

# Food Safety Modernization Act-Produce Safety Rule Qualified Exemption Annual Review & Verification Worksheet

A farm is eligible for a qualified exemption from the Food Safety Modernization Act (FSMA) Produce Safety Rule (21 CFR § 112) if the farm's annual **food sales** are less than \$500,000, averaged over the previous 3 years and adjusted for inflation AND a majority of these sales are to **qualified end-users**.

This worksheet may be used to meet the requirement in 21 CFR § 112.7(b) that "you must establish and keep adequate records necessary to demonstrate that your farm satisfies the criteria for a qualified exemption ... including a written record reflecting that you have performed an annual review and verification of your farm's continued eligibility for the qualified exemption."

To support this record, retain all records used to determine calculations for the annual review.

**See reverse for definitions and inflation-adjusted figures.**

**Step One:** Sales receipts or records reflecting total **food sales** over the previous 3 years

Year 1 (sales year): \_\_\_\_\_ \$ \_\_\_\_\_

Year 2 (sales year): \_\_\_\_\_ \$ \_\_\_\_\_

Year 3 (sales year): \_\_\_\_\_ \$ \_\_\_\_\_

Average total food sales:            \$ \_\_\_\_\_

**Step Two:** Food sales directly to **qualified end-users** over the previous 3 years

Year 1 (sales year): \_\_\_\_\_ \$ \_\_\_\_\_

Year 2 (sales year): \_\_\_\_\_ \$ \_\_\_\_\_

Year 3 (sales year): \_\_\_\_\_ \$ \_\_\_\_\_

Average sales to qualified end-users:    \$ \_\_\_\_\_

**Step Three:** Calculation

\_\_\_\_\_ ÷ \$ \_\_\_\_\_ × 100 = \_\_\_\_\_ %

Average sales to  
qualified end-users

Average  
total food

Percentage sales to  
qualified end-users

Farm Name: \_\_\_\_\_

Farm Address: \_\_\_\_\_

Reviewed by: \_\_\_\_\_ Title: \_\_\_\_\_

Signature: \_\_\_\_\_ Date: \_\_\_\_\_

**\*This record must be reviewed, dated, and signed by a supervisor or responsible party for the farm to meet the requirements in 21 CFR § 112.7(b).**

*Questions? Contact the New Hampshire Department of Agriculture, Markets & Food, NH Produce Safety Program  
Vickie Smith, Produce Safety Program Planner, [victoria.smith@agr.nh.gov](mailto:victoria.smith@agr.nh.gov)*

## Definitions 21 CFR § 112.3

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**Food:** (1) articles used for food or drink for man or other animals, (2) chewing gum, and (3) articles used for components of any such article.

**Food Sales:** All food sales from the farm, including human and animal food.

**Qualified End-User:** The consumer of the food OR a restaurant or retail food establishment located in the same state as the farm that produced the food or within 275 miles of the farm.

Examples of qualified end-users include, but are not limited to, the following when the end-user is located in the same state or within 275 miles of the farm:

- CSA shareholder
- Farm stand
- Grocery store
- Restaurant

## FSMA Inflation Adjusted Cut Offs

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See <https://go.usa.gov/xns8V> (case sensitive URL) for additional cut offs.

Baseline Value for Cut-offs (2011)	Value in 2012	Value in 2013	Value in 2014	Value in 2015	Value in 2016	Value in 2017	Average 3 Year Value for 2015–2017
\$500,000	\$509,199	\$517,417	\$526,645	\$532,170	\$539,121	\$548,654	\$539,982

## Modified Requirements for farms that are eligible for a qualified exemption

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**Labeling:** A farm eligible for a **qualified exemption** from the Produce Safety Rule must notify consumers as to the complete business address of the farm where the food is grown, harvested, packed, or held. The compliance date for this requirement is **January 1, 2020**.

If your farm is eligible for a **qualified exemption**, you must comply with certain modified requirements and keep documentation as per sections 112.6 and 112.7 in the rule, including the following subparts:

1. Subpart A (General Provisions)
2. Subpart O (Records)
3. Subpart Q (Compliance and Enforcement)
4. Subpart R (Withdrawal of Qualified Exemption)

These subparts can be reviewed via the [Electronic Code of Federal Regulations](#) (Standards for the Growing, Harvesting, Packing, and Holding of Produce for Human Consumption). You can also link to the rule from <https://go.usa.gov/xQgKy> (case sensitive).

*\*Funding for this statement, publication, press release, etc. was made possible, in part, by the Food and Drug Administration through grant PAR-16-137. The views expressed in written materials or publications and by speakers and moderators do not necessarily reflect the official policies of the Department of Health and Human Services; nor does any mention of trade names, commercial practices, or organization imply endorsement by the United States Government.\**