



As new agriculture entrepreneurs consider producing and marketing food products and current producers seek new markets, they need to conduct preliminary research to determine if there are rules, regulations, certifications, or licenses required for their product or selected market. This series of publications will help determine the requirements for licensing and for processing and selling various food products based on business size, sales volume, the level of processing, and market. The flowchart will guide Iowa producers and processors to the appropriate state agencies or departments. Agency and department contact information, as well as additional resources, are on the reverse side of this publication.

Definition of cut fruits and vegetables: Cutting includes slicing, dicing, and any form of cutting with a knife or other utensil that alters the fruit or vegetable from its original, whole form. Does not include processing.

Do you produce and sell cut fruits and vegetable?

NO

- No regulations
- No license required

YES

How do you market your cut fruits and vegetables?

Wholesale indirect markets<sup>1</sup>

Direct-to-consumer<sup>2</sup>

**Required:**

- License required
- Contact (DIA<sup>3</sup>)

**Required:**

- No license required

\*\*Cutting a tomato, melon, lettuce leaf or other time/temperature controlled for safety fruit or vegetable requires a licensed facility regardless of marketing to wholesale markets or direct to consumer.

Cutting non-temperature controlled for safety fruits and vegetables such as strawberries, corn, or beans does not require a license if marketing directly to the consumer. A license is required if wholesaling these types of cut fruits and vegetables.

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<sup>1</sup> Wholesale/indirect markets: Restaurants, institutions, grocery stores, food hubs, etc.

<sup>2</sup> Direct-to-Consumer: Farmers markets and out of your home for off premise consumption, no online sales

<sup>3</sup> Iowa Department of Inspections and Appeals

# Resources

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## **IOWA DEPARTMENT OF INSPECTIONS AND APPEALS**

515-281-6538

[www.dia.iowa.gov](http://www.dia.iowa.gov)

### **Food Safety License Applications**

<https://dia.iowa.gov/food-consumer-safety/food-safety-license-applications>

## **IOWA DEPARTMENT OF AGRICULTURE HORTICULTURE AND FARMERS MARKET PROGRAM**

[www.iowaagriculture.gov/horticultureandFarmersMarket.asp](http://www.iowaagriculture.gov/horticultureandFarmersMarket.asp)

## **U.S. FOOD AND DRUG**

### **FDA Food Code**

<https://www.fda.gov/food/guidanceregulation/retailfoodprotection/foodcode/>

### **FOOD AND DRUG ADMINISTRATION NUTRITION LABELING**

<https://www.fda.gov/food/guidanceregulation/guidancedocumentsregulatoryinformation.labelingnutrition/ucm053857.htm>

## **IOWA STATE UNIVERSITY EXTENSION AND OUTREACH**

### **Value Added Agriculture**

[www.extension.iastate.edu/valueaddedag](http://www.extension.iastate.edu/valueaddedag)

### **MarketMaker**

<https://ia.foodmarketmaker.com>

### **Agricultural Marketing Resource Center**

[www.agmrc.org](http://www.agmrc.org)

## **IOWA STATE UNIVERSITY EXTENSION AND OUTREACH PUBLICATIONS**

This and other related publications can be accessed through the ISU Extension Store at <https://store.extension.iastate.edu>.

### *Local Food Connections – From Farms to Restaurants*

<https://store.extension.iastate.edu/Product/5425>

### *What Producers Should Know About Selling to Local Foodservice Markets*

<https://store.extension.iastate.edu/Product/12745>

This publication is part of a series. Additional copies can be downloaded as PDF files at <https://store.extension.iastate.edu>. Other titles in the series include:

**FS0015 Red Meat**

**FS0016 Poultry**

**FS0017 Dairy**

**FS0018 Seafood**

**FS0019 Eggs**

**FS0020 Low Acid and Fermented Foods**

**FS0021 Jams, Jellies, and Preserves**

**FS0022 Fruit and Vegetable Juice**

**FS0024 Fruits and Vegetables (Whole)**

**FS0025 Honey and Maple Syrup**