



The following document includes a summary of relevant regulatory requirements, and also provides examples and recommendations based on program staff research and experience, and shared findings from industry stakeholders including Missouri producers. This document is not a legal interpretation of the law.

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Concepts included in this document are:

- Background
  - What is a Certified Industrial Hemp Sampler
  - Contacting Certified Industrial Hemp Samplers
  - What to Expect at a Sampling Appointment
  - Role of a Certified Industrial Hemp Sampler
  - Fees
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## **BACKGROUND**

All industrial hemp lots must be sampled for compliance within 30 days prior to harvest. This sampling must be completed by a Missouri Certified Industrial Hemp Sampler in accordance with the [MDA Sampling Protocol](#).

## **WHAT IS A CERTIFIED INDUSTRIAL HEMP SAMPLER?**

A Certified Industrial Hemp Sampler (Certified Sampler or CIHS) is an individual certified through a Missouri Department of Agriculture-approved certification program. Requirements include completing a training course, passing an exam, and submitting an application with a non-refundable fifty dollar (\$50) application fee, which is also due annually.

Certified samplers are authorized to collect compliance samples, and must follow the MDA Sampling Protocol. Certified samplers are *not* inspectors, employees, representatives, or contractors for the Missouri Department of Agriculture. Certified Samplers may not collect samples for a registration in their name, in their employer's name, or in which they are a key participant.

## **CONTACTING CERTIFIED INDUSTRIAL HEMP SAMPLERS**

The Registered Producer is responsible for contacting and selecting a Certified Industrial Hemp Sampler (CIHS) for their sampling needs. However, CIHSs may be proactive and contact the producer first. Either way, Registered Producers should be in contact with a CIHS well in advance of the intended sampling date to set up an appointment, thus confirming the sampler's availability during the busy harvest season. Remember, there may be limited certified samplers in a particular area, and most of the state's crop matures around the same time. Sampling appointments are *not* arranged through MDA Industrial Hemp Program staff.

The list of Certified Samplers is updated approximately monthly, and is available at:

<https://agriculture.mo.gov/plants/industrial-hemp/certified-industrial-hemp-samplers.pdf>

## **WHAT TO EXPECT AT A SAMPLING APPOINTMENT**

A sampling appointment is the event in which the CIHS comes to the production location to physically collect the compliance samples. What to expect at this appointment will vary based on the CIHS hired – no different than hiring someone for a home repair service. All CIHS received the same sampling training, but they may each bring different levels of knowledge, types of expertise, and additional services to the table. Although not required by law, the



Registered Producer or an authorized representative *may* accompany the Certified Sampler throughout the sampling process, including through the sealing of collection bags to ensure all expectations and requirements are met. The Registered Producer should therefore be familiar with the MDA Sampling Protocol.

Certified Samplers will select several plants from throughout the entire lot area, and take a portion of floral material off of each selected plant; these are called “cuttings.” These cuttings will be combined into one composite sample, which will be homogenized (blended together) at the testing laboratory. The amount of cuttings collected is determined based on the size of lot – see Table 1 in the [MDA Sampling Protocol](#).



### **ROLE OF A CERTIFIED INDUSTRIAL HEMP SAMPLER**

The basic role of a Certified Industrial Hemp Sampler is to physically collect and package compliance samples in accordance with the MDA Sampling Protocol. Any other services offered are additional, optional services offered by that individual, and are not part of their certification from the Department. Certified samplers are *not* inspectors, employees, representatives, or contractors for the Missouri Department of Agriculture. They are third-party persons hired by the Registered Producer to collect compliance samples and any additional services they have been hired for.

*Materials:* The CIHS should bring all tools and supplies necessary to collect the compliance samples, including Chain of Custody forms – although this can be arranged differently between parties, if desired. If a producer plans to have the CIHS ship samples to the laboratory for them, they should discuss ahead of time who is responsible for the shipping materials such as a box, packing tape, and postage.

*Laboratory:* The producer is ultimately responsible for selecting a qualified laboratory, although the CIHS can offer input if requested. All testing laboratory accounts and correspondence should be directly set up by the producer. The producer is also responsible for shipping or delivering the compliance sample(s) to the laboratory in the allotted timeframe (see [MDA Sampling Protocol](#)), but may hire their CIHS to do so.

### **FEES**

The Registered Producer is responsible for all fees incurred for compliance sampling. There is no standardized fee or fee structure for Certified Samplers. Certified Samplers shall invoice the producer directly for all fees; no fees are processed through the MDA Industrial Hemp Program.

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Please contact the program for questions about this document or regulatory topics at [hempprogram@mda.mo.gov](mailto:hempprogram@mda.mo.gov).

For production or other non-regulatory questions, please contact your local Extension staff:

Lincoln University Hemp Institute: <https://bluetigerportal.lincolnu.edu/web/hemp-institute/home>

University of Missouri Extension – Industrial Hemp: <https://extension2.missouri.edu/programs/industrial-hemp>