



Selling Your Farm Products

Food Business Options

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Two Home-Processing Options in Utah

- 2007 – HB 339, Regulation of Cottage Food Production Operations
 - Amended in 2017 Session by HB 58, Direct Food Sales Amendments
- 2018 – HB 181, Home Consumption and Homemade Food Act
 - Does not replace the Cottage Food Program
- Both have pros and cons
 - Which is best depends on your business

Overview of Cottage Program

- Utah Code, Chapter 4-5-501
- Allows non-potentially hazardous foods to be made in private home kitchens, products must be approved by UDAF
- Must have business license, food handler's permit and pay annual registration fee
- Specific labeling requirements
- Cannot sell to restaurants (to use as an ingredient) or for consumption on-premises
- Apply at <https://ag.utah.gov/cottage-food-production.html>

Overview of Homemade Foods Act

- Utah Code, Chapter 4-5(a)
- Allows all but a few specific foods to be made in private home kitchens
- Must have business license
- Specific labeling requirements
- Only direct to consumer sales from home, private property, or outdoor markets, no restaurants or stores
 - Specific signage requirements for outdoor markets

Licensing, Registration Requirements

Cottage Program

- Business License
 - Cost varies by city
- Food Handler's Permit
- UDAF registration

Homemade Food Act

- Business License
 - Cost varies by city

Types of Food Products Allowed

Cottage Program

- Only non-potentially hazardous foods
 - No refrigerated foods or meats
 - No acidified or low-acid bottled foods
 - No baked goods with vegetables or cream/dairy fillings

Homemade Food Act

- No raw milk or raw dairy products
- No meats or meat products under USDA jurisdiction*
 - Small-scale poultry production allowed
- All other foods allowed

*UDAF will review meat-containing products on a case by case basis to determine if they would be USDA or FDA regulated

Labeling Requirements

Cottage Program

- FDA labeling requirements
- “Home Produced” by name
- Font size and placement requirements

Homemade Food Act

- Producer name & address
- Allergen listing
 - Ingredient statement not required
- “Not for Resale”
- “Processed and prepared without the benefit of state or local inspection”
- No font size or placement requirements

Example Honey Labels

Cottage Program

Hypothetical Honey Co.
350 N REDWOOD RD, SALT LAKE CITY, UT 84116

Home Produced

HONEY

NET WT 24 OZ (1.5 LB) 680 g

Homemade Food Act

HONEY

*NOT FOR RESALE
Processed without State
or Local inspection*

This food was prepared in a location that also handles
tree nuts (pecans)

Hypothetical Honey Co.
350 N REDWOOD RD, SALT LAKE CITY, UT 84116

Allowed Sales Locations

Cottage Program

- Intent is to be direct-to-consumer
- Cannot sell to be eaten on premises
- Cannot sell to restaurants as an ingredient
 - Can sell to restaurants to be used as made – e.g. cakes or pies

Homemade Food Act

- Must be direct-to-consumer
 - Sales from home, private property
- Direct-to-Sale Market
 - ONLY homemade foods
- Farmer's Markets
 - Must separate homemade foods into single section of market, display sign
- Cannot sell to restaurants or commercial establishments

Required Wording for Homemade Section at Farmer's Markets

FOOD ITEMS OFFERED FOR SALE IN THIS SECTION OF THE FARMERS MARKET ARE HOMEMADE AND HAVE NOT BEEN CERTIFIED, LICENSED, REGULATED, OR INSPECTED BY STATE OR LOCAL AUTHORITIES

- 22 x 28" minimum
- White background
- Red print
- Capitalized text, at least 2" in height



Questions?

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