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 vegetables?**
- **NO**
  - No regulations
  - No license required
- **YES**
  - **How do you market your cut fruits and vegetables?**
    - **Wholesale indirect markets**
      - Required:
        - License required
        - Contact (DIA³)
    - **Direct-to-consumer**
      - 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 licensed facility is required if wholesaling these types of cut fruits and vegetables.
Resources

IOWA DEPARTMENT OF INSPECTIONS AND APPEALS
515-281-6538
www.dia.iowa.gov

Food Safety License Applications

IOWA DEPARTMENT OF AGRICULTURE HORTICULTURE AND FARMERS MARKET PROGRAM
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 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

IOWA STATE UNIVERSITY EXTENSION AND OUTREACH
Value Added Agriculture
www.extension.iastate.edu/valueaddedag

MarketMaker
https://ia.foodmarketmaker.com

Agricultural Marketing Resource Center
www.agmrc.org

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