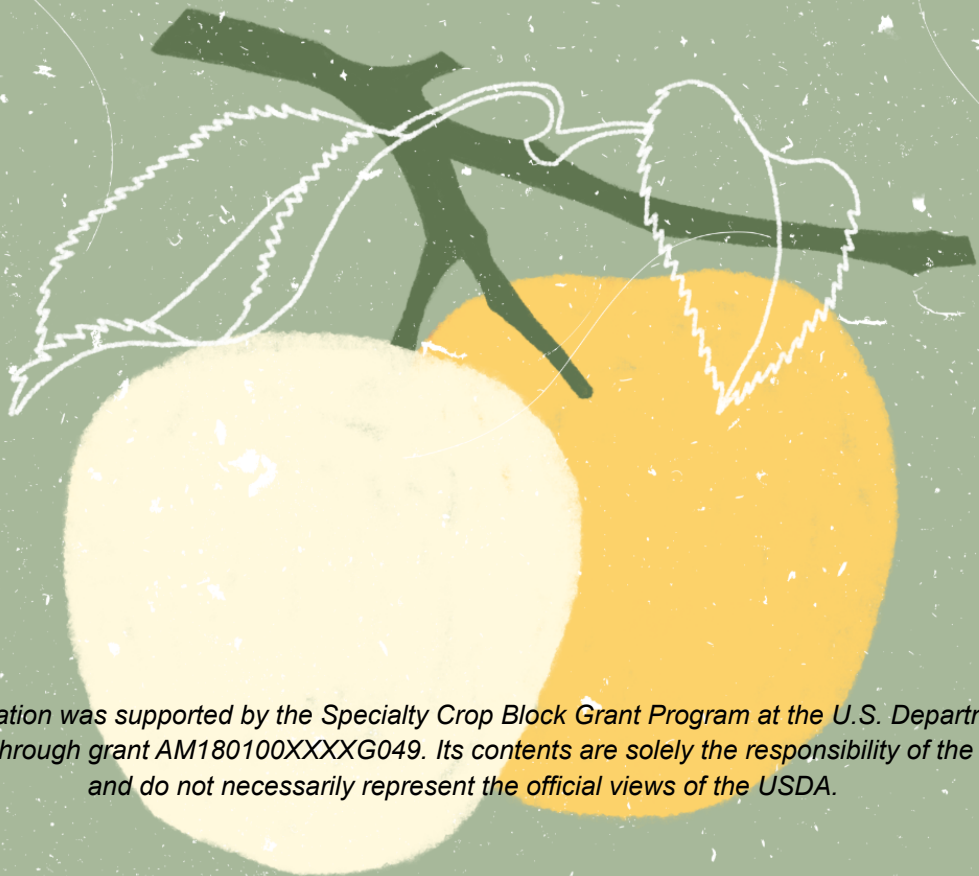


S.D. Farmers Market

Resource Guide

Developed by:

South Dakota
SPECIALTY PRODUCERS
A S S O C I A T I O N



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Resources for Farmers Markets

Resources for Starting and Operating Farmers Markets

[Five Steps for Founding a New Farmers Market](#) by SDSU Extension guides new markets through five key steps for success

[Decisions for Farmers Market Setup and Operation](#) is a an article by SDSU Extension that is filled with key questions and discussion points for a farmers market board to consider when developing their farmers market

[Working with your Board of Directors](#) document by the Northeast Organic Farmers Association of Vermont describing types of farmers market boards and responsibilities

A guide from Massachusetts on [How to Run a Farmers Market](#), describing steps for getting started, how to run a farmers market, how to sell at a farmers market, and an example of farmers market rules.

[Understanding Farmers Market Rules](#), published by the Farmers Legal Action Group Incorporated, this article outlines types of rules a Farmers Market may choose to put into place.

[The Farmers Market Legal Toolkit](#) is from the Center for Agriculture & Food Systems, and outlines business structures, implementing SNAP, and how to manage risks.

Find a [listing of all South Dakota Farmers Markets](#), and add your market, to the listing at South Dakota Specialty Producer's Website

Electronic Purchases and SNAP

Farmers Markets and farm stands looking to offer [Electronic Purchases and SNAP](#) can find South Dakota resources with this article from SDSU Extension, and with this [video](#)

[Supporting Farmers Markets in Accepting SNAP Benefits](#) from the UMN Extension is a 32 page guide on accepting SNAP at Minnesota Farmers Markets

Food Regulations & Food Safety For Farmers Markets

[Food Safety for South Dakota Farmers Market Vendors: Regulations and Best Practices](#) is produced by SDSU Extension and provides Farmers Markets with an explanation of foods allowed without licensing, and foods that can be sold with licensing.

SDSU Extension provides tips for keeping consumers safe at your Farmers Market when selling produce, baked goods, meats, giving away samples & donating food in this article on [Farmers Market Food Safety](#).

[Guidelines for Serving Samples at the Farmers Market](#) is written by SDSU Extension and offers an overview of how to be safe while handing out samples

[Requirements for Food Entrepreneurs Selling Food in South Dakota](#) outlines rules for foods being sold at Farmers Markets, through retail, interstate or as wholesale commodities.

All SDSU Extension Food Safety Resources can be found at their [Food Safety Page](#)

[Food service industry courses for food professionals and resources](#) from the University of Minnesota Extension includes links for trainings, such as Serve it up Safely, and other relevant resources

Marketing Outlets

Ideas for **direct marketing alternatives in South Dakota** for [Fruit & Vegetable Growers](#)

Agritourism is highlighted on this [South Dakota Department of Tourism](#) webpage, which helps South Dakotan producers get started in Agritourism.

Community Supported Agriculture (CSA) models can vary, as described in this [SDSU Extension article](#). Ideas for starting and running your CSA can be found in this NC State Extension [Resource Guide](#).

[Videos](#) produced by SDSPA on **Marketing for Retail Agriculture** and **Marketing for the New Normal**

A listing of **Retail sites and Grocery stores** carrying local products grown or produced by South Dakota farmers and ranchers can be found at the [SD Specialty Producers Association Website](#)

A listing of **chefs, restaurants & commercial foodservice sites** carrying local products grown or produced by South Dakota farmers and ranchers can be found at the [SD Specialty Producers Association Website](#)

Those interested in pursuing **Farm to School** can find various resources at the [South Dakota Specialty Producers website](#).

Producers selling at **roadside stands** can find checklists, tips and ideas at this [SDSU Extension article on Roadside Stands](#)

Small Businesses are encouraged to visit the [Small Business Development Center](#) for consulting on starting a South Dakota Business.

The [South Dakota Value Added Agriculture Center](#) is funded by sixteen producer based ag commodity groups, trade organizations and cooperatives dedicated to the development of **value-added agricultural businesses** in South Dakota.

[South Dakota Department of Health](#) information on **Food Service Licensing**

South Dakota producers needing pesticide applicator information can find this information [here](#).

Information on joining **Ag Marketing Groups** through the [University of Minnesota](#)

Product Specific Resources for Industry Support and Sales Information

Beer

[South Dakota Craft Brewers Guild](#) is a non-profit organization which exists to create a collective voice for South Dakota's Craft Brewers at the national, state and local levels as well as help our members find success by providing valuable resources to new and existing breweries

[South Dakota's Department of Revenue](#) guide for selling alcohol

Beverages (cider, fruit juice, tea)

[Selling Juice in South Dakota](#) a South Dakota State University Extension document on how to safely and legally sell juice

Christmas Trees

[Minnesota Christmas Tree Association](#) provides information to help promote and produce fresh Christmas trees

SDSU Extension article on harvesting and care of [Christmas Trees](#)

Dairy

Milk

[South Dakota Department of Agriculture](#) listing of laws pertaining to milk sales in South Dakota

Cheese

PennState Extension article on [Farmstead and Artisan Cheesemaking](#) explains marketing, production, facilities, and risk management.

Goats milk

The knowledge base section of the [American Dairy Goat Association](#) has information on genetics, commercial dairying, goat health & management, goat identification, and more.

[The American Goat federation](#) represents dairy, meat and fiber goat producers. They provide resources for getting started, research, breeds, health, marketing, and classifieds.

Eggs

[Selling and Distributing Eggs in South Dakota](#): article by South Dakota State University Extension on licensing, grading and additional resources for selling eggs in South Dakota

[South Dakota Legislature](#) listing of laws pertaining to eggs and egg products

[USDA listing of regulations, grading and labeling of eggs](#)

The [Meat, Poultry and Egg Product Inspection \(MPI\) Directory](#) is a listing of establishments that produce meat, poultry, and/or egg products regulated by FSIS (Food Safety & Inspection Service)

Fibers, Hides, Textiles

[Fibershed](#) is a non-profit organization that develops equity-focused regional and land regenerating natural fiber and dye systems

[South Dakota Sheep Growers Association](#) is a source for information pertaining to raising sheep and wool in South Dakota.

[The American Goat Federation](#) represents dairy, meat and fiber goat producers. They provide resources for getting started, research, breeds, health, marketing, and classifieds.

[The American Sheep Industry Association](#) has producer education & Information related to animal care, health, and wool quality, in addition to Sheep & Goat Research Journal article summaries.

Flowers/Plants/Landscape

[South Dakota Nursery & Landscape Association](#) educates and promotes horticulture, certified nursery professionals, and the green industry in South Dakota.

Fruits

[Direct Marketing of Fruit and Processed Fruit Products by Growers and Food Processors at Markets](#) This guide, put out by SDSU Extension, provides scenarios to help producers understand how they can safely and legally sell their fresh & processed fruit

SDSU Extension article on [Picking & Storing Apples and Pears](#)

Herbs

[Local Foods: Whole Fresh Vegetables and Herbs](#) This article from SDSU Extension provides a summary of South Dakota laws, and links to additional resources for production, pesticides, harvesting, grading, food safety, marketing and associations.

[Preserving Herbs by Freezing or Drying](#) This guide from the University of Minnesota Extension explains how to harvest herbs, and then preserve by freezing or drying

Greenhouse Foods

[Deep Winter Greenhouses](#): The University of Minnesota Extension provides resources for green houses designed to limit fossil fuels needed while growing crops during a Midwest Winter.

A free download of [Minnesota high tunnel production manual for commercial Growers, 2nd Edition](#) is an in depth manual for risk management, structures, practices, production and finances for growing in high tunnels in Minnesota.

Honey & Beekeeping

[SD Department of Agriculture Apiary](#) webpage includes background on beekeeping in South Dakota, a listing of relevant laws, and links to the permits needed.

South Dakota Department of Agriculture [Apiary Registration System](#)

Examples and information on labeling your honey from the [National Honey Board](#)

Hops/ Malts

The [South Dakota Hop Growers Association](#) website lists South Dakotan producers who collaborate to improve the industry in South Dakota.

[Hop Growers of America](#) is a trade association focused on grower support through technical, scientific research; trade promotion and harmonization; educational outreach; expansion of industry and USDA statistics, and more

[Minnesota Hop Growers Association](#) (MHGA) has been established by growers, researchers, and other persons interested in Minnesota hop production.

[Nebraska Hop Growers Association](#) - Resources for midwestern Hop Producers, including resources for designing your operation, the growing season, post-harvest and general hops information.

[Michigan State University: Hops](#) Everything you need to know about growing hops in the Great Lakes region whether you are a farmer, brewer, or backyard enthusiast.

[Nebraska Hops:](#) The University of Nebraska- Lincoln provides resources and contact information of professionals who are involved in hop research

Meats & Poultry

[Meat Inspection in South Dakota: Requirements and Resources for Processing and Selling Meat](#)- A SDSU Extension publication summarizing how to legally sell meat in South Dakota, with explanations of types of inspections, labeling laws and additional resources.

[Guide for Purchasing Freezer Beef, Pork & Lamb](#)- Published by SDSU Extension this provides producers with information to make sure their consumers are aware of.

The SD Animal Industry Board webpage on [meat inspection](#), including applications, inspection requirements, a list of inspected establishments, and more.

[South Dakota Inspected Meat Establishments](#)- the SD Animal Industry Board listing of inspected meat establishments, location, and their type of approval.

The [Niche Meat Processor Assistance Network](#) is a community of people and organizations to help small meat processors thrive. Their website includes a beginner's guide to local meat processing, and national regulations & food safety guides.

The [Meat, Poultry and Egg Product Inspection \(MPI\) Directory](#) is a listing of establishments that produce meat, poultry, and/or egg products regulated by FSIS (Food Safety & Inspection Service)

Beef

[Understanding Beef Quality Grades](#): Factsheet from SD Beef explaining the different beef quality grades

Various resources on [beef marketing and economics](#) can be found at SDSU Extension's webpage on this topic.

Bison

[Dakota Territory Buffalo Association](#) promotes bison and bison meat. Resources include import requirements, market reports, newsletters, and sale information.

[The National Bison Association](#) has information for producers and consumers, resources for NBA members, and an online store with books & resources for sale.

[InterTribal Buffalo Council](#) is a collection of 69 federally recognized tribes whose mission is to restore buffalo to Indian Country.

Goat

[The American Goat Federation](#) represents dairy, meat and fiber goat producers. They provide resources for getting started, research, breeds, health, marketing, and classifieds.

A presentation from SARE on an introduction to [organically producing meat goats and lamb](#)

A presentation from Michigan State University Extension on [Getting Started with Meat Goats](#)

Lamb

The [South Dakota Sheep Growers Association](#) focuses on sheep & wool production in South dakota. They provide outreach in four key areas; sheep production/education, wool, scrapie eradication and new producer/ youth mentorship.

[American Sheep Industry Association](#) has producer education & Information related to animal care, health, and wool quality, in addition to Sheep & Goat Research Journal article summaries.

[American Lamb](#) provides articles, recipes and cooking tips specifically designed for consumers to successfully cook lamb.

A presentation from SARE on an introduction to [organically producing meat goats and lamb](#)

Pork

[South Dakota Pork Producers](#) website includes producer resources, legislative information, and events.

[Pork Information Gateway](#) includes resources on HR, facilities & equipment, nutrition, breeding, business management and environmental stewardship.

The [Rodale Institute](#) has resources for those interested in raising organic, pasture pork. These resources include research, facilities, and management.

[Tipsheet: Organic Pig Production](#) from USDA ATTRA on organic pork production, including considerations that pertain to organic swine, processing rules and additional resources

Poultry

SDSU Extension publication on [Selling Poultry at a Farmers Market](#) in South Dakota.

Published by the Sustainable Farming Project, this free guide titled [Building an On-Farm Poultry Processing Facility](#) is a guide for constructing a mobile poultry processing unit or stationary poultry processing facility on your farm.

Published by the Sustainable Farming Project, this free guide titled [Handbook for Small-Scale Poultry Producer-Processors](#) is a guide on how to apply for licensure to process poultry using a Massachusetts-Inspected MPPU

[Poultry Profit Calculator](#): Calculate the profit of processing your birds using a MPPU versus off-farm custom slaughter

Microgreens

[Growing Micro-Greens](#) is written for South Dakota Producers, and covers seed selection, growth and harvest

[Small Scale Microgreen Production](#) is published by the University of Tennessee Extension to describe how to produce plants with edible leaves and stems.

Mushrooms

[Mushroom Information & Resources](#): PennState Extension provides mushroom producers & harvesters with helpful articles and information on pests & disease, food safety, and business management.

The [American Mushroom Institute](#) is a national voluntary trade association representing the growers, processors and markets of cultivated mushrooms in the United States and industry suppliers worldwide.

Nuts

[Requirements for Selling Food to Retail in South Dakota](#)- SDSU Extension resource on requirements for peanut & nut sales in South Dakota.

[Hybrid Hazelnut Consortium](#)- Nebraska Forest Service resource for helping develop hazelnuts as a sustainable crop across Nebraska and the region for food, animal feed, and even biofuel. This site includes how to choose plants and marketing.

The [National Nut Growers Association](#) promotes scientific research in nut breeding and culture.

[Fruit and Nut Plant Information Sheets](#) are available from the UNL Gardens

Organic (Certified)

[National Organic Program](#) is a federal regulatory program that develops and enforces consistent national standards for organically produced agricultural products sold in the United State. This site includes regulations and certification information.

USDA offers definitions, links, and resources related to organic production, organizations, and careers through their [Information Access Tools](#)

Find an [USDA Organic Certifying Agent](#) near you with this locator

[Midwest Organic & Sustainable Education Service](#) is a nonprofit organization that promotes organic and sustainable agriculture by providing the education, resources and expertise farmers need to succeed.

[Sensitive Site Registry](#)- An article describing driftwatch.org. Producers with fruits, vegetables, honey, and organic crops sensitive to pesticide drift are encouraged to get registered.

A presentation titled [Organic in South Dakota](#) gives an overview of organic production in South Dakota

[Organic Farmers Association](#) provides a strong and unified national voice for domestic certified organic producers.

Pet Food & Treats

Published by SDSU Extension, this article provides information for anyone interested in selling [pet food and pet treats](#) in South Dakota.

Pulse Crops

[South Dakota Pulse Growers](#) encourages production of field peas, chickpeas, lentils and dry beans in South Dakota.

The [Northern Plains Sustainable Ag Society](#) is a Nonprofit, member-based organization that promotes sustainable food systems through education and research

Value-Added (Processed) Goods

SDSU Extension resource on [requirements for value-added \(processed\) goods](#) included candies, sauces, baked goods, canned goods, dough and more.

Canned Goods

Options for approved [recipes for canning](#) from SDSU Extension

[Testing Dial Pressure Canner Gauges](#): An article by SDSU Extension describing types of Pressure Canners, and how to have them tested to assure accuracy.

[SDSU Extension Food Preservation](#) video on Pressure Canning

Fermented

Publication by the North Central Region Center for FSMA Training, Extension and Technical Assistance on the [Federal and State Regulations on Selling Fermented Foods](#)

Pickled Vegetables

Publication by the North Central Region Center for FSMA Training, Extension and Technical Assistance on the [Federal and State Regulations on Selling Pickled Vegetables](#)

Syrup

[Selling Maple Syrup at Farmers Markets](#)- An article by SDSU Extension providing information on how to sell safe Maple Syrup at a farmers market or at retail stores.

[Harvesting Maple Syrup in South Dakota](#) provides information on tree selection, harvesting sap, and making syrup in South Dakota

Vegetables

[Local Foods: Whole Vegetables & Herbs](#)- This article from SDSU Extension provides a summary of South Dakota laws, and links to additional resources for production, pesticides, harvesting, grading, food safety, marketing and associations.

South Dakota State University Extension has articles on growing, harvesting and storing [carrots](#), [cucumbers](#), [garlic](#), [indian corn & popcorn](#), [pumpkins & winter squash](#), [leafy greens](#) and [root vegetables](#),

[Food Safety Rules for Fruit & Vegetable Growers: FAQ](#)- This article, produced by SDSU Extension, addresses frequently asked questions regarding food safety rules for fruits & vegetables.

FDA [Standards for the Growing, Harvesting, Packing, and Holding of Produce for Human Consumption](#)

NC State Extension guide on [Postharvest Handling of Produce](#) in regards to postharvest equipment, handling and cooling parameters, general postharvest guidelines for quality and testing, and proper storage practices.

The [Midwest Vegetable Production Guide](#), produced by Perdue University, can be downloaded for free. It includes information on fertility, variety, cultural, and pest management recommendations.

Wine

[South Dakota's Department of Revenue](#) guide for selling alcohol

South Dakota [License Requirements](#) for manufacturing wine

The [United States Alcohol and Tobacco Tax and Trade Bureau](#) guide for the wine industry

[Winery Business Plans & Feasibility Studies](#) produced by Iowa State Extension Guide for the Midwest Wine & Grape Industry

Resources for [enology and viticulture](#) from Iowa State University

[Vineyard resources](#) produced by South Dakota State University Extension, including Articles on soil testing, a monthly vineyard work calendar, South Dakota grape varieties, and pests