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.

Do you produce jams, jellies, and preserves for sale? NO
- No regulations
- No license required

Do your jams, jellies, preserves, and fruit butters meet the Standard of Identity in 21 CFR Part 150? YES

Product should be tested by a lab for Solids, pH, and Water Activity ($A_w$).

Must meet Standard of Identity in 21 CFR Part 150 for Fruit Jellies, Jams and Preserves. See website on reverse side of this publication.

Is a nutritional label required? Refer to FDA website for nutrition labeling requirements.
https://www.fda.gov/Food/GuidanceRegulation/GuidanceDocumentsRegulatoryInformation/LabelingNutrition/ucm053857.htm

I DON'T KNOW

Decide what regulations and requirements your product falls under.

Direct-to-consumer

OR

Required:
- No license
- Can only be sold at:
  - Farmers markets
  - Directly from home

Wholesale/indirect markets

Required:
- Food Processing Plant License (DIA)
- Product testing and process evaluation may be required

1 Farmers markets only, does not include roadside stands, flea markets, wholesale, or other locations
2 Directly from home: direct to consumer for consumption off site, no online sales
3 Iowa Department of Inspections and Appeals
4 Direct-to-Consumer: Farmers markets and out of your home for off premise consumption, no online sales
5 Wholesale/indirect markets: Restaurants, institutions, grocery stores, food hubs, etc.

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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

IOWA STATE UNIVERSITY EXTENSION AND OUTREACH
Safe Produce
Website: www.safeproduce.cals.iastate.edu
Contact: iowafsma@iastate.edu

North Central Region Center for FSMA Training, Extension and Technical Assistance
Website: https://ncrfsma.org
Contact: NCRFSMA@iastate.edu

Value Added Agriculture
www.extension.iastate.edu/valueaddedag

MarketMaker
https://ia.foodmarketmaker.com

Agricultural Marketing Resource Center
www.agmrc.org

OTHER RESOURCES
21 CFR Part 150 Fruit Preserves and Jams
https://www.ecfr.gov/cgi-bin/retrieveECFR?gp=&SID=f168c3d709fb6414a643bab499363430&mc=true&SECTION&n=se21.2.150_1160

21 CFR Part 150 Fruit Jellies
https://www.ecfr.gov/cgi-bin/text-idx?SID=f168c3d709fb6414a643bab499363430&mc=true&node=se21.2.150_1140&rgn=div8

21 CFR Part 150 Fruit Butters
https://www.ecfr.gov/cgi-bin/text-idx?SID=2b0e77cc3efc66f37cda564b0a7387bf&mc=true&node=se21.2.150_1110&rgn=div8

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

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
FS0022 Fruit and Vegetable Juice
FS0023 Fruits and Vegetables (Cut)
FS0024 Fruits and Vegetables (Whole)
FS0025 Honey and Maple Syrup

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