HEADLINE FREEBIE

Can I Sell It?
COTTAGE FOOD STARTER

Maybe!
IT DEPENDS ON YOUR STATE

"Can I sell my freeze-dried candy?" Cottage food laws let you sell certain lower-risk foods made in your home kitchen, but the rules vary a LOT from state to state: which foods, where you can sell, how much you can earn, and whether you need a permit. This worksheet helps you find *your* answers and write them down in one place.

FIND YOUR STATE'S RULES IN 4 STEPS

1 START BROAD
Look up your state on forrager.com, which tracks cottage food laws state by state.

2 GO TO THE SOURCE
Find the official rules from your state department of agriculture or health. Some states use the county health department.

3 ASK DIRECTLY
Call or email and ask about freeze-dried foods by name. Get the answer in writing if you can.

4 CHECK THE EXTRAS
City or county business license, zoning, sales tax, and the rules of any market or website you sell on.

MY STATE'S COTTAGE FOOD ANSWERS

Question	What I found	Source & date
My state + the agency in charge		
Which foods are allowed? *Is there an approved list, or a "non-hazardous" rule?*		
Is freeze-dried food allowed? *Candy? Fruit? Meats, dairy and meals are often treated differently.*	☐ Candy ☐ Fruit & veggies ☐ Other: _____	
Yearly sales cap		
Where I can sell	☐ In person ☐ Markets ☐ Stores ☐ Online ☐ Ship in-state ☐ Ship out of state	
License, permit or registration? *Cost and how often it renews*		
Kitchen inspection?	☐ Yes ☐ No ☐ Only if there's a complaint	
Food safety class required?		
Labeling requirements *Exact "home kitchen" wording, if any*		
Sales tax / seller's permit		
Local business license or zoning		

NOT LEGAL ADVICE I'm a freeze-drying mama, not a lawyer. Laws change, so always confirm with your state and local offices before you sell, and keep their answers on file.

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LABEL CHECKLIST

- [ ] Product name *"Freeze-Dried Taffy"*
- [ ] Ingredients, in order by weight
- [ ] Allergens *(milk, eggs, wheat, soy, peanuts, tree nuts, fish, shellfish, sesame)*
- [ ] Net weight *(oz and grams)*
- [ ] My name or business name + address
- [ ] "Made in a home kitchen" statement, if my state requires it *(use their exact words)*
- [ ] Nutrition facts, only if required
- [ ] Permit or registration number, if required
- [ ] Date packed or "best by"

SAMPLE LABEL LAYOUT

Freeze-Dried Taffy

Ingredients: _____

_____

Contains: _____

Net Wt. _____ oz (_____ g)

_____

Your business name, city, state, ZIP

[Your state's required home-kitchen statement]

Online marketplaces may have label and listing rules of their own, on top of your state's.

PRICING HELPER work it out per batch, then per bag

Cost for one batch	Amount	Notes
Candy or food	$	
Bags or containers	$	
Oxygen absorbers or desiccants	$	
Labels, stickers, ink	$	
Electricity (Harvest Right estimates about $1.25–$2.80 a batch)	$	
Fees: permit, market booth, website, card reader (share per batch)	$	
A. Total batch cost	$	
B. Number of bags from this batch		
C. Cost per bag (A ÷ B)	$	
D. My time per bag (hours × my hourly rate ÷ B)	$	
E. Profit I want per bag	$	
My price per bag (C + D + E)	$	

Local going rate for similar bags: $ _____ My starting price: $ _____

MAMA TIP I love it when people get entrepreneurial! Start with candy and fruit, the easiest and lowest-risk sellers, and skip raw meat and raw egg products. Count every cost, including your time, then check what others charge nearby. Don't sell yourself short. Outgrown cottage rules? You can rent a licensed commercial kitchen by the hour.

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