

Direct Marketing Meat

As producers seek alternative outlets for market animals, they need to consider potential rules, regulations, certifications, or licenses required for their selected market. The following document is a brief synopsis of rules and regulations regarding direct marketed meat in the state of Iowa. It is important to note that current capacity at many of Iowa's locker plants is full. Contact your local locker as early as possible if you plan to process meat locally.

Live Animal Sales

If you are selling a live animal directly to an end consumer for them to process at a local locker or on their own, no license is needed. Meat lockers do not have to be state-inspected and can be licensed as custom-slaughter for an end user. Meat from these animals may not be sold after the fact. Do a search for the CUST filter to find custom-exempt lockers in your area: <https://iowaagriculture.gov/meat-poultry-inspections-bureau/meat-and-poultry-plants>. End consumers do have the option to butcher the animal themselves.

Meat Sales

If you are selling meat from your livestock to home consumers or businesses within the state of Iowa, the animals must be slaughtered and processed under inspection by the state of Iowa. Search for 1ACB or 1B on the filter list above to find those plants. If you are storing meat processed in this manner on your property for later sales, you may also need a warehouse license from the Iowa Department of Inspections and Appeals to license your meat freezers. <https://dia.iowa.gov/food-consumer-safety/food-safety-license-applications>.

IDALS has applied for cooperative interstate shipment status from the USDA Food Safety and Inspection Service. The cooperative interstate shipment agreement allows participating state-inspected meat and poultry processors to distribute products across state lines without processing in a federally inspected plant. Currently, branded meat products crossing state lines must be processed in a federally inspected facility.

Federal meat plants are searchable by the filter FME in the list above.

Poultry

Farmers may sell live birds to end consumers without any type of license or regulation. The end consumer may butcher animals on their own or take them to a custom slaughter facility. Search EXPY for poultry plants near you processing birds <https://iowaagriculture.gov/meat-poultry-inspections-bureau/meat-and-poultry-plants>.

If you are selling poultry directly to end consumers, you may process 1,000 birds of your own raising per year. These birds may not be sold at the farmers market and must be sold to the home consumer. You must contact IDALS for this exemption.

If you are selling dressed birds within the state of Iowa, they must be processed in a state inspected facility. Search OP1A in the list above. If you plan to sell birds across state lines, birds must be processed in a Federal poultry plant. Search FPE in list above.

A warehouse license and farmers market license allow you to store meat at your farm and sell it at a particular farmers market, respectively. Contact Iowa Department of Inspections and Appeals to discuss obtaining a license.

For more information, contact the Iowa Department of Agriculture and Land Stewardship Meat and Poultry Bureau at www.iowaagriculture.gov/meatandpoultryinspection.asp or 515-281-3338 or by email at meatandpoultry@iowaagriculture.gov.

ISU Extension has flowchart guidelines to help walk producers through meat sales.

Marketing Local Foods in Iowa - Red Meat <https://store.extension.iastate.edu/product/15325>

Marketing Local Foods in Iowa – Poultry <https://store.extension.iastate.edu/product/15326>