

COTTAGE FOOD LAW REPORT

Otsego County

Michigan · Gaylord · FIPS 26137 · Population 24,374 ·
Crosodo Index #859*

STATE BASELINE	STATE TIER	ANNUAL SALES CAP (STATE)	CONFIDENCE	LAST VERIFIED
MCL §289.4102	Great	50000	MEDIUM	2026-05-06

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

Otsego County, Michigan — permit, pickup, and label steps before the full county rules.

HOME KITCHEN ALLOWED?

Yes

STATE SALES CAP

50000

HOME OCCUPATION PERMIT?

Varies

ON-SITE / PORCH PICKUP?

Yes

INSPECTION

No

PETS

No specific state prohibition on pets; good manufacturing practices apply and pets should be excluded from food production areas during production.

BEFORE YOU SELL FROM THIS ADDRESS

- ☐ **1. Menu** — Confirm each product under Michigan 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
- ☐ Michigan home-kitchen disclaimer (see live label one-pager)

CONTINUE ONLINE

[Open the live county page →](#)

[Michigan label one-pager →](#)

[Local notes & questions →](#)

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

MICHIGAN: OTSEGO COUNTY

CROSODO INDEX #859* · FIPS 26137 · Gaylord

Otsego County

Population 24,374 · State baseline: MCL §289.4102 · MEDIUM

QUICK VIEW FOR BAKERS IN THIS COUNTY

HOME KITCHEN ALLOWED?

Yes (Must be the kitchen of the operator's primary domestic residence. Single-family home, apartment, condo, or rental home qualifies; second homes, vacation homes, and motor homes do not qualify if not primary residence. Products must be stored at primary residence. Non-potentially hazardous foods only. Annual sales cap \$50,000 (raised from \$25,000 by 2025 HB 4122, effective March 2026).)

SEPARATE KITCHEN REQUIRED?

No

PETS ALLOWED?

No specific state prohibition on pets; good manufacturing practices apply and pets should be excluded from food production areas during production.

HOME OCCUPATION PERMIT?

Varies (Michigan state law exempts cottage food operators from MDARD licensing and inspection but expressly requires operators to contact their local unit of government regarding local regulations. Otsego County unincorporated areas governed by township zoning; City of Gaylord has its own ordinances. Operators should verify with local township or city zoning office.)

ON-SITE / PORCH PICKUP?

Yes

INSPECTION REQUIRED?

No (No routine inspection under Michigan cottage food law. MDARD may investigate upon complaint or foodborne illness report.)

Home kitchen rules

HOME KITCHEN ALLOWED	Yes — Must be the kitchen of the operator's primary domestic residence. Single-family home, apartment, condo, or rental home qualifies; second homes, vacation homes, and motor homes do not qualify if not primary residence. Products must be stored at primary residence. Non-potentially hazardous foods only. Annual sales cap \$50,000 (raised from \$25,000 by 2025 HB 4122, effective March 2026).
SEPARATE DEDICATED KITCHEN	No
PET RESTRICTIONS	No specific state prohibition on pets; good manufacturing practices apply and pets should be excluded from food production areas during production.
WATER SUPPLY	Potable water required; no specific county-level additional requirement identified for cottage food operations.
HANDWASHING	Standard handwashing required per good manufacturing practices; no state-mandated separate handwashing sink required for cottage food.
FOOD STORAGE	Shelf-stable, non-potentially hazardous foods only; must be stored at primary residence in a clean, pest-free area to prevent adulteration.

Inspection & permitting

INSPECTION REQUIRED	No — No routine inspection under Michigan cottage food law. MDARD may investigate upon complaint or foodborne illness report.
HOME OCCUPATION PERMIT	Varies — Michigan state law exempts cottage food operators from MDARD licensing and inspection but expressly requires operators to contact their local unit of government regarding local regulations. Otsego County unincorporated areas governed by township zoning; City of Gaylord has its own ordinances. Operators should verify with local township or city zoning office.
LOCAL BUSINESS LICENSE	Varies

Customer-facing rules

ON-SITE CUSTOMER PICKUP	Yes
ON-SITE SIGNAGE	Conditional
DELIVERY / PICKUP RULES	Direct sales within Michigan only. Allowed venues include farmers markets, roadside stands, craft shows, and home pickup. Online/mail order and third-party delivery platform sales allowed per 2025 HB 4122 amendment (effective March 2026) provided direct consumer interaction occurs before or during the transaction.
MAX EMPLOYEES IN HOME	No state limit specified; cottage food law assumes operator and household members only; non-household employees not addressed.

Relevant county code

No county-level cottage food code section identified for Otsego County. State: MCL §289.4102. Township and city zoning ordinances vary.

RESEARCH NOTES

No county-specific cottage food rules found for Otsego County. Rules reflect Michigan state baseline under MCL §289.4102. Otsego County is a rural north-central Lower Peninsula county (pop. ~24,400) known for skiing at Boyne Mountain and Treetops Resort. State law governs; no county health department cottage food override identified. Local township and city zoning for home occupations varies. 2025 HB 4122 raised annual sales cap to \$50,000 and authorized online/delivery sales effective March 2026.

SOURCES VERIFIED AT RESEARCH TIME

<https://www.otsegocounty.gov>

<https://www.michigan.gov/mdard/food-dairy/cottage-foods>

<https://www.legislature.mi.gov/Laws/MCL?objectName=MCL-289-4102>

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

Bordering counties — cottage food law

Regulation	Otsego County	Antrim County	Charlevoix County
HOME KITCHEN ALLOWED	Yes	Yes	Yes
SEPARATE DEDICATED KITCHEN	No	No	No
PETS ALLOWED	No specific state prohibition on pets; good manufacturing practices apply and pets should be excluded from food production areas during pro...	No specific state prohibition on pets; good manufacturing practices apply and pets should be excluded from food production areas during pro...	No specific state prohibition on pets; good manufacturing practices apply and pets should be excluded from food production areas during pro...
INSPECTION REQUIRED	No	No	No
ON-SITE CUSTOMER PICKUP	Yes	Yes	Yes
ON-SITE SIGNAGE	Conditional	Conditional	Conditional
DELIVERY / PICKUP	Direct sales within Michigan only. Allowed venues include farmers markets, roadside stands, craft shows, and home pickup. Online/mail order...	Direct sales within Michigan only. Allowed venues include farmers markets, roadside stands, craft shows, and home pickup. Online/mail order...	Direct sales within Michigan only. Allowed venues include farmers markets, roadside stands, craft shows, and home pickup. Online/mail order...
HOME OCCUPATION PERMIT	Varies	Varies	Varies
LOCAL BUSINESS LICENSE	Varies	Varies	Varies
RESTRICTIONS	Must be the kitchen of the operator's primary domestic residence. Single-family home, apartment, condo, or rental home qualifies; second ho...	Must be the kitchen of the operator's primary domestic residence. Single-family home, apartment, condo, or rental home qualifies; second ho...	Must be the kitchen of the operator's primary domestic residence. Single-family home, apartment, condo, or rental home qualifies; second ho...
FOOD STORAGE	Shelf-stable, non-potentially hazardous foods only; must be stored at primary residence in a clean, pest-free area to prevent adulteration.	Shelf-stable, non-potentially hazardous foods only; must be stored at primary residence in a clean, pest-free area to prevent adulteration.	Shelf-stable, non-potentially hazardous foods only; must be stored at primary residence in a clean, pest-free area to prevent adulteration.
POPULATION	24,374	23,484	26,143

State context — Michigan cottage food law

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

STATUTE	ANNUAL SALES CAP
MCL §289.4102	50000
REGISTRATION REQUIRED	FOOD HANDLER CERT
No	No
KITCHEN INSPECTION	DIRECT SALES ONLY
No	Yes

INDIRECT SALES

No — Sales through retail stores, restaurants, or wholesale are prohibited. Online sales, mail order, and third-party delivery platform sales (e.g., DoorDash) are allowed in-state only, but require the producer to offer the customer an opportunity to directly interact (face-to-face or virtually) before purchase. A separate \$75,000 cap applies if all products are priced at \$250 or more per item. Honey and maple syrup have a separate exemption permitting indirect retail sales up to \$15,000/year.

For the full state-level analysis including the verbatim statute text, see the [Michigan cottage food law report](#) on Crosodo, or open the live guide: crosodo.com/states/michigan.

STATE-LEVEL REFERENCES

State statute: <https://www.legislature.mi.gov/Laws/MCL?objectName=MCL-289-4102>

State dept cottage food page: <https://www.michigan.gov/mdard/food-dairy/cottage-foods>

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

Questions about Otsego 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/michigan/otsego-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 Otsego County, Michigan. 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/michigan/otsego-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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