

# Farm Marketing IV: Bakery Session

**Wednesday afternoon 2:00 pm**

**Where:** Ballroom A

**Moderator:** Michelle Walk, Food Systems Educator, MSU Extension, Sault Ste. Marie, MI

- 2:00 pm      Preparing A Wide Variety of High Quality Food Products at Your Farm Market
- Jay Wood, Country Mercantile, Pasco, WA
- 2:45 pm      Cottage Foods in the Great Lakes Region
- Joanne Davidhizar, MSU Product Center, MSU Extension, Benton Harbor, MI
- 3:15 pm      Bake From Scratch, Proof and Bake, Par-Bake and Thaw? What Should I Do?
- Don Symonds, Director of Events & Trade Relations, Lipari Foods, Warren, MI
  - Sandy Terbrack, Category Sales Manager, Bakery Division, Lipari Foods, Warren, MI
- 4:00 pm      Session Ends

# Preparing a Wide Variety of High Quality Products for Your Farm Market

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## Produce Stand

- Bringing the farm to city
- Taking produce on the road
- Adding products

## Retail Store

- Additions to manage growth
- Cold Storage
- Trial and error

## Expansion

- Chocolate Factory
- Gifts
- Ice Cream Factory
- Bakery
- Production Kitchen

## Economic Trends

- Atkins diet
- Bakery changes to Kitchen

## Growth through second store

- Bakery development
- Quality
- Labor
- Product offering
- Health trends

## Keeping up with the future

- Weather the storm
- Cycles of change

# Cottage Foods in the Great Lakes Region

Joanne Davidhizar, Michigan State University Extension and Product Center  
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All states in the region allow for the legal the manufacture and sale of low-risk foods from home kitchens. States differ in the following:

- Types of low-risk foods
- Kitchen inspection
- Producer registration and fees
- Food safety training
- Sales limits
- Sales venues
- Agency responsible for oversight
- Home well testing
- Food testing

This presentation seeks to provide an overview of standards in the Great Lakes states.

The table below summarizes key state requirements for home-produced food items for sale.

State	Bill	Sales (\$)	Food Safety Training	Inspection	Registration
Illinois	Cottage Food Bill	25,000	Yes	Yes	Yes
Illinois	Home Kitchens (2016)	36,000	Yes	Yes	Yes
Indiana	Home Based Vendors	No limit	No	No	No
Michigan	Cottage Food Law	20,000	No	No	No
Minnesota	Cottage Food Law (two tier)	18,000	Yes	No	Yes
New York	Home Processors	No limit	No	Subject	Yes
Ohio	Cottage Food Production	No limit	No	No	No
Pennsylvania	Limited Food Establishment	No limit	No	Yes	Yes
Wisconsin	Pickle Bill	5,000	No	No	No

While many states enacted laws to exempt certain food producers from conventional food manufacturing standards in the era of the 2010's to stimulate economic development, little is known about the actual impact of these efforts (Hueston et al. 2015). Without registration and income reporting requirements there are little data on which to evaluate the effectiveness of cottage food programs.

The session will incorporate discussion concerning participation in home processing programs.