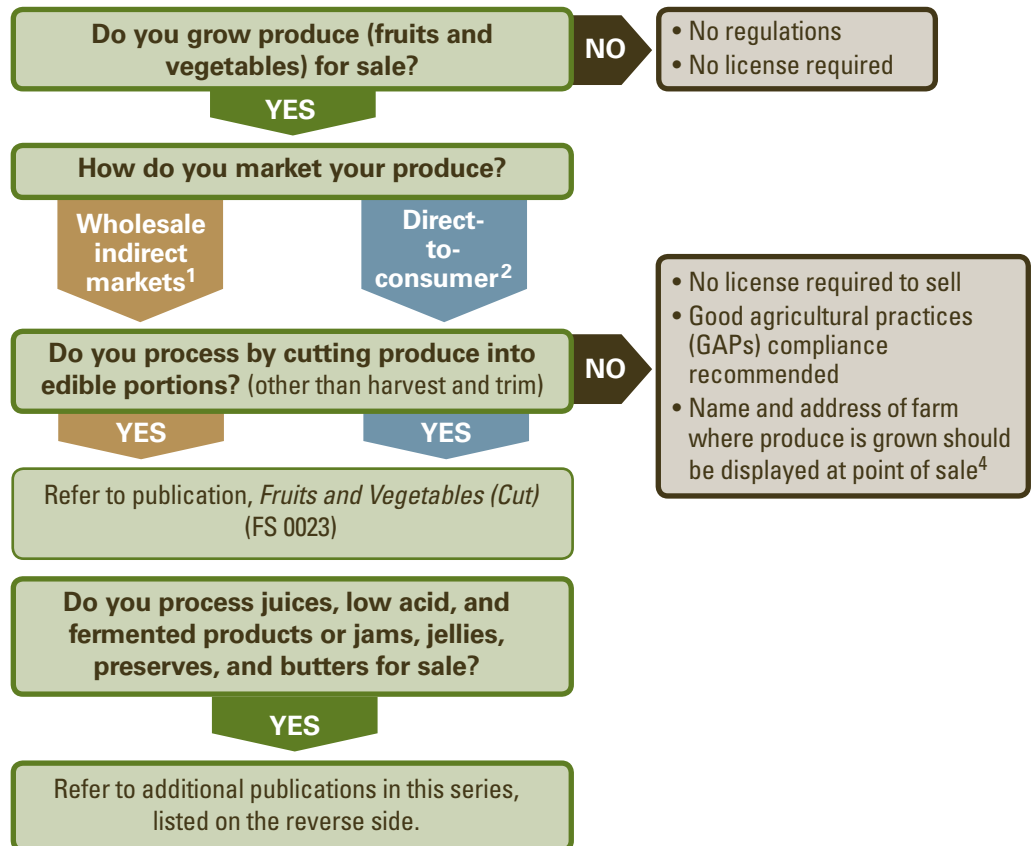




Prepared by Linda Naeve and Kendra Meyer, extension program specialists, and Shannon Coleman, assistant professor in food safety and consumer protection, Iowa State University. Reviewed by Julie Kraling, Kurt Rueber, and Mark Speltz, Food and Consumer Safety Bureau, Iowa Department of Inspections and Appeals.

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.



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

<sup>2</sup> Direct-to-Consumer: Farmers markets, Community Supported Agriculture, on-farm sales, U-Pick, etc.

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

<sup>4</sup> Refer to Food Safety Modernization Act (Produce Safety Rule)

# 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>

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

<http://www.iowaagriculture.gov/horticultureandFarmersMarket.asp>

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

### **Safe Produce**

Website: [www.safeproduce.cals.iastate.edu/](http://www.safeproduce.cals.iastate.edu/)

Contact: [iowafsma@iastate.edu](mailto:iowafsma@iastate.edu)

### **North Central Region Center for FSMA Training, Extension and Technical Assistance**

Website: <https://ncrfsma.org>

Contact: [NCRFSMA@iastate.edu](mailto:NCRFSMA@iastate.edu)

### **Value Added Agriculture**

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

### **MarketMaker**

<https://ia.foodmarketmaker.com>

### **Agricultural Marketing Resource Center**

<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>.

### *Selling Fruits and Vegetables*

<https://store.extension.iastate.edu/Product/5477>

### *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>

### *Make Food Safety a Priority at your Farmers Market Booth*

<https://store.extension.iastate.edu/Product/14829>

### *Make Food Safety a Priority for Your CSA*

<https://store.extension.iastate.edu/Product/14830>

### *Regulations and Licensing – Home Food Operations and Home Bakeries in Iowa*

<https://store.extension.iastate.edu/Product/15225>

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**

**FS0023 Fruits and Vegetables (Cut)**

**FS0025 Honey and Maple Syrup**