

COTTAGE FOOD LAW REPORT

Monterey County

California · Salinas · FIPS 06053 · Population 437,609 ·
Crosodo Index #2798*

STATE BASELINE

Cal. Health & Safety Code §113758

STATE TIER

Good

ANNUAL SALES CAP (STATE)

Tiered (see notes)

CONFIDENCE

HIGH

LAST VERIFIED

2026-05-05

IMPORTANT — NOT LEGAL ADVICE

This report compiles publicly-available statutes, regulations, and county zoning rules into a research reference. It is **not legal advice** and is provided **without warranty** as to accuracy, completeness, or current applicability.

Cottage food law changes frequently. Counties may amend zoning, health departments may issue new permits, and state legislatures may update statutes after the publication date shown above.

Always verify rules directly with your state department of health/agriculture and your county health and planning offices before relying on them for any business or regulatory decision. Consult a licensed attorney for advice specific to your situation.

How to start — 60-second path

Monterey County, California — permit, pickup, and label steps before the full county rules.

HOME KITCHEN ALLOWED?

Conditional

STATE SALES CAP

Tiered (see notes)

HOME OCCUPATION PERMIT?

Yes

ON-SITE / PORCH PICKUP?

Yes

INSPECTION

Upon-complaint

PETS

Pets prohibited from kitchen during food production per state law.

BEFORE YOU SELL FROM THIS ADDRESS

- ☐ **1. Menu** — Confirm each product under California cottage food rules (county cannot expand a state ban).
- ☐ **2. Pickup & zoning** — Home occupation and porch pickup cells above; HOA/lease may still block customer traffic.
- ☐ **3. Local tax / license** — Business license or sales tax certificate if your city/parish requires it (common even with no state food permit).
- ☐ **4. Training** — Food handler or state registration before market day.
- ☐ **5. Labels** — Disclaimer, allergens, ingredients, net quantity, producer info.
- ☐ **6. Call if unclear** — County health and planning for your exact address.

LABEL FIELDS TO INCLUDE

- ☐ Product name · producer name · address (or allowed alternative)
- ☐ Ingredients by weight · major allergens · net weight/quantity
- ☐ California home-kitchen disclaimer (see live label one-pager)

CONTINUE ONLINE

[Open the live county page →](#)

[California label one-pager →](#)

[Local notes & questions →](#)

Planning path only — not legal advice. Rules change. Always verify with state and local offices before selling.

CALIFORNIA: MONTEREY COUNTY

CROSODO INDEX #2798* · FIPS 06053 · Salinas

Monterey County

Population 437,609 · State baseline: Cal. Health & Safety Code §113758 · **HIGH****QUICK VIEW FOR BAKERS IN THIS COUNTY****HOME KITCHEN ALLOWED?**

Conditional (California cottage food law (Cal. Health & Safety Code §113758) allows Class A (direct sales only) and Class B (direct and indirect sales including retail/wholesale/mail order) operations. Monterey County Environmental Health administers CFO applications. Class A: products cannot be sold to retail food facilities, wholesale, or by mail order; internet sales must be picked up or delivered in person within county. Class B: can be sold to retail food facilities, wholesale, or by mail order, but products cannot be sold out-of-state; internet sales must be picked up or delivered in person within county. Annual sales caps (state, inflation-adjusted): Class A ~\$86,206; Class B ~\$172,411 (2025). Food safety training required.)

SEPARATE KITCHEN REQUIRED?

No

PETS ALLOWED?

Pets prohibited from kitchen during food production per state law.

HOME OCCUPATION PERMIT?

Yes (Monterey County Environmental Health requires Class A or Class B CFO application. In addition, local city or county planning approval required. Operators in unincorporated areas must obtain county planning/zoning approval; those in incorporated cities (Salinas, Monterey, etc.) must comply with city-specific rules. State law (GOV §51035) preempts local zoning restrictions on CFOs.)

ON-SITE / PORCH PICKUP?

Yes

INSPECTION REQUIRED?

Upon-complaint (Class A: no initial inspection. Class B: initial inspection and annual inspections. Both classes subject to inspection upon consumer complaint.)

Home kitchen rules**HOME KITCHEN ALLOWED**

Conditional — California cottage food law (Cal. Health & Safety Code §113758) allows Class A (direct sales only) and Class B (direct and indirect sales including retail/wholesale/mail order) operations. Monterey County Environmental Health administers CFO applications. Class A: products cannot be sold to retail food facilities, wholesale, or by mail order; internet sales must be picked up or delivered in person within county. Class B: can be sold to retail food facilities, wholesale, or by mail order, but products cannot be sold out-of-state; internet sales must be picked up or delivered in person within county. Annual sales caps (state, inflation-adjusted): Class A ~\$86,206; Class B ~\$172,411 (2025). Food safety training required.

SEPARATE DEDICATED KITCHEN

No

PET RESTRICTIONS

Pets prohibited from kitchen during food production per state law.

WATER SUPPLY

Standard water requirements per Environmental Health.

HANDWASHING

Required per California Food Code.

FOOD STORAGE

Non-TCS shelf-stable foods only per state-approved CDPH list.

Inspection & permitting

INSPECTION REQUIRED	Upon-complaint — Class A: no initial inspection. Class B: initial inspection and annual inspections. Both classes subject to inspection upon consumer complaint.
HOME OCCUPATION PERMIT	Yes — Monterey County Environmental Health requires Class A or Class B CFO application. In addition, local city or county planning approval required. Operators in unincorporated areas must obtain county planning/zoning approval; those in incorporated cities (Salinas, Monterey, etc.) must comply with city-specific rules. State law (GOV §51035) preempts local zoning restrictions on CFOs.
LOCAL BUSINESS LICENSE	Yes

Customer-facing rules

ON-SITE CUSTOMER PICKUP	Yes
ON-SITE SIGNAGE	Conditional
DELIVERY / PICKUP RULES	Class A: direct to consumer only; internet sales must be in-person pickup or delivery within county. Class B: retail/wholesale/mail order allowed within California; internet sales pickup/delivery within county. No out-of-state sales.
MAX EMPLOYEES IN HOME	Only one non-family employee permitted under state law.

Relevant county code

Cal. Health & Safety Code §113758; Monterey County Environmental Health Consumer Health Protection CFO program.

RESEARCH NOTES

Monterey County Environmental Health has a dedicated page with Class A and Class B CFO applications, confirming county administers CFO permits. Notable restriction: Class A internet sales must be in-person pickup or delivery within county (stricter than some CA counties). Class B allows mail order and retail. State preempts local zoning restrictions (GOV §51035). Local planning department approval also required in addition to EHS registration.

SOURCES VERIFIED AT RESEARCH TIME

<https://www.countyofmonterey.gov>

<https://www.countyofmonterey.gov/government/departments-a-h/health/environmental-health/general/applications-forms-and-permits>

<https://www.countyofmonterey.gov/government/departments-a-h/health/environmental-health/consumer-health-protection/food-application>

https://www.cdph.ca.gov/Programs/CEH/DFDCS/CDPH%20Document%20Library/FDB/FoodSafetyProgram/Cottage%20Food%20Operations/CFO_Faq.pdf

Questions about this county? Local notes and a place to leave a question: crosodo.com/nb/california/monterey-county-discuss

Bordering counties — cottage food law

Regulation	Monterey County	San Luis Obispo County	Santa Cruz County
HOME KITCHEN ALLOWED	Conditional	Yes	Yes
SEPARATE DEDICATED KITCHEN	No	No	No
PETS ALLOWED	Pets prohibited from kitchen during food production per state law.	General sanitation required; kitchen must be clean and pest-free	Not specified by county; state law requires sanitary food preparation area
INSPECTION REQUIRED	Upon-complaint	Depends-on-volume	Conditional
ON-SITE CUSTOMER PICKUP	Yes	Yes	Yes
ON-SITE SIGNAGE	Conditional	Conditional	Conditional
DELIVERY / PICKUP	Class A: direct to consumer only; internet sales must be in-person pickup or delivery within county. Class B: retail/wholesale/mail order a...	Class A: direct sales only. Class B: direct and indirect including retail. Max 1 non-family FTE employee	Class A: direct sales only (including online with local delivery/pickup or shipping within CA). Class B: direct + indirect sales (wholesale...
HOME OCCUPATION PERMIT	Yes	Yes	Conditional
LOCAL BUSINESS LICENSE	Yes	Varies	Yes
RESTRICTIONS	California cottage food law (Cal. Health & Safety Code §113758) allows Class A (direct sales only) and Class B (direct and indirect sales i...	CDPH-approved food list only; annual Class A registration or Class B permit required from SLO County Environmental Health; food handler car...	Class A (direct sales, cap ~\$86,206/year) or Class B (direct+indirect, cap ~\$172,411/year). Must register with Santa Cruz County Environmen...
FOOD STORAGE	Non-TCS shelf-stable foods only per state-approved CDPH list.	CDPH-approved non-TCS foods stored in sanitary conditions	Non-TCS shelf-stable foods on CDPH approved list only; no refrigerated products
POPULATION	437,609	281,712	268,571

State context — California cottage food law

Monterey County's rules sit on top of California's state cottage food framework. The state law sets the floor — counties can add but cannot remove protections.

STATUTE

Cal. Health & Safety Code §113758

ANNUAL SALES CAP

Tiered (see notes)

REGISTRATION REQUIRED

Yes

FOOD HANDLER CERT

Yes (specific course)

KITCHEN INSPECTION

No

DIRECT SALES ONLY

No

INDIRECT SALES

Limited (see notes) — Class B permit holders may sell indirectly through retail stores and restaurants statewide; Class A registrants are limited to direct sales only and may not sell through any retail or wholesale venue.

For the full state-level analysis including the verbatim statute text, see the **California cottage food law report** on Crosodo, or open the live guide: crosodo.com/states/california.

STATE-LEVEL REFERENCES

State statute: https://leginfo.ca.gov/faces/codes_displaySection.xhtml?lawCode=HSC§ionNum=113758

State dept cottage food page: https://www.cdph.ca.gov/Programs/CEH/DFDCS/CDPH%20Document%20Library/FDB/FoodSafetyProgram/Cottage%20Food%20Operations/CFO_Faq.pdf

Forrager.com: <https://forrager.com/law/california/>

Questions about Monterey County? Local notes and a place to leave a question are on Crosodo. We monitor new threads — start with zoning, permits, or porch pickup.

crosodo.com/nb/california/monterey-county-discuss

Classifieds

Resources for cottage food & home bakers · crosodo.com/advertise

NATIONAL

SUPPLIES

Advertise here — Supplies

Reach home bakers across the country. crosodo.com/advertise

COURSES

Advertise here — Courses

Reach home bakers across the country. crosodo.com/advertise

INSURANCE

Advertise here — Insurance

Reach home bakers across the country. crosodo.com/advertise

LOCAL

Advertise here

Reach home bakers in Monterey County, California. Supply stores, farmers markets, kitchen rentals, and bakery services welcome.

crosodo.com/advertise

Your business here

Local cottage food listings, kitchen rentals, co-packer referrals, and community events — post yours on Crosodo.

crosodo.com/nb/california/monterey-county-discuss

Free ad space available

Let us know if you're a non-profit or community organization. Farmers markets, kitchen rentals, and cottage food events near you welcome.

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