BILL'S HOME TECH

Home & Small Business Tech Solutions

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Selling Crafts or Baked Goods Online

Etsy, a Facebook Shop & Ohio's cottage-food rules, in plain English

Tech Made Simple. Service Made Personal.

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1 The Short Version

If you bake, can, knit, sew, turn wood, or make anything by hand, there is an honest way to sell it online — and in Ohio, selling certain home-baked goods needs no license at all. You do not need a storefront, a business degree, or a pile of money; you need the thing you already make well, a phone with a camera, and a little patience. Here is the whole thing in a nutshell, before we slow down and take it a piece at a time.

1. Pick one thing you make well — a craft, or a home-baked good that Ohio's cottage-food law allows.
2. If it is food, check the Ohio Department of Agriculture's current allowed list and labeling rules first, and make a proper label.
3. Choose where to sell: Etsy for shipped crafts, or a free Facebook or Instagram shop with pickup for fresh food.
4. Take bright, clear photos and price to cover your materials, your time, and the fees — do not undercharge.
5. Set up a safe way to get paid, and never hand over goods before the payment truly clears.
6. Keep every receipt for materials, fees, and postage — all income is taxable, and your costs lower what you owe.

> **GOOD TO KNOW**
>
> Start with one product you already make well and enjoy making. You can always add more later. A shop with one lovely, well-photographed item beats a shop with ten rushed ones.

2 Why This Is Worth Doing

If people have been telling you for years that you ought to sell your cookies, your jam, your quilts, or your birdhouses, there is a good chance they are right — and getting started is easier and cheaper than you would guess. The one part that trips people up is the rules, especially for food, and that is exactly where I will be most careful with you.

Ohio has what is called a cottage-food law, and the happy news is that it lets you make and sell a good many home-baked and shelf-stable foods from your own kitchen with no license, no registration, and no fee. There are real limits on what qualifies, though, and we will walk through them plainly so you stay on the right side of them. None of this is hard once it is broken into small steps. There is no rush and nobody grading you.

3 Crafts or Food: Two Different Rulebooks

Before anything else, sort what you make into one of two buckets, because they play by very different rules.

- Crafts — knitting, sewing, woodwork, jewelry, art, candles, soap, cards — are simple to sell online, with few rules beyond honesty and good shipping. You can list them almost anywhere and ship them anywhere.
- Food is the other bucket, and it is the one with a rulebook. Because it goes in people's mouths, every state sets rules about what you may make at home, how it must be labeled, and where it may be sold.

Ohio's food rules are friendlier than many, but they are real, and ignoring them can get your little venture shut down or worse. If you make both — say, knitted goods and homemade fudge — simply treat each under its own rules. The crafts are easy; the fudge needs the food care. Nothing stops you selling both from the same little shop.

> **GOOD TO KNOW**
>
> If you only ever sell crafts, you can skip lightly over the food-law chapters. If you sell anything edible, read them slowly — they are the heart of staying legal and safe.

4 Ohio's Cottage-Food Law, in Plain English

Ohio's cottage-food law is genuinely good news for home bakers. Under it (the rule lives in Ohio's Revised Code, Chapter 3715), you may make certain foods in your own home kitchen and sell them with no license, no registration, and no fee. You do not have to have your kitchen inspected, and you do not have to pay the state a cent to begin. That is a real and unusual kindness in the world of food rules.

The catch — and it is the whole catch — is that only certain foods qualify. The law covers foods that are shelf-stable and not 'potentially hazardous,' which is a plain way of saying foods that do not need to be kept cold to stay safe. We will go through exactly what is in and what is out in the next two chapters, because this is the line you must not cross.

WATCH OUT

Rules do get updated, and the details matter. Everything in this guide is accurate to the best of my knowledge as of November 2026, but before you sell your first item you should confirm the current allowed list and the exact labeling wording with the Ohio Department of Agriculture at agri.ohio.gov. Treat this guide as your friendly map, and the state's own page as the final word. Do not rely only on what a friend or a Facebook group tells you — the rules change, and they vary by state.

5 What You Can Sell Without a License

The foods Ohio's cottage-food law allows you to make and sell from home, with no license, are the shelf-stable ones — the kind that sit happily on a counter and do not need a refrigerator to stay safe. As of November 2026 that generally includes a wide range of home-baked and dry goods.

- Most baked goods like breads, cookies, brownies, and fruit pies.
- Jams, jellies, and fruit butters.
- Candy and fudge.

- Granola, popcorn, and popcorn balls.
- Dry mixes and dry herbs.

The common thread is simple: if it keeps for a good while at room temperature without spoiling, it is likely allowed. That covers an enormous range of what most home bakers want to sell, which is why Ohio's law is so well liked. Even within the allowed list, your label must be right and your kitchen clean and sensible, which we will come to — but the headline is cheering: a great deal of what comes out of a home oven can be sold legally, with no permission slip from anyone.

> **TIP**
>
> When you are planning a product, ask yourself first: does this need to live in the refrigerator? If the honest answer is no, it is very likely on Ohio's allowed list. If it is yes, read the next chapter carefully — and confirm your specific product against the Ohio Department of Agriculture's current list before you start.

6 What Needs a License, or Cannot Be Sold From Home

The foods that fall outside Ohio's cottage-food law are the ones that need to be kept cold, or that carry a higher risk if made at home.

- Cheesecakes, cream and custard pies, and pumpkin pies.
- Most frostings and fillings made with dairy or cream cheese.
- Anything else that must be refrigerated.
- Home-canned low-acid vegetables, salsas, and pickles, which carry real safety risks.

For some of the refrigerated baked goods there is a second path: Ohio offers a Home Bakery License through the Department of Agriculture. It involves a modest annual fee — around ten dollars as of recent guidance — and a kitchen inspection, and it lets you sell a wider range of baked items, including some that need refrigeration.

If cheesecakes or cream pies are your specialty, that license is the proper route, and it is not an expensive or frightening one. Confirm the current fee and requirements with the Department before you apply.

WATCH OUT

Home-canned salsas, pickles, and low-acid vegetables are NOT allowed under Ohio's cottage-food law — the risk is serious. For those you would need a commercial, inspected kitchen, which is a bigger step than this guide covers. If that is your dream, talk to the Ohio Department of Agriculture before you sell a single jar.

7 Labeling Your Food the Right Way

If you sell cottage foods in Ohio, the law requires a proper label on each item, and getting it right is both easy and important. You do not need fancy printed labels to start — a clean, clearly printed label from your own computer is perfectly acceptable, as long as every required piece is on it and it is easy to read.

- Your name and address.
- The name of the product.
- The ingredients, listed in order from most to least.
- A plain statement of any major allergens it contains, like wheat, eggs, milk, or nuts.
- The net weight or amount.
- The state's required cottage-food disclaimer — wording to the effect that the product is home produced.

The disclaimer is the piece people forget, and it is the one the state cares about most, because it tells the buyer plainly that this came from a home kitchen rather than an inspected commercial one. Because the exact required wording can be updated, check the Ohio Department of Agriculture's current language and copy it exactly rather than paraphrasing it.

TIP

Make one master label template on your computer with all the required pieces, then just change the product name, ingredients, and weight for each item. Keep the allergen line and the state disclaimer exactly as the Department of Agriculture words them.

Rather not do this yourself? I'll come to your home and set it up for you — a flat $99 first visit across Portage County, Ohio and nearby communities. Outside the area? I also help remotely by phone or screen-share. Book at billshometech.com/book or call (330) 200-8042.

8 Where to Sell: Crafts Versus Food

Where you sell depends a great deal on what you make. For crafts and other shippable goods, Etsy is the best-known home, built from the ground up for handmade and vintage items, with a built-in audience. For food, the picture is different: most home-baked goods are sold locally, hand to hand, because shipping perishable food is tricky and because selling food across state lines runs into other states' rules.

- Crafts and shelf-stable treats that ship well suit Etsy and nationwide shipping.
- Fresh baked goods suit local Facebook, Instagram, and pickup.
- Farmers' markets, church bazaars, and craft fairs are the in-person companions, and many sellers do both.
- You can list crafts in several places at once to reach more buyers.

GOOD TO KNOW

There is no single right answer; it is about matching the marketplace to the product and to the customers you can realistically reach. For local food sales, a neighbor orders and you pick a safe handoff — they collect, or you deliver nearby.

9 Setting Up a Simple Etsy Shop

Opening an Etsy shop is free and not hard. You create an account, pick a shop name, and add your first listings — each with photos, a title, a description, and a price. Etsy handles the shopping-cart and payment side for you: buyers pay Etsy, and Etsy passes the money to you, minus its fees, on a schedule. You do not have to build a website or wrestle with a payment system yourself, which alone is worth the fees for most beginners.

Etsy charges a small fee to post each listing and takes a percentage of each sale plus a payment-processing cut when something sells. The exact figures change from time to time, so check Etsy's current fee page rather than trusting an old number, but the shape of it is: cheap to list, a modest slice when you sell.

> **TIP**
>
> Start with just a few good listings rather than rushing to fill a big shop. A handful of items, each with lovely photos and an honest description, gives you a tidy, trustworthy-looking shop and lets you learn the ropes. Before you open, search Etsy for items like yours to see how others photograph, describe, and price them — you are not copying, you are learning what buyers in your corner expect.

10 Selling on Facebook and Instagram

Facebook and Instagram are free to sell on, and they shine for local sales, especially food. You can set up a simple Facebook Page for your little venture, post photos of what you have made, and let neighbors comment or message to order. Local community 'buy, sell, trade' groups and neighborhood pages are gold for reaching people right around you. Instagram, owned by the same company, is wonderful for showing off beautiful work, and the two can be linked so a post goes to both at once.

The trade-off compared with Etsy is that you handle more of it yourself — taking orders by message, arranging pickup or delivery, and collecting payment through a

method you choose. For local sales, many people find that simplicity a feature rather than a burden, and it keeps the fees at nothing.

> **GOOD TO KNOW**
> Your existing Facebook friends and local groups are the easiest first customers you will ever have. A single friendly post to the right local group often brings your first orders the same day.

11 Taking Photos That Sell

Online, your photos are your shop window, and they do more to sell your work than any clever description. The good news is that the phone in your pocket takes photos more than good enough; you do not need a fancy camera.

- Shoot near a window in daylight, not under a dim kitchen bulb.
- Make sure the item is in sharp focus and fills most of the frame.
- Keep the background simple and uncluttered — a plain tabletop, a clean cloth, a neutral wall.
- Take several shots from different angles; for food, a close-up that shows the texture makes mouths water.
- Brighten a slightly dim photo a touch with your phone's simple slider — that is all the editing you need.

> **WATCH OUT**
> Shoot in daylight near a window, with a plain background, and get close. Those three habits turn an ordinary phone photo into one that sells. Do not make the item look like something it is not; a happy buyer who gets exactly what the photo promised is worth far more than one sale to a disappointed one.

12 Pricing So You Actually Make Money

Pricing is where kind-hearted makers most often go wrong, by charging too little. A fair price has to cover three things: the cost of your materials, a fair amount for your time and skill, and the fees the marketplace takes. If you only count the flour and sugar and forget your hours and the platform's cut, you can end up working for nothing — and resenting a thing you love.

1. Add up what the materials for one item cost.
2. Add a fair hourly amount for the time it takes you to make it.
3. Add a bit more to cover the listing and selling fees. That total is your floor.
4. Look at what similar items sell for to make sure you are in the right neighborhood, neither far above nor giving it away far below.

WATCH OUT

Do not be afraid to charge what your work is worth. Handmade has real value, and buyers who seek it out expect to pay more than for factory goods. The most common mistake is forgetting your own time and the platform's fees — count both, every time. 'I only charged for the ingredients' is how a beloved hobby turns into unpaid work.

13 Packing and Shipping Without the Headache

If you ship your work, a little care in packing saves a lot of heartache. Pack things to survive a rough journey — bubble wrap or padding for anything breakable, a sturdy box, and for food that ships well, packaging that keeps it fresh and intact. The goal is that it arrives looking exactly as it did when it left your hands.

- A small kitchen or postal scale tells you the weight.
- The shipping carrier's website or Etsy's shipping tools tell you the cost.
- Etsy can even print a label you stick on the box, so you drop it at the post office without waiting in line.
- Flat-rate boxes from the post office make pricing predictable for heavier items.
- Build the shipping cost into your pricing or charge it to the buyer clearly.

WATCH OUT

A cheap postal scale pays for itself fast. Knowing the exact weight means you charge the right postage — never guessing high and losing buyers, or guessing low and eating the difference. And remember that most perishable food does not ship well or legally across state lines, which is the main reason fresh baked goods are usually sold locally.

14 Getting Paid Safely

The safest way to get paid is to let the marketplace handle it. On Etsy, the buyer pays Etsy and Etsy pays you, so you never have to handle a stranger's card details or chase a payment. For Facebook and local sales, you will collect payment yourself, and the method matters for your safety.

- For local sales, cash at pickup is simple and final.
- An instant bank-to-bank transfer like Zelle has no buyer or seller protection and cannot be reversed, so treat it like cash and only use it with people you trust.
- A PayPal or Venmo business profile keeps your gig money separate from your personal money and adds record-keeping that helps at tax time.
- Whatever you use, do not ship or hand over goods until the payment has truly landed in your account, not merely 'pending.'

WATCH OUT

Never hand over your goods or ship an order on the strength of a payment that is only 'pending' or a screenshot of a transfer. Wait until the money is actually in your account. And be wary of any buyer who wants to pay more than the asking price and have you send back the difference — that is a classic scam.

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15 A Plain Word on Taxes

Here is the part nobody loves but everyone should hear: money you make selling your crafts or baked goods is income, and income is taxable, whether or not any form ever arrives in the mail. The absence of a form does not mean the income is tax-free; it simply means the reporting is on you.

The marketplaces and payment apps only send you a tax form called a 1099-K once you cross a fairly high bar. As of November 2026, that federal threshold is more than $20,000 in payments AND more than 200 transactions in a year — both conditions must be met. (A lower state threshold could still apply, so check Ohio's current rule.) But to be clear, staying under those numbers does not make the income tax-free.

> **GOOD TO KNOW**
>
> For most small home sellers this is nothing to fear. You keep a simple record of what you took in and what you spent on materials and fees, and you report the profit when you file. Your real costs — ingredients, materials, packaging, postage, platform fees — generally reduce the amount you are taxed on, so keeping receipts actually helps you. Start a shoebox or a folder for receipts and jot down your sales from day one.

16 A Clean, Sensible Kitchen

Selling food from home under the cottage-food law does not require an inspected kitchen, but it absolutely requires a clean and sensible one. You are feeding the public, even if in a small way, and the same care you would take cooking for family you love is the care to take here — clean hands, clean surfaces, clean equipment, and sensible storage of your ingredients and finished goods.

- Be especially mindful of allergens: if you bake with nuts, or in a kitchen where nuts are present, that must be noted honestly on your label.
- The same goes for wheat, eggs, and milk — honesty on the label is not just the law, it is protecting someone's health.

- Keep pets off the counters while you work.
- Wash up thoroughly, and store your finished goods away from household messes.

> **GOOD TO KNOW**
> None of this is burdensome — it is simply the ordinary care of a good home cook, applied with a little extra attention because strangers are eating what you make.

17 Starting Small and Growing at Your Pace

The surest way to begin is small. Pick one product, make a modest batch, photograph and list it, and see how it goes. Your first sales teach you things no guide can — how long an item really takes to make, what buyers ask about, how your pricing holds up, how shipping goes. Those lessons are far easier to absorb from five orders than from fifty.

Grow only as fast as feels good. Some people are content selling a few dozen cookies a month to neighbors and never want more; others build a busy little shop over a year or two. Both are complete successes. The moment it starts to feel like a grind, you can slow down, raise your prices, or take a break. You are the boss of this, and that freedom is one of the nicest parts of making a little money from what you love.

18 Setting It Up for a Parent or Friend

If you have a parent, a spouse, or a friend who makes something lovely but would not know where to begin with selling it online, helping them set it up is a genuine kindness. Sit down together, take the photos, write the first listing, and walk them through how an order comes in and how they get paid. Seeing that first sale land does wonders for a person's confidence.

GOOD TO KNOW

Keep their setup as simple as you can: one marketplace, a clear way to get paid, a tidy folder for receipts. A small, understandable shop they can run themselves is far better than an impressive one they are afraid to touch. For an older relative especially, this can be more than money — it is purpose, connection, and the quiet pride of having their work valued by strangers. If the computer side stumps either of you, that is exactly the sort of thing I am glad to help with.

19 Keeping Yourself and Your Money Safe

Selling to strangers online calls for the same sensible caution you would use anywhere. Think before you publish your home address; for local pickup, many sellers prefer to meet at a safe public spot or use a porch pickup rather than inviting strangers inside. Keep your personal information to what the sale actually requires.

- The overpayment trick — a 'buyer' sends or claims to send more than the price and asks you to refund the difference — is common and always a fraud; the original payment later vanishes and you are out the difference.
- Be wary of any buyer who pushes you to take payment off the marketplace or through an odd method 'to avoid fees.'
- Keep payments inside the platform, or to cash and trusted apps.
- Trust your gut: if a buyer's story feels off or the deal seems too good, you are free to decline.

WATCH OUT

Any buyer who 'accidentally' overpays and asks you to send back the difference is running a scam. So is anyone pressing you to take payment off the platform. A lost sale is nothing; a scam that costs you money and stress is a real loss.

20 Common Mistakes to Avoid

Nearly every new home seller I help has run into one or two of the same snags. None is a disaster, and all are easy to put right once you know them.

- Selling a food that needs refrigeration under the cottage-food rules, when it actually needs a Home Bakery License or is not allowed at all.
- A missing or wrong label — especially leaving off the required state disclaimer or an allergen.
- Underpricing by forgetting your own time and the platform's fees, so you work for next to nothing.
- Dim, cluttered photos that do not do your lovely work justice.
- Handing over goods before a payment has truly cleared, or falling for an overpayment scam.
- Not keeping any record of sales and expenses, which makes tax time a headache.

> **GOOD TO KNOW**
>
> Check the food rules, label it right, price it to truly pay you, photograph it in good light, get paid before you ship, and keep your receipts. Six habits, and your shop is on solid ground.

21 Common Questions

Do I really need no license to sell my cookies in Ohio?

For most ordinary, shelf-stable baked goods — cookies, breads, brownies, fruit pies — Ohio's cottage-food law does let you sell with no license, registration, or fee. The important exceptions are anything that needs refrigeration, like cheesecake or cream pie, which needs a separate Home Bakery License. Because the details can be updated, confirm your specific product against the Ohio Department of Agriculture's current list before you sell it.

Can I ship my baked goods to customers in other states?

In practice, no — or at least not under the simple cottage-food path. Those rules are built for selling within Ohio, and most fresh baked goods do not ship well or safely across the country anyway. That is why home bakers sell locally, while crafts and shelf-stable items are the ones that travel by mail. If nationwide food sales are your dream, that is a bigger, commercial step to discuss with the state.

What exactly has to go on my food label?

Your name and address, the product name, the ingredients in order from most to least, a clear statement of major allergens, the net weight, and the state's required 'home produced' disclaimer. The disclaimer wording in particular should be copied exactly from the Ohio Department of Agriculture's current guidance rather than paraphrased.

Do I have to pay taxes on what I make?

Yes. Money you earn selling crafts or food is taxable income whether or not a marketplace sends you a 1099-K form. For a small seller it is usually simple: keep a record of sales and of your costs for materials, fees, and postage, and report the profit. Those costs lower what you owe, so keeping receipts works in your favor.

Is Etsy or Facebook better for a beginner?

For crafts and shelf-stable items you will ship, Etsy is the natural home, with a ready audience and the payments handled for you. For fresh baked goods sold to neighbors, a free Facebook or Instagram shop with local pickup usually makes more sense. Many people use both. Match it to what you make and to the customers you can actually reach.

22 The Quick Recap

The whole guide in one glance, for when you just need a reminder.

- Sort what you make into crafts (simple rules) or food (real rules) and treat each accordingly.

- Ohio's cottage-food law lets you sell most shelf-stable baked goods with no license — but confirm your product with the Ohio Department of Agriculture.
- Refrigerated items like cheesecake need a Home Bakery License; home-canned salsas and pickles are not allowed.
- Label food with your name and address, ingredients, allergens, weight, and the state's exact disclaimer.
- Sell crafts and shipped goods on Etsy; sell fresh baked goods locally through Facebook, Instagram, and pickup.
- Photograph in good light, price to cover materials, time, and fees, get paid before you ship, and keep every receipt for taxes.

GOOD TO KNOW

Stay inside Ohio's food rules, price your work fairly, and keep tidy records. Do those three and a hobby you love can pay its own way with no worry. When you would rather have a hand with the computer side — the Etsy or Facebook setup, the photos, or getting the payment side safe — that is exactly what I do, at your pace and with no rush. My booking assistant Sophie can get you on the calendar, and the Ohio Department of Agriculture is the final word on any food-rule question.

CHEAT SHEET

Everyday Cheat Sheet

Keep this page handy. It points you straight to what to do for each task.

I want to...	Do this...
Know if my food needs a license	If it needs no refrigerator, it is likely allowed; confirm at agri.ohio.gov
Sell a cheesecake or cream pie	Get Ohio's Home Bakery License (modest fee plus inspection)
Label a cottage food	Name/address, product, ingredients, allergens, weight, state disclaimer
Sell a shipped craft	Open a free Etsy shop; it handles payment for you
Sell fresh baked goods	Use a free Facebook or Instagram shop with local pickup
Take a photo that sells	Daylight by a window, plain background, get close
Price it fairly	Materials + your time + the fees = your floor
Get paid safely	Let the marketplace handle it; never ship on a 'pending' payment
Handle taxes	Keep every receipt; all income is taxable even with no form
Get help	Call Bill: (330) 200-8042

BEFORE YOU GO

A Note From Bill

A quick note from Bill. I write these guides to make home tech a little less frustrating, and I do my best to keep every step accurate and up to date. Still, every home, device, and setup is a bit different, so I can't promise a guide will match yours exactly or fix your particular problem. These guides are for general information only — they're not professional, legal, or financial advice, and they don't replace your device's own manual or the manufacturer's instructions. Please go slow, use your own good judgment, and use everything here at your own risk. If a step involves electrical wiring, a gas appliance, a water heater, plumbing, or climbing a ladder — or if anything just doesn't feel safe — please stop and call a licensed professional (or give me a call at 330-200-8042). Bill's Home Tech and Bill Davis can't be responsible for any damage, data loss, or injury that results.

HOW I CAN HELP

Your Visit — and My Promise

You don't have to remember all of it — just that a friendly, patient person is one call away, whenever you'd rather have a hand.

KEY SPECS

In your home — $99 flat for the first visit, no contracts and no surprises, with a 30-day come-back-free follow-up. In-home visits cover Portage County, Ohio and nearby communities.
Outside the area? Remotely — $49 for a screen-share session (free for Support Plan members, $39/mo), refundable if I can't fix it — and credited toward a visit if you'd rather have me in person. Book either at billshometech.com/book.

GOOD TO KNOW

My promise — If you're not 100% satisfied with your visit, I'll come back at no charge, or refund the full $99. No questions, no awkwardness. That's how I'd want to be treated.

Whenever you're ready, I'll come to your home anywhere in Portage County, Ohio and nearby communities, at your pace. Too far for a house call? I also help remotely. Book at billshometech.com/book or call (330) 200-8042. — Bill

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