

Average Annual Produce Sales Worksheet

This form is for your use only to assist in calculating produce sales. Please do not return this form to ISDA.

Produce Safety Rule (PSR) Coverage

How to find your Total Average Annual Produce Sales:

Sales receipts or records reflecting **total produce sales** over the previous three (3) calendar years:

Example:

						Total Average Annual Produce Sales
Year 1 Produce Sales	+	Year 2 Produce Sales	+	Year 3 Produce Sales	÷	3 =
\$10,000		\$20,000		\$30,000		\$20,000

						Total Average Annual Produce Sales
Year 1 Produce Sales	+	Year 2 Produce Sales	+	Year 3 Produce Sales	÷	3 =

Farms that grow, harvest, pack, or hold produce and have an average annual value of produce sold during the previous three-year period of \$25,000 or less are not covered by the PSR. (21 CFR 112 § 112.4(a))

Note: Produce includes all produce that is grown, harvested, packed, or held on the farm, not just covered produce.

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Qualified Exemption Worksheet

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Qualified Exemption from the Produce Safety Rule (PSR)

How to find your Total Average Annual Food Sales to qualified end-users:

Sales receipts or records reflecting **total food sales to qualified end-users** over the previous three (3) calendar years:

Year 1 Food Sales to qualified end-users	+	Year 2 Food Sales to qualified end-users	+	Year 3 Food Sales to qualified end-users	÷	3	=	Total Average Annual Food Sales to qualified end-users

How to find your Total Average Annual Food Sales:

Sales receipts or records reflecting **total food sales** over the previous three (3) calendar years:

Year 1 Food Sales	+	Year 2 Food Sales	+	Year 3 Food Sales	÷	3	=	Total Average Annual Food Sales

***Food:** means (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, and includes seeds and beans used to grow sprouts.

How to find your Percentage of Food Sales to qualified end-users:

*Qualified end-users are consumers of **food** or restaurants or retail food establishments that are in the same state or Indian reservation as the farm that produced the food, or not more than 275 miles from such farm. Both of the following requirements must be met for qualified exemption: (1) more than 50% of your average annual **food** sales are to qualified end-users and (2) annual **food** sales are less than \$500,000. 21 CFR §112.5 (a)(1)(2)

To be eligible for a qualified exemption and modified requirements, more than half of your average annual food sales must be sales to a qualified end-user and total food sales cannot exceed \$500,000 during a calendar year.

Average Annual Food Sales to qualified end-users (3 - years)	÷	Total Average Annual Food Sales	X	100	=	Percent of sales to qualified end-user