

Guidelines for Selling Honey/Hive Products At the 2024 Indiana State Fair

Labeling your Honey

- All food products must be certified by your local health inspector and comply with Indiana state laws and guidelines. The state fair does not qualify as a Home Based Business selling location. You must provide your health department certificate to the State Fair Committee on or before August 1, 2020 by emailing a copy to the attention of Robert Duffy at beekeeperin@aol.com.
- Mandatory pieces of information for food labeling include the “common” name of the product, net weight, ingredients in descending order and contact information including phone number.
- The word “honey” should be very visible on your label. If you are selling a particular type of honey or honey from a certain county/area make that evident as well. There is a growing demand for “local” honey and honey from specific floral sources; including that information on your label can enhance sales.
- Local honey is determined by garden zone not a distance. Most honey from Indiana is in the same garden zone; therefore, it would all be local to Indiana residents.
- For hobby beekeepers, the net weight or volume must be on the label. For commercial beekeepers the net weight of your product (excluding packaging both in pounds/ounces and in metric weight (g), must be included in the lower third of your front label panel in easy to read type size. Conversion tip for calculating grams: one pound or 16 ounces is 454grams.
- If you are adding ingredients to your honey, you must list all of them in descending order. This is important for food safety reasons because it alerts consumers to possible allergens. You must also have the correct permit.
- The label must let consumers know whose honey is being sold and how to contact that person. Your name and address must be on the label. If space permits, include you specific address and telephone number. If you container is too small you may attach a card with the necessary information.
- “Organic” honey is often sought. Keep in mind that for you to call your honey “Organic” it must be certified as such.
- “Natural” honey is also often sought. The Food and Drug Administration has specific position on the use of the word “natural” – nothing artificial or synthetic has been included or added.

Appearance

- Liquid honey should be free of partial crystallization.
- Containers must be approved food containers. No consumer product jars or lids. No repurposed containers. If you containers do not meet this standard, they will not be accepted or they will be removed from the sales shelf.
- No sticky containers, Please. It is not the volunteer’s responsibility to clean your containers.
- Labels should be on straight

Other Hive Products

- All other products must contain something from the hive. i.e. beeswax, honey, propolis
- All products must be labeled with ingredients, weight and beekeepers name and contact information.

Product Responsibility

- You are responsible for handling any complaints concerning your honey or other hive products including guarantee of product, replacement or refunding the cost to the customer.
- **The Beekeepers of Indiana assumes no liability for your products.**

Delivery and pickup of products

- All products must be delivered in an appropriate size stackable box. Your boxes must have your name and the product listed on all 4 sides of your boxes.
- Products may be delivered to the Ag building on Wednesday July 31st and Thursday August 1st between the hours of 3:00 p.m. and 6:30 p.m. **DO NOT DELIVER BEFORE 3:00 p.m.** You may have someone deliver your product for you. An inventory will be completed for each delivery. **A new form will be used for each delivery.**
- Product Pick up will be Sunday August 18th from 8:30 p.m. to 10:00 p.m. You may make arrangements to have someone pick up your product. All product remaining after closing inventory and not picked up will not be the responsibility of TBoI. Leaving your product at the booth after inventory is at your own risk. You may choose to pick it up on Monday the August 19th at 9am in the morning. Any product not picked up by 11am on the 19th will be donated to a food bank

Information

✓ Information is based on “Labeling Your Honey” pamphlet published by the National Honey Board, 390 Lashley Street, Longmont, Colorado 80501-6010, Telephone 1-800-553-7162. For copies of the pamphlet, contact the National Honey Board.