

Members

Sen. Jean Leising, Chairperson
Sen. Greg Walker
Sen. John Waterman
Sen. Lindel Hume
Sen. Richard Young
Sen. Timothy Skinner
Rep. Don Lehe, Vice-Chairperson
Rep. Steve Davisson
Rep. Douglas Gutwein
Rep. Phillip Pflum
Rep. Mary Ann Sullivan
Rep. Dale Grubb



INTERIM STUDY COMMITTEE ON AGRICULTURE

Legislative Services Agency
200 West Washington Street, Suite 301
Indianapolis, Indiana 46204-2789
Tel: (317) 233-0696 Fax: (317) 232-2554

LSA Staff:

Francine Rowley-Lacy, Attorney for the
Committee
Jessica Harmon, Fiscal Analyst for the
Committee

Authority: P.L. 86-2012

MEETING MINUTES¹

Meeting Date: August 21, 2012
Meeting Time: 1:00 P.M.
Meeting Place: State House, 200 W. Washington
St., Room 431
Meeting City: Indianapolis, Indiana
Meeting Number: 1

Members Present: Sen. Jean Leising, Chairperson; Sen. Greg Walker; Sen. Richard Young; Rep. Don Lehe, Vice-Chairperson; Rep. Steve Davisson; Rep. Phillip Pflum; Rep. Mary Ann Sullivan; Rep. Dale Grubb.

Members Absent: Sen. John Waterman; Sen. Lindel Hume; Sen. Timothy Skinner; Rep. Douglas Gutwein.

Senator Leising called the meeting to order at 1:10 p.m. Committee members introduced themselves. Rep. Davisson was called upon to give an update on the activities of the Locally Grown Working Group (Group). Rep. Davisson highlighted the key challenges and opportunities that the Group plans to pursue, including the following:

- (1) Quantify the economic impact and potential of locally grown foods.
- (2) Reach out to local health departments around locally grown foods.
- (3) Make meat inspection available for small processors.

¹ These minutes, exhibits, and other materials referenced in the minutes can be viewed electronically at <http://www.in.gov/legislative>. Hard copies can be obtained in the Legislative Information Center in Room 230 of the State House in Indianapolis, Indiana. Requests for hard copies may be mailed to the Legislative Information Center, Legislative Services Agency, West Washington Street, Indianapolis, IN 46204-2789. A fee of \$0.15 per page and mailing costs will be charged for hard copies.

- (4) Facilitate the aggregation of local food products.
- (5) Resurrect/recreate infrastructure in Indiana to process locally grown foods all year long.
- (6) Educate consumers on the benefits of purchasing Indiana agricultural products.
- (7) Incentivize public institutions to purchase locally grown foods.
- (8) Facilitate the growth of new and diversified producers.

He also gave an overview of the Group's fact-finding process and its action plan. (Exhibit A)

Gary Haynes, Board of Animal Health (BOAH), explained the role of BOAH, including promulgating regulations for dairy, meat, and poultry processing along with licensing and inspecting livestock marketing facilities. (Exhibits B and C) In response to questions from Committee members, Mr. Haynes presented information concerning the number and types of processing plants in the state that are fully inspected (*i.e.*, 90) and those that are exempt. He explained that any meat sold or transported for sale in the state must be inspected, including meats sold at farmer's markets. However, if meat is slaughtered for personal use, an inspection is not necessary and there are a few federal exemptions for poultry sales. There are currently 41 employees of BOAH who perform required inspections. There are 78 facilities in the state that are inspected by the USDA, 18 of which are slaughter facilities. Mr. Haynes stated that an advisory committee has been created to work on issues and concerns facing dairy and meat processing facilities in Indiana.

Mark Straw, Indiana State Egg Board (Egg Board), discussed a handout (Exhibit D) concerning licensing requirements to sell eggs in Indiana and guidelines for labeling egg cartons. He explained that the Egg Board is fully funded by user fees and licenses. He discussed requirements and fees for each type of license, which include retailer, farmers market retailer, and wholesaler licenses. He stated that there is an exemption from licensing for eggs sold on a farm to a consumer and if the farmer has fewer than 3,000 birds there is a federal exemption from licensing. The Egg Board has a staff of four people who perform approximately 9,000 inspections a year. Mr. Straw explained that the Egg Board relies heavily on local health departments to assist farmer's markets.

Robert Kraft, Indiana Farm Bureau (Bureau), gave an overview of the Bureau. He explained that the Bureau is the largest farming organization in Indiana and it represents all areas of the farming community. He also stated that since there has been a recent focus on local food production a staff person has been added to the Bureau to address issues that confront local food producers. Mr. Kraft discussed the issues that face small producers, including the following:

- (1) Weather.
- (2) Infrastructure network.
- (3) Taxes.
- (4) Opportunity to enter the farming market.
- (5) Municipalities exercising jurisdiction beyond their boundaries.

Dr. James Howell, Indiana Department of Health (IDOH), explained that Indiana has 93 local health departments that enforce the Indiana Code, the Indiana Administrative Code, and local health ordinances concerning agriculture. (Exhibit E) He stated that the rules may not be interpreted consistently across the 93 departments. He stated that IDOH is in the process of drafting rules mandated by House Enrolled Act 1312 (Sale of poultry at farmer's markets) and

he mentioned that the IDOH does not foresee any problems implementing the new law. In response to Committee members' questions concerning regulatory obstacles for farmer's markets and local producers, Dr. Howell stated that there have been no specific obstacles brought to his attention from the farmer's market community regarding regulatory issues. However, issues concerning hazardous foods have been discussed and hazardous foods should be evaluated prior to being sold at farmer's markets. He explained that inspections are sporadic and unannounced. He also stated that adding local health departments to the Group discussions would help with making interpretation of the rules consistent across the state. In addition, Dr. Howell stated that local health department rules cannot be more stringent than state health department rules.

Sarah Simpson, Indiana State Department of Agriculture, gave an overview of ISDA's responsibilities and stated that the ISDA works directly with the Indiana Economic Development Corporation. Ms. Simpson then introduced the following representatives of ISDA: Amy Cornell, Gina Sheets, and Jill Pritchard. The ISDA representatives presented information regarding ISDA's impact on local food production through the following programs, grants, plans, studies, and entities: Specialty Crop Block Grant Program, Farmer's Market Cost Share Program, Organic Cost Share Program, Indiana Grown Program, Marketing Promotional Plan, Indiana Farm to School Committee, Indiana Cooperative Resource Council, Hoop House Grant, Small Farm Conference Grant, Indiana Horticultural Congress, Rural Summit, Local Food Hub Study, Market Maker Program, and the Green Express. (Exhibit F)

Dr. Nicolaas Mink, Center for Urban Ecology, Butler University, presented information on why the development of local and regional food economies should be a legislative priority in Indiana. (Exhibit G)

Megan Hutchison, representative of the Local Growers' Guild (Guild), explained that the Guild is a cooperative of farmers, retailers, and community members dedicated to strengthening the local food economy in southern Indiana through education, direct support, and market connections. Laura Henderson, Indy Winter Farmer's Market and Growing Places Indy, presented information concerning winter farmer's markets in response to Senator Leising's question.

Ms. Henderson stated that the winter farmer's market located in the City Market in Indianapolis is in its fourth year of operation with approximately 45 vendors. Jerry Wheeler, concerned citizen, voiced his concerns regarding the threat of Bovine Tuberculosis.

At the end of testimony, Senator Leising asked that the Committee staff make copies of the following reports and distribute them to the Committee members before the next Committee meeting: (1) Specialty Crop Block Grants: Supporting Specialty Crops and Local Food Systems in Indiana and (2) Hoosier Farmer? Emergent Food Systems in Indiana. She also asked Committee members for any recommendations for topics to be discussed at the next meeting. Representative Grubb requested there be a discussion on the valuation of farm land and the impact of the drought this year. In response, Senator Leising stated that the next meeting will be an information gathering meeting. Dr. Larry DeBoer, Purdue University, will be requested to present information on the subject of farmland valuation, and the Commission on State Tax and Financing Policy will be invited to join the Committee at the meeting.

The meeting was adjourned at 3:45 p.m.

Locally Grown Working Group Notes August 17, 2012

Key Challenges and Opportunities to Pursue:

1. Quantify the economic impact and potential of locally grown foods. [Working Group]
2. Reach out to local health departments around locally grown foods. [Working Group]
3. Make meat inspection available for small processors. [Working Group/potential Legislative]
4. Facilitate the aggregation of local food products. [Working Group]
5. Resurrect/recreate infrastructure in the state to process locally grown foods all year long. [Working Group]
6. Educate consumers on the benefits of purchasing Indiana agricultural products. [Working Group]
7. Incentivize public institutions (schools and universities) to purchase locally grown foods. [Legislative]
8. Facilitate the growth of new and diversified producers. [Working Group]

Action Plan:

What	Who	By When
Present summary from Working Group to Interim Study Committee	Rep. Steve Davisson	8/21/12
Reconvene the Working Group to begin working on Key Challenges 1-3	Deb Trocha	9/30/12
Draft Agenda for next Working Group meeting: <ol style="list-style-type: none"> 1. Share feedback from Interim Study Com (Steve) 2. Develop plan for Economic Impact Study (WG) 3. Provide Meat Inspection update (Gary) 4. Begin Local Health Department outreach by inviting a couple of local health department inspectors 		

Working Group Participants:

Deb Trocha, Executive Director, Indiana Cooperative Development Center
 Kent Yeager, Director Public Policy, Indiana Farm Bureau
 Roy Ballard, Extension Educator Hancock County, Purdue University
 Dr. Jennifer Dennis, Dept. of Horticulture and Agricultural Economics, Purdue University
 Gary Haynes, Director of Legal Affairs, Licensing, and Enforcement, Indiana State Board of Animal Health
 Jill Pritchard, Entrepreneur and Diversified Products Manager, Indiana Dept. of Agriculture
 George Jones, Southern District Field Staff Supervisor, Food Protection Program, Indiana State Department of Health
 Rep. Steve Davisson, State Representative District 73
 Stan Steckler, Producer, Grass Corp.

Interim Study Committee on
 Agriculture Meeting
 August 21, 2012

Adam Moody, Producer, Moody Meats
Mark Vanderkoy, Entrepreneur
Jodee Ellett, Producer, Gener8farms
Nick Ellis, Board Member, My Local Indiana
Rep. Sue Ellspermann, State Representative District 74, Facilitator

Fact-finding/Background

1. Kent Yeager's goal is to surface issues through this working group and find 1-2 to deal with in the near term.
2. Farm Bureau deals with policy and is generally supportive of local foods now. They hope to get a structure in place to lay out a course of action.
3. Farm Bureau has 60,000 farmer members, but many more farmers may not be members.
4. Farm Bureau and Farm Credit looks at the agriculture census which will be done again in the winter of 2013 to see what changes have occurred in farming demographics.
5. Great strides have been made by My Local Indiana and Specialty Crop Associations, among others.
6. Roy Ballard, Purdue Extension, gets lots of calls from small farmers trying to get started, but are having an uphill battle. He tries to direct them to resources around regulation, food safety, etc.
7. Purdue does have a website for small farmers, but not all resources are linked up.
8. Two of the largest obstacles Roy sees are for farmers to know who to go to at the right time and to get funding.
9. Lenders lack the knowledge of specialty crops and market potential. Farmers have to prove their worthiness of the venture and sometimes lack a full business plan. Even when there is a business plan, it is often not understood.
10. Purdue A&R educators try to assist, but they struggle to meet the needs with so much information to master.
11. Purdue educators spend most of their time supporting commodity crops and specialty crops are left out.
12. Jennifer is 60% Extension funded working with many programs, but estimates she is able to spend 40-50% of her time on outreach projects due to classroom demands.
13. Jennifer's research is in specialty crops including a Farm to School grant, peer review publications, and workshops.
14. The Cooperative Development Center works with Farmers Markets for more than 8 years. There are over 150 Farmers Markets in Indiana. Most are driven by local volunteers. It is challenging to keep these volunteers trained.
15. Deb has been working to get all of these smaller voices to come together into "My Local Indiana" which includes anything direct to consumer. My Local Indiana is just 1 year old.
16. One of the biggest issues of small farmers is ISDH or BOAH regulations as producers get crosswise with regulatory agencies.
17. ISDH and 92 county health departments that don't interpret rules the same way makes it difficult. ISDH doesn't have the ability to tell local health departments what to do.
18. There is much uncertainty of producers on what is allowable.

19. Some local departments of health hate HEA 1309 and put as many obstacles as they can in the way.
20. Producers could have recourse...but fear they will make the local health department mad.
21. ISDH puts out guidance to counties, but the interpretation remains different.
22. We think most inspectors are not against producers, but have a genuine concern for health.
23. There has been no health problems associated with farmer's markets.
24. We think the biggest challenge is "home rule" of the local health departments.
25. Ultimately, decisions are made by county commissioners.
26. Most policy makers and inspectors look at locally grown using the large producer model and regulations.
27. Jennifer and Deb participated in a conference with local health department inspectors to discuss Farmers Markets. However, not all inspectors attended.
28. Deb and Jennifer are putting together a SARE grant on "How to Do a Farmers' Market" and will use this to educate extension educators and others as well.
29. Food coop proliferation, typically physical stores, is happening with Bloomington being the largest number of food coops in one area.
30. Blooming Foods, a 30 year old food coop, is expanding to its 4th store. Many food coops are challenged with small margins.
31. Adam sees two formats: Farmers Markets/Local Foods and the larger industry.
32. It is difficult to have different standards for large and small, but it could work.
33. The large food industry may see locally grown as a threat.
34. Grocery stores want to "look" locally grown. Even Wal-Mart has an organic section.
35. Whole Foods doesn't use locally grown because it is too difficult to aggregate.
36. There is no single definition of "local". Bloomington uses 2-hours. Some could be almost national.
37. Adam experiences a lack of business savvy in small producers and processors.
38. A second concern is lack of discipline by society: most will say they want locally grown, but only 10% will follow through.
39. Adam believes there is a lack of education about locally grown.
40. Adam also sees great challenge, like Roy, on financing often being shifted between USDA and SBA.
41. Adam is concerned also about a lack of farmers.
42. There is a great lack of communication between academic and commercial consumers.
43. Adam found for himself that the business side was brutal...that multiple skill sets were required: production, business, marketing...
44. Jodee thinks there could be an Academic Institute for locally grown such as Iowa State's Leopold Center.
45. UC has many Extension researchers around each crop. UC-Davis worked well with sustainability to advance both.
46. Mark finds there are issues of small farmers of not being able to get people to the produce/product economically. Farmers Markets, food hubs and Green Bean delivery are all steps in the right direction. Iowa State has looked at regional focuses.
47. We should look at consumer's priorities, not just Farmers Markets.
48. Kentucky Proud is a good program using stickers to verify a product is grown in Kentucky.
49. Chefs want to buy locally grown, but are not sure how to do so.

50. One of the unique challenges is how to order (and IT challenge).
51. Whole Foods has developed www.localdirt.com.
52. IU has a challenge of 20% locally grown by 2020 for its institutional purchasing.
53. Oklahoma has an online initiative with producers sharing what they have and consumers ordering.
54. Community Farm Alliance in Kentucky is willing to see Indiana as regional to them.
55. We don't know the true economic impact and potential of locally grown, though there is a tool by Loyola called SEED which Madison, IN has done showing it has a \$1.5M impact on the town of Madison.
56. We don't really know the small producers and how many want to scale up, diversity, etc.
57. We don't know what other small producers would get involved if there was aggregating.
58. We don't know what is being grown and what could be grown in Indiana.
59. We cannot start with the production side, but need to know what consumers want.
60. We assume we will have sufficient water.
61. We assume parents know more about food than their kids, but that is not proving out.
62. Some assume locally grown is "specialty crop", hobby or lifestyle versus a legitimate, serious business.
63. We should not assume we aggregate like the dairy farmers.
64. We assume we are able to produce crops at a profit and consumers will be willing to pay.
65. Staffing and state resources are limited at ISDH with 10 field staff to work with the local health departments.
66. It is hard to get local health departments to the table and to travel...often cost concerns.
67. ISDH wants to help promote locally grown.
68. Communications with ISDH and producers is key.
69. Meat inspection is another issue as dollars for meat inspection were slashed and limited to fewer times a week. We wonder if we could go for federal inspection.

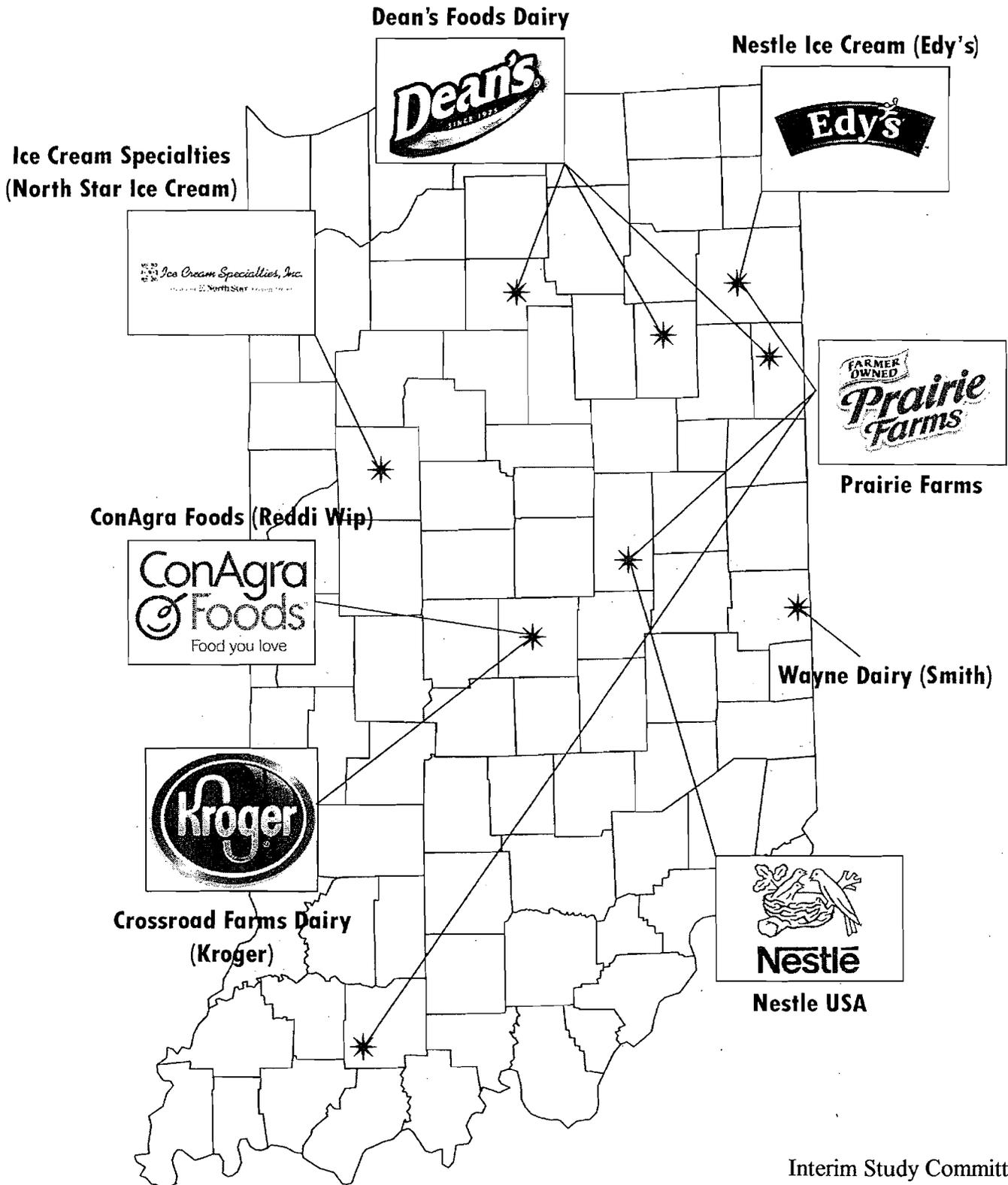
Key Challenges (dot connotes most important by members):

1. How might we make it easier to privately fund state meat inspection?●●●●●●
2. How might we develop more federal meat inspection plants across the state?●●●●●●
3. How might we ensure ISDH, BOAH and local agencies are funded?
4. How might we expand the number of species we can state inspect?●
5. How might we educate consumers on the value of Indiana grown and eligible products?
●●●●
6. How might we create cooperation between regions in forwarding locally grown initiatives, work, and successes?
7. How might we network locally grown ideas?
8. How might we resurrect/recreate infrastructure in the state to process locally grown foods all year long?●●●●●●●●
9. How might we facilitate aggregation of locally food products?●●●●●●●●
10. How might we facilitate the sale of food across state lines?
11. How might we facilitate producer production of more diverse crops?●●
12. How might we facilitate adding a business emphasis to agriculture start-ups?●●
13. How might we quantify the economic impact and potential of local grown foods?●●●●

14. How might we create hardline funding for Indiana local grown food programs?●●
15. How might we quantify the number of producers of locally grown?
16. How might we develop a network of small providers to supply a larger need (i.e. institutional)?●
17. How might we develop a realistic logistic solution/network statewide for local grown food aggregation and distribution?●●
18. How might we make buying locally grown food convenient for consumers?●●●
19. How might we define a common definition of locally grown?
20. How might we reduce the regulatory burden on local producers?
21. How might we get locally grown food into public institutions?
22. How might we streamline immigration for agriculture workers?
23. How might we grow a generation of citizens who want to work?
24. How might we educate and encourage local food producers?●
25. How might we develop programs to mentor in new producers?
26. How might we incentive-public institutions to purchase locally grown foods?●●●●●●
27. How might we quantify demand for locally grown across the state?
28. How might we educate the general public on what farmers and producers bring to the table?●
29. How might we educate lenders on local producers?
30. How might we develop state-based funding/loans for locally grown?
31. How might we facilitate adding value to raw agricultural products?●●●●●●●●
32. How might we develop and fund a Locally Grown Policy Council?
33. How might we fund inspection and education?
34. How might we fund addition of locally grown foods in schools, municipalities, etc.?
35. How might we tax produce that comes to Indiana in the summer?
36. How might we encourage food stamp use at Farmers Markets?
37. How might we create protection of Indiana food from USDA?●●
38. How might we influence federal policy which effects local foods?●
39. How might we increase the visibility and importance of local grown and specialty crops in Indiana?
40. How might we make meat inspection available for small producers?
41. How might we educate consumers on the benefits of purchasing Indiana agricultural products?
42. How might we facilitate the growth of new and diversified producers?
43. How might we reach out to local health departments around locally grown?

Dairy: Made in Indiana

Not only is Indiana home to small dairy farms, but also large processors who produce some of America's favorite brands!



Interim Study Committee on
Agriculture Meeting
August 21, 2012

Indiana Dairy Product Buyer's Guide

Free Resource: www.in.gov/boah

Indiana State Board of Animal Health

August 2012

Along with larger nationally or regionally known dairy brands, Indiana has a number of dairy farmers who produce nutritious and great-tasting products from their herds' milk to sell directly to the public. Below is a list of those producers who specialize in the areas of cheese, ice cream, and fluid milk. See the contact information column to contact these Hoosier producers to access their great dairy products.

Product	Dairy Processor	Location	Contact Information
Cheese	Caprini Creamery*	Spiceland	www.caprinicreamery.com
	Capriole Dairy*	Greenville	www.capriolegoatcheese.com
	Deutsch Kase Haus	Middlebury	www.babyswiss.com
	Grassy Meadows Dairy*	Howe	260-768-8199
	Jacob & Brichford*	Connersville	765-825-3656
	J2K Capraio*	Walkerton	574-586-9522
	Meadow Valley Cheese*	Rockville	765-597-2306
	Steckler Creamery*	Dale	www.stecklergrassfed.com
	Sunny Meadow Cheese*	Argos	574-498-6076
	Sunset Acres*	Rockville	765-569-5677
	Swiss Connection*	Clay City	www.swissconnectioncheese.com
	Swissland Milk	Berne	www.swisslandcheese.com
	Traders' Point Creamery*	Zionsville	www.traderspointcreamery.com
Ice Cream	Bonnie Doon Ice Cream	Elkhart	574-264-3390
	Brown's Dairy	Valparaiso	219-464-4141
	Glover's Ice Cream	Frankfort	www.gloversicecream.com
	Paeteria Vallarta	Indianapolis	317-517-5026
	Swiss Connection	Clay City	www.swissconnectioncheese.com
	Wright's Ice Cream	Cayuga	www.wrightsicecream.com
Grade A Milk	Fair Oaks Dairy Products*	Fair Oaks	www.fofarms.com
	Scherf Farms*	Michigan City	www.scherffarms.com
	Traders' Point Creamery*	Zionsville	www.traderspointcreamery.com

*Farmstead



Where does your dairy come from?



National grocery stores may be filled with products from around the world, but they also carry foods from your back yard. The website Where Is

My Milk From? allows consumers to locate the plant where the milk was processed. To find out where your dairy products originated, visit the website www.wherismymilkfrom.com. Simply type in a plant code, located on all dairy containers, and the location and information about the processor appears. The website also gives helpful hints on locating the plant code on product packaging.

After typing in the code, consumers are given a location for the plant and other dairy products made at the same facility. The data includes processors from all across the United States; however, products made in Indiana bear a code that begins 18-XXXX. Be sure to check your milk to find this fun information.



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Indiana Meat & Poultry Buyer's Guide



Indiana State Board of Animal Health

August 2012

Free Resource: www.in.gov/boah

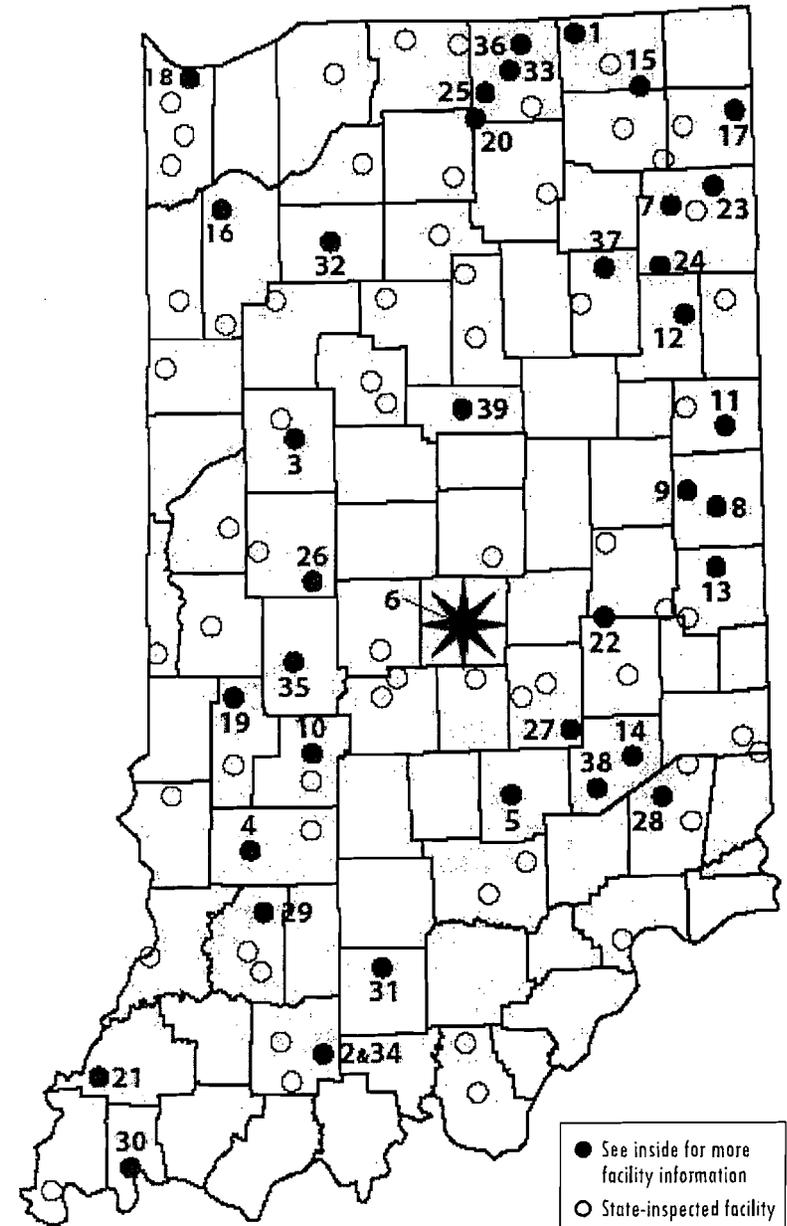
Buy Fresh, Local Hoosier Products!

INDIANAPOLIS—Consumers across America have begun to ask for more locally produced foods. This push has resulted from consumers wanting to know the source of their food and how it was produced. Locally grown foods offer additional benefits. Local foods are fresher, and as a result taste better, since they have not been shipped over great distances. Buying locally produced foods also contributes economically to a community. Getting to know the farmers who grow your food creates new relationships based on trust and understanding for the products. This handout has been created to assist Hoosiers in search of local meat and poultry products and/or businesses.

The map to the right pinpoints the 129 state-inspected meat and poultry processors in Indiana. The numbered points represent those processors who offered more information about their specific products and services, as well as contact information. The numbers listed correspond to the buyer's guide inside this handout.

Four areas of information have been covered in the chart. They include: type of business; types of sales; type of products; and niche markets/products. Two categories, 'Other' and 'Specialty Products' display the varied specialty offerings of several facilities. The food products pertaining to the letters listed in those boxes can be found in the lower left-hand corner of the chart.

Indiana is one of 27 states that maintains a state-run meat inspection program. By law, all facilities operating under state inspection must meet the same standards for sanitation, handling and processing as those under USDA, or federal, inspection. Just as all federally inspected plants are under supervision of a USDA inspector, Indiana's official meat and poultry establishments are monitored by a state inspector while slaughter and processing take place. More information about the program is available online at www.in.gov/boah/2504.htm.



Interim Study Committee on
Agriculture Meeting
August 21, 2012

Indiana Meat and Poultry Buyer's Guide

		1. Beechy Custom Meats	2. Betz Family Processing	3. Beutler Meat Processing	4. Bloomfield Processing, Inc.	5. Bush's Market	6. Claus' German Sausage & Meat, Inc.	7. Custom Quality Meats	8. Dishman's Quality Meats	9. Farmland Locker, Inc.	10. Fender 4-Star Meat Processing, Inc.	11. Fisher Packing Company	12. Gerber Locker	13. Glick's Butcher Shop	14. Huber Greensburg Locker	15. Hallmark Custom Meats LLC
Type of Business	Slaughter and/or Process Meat	•		•	•	•	•	•	•	•	•	•	•	•	•	•
	Slaughter and/or Process Poultry															
	Process Hunter-Harvested Deer	•	•		•				•	•	•	•	•	•		•
	Custom-Exempt	•	•		•						•			•		•
Type of Sales	Retail Sales of Meat			•	•	•	•	•	•	•		•	•		•	
	Retail Sales of Poultry							•				•		•		
	Wholesale			•	•			•	•			•				
	Custom Slaughter-Butcher	•	•	•	•			•	•	•	•	•	•	•	•	•
Type of Product	Beef	•	•	•	•		•	•	•	•	•	•	•	•	•	•
	Pork	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•
	Sheep		•	•	•			•	•	•	•		•	•	•	•
	Goats		•		•			•	•	•	•		•	•	•	•
	Poultry							•						•		•
	Rabbits															
	Other (see below)	D	D					I	U	D						OO
Niche Markets	Organic Certified															
	Catering			•				•	•							
	Specialty Products (see below)			AS	AT		AL	AJ	T			AJLQT			AGT	GJ
		(260) 768-4081	(812) 389-2077	(765) 742-7285 beutlermeats.com	(812) 384-4512 www.bloomfieldprocessing.com	(812) 379-9077 www.bushsmarket.com	(317) 632-1963 clausgermansausageandmeats.com	(260) 749-4180	(765) 584-6328 www.dishmansmeat.8m.com	(765) 468-6031	(812) 829-3240	(260) 726-7355 fisherpacking@gmail.com	(260) 565-3150	(765) 847-2528	(812) 663-7744 flhuber@frontier.com	(260) 499-4889 x3

Key

Others:
 D = Deer O = Wild Boar
 E = Elk U = Buffalo/Beefalo
 I = Bison

Specialty:
 A = Sausages P = Pizza
 G = Burgers Q = Pork BBQ
 J = Jerky S = Smoked Product
 L = Lunchmeat T = Brats

Official Establishments vs. Custom-Exempt

All meat and poultry intended for human food must be slaughtered and processed in an establishment inspected by the Indiana State Board of Animal Health (BOAH) or the United States Department of Agriculture - Food Safety and Inspection Service (USDA-FSIS). Indiana offers two levels of inspection for processors.

Official Establishment		Custom-Exempt
X	minimum state facility requirements	X
X	minimum state sanitation requirements	X
X	minimum state labeling requirements	
X	product bears a mark of inspection	
X	state or federal inspector on-site	
X	ante- and postmortem inspection	
X	resale of product allowed	

At Indiana's **official establishments**, all animals slaughtered undergo antemortem (before death) and postmortem (after death) inspections by a government inspector to identify any signs of illness. Those carcasses and products passing all inspections are identified with the Indiana legend (or mark of inspection). Those not passing inspection are prevented from entering the food system. This high level of inspection means meat and poultry products from official facilities can be sold or donated to another person or organization. Products known as freezer beef or pork also fall into this category since the meat is sold pre-slaughter by the livestock producer.

Animals slaughtered at a **custom-exempt facility** do not undergo inspection. Custom-exempt facilities are inspected periodically by state inspectors to make sure they maintain state standards for sanitation. For this reason, custom-exempt product labels will not bear a mark of inspection and they must read, "NOT FOR SALE." These facilities can be an economical way for livestock producers to have their animals butchered for personal use.

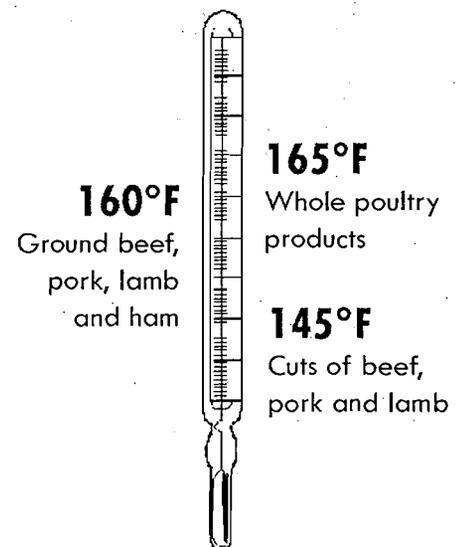
Individuals who raise their own livestock or poultry are free to process their own animals, or send the animals to a custom-exempt facility. Animals processed at home or in a custom-exempt facility can only be consumed by the owner of the animal(s) and nonpaying guests and employees—they cannot be sold.

Hunter-harvested wild game, such as wild deer and game birds, are exempt from inspection requirements.

Food Safety Tips

1. **NEVER** defrost food at room temperature. Place the packaged product in the refrigerator to thaw completely, or use a microwave defrost setting to speed the process.
2. Cook all foods to a safe temperature.
3. **ALWAYS** use a meat thermometer to determine when food has been properly cooked.
4. If using a microwave to cook, be sure no cold spots remain.
5. **NEVER** placed cooked foods on a serving dish that held raw foods.

Temperature Cooking Chart



Permit Requirements to Sell Eggs in Indiana

Retailer: any person who sells eggs for human consumption and not for resale.

Farmers Market Retailer: any producer who sells eggs, *which they produced*, directly to the consumer at a farm market.

Wholesaler:

- a) any person who buys eggs for resale to:
- b) any producer who sells or delivers eggs to:
 - retailers, hotels, restaurants, hospitals, nursing homes, schools, or federal or state institutions
- c) operators of multiple unit retail outlets engaged in the distribution of eggs to their own retail units

Farm Exemption: no license required if you retail at the location where eggs are produced

(All Permits are annual from July 1 – June 30)

<u>Retail Permits</u>	
Farmers Market Permit	\$20
Retail:(based on sales volume)	
< 5 cases/wk	\$30
5 – 50 cases/wk	\$50
> 50 cases/wk	\$100
Case = 30 dozen	

<u>Combination Permit</u>
<i>Farmer Market Retailer/Wholesaler</i>
\$50
A Farmers Market Retailer may retail and wholesale < 5 cases/wk with same report requirements as a regular \$50 wholesale permit (must be your own production)

<u>Wholesale Permits</u>	
< 5 cases/wk	\$50
(annual fee; no deposit; no quarterly payments; semi annual volume report)	
5 – 250 cases/wk	\$90
> 250 – 500 cases/wk	\$120
>500 – 1000 cases/wk	\$150
> 1000 cases/wk	\$200
(requires deposit, quarterly volume reports and payment of \$.11/case distributed)	

**Indiana State Egg Board
765-494-8510**

INDIANA STATE EGG BOARD

Department of Egg Inspection
Purdue University
Poultry Science Building
125 S. Russell Street
West Lafayette, Indiana 47907-2042

Candy Byers
Assistant to Executive Administrator
(765) 494-8510
FAX (765) 494-6349
E-mail: cbyers@purdue.edu

GUIDELINES FOR LABELING EGG CARTONS

All egg cartons containing eggs offered for sale must include the following:

1. Packer identification (the person or entity placing the eggs in the retail container), must be clearly stated using one of the following identifiers:
 - a. Name and address of packer.
 - b. Indiana state egg license number, for example, IN-000.
 - c. United States Department of Agriculture plant number, for example, P-000.
 - d. Egg license number from another state, provided the number is on file in writing at the State Egg Board office.
 - e. United States Department of Agriculture Shell Egg Surveillance number, including state code and handler code, for example, 18-0000. Note: The Shell Egg Surveillance registrant number contains a state code, county code, and handler code. Do not include the county code, only state and handler number.
2. Grade and size (Grades include AA, A or B; Size includes Jumbo, Extra Large, Large, Medium, Small, or Pee Wee) See www.ams.usda.gov/poultry for grades and weights.
3. Date the eggs were packaged. May be listed as month and day or consecutive day of the year, As an example: Feb 01 or 032
4. Expiration date, which is 15 days from the date of pack for Grade AA and 30 days from the date of pack for Grade A, preceded by the letters EXP or Sell BY. (Example: EXP March 3 or EXP 3-3
5. The following label must appear on each carton:

SAFE HANDLING INSTRUCTIONS: To prevent illness from bacteria: keep eggs refrigerated, cook eggs until yolks are firm and cook foods containing eggs thoroughly.

The words "safe handling instructions" must appear in bold capital letters and the statement must be set off in a box by hairlines.

** If you are a packer with more than 3000 layers, please verify additional labeling requirements to meet USDA and FDA labeling regulations.

** If you are registered as a Farmers Market Retailer, please view the specific Farm Market information on shell egg handling.

October 2010

7

**Indiana Code, Administrative Code, and Federal Regulation
Governing
The Indiana State Department of Health Food Protection Program**

Indiana Code

IC 16-42-1, Uniform Food, Drug, and Cosmetic Act: General Provisions
IC 16-42-2, Uniform Food, Drug, and Cosmetic Act: Adulteration or Misbranding of Foods
IC 16-42-3, Uniform Food, Drug, and Cosmetic Act: Adulteration or Misbranding of Drugs or
Devices
IC 16-42-4, Uniform Food, Drug, and Cosmetic Act: Adulteration or Misbranding of Cosmetics
IC 16-42-5, Uniform Food, Drug, and Cosmetic Act: Food: Sanitary Requirements for Food
Establishments
IC 16-42-5.2: Food Handlers
IC 6-2.5-5-21: Exemption; sales of food and food ingredients by nonprofit entities to confined or
hospitalized persons
IC 16-18-2, Definitions utilized in IC 16-42-1 through 4
IC 16-20-8: Food Service Inspections
IC 34-30-5-1: Immunity from liability exception for damages resulting from misconduct

Indiana Administrative Code

Title 410 IAC 7-21, Wholesale Food Establishment Sanitation Requirements
Title 410 IAC 7-22, Certification of Food Handler Requirements
Title 410 IAC 7-23, Schedule of Civil Penalties
Title 410 IAC 7-24, Retail Food Establishment Sanitation Requirements
Title 410 IAC 7-15.5, Bed and Breakfast Establishments

Code of Federal Regulations (CFR) Incorporated by Reference

7 CFR 56, Regulations Governing the Voluntary Grading of Shell Eggs
9 CFR 317, LABELING, MARKING DEVICES, AND CONTAINERS
*9 CFR 318.7, Food Ingredients and Sources of Radiation Listed or Approved for Use in the
Production of Meat and Poultry Products
9 CFR 319, DEFINITIONS AND STANDARDS OF IDENTITY OR COMPOSITION
9 CFR 424.21, Use of food ingredients and sources of radiation
9 CFR 381, Subpart N, Labeling and Containers
*9 CFR 381.147, **Food Ingredients and Sources of Radiation Listed or Approved for Use in
the Production of Meat and Poultry Products"**
9 CFR 590, INSPECTION OF EGGS AND EGG PRODUCTS (EGG PRODUCTS
INSPECTION ACT)
21 CFR 11, Electronic Records/Electronic Signatures
21 CFR 70, **COLOR ADDITIVES**

*Moved to: 9 CFR 424.21 - Use of food ingredients and sources of rad

Interim Study Committee on
Agriculture Meeting
August 21, 2012

ISDH Food Protection Guidance Documents

Farmers' Market

Guidance on Honey Production

Guidance on Prepackaged Frozen Meat, Poultry and Rabbit for Retail Sale

Guidance on Maple Syrup Production

Guidance on Fresh Product - Final

Guide to Minimize Microbial Food Safety Hazards for Fresh Fruits and Vegetables

Process Authority List

Purdue Farmers Market Guidebook

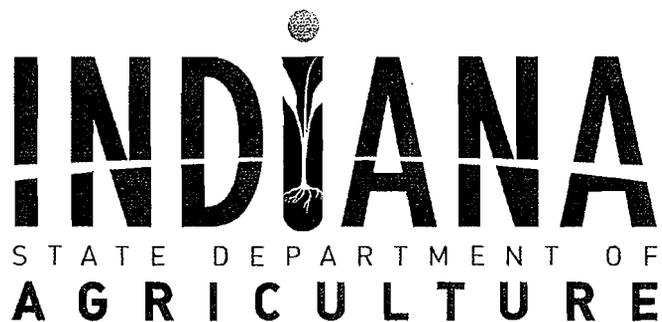
Guidance on Sorghum Production

Guide to Producing Safe Cider

Farmers Market Guidance for LHD dated May 17 2010

Highlights of ISDA Local Foods Impacts

Prepared by
Jill Pritchard
Program Manager of
Diversified Ag and
Entrepreneurial
Development



Interim Study Committee on
Agriculture Meeting
August 21, 2012

Exhibit F

Specialty Crop Block Grant Program

- \$1.2 million has been allocated to the promotion, marketing, research and development of Specialty Crop Block Grants
 - Eligible Specialty Crops include:
 - Algae, Chickpeas, Christmas trees, Cocoa, Coffee, Cut flowers, Dry edible beans, Dry peas, Foliage, Fruit grapes for wine, Garlic, Ginger root, Ginseng, Herbs, Honey, Hops, Kava, Lavender, Lentils, Maple syrup, Mushrooms, Organic fruits and vegetables, Peppermint, Potatoes, Seaweed, Spearmint, Sweet Corn, Vanilla, Vegetable seeds
 - Commonly recognized fruits, vegetables, tree nuts, dried fruits, and nursery crops (including floriculture) are also eligible
- **Success Stories**
 - Traminette Wine: Forty-three Indiana wineries are now producing their own Traminette wine, the signature wine of Indiana
 - Bee Breeding Program: Grant dollars were used to fund a study of the breeding traits of honey bees to select a stronger queen bee. A stronger queen will increase the hive survival rate and sustainability of bees.
 - Dig IN: A showcase of high quality, locally produced products launched in 2009
 - Dozens of Indiana chefs, brewers, wineries and food artisans gather in the White River State Park. Guests sample signature dishes made from local products, listen to leaders in the Indiana food community speak about food issues and watch cooking demonstrations.
 - This year's event will be August 26th
 - Purdue University Fungicide Study: A published fungicide study on cucurbits (i.e. cucumbers, gourds, melons, or pumpkins) grown in Indiana was released to further education on the specific blights that Midwest cucurbits face and treatment results of the blight. See <http://www.extension.purdue.edu/extmedia/BP/BP-183-W.pdf>.
 - Community sustainable agriculture: CSAs were supported and developed around the state. These farmers provide seasonal, local produce and meat and eggs. They also provide recipes to illustrate how best to use local foods in dishes.
 - Addressing Food Deserts: Grant dollars were used to introduce urban gardens and healthy food choice programs in food deserts. The IU Healthy fresh produce truck gives urban neighborhoods more options and accepts food stamps. IPS started teaching gardening and cooking. Similar programs are now being rolled out to the rural areas. The Witham Hospital in Lebanon and the Salvation Army planted a garden.

Farmers Market Cost Share Program

- \$10,000 allocated each year the past three years to Farmer Markets across Indiana. Our 100 markets have participated in this program supporting over 2,000 producers each year.

Organic Cost Share Program

- ISDA offers the USDA National Organic Certification Cost Share Program to Organic Producers in the state who become organically certified or re-certified between October 1, 2010 and September 30, 2011.
 - Over 330 farms are certified

IN Grown Program

- The Indiana Grown program is a cooperative effort among producers, processors, wholesalers, retailers and ISDA to brand and promote Indiana produce and production. The goal is for consumers to easily identify, find and buy Indiana grown products.
- ISDA launched the program in March 2012. Currently, 11 producers are enrolled. Two applications are in process.
- **Success Story**
 - Kroger: One farmer has already been highlighted a Kroger stores' local farmer
 - Additional markets: ISDA worked with partners to develop other venues for IN Grown participants, such as the State House Market and Our Land Food Pavilion

Marketing Promotional Plan for ISDA

ISDA used grant dollars to create a display to take to Food Shows around the USA. This includes:

- *Produce Marketing Association "Fresh Summit"*. This is the world's largest fresh production show and ISDA has a booth. ISDA's first time to exhibit was October 2011. Six vendors participated and four other vendors utilized the booth space.
 - **Success Story**
 - International exposure: A watermelon operation received international exposure and additional sales opportunities
 - Major retailer: A major retailer approached a pumpkin grower and offered to buy all the pumpkins the grower would sell to them.
 - New Markets: Another retailer located in Indiana was impressed that Indiana was bringing producers to this event and is working with more local vendors in their retail stores.
- *Food Beverage Show*. Seven vendors participated. Two vendors received orders at the show and three vendors received inquire that were too large for them to respond to appropriately.
- *Restaurant Management Association*. This show had six vendors participate with all of the vendors willing to return the following year (2013).
 - **Success Story**
 - New market contacts: Burton Farms made significant contacts not only in the Chicago area, but also in New Orleans and Miami.
 - Sales increase: 240 Sweet has seen sales increase 23% that they attribute directly to the RMA show.

Indiana Farm to School committee

ISDA is working with partners at Extension, Purdue University and Indiana State Department of Education to develop programs that will connect schools with local farmers. The partnership will address issues of safety, availability and desired products. There appears to be a strong to desire to feed the schools a healthier lunch, support locals business in the process, and educate the children about farming and nutrition.

Indiana Cooperative Resource Council

ISDA participating with Purdue University and the Indiana Cooperative Resource Council for a grant to study the process of taking an Indiana grown product (apples) and working through the USDA checklist, criteria and standards to get the product into the school.

Hoop House Grant made to Purdue University

Funding for this proposal will help create a foundation for ongoing Extension programming focused on high tunnels used in horticultural crop production within the framework of Purdue's Protected Agriculture Project. Extension programming will include Twilight Tours, workshops, classroom lectures, farm visits, and Field Days at Purdue Agricultural Centers. During 2012, Extension programming will feature Field Days to be held at various Purdue Agriculture Centers to take advantage of high tunnel facilities.

Small Farm Conference Grant made to Purdue University

The Small Farm Conferences are for diversified small farmers who either want to expand into or enter the market. Sessions are offered for each interest area and are designed to accommodate a diverse mix of experience, age, crop enterprise, and interest of the region's small farmers.

Day long workshops on topics such as energy, agri-tourism, high tunnels, poultry, youth entrepreneurship, food business and grant writing will be offered. Shorter sessions on a variety of topics such as beekeeping, backyard flocks, farm tax information and timber forest crops will also be offered. Two state-wide conferences will be offered; the first in March 2013 and the second in during the winter in 2014.

Indiana Horticultural Congress

The Indiana Horticultural Congress is an educational meeting designed to meet the needs of fruit, vegetable, wine, organics, and specialty crop growers and marketers in Indiana and surrounding states.

Rural Summit

ISDA participated with many partner entities in 2010 and 2011, to promote agritourism, local food production and rural health awareness. Over 200 people attended the 2010 and 2011 Summits.

- The local food and agritourism tracks in 2011 were standing room only.
- In 2012 the Transfer of Wealth Symposium had 170 attendees. The 2012 Summit's focus will be on the *Healthy, Wealthy and Wise* of Rural Communities. A partial focus will be how food and agriculture can develop robust and thriving communities.

Local Food Hub Study

This project will develop a collective on-line marketing structure that will increase the number of collaborating specialty crop farmers, increase volume produced/marketed and income returned to farmers, expand the market options for selling locally grown food, and serve as a marketing model and provide basic infrastructure for other Indiana communities interested in developing a community based virtual food hub food system.

- This project will facilitate the increase in knowledge of participating farmers in modern production and marketing practices that will enable them to increase not only the volume of production and sales but also the safety and quality of their products and the profitability/sustainability of their farms and the virtual hub.
- Consumers (wholesale and/or retail) will receive increased information about and market access to fresh regionally produced specialty crops and will increase their purchases of those products from the farmers via the virtual hub.
- This project will be administered by the Purdue Cooperative Extension Service-of Hancock County in collaboration with growers of the Hancock Harvest Council and others located in Hancock and adjacent counties.

Market Maker Program

This is website program working in conjunction with Purdue University and ISDA to connect willing markets and quality source of food from farm and fisheries to fork in Indiana.

<http://in.marketmaker.uiuc.edu/>

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Making the Development of Local and Regional Foods Economies a Legislative Priority in Indiana

Interim Study Committee on Agriculture
State House Room 431
Tuesday, August 21, 2012

Background: Agriculture represents a bedrock of Indiana's culture and economy. Indiana is America's 10th largest farm state with farm receipts totaling more than \$8 billion a year. At the same time, Hoosier consumers spend \$16 billion a year on food. These statistics, however, hide striking problems. More than 90% of food that Hoosiers consume is imported from out of state and a similarly large amount of agricultural goods leave the state without the secondary and tertiary processing that could produce tremendous economic benefits for Indiana and its businesses.

Critical Need: The state now sits at a critical crossroad for its food and agricultural economy. Will the state continue to export wealth by importing food? Or will it devise policies that help keep money generated by the state's tremendous agricultural assets in Indiana? By instituting policies that help to foster the development of local and regional food economies, Indiana has the chance to simultaneously enhance state pride, heritage, and traditions while facilitating entrepreneurship, job creation, and small business growth in this vibrant and growing sector of the American economy.

Key Facts:

- Agriculture represents a key component of Hoosier identity, culture, and economy. As such, linking food to this identity and culture generates wealth in marketplaces. The state and its residents need to more efficiently capture this wealth. In similar agriculture states, more than **90% of residents say that they would prefer to purchase food grown or produced in their state**. In Ohio, citizens go further. They would pay an average of **50 cents** more for a good grown, produced, or manufactured in Ohio.
- Every time any good changes hands in a community, that community derives economic benefits. Thus, the development of local and regional food economies produces significant economic benefits for growers, processors, and consumers in the commodity chain. A study in Southeast Minnesota suggests that if residents purchased **15% of food** grown in the region that Southeast Minnesota would accrue an additional **\$600 million** in economic benefits for its residents. A similar study in Seattle/Tacoma demonstrates that **\$1 billion** in wealth could be generated for citizens if consumers purchased **20% of their food locally**.
- States similar to Indiana that have taken a leadership role in implementing policies that foster local and regional food development have seen astounding returns on investment. Wisconsin's **Buy Local, Buy Wisconsin**--which identifies hurdles to regional food system development, cooperatively markets Wisconsin products, and administers a competitive grant program-- produces a **6 to 1** return on investment. It has created **51 jobs** and has directly benefited **1,900 small producers**. Montana's **Grow Montana** program, which operates similar to Wisconsin, but has also established the **Montana Food and Development Center** to help Montana producers and entrepreneurs capture wealth from the growing local foods movement, created **133 jobs** and introduced **40 new food** products to Montana in its first year in operation.
- Significant possibilities exist for food entrepreneurs and small business sized businesses. The economic concept of **CR4** suggests that if **4 firms**

Interim Study Committee on
Agriculture Meeting
August 21, 2012

40% of a sector then that sector **loses its competitive character**. This is the case with nearly every sector of food processing and marketing, where three or four companies can control up to 80% of a sector. Additionally, consumers are actively seeking alternatives to these major companies. As of now, these alternatives are limited.

- **Ethanol's** success should provide an example of what can be done when more food processing takes place within the state. Under the leadership of Governor Daniels, the development of 13 Ethanol facilities in Indiana because of strategic investments by private business and the state have produced material economic benefits for grain farmers in the ballpark of **\$30 million** AND produced **AT LEAST 620 jobs** for Hoosiers.

Policy Solutions:

- **Institutional Purchasing.** Institutional purchasers—hospitals, schools, state agency—offer considerable opportunities to develop markets for locally and regionally grown food and to spur agriculturally-focused entrepreneurship. Unfortunately, institutions are currently hamstrung by state policies and procedures that impede the use of these products. The state should **identify and end policies that hinder the institutional use of Indiana products** and replace with policies that catalyze the use of Indiana grown food. Indiana should also revisit and strengthen its **Farm to School** program. Currently, Indiana trails peer states in its use of Farm to School, representing a missed opportunity to educate youth about the benefits of Indiana grown food and to develop markets for Indiana products.
- **Innovation Incentives.** States that utilize innovation awards—whether tax incentives or grants—to foster entrepreneurship and the growth of small and medium-sized agricultural and food businesses consistently receive significant returns on investment. These awards can and should be developed alongside the Indiana Grown program to help build the capacity of that program. **Kentucky Proud** offers such incentives that consist of, among others, grants for restaurants to utilize and market Kentucky agricultural goods and farm products.
- **Catalyze Food Hub and Development Centers.** Strategically created food hubs and development centers have proven valuable in **Montana, New York, Vermont, Nebraska, and Idaho**, among others. These Food Hub and Development Centers—which go by a variety of different names—provide valuable resources for local growers and food entrepreneurs to identify and develop markets. These FHDCs allow growers and businesses to access resources that often hinder growth and expansion, which include the use of equipment and capital that, without, can obstruct growth. They can also act as consolidators of locally-grown products that allow local growers to cooperatively cultivate institutional marketplaces.

For More Information, Please Contact:

Dr. Nicolaas Mink
Urban Sustainable Food Fellow
Center for Urban Ecology
Butler University
815-409-0979
nicmink@gmail.com