NAVIGATING CHANGES TO THE HOME-BASED VENDOR LAW

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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).
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
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/](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
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.
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
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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

Local, organic, unique, healthy Market development Education

Food, economic growth & industrial partnership

Food Entrepreneurship & Manufacturing Institute (FEMI)

Commercialization Entrepreneurship

Development Manufacturing

INNOVATION

RESEARCH

Student learning and engagement

Scale-up Small and large businesses

Connect: Faculty & industry partners, small businesses, and entrepreneurs

Pilot plant Commercial kitchen Sustainability Transformation
"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-grand research and Extension missions of Purdue University."
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

Pilot Plant
Sensory
Faculty & Staff
Skidmore Commercial Kitchen

PURDUE UNIVERSITY
WHY FEMI?

Why FEMI?

At FEMI, we educate, facilitate, and innovate to help food businesses scale-up
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
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

US Plant-Based Meat Market

Global Plant-Based Meat Market

Source:
https://gfi.org/marketresearch/
https://www.grandviewresearch.com/industry-analysis/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

- Growers
- Small Business
- Entrepreneurs
- Large Business
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

Purdue University

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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 2023 Mishra/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!

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Food Entrepreneurship and Manufacturing Institute