

Submitter: Trina Lankford

On Behalf Of:

Committee: Senate Committee On Natural Resources

Measure: SB643

My name is Trina Lankford, and I live in La Grande. I am one of many bakers who opened their cottage bakery during the pandemic. I then became aware of the existence of cottage food laws and how they are unique to each state. In researching this, it became quickly apparent that Oregon's cottage laws are among the most strict in the nation. I believe SB320 which was introduced in 2015 has become outdated as dozens of other states have since reformed their laws to make it easier to sell homemade foods.

My cottage bakery is also based in La Grande, which is obviously very rural to begin with, and was started during the recent pandemic. I discovered an untapped market in my local area, and my customer base is thrilled to have someone who bakes in their own home who will create a quality product just for them, but my customer base is exactly that—local.

The issue is that Oregon law makes it very hard for my business to thrive. The law caps my GROSS sales at \$20,000—one of the lowest caps on homemade food sales in the nation. After subtracting expenses, that leaves me making much less than minimum wage and nowhere near a living wage. For this reason, I do have a full-time job outside of my cookie business.

The law also bans online sales and shipping through the mail, even though most states allow such sales. While cottage food producers are allowed a bit more leeway if they get a permit from the Department of Agriculture, these permits are extremely difficult to get and absolutely prohibited to people who have pets. In addition, many of my customers live in our local area only part of the year, having a residence elsewhere during the winter months usually. The only time these customers can purchase my baked goods is when they are physically in our area since I'm prohibited from shipping.

Lastly, I do have several local businesses that have approached me about carrying my baked goods for resale. This is something I cannot do due to the restriction on wholesale in Oregon.

As an active cottage baker in the state of Oregon, I greatly appreciate you taking the time to listen to our concerns, and it is my sincere hope that Oregon can gain some ground with updates in our cottage food laws.

Trina Lankford

Mama Lank's Bake Shoppe
La Grande, Oregon