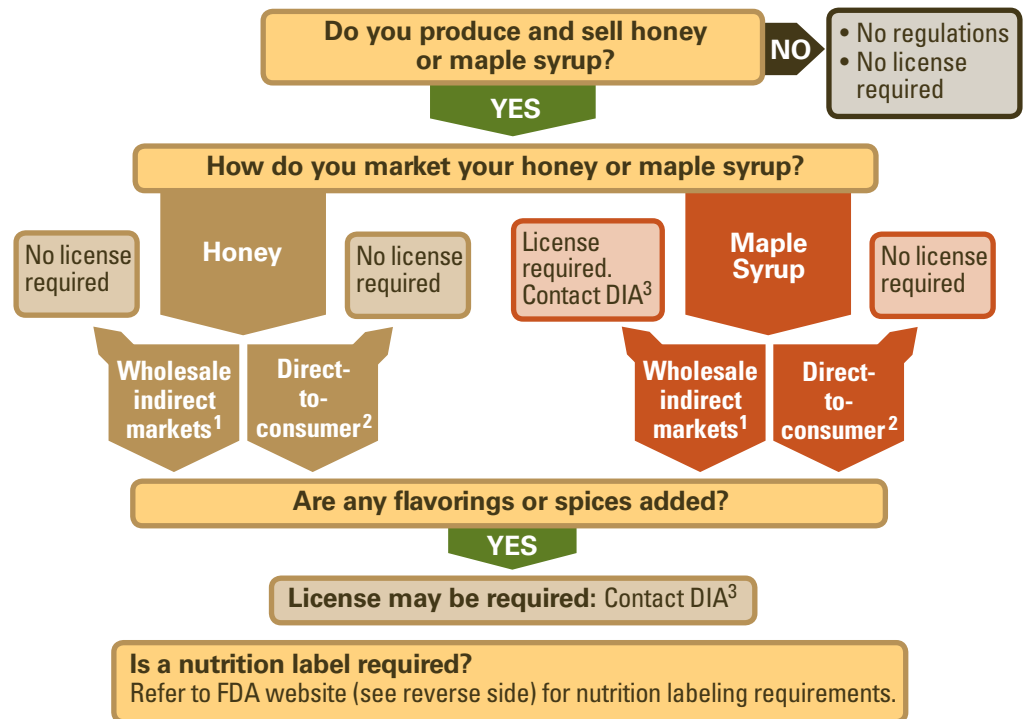




As new agriculture entrepreneurs consider producing and marketing food products and current producers seek new markets, they need to conduct preliminary research to determine if there are rules, regulations, certifications, or licenses required for their product or selected market. This series of publications 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.

Prepared by Shannon Coleman, assistant professor and extension specialist in food safety and consumer production; Leah M. Gilman, graduate student in the department of food science and human nutrition; and Linda Naeve, extension program specialist, Iowa State University. Reviewed by Julie Kraling, Kurt Rueber, and Mark Speltz, Food and Consumer Safety Bureau, Iowa Department of Inspections and Appeals.



<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>

## IOWA DEPARTMENT OF AGRICULTURE HORTICULTURE AND FARMERS MARKET PROGRAM

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

## 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)

## ASSOCIATIONS

### Iowa Honey Producers Association

<https://www.iowahoneyproducers.org>

### North American Maple Syrup Council

[www.northamericanmaple.org](http://www.northamericanmaple.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>

### *Maple Syrup Production*

[https://www.extension.iastate.edu/forestry/publications/PDF\\_files/F-337.pdf](https://www.extension.iastate.edu/forestry/publications/PDF_files/F-337.pdf)

### *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**

**FS0023 Fruits and Vegetables (Cut)**

**FS0024 Fruits and Vegetables (Whole)**