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**NATIONAL REPORT**

# Cottage Food Sales Channels

Flyers, payment carts, and direct pay. Farmstands and porch sales. 50 states, DC, and 3143 county-equivalents.

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**COVERAGE****50 States + DC****COUNTIES****3143****DATA DATE****August 2026****PUBLISHED BY****Crosodo.com****LEGAL DISCLAIMER**

Research and information only. Not legal advice. Confirm with the state food program and with local Zoning before you sell. County rows inherit the state food-law buckets. They do not invent a unique e-commerce ordinance for each FIPS.

## Table of Contents

|                            |    |
|----------------------------|----|
| Executive Summary          | 3  |
| Three buckets              | 4  |
| National matrix            | 5  |
| Farmstands and porch sales | 7  |
| County overlay             | 8  |
| Sources                    | 10 |

## Executive Summary

# 44

### CARTS YES

A website checkout that takes payment is allowed under the cottage-food path

# 2

### CARTS LIMITED

Depends on a license or food-freedom tier

# 5

### CARTS NO

Order or advertising only, or in-person payment required

Cottage bakers mix three different facts into one word, “online.” A flyer with a price and a phone number is advertising. A Shopify or Square cart that takes the card before anyone has the food is a sale. A Venmo request at the market table is a payment method. States write rules about the sale. They almost never write the word Venmo.

As of August 2026, website and social flyers are allowed in all 51 jurisdictions we track. Direct electronic pay at a lawful in-person sale is also treated as Yes everywhere: the statute names the sale, not the app. The split is the cart. 44 jurisdictions let the standard cottage path take the money online. 5 do not (DE, KY, MS, MT, NV). 2 split by license tier (NH, UT).

County zoning does not usually add a fourth food rule. It decides whether a customer may come to the house, whether a sign may go in the yard, and whether a table on the porch is outdoor display. The 3143-row county table inherits the state buckets and overlays the stored house-pickup flag. We did not invent 3,144 unique checkout ordinances.

## Three buckets

### Website and social flyers

A flyer, a website, an Instagram post, or a Facebook photo with a price and a phone number is advertising. Almost every cottage-food statute lets you do that. Virginia's §3.2-5130 says nothing in the exemption prohibits advertising the food on the internet. Mississippi's statute bars internet sales and still allows internet and social advertising. Delaware is the same split: online advertising is fine, e-commerce is not. Nevada's current cottage-food path (until July 1, 2027) is in-person only; a price list is still a flyer, not a store. Zoning can still limit a yard sign or a sandwich board. The food rule and the sign code are not the same page.

### Payment carts online

A payment cart is the buy button: Shopify, Square Online, a Stripe checkout, an Etsy listing that takes the card before anyone has the food. That is the line states actually fight over. Thirty-three states and DC now let you take the order and the money online, and ship or deliver inside the state (Virginia joined that group on July 1, 2026 under HB 402). A smaller group lets you take the order and still makes you collect the money in person. Kentucky is the clean example: online orders yes, online payments no. Montana's Local Food Choice Act lets you advertise and take an order, then requires a face-to-face payment and handoff. Delaware, Mississippi, and Nevada (until July 1, 2027) do not give the standard cottage path an e-commerce cart at all. New Hampshire and Utah split by license tier: the unlicensed or food-freedom track is in person; the paid homestead or cottage-food track can run a cart.

### Direct payments

Venmo, Zelle, Cash App, PayPal, and a Square reader are payment methods. Cottage-food statutes almost never name them. They name the sale: direct to the consumer, in person, or online. If the state lets you sell in person, taking the money by Venmo at the table is still that in-person sale. It is not a store. The gap is remote pay. A Venmo request you send from the kitchen, with no person-to-person handoff, is the same legal fact as a website cart in the states that still ban e-commerce. In Delaware, Mississippi, Nevada (until 2027), Montana, and Kentucky, do not treat an app payment as a substitute for the in-person sale those statutes still require. Everywhere else, bakers already use Venmo and Zelle at pickup and at the market booth even when they have not built a website cart.

## National matrix

51 jurisdictions. Flyers and direct pay are the advertising and in-person-payment columns. Carts are the buy button. Orders / payments / shipping are the underlying statute flags from docs/50-state-online-sales-2026.csv.

| STATE | FLYERS | CARTS   | DIRECT PAY | ORDERS  | PAYMENTS | SHIPPING         |
|-------|--------|---------|------------|---------|----------|------------------|
| AK    | YES    | YES     | YES        | YES     | YES      | Yes (in-state)   |
| AL    | YES    | YES     | YES        | YES     | YES      | Yes (in-state)   |
| AR    | YES    | YES     | YES        | YES     | YES      | Yes (in-state)   |
| AZ    | YES    | YES     | YES        | YES     | YES      | Yes (in-state)   |
| CA    | YES    | YES     | YES        | YES     | YES      | Yes (in-state)   |
| CO    | YES    | YES     | YES        | YES     | YES      | No               |
| CT    | YES    | YES     | YES        | YES     | YES      | No               |
| DC    | YES    | YES     | YES        | YES     | YES      | No               |
| DE    | YES    | NO      | YES        | NO      | NO       | No               |
| FL    | YES    | YES     | YES        | YES     | YES      | Yes (in-state)   |
| GA    | YES    | YES     | YES        | YES     | YES      | Yes (in-state)   |
| HI    | YES    | YES     | YES        | YES     | YES      | Yes (in-state)   |
| IA    | YES    | YES     | YES        | YES     | YES      | Yes (in-state)   |
| ID    | YES    | YES     | YES        | YES     | YES      | Yes (in-state)   |
| IL    | YES    | YES     | YES        | YES     | YES      | Yes (in-state)   |
| IN    | YES    | YES     | YES        | YES     | YES      | Yes (in-state)   |
| KS    | YES    | YES     | YES        | YES     | YES      | Yes (interstate) |
| KY    | YES    | NO      | YES        | YES     | NO       | No               |
| LA    | YES    | YES     | YES        | YES     | YES      | Yes (in-state)   |
| MA    | YES    | YES     | YES        | YES     | YES      | Yes (in-state)   |
| MD    | YES    | YES     | YES        | YES     | YES      | Yes (in-state)   |
| ME    | YES    | YES     | YES        | YES     | YES      | No               |
| MI    | YES    | YES     | YES        | YES     | YES      | Yes (in-state)   |
| MN    | YES    | YES     | YES        | YES     | YES      | No               |
| MO    | YES    | YES     | YES        | YES     | YES      | No               |
| MS    | YES    | NO      | YES        | NO      | NO       | No               |
| MT    | YES    | NO      | YES        | LIMITED | NO       | No               |
| NC    | YES    | YES     | YES        | YES     | YES      | Yes (in-state)   |
| ND    | YES    | YES     | YES        | YES     | YES      | Yes (interstate) |
| NE    | YES    | YES     | YES        | YES     | YES      | Yes (in-state)   |
| NH    | YES    | LIMITED | YES        | LIMITED | LIMITED  | Limited          |
| NJ    | YES    | YES     | YES        | YES     | YES      | No               |
| NM    | YES    | YES     | YES        | YES     | YES      | Yes (in-state)   |
| NV    | YES    | NO      | YES        | NO      | NO       | No               |

| STATE | FLYERS | CARTS   | DIRECT PAY | ORDERS  | PAYMENTS | SHIPPING         |
|-------|--------|---------|------------|---------|----------|------------------|
| NY    | YES    | YES     | YES        | YES     | YES      | Yes (in-state)   |
| OH    | YES    | YES     | YES        | YES     | YES      | Yes (in-state)   |
| OK    | YES    | YES     | YES        | YES     | YES      | Yes (interstate) |
| OR    | YES    | YES     | YES        | YES     | YES      | Yes (in-state)   |
| PA    | YES    | YES     | YES        | YES     | YES      | Yes (interstate) |
| RI    | YES    | YES     | YES        | YES     | YES      | Yes (in-state)   |
| SC    | YES    | YES     | YES        | YES     | YES      | Yes (in-state)   |
| SD    | YES    | YES     | YES        | YES     | YES      | No               |
| TN    | YES    | YES     | YES        | YES     | YES      | Yes (in-state)   |
| TX    | YES    | YES     | YES        | YES     | YES      | No               |
| UT    | YES    | LIMITED | YES        | LIMITED | LIMITED  | No               |
| VA    | YES    | YES     | YES        | YES     | YES      | Yes (in-state)   |
| VT    | YES    | YES     | YES        | YES     | YES      | Yes (in-state)   |
| WA    | YES    | YES     | YES        | YES     | YES      | No               |
| WI    | YES    | YES     | YES        | YES     | YES      | Yes (in-state)   |
| WV    | YES    | YES     | YES        | YES     | YES      | Yes (in-state)   |
| WY    | YES    | YES     | YES        | YES     | YES      | No               |

## Farmstands and porch sales

### Attended sales

Cottage-food law and zoning are different jobs. A state statute may name a farm stand or a roadside stand as a place you may sell homemade food directly to the person who will eat it. That is not a city permit to put a booth on a residential lot, and it is not a license to sell on the sidewalk. A farm's unmanned sweet-corn table is often a third track: product of the farm, grown on land the seller occupies, with no off-farm flour or sugar. Do not copy that table onto a city porch of cookies.

Where the baker must be there, the food rule is usually a face-to-face sale. Michigan State University Extension, answering an Antrim County cottage baker in 2024, said a roadside stand of baked goods on the producer's own land still has to be manned. MDARD's cottage-food FAQ says delivery is face to face so the buyer can ask about the food. An honor jar is not enough. Montana's Local Food Choice Act is the same shape: you may advertise online, but the sale is in person. Kentucky lets you take an order and still requires payment and the handoff in person. Other states name the venue and stay quiet on attendance. California Health and Safety Code §113758 lists farm stands among Class A direct sales. New York's Home Processor Exemption lists farm stands next to farmers markets. Florida's cottage-food statute lets you sell at roadside stands, but Santa Rosa County's planning director told commissioners in 2026 that cucumbers grown on the lot can sit in a cart by the street under Florida's agricultural preemption, while baked goods in that same cart are a zoning problem of setbacks, parking, and the right-of-way.

### Unattended sales

Leaving product out with a cash box, a QR code, a lockbox, or a camera is the part almost no cottage-food statute writes down. Texas is the split bakers argue about. DSHS has said an unattended honor stand is not permitted, while a customer who already ordered may pick up a bag left on the porch. Homemade Texas reads Tex. Health & Safety Code Chapter 437 as silent on person-to-person presence and says the agency added a rule the legislature did not write. Minnesota keeps roadside stands off the cottage-food list (Minn. Stat. §28A.152) and runs a separate product-of-the-farm exclusion for food grown on the farm. Missouri's main cottage statute is home-only; a second individual-stands law exists only in counties that adopted it.

Where the food statute is silent, zoning does the work. City home-occupation codes repeat the same three lines: no change in the outside of the house, no outdoor storage, no display of products visible from the street. A table of loaves on the porch is visible evidence of a business. A cart on the sidewalk is vending in the public way, which is a separate permit or a ban, not a home occupation. A phone camera is not a published stand-in for a person on site. Ask Zoning before you leave food out.

For one city the close is sharper because the code is on file. City of Fairfax, Virginia (FIPS 51600) requires a Minor Home Occupation. City Code §110-3.5.5.12.B bars a change in outside appearance, outdoor storage of business materials, and display of products visible from the street. House pickup is stored as Check zoning, not Yes. Neighbor Fairfax County writes home-based food production as sale and delivery exclusively online or off-site, inside enclosed structures, with no outdoor display. Virginia food law after HB 402 lets you sell in person, through the internet, or by phone, and deliver in person, by mail, or by delivery service, to a person in Virginia. It names the private home, a temporary event of 14 days or fewer, and a farmers market. It does not name an unattended stand.

## County overlay

The county CSV is 3143 rows, one per FIPS in `data/county_permit_steps.csv`. Each row copies the state's three buckets and adds the stored house-pickup flag and home-occupation name. That is the honest join. A county that bans porch pickup can still allow a website cart with off-site delivery. A county that allows pickup still cannot grant a cart the state has banned.

Path: `data/research/permit-packets/county_sales_channels.csv`. State path: `docs/50-state-sales-channels-2026.csv`.

| STATE | PLACES | CARTS | PICKUP YES | PICKUP NO | PICKUP OTHER |
|-------|--------|-------|------------|-----------|--------------|
| AK    | 29     | YES   | 29         | 0         | 0            |
| AL    | 67     | YES   | 61         | 0         | 6            |
| AR    | 75     | YES   | 75         | 0         | 0            |
| AZ    | 15     | YES   | 9          | 0         | 6            |
| CA    | 58     | YES   | 42         | 0         | 16           |
| CO    | 64     | YES   | 11         | 0         | 53           |
| CT    | 8      | YES   | 0          | 0         | 8            |
| DC    | 1      | YES   | 1          | 0         | 0            |
| DE    | 3      | NO    | 2          | 0         | 1            |
| FL    | 67     | YES   | 47         | 1         | 19           |
| GA    | 159    | YES   | 157        | 0         | 2            |
| HI    | 5      | YES   | 2          | 1         | 2            |
| IA    | 99     | YES   | 96         | 0         | 3            |
| ID    | 44     | YES   | 5          | 0         | 39           |
| IL    | 102    | YES   | 72         | 0         | 30           |
| IN    | 92     | YES   | 73         | 0         | 19           |
| KS    | 105    | YES   | 103        | 0         | 2            |
| KY    | 120    | NO    | 116        | 1         | 3            |
| LA    | 64     | YES   | 56         | 0         | 8            |
| MA    | 14     | YES   | 13         | 0         | 1            |
| MD    | 24     | YES   | 19         | 0         | 5            |
| ME    | 16     | YES   | 15         | 0         | 1            |
| MI    | 83     | YES   | 75         | 0         | 8            |
| MN    | 87     | YES   | 12         | 0         | 75           |
| MO    | 115    | YES   | 70         | 0         | 45           |
| MS    | 82     | NO    | 80         | 0         | 2            |
| MT    | 56     | NO    | 55         | 0         | 1            |
| NC    | 100    | YES   | 81         | 0         | 19           |
| ND    | 53     | YES   | 19         | 0         | 34           |
| NE    | 93     | YES   | 48         | 0         | 45           |

| STATE | PLACES | CARTS   | PICKUP YES | PICKUP NO | PICKUP OTHER |
|-------|--------|---------|------------|-----------|--------------|
| NH    | 10     | LIMITED | 7          | 0         | 3            |
| NJ    | 21     | YES     | 18         | 0         | 3            |
| NM    | 33     | YES     | 11         | 0         | 22           |
| NV    | 17     | NO      | 5          | 0         | 12           |
| NY    | 62     | YES     | 39         | 0         | 23           |
| OH    | 88     | YES     | 36         | 0         | 52           |
| OK    | 77     | YES     | 73         | 0         | 4            |
| OR    | 36     | YES     | 28         | 0         | 8            |
| PA    | 67     | YES     | 48         | 0         | 19           |
| RI    | 5      | YES     | 5          | 0         | 0            |
| SC    | 46     | YES     | 45         | 0         | 1            |
| SD    | 66     | YES     | 66         | 0         | 0            |
| TN    | 95     | YES     | 64         | 0         | 31           |
| TX    | 254    | YES     | 242        | 0         | 12           |
| UT    | 29     | LIMITED | 29         | 0         | 0            |
| VA    | 134    | YES     | 85         | 1         | 48           |
| VT    | 14     | YES     | 2          | 0         | 12           |
| WA    | 39     | YES     | 15         | 0         | 24           |
| WI    | 72     | YES     | 22         | 0         | 50           |
| WV    | 55     | YES     | 20         | 0         | 35           |
| WY    | 23     | YES     | 22         | 0         | 1            |

## Sources

State buckets are classified from Crosodo's July 2026 online-sales matrix (docs/50-state-online-sales-2026.csv), which cites each jurisdiction's statute and a primary URL. Farmstand paragraphs use the sources below. Local Fairfax City and Fairfax County closes use the published zoning handouts named in the packet.

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Va. Code §3.2-5130 (HB 402 / 2026 c. 605):  
<https://legiscan.com/VA/text/HB402/id/3422880>

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MSU Extension / MDARD: cottage roadside stand must be manned:  
<https://ask.extension.org/kb/faq.php?id=881854>

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Homemade Texas: unattended cottage-food stands:  
<https://homemadetexas.org/statement-on-unattended-cottage-food-stands-in-texas/>

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Texas Cottage Food Law FAQ C-18 / C-19 (porch pickup vs honor stand):  
<https://texascottagefoodlaw.com/faq/>

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Santa Rosa County, Fla.: farm cart vs cottage baked goods (2026):  
<https://pensacola.newswk.com/santa-rosa-county-cottage-food-businesses/>

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University of Minnesota Extension: product of the farm vs cottage food:  
<https://extension.umn.edu/selling-and-distributing/selling-product-farm>

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City of Fairfax Minor vs Major Home Occupation (City Code §110-3.5.5.12):  
<https://www.fairfaxva.gov/files/assets/city/v/1/development/documents/zoning/minor-vs-major-home-occupancy-permit-2022.pdf>

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Fairfax County Home-Based Business:  
<https://www.fairfaxcounty.gov/planning-development/zoning/home-based-business>

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