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Who are we?

- In business 30+ years
- Partner with KS Department of Agriculture
 - Provide funding
 - From the Land of Kansas (FLOK)
 - Regulatory support
- Members of FLOK receive 30% discount on many of our services
 - <https://fromthelandofkansas.com/>
 - Specifically ask for our services to get discount
- From Farmers Market vendors to established companies!
- *All work is confidential*



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KVAFL Services

- Small food processors - FDA regulations
 - Kvafl@ksu.edu 785-532-1294
- Small meat processors - USDA regulations
 - Dr. Liz Boyle, lboyle@ksu.edu, 785-532-1247
- Nutrition Facts labeling and ingredient statement
- Process Authority
 - Dr. Kelly Getty, Kansas State University
- Product testing
 - pH, A_w, Sodium, %Brix, Moisture, Fat, basic microbial
- Alcohol content, by request
- Shelf life evaluation, by request
- Basic sensory analysis, by request



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TIPS FOR YOU!

- **START EARLY!! DON'T WAIT UNTIL THE LAST MINUTE!!**
- Attention to detail is critical
- Ingredient nutrient profiles from suppliers
 - Better than the Nutrition Facts on the label
- Get a scale
 - Ingredient quantities by weight for accuracy
- Ingredient brand names and all sub-ingredients
- Different label formats
 - Vertical, dual column, tabular, linear

Nutrition Facts	
8 servings per container	
Serving size	2/3 cup (55g)
Amount per serving	
Calories	230
% Daily Value*	
Total Fat 8g	10%
Saturated Fat 1g	5%
Trans Fat 0g	
Cholesterol 0mg	0%
Sodium 160mg	7%
Total Carbohydrate 37g	13%
Dietary Fiber 4g	14%
Total Sugars 12g	
Includes 10g Added Sugars	20%
Protein 3g	
Vitamins (2 mg)	10%
Calcium 260mg	20%
Iron 8mg	45%
Potassium 240mg	6%

*The % Daily Value (DV) tells you how much a nutrient in a serving of food contributes to a daily diet. 2,000 calories a day is used for general nutrition advice.

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FROM DR. GETTY

- Get a thermometer and timer!
 - “Bring to a boil” or “reduce to simmer” not acceptable
 - $\geq 185^{\circ}\text{F}$ for 4 minutes, more specific
 - Fill container at $\geq 165^{\circ}\text{F}$
- Size and type of container and type of lid
 - 8-ounce glass jar with metal two-piece lid
- Range of headspace or target headspace
 - $\frac{1}{4}$ to $\frac{1}{2}$ inch or target 1 inch
- Jar Inversion time
- Plastic jars
 - Temperature threshold of plastic

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SELLING DIRECT TO CONSUMERS

K-STATE Foods Sold Direct to Consumers in Kansas: **Kansas**
Research and Extension Regulations and Food Safety Best Practices Department of Agriculture

Revised January 2023



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<https://bookstore.ksre.ksu.edu/pubs/MF3138.pdf>

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UPCOMING EVENTS

<https://www.ksre.k-state.edu/kvaf/workshop.html>

**KANSAS
LOCAL MEAT
MARKETING
WORKSHOPS**

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REGISTER TODAY!

Cost: \$20 per attendee. Each workshop will cover the same content and will be held from 10AM-3PM. Register at tinyurl.com/LocalMeatKSU.

~~February 9, 2023 - Wichita~~
February 24, 2023 - Olathe
March 3, 2023 - Parsons

Hosted by the Local Foods Transdisciplinary Team at Kansas State Research & Extension

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UPCOMING EVENTS

2023 Food Business Conference

When: March 9 & 10, 2023

Where: K-State Olathe

Time: 8:30am - 6:30pm

Cost: FREE

2 separate registrations

<https://www.ksre.k-state.edu/kvaf/workshop.html>

This conference is presented in partnership with The Ennovation Center, KCSourceLink, Kansas State University, Kansas City Section of the Institute of Food Technology, Kansas State University–Olathe Campus, MU Extension, and the North Central Sustainable Agriculture Research and Education program. This event is made possible in part by the Ewing Marion Kauffman Foundation.

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CLASSES FOR YOU

- Received USDA Grant with University of Wisconsin and University of Missouri
- Survey small food processors for needs
- Build on UW's current Better Process Control School training
- Develop novel food safety training for small food businesses of acid/acidified foods for direct-to-consumer sales
 - Safe product formulations
 - Record keeping for success
 - And more!



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RESOURCES

NCFSEN – 12 states

Provide universal resources

Food entrepreneurs and home food preservation

- Food Safety Best Practices for Local Food Entrepreneurs

Scan for website!
Sign up for newsletter

NORTH CENTRAL REGION FOOD
SAFETY EXTENSION NETWORK



Learn how to can,
freeze, dry and ferment
foods safely.

Search for "NCFSEN" or scan the QR code
for resources from our 12-state region.



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Kansas Local Foods

- Are you interested in improving local food access in your community?
- Local Foods Town Hall
 - Virtual, Statewide, 4th Wednesday of January, April, July, October at 11:00am
 - <https://www.rrc.k-state.edu/localfoods/index.html>
 - KSRE received \$750,000 grant to establish new Center for Local Foods Initiative



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First Friday E-calls

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Search web, people, directories
Browse A-Z Sign In

K-State Home » Research and Extension » Community » Business » Entrepreneurship

K-State Research and Extension

Agriculture Community Family Food Health Lawn & Garden 4-H Youth

Leadership

Civic Engagement

Business

Entrepreneurship

Gold Standard of Customer Relations

Succession Planning

Natural Disasters

Northwest Kansas Resources

Research

Specialists

Entrepreneurship

K-State Research and Extension entrepreneurship programs help youth and young adults develop the skills necessary to successfully start and operate businesses that maintain community vitality and economic growth in Kansas.



First Friday e-calls

K-State Research and Extension offers an entrepreneurship webinar every first Friday of the month. Our mutual goal is to engage knowledge, wisdom, and relationships of local communities with the research and extension services of

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<https://www.ksre.k-state.edu/community/business/entrepreneurship/>

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Contact KVAFL

Kansas State University
203 Call Hall
1530 Mid-Campus
Drive North
Manhattan, KS 66506
785-532-1294
785-532-3295 fax
kvaf1@ksu.edu
www.ksre.ksu.edu/kvaf1

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Kansas Value Added
Foods Lab

Scan and sign up
for KVAFL news!



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