

NAVIGATING CHANGES TO THE HOME-BASED VENDOR LAW

Amanda Deering

Department of Food Science

Who is a home-based vendor?

Pursuant to code: IC 16-42-5.3

A home based vendor shall prepare and sell only a food product that is:

- made, grown, or raised by an individual at the individual's primary residence, including any permanent structure that is on the same property as the residence
- not a potentially hazardous food product
- prepared using proper sanitary procedures
- not resold (e.g. you must sell to the end user and not to someone who intends to resell; if you did this you must be licensed as a wholesaler).

Home-Based Vendor Products

Examples of products sold by HBV

- Baked items
- Candy and confections
- Produce, whole and uncut fruit and vegetables
- Tree nuts, legumes
- Honey, molasses, sorghum, maple syrup
- Traditional jams, jellies and preserves made from high-acid fruits and using full sugar recipes (This is the only home-canned food allowed.)
- Dehydrated fruits and vegetables



Potentially Hazardous Foods

Definition

Any food that is natural or synthetic and requires temperature control and potentially hazardous because it is in a form capable of supporting any of the following:

- The rapid and progressive growth of infectious or toxigenic microorganisms
- The growth and toxin production of *Clostridium botulinum* (botulism)
- The growth of *Salmonella enteritidis* (raw shell eggs)
- A food of animal origin that is raw or heat treated
- A food of plant origin that is heat treated or consists of raw seed sprouts
- Cut melons, tomatoes, and lettuce
- Garlic-in-oil mixtures that are not modified in a way that results in mixtures that do not support growth described in subsection

Potentially Hazardous Food Products

What else makes a food “potentially hazardous”?

- PHF support the growth of pathogenic bacteria
 - pH greater than 4.6
 - Water activity greater than 0.85
 - Food Science Department will test HBV products for pH and water activity
 - Visit <https://ag.purdue.edu/department/foodsci/femi/>



Other foods that cannot be sold by HBV

Some products may be regulated by other agencies and regulations

- Raw meat and poultry
 - Board of Animal Health (BOAH)
- Chicken eggs
 - Indiana Egg Board



Changes to HBV Law in 2022

Two major changes that went into effect July 1st, 2022
to improve economic growth in Indiana

How or where
an HBV can sell
their products

The addition
of
requirements
for food
handler
training

HBV Markets

Where can you sell HBV products in Indiana?

- Farmers market
- Roadside stand
- In person, **by telephone, or through the Internet**
 - Products may be delivered to the end consumer in person, by mail, or by a third-party carrier
 - All HBV products can only be shipped within Indiana and are not allowed to be shipped across state lines.



Food Handler Training

What are the new training requirements?

- All home-based vendors must “obtain a food handler certificate from a certificate issuer that is accredited by the American National Standards Institute” (ANSI).
 - ServSafe Food Handler, online or in-person
 - Other options
- Purdue Extension is offering an in-person option for \$40



Enforcement

Who is regulating home-based vendors?

- County health departments
- Questions about enforcement in your county should be directed to your county health department



Resources

- [Purdue Food Science HBV Webpage](#)
- [FEMI Product Testing](#)
- Local Health Departments
- Purdue Extension



THANK YOU

Dr. Amanda Deering
Associate Professor, Food Science
adeering@purdue.edu

SUPPORTING THE FOOD INDUSTRY THROUGH FEMI



WHO WE ARE

FEMI Team

- Faculty Collaborators between Food Science & AGEC
- Specialized staff dedicated to FEMI initiatives
- Students across multiple disciplines



FUTURE CHALLENGES



Future Challenge



Growing population



Food shortage



Natural disasters, pandemics



Disruption of global food supply chain



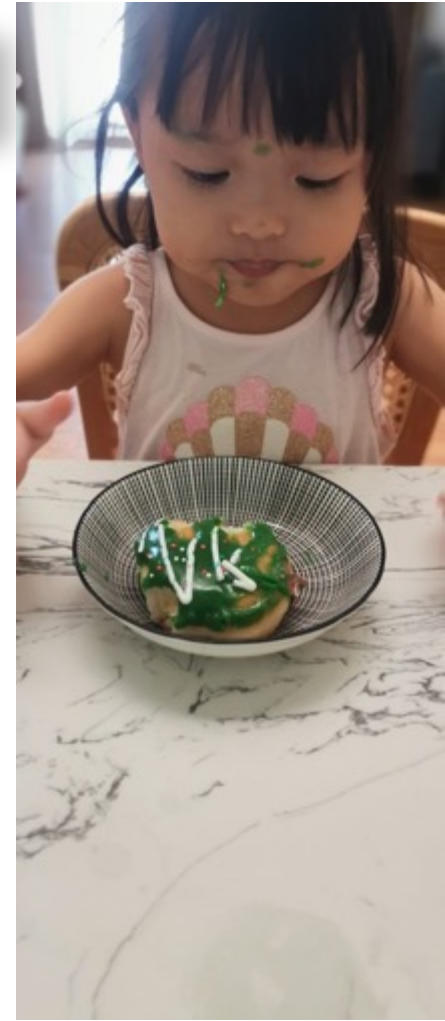
Diversify dependence on large scale supply chain



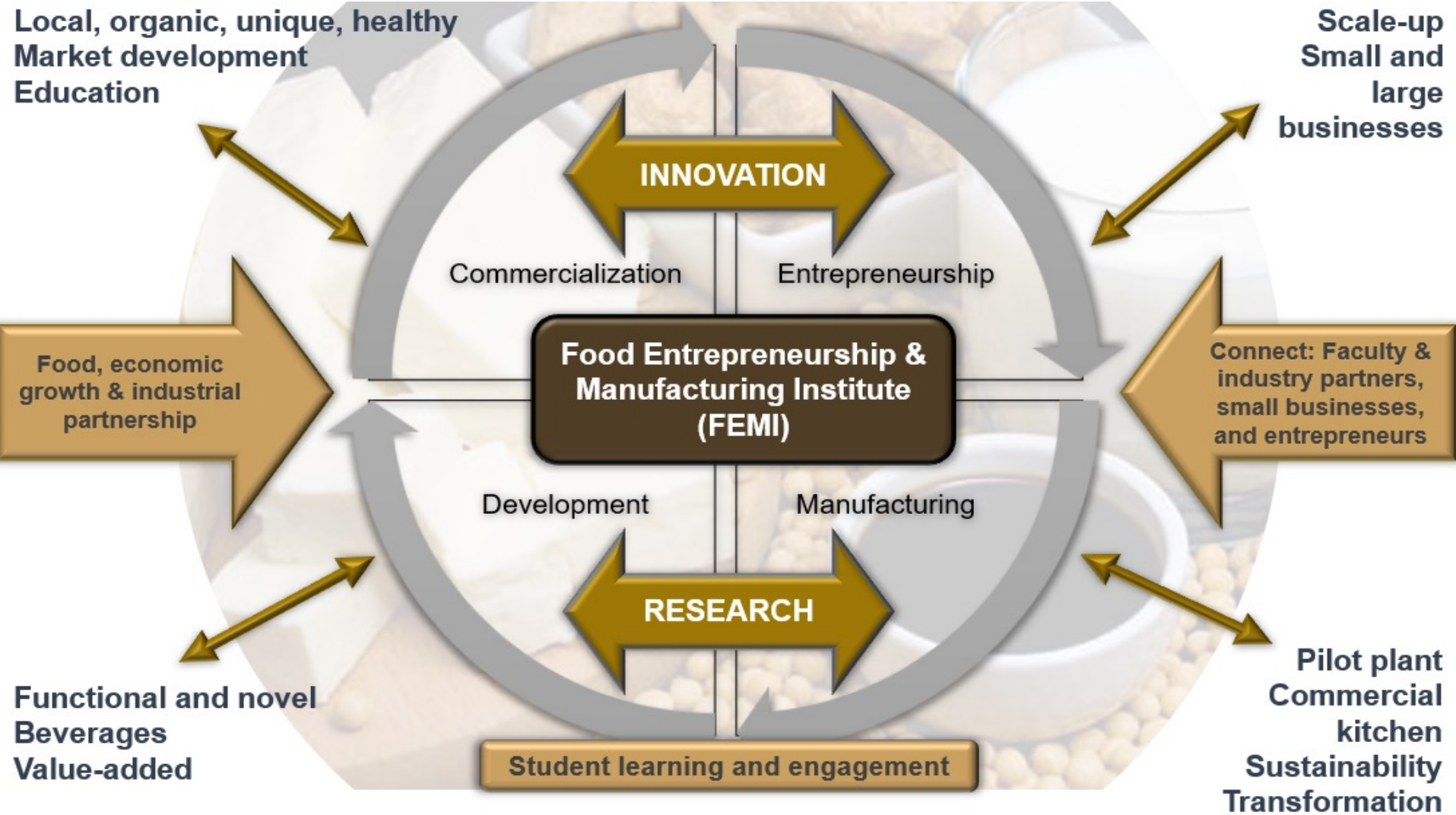
Local, organic, unique, boutique, healthy



Alternative ingredients, plant-based products



FEMI MECHANISM



FEMI MISSION



Food Entrepreneurship and Manufacturing Institute | FEMI

“Our mission is to **fuel economic growth** in the region and beyond by enabling **food and beverage companies** to **ideate, develop, and commercialize novel improved and sustainable products**; to provide learning experiences in **innovation** and **entrepreneurship** for students in the College of Agriculture; and to contribute to the land-grant research and Extension missions of Purdue University”



Better Process Control School | May, 2023

FEMI MISSION

Food Science & Agricultural Economics

Existing and Emerging Food Entrepreneurs

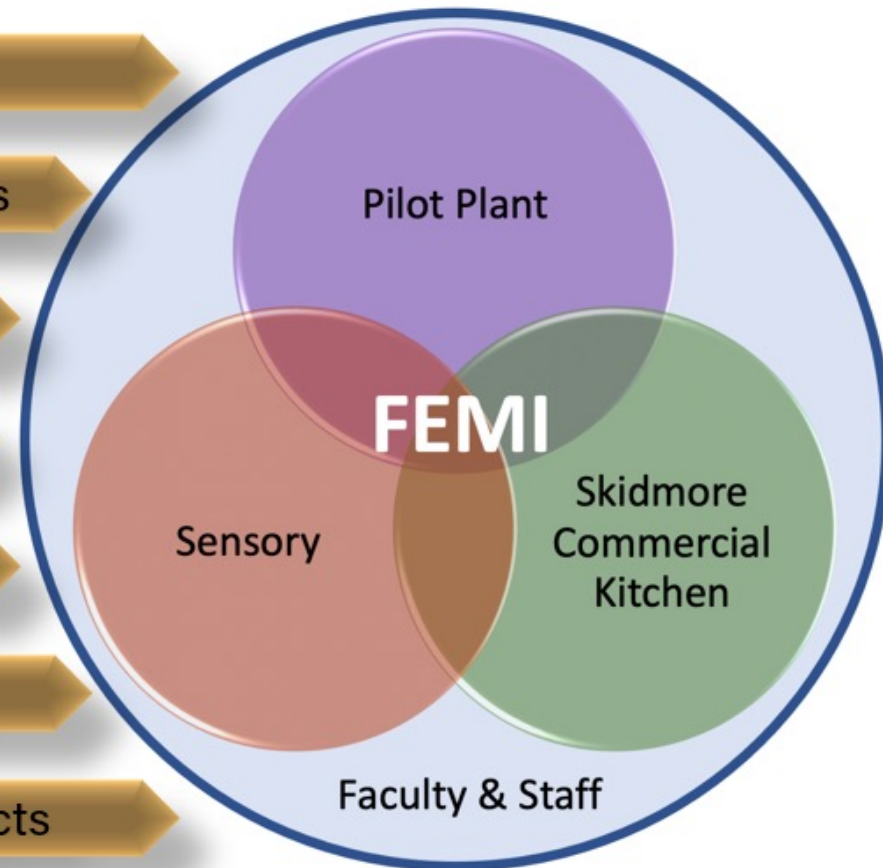
Food Manufacturers Product Innovation

Easy Access to a Pilot Facility

Avoid Costly Co-manufacturing Trials

Local, organic, unique, boutique, healthy

Alternative ingredients, plant-based products



WHY FEMI?

- Marketing & Business Plan
- GMP & Training
- Food Safety
- Food Quality
- Food Packaging
- Process Authority



- Interdisciplinary Team
- Industry Network
- One Stop Shop
- Combined strength
- Entrepreneur Network
- Successful Track Record

FEMI SERVICES

Value-added product development workshop

Business plan development workshop

Product testing & regulatory requirements

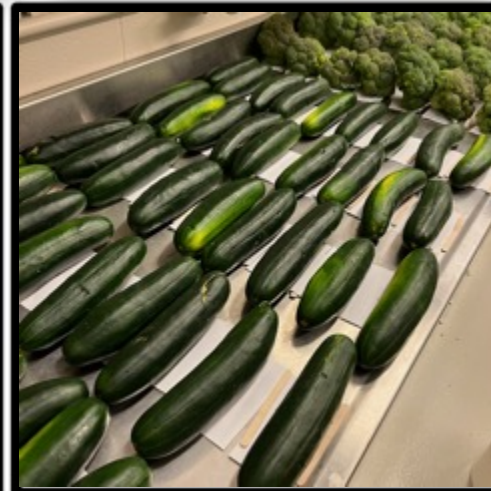
Food safety and quality in food processing

Product and process development

Novel manufacturing technology validation

Sensory evaluations

Marketing and Product Feasibility



FEMI EVENTS



Workshop & Trainings



ASEPTIC PROCESSING & PACKAGING

May 8-11, 2023

FOOD ENTREPRENEURSHIP DAY

May 16, 2023

BETTER PROCESS CONTROL SCHOOL

May 22-25, 2023

FEMI- Alternative Protein

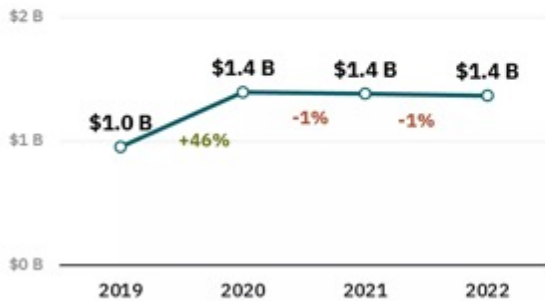
- Advancement in food manufacturing
- Overcoming barriers to commercialization of innovative technologies and products
- Health and wellness of consumers
- Addressing food security issues
- Impact on farmers by creating new markets
- Train food industry professionals and regulatory inspectors by leveraging strong extension program
- Build sustainable food manufacturing



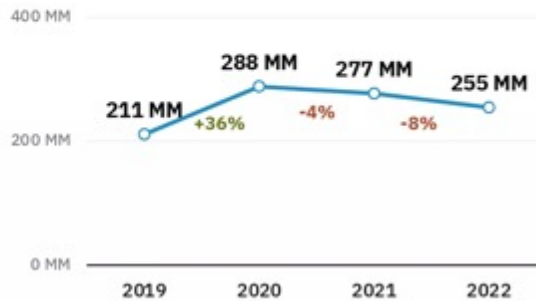
FEMI- Alternative Protein

Plant-based meat market, U.S. retail
2019–2022

Dollar sales

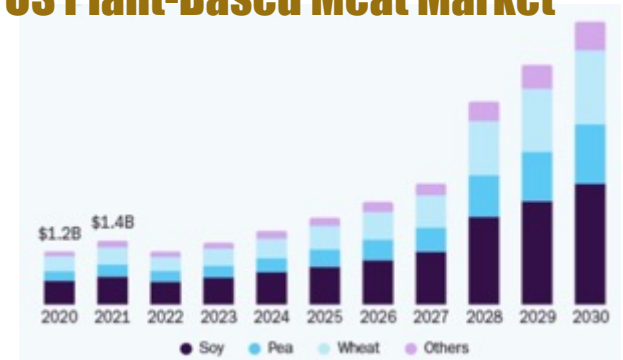


Unit sales

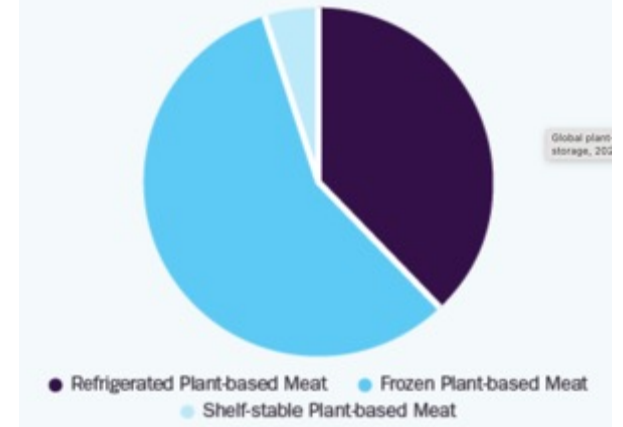


Source:
<https://gfi.org/marketresearch/>
<https://www.grandviewresearch.com/industry-analysis/plant-based-meat-market>

US Plant-Based Meat Market



Global Plant-Based Meat Market



3-Day Extrusion Workshop: Summer 2024



LECTURES

- Ingredient functionality
- Plant protein product development
- Functionality of protein
- Health benefits
- Novel protein-based food products
- Regulations

HANDS-ON LAB

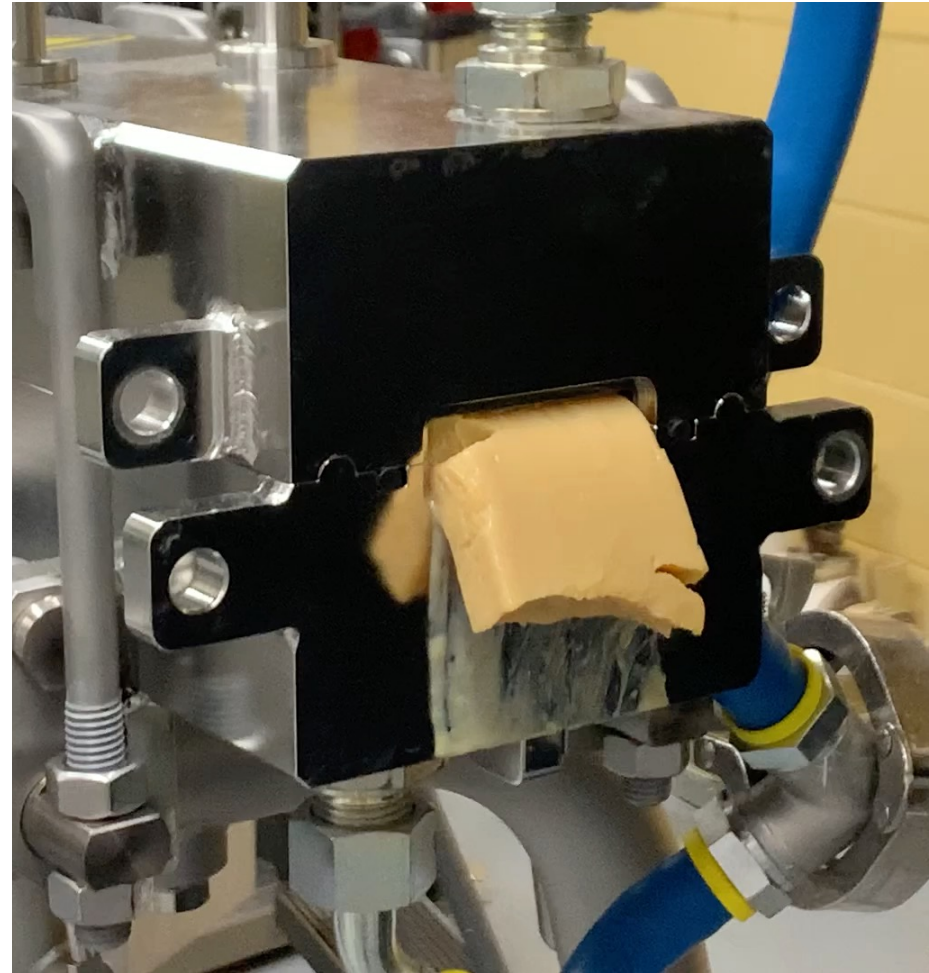
- Protein concentrates from seed
- High moisture extrusion trials
- Various plant-based meat analogues
- Analytical measurements
- Process parameters

GROUP ACTIVITIES

- Group discussions
- Problem solving
- Commercial food manufacturing
- Risk assessment and analysis planning

INDUSTRIAL TRIALS IN CERTIFIED PILOT PLANT

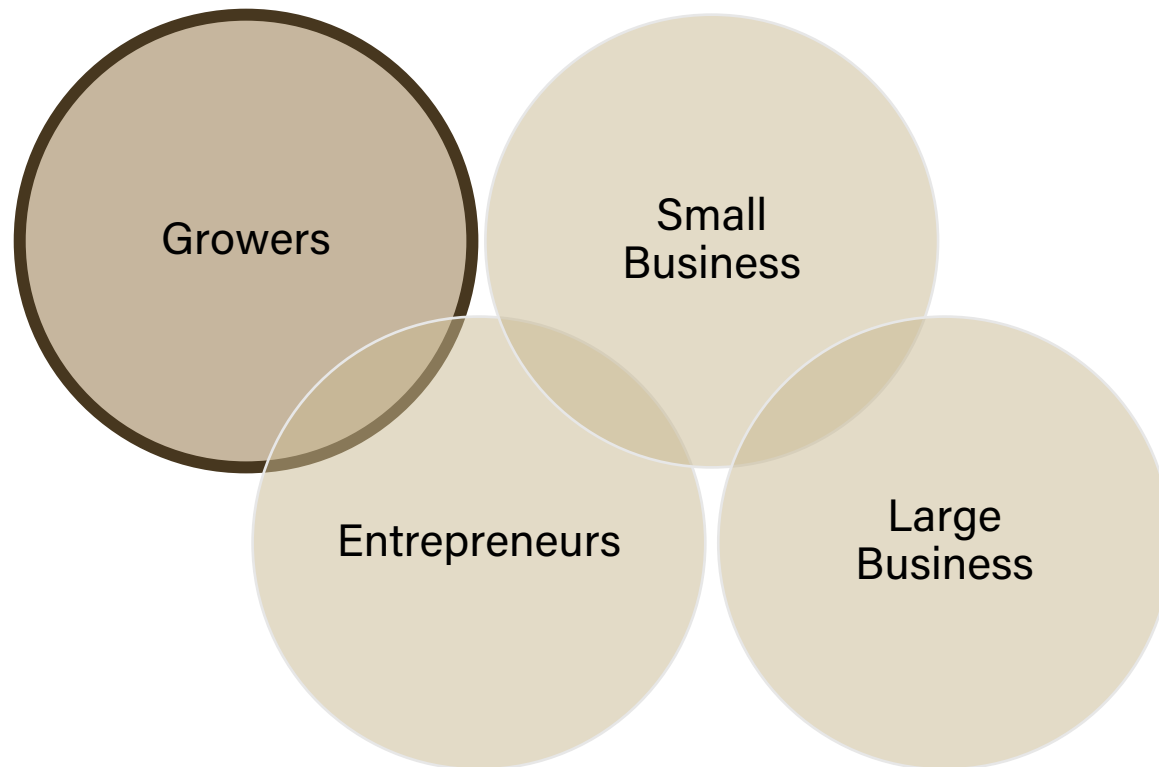
- Product functionality
- Avoid costly manufacturing trials
- Sensory analysis
- Establish process parameters for right outcome



USDA AG INNOVATION CENTER



FEMI CLIENT GROUPS



TIERED APPROACH

CURRENT PATHWAY

①

Basics of Food Product Design and Food Safety; Business Planning Workshops

- online delivery
- easy access

②

Focused Campus Training in Food Production and Processing; Parallel Engagement with Commercialization Partners

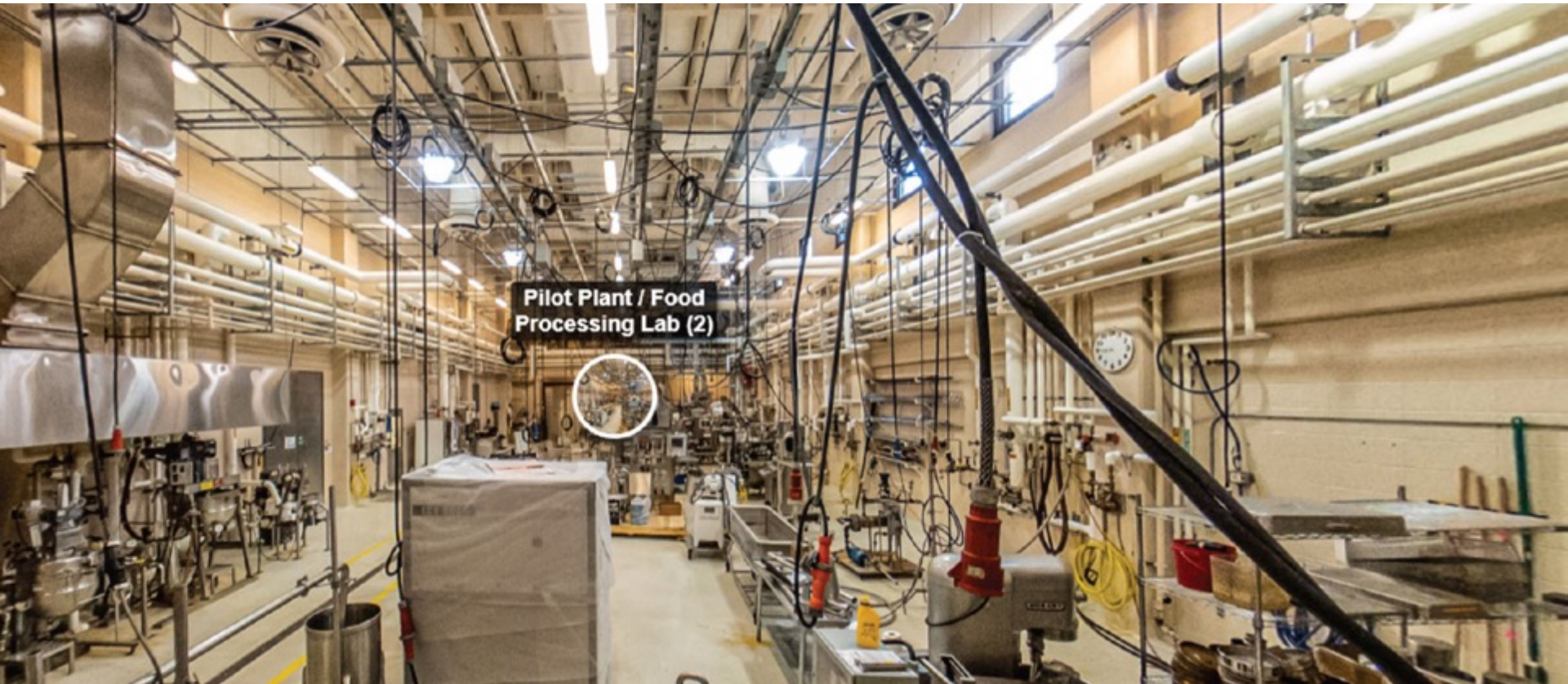
- Pilot Plant & Skidmore
- asynchronous workshops, video consultations

③

Focused 1:1 Campus Product Refinement; Intense Commercialization Engagement

- targeting 15 products
- individual FEMI team built around each concept

FACILITIES



FACILITIES



FACILITIES



PROPOSED TIMELINE

TASKS

Intro product development online workshop

- Development: April 2023-June 2023
Mishra/Deering/Butzke/Simsek
- Delivery: July 2023-March 2025
Mishra/Deering/Kingery

Intro business plan development online workshop

- Development: April 2023-June 2023
Marshall/Ellison/Foster/Wiatt
- Delivery: July 2023-March 2025
Marshall/Ellison

Product testing for determination of regulatory requirements

- Development: April 2023-May 2023
Mishra/Deering
- Delivery: June 2023-March 2025
Mishra/Deering/Kingery

Food safety & quality in food processing

- Development: July 2023-Nov
2023Mishra/Deering
- Delivery: Nov 2023-March 2025
Mishra/Deering/Kingery

Product & process development

- Development: Nov 2023-March 2024
Mishra/Deering/Kingery
- Delivery: March 2024-March 2025
Mishra/Deering/Kingery

Sensory evaluations

- Development: Nov 2023-Feb 2024
Mishra/Simsek
- Delivery: Feb 2024-March 2025 Mishra

Marketing and feasibility

- Development: July 2023-Feb 2024
Ellison/Marshall/Wiatt/Lusk/Foster
- Delivery: Feb 2024-March 2025
Ellison/Marshall/Wiatt/Lusk/Foster

Thank you!

Femi@purdue.edu
765.494.2766



PURDUE
UNIVERSITY®

**Food Entrepreneurship and
Manufacturing Institute**