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 and sell honey or maple syrup?**

**NO**
- No regulations
- No license required

**YES**

**How do you market your honey or maple syrup?**

- **Honey**
  - Wholesale indirect markets ¹
  - Direct-to-consumer ²
  - No license required

- **Maple Syrup**
  - Wholesale indirect markets ¹
  - Direct-to-consumer ²
  - License required. Contact DIA³

**Are any flavorings or spices added?**

**YES**
- License may be required: Contact DIA³

**Is a nutrition label required?**
Refer to FDA website (see reverse side) for nutrition labeling requirements.

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¹ Wholesale/indirect markets: Restaurants, institutions, grocery stores, food hubs, etc.
² Direct-to-Consumer: Farmers markets and out of your home for off premise consumption, no online sales
³ Iowa Department of Inspections and Appeals
Resources

IOWA DEPARTMENT OF INSPECTIONS AND APPEALS
515-281-6538
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

MarketMaker
https://ia.foodmarketmaker.com

Agricultural Marketing Resource Center
www.agmrc.org

ASSOCIATIONS
Iowa Honey Producers Association
https://www.iowahoneyproducers.org

North American Maple Syrup Council
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

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)

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