



Food Safety Modernization Act (FSMA) Fully Covered Farm Criteria

The farm is fully covered and must be in full compliance with all of FSMA if:

- The farm's adjusted gross food income is greater than \$638,491
- OR
- The farm's adjusted gross food income is below the adjusted \$638,491 and they sell 50.1% or more of their sales to wholesalers, distributors, and other non-qualified end users. (Qualified end user = sales directly to customers at farmers' markets, through a community supported agriculture program, and/or sales directly to restaurants or other retail accounts such as hospitals, schools, or a grocery store.)

2011	2021	2022	2023	Average value for 2021-2023
\$500,000	\$602,382	\$644,795	\$668,297	\$638,491

Add your gross food sales from 2021, 2022 & 2023 up and average them. To determine whether the farm is under or over the adjusted \$500,000 cutoff, which in 2024 is \$638,491. Then analyze the amount of sales sold directly to customers.

Does gross food sales include the sales of non-produce items the farm sells such as eggs and meat?

Yes, gross food sales includes the sale of all food for human and animal consumption. If the same business entity that sells produce also sells eggs, meat, and hay you have to count all of the sales of those products to determine if the farm is under the \$500,000 adjusted financial cutoff, which in 2024 is \$638,491.

What if I sell to a food hub. Is that a sale directly to a customer (qualified end user)?

Does the food hub then resell the produce to another business? If so, it is likely not a sale to a qualified end user. If the food hub is a farm that aggregates from other farms to build a Community Supported Agriculture (CSA) box and then the end consumer (customer) buys it from the farm, then that is likely a qualified end user sale.

Okay, my farm is **fully covered** under FSMA. What do I need to do? Turn over →



Food Safety Modernization Act (FSMA) Fully Covered Farm Requirements

If your farm is fully covered under FSMA then there are a number of items a farmer needs to do. Below is a list of some of the main requirements. All the requirements will be discussed in detail at the PSA Grower course.

- Have at least one supervisor or manager from the farm attend the FDA approved course. Right now there's only one called the Produce Safety Alliance (PSA) Grower course. Find courses here: <https://producesafetyalliance.cornell.edu/training/grower-training-courses/upcoming-grower-trainings/>
- Train all farm personnel on health and hygiene topics appropriate for their position. Have paper documentation of the date of training, topic(s) covered, and signature of trainee. Training documentation must be reviewed by a farm supervisor if that is a different person than the person that gave the training.
- Maintain time, temperature, and turning records for all compost (with animal inputs) made on the farm. If soil amendments with animal origins are bought, you must have a supplier Certificate of Conformance (CoC) or Certificate of Analysis (CoA) that states the product has been treated.
- Record of date and type of cleaning and/or sanitizing of equipment involved in harvest and/or postharvest. This record must be reviewed and signed by a supervisor.
- Water testing and documentation requirements exist, learn more at a PSA Grower training.
 - Only wash produce with water that has tested zero generic *E. coli* per 100 mL sample.

Farms with \$250,000-499,999 in adjusted food sales must be in compliance by 1/28/19.
Farms with \$25,000-249,999 in adjusted food sales must be in compliance by 1/27/20.

Food Safety Modernization Act (FSMA) Fully Covered Farm Recommendations

CAFF/FG highly recommends that all farms regardless of their size and FSMA status implement Good Agricultural Practices (GAPs). What are GAPs?

GAPs are a voluntary set of practical best practices put in place on a farm to help reduce food safety risks. GAPs are adaptable to the unique needs of every farm. Most farms explain what GAPs practices they're doing on their farm in their Farm Food Safety Plan. GAPs cover five main topic areas: 1) water, 2) employee training (health & hygiene), 3) land use and animal access, 4) equipment, tools, and buildings, and 5) manure, compost, and chemicals.

Learn more and access our free resources at <https://www.caff.org/food-safety/>