

# Hemp & CBD COA Compliance Checklist

## What Amazon, Retailers, and Certification Bodies Actually Require

A Certificate of Analysis is the most-requested document in the hemp supply chain. Use this checklist before submitting to any retail buyer, marketplace, or certification program to confirm your COA meets the current standard.

### ■ COA Panel Requirements — Every Retail Channel

- Cannabinoid potency panel including: CBD, THC (delta-9 and total), CBG, CBN, CBC.  
Total THC = delta-9 THC + (THCA × 0.877). Must be ≤0.3% for Farm Bill compliance.
- Heavy metals panel: Lead (Pb), Mercury (Hg), Arsenic (As), Cadmium (Cd).  
Required by Amazon, NSF, Informed Sport, and most natural channel retailers.
- Pesticide residue panel — full panel, not spot-check.
- Microbial contamination: Total aerobic bacteria, yeast/mold, E. coli, Salmonella.
- Residual solvents panel for any extract-based product.
- Mycotoxins panel for flower-based or biomass-derived products.

### ■ Laboratory Accreditation Requirements

- Testing lab holds ISO 17025 accreditation — confirm the accreditation number on the COA.  
Non-accredited lab COAs are rejected by Amazon and most certification bodies.
- Cannabinoid potency tested by HPLC (High-Performance Liquid Chromatography).  
GCMS and colorimetric methods are not accepted for cannabinoid potency by serious buyers.
- COA is dated within the last 12 months for the specific lot being submitted.
- COA references the specific batch/lot number matching the product being reviewed.

### ■ Amazon-Specific Requirements

- COA lot number matches the ASIN/product being listed exactly.
- CBD potency within 10–20% of label claim.
- Total THC confirmed at ≤0.3% — not just delta-9 THC.
- All four heavy metals tested and within FDA limits for dietary supplements.
- COA submitted as PDF directly linked to the specific product listing.

## ■ Natural Channel Retail (Whole Foods, Sprouts, Vitamin Shoppe)

- Facility GMP certification or third-party audit documentation available on request.
- Batch record sample available demonstrating documented manufacturing process.
- Licensed hemp farm source documentation for raw hemp input.  
State or USDA hemp program license number and harvest COA from the farm.
- COA template showing all panels tested, available for any production lot within 24 hours.

## ■ Traceability Documentation

- Every finished goods lot traceable to specific raw material lots used in production.
- COAs attached to receiving records at lot level — not filed separately by date.
- Finished product test results linked to batch numbers — retrievable by lot in under 60 seconds.
- If a lot is recalled: can you identify all finished goods lots affected within 2 hours?  
If the answer is no, your traceability documentation has a critical gap.

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