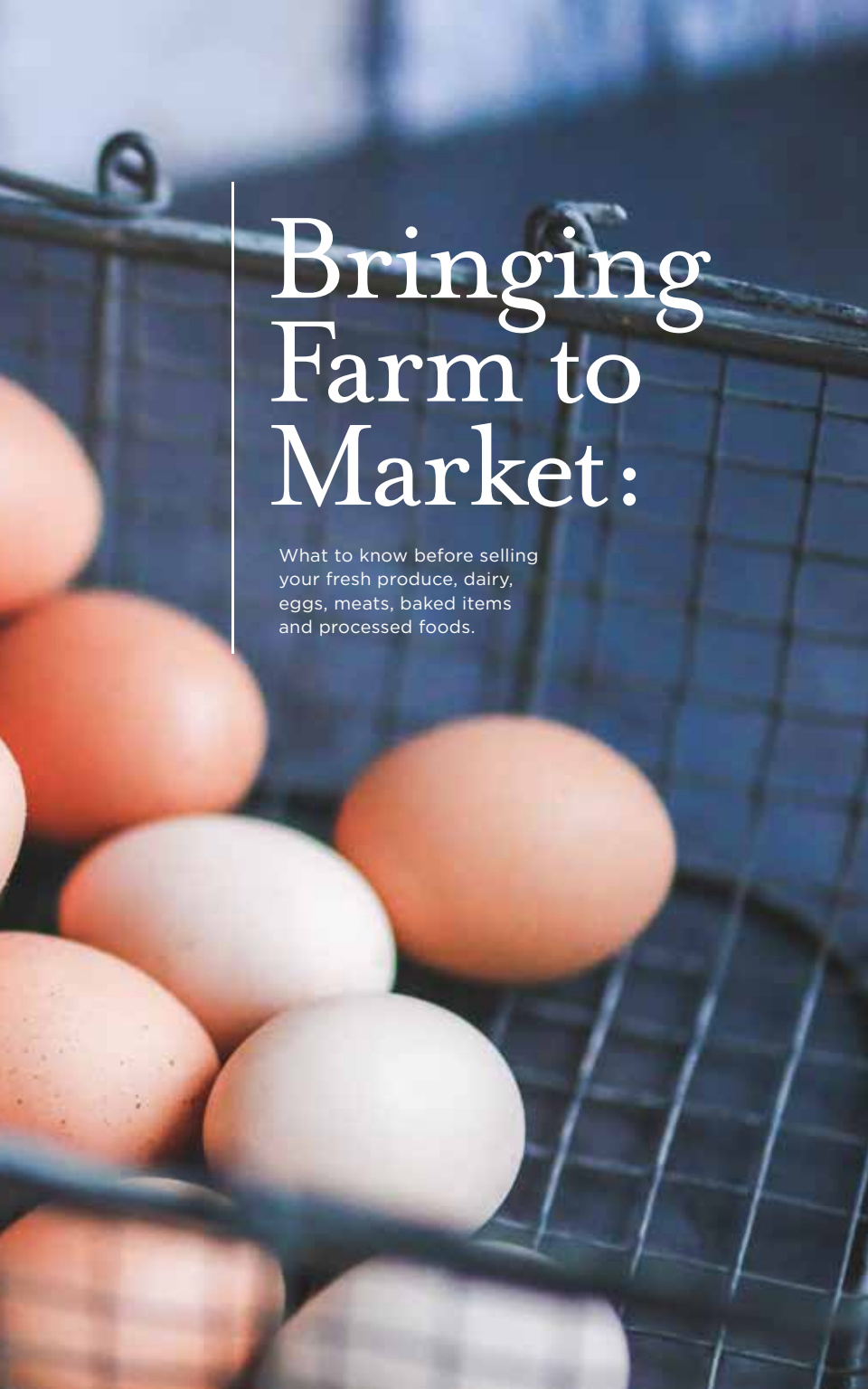

Bringing Farm to Market:

What to know before selling your fresh produce, dairy, eggs, meats, baked items and processed foods.

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Acronyms:
OAC – Oklahoma Administrative Code
ODAFF – Oklahoma Department of Agriculture, Food and Forestry
OSDH – Oklahoma State Department of Health

Q Can I sell eggs at farmers markets?

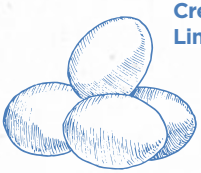
Answer: Yes, but you must follow a few rules.

Documentation: Oklahoma Egg Law
Highlights: Display credentials, store and label properly
Cost: For under 5,000 dozen, $35 application fee plus $15 annual inspection fee
Credentials: Oklahoma Egg Packer
Link: bit.ly/2EzoBbd
Link: bit.ly/2BvkWZY

Q Can I sell eggs from my farm?

Answer: Yes, and you don't even need credentials to do it.

Documentation: Oklahoma Egg Law
Highlights: Eggs must be from chickens raised on the property. No delivery allowed.
Cost: None
Credentials: None
Link: bit.ly/2EzoBbd



Q Can I sell meat at farmers markets?

Answer: Yes, but you must follow a few rules.

Documentation: Oklahoma Meat Inspection Act and OAC 310:257
Highlights: Meat must be processed in a state- or federally-inspected facility – this includes a registered mobile unit, must be stored and labeled properly
Cost: $425 one-time plan review fee, $425 credentials fee, $325 annual renewal fee
Credentials: Certificate of Registration for Distributors, Meat Brokers and Public Warehousemen from ODAFF and Mobile Retail Food Establishment Credential from OSDH
Link: bit.ly/2G9gxex
Link: bit.ly/2HaOgW8
Link: bit.ly/2EXRmfz
Link: bit.ly/2o2oj2q

Q Can I sell meat from my farm?

Answer: Yes, however this answer is a bit complicated. Poultry that has been processed on the farm can be sold if it meets certain requirements.

Documentation: Oklahoma Poultry Products Inspection Act
Highlights: Annual slaughter of less than 250 turkeys or the equivalent (1,000 chickens), can only be sold to individuals – no restaurants
Cost: None
Credentials: Certificate of Registration for Farm Poultry Slaughter Operations
Link: bit.ly/2EXRmfz
Link: bit.ly/2EUXcy9

Answer: Meat and poultry that has been processed in a state- or federally-inspected facility can be sold.

Documentation: Oklahoma Meat Inspections Act
Highlights: Must be stored and labeled properly.
Cost: None
Credentials: Certificate of Registration for Distributors, Meat Brokers and Public Warehousemen from ODAFF
Link: bit.ly/2HaOgW8
Link: bit.ly/2BS6OeF

Q Can I sell raw milk from my farm?

Answer: Yes, but only from the farm.

Highlights: There are two ways to sell: Incidental Sales and Raw Milk Distributors Permit.
Documentation: Oklahoma Milk and Milk Products Act

Incidental Sales

Highlights: Raw goat milk is allowed if the average monthly amount does not exceed 100 gallons.
Milk from all other animals must remain "incidental" in intent and advertising of such is considered beyond incidental.
Credentials: None
Link: bit.ly/2o4V4My

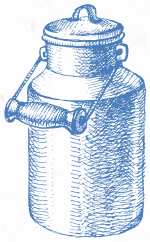
Raw Milk Distributer Permit

Highlights: A permit allows raw milk sales beyond incidental to the end consumer as long as the milk is sold from the farm where it was produced.
Cost: One cent per 100 pounds of raw milk produced and one cent per 100 pounds of raw milk offered for sale.
Credentials: Raw Milk Distributers Permit obtained from ODAFF Dairy Services
Link: bit.ly/2BrRdkY
Link: bit.ly/2BnnUzT
Link: bit.ly/2G4Fec3

Q Can I sell processed milk from my farm?

Answer: Yes, just as long as you follow the rules.

Documentation: Oklahoma Milk and Milk Products Act
Highlights: Milk must be processed in a permitted facility.
Cost: One cent per 100 pounds of milk or milk products processed and offered for sale.
Credentials: The processor must obtain a permit from ODAFF Dairy Services
Link: bit.ly/2Eq1cFQ



Q Can I sell raw milk at farmers markets?

Answer: No, only processed milk and milk products from a permitted facility may be sold at farmers markets.

Documentation: Oklahoma Milk and Milk Products Act
Link: bit.ly/2BnnUzT

Q Can I sell processed milk at farmers markets?

Answer: Yes, but you must follow the rules.

Documentation: Oklahoma Milk and Milk Products Act
Highlights: The same requirements and costs apply as if you were selling from the farm, but you also need credentials from the OSDH
Credentials: If selling from a farmers market, Mobile Retail Food Establishment Credentials from OSDH is required
Cost: $425 one-time plan review fee, $425 credential fee, $325 annual renewal fee
Link: bit.ly/2o2oj2q

Q Can I sell honey?

Answer: Yes, but there are rules you must follow.

Documentation: Oklahoma Honey Sales Act
Highlights: Under 500 gallons is exempt from inspection, hives must be in Oklahoma, sales to individuals only, follow labelling rules, can be sold from farm/farmers market/festival/roadside stand
Cost: None
Credentials: None
Link: bit.ly/2BYwQwG

Q Can I offer samples of products or a food demonstration at farmers markets?

Answer: Yes, just follow a few simple rules.

Documentation: OSDH Food Establishments (OAC 310:257)
Highlights: Hand sink or hand washing station must be conveniently located, sneeze guards must be present, temperature-controlled is mandatory if necessary for the type of food, individual portion containers must be used.
Cost: None
Credentials: None, as long as food is not being sold in conjunction with the sample. If food is being sold, a food establishment license must be obtained.
Link: bit.ly/1oauk95

Q Can I sell pickles, jelly, jam or canned fruit and vegetables made at my home at a farmers market?

Answer: No, these products must be produced in a credentialed and inspected establishment.

Documentation: OSDH, Good Manufacturing Practice Regulations (OAC 310:260)
Highlights: Food must be manufactured in a commercial kitchen or food processing plant.
Cost: $425 plan review fee, $425 credential fee, $375 annual renewal
Credentials: Kitchen or plant must be registered with the Food and Drug Administration.
Link to Regulation: bit.ly/2CflosI
Link to Pamphlet: bit.ly/2F2hztm

Q Can I sell baked goods at farmers markets or from my home?

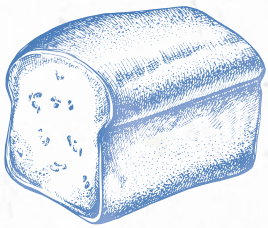
Answer: Yes, and you don't even have to have credentials if you follow the rules.

Documentation: Home Baking Act of 2017
Highlights: Food cannot contain meat or fresh fruit, producer cannot have more than $20,000 in gross annual sales
Cost: None
Credentials: None
Link: bit.ly/2nZW3gQ
(click "Next Session" to read through the statute)
Link: bit.ly/2G81kul

Q Can I have a concession stand or serve dinner on my farm?

Answer: Yes, but you must have credentials if you are selling anything other than items that fall under the Home Baking Act of 2017.

Documentation: OSDH, Food Establishments (OAC 310:257)
Highlights: Requirements for equipment and facility may vary depending on what food you want to sell or serve.
Cost: $425 one-time plan review fee, $425 credential fee, $375 annual renewal fee
Credentials: Food Establishment License
Link to Regulation: bit.ly/2CeuPbq
Link to Credential Information: bit.ly/2BpnKIc



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Disclaimer: This document highlights only state guidelines. There are some cities and counties in Oklahoma that require additional health department credentials or have extended regulations concerning these subjects. Always check with your city/county health department before selling affected products. This document was approved as accurate on January 26, 2018, by the Oklahoma Department of Agriculture, Food and Forestry as well as the Oklahoma State Department of Health.