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r/Entrepreneur • 1 yr. ago

Intelligent-Bottle22



To those who sell food out of your own homes, how do you do it?

[How Do I ?](#)

I know the rules and restrictions on what and how you can sell for your home are different per state. I am currently in Seattle, Washington.

I've recently been making homemade lattes and baked goods, coffee shop type things. I want to start selling them. I don't want to sell on Etsy, because I don't want to ship the items, I want to sell locally. I saw someone selling her homemade pumpkin spice latte on Facebook marketplace. I'm not sure what license she has.

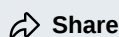
But I need advice from anyone who sells homemade food. Specifically, people who sell homemade food locally (no shipping). What do you guys do to sell food? How do you operate legally? I am also on a budget, so I can't afford a storefront or professional kitchen.



8



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For selling your baked goods etc, facebook might work. You can also try to collaborate with other local businesses. For selling at coffee shops, they will probably want to buy at wholesale prices. If you can work for those prices, you'll have considerably larger quantities.

If you don't want to sell at wholesale prices, try collaborating with businesses that don't typically sell your kind of products. If you have a newspaper shop, they get a lot of traffic in the early morning, with customers that might need a quick breakfast. Book shops, other small shops. You can try to deliver to offices.

It's common sense that you need a VAT identity to collaborate with / sell to businesses.

But in my opinion, anyone that wants to run any type of business should do it the proper way, otherwise you'd just be working under the table so to speak, and taking away revenue from businesses by competing unfairly. Other business owners pay taxes etc, not doing so gives you a way to work for lower prices, but is undermining your branche.

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drinrin • 1y ago

Well, I just launched a popcorn and snack business and in my state you are allowed to produce under "cottage food" . This is also possible in Seattle, Google cottage food operations, it's on agr.wa.gov website.

There are some restrictions, I started there and some at farmer's markets and just started renting space in a kitchen so I can do full labeling. It required me getting a Serv Safe certification, about \$125. And you rent the space and time so it's not too bad, I'm sure there are contract kitchens in your area.

Feel free to reach out if you have any other questions,

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Toy_Guy_in_MO • 1y ago

I only know our state for sure, but when I was researching this a few years back (so things could have changed), most states did not allow selling things that contained dairy and a few other things (low acid canned foods, for example) unless you had a separate kitchen at your house used only for that stuff and had it regularly inspected.

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rossedwardsus • 1y ago

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unless you have it specially designed.

Also be careful if you are selling gluten free because this adds to the need for a special setup.

I believe also that you might need to get food safety training.

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ZentalonsMom • 1y ago

You might be able to do what you want with a cottage food permit:

<https://agr.wa.gov/cottagefood>

Or look at a shared commercial kitchen arrangement such as this one, where as little as \$500/mo can get you access to a commercial kitchen: <https://www.seattlecommissary.com/copy-of-membership-rates>

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[deleted] • 1y ago

The laws on this vary between states and even counties in some states. In our state and county you can sell baked goods that don't need to be refrigerated out of your house in your "normal" kitchen. If you want to sell baked good that need refrigeration you have to have a license which is easy to get. Most states have cottage food laws which you could look into. Selling at farmers' markets are a great way to get started and build clients.

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navel-encounters • 1y ago

Here in my state you must have your kitchen inspected by the health inspector. I own a coffee shop and promote local goods. The health inspector looks wants proof that our suppliers are cooking in a clean kitchen.

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Right? I'm mainly wondering about how they are getting around the legal aspects. I feel like most people aren't technically doing it legally, but no one cares enough to pursue it.

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