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# How to Start a Successful Cottage Food Business in Michigan



# Agenda



- Cottage Food Law
- Safe food practices
- Personal hygiene
- Cleaning and sanitizing
- Final food product

# CERTIFICATE of ACHIEVEMENT

This is to certify that

*Steve Smith*

has completed the course

Michigan Cottage Food Law  
Food Safety Training

**MICHIGAN STATE**  
**UNIVERSITY**

Extension

# Michigan Cottage Food Law

- Allows individuals to prepare and store certain foods in an unlicensed home kitchen.



# Cottage Foods

- Jams & Jellies
- Breads
- Cookies
- Fruit pies
- Vinegars



- Dry herbs
- Dried pasta
- Cotton candy
- Popcorn
- Chocolate-covered items

**The Cottage Food Law **does not allow** foods to be sold that are at high risk for food-borne illness.**



# Examples of food **excluded** in the Cottage Food Law

- Canned fruits or vegetables
- Butters like pumpkin or apple
- Canned pickle products
- Milk
- Meat products
- Beverages
- Cut melons
- Pies requiring refrigeration like banana cream, pumpkin, custard...
- Sprouts: bean, alfalfa
- Garlic & oil mixtures



# How much money can you make selling cottage foods? (Poll 1)



# Licensing and Inspections

- Are those making Cottage Foods exempt from MDARD licensing and inspections?

(Poll 2)



# Why the concern about safe food practices?

- People can become sick, hospitalized or die
- High risk populations
- Costly



# Causes of foodborne illness

- Poor personal hygiene
- Cross-contamination
- Improperly cleaned and sanitized equipment and utensils



# What should your refrigerator temperature be? (Poll 4)

- 32 degrees
- 41 degrees
- 46 degrees
- 50 degrees



# Temperature

- Keep your refrigerator at 41 degrees F and your freezer at 0 degrees F.



# Preparing produce

Clean by rinsing thoroughly in lukewarm water.



# Only use food grade packaging





# Jams and Jellies

- Look for cracks or chips in jars
- Wash and sterilize jars
- Wash & rinse lids & bands
- Hot water bath

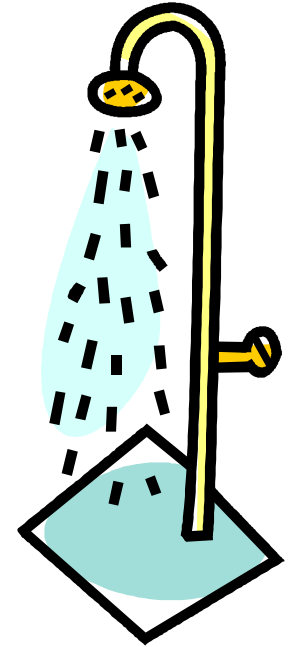


# Good personal hygiene



# Good personal hygiene

- Shower/bathe and wash hair
- Clean hands and fingernails
- Wear clean aprons/hats/gloves
- Tie back long hair
- Cover cuts





# Hands can contaminate food



# Poor personal hygiene



# Wash your hands!



# How long should you wash your hands?

- 15 seconds
- 20 seconds
- 30 seconds
- 45 seconds





# Wash your hands for 20 seconds

- Wet hands with warm water
- Apply soap and scrub
- Rinse
- Dry with a paper towel



## True or False (Poll 5)

Cleaning reduces the number of microorganisms on a surface to a safe level.

# Four steps to clean and sanitize

1. Clean
2. Rinse
3. Sanitize
4. Allow to air dry



# Clean and sanitize to prevent cross - contamination

- Counters
- Tables
- Equipment
- Cupboard knobs
- Anything that will be touched



# Sanitizing

- Chlorine bleach and water
- Test sanitizer strength



# Keep a log

- Product made
- Where ingredients were purchased
- Date
- Batch number
- Who prepared the food



# True or False?

- Every packaged cottage food must have a label that includes the statement “Not made in a licensed kitchen”.

# Product Labeling

- **MADE IN A HOME KITCHEN THAT HAS NOT BEEN INSPECTED BY THE MICHIGAN DEPARTMENT OF AGRICULTURE & RURAL DEVELOPMENT**
- Chocolate Chip Cookie
- Artie Pinkster  
123 Foodstuff Lane  
Casserole City, MI 82682
- Ingredients: Enriched flour (Wheat flour, niacin, reduced iron, thiamine, mononitrate, riboflavin and folic acid), butter (milk, salt), chocolate chips (sugar, chocolate liquor, cocoa butter, butterfat (milk), Soy lecithin as an emulsifier), walnuts, sugar, eggs, salt, artificial vanilla extract, baking soda
- Contains: wheat, eggs, milk, soy, walnuts
- Net Wt. 3 oz (85.05 g)



# Can you serve free samples of your cottage foods? (Poll 7)



# Sampling Do's and Don'ts

- Prepackaged
- Labeling
- Maintain non-hazardous quality



# Are you allowed to store cottage foods in an outdoor building? (Poll 8)

- Yes
- No



# Storage

- Cottage food can **NOT** be produced or stored in an outdoor building.
- Approved storage areas
  - Kitchens
  - Basements
  - Spare rooms



# Transportation

Transport food in a clean vehicle



# For more information:

- [michigan.gov/cottagefood](https://michigan.gov/cottagefood)
- [msue.anr.msu.edu/topic/info/food health](https://msue.anr.msu.edu/topic/info/food_health)
- [productcenter.msu.edu](https://productcenter.msu.edu)