HONEY

_____
kind, such as Wildflower

NET WT _____ oz (_____ g)

_____
your name or apiary

_____
town and state

LOT _____ _____

HONEY

_____
kind, such as Wildflower

NET WT _____ oz (_____ g)

_____
your name or apiary

_____
town and state

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HONEY

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NET WT _____ oz (_____ g)

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_____
town and state

LOT _____ _____

SAMPLE

Know what a jar costs you

Add up what one jar costs you. Then pick a price. What's left is yours before your time, your equipment and your booth fee.

Cost per jar	Example numbers, 12 oz jar
Jar, 12 oz	$1.10
Lid	$0.25
Label	$0.30
Tamper band	$0.10
Honey (your own cost estimate)	$3.00
Cost per jar	**$4.75**
Price you choose	$12.00
Left per jar	**$7.25**

How the numbers work

Cost per jar is every line added together: $1.10 + $0.25 + $0.30 + $0.10 + $3.00 = **$4.75**.

Left per jar is the price minus the cost: $12.00 − $4.75 = **$7.25**.

Share of the price is left per jar divided by price: $7.25 ÷ $12.00 = 60%.

What this leaves out. Your time. Your extractor and tools. Your hive costs, unless you put them in the honey line (page 3 shows how). Booth fees (page 4). Sales tax, if your state charges it on honey.

Use your own numbers. The figures here are examples, not what jars cost. Look at your receipts.

A price is your choice. This sheet doesn't tell you what honey sells for where you live. Look at your market table by table and decide. Not tax or food-safety advice; ask your state about sales tax.

SAMPLE

Official state pages

STATE	PAGE AND WHO RUNS IT	ADDRESS	CHECKED
Alabama	**Alabama Beekeepers Guide to Safe Honey Bottling and Correct Labeling** Alabama Cooperative Extension System (Auburn/Alabama A&M)	https://www.aces.edu/blog/topics/cottage-food-law/alabama-beekeepers-guide-to-safe-honey-bottling-correct-labeling/	Nov 15, 2026
Arkansas	**Homemade Food Guide (updated May 2026)** Arkansas Department of Health	https://healthy.arkansas.gov/wp-content/uploads/Homemade-Food-Guide-5.21.2026-Update.pdf	Nov 15, 2026
California	**Approved Cottage Foods** University of California Agriculture and Natural Resources (UC ANR)	https://ucanr.edu/site/cottage-foods/approved-cottage-foods	Nov 15, 2026
Colorado	**Colorado Cottage Foods: Honey (document dated 2018)** Colorado State University Extension	https://park.extension.colostate.edu/wp-content/uploads/sites/51/2018/11/cf-honey.pdf	Nov 15, 2026
Connecticut	**Honey and Maple Syrup Regulations** Connecticut Department of Agriculture	https://portal.ct.gov/doag/regulatory/regulatory/honey-and-maple-syrup-regulations	Nov 15, 2026
Delaware	**Honeybees - Delaware Department of Agriculture** Delaware Department of Agriculture	https://agriculture.delaware.gov/plant-industries/honeybees/	Nov 15, 2026
Florida	**Bottling, Labeling, and Selling Honey in Florida (IN918)** University of Florida IFAS Extension	https://ask.ifas.ufl.edu/publication/IN918	Nov 15, 2026
Georgia	**Basic Requirements for Honey Producers** Georgia Department of Agriculture	https://agr.georgia.gov/basic-requirements-honey-producers	Nov 15, 2026
Hawaii	**Compliance with Beekeeping Laws in Hawaii** University of Hawaii CTAHR (Cooperative Extension)	https://cms.ctahr.hawaii.edu/pollinators/Resources/Beekeepers/Beekeeping-Laws	Nov 15, 2026
Illinois	**Cottage Food Guide: Can I sell honey from my bee hives? (2022)** Illinois Department of Public Health with University of Illinois Extension	https://extension.illinois.edu/sites/default/files/idph_cottage_food_guide-_2022.pdf	Nov 15, 2026
Indiana	**Indiana Honey Labeling Information** Indiana Department of Natural Resources (Division of Entomology & Plant Pathology)	https://secure.in.gov/dnr/entomology/files/ep-honey_labeling_information.pdf	Nov 15, 2026

SAMPLE