Home Based Vending – Opportunities & Limitations

Indiana Small Farm Conference

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Purdue University Cooperative Extension Service is an equal access/equal opportunity institution.
Important Definitions

• Farmer’s Market
  – A common facility where two or more farmers or growers gather on a regular, recurring basis to sell a variety of fruits, vegetables and other farm products directly to consumers

• Roadside Stand
  – A place, building, or structure along or near a road, street, lane, avenue, boulevard or highway where a home-based vendor sells their food product(s) to the public

• Home-based Vendor
  – An individual who has made a non-potentially hazardous food product in their home kitchen and are selling ONLY at a farmer’s market or roadside stand
Home-based Vendor or Food Establishment?

• Food vendor must be either a home-based vendor OR a food establishment --- NOT both
  – May not comingle *potentially hazardous* foods and *non-potentially hazardous* foods

• No HBV foods may be sold (or resold) at other venues:
  – Retail establishments, i.e. restaurant or grocery store
  – Festivals
  – Carnivals, etc.
Home-based Vendor or Food Establishment?

• Home-based vendors
  – May **not** sell other commercially prepared products
    • i.e. pre-packaged items not produced in the home
  – Shall **not** deliver to any location other than a farmer’s market or roadside stand
    • Pre-ordering is acceptable (phone, internet, etc.)
    • Customer must take possession at Farmer’s market or roadside stand.
Packaging & Labeling

• HBV food products MUST be labeled
  – Name and address of producer (HBV)
  – Common or usual name of the food product
  – Ingredient list (descending order by weight)
  – Net weight and volume of package
  – Date on which the food product was processed

“This product is home produced and processed and the production area has not been inspected by the State Department of Health”
Packaging/Label Location

- Must be present with and/or on the food at the point of sale
  - Packaged
    - Label must be attached to package
    - No vacuum packaging
  - Unpackaged
    - May use easily read signs in place of attached label
    - Easily readable signs must include all the same information as an attached label

Note: Labeling (or a sign) is not required for whole, uncut produce
Potentially Hazardous vs. Non-Potentially Hazardous

• Potentially hazardous food(s)
  – May create public health risk
  – Requires temperature control because in a form capable of supporting of disease causing microorganisms
  – Any food that has ingredients, packaging and/or storage conditions that could lead to a human health risk
  – Examples:
    • Meat, poultry, seafood, cut produce, non-baked dairy products, shell eggs, non-baked egg-containing products, acidified foods, and low-acid canned foods
Bacteria Growth Factors

• 6 basic factors (FATTOM)
  – Food ingredients (especially Protein-rich foods)
  – Acidity
  – Time
  – Temperature
  – Oxygen
  – Moisture

• Acidity and Moisture = Most Critical (at room temperature)
  – Acidity – measured by pH
  – Moisture – measured by water activity
## Regulatory Limits

<table>
<thead>
<tr>
<th>Food Type</th>
<th>pH</th>
<th>Water Activity ($A_w$)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Non-potentially hazardous (other than whole, uncut produce)</td>
<td>Less than or equal to 4.6 (pH≤4.6)</td>
<td>Less than or equal to 0.85 ($A_w$≤0.85)</td>
</tr>
<tr>
<td>Potentially hazardous</td>
<td>Greater than 4.6 (pH&gt;4.6)</td>
<td>Greater than 0.85 ($A_w$&gt;0.85)</td>
</tr>
</tbody>
</table>
Product Type Evaluation

This list is intended to demonstrate a few examples of non-potentially hazardous foods and potentially hazardous foods, but is NOT a comprehensive listing.
Baked Goods

Non-Potentially Hazardous
(may be sold by HBV)

• Cookies
• Cakes
• Fruit pies
• Cupcakes
• Fruit breads
• Dessert bars
• Baguettes

Potentially Hazardous
(may NOT be sold by HBV)

• Products containing meat, poultry and/or aquatic animals
• Non-baked dairy products
  — Cheese, butter, yogurt, etc
• Non-baked egg-containing products
  — Shell eggs

Note: Shell eggs can be sold only by a regulated food establishment
Fruits and Vegetables

Non-Potentially Hazardous
(may be sold by HBV)

- Unprocessed, whole and uncut produce
  - Cherries
  - Berries
  - Tomatoes
  - Corn
  - Lettuce
  - Green Beans
  - Peppers
  - Etc.
- Fermented vegetables

Potentially Hazardous
(may NOT be sold by HBV)

- Raw seed sprouts
- Garlic in oil mixtures
- Herb and oil mixtures
- Any cut or processed produce
  - Cut melons
  - Topped strawberries
  - Etc.
- Non-fermented vegetables (acidified by addition of acid, aka pickled)
A: Acceptable
B: Unacceptable
“Pickled” Vegetables

• Fermented vegetables
  – Vegetables placed in a brine (saltwater) solution in which bacteria produce lactic acid to acidify the product
    • Bacteria may be natural or added starter culture
  – Do not require refrigeration
  – Example: Sauerkraut

• Non-fermented vegetables
  – Vegetables that are acidified by direct acid addition
    • i.e. vinegar added
  – Do not require refrigeration
  – Example: pickled beets, pickles (cucumbers)
Fruits/Canned Fruits

Non-Potentially Hazardous
(may be sold by HBV)

- Traditionally prepared fruit-based jams and jellies (e.g. sugar and pectin)
  - Grape
  - Strawberry
  - Blueberry
  - Raspberry
  - Blackberry
  - Etc.

Potentially Hazardous
(may NOT be sold by HBV)

- “Low sugar” jam/jelly
- “No sugar added” jam/jelly
- “Butters”
  - E.g. Pumpkin
Canned Foods

Non-Potentially Hazardous
(may be sold by HBV)

• Only naturally acidic products
  – Must have natural pH below 4.6
  – Fruit-based products
    • Grape, strawberry, blueberry, raspberry, blackberry, etc.
    – Some other non-chunky sauce products

Potentially Hazardous
(may NOT be sold by HBV)

• Acidified foods
  – Salsas
  – Non-fermented, pickled vegetables (beets, pickles, etc.)
  – Chutney
  – Chow-Chow

• Low-acid canned foods
  – Foods in hermetically sealed containers including cans, glass jars, plastic containers, etc.
  – Canned vegetables (ex: green beans)

• Foods in reduced-oxygen packaging
  – Vacuum pack

Note: The pH of all canned food products should be verified before sale
Meat, Poultry, Seafood

Non-Potentially Hazardous
(may be sold by HBV)

• Frozen Poultry

Potentially Hazardous
(may NOT be sold by HBV)

• ALL meat, poultry or aquatic animal products except frozen poultry
Syrups

Non-Potentially Hazardous (may be sold by HBV)
- Maple syrup
- Honey
- Molasses
- Sorghum

Potentially Hazardous (may NOT be sold by HBV)
- Simple syrups
Tree Nuts and Legumes

Non-Potentially Hazardous (may be sold by HBV)
- Peanuts
- Almonds
- Cashews
- Walnuts
- Pistachios
- Etc.

Potentially Hazardous (may NOT be sold by HBV)
- None
Candies and Confections

Non-Potentially Hazardous
(may be sold by HBV)

• Caramels
• Chocolates
• Fudge
• Peanut brittle
• Chocolate-covered fruits and/or nuts
• Bonbons

Potentially Hazardous
(may NOT be sold by HBV)

• None
Food Sampling for Consumers

• “Proper sanitary procedures” must be followed
  – Hand washing
  – Package/container sanitation
  – Safe storage (single portion, protected during display)
  – Use of utensils, tongs or wax papers...

• Sampling does not include assembly of 2 or more HBV products at point of sale

• Must discontinue if not sanitary
Specific Market Rules

• Farmer’s Markets
  – Managed by a market master
  – Unique, specific rules at each market
  – Some farmer’s markets may have regulations about HBV
  – Always review rules and regulations or speak to the market master when looking to sell at a new location
Regulatory Oversight

• Indiana State Department of Health (ISDH) & Local County Health Departments
  – May examine HBV food products and labeling to ensure compliance
  – May also verify safety such as pH and Aw
  – Consumer complaint will trigger an inspection
  – Reason to believe products are potentially hazardous
SAFE Food Handling
And Preparation

Adapted and updated from:
Linda Souchon
Purdue Extension – Food Safety Day Curriculum
Contributing factors of foodborne illness

Source: CDC
Good Personal Hygiene

It is all about you!
What You Cannot See Can Cause

- Staph
- E. coli
- Salmonella
- Hepatitis
- Listeria
- Strep

Compliance Control

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Hand Washing Requires

- Potable hot and cold running water (recommend at least 100°F)
- Suitable hand cleaner (i.e. soap; pump dispenser preferred)
- A waste receptacle
- 20 seconds of your time
- Dry hands with disposable towel

Using hand sanitizers is not hand washing!
When to Wash Hands

• Before placing gloves on hands
• After using the restroom, coughing, sneezing, blowing your nose, or after a break
• Before and during food preparation
  – When switching between raw food and ready-to-eat foods
• After engaging in other activities that contaminate hands
Temporary Set-up for Hand Washing

- Wastepaper Basket
- Warm Water
- Free Flowing Spigot
- Soap
- Single Use Towels
- Discard Bucket
Temporary Set-up for Hand Washing
Hand Hygiene

- Short, smooth nails
- No nail polish or artificial nails
  - Single use gloves may be worn in most jurisdictions
- If cut or wound on hand or forearm, wound must be covered with a clean, dry bandage and if on hand, single use gloves must be worn
- Gloves must be changed any time they become contaminated or torn
  - Hands must be washed prior to putting on gloves
- No jewelry

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Wearing a Hair Restraint

• Hair restraints are required any time a food employee handles any exposed food or clean utensils

• This applies to everyone who qualifies as a food employee or volunteer
HBV - Avoid Food Prep When

- Fever
- Fever and Sore Throat
- Vomiting
- Diarrhea
- Jaundice
- You or someone in your household diagnosed with:
  - Salmonellosis
  - Shigellosis
  - E. Coli infection
  - Hepatitis A
  - Norovirus infection
What is Ready-to-Eat Food?

• Food that is **edible**, and would require no further washing, cooking, or preparation to be safe
• This includes bread, baked goods, candies, raw, washed cut fruits and cut vegetables
• This includes any foods/samples presented to customers for consumption
Hands Off Ready-to-Eat Foods

- Evidence has shown food handlers’ hands are the most common source of viruses and bacteria transmitted to food

- Use of a “utensil” when handling ready-to-eat food
  - Gloves, papers, tongs, spatulas, etc.
Safe Preparation in the Home Kitchen

- No smoking, chewing gum or tobacco, or eating while preparing or selling products
  - Covered drink okay
- No domestic animals in preparation or selling area
- Infant, children or seats should never be on food contact surface/prep area or where single use items are stored
- No comingling of hazardous food preparation and non hazardous food preparation
  - Ex: One should not be preparing family dinner and HBV Food items at same time/location
Prior to Preparation of HBV Items

- All food contact surfaces should be washed, rinsed and sanitized, including dish washing area
  - Potable water
- All equipment and utensils should be washed, rinsed and sanitized
- Utilizing automatic dish washer is acceptable
- Ingredients, equipment must be stored at least 6” off the floor or ground
Manual Dishwashing in HBV Kitchen

110°F

Running or Dip Rinse

WASH

SANITIZE

RINSE

AIR DRY

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Temporary Dishwashing Area on Site
Sanitizer Options

• Use household chlorine bleach, no scented bleaches
• Equipment or surface must be clean before sanitizing
• Clean – no visible soil, dirt, grease
• Sanitize – reduced microorganisms to a safe level
• Test Strips for Chlorine Bleach (ppm)
Reduce Contamination from Wiping Cloths

• Do NOT store cloths on equipment or preparation surfaces
• Store wiping cloths in sanitizer when not in use

• Use paper towels when utilizing sanitizer from a spray bottle

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Preparing Samples, HBV Sale Items

- Samples should be prepared at home
- Thoroughly wash hands prior to cutting, preparing samples
- All surfaces and equipment coming in contact with the food item must be cleaned and sanitized prior to use
- Utilize a clean and sanitized cutting board and knife to prepare samples
- Individually wrap, bag or place samples in taste cups
- Provide tongs or utensils for customer to dispense food item with handle toward customer; have cleaned and sanitized replacements available
- Protect samples and food items in storage and transit
Reduce Contamination from Customers

• Provide sneeze guards for food displays
• Individually wrap or package items for sale
• For honey/maple syrup/sorgham/molasses or nuts, use squeeze bottles or shaker bottles
• Plastic silver ware – store handles up
Food Science Department Resources

• Purdue Food Science Extension
  – [www.ag.purdue.edu/foodsci/Pages/extension.aspx](http://www.ag.purdue.edu/foodsci/Pages/extension.aspx)

• Purdue Extension Education Store
  – [www.ces.purdue.edu/new/](http://www.ces.purdue.edu/new/)
  – Food Entrepreneurship Series:
    • Organic Products
    • Food Preservation and Processing Technologies
    • Regulations for Indiana Food Processing
    • Using a Home Kitchen to Prepare Food for Sale
    • Using Approved Kitchens