

Legal

When establishing a business-to-consumer (B2C) beef company, there are several relevant licenses and inspections which producers may need in Kansas. There are three main pathways producers may utilize for this business: 1) custom-exempt; 2) sales only in the state of Kansas; or 3) sales within Kansas and other states. It is important to contact state officials to ensure that your business has the proper licenses and inspections required to do business. It is important to note that it is recommended for all operations to obtain liability insurance.

1. Custom-exempt

This pathway is for those beef producers who sell beef shares only (e.g., whole, half, or quarter beef) without selling beef portions or retail cuts.

Producers operating within the custom-exempt category are not actually selling meat products. Rather, they are selling finished live animals to individuals who are then taking the live animals to the processor for slaughter. Since the beef producers are not selling any meat products, they are not required to obtain a Meat and/or Poultry Wholesale License from the Kansas Department of Agriculture (KDA). However, the plant (processor or locker) which is processing the cattle must be state or federally inspected and licensed with the state of Kansas.

2. Sales only in the state of Kansas

This pathway is for those who sell retail cuts of beef or beef shares (e.g., whole, half, or quarter) to Kansas consumers, retail stores, or foodservice facilities.

Producers wishing to sell meat products to consumers in the state of Kansas are required to obtain a Meat and/or Poultry Wholesale License, or a Food Safety License from the KDA. The license includes a registration fee, and the requirement for an annual inspection of the facility where the KDA or USDA inspected and passed retail product that is to be sold is located. The Meat and/or Poultry Wholesale License allows producers to sell fully inspected products directly to consumers, as well as retail outlets such as grocery stores, restaurants, schools, and hotels. The Food Safety License is required for businesses selling any non-meat products. Furthermore, producers wishing to market meat in this way must have their cattle slaughtered and processed at facilities inspected by the KDA or USDA.

3. Sales within Kansas and other states

This pathway is for those who sell retail cuts of beef or beef shares (e.g., whole, half, or quarter) to consumers, retail stores, or foodservice facilities in Kansas and other states.

Producers wishing to sell meat products to consumers in the state of Kansas, as well as other states are required to obtain a Meat and/or Poultry Wholesale License from the KDA. This includes producers shipping meat products to other states, such as in a “subscription box” marketing format. Producers may also be required to obtain licenses from each state where they plan to sell their products in, and should contact each state agency for more information. Since meat products will be sold beyond state lines, it is required that the facility processing the cattle be inspected by the USDA.

Business Pathway	Licensing Requirements for Beef Producers	Processing Facility Inspection Requirements
Custom-Exempt	No licensing requirement	Must be KDA or USDA inspected
Sales only in the state of Kansas	KDA Meat and/or Poultry Wholesale License	Must be KDA or USDA inspected
Sales within Kansas and other states	KDA Meat and/or Poultry Wholesale License & licenses from each state where product is being sold	Must be USDA inspected

Link to KDA Meat & Poultry Website: <https://agriculture.ks.gov/divisions-programs/meat-and-poultry-inspection/general-information>

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