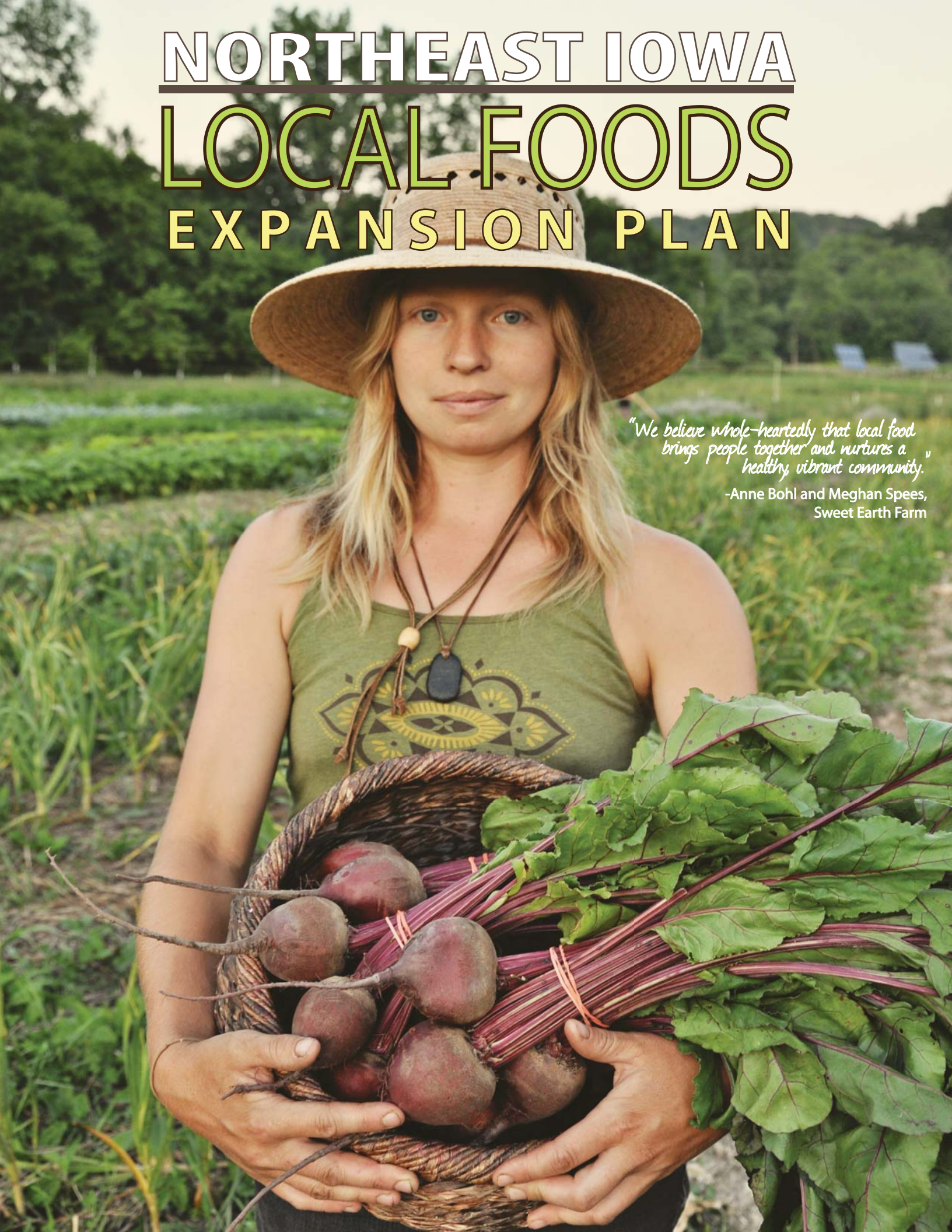


NORTHEAST IOWA LOCAL FOODS EXPANSION PLAN

*"We believe whole-heartedly that local food
brings people together and nurtures a
healthy, vibrant community."*

-Anne Bohl and Meghan Spees,
Sweet Earth Farm



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INTRODUCTION

The Northeast Iowa Local Foods Expansion Plan is one of ten Plans developed for regions of Iowa that participated in the “Expanding Local Food System Capacity Across Iowa Project”. Resource Conservation and Development “RC&D” organizations across the state led the work for this project within each of their ten regions, creating distinctive but complementary plans that were locally driven.

The overall Goals of the Project were to 1) increase community and economic development activities throughout each region 2) develop the ability of the participating RC&D’s to provide technical assistance with the development and expansion of the regional local food system 3) positively impact the expansion of the local food system as an important part of the future economy of Iowa.

Northeast Iowa has led the state in development of its local food system in production and consumption of local foods and in public involvement in planning. This plan brings together ideas and input from multiple sectors of the food system. Individuals, groups, organizations and businesses were consulted. Input was gathered from public meetings, in one-on-one discussion, at facilitated small group discussions and through mailings, surveys and interviews.



PERCEPTIONS

Understanding what people thought about the local food system was an important first step in the development of this Plan. In many cases the perceptions of the local food system were as important as the system itself. Surveys, interviews and facilitated public meetings gave citizens an opportunity to express themselves. Their perceptions helped set the stage for continued discussion about the goals, strategies and recommendations included in this Plan. The perceptions are color coded to correspond to the Goals.

Grow it

- Lack of variety of products available
- Lack of skill in marketing local food products
- High cost for GAP (Good Agricultural Practices) Certification
- High cost of equipment and labor
- Difficulty/cost of winter production
- Drought and flooding
- Food safety such as handling procedures and product sanitation is an issue of concern

Brand It

- There is an education component regarding the various benefits of local food production lacking
- Environmental concerns such as urban sprawl and Iowa's strong emphasis on bio fuel production are growing pressures which negatively impact local food producers and local government entities
- The industrialization of food production has destroyed the formerly vibrant food networking and processing facilities, as well as the social and cultural heritage of producing local food in the region



PERCEPTIONS

Distribute it

- Lack of food hubs
- Low or limited availability of grocery stores and convenience stores
- Lack of local food in eating establishments and schools

Sell It

- There are limited meat, fruit and vegetable or dairy processing resources in the region
- Overlapping farmers markets
- Residents surveyed supported an expanded local food system, particularly a winter farmer's market, a more diverse selection of local food products and an emphasis on organic production
- CSA's (Community Supported Agriculture) are too expensive for many consumers
- Lack of statewide producer contract list
- Difficulty of processing for value-added products

Compost it

- Too much food waste and the release of methane gas in local landfills
- 1/3 of all food produced is lost due to spoilage
- Local restaurants waste food while food pantries are struggling to feed hungry people



GOALS & VALUES

Five Goals were identified. Each of these Goals relates to different aspects of the food system. They are intended to strategically expand each part of the system while simultaneously building production, consumption, marketing, the Mid-Tier Value Chain components and utilization of food waste. The goals also foster value-added ventures, foster market diversification and encourage local economic independence.

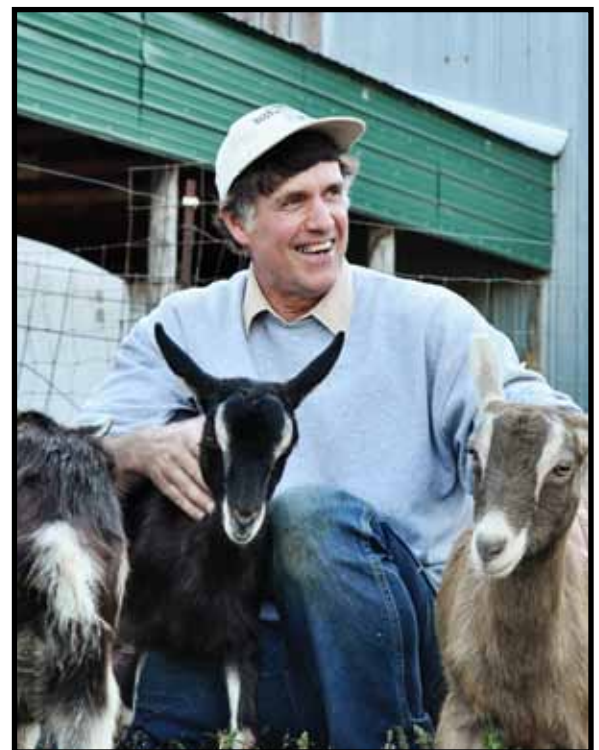


VALUES

Over arching food system Values were identified by Northeast Iowa residents. These Values influence and permeate the strategies and recommendations developed for each of the Goals.

Northeast Iowa residents value:

- Equitable food systems
- Affordable, healthy, high-quality food that is accessible to all residents and visitors
- Diverse, collaborative relationships between community organizations, businesses and governmental entities
- Inclusive community participation in program and policy development
- Regional food security
- The role that food and agriculture play in the region's economy
- Economically viable and sustainable farms that produce food for local consumption
- Healthy environments that enhance biodiversity and mitigate climate change



GOALS

Grow It

Expand support for local food production

Brand It

Recognize and promote local food in Northeast Iowa

Move It

Ensure Northeast Iowa residents have access to affordable, local and sustainably grown food



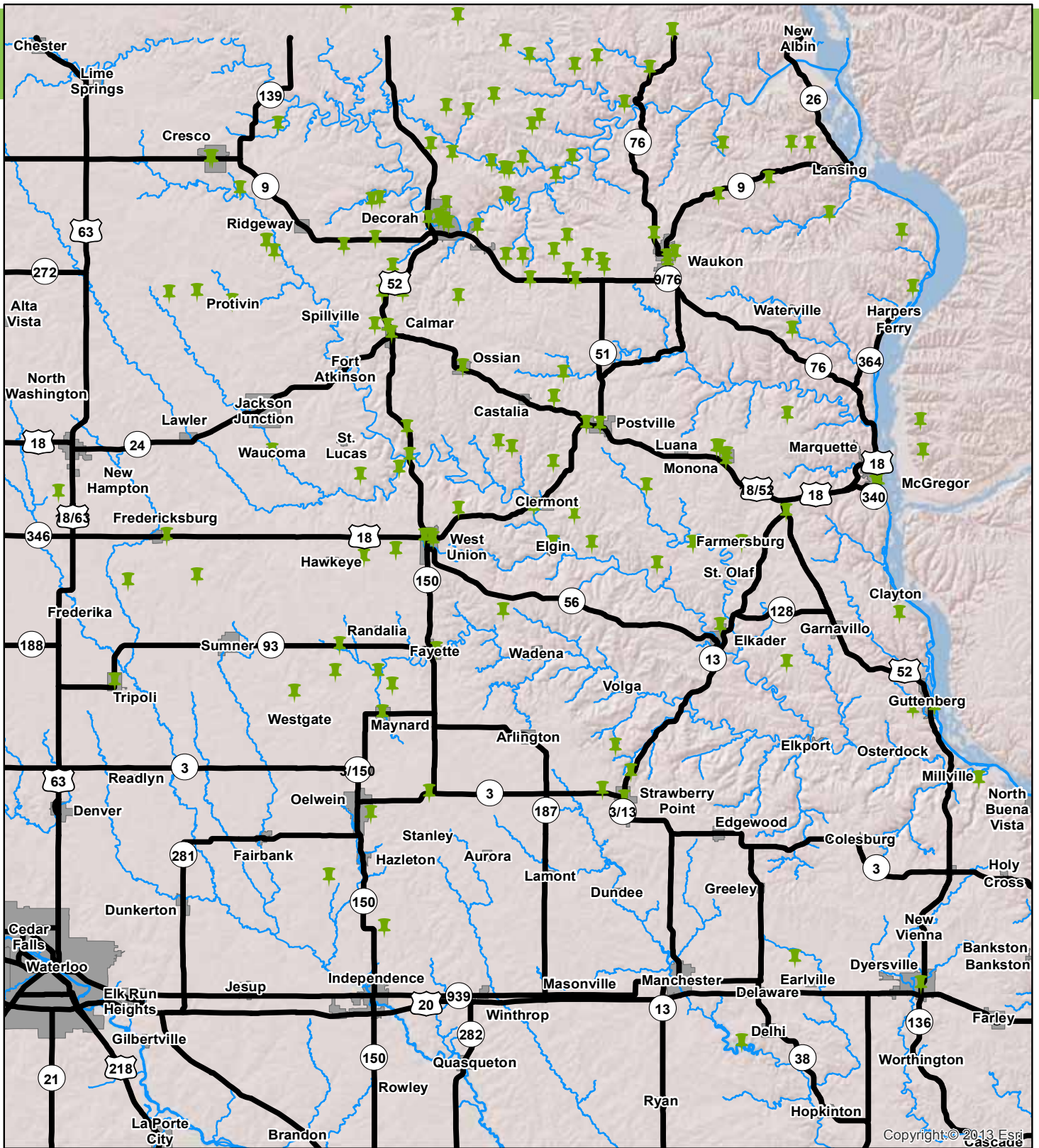
Sell It

Empower businesses that produce, process, distribute and sell local food

Recycle It





Create value at the end of the food system

Northeast Iowa Local Food Producers



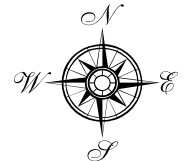
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Cascaide

Legend

-  Local Food Producers
-  Iowa Highways
-  Cities
-  Rivers



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Grow It

Goal: Expand support for local food production

Strategy 1

Provide a variety of educational opportunities and workshops for producers.

There were 177 producers identified in the seven county project area. These producers, and other potential food growers, especially the beginning farmers, face many challenges and are seeking opportunities to learn about growing, producing, processing and selling food. Educational programs and opportunities are a necessity for them to succeed.



Recommendations

Support and expand these current activities:

- **Support and Expand the following educational programs offered through Iowa State University Extension and Outreach:** (12)
 - Good Agricultural Practices (GAP)- Workshops-Targeted towards fruit and vegetable production. Three levels are offered to producers. Level 1 provides information about GAP such as food regulations and basic microbiology. Level 2 allows growers to apply the principles of Level 1 on their own farms and write their own farm safety plan. Level 3 conducts an on-farm mock GAP audit.
 - Food Safety Education-Three levels are offered to producers. The ServSafe program is an 8 hour training with a certification program. The Safe Food program is a 2 hour training without a certification program. Training is also offered for county delivered programs.
 - Homegrown Lifestyle-Targeted towards small acreage owners, modern homesteaders, and similar potential producers.
 - Beginning Farmer Center- The Beginning Farmer Center was created to focus exclusively on the needs and issues facing beginning farmers.
- **Foster participation in the Farmer Veteran Coalition.** The Farmers Veteran Coalition works with veterans in the food and farming community in 48 states to provide farming education, and veteran assistance to those in need. (22)

Pursue these new actions:

- **Encourage social connections to increase the number of people engaged in producing local food.**
 - Worldwide Opportunities on Organic Farms (WWOOF)- A network of organizations connecting volunteer workers with organic farmers that need labor.
 - Internships & work study partnerships- Non-profits provide work study and internship opportunities for young people. Some could be directed toward assisting local food producers.
 - Retired Seniors Volunteer Program (RSVP)- Is one of the largest volunteer networks in the nation for people over 55.
 - Experience Works- Is a program that pairs low income residents over 55 with community-based organizations.

Grow It

Goal: Expand support for local food production

Strategy 2

Explore opportunities for producers to implement season extension strategies.

Northeast Iowa's climate is characterized by marked seasonal variations. The average annual temperature in the northeast is 45 degrees Fahrenheit. In July, the hottest month, daily temperatures range from morning lows of around 61 and afternoon highs of 82 degrees Fahrenheit. In January, the coldest month, temperatures range from morning lows of 4 and afternoon highs of 22 degrees Fahrenheit. (13) This extreme temperature variation along with unpredictable precipitation patterns make season extension a must for serious farmers.

Recommendations

Support and expand these current activities:

- **Expand the use of high tunnels in Northeast Iowa.** Encourage participation in the EQIP program from NRCS that promotes agricultural production and environmental quality.
- **Support Northeast Iowa Food & Farm Coalition Ag Mini Grants program.** The grant program assists with start-up or expansion of local food production in Northeast Iowa counties.
- **Support and Expand the following season extension educational programs offered through Iowa State University Extension and Outreach: (14)**
 - High Tunnel Fruit and Vegetable Production Workshops- Targeted toward commercial producers.
 - Food Preservation- Two programs are offered. Preserve the Taste of Summer provides comprehensive education for consumers and professionals with various levels of experience. Food Preservation 101 is a 2 hour program that teaches the basics of canning, freezing, and dehydrating foods.

Pursue these new actions:

- **Accelerate the development of a Community Kitchen.** Construct and manage community kitchens in strategic locations to help producers process and increase value to the food they produce.
- **Help producers understand and secure funding that helps them extend their production season.** Various examples of funding can be found for season extenders include high tunnels, hoop houses, greenhouses, food preservation, etc.



Grow It

Goal: Expand support for local food production

Strategy 3

Increase the efficiency of local food production.

Increased efficiency in the food system will allow producers to achieve the maximum income for the food they are producing. Efficiency can be increased by the use of equipment, storage options and discovering new markets in the local food system. Research and surveys will also help discover opportunities available in the system.



Recommendations

Pursue these new actions:

- **Find and pursue start-up grants for equipment for local producers.** Help farmers discover and apply for start-up grants that will encourage them to start or increase local food production.
- **Expand storage (cold and dry) options available to local producers.** Once food is produced it has to be stored to decrease food waste. Development of individual or group storage options through loan and grant programs or partnership development will help local producers extend the shelf life of local food.
- **Develop markets for lower grade products.** Working with producers to develop new markets or new products for food that traditionally goes into the waste stream will add value to the local food system.
- **Identify production gaps and potential for new product production.** Product education and research of new value added products will bring options to local producers for added income.



Brand It

Goal: Recognize and promote local food in Northeast Iowa

Strategy 1

Create a "Northeast Iowa Local Food" brand.

Northeast Iowa has an abundance of delicious and nutritious locally produced foods. Locally produced foods are important to our history, our culture and our economy. The producers of Northeast Iowa have pride in the food they produce and a cultural identity. These attributes can be captured and promoted with the use of a branding and marketing campaign.



Recommendations

Pursue these new actions:

- **Put a face on local food.** Help put a face on local food by showing the face and family of the local farmers by photographs, write-ups, etc. This will not only help develop the brand it will also build and grow the connection between consumer and producer.
- **Develop a written and visual message that will increase the perceived value of local food.** Foster the brand of Northeast Iowa food by promoting how fresh, safe, better tasting, affordable, sustainable the food is and explain how it helps the local economy by keeping your dollars local.
- **Produce and distribute marketing materials that repeat the regional brand and celebrate individual local producers.** Promote local producers through print, radio, TV, sound media, etc. By increasing the amount of visibility local producers get in the community will make local food the heart of the community.



Brand It

Goal: Recognize and promote local food in Northeast Iowa

Strategy 2

Educate Northeast Iowans about the local food system.

Foster a belief in the importance of local food at a local level by advocating for “Boots on the ground.” Find and create people that believe and will advocate for local food production and consumption through informative marketing.

Recommendations

Support and expand these current activities:

- **Promote and expand educational food preparation classes in the community.** Promote local food through food preservation and cooking classes through the Oneota Community Food Coop “How to boil water” and other series.

Pursue these new actions:

- **Encourage home gardening.** Educational classes that focus on home gardening will help bring awareness to the value of locally grown food. Possible partners could be the Pepperfield Project.
- **Inspire local food consumption through educational events at direct markets.** Encourage cooking and food preparation at direct markets to educate consumers on how to prepare food raw food. Example: Food demonstrations at local farmers markets will show how to cook food found at the farmers market and other direct markets.
- **Promote ways to prepare local food through recipe sharing and contests.** Advertise local food recipes and contests through print, radio, TV, sound media to help promote the use of foods that are in season and available at direct markets.



Brand It

Goal: Recognize and promote local food in Northeast Iowa

Strategy 3

Build and stimulate partnerships that help foster the “brand” of local food to direct local markets.

Direct markets should be encouraged, advertised, convenient and family friendly for consumers. Building a relationship between all involved in local food production will create more trust and a willingness to help increase the brand of local food.



Recommendations

Support and expand these current activities:

- **Support and expand efforts to assist farmers markets with marketing.** Farmers markets provide a direct link between farmer and consumer, create a lively neighborhood gathering places, and directly support small farm businesses. Farmers markets also reduce the distance food travels from farm to plate, keeping food dollars in local communities. Continue to support farmers markets through low vendor fees, assistance with location, and market support. Support will be given with the creation of banners, signs, creating consistent time and place and a professional looking atmosphere.
- **Continue to partner with NE IA RC&D and the Iowa League of RC&D’s in regional and statewide projects** that provide support for farmers markets including projects that utilize the federal dollars available through the Farmers Market Promotion Program (FMPP). The goal of the FMPP is to expand direct producer to consumer marketing opportunities. (18)
- **Support and expand efforts of the Regional Food Systems Working Group of Iowa, (RFSWG).** (7)



Pursue these new actions:

- **Coordinate CSAs and farmers markets.** Make it easy for people to attend to the farmers markets and picking up CSA boxes by coordinating locations to be consumer friendly.
- **Strengthen the connection between buyers, sellers and growers.** Promoting U-Picks, farm visits and direct markets with maps and tours will build more meaningful and long lasting relationships between all circles of the local food system.
- **Develop a Northeast Iowa Farmers Market Association** that fosters collaboration, branding and regional marketing.

Brand It

Goal: Recognize and promote local food in Northeast Iowa

Strategy 4

Foster and expand partnerships that promote the “brand” of local food.

Local food in Northeast Iowa should be easily identified and supported through events and promotional information.

Recommendations

Support and expand these current activities:

- **Expand and support partnerships and collaborative efforts that highlight Northeast Iowa businesses that serve or offer local food choices.** Bring added attention to local food with the use of different marketing materials located at local businesses that serve or provide local food. Using table tents, posters, smart phones apps, and QR codes on menus for people to learn more about the food they are eating.

Pursue these new actions:

- **Foster culinary tourism in Northeast Iowa.** Find partnerships in the local communities to create “Taste of Place” events. Possible partners could include: NEITA, River Bluffs Scenic Byway, Driftless Area Scenic Byway and Northeast Iowa Resource Conservation and Development.

- **Support and create local events in Northeast Iowa that promote local food.** Promote local food events through print, radio, TV, sound media, etc. Possible events that promote local food in Northeast Iowa would include: farm crawls, bike tours and demonstration events.



Move It

Goal: Ensure all Northeast Iowa residents have access to affordable, local and sustainably grown food

Strategy 1

Promote and encourage collaborations that integrate local food options into food distribution systems in all communities.

A 2007 survey of Northeast Iowa institutional food buyers, found 41% of the respondents thought locally grown food products would have an advantage in their appeal to their customers. (20) Unfortunately, food producers are not always close to food distributors. Finding ways to foster producer collaborations is crucial for distribution.

Recommendations

Support and expand these current activities:

- **Develop local food hubs.** Complex and single food hubs should be developed to help make acquiring fresh local food easy. Studies of different ideas and concepts should be completed.
- **Support and expand Northeast Iowa Buy Fresh, Buy Local (BFBL).** BFBL Chapter Affiliates are connecting consumers in communities throughout the country to the freshest, most delicious locally grown and locally produced foods available. Through outreach education, events, festivals, farmers markets and supporting local food system revitalization, chapter members and chapter affiliates are working to expand the availability and quality of locally grown foods. (6)

Pursue these new actions:

- **Expand the potential for farmers markets to provide local food throughout the region.** All communities in Northeast Iowa should have direct markets (farmers markets, CSAs, etc.) convenient and readily available.
- **Encourage producers to collaborate.** Opportunities for producers to collaborate with one another should be encouraged.



Move It

Goal: Ensure all Northeast Iowa residents have access to affordable, local and sustainably grown food

Strategy 2

Support programs, policies and projects that help get more local food to all community members.

Community programs and institutions have very specific challenges regarding local food access and/or purchases that if addressed through policies, programs and funding can greatly impact how much local food is accessible or served to citizens.



Recommendations

Support and expand these current activities:

- **Support and enhance the Food Box Program put on through Iowa State Extension and outreach, the Northeast Iowa Food and Fitness Initiative, and Allamakee New Beginnings.** (15)
- **Farm to School Program.** Farm to School helps children understand where their food comes from and how their food choices impact their bodies, the environment and their communities. (1)

Pursue these new actions:

- **Integrate policies supportive of food access into city and county plans and efforts.** Plans exist at county, community, and departmental scales that influence what services exist in our region. Integrate food access policies into various plans and planning process to include consideration of the availability of local food.
- **Integrate local food into summer programs.** Work with park and recreational departments to incorporate local food into their programs. Also work with communities and or park and recreation departments to implement programs for growing, cooking, and processing food. (3)
- **Encourage after school and day care providers to serve local food.** Foster the connections between after school and day care providers and local food producers.

“Busy families need convenient access to local food. Delivering local food to the places where people work provides convenient access to great local products at a reasonable price,” says Nick McCann, Food System Value Chain Coordinator for Iowa State University Extension. “Buying local products keeps money in our communities and allows us to enjoy the bounty that Northeast Iowa farms can provide.”

Move It

Goal: Ensure all Northeast Iowa residents have access to affordable, local and sustainably grown food

Strategy 3 Increase affordability of local food for all area residents.

Eating local can be affordable when consumers know how to grow or where to purchase local food seasonally.

Having a competitive price is the 3rd highest factor out of 14 in food purchasing decisions. (20)



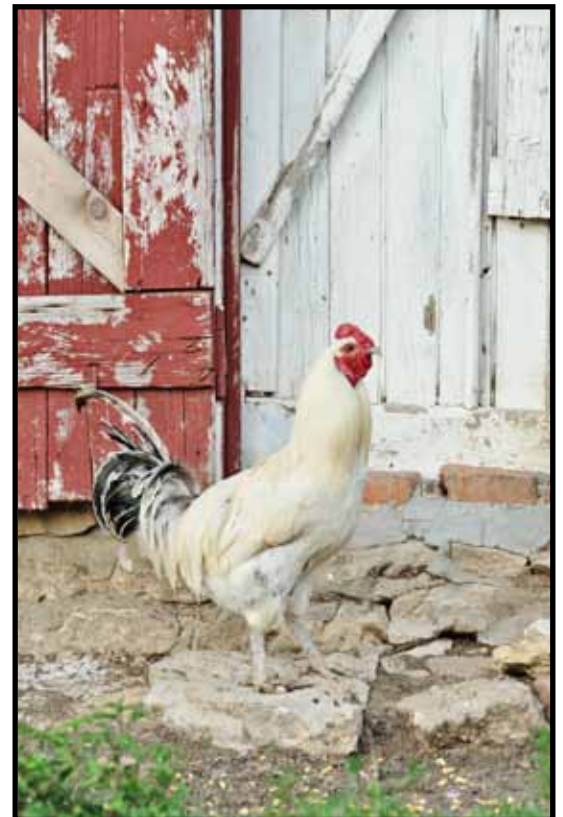
Recommendations

Support and expand these current activities:

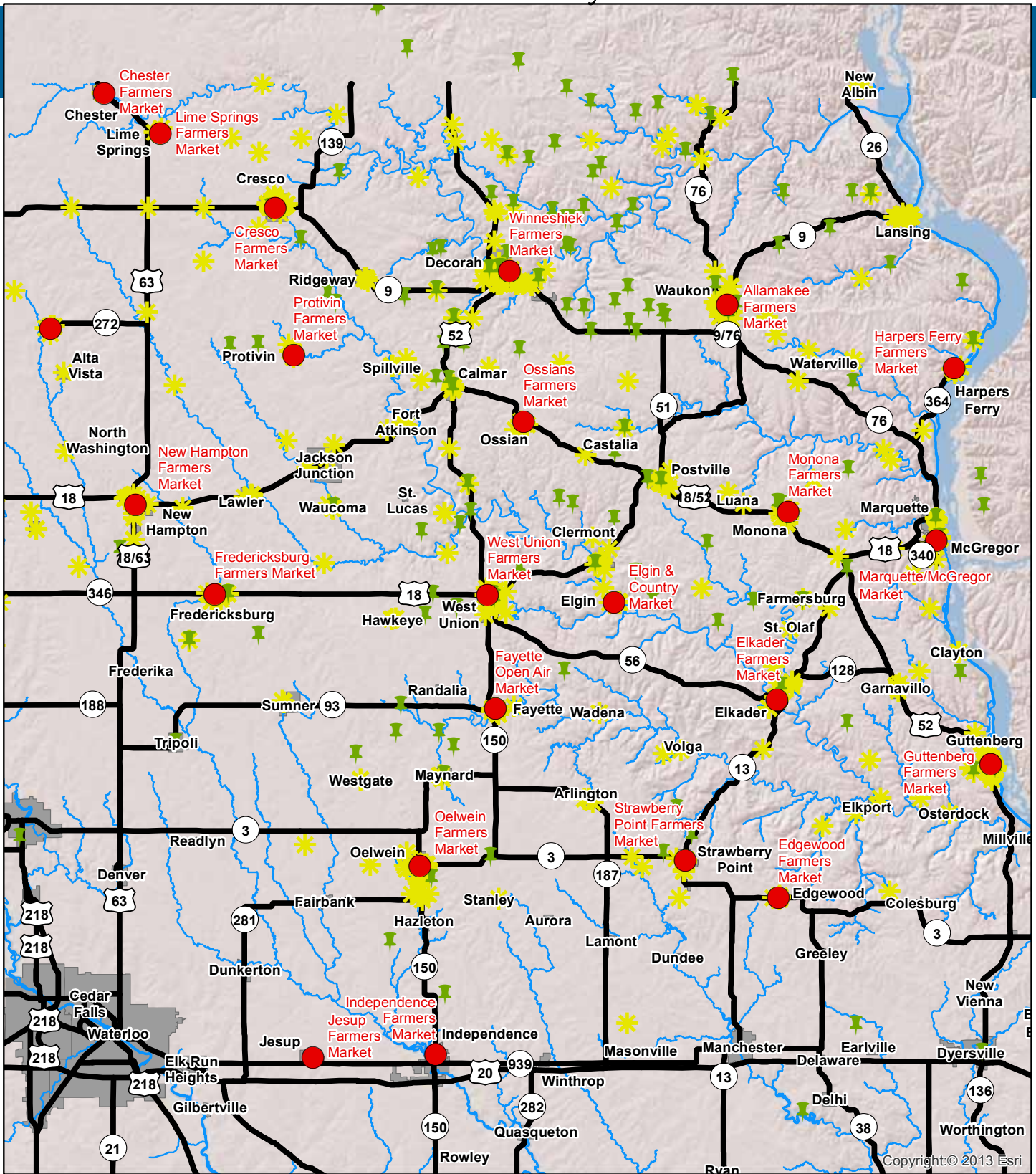
- **Expand the use of the Food Stamp Program.** Educate food stamp users about where to purchase local food with their food stamps, what is offered at farmers markets, the benefits of eating seasonally, and how to preserve fresh local food. (4) (5)
- **Support and enhance Cultivate Iowa.** Cultivate Iowa is an initiative of Iowa Food Systems Council's Food Access & Health Work Group (FAHWG) to inspire Iowans to grow some of their own produce and live healthier lifestyles. In addition, Cultivate Iowa is focused on encouraging gardeners and community members to donate fresh produce to their local food pantries or other community organizations. (17)

Pursue these new actions:

- **Foster and create community gardens.** Create an opportunity for community gardens in every community. Through programs such as Herman Gardens offered by Seed Savers, community gardens can provide inexpensive local food to northeast Iowans.
- **Expand use of EBT by producers and farmers markets.** Work with vendors and farmers markets who can provide point-of-sale (POS) electronic benefit transfer (EBT) equipment and services for farmers markets and direct-marketing farmers.

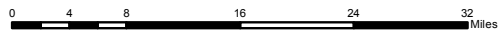


Northeast Iowa Food Producers, Buyers, and Farmers Market

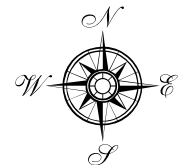


Legend

- Farmers Markets
- ★ Food Buyers
- Iowa Highways
- 📌 Local Food Producers
- Cities
- ~ Rivers



JD, Northeast Iowa RC & D



Sell It

Goal: Empower businesses that produce, process, distribute and sell local food

Strategy 1

Increase the direct markets for Northeast Iowa farmers.

The Northeast Iowa Local Food Survey Regional Sample found that over three-fourths of respondents were interested in purchasing local vegetables, two thirds in purchasing local fruit and the majority in buying locally grown meat. (2)

The primary reason institutions do not purchase or stopped purchasing locally grown products was lack of access and/or availability. (20)

Recommendations

Support and expand these current activities:

- **Maximize the potential of farmers markets throughout the region.**
 - Develop a Northeast Farmers Market Association Regional leadership and coordination will increase cooperation and collaboration.
 - Encourage events, demonstrations, and expanded farmers markets seasons at indoor farmers markets to foster participation.
 - Work to change farmer's market times to reduce overlap.
 - Work with farmers markets managers to create permanent times, location and shelters.
 - Many counties have farmer's markets at the same time as others in the county and region. By changing the times and reducing overlap, more people would be able to attend more markets and producers would have the opportunity to vend at multiple markets. (See Appendix C)
- **Expand and increase CSAs.** Work with producers to promote their CSAs and educate the public about the benefits of CSAs.

Pursue these new actions:

- **Develop local and regional food processing facilities, cold storage and other food-related infrastructure.** Increased coordination and aggregation of local produce from small and mid-size farms is a key element in expanding markets for these businesses and increasing the number of venues selling local food. This can be done by coordinating with partners to work together to meet these needs.
- **Motivate producers to add-value to their products.** Provide training and assistance for producers interested in the USDA Value-Added Producer Grant Program which can provide



Sell It

Goal: Empower businesses that produce, process, distribute and sell local food

Strategy 2

Support and expand businesses that distribute, process or sell local food.

Today's local food producers are doing more than selling a few vegetables out of their gardens. A new crop of entrepreneurs is launching businesses that connect farmers with stores and institutions, creating innovative food storage formats, and producing and processing local foods of all types. Many of these entrepreneurs participate in farmers markets. This is a good trend since 60-70% of visitors to farmers markets will visit neighboring businesses, fostering economic development in rural communities. (16)

Recommendations

Support and expand these current activities:

- **Capitalize on the known giants in the community.** Northeast Iowa has businesses that are known in the state or nation for the work they do with local food. They should be promoted and encouraged to work with others to promote local food.
- **Support and reward businesses that distribute, process, or sell local food.** Businesses in the community that support local producers should be promoted. Promotional material can be distributed throughout the community, state, and region via web, print and radio.

Pursue these new actions:

- **Provide technical assistance to small business owners who are interested in offering local foods in their stores.** Supporting these business owners has the dual benefits of improving the profitability of local small businesses while increasing local food availability for communities.
- **Work with local entrepreneurs to secure grants to develop businesses that process or transport local foods.**
- **Foster value-added ventures.** Identify producers that are willing to develop value-added businesses that increase profitability and market share.
- **Pursue safe and convenient pedestrian, bicycle and other transit connections between residential neighborhoods and community gardens, food banks, grocery stores and farmers markets.** Making it easy for northeast Iowa residents to access food by transit, bike, or on foot can help reduce our greenhouse gas emissions while also helping people access local food. Developing a mechanism to include food access criteria in transportation planning and projects will accelerate this action.

Sell It

Goal: Empower businesses that produce, process, distribute and sell local food

Strategy 3 *Strengthen the business connections between buyers and sellers.*

The local food chain should encourage everyone to work together to achieve similar goals. Bringing buyers and sellers together and building relationships will build trust and understanding.

Below is a chart from an ISU Extension Northeast Iowa Local Food Survey that shows the importance of 11 issues to buyers with 7 very important, 1 being least important. (20)



Recommendations

Support and expand these current activities:

- **Encourage local restaurants, grocery stores, and institutions to expand the percentage of the sales that are derived from local food or local food products.** Luther College and the Oneota food Coop recently raised their goals for percentages local food purchases. Foster the relationship between producers and business that purchase food and encourage other businesses to follow their example.
- **Encourage producers to participate and list themselves on various directories:**
 - Market Maker Directory (8)
 - Buy Fresh Buy Local Directory (9)
 - Buyer Supplier (10)
 - Real Time Farms (11)

Pursue these new actions:

- **Foster producer collaboration for standards to collectively transport, store or process locally grown food.**



Recycle It

Goal: Create value at the end of the food system

Strategy 1

Increase the percentage of food consumed

Finding value at the end of the food system reduces the amount of food entering the landfill. The food entering the waste stream can be reduced and profit can be increased if value is added to seconds or imperfect product.

Recommendations

Support and expand these current activities:

- **Support the preservation of food.** This can be done by encouraging and educating citizens or businesses to can, freeze, dry food before it goes into the “waste” stream.

Pursue these new actions:

- **Teach producers how to use approved processing facilities to add value to their product.** Provide one-on-one consulting for value-added product business development that helps producers use seconds or extras.
- **Encourage the partnership between food pantries and processing facilities.** Help food pantries utilize community kitchens to process raw food donations into easily stored product that can be handed out through the food pantries.



Roughly 1/3rd of the food produced around the world for human consumption every year; about 1.4 billion tons, is lost or wasted.
FAO (21)

Recycle It

Goal: Create value at the end of the food system

Strategy 2

Increase composting of non-edible food

Some of the food entering the waste stream is non-edible. The banana peel from lunch, the egg shells from a morning omelet. Nationally, 18 percent of food waste is non-edible.

Organic waste (which includes food) makes up the second highest component of landfills, one of the largest sources of methane emissions. FAO (21)

Recommendations

Support and expand these current activities:

- **Support private businesses that find or create value from food waste.** Support and expand Upper Iowa Organics efforts. Upper Iowa Organics is working to secure financial assistance to turn food waste into a financially profitable business by creating compost.

Pursue these new actions:

- **Promote backyard composting.** Backyard composting of kitchen scraps and garden waste eliminates the need to truck organics to a recycling facility, and provides a healthy, natural soil amendment for yards and gardens. Education and promotion of backyard composting can increase Northeast Iowa residents' knowledge of and capacity to take food waste recycling into their own hands. Additional support should be provided to those with businesses that are bulk ordering bins to be sold and used in their local communities (Winneshiek Energy District and Peace & Justice Center).
- **Establish food waste recycling or composting at public and private institutions.** By establishing food-waste recycling at institutions an example can be set by preventing and recycling food-waste and conducting waste-reduction education. Leaders

in the community could be schools, jails, nursing homes, etc. Separating food and yard waste in public garbage collection.



CONCLUSION

Development of this Plan was a process that included input from many organizations, partners and individual community members. As can be seen in the “Current Activities” listed under “Recommendations”, many entities are already working diligently to strengthen or develop Northeast Iowa’s local food system. This Plan encourages them in their efforts.

As with any plan, the “Goals”, “Strategies”, “Recommendations” and “Actions” in this Plan will be more successful with help from private and public community organizations, businesses and community members, as all these entities are part of the local food system and therefore important to its expansion. Although it would be beneficial to coordinate implementation of this Plan, direct partnership with and between hundreds of private and public entities is unlikely for many reasons. Fortunately, many partners do work together and just as importantly, independent efforts that are all moving toward the same goals will help the food system expand at all levels.

Although many organizations are currently working as noted in “Current Activities”, this Plan includes several “Recommendations” that are “New Action”. Over the next five years, new personnel will be needed to assist with implementation of these actions. For example, it is important to have personnel that can provide planning and grant writing assistance to producers and businesses. The budget in this Plan reflects the need for additional personnel and work rather than the total need.

The partners understand that additional ideas, strategies and actions will be generated by further discussion in the coming years. The synergy created by discussion, ideas and new action will be embraced with the understanding that the more entities that are working toward the goals in unique and different ways, the more dynamic the process will be and the more easily the partners will be able to face and adapt to challenges and changes. A summary list of the “New Actions” recommended in this Plan includes the following.

Grow It

Goal 1 Expand support for local food

- Encourage social connections to increase the number of people engaged in producing local food
- Accelerate the development of a community kitchen
- Help producers understand and secure funding that helps them extend their production season
- Find and pursue start-up grants for equipment for local producers
- Expand storage options available to local producers
- Develop markets for lower grade products
- Identify production gaps and potential for new product production



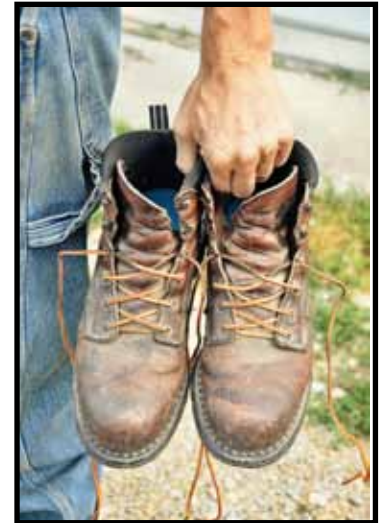
Conclusion

Conclusion continued...

Brand It

Goal 2 Recognize and promote local food in Northeast Iowa

- Put a face on local food
- Develop a written message that will increase the value of local food
- Produce and distribute marketing materials that repeat the regional brand that celebrate individual local producers
- Encourage home gardening
- Inspire local food consumption through educational events at direct markets
- Promote local food through recipe sharing and contests
- Coordinate CSAs and farmers markets
- Strengthen the connection between buyers, sellers and growers
- Develop a Northeast Iowa Farmers Market Association
- Foster culinary tourism in Northeast Iowa
- Support and create local events in Northeast Iowa that promote local food



Move It

Goal 3 Ensure all Northeast Iowa residents have access to affordable, local and sustainably grown food

- Expand the potential for farmers markets to provide local food throughout the region
- Encourage producers to collaborate
- Integrate policies supportive of food access into city and county plans and efforts
- Integrate local food into summer programs
- Encourage after school and day care providers to serve local food
- Foster and create community gardens
- Expand the use of EBT by producers and farmers markets



Sell It

Goal 4 Ensure all Northeast Iowa residents have access to affordable, local and sustainably grown food

- Develop local and regional food processing facilities, cold storage and other food related infrastructure
- Motivate producers to add value to their products
- Provide technical assistance to small business owners who are interested in offering local foods in their stores
- Work with local entrepreneurs to secure grants to develop businesses that process or transport local foods
- Foster value-added ventures
- Pursue safe and convenient pedestrian, bicycle and other transit connections between residential neighborhoods and community gardens, food banks, grocery stores and farmers markets
- Foster producer collaboration for standards to collectively transport, store or process locally grown food

Conclusion continued...

Recycle It

Goal 5 Recognize and promote local food in Northeast Iowa

- Teach producers how to use approved processing facilities to add value to their product
- Encourage the partnership between food pantries and processing facilities
- Promote backyard composting
- Establish food waste recycling and composting at public and private institutions



PARTNERSHIPS & PROGRAMS

The following is a list of potential partners that spearhead various programs related to the development of the local food system in northeast Iowa. The programs each organization coordinates are also listed.

(Organizations are listed in alphabetical order)



Agricultural Marketing Resource Center

Linking production agriculture with marketing channels.

www.agmrc.org

Buyer Supplier

Buyer-Supplier is a web based program for businesses that connects both buyers and sellers in Eastern Iowa to promote and facilitate regional purchasing.

www.buyersupplier.org

Edible Iowa River Valley

Celebrating the abundance of Iowa local foods, season by season.

www.edibleiowa.com

Fifth Season Cooperative

The Fifth Season Cooperative is a multi-stakeholder cooperative made up of producers, producer groups, food processors, distributors, and buyers from the 7 Rivers Region. Our members represent all of the key players in the food system at the local level. The goal of the organization is to build a robust regional food system that supports a healthy environment, a strong economy, and thriving communities.

<http://fifthseason.coop/>

GROWN Locally (Goods Raised Only With Nature)

A cooperative of small, local farms in Northeast Iowa dedicated to providing fresh, high quality foods to local food service institutions.

www.grownlocally.com



PARTNERSHIPS & PROGRAMS

Iowa Food Systems Council (IFSC)

Their mission is to recommend policy, research and program options for an Iowa food system which supports healthier Iowans, communities, economies and the environment. Their vision is for Iowa to have a just and diverse food system which supports healthier people, communities, economies and the environment.

<http://iowafoodsystemsCouncil.org/>



Programs/Work Groups:

- **Economic Work Group:** They have identified priorities centered around four recommendations:
 - The market value of fruits and vegetables as a percent of total value of Iowa agriculture products
 - The percent of fruit and vegetable canning, pickling and drying facilities of total food manufacturers
 - The number of poultry processing facilities in Iowa with less than 20 employees
 - The dollar value of Iowa agricultural products sold to Iowans for human consumption
- **Outreach and Education Work Group (OEWG):** They develop, coordinate and facilitate events and programs that help further the mission and goals of IFSC as we work to support healthier Iowans, communities, economies and the environment. OEWG provides educational opportunities to existing and potential IFSC members and partners across the state to ensure and grow awareness of IFSC, its mission and current projects. OEWG coordinates outreach opportunities to engage a broad audience for the work of IFSC.
- **Ecosystems Services Work Group:** They have identified priorities centered around three recommendations:
 - The percent Total Food Waste per Iowa Statewide Municipal Solid Waste composition
 - The average Iowa Water Quality Index (waterways that are very poor or fair)
 - The estimated average annual sheet and rill erosion on Iowa cropland
- **Fair Food & Farming Work Group (FFFWG):** They are a newly forming statewide network of individuals and organizations focused on cultivating a just and diverse food system that advances sustainable wages and safe working conditions for food system workers, food security for all Iowans, and the equitable distribution of power within Iowa's food system.
- **Food Access & Health Work Group:** A vibrant statewide network of food and nutrition assistance program administrators, emergency food system providers, public health professionals, community-based organizers and food system stakeholders focused on cultivating a diverse and just food system that eliminates hunger, increases access to nutritious food, and improves the health of all Iowans.
 - **Cultivate Iowa:** An initiative to promote the benefits of food gardening and produce donation to create a sustainable future and healthier communities in Iowa. Through outreach and community engagement, Cultivate Iowa aims to inspire Iowans to grow some of their own produce and live healthier lifestyles. In addition, Cultivate Iowa is focused on empowering gardeners and community members to donate fresh produce to their local food pantries or other community organizations.
<http://www.cultivateiowa.org/>
- **Student Committee:** A student-led network that empowers students to transform their universities', institutions' and communities' food systems through networking, policy, and resource sharing.

PARTNERSHIPS & PROGRAMS

Iowa League of RC&Ds

Mission: The Iowa League of Resource Conservation and Development Areas provide leadership, services and a unified voice to member Councils.

<http://iowaleaguercd.org/>

Programs/Projects:

- **Local Foods RCDI:** This project provides ten local food coordinators across Iowa for a period of three years. The coordinators assist their communities with a variety of local food initiatives including Farm-to-School, farmer's markets, local food councils, Buy Fresh Buy Local directories, demonstrations, training workshops, and food cooperatives. Ten RC&Ds have participated in the project. Funding for the project is provided through the Rural Community Development Initiative grant program. Luther College provided match and their Sustainable Food Educator. during the first year of this program.
- **Farmers Market Promotion Program:** The goal of this project is to expand direct producer to consumer marketing opportunities through a statewide collaborative effort involving Iowa's RC&D areas. The objectives include the creation of 73 individual producer profiles, 9 in northeast Iowa, and to use that profile information to make connections between producers and consumers including some food desert locations.

Iowa State Extension and Outreach

Since 1999, Hotel, Restaurant and Institution Management (HRIM) Extension faculty and staff have been conducting research and outreach projects to link local, sustainable producers with food service operations. To accomplish this goal, HRIM has completed a number of education, research, and outreach activities. These projects can provide information to those involved in purchasing, producers, and food service operators.

www.extension.iastate.edu/HRIM/LocalFoods/

Programs:


- **Child Care Provider Trainings:** The need for nutritious meals served in licensed family childcare facilities is critical to the health and well-being of children. These trainings help promote healthy eating.
- **4-H Youth Outreach:** The 4-H Youth Development program promotes the following values:
 - Youth as powerful members of society
 - Youth and adults as caring partners
 - Learning as a lifelong commitment
 - Diversity and social conscience
 - Doing our best and making it better

IOWA STATE UNIVERSITY
Extension and Outreach

<http://www.extension.iastate.edu/4h/page/what-4-h>

- **GAP (Good Agricultural Practices) Workshops:** Targeted towards fruit and vegetable production. Three levels are offered to producers. Level 1 provides information about GAP such as food regulations and basic microbiology. Level 2 allows growers to apply the principles of Level 1 on their own farms and write their own farm safety plan. Level 3 conducts an on-farm mock GAP audit.
- **Food Safety Education:** Three levels are offered to producers. The ServSafe program is an 8 hour training with a certification program. The Safe Food program is a 2 hour training without a certification program.

PARTNERSHIPS & PROGRAMS

- Homegrown Lifestyle: Targeted towards small acreage owners, modern homesteaders, and similar potential producers.
- Beginning Farmer Center: Targeted towards small family farmers and aspiring farmers. 
- High Tunnel Fruit and Vegetable Production Workshops: Targeted toward commercial producers.
- Food Preservation: Two programs are offered. Preserve the Taste of Summer provides comprehensive education for consumers and professionals with various levels to people to enroll in. Food Preservation 101 is a 2 hour program that teaches the basics of canning, freezing, and dehydrating foods.
- Food Box Program: Over 30 employees at Rockwell Collins and the ISU Extension office in Decorah receive a grocery bag full of local food items each week. Employees pay \$15 or \$30 for their bag and order the bags one week before delivery. The food bags include meat, milk, eggs, yogurt, produce, breads, and other products from northeast Iowa farms.
- Grocery Store Pilot Program: Two local grocery stores in northeast Iowa are participating in a rural grocery store pilot project. The project is studying marketing strategies, shelf life, and distribution logistics of using locally produced products in a rural retail setting.
- Branding Your Region: Teaches producers about food, farms, and marketing strategies to attract visitors.

Luther College

Luther is also working to help improve the regional food system, through work with the Northeast Iowa Food and Farm Coalition, creating a required amount of local food purchased, as well as local groups in Decorah.

<http://www.luther.edu/sustainability/food/>



Northeast Iowa Buy Fresh, Buy Local (BFBL)

BFBL Chapter Affiliates are connecting consumers in communities throughout the country to the freshest, most delicious locally grown and locally produced foods available. Through outreach education, fun events, festivals, farmers markets and by supporting local food system revitalization, chapter members and chapter affiliates are working to expand the availability and quality of local

<http://www.iowafreshfood.com/site/bfbl.html>



Northeast Iowa Food & Fitness Initiative (FFI)

The Northeast Iowa Food & Fitness Initiative has brought people in Allamakee, Chickasaw, Clayton, Fayette, Howard and Winneshiek counties together to make our region a place where every day, all people have access to healthy, locally grown foods and abundant opportunities for physical activity in the places where we live, learn, work and play.

www.iowafoodandfitness.org



PARTNERSHIPS & PROGRAMS

Northeast Iowa Resource Conservation & Development (Northeast Iowa RC&D)

Northeast Iowa RC & D Inc. is a 501(c)(3) nonprofit that serves a seven county area of Northeast Iowa. We work with community members and leaders to develop great ideas, build partnerships, find funding and turn our dreams into reality. This bottom up approach gives you the power to improve your life and your community. Northeast Iowa RC & D's mission is "To recognize opportunities and provide leadership to make our region a vibrant, place-based model for the nation!"

www.northeastiowarcd.org



Oneota Community Food Cooperative (Co-Op)

The Oneota Co-op is committed to supporting local producers and providing local goods for customers to purchase. 21.1% of store sales in 2011 were local items, that amounts to over \$790,000 in sales to local producers. Customers can find local items in the store by looking for green tags. A total of local sales purchased is also printed at the bottom of each sales receipt.

www.oneotacoop.com



Regional Food Systems Working Group of Iowa (RFSWG)

The Regional Food System Working Group of Iowa maximizes the potential for community-based, economically sustainable, and environmentally and socially responsible food enterprises by supporting education, conducting research, and facilitating partnerships.

<http://sites.google.com/site/iowarfwg/>

United States Department of Agriculture in Iowa (USDA)

http://www.rurdev.usda.gov/IA_Home.html



Programs:

- Non-insured Crop Disaster Assistance Program
 - The Farm Service Agency provides assistance for natural disaster losses, resulting from drought, flood, fire, freeze, tornadoes, pest infestation, and other calamities.
<http://www.fsa.usda.gov/FSA/webapp?area=home&subject=diap&topic=landing>
- Women, Infants and Children Supplemental Nutrition Program (WIC)
 - The Special Supplemental Nutrition Program for Women, Infants, and Children (WIC) provides Federal grants to States for supplemental foods, health care referrals, and nutrition education for low-income pregnant, breast feeding, and non-breast feeding postpartum women, and to infants and children up to age five who are found to be at nutritional risk.
<http://www.fns.usda.gov/wic>
- Supplemental Nutrition Assistance Program (SNAP)
 - As the cornerstone of the United States Department of Agriculture (USDA) nutrition assistance programs, SNAP (formerly known as the Food Stamp Program) plays a vital role in improving nutrition among low-income individuals. SNAP stands for the Supplemental Nutrition Assistance Program. SNAP serves as the first line of defense against hunger and provides crucial support to needy households and to those making the transition from welfare to work.
<http://www.idph.state.ia.us/INN/SNAP.aspx>



PARTNERSHIPS & PROGRAMS

- Loans for Beginning Farmers and Ranchers
- Business and Industry Guaranteed Loans: Can be used to create jobs, stimulate the economy, bolster existing private credit structure, improve economic and environmental climate, and improve, develop, or finance business, industry, and employment in communities with populations less than 50,000.
- Rural Business Opportunity Grants: Provide technical assistance for business and economic development planning.
- Rural Business Enterprise Grant: Support development of small, emerging private business enterprises by assisting in such areas as buying land and equipment and constructing buildings, plants, access roads, and parking areas.
- Value-Added Producer Grants: Assist independent agricultural producers to enter into value-added activities by conducting feasibility studies and business plans or by providing working capital for start up operations.
- Rural Energy for America Program: provides grants to assist agriculture producers and small businesses to reduce energy costs and consumption by construction or improvements of facilities, energy audits, feasibility studies, business plans, new equipment, retrofitting, and permit and professional fees.
- Environmental Quality Incentives Program (EQIP) Organic Initiative-Go Organic: The Organic Initiative provides financial assistance to National Organic Program (NOP) certified producers, as well as producers in the process of transitioning to organic production.

www.ia.nrcs.usda.gov



Upper Explorerland Regional Planning Commission

Work with Northeast Iowa Food & Fitness to provide access to healthy, locally grown food with abundant opportunities for physical activity and play every day.

<http://www.uerpc.org/>



Women, Food and Agriculture Network (WFAN)

WFAN is a community of women involved in sustainable agriculture. "We are farmers, landowners, researchers, students, advocates and mothers concerned about our families' health. We come from all over the US and several other countries, and do the majority of our work in the Midwest."

BUDGET

Local Foods Coordinator Annual Budget	
Proposed Budget:	
Full-Time Coordinator Salary @ \$20/hour	\$41,600
Part-Time Assistant	\$14,500
Benefits:	\$4,300
Health	\$5,310
Work Comp	\$250
Life Insurance	\$50
Taxes - Full-Time Coordinator	\$3,200
Part-Time Assistant	\$1,150
Total Personal Costs	\$65,820
Postage	\$1,200
Supplies	\$2,500
Telephone	\$600
Marketing	\$12,000
Travel	\$3,500
Training/Conferences	\$2,500
Total Other Costs	\$22,300
Indirect Costs @ 10%	\$8,812
Total Annual Budget	\$96,932



FUNDING STRATEGIES

The following information will provide potential funding ideas for projects related to the development of a local foods system in Northeast Iowa. It is intended to be a starting point for a local foods coordinator and other partners that are interested in raising funds to develop a local foods system.

Most grants will only pay a portion of project costs and therefore require a “match” or additional funding from either the applicant or a qualifying organization. Federal grants typically allow local or state match but will not allow other federal funding to be used as the required match. Likewise, state grants usually require non-state match. Private funders do not generally specify match sources. Local match for any project demonstrates commitment and support for the project and increases the likelihood that outside funders will award grants.

The information provided in this section is not intended to be all inclusive and it does not include all of the local governmental entities, businesses and non-profit organizations that may be primary sources of funding for individual projects. Some examples of local organizations that may be supportive are:

- Ag Food Research Initiative
- Universities (Luther College & Upper Iowa University)
- Economic Development Administration
- Local County Foundations
- County Conservation Boards
- Tax dollars
- Local Banks
- Eastern Iowa Tourism Association (EITA)
- Northeast Iowa Tourism Association (NEITA)
- Farm Bureau
- Ag Businesses
- Soil and Water Conservation Districts
- Commodity Associations



FUNDING STRATEGIES

Public Funding and Grant Opportunities

The following is a list of potential grant funding sources. This is not intended to be a complete list, but a starting point for the local foods coordinator to seek funding sources.

Grant	Type	Typical Due Date	Website
AFRI USDA	Climate Change	April	http://www.csrees.usda.gov/funding/afri/afri_program_deadline_dates.html
	Plant Breeding; Plant Production; Plant Microbe; Weeds; Insects and Nematodes	February	
	Animal Reproduction; Animal Growth; Animal Health		
	Food Contamination; Food Quality; Nutrient Functionality	February	
	Soil, water and air processing	February	
	Small and Medium sized farms		
	Rural Families, community, and regional development	May	
	Environment	May	
	Food Safety Issues and Fresh Cut Produce	December	
AFRI	Improved Sustainable Food Systems/Food Security	February	http://www.nifa.usda.gov/fo/afri-globalfoodsecurity.cfm
AFRI	Agricultural Economics and Rural Communities	May	http://www.nifa.usda.gov/fo/fpagricultureeconomicsandruralcommunitiesafri.cfm
Agricultural Marketing Assistance Organic Certification Cost Share Program		December	" http://www.grants.gov/search/announce.do;jsessionid=cR2BQCGP82PtSyL5PkSjf7pZvJZXzK2QJFWtyrJpl21v077dv3bR!-1413871233 "
AmeriCorps State and National Grant Competitions		February	http://www.grants.gov/search/announce.do;jsessionid=cR2BQCGP82PtSyL5PkSjf7pZvJZXzK2QJFWtyrJp121v077dv3bR!-1413871233
National Innovative Partnerships	For Addressing Obesity through Environmental Supports for Nutrition and Physical Activity	June	http://www07.grants.gov/search/synopsis.do;jsessionid=F2svRWDT11KvLqy1zY2PDvJ2lh6v2QCJhXqMkgTx7whWXhhgt81b!-1898900577
Aetna Foundation Regional Grants Program	Funds for Healthy Food and Activity Initiatives in Selected Communities	September	http://www.aetna-foundation.org/foundation/apply-for-a-grant/
McKnight Foundation			http://www.mcknight.org/

FUNDING STRATEGIES

Grant	Type	Typical Due Date	Website
Community Food Projects Competitive Grants Program		November	"http://nifa.usda.gov/funding/rfas/community_food.html"
Farm to School-USDA		November/ December	http://www.fns.usda.gov/cnd/f2s/f2_grant_program.htm
Farmers Market Promotion Program		May	http://www.ams.usda.gov/AMSV1.0/FMPP
Federal-State Marketing Improvement Program		March	http://www.ams.usda.gov/AMSV1.0/FSMIP
Center of Produce Safety		March/April	https://cps.ucdavis.edu/grant_opportunities.php
Leopold Center for Sustainable Agriculture		August	http://www.leopold.iastate.edu/grants
Healthy Urban Food Enterprise Development Center		None Specified	http://www.wallacecenter.org/our-work/current-initiatives/healthy-urban-food-enterprise-development-center/
Higher Education Challenge Grant Program		February	http://www.grants.gov/search/search.do;jsessionid=cR2BQCGP82PtSyL5PkSjf7pZvJZXzK2QJFWtyrJpl21v077dv3bR!-1413871233?oppId=202733&mode
IDALS Specialty Crop Block Grant Program		May	http://www.iowaagriculture.gov/Horticulture_and_FarmersMarkets/specialtyCrop-Grant.asp
National Cattlemen's Beef Association		December	http://www.beefusa.org/
National Pork Board		November & May	http://www.pork.org/Research/499/ResearchRFP.aspx#.UMIAcKz4K3
North American Strawberry Growers Association		December	http://www.nasga.org/
Rural Community Development Initiative (RCDI)		May	http://www.grants.gov/search/synopsis.do;jsessionid=cR2BQCGP82PtSyL5PkSjf7pZvJZXzK2QJFWtyrJpl21v077dv3bR!-1413871233
Secondary Education, Two-Year Postsecondary Education, and Agriculture in the K-12 Classroom Challenge Grants Program		January	http://www.nifa.usda.gov/funding/rfas/sec_challenge.html
Kellogg Foundation			http://www.wkkf.org/grants
North Central Risk Management Education		December	http://www.ncrme.org/Grnats/index.html
Iowa Community Foundation			www.cof.org
Youth grants-sustainable agriculture and community action		Ongoing	http://www.dosomething.org/grants

FUNDING STRATEGIES

Grant	Type	Typical Due Date	Website
Small Business Innovation Research		September	http://www.nifa.usda.gov/fo/sbir.cfm
Small Socially Disadvantaged Producer Grant		October	http://www.rurdev.usda.gov/supportdocuments/BCP_SSDPG2012ApplicationGuide
USDA Know Your Farmer Know Your Food			http://www.usda.gov/wps/portal/usda/usdahome?navid=KYF_GRANTS
U.S. Poultry & Egg Association		December & June	http://www.uspoultry.org/research/
National Sustainable Agriculture Coalition		Ongoing	http://sustainableagriculture.net/publications/grassrootsguide/farm-bill-programs-and-grants/
Agriculture Marketing Resource Center			agmrc.org
Iowa Community Cultural Grant (IDCA)			http://www.culturalaffairs.org/funding/iowa_community_cultural_grant/
Community Development Block Grant-IEDA			http://www.iowaeconomicdevelopment.com/CommunityDevelopment/CDBG
DNR-Solid Waste Alternatives		January, April, July, & October	http://www.iowadnr.gov/Environment/LandStewardship/WasteManagement/SWAP.aspx
IDNR-Resource Enhancement and Education Program			http://www.iowadnr.gov/reap/ccon.html
Illinois Facility Foundation			http://www.iff.org/iowa
EPA-Brownfields and Land Revitalization			http://www.epa.gov/brownfields/grant_info/index.htm
Iowa CAN Affiliates	Iowa Area Development Group		nonprofit.law.uiowa.edu
Iowa Non-profit Resource Center			www.iowacounciloffoundations.org
Iowa Council of Foundations			www.iowacommunityfoundations.org
National Sustainable Agriculture Program	National Strawberry Sustainability Initiative Grant Program	February	http://strawberry.uark.edu/
Union Pacific	For UP Communities		http://www.up.com/found/grants.shtml
RW Johnson Foundation			http://www.rwjf.org/en/grants.html
Iowa Council of Government			http://www.iarcog.com/index.htm

FUNDING STRATEGIES

Grant	Type	Typical Due Date	Website
National Council on Foundation			http://www.iowagrantsguide.org/
Iowa Grants Guide (UI)			
Northwest Area Foundation			http://www.nwaf.org/Content/Grants
MyGroFarm	Nationwide School Garden Grants		http://www.mygrofarm.com/national-school-garden-grants/
Wellmark Foundation Grants		April	http://www.wellmark.com/foundation/apply/apply_for_funding.htm
Frontera Farmer Foundation-Sustainable Farms		February	http://www.rickbayless.com/foundation/about.html
Clif Bar Family Foundation			http://clifbarfamilyfoundation.org/Grants-Programs
Wal-Mart			http://foundation.walmart.com/apply-for-grants
Annie's Homegrown Organics	Grants for Gardens		http://www.annies.com/school-gardens/grants-for-gardens/
Ben & Jerry's	All Admin		http://www.benandjerrysfoundation.org/what-we-do.html
USDA Microloans	Microloans up to \$35,000 for small farms		http://www.fsa.usda.gov/FSA/newsReleases?area=newsroom&subject=landing&topic=pfs&newstype=prfactsheet&type=detail&item=pf_20130115_farln_en_microln.html&utm_source=FINAL+BRSOC+May+Upcoming+Events+Email&utm_campaign=May+Letter&utm_medium=email
Beginning Farmer and Rancher Competitive Grant		Summer	http://www.nifa.usda.gov/funding/bfrdp/bfrdp.html
California Strawberry Commission	New and Continuing Research and Extension Support Proposals	July	http://www.calstrawberry.com/research/rfp.asp



FUNDING STRATEGIES

Grant	Type	Typical Due Date	Website
North Central SARE (Sustainable Agriculture Research & Education)	Farmer Rancher	November	http://www.northcentralsare.org/Grants/Our-Grant-Programs
	Research and Education	May	
	Professional Development Program	August	
	Graduate Student	May	
	Youth Educator	November	
USDA Rural Development	Rural Business Enterprise Grant (RBEG)		http://www.rurdev.usda.gov/RD_Grants.html
	Rural Business Opportunity Grants		
	Value Added Producer Grants		
	Rural Economic Development Loan and Grant (REDLG)		
	Community Facilities Grants		

Private Funding

Often, local foods coordinators can solicit funding from non-governmental resources within their own communities. The multiple benefits of local foods programs, including the economic, health, environment and community impacts, often align with the interests of the local community. Corporations and businesses - Contact local corporations and businesses to ask if they will support your program with cash, prizes and/or donations such as printing services. When contacting a company, ask for information about their "community giving programs."

Individuals - Statistically, individuals give more money than corporations and foundations combined. You can begin a local fund drive by working within your existing network of partners and reaching out to the larger community.

Events - Many programs have raised funds by holding special events. Use the local foods theme to attract funding. Hold a dinner or farmers market event. You also can choose more traditional fundraising efforts such as bake sales, concerts, talent shows, etc.

APPENDIX A: REFERENCES

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21. "Food Wastage Footprint, Impacts on Natural Resources" (United Nations Food and Agricultural Organization , 2013) Accessed at: <http://www.fao.org/docrep/018/i3347e/i3347e.pdf>
22. Farmer Veteran Coalition Accessed at: <http://www.farmvetco.org>

APPENDIX B: FEEDBACK

The local foods coordinator met with various consumers, producers, stakeholders and leaders in the following seven counties in Northeast Iowa: Allamakee, Buchanan, Chickasaw, Clayton, Fayette, Howard, and Winneshiek. The following feedback is a compilation of those conversations.

Consumer Feedback:

What do you consider local?

- “10 miles”
- “Up to 50 miles-or produced within northeast Iowa or southern Minnesota”
- “20 miles”
- “Most people think of local as being from the county/community they live in and maybe the surrounding counties. 50 or 100 miles”
- “Something that is made or produced within in a 20 mile radius of their location”
- “As close to home as possible”
- “Anything within Northeast Iowa”

Do you buy local food? If not, why?

- “Yes, when I see that it’s local”
- “Some, raise most of our own food”
- “No, too expensive”
- “Yes, when I see it at; Moore’s, farmers market, Annie’s Garden’s & Greens, Oneota Co-op, Amish market, etc...”
- “Some but not on a regular basis-Inconvenient to go too many places (vendors) to get different foods”
- “Yes, I buy local honey”
- “Yes, purchase a 4-H steer each year for the freezer and share produce with others
- “No, I worry about sanitation issues”
- “No, I don’t have the option”

What would make it more likely for you to buy local food?

- “Make it more convenient”
- “Create a local foods section in the local grocery stores”
- “More options and better knowledge about where to find it”
- “Availability in grocery stores”
- “Local grocery stores and restaurants having local foods and advertising the fact that they are local”
- “A distribution system that would pick up produce from multiple locations and take it to a central location for sale”

What do you think are some challenges?

- “Quantity and variety”
- “Price differences”
- “Convenience”
- “Knowledge of what is available”
- “Short season”
- “Variety of different produce available at one place”



APPENDIX B: FEEDBACK

Producer Feedback:

What do you produce/grow?

- “Milk and Dairy Products”
- “Eggs”
- “Meat”
- “Fruit and Vegetables”
- “Organic/Non-Organic”

What do you want to be doing in the future?

- “Grow more organic food”
- “Increase profits”
- “Create a sustainable business model”
- Get more local food into local retail markets, schools, etc...”
- “More marketing, particularly social media”
- “Farmers need to work more collaboratively”

What are you your biggest challenges?

- “Drought and transport”
- “Marketing and distribution”
- “Competition with cheap imports”
- “Cash flow as a small and rapidly growing business”
- “Hiring of qualified and adequate staff”
- “High start-up costs”
- “Can’t afford equipment and can’t pay labor”
- “Regulations and cost for certifications”
- “Competing with prices in grocery stores and being able to reliably supply consumers and businesses with the quantities in demand”
- “Distribution, transportation, and location to sell products”
- “Producing and maintaining inventory”
- “Marketing products beyond farmers markets and CSAs”
- “Short growing season”

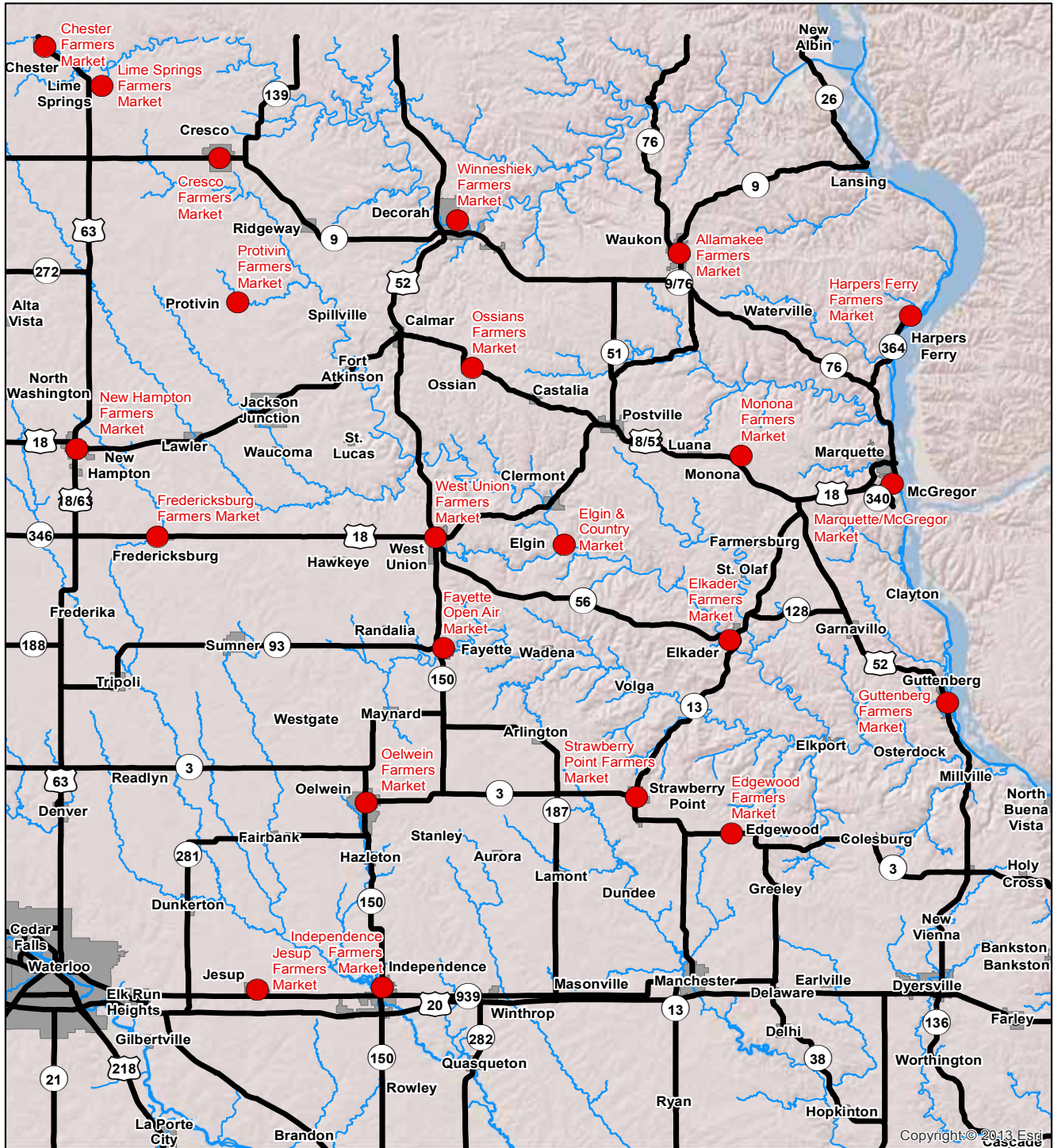
What groups are you involved with?

- Northeast Iowa Resource Conservation & Development
- ISU Extension (4-H, Northeast Iowa Food & Fitness Initiative (NIFF), Farm to School)
- Grown Locally
- Iowa Fruit and Vegetable Growers
- Organic Crop Improvement Association
- Cattlemen’s and Pork Producers Associations
- Economic Development Groups
- Upper Explorerland Regional Planning Commission (UERPC)
- Turkey River Recreational Corridor (TRRC)
- Northeast Iowa Tourism Association (NEITA) and Eastern Iowa Tourism Association (EITA)



APPENDIX C: FARMERS MARKETS

Northeast Iowa Farmer's Markets



Legend

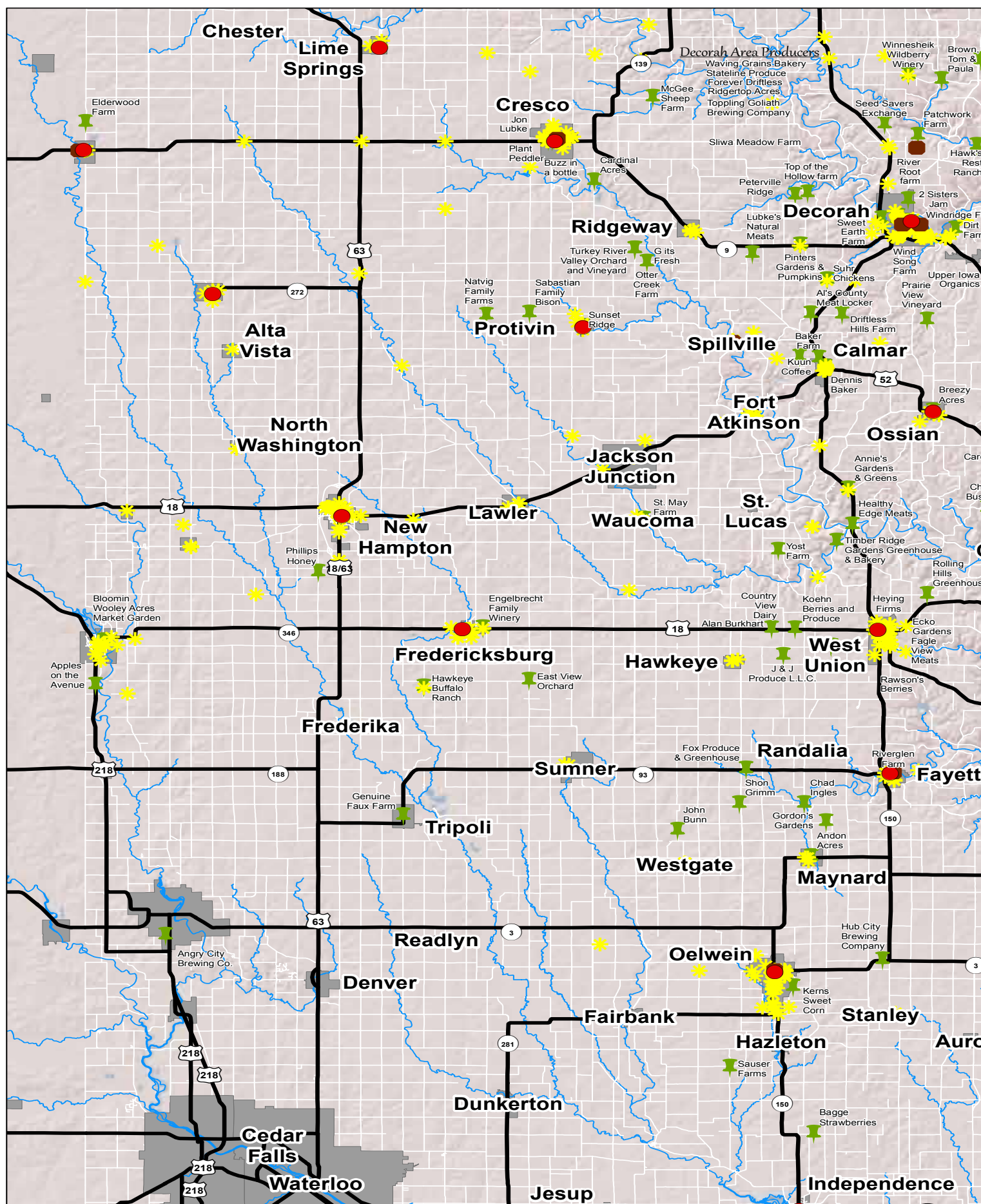
- Farmers Markets
- Iowa Highways
- Cities
- ~ Rivers



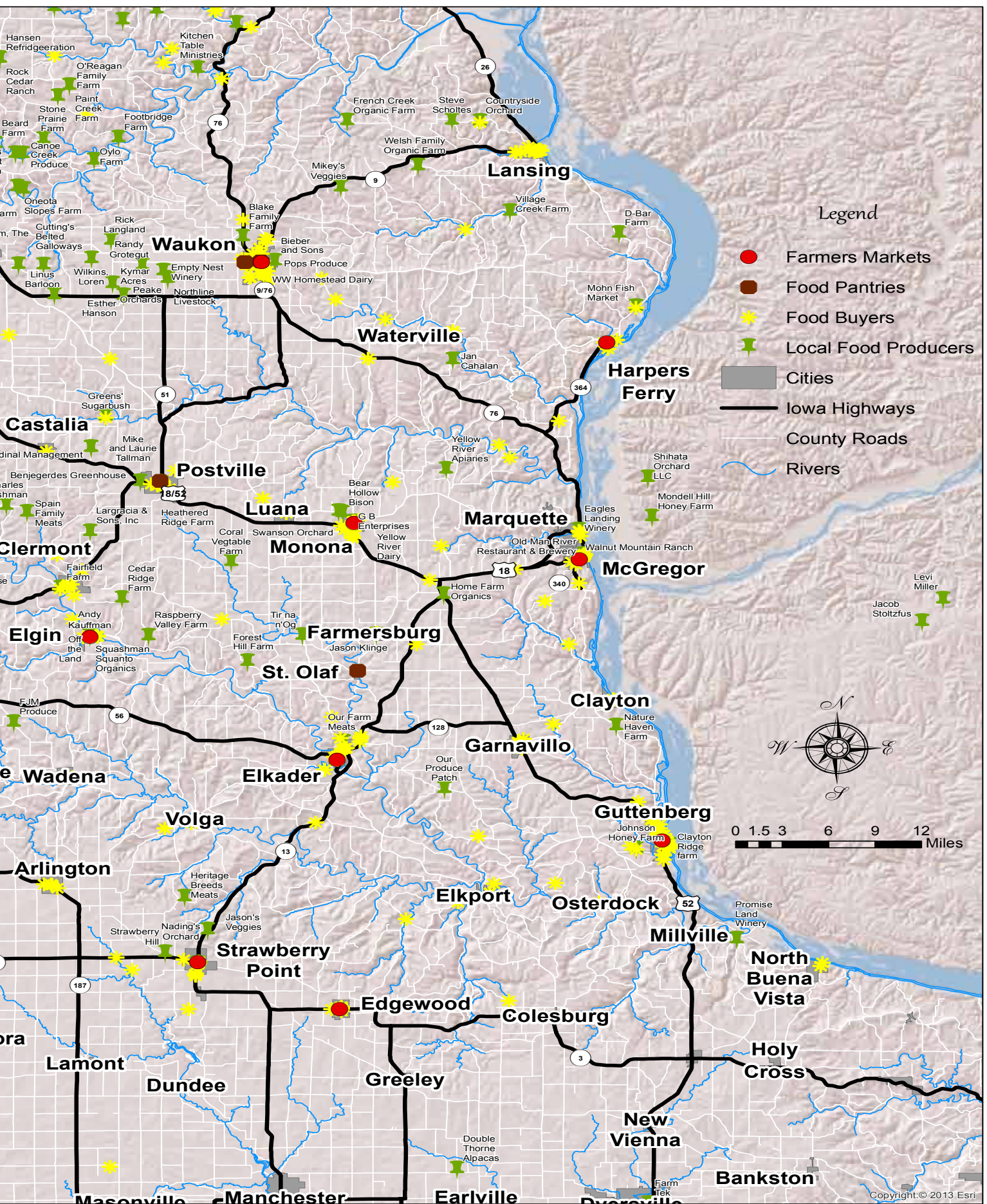
APPENDIX C: FARMERS MARKETS

County	Community	Season	Day & Times
Allamakee	Harpers Ferry	June-October	Friday (5-7pm)
	Waukon	June-September	Monday (3:30-5:30pm)
Buchanan	Independence	May-October	Saturday (8am-12pm)
	Jesup	June-September	Thursday (11am-2pm)
Chickasaw	Fredericksburg	May-September	Wednesday (3-5pm)
	New Hampton	June-October	Thursday (4-6pm)
Clayton	Edgewood	June-September	Friday (3-6pm)
	Elkader	May-October	Saturday (9am-12pm)
	Guttenberg	May-September	Saturday (8-11:30am)
	Monona	July-October	Saturday (8am-12pm)
	Marquette/McGregor	May-October	Friday (3pm)
	Strawberry Point	June-September	Wednesday (4-6pm)
Fayette	Elgin	May-October	Thursday (4-5:30pm)
	Fayette	May-October	Wednesday (3-5pm)
	Oelwein	May-October	Monday (3-6pm) & Friday (8-11am)
	West Union	May-October	Tuesday (3-5pm) & Friday (3-5:30pm)
Howard	Chester	June-October	Thursday (1-4pm) & Third Saturday (1-4pm)
	Cresco	May-October	Tuesday & Friday (2-5:30pm)
	Lime Springs	May-October	Saturday (9am-12pm)
	Protivin	May-October	Wednesday (2:30-5:30pm)
	Riceville	May-October	Saturday (9-11:30am)
	Elma	June-October	Tuesday & Friday (2:30-5:30pm)
Winneshiek	Decorah	May-October	Wednesday (3-6pm) & Saturday (8-11am)
	Ossian	May-October	Wednesday (3-6pm)

APPENDIX D: Northeast

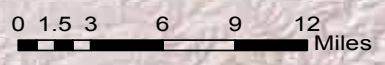
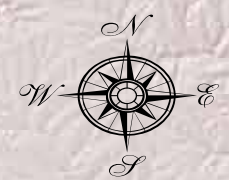


Iowa Food System



Legend

- Farmers Markets
- Food Pantries
- ★ Food Buyers
- 📌 Local Food Producers
- Cities
- Iowa Highways
- County Roads
- ~ Rivers



APPENDIX E: PRODUCERS

Business/Farm Name	Address	City	State	Zip Code	County	Products
Benjegerdes Greenhouse	1115 Hwy 52	Postville	IA	52162	Allamakee	Produce
Bieber and Sons	602 East Main Street	Waukon	IA	52172	Allamakee	Meat/Poultry/Eggs
Blake Family Farm	1972 Hwy 76 North	Waukon	IA	52172	Allamakee	Meat/Poultry/Eggs
Countryside Orchard	1803 Whitetail Dr	Lansing	IA	52151	Allamakee	Produce
D-Bar Farm	1605 Great River Road	Lansing	IA	52151	Allamakee	Meat/Poultry/Eggs
Empty Nest Winery	1352 Apple Road	Waukon	IA	52172	Allamakee	Wine/Beer
Esther Hanson	1933 114th Ave	Waukon	IA	52172	Allamakee	Meat/Poultry/Eggs
French Creek Organic Farm	1186 French Creek Drive	Lansing	IA	52151	Allamakee	Meat/Poultry/Eggs
Grass Run Farm, Inc	2712 Hoover Drive	Dorchester	IA	52140	Allamakee	Meat - Poultry - Eggs
Heathered Ridge Farm		Postville	IA	52162	Allamakee	Produce
Jan Cahalan	1671 Brady Drive	Waterville	IA	52170	Allamakee	Meat/Poultry/Eggs
Kitchen Table Ministries	511 Bear Creek Dr	Dorchester	IA	52140	Allamakee	Produce
Klauke Family Farm	911 Bear Creek Drive	Dorchester	IA	52140	Allamakee	Produce
Kymar Acres	2168 Winnmakee RD	Waukon	IA	52172	Allamakee	Produce
Mikey's Veggies	1828 Clonkitty Road	Waukon	IA	52172	Allamakee	Vegetables
Mohn Fish Market	1144 Great River Rd	Harpers Ferry	IA	52146	Allamakee	Meat/Poultry/Eggs
Northline Livestock	319 North Line Drive	Waukon	IA	52172	Allamakee	Meat/Poultry/Eggs
Peake Orchards	319 North Line Drive	Waukon	IA	52172	Allamakee	Produce
Pops Produce	540 Rossville Road	Waukon	IA	52172	Allamakee	Produce
Randy Grotegut	1383 Pole Line Road	Waukon	IA	52172	Allamakee	Meat/Poultry/Eggs
Rick Langland	2419 Winnmakee Road	Waukon	IA	52172	Allamakee	Meat/Poultry/Eggs

APPENDIX E: PRODUCERS

Business/Farm Name	Address	City	State	Zip Code	County	Products
Steve Scholtes	2207 Gruber Ridge Road	Lansing	IA	52151	Allamakee	Meat/Poultry/Eggs
Village Creek Farm	1917 Doehler Dr	Lansing	IA	52151	Allamakee	Produce
Welsh Family Organic Farm	1509 Dry Ridge Drive	Lansing	IA	52151	Allamakee	Meat/Poultry/Eggs
Windy Pines Greenhouse	276 Dorchester Dr	Dorchester	IA	52140	Allamakee	Produce
WW Homestead Dairy	850 Rossville Road	Waukon	IA	52172	Allamakee	Dairy
Angry City Brewing Co.	730 Technology Place	Waverly	IA	50677	Bremer	Wine/Beer
Genuine Faux Farm		Tripoli	IA	50676	Bremer	Produce
Bagge Strawberries	2029 170th Street	Independence	IA	50644	Buchanan	Produce
Sausser Farms	1311 Grant Ave	Hazleton	IA	50641	Buchanan	Other
Apples on the Avenue	3035 Addison Blvd	Nashua	IA	50658	Chickasaw	Produce
Bloomin Wooley Acres Market Garden		Nashua	IA	50658	Chickasaw	Produce
East View Orchard	2355 Union Avenue	Friedericksburg	IA	50630	Chickasaw	Produce
Engelbrecht Family Winery	2866 270th Street	Fredericksburg	IA	50630	Chickasaw	Wine/Beer
Hawkeye Buffalo Ranch	3034 Pembroke Ave	Friedericksburg	IA	50630	Chickasaw	Meat/Poultry/Eggs
Phillips Honey	2378 Kenwood Ave	New Hampton	IA	50659	Chickasaw	Honey
Bear Hollow Bison	20546 115th Street	Monona	IA	52159	Clayton	Meat/Poultry/Eggs
Clayton Ridge farm	531 S. River Park Dr	Guttenberg	IA	52052	Clayton	Meat/Poultry/Eggs
Coral Vegetable Farm	Coral Ave South	Luana	IA	52156	Clayton	Produce
Eagles Landing Winery	127 North Street	Marquette	IA	52158	Clayton	Wine/Beer

APPENDIX E: PRODUCERS

Business/Farm Name	Address	City	State	Zip Code	County	Products
Forest Hill Farm	16005 Country Road	St. Olaf	IA	52072	Clayton	Produce
G B Enterprises	106 Kregel St	Monona	IA	52159	Clayton	Produce
Heritage Breeds Meats	12942 338th Street	Strawberry Point	IA	52076	Clayton	Meat/Poultry/Eggs
Home Farm Organics	16609 Highway 13	Farmers-burg	IA	52047	Clayton	Meat/Poultry/Eggs
Jason Klinge		Farmers-burg	IA	52047	Clayton	Meat/Poultry/Eggs
Jason's Veggies	35536 Hwy 13	Stawberry Point	IA	52076	Clayton	Produce
Johnson Honey Farm	34147 310th Street	Guttenberg	IA	52052	Clayton	Honey
Nading's Orchard	201 Commercial Street	Strawberry Point	IA	52076	Clayton	Produce
Nature Haven Farm	23784 Great River Road	Garnavillo	IA	52049	Clayton	Meat/Poultry/Eggs
Old Man River Restaurant & Brewery	123 A Street	McGregor	IA	52157	Clayton	Wine/Beer
Our Farm Meats	3098 Gunder Rd	Elkader	IA	52043	Clayton	Meat/Poultry/Eggs
Our Produce Patch	27345 Harbor Road	Elkader	IA	52043	Clayton	Produce
Promise Land Winery	39053 Great River Road	Guttenberg	IA	52052	Clayton	Wine/Beer
Strawberry Hill	12173 Amission Road	Strawberry Point	IA	52076	Clayton	Other
Swanson Orchard	20382 115th Street	Monona	IA	52159	Clayton	Produce
Tir na n'Og	18535 Eagle Ave	Farmers-burg	IA	52047	Clayton	Produce
Walnut Mountain Ranch		McGregor	IA	52157	Clayton	Meat/Poultry/Eggs
Yellow River Apiaries	201 Scott Hollow Rd	Monona	IA	52159	Clayton	Honey

APPENDIX E: PRODUCERS

Business/Farm Name	Address	City	State	Zip Code	County	Products
Yellow River Dairy		Monona	IA	52159	Clayton	Dairy
Mondell Hill Honey Farm	35321 Hwy 27	Prairie Du Chien	WI	53821	Crawford	Honey
Double Thorne Alpacas	1933 260th Ave	Earlville	IA	52041	Deleware	Meat/Poultry/Eggs
Farm Tek	1440 18th Ave SW	Dyersville	IA	52040	Deleware	Produce
Grannie's Garden	25578 218th Ave	Delhi	IA	52223	Deleware	Produce
Alan Burkhart	16601 230th Street	Hawkeye	IA	52147	Fayette	Meat/Poultry/Eggs
Andon Acres		Maynard	IA	50655	Fayette	Produce
Andy Kauffman		Elgin	IA	52141	Fayette	Produce
Cedar Ridge Farm	24635 A Ave	Elgin	IA	52141	Fayette	Produce
Chad Ingles	13298 130th Street	Randalia	IA	52164	Fayette	Meat/Poultry/Eggs
Country View Dairy	15197 230th	Hawkeye	IA	52147	Fayette	Dairy
Ecko Gardens		West Union	IA	52142	Fayette	Produce
Fagle View Meats	108 South Walnut	West Union	IA	52142	Fayette	Meat/Poultry/Eggs
Fairfield Farm	7336 Great River Rd	Clermont	IA	52132	Fayette	Produce
FJM Produce	17542 Empire Rd	Wadena	IA	52169	Fayette	Produce
Fox Produce & Greenhouse	17762 150th Street	Randalia	IA	52164	Fayette	Produce
Gordon's Gardens	14009 120th Street	Maynard	IA	50655	Fayette	Produce
Healthy Edge Meats	108 South Walnut	Eldorado	IA	52175	Fayette	Meat/Poultry/Eggs
Heying Firms	700 West Bradford Street	West Union	IA	52142	Fayette	Meat/Poultry/Eggs
Hub City Brewing Company	11352 40th Street	Stanley	IA	50671	Fayette	Wine/Beer

APPENDIX E: PRODUCERS

Business/Farm Name	Address	City	State	Zip Code	County	Products
J & J Produce L.L.C.	21459 P Ave	Hawkeye	IA	52147	Fayette	Produce
John Bunn	11702 U Ave	Westgate	IA	50681	Fayette	Meat/Poultry/Eggs
Kerns Sweet Corn	1 E Line Road	Oelwein	IA	50662	Fayette	Produce
Koehn Berries and Produce	13814 220th Street	West Union	IA	52142	Fayette	Produce
Largracia & Sons, Inc	28534 Beechnut Road	Clermont	IA	52135	Fayette	Meat/Poultry/Eggs
Off the Land		Elgin	IA	52141	Fayette	Meat/Poultry/Eggs
Raspberry Valley Farm	18566 April Ave	Elgin	IA	52141	Fayette	Produce
Rawson's Berries	13814 220th Street	West Union	IA	52175	Fayette	Produce
Riverglenn Farm		Fayette	IA	52142	Fayette	Produce
Rolling Hills Greenhouse	24803 Ironwood Rd	West Union	IA	52175	Fayette	Produce
Shon Grimm	18093 130th Street	Westgate	IA	50681	Fayette	Meat/Poultry/Eggs
Squashman Squanto Organics		Elgin	IA	52141	Fayette	Produce
St. May Farm		Waucoma	IA	52171	Fayette	Other
Timber Ridge Gardens Greenhouse & Bakery	28011 Muskrat Road	West Union	IA	52142	Fayette	Produce
Yost Farm	16266 Nature Rd	West Union	IA	52175	Fayette	Produce
Joe Mast		Canton	MN	55922	Fillmore	Produce
Plainsong Farm	15514 341 Ave	Harmony	MN	55939	Fillmore	Other
Preston Apple & Berry Farm		Preston	MN	55965	Fillmore	Produce
Summer Hill Family Farm	21504 Firefly Road	Lanesboro	MN	55949	Fillmore	Meat/Poultry/Eggs
Windy Ridge Heritage Farm	28681 Co. 16	Preston	MN	55965	Fillmore	Meat/Poultry/Eggs
Wold Strawberries	22988 Berry Drive	Mabel	MN	55954	Fillmore	Produce

APPENDIX E: PRODUCERS

Business/Farm Name	Address	City	State	Zip Code	County	Products
Back Forty Farms	36202 180th St	Harmony	MN	55939	Filmore	Mushrooms
Millers Viewlawn Farms	10029 381st Ave	Mabel	MN	55954	Filmore	Meat/Poultry/Eggs
Wise Acre Produce	33841 156th Street	Harmony	MN	55939	Filmore	Produce
Dana Martin		Charles City	IA	50616	Floyd	Produce
Loyd Nolt		Charles City	IA	50616	Floyd	Produce
Jacob Stoltzfus		Mt. Hope	WI	53816	Grant	Produce
Levi Miller	13290 Ridge Road	Mt. Hope	WI	53816	Grant	Produce
Breezy Bluff Farm	18137 Nine Oaks Drive	Spring Grove	IA	55974	Houston	Meat/Poultry/Eggs
Might Pines Acres		Eitzen	MN	55931	Houston	Produce
Skip Meiners	11682 State Line Drive	Eitzen	MN	55931	Houston	Meat/Poultry/Eggs
Buzz in a bottle		Cresco	IA	52136	Howard	Meat/Poultry/Eggs
Elderwood Farm	9184 Addisson Ave	Riceville	IA	50466	Howard	Produce
Jon Lubke		Cresco	IA	52136	Howard	Vegetables
McGee Sheep Farm	3168 325th Street	Cresco	IA	52136	Howard	Meat/Poultry/Eggs
Natvig Family Farms	20074 Timber Ave	Cresco	IA	52136	Howard	Meat/Poultry/Eggs
Plant Peddler	530 Second Ave SW	Cresco	IA	52136	Howard	Other
Sabastian Family Bison	Valley Ave	Cesco	IA	52136	Howard	Meat/Poultry/Eggs
Sunset Ridge		Protivin	IA	52163	Howard	Other
Turkey River Valley Orchard and Vineyard	2377 325th Ave	Cresco	IA	52136	Howard	Produce
Sugar Creek Farm	2020 370th Street	Osage	IA	50461	Mitchell	Meat/Poultry/Eggs
2 Sisters Jam		Decorah	IA	52101	Win-neshiek	Other

APPENDIX E: PRODUCERS

Business/Farm Name	Address	City	State	Zip Code	County	Products
Al's County Meat Locker	2420 200th Street	Calmar	IA	52132	Win-neshiek	Meat Locker
Annie's Gardens & Greens	30975 Lincoln Road	Fort Atkinson	IA	52144	Win-neshiek	Produce
Baker Farm	2472 175th St	Calmar	IA	52132	Win-neshiek	Meat/Poultry/Eggs
Beard Farm	2954 Middle Sattre Road	Decorah	IA	52101	Win-neshiek	Meat/Poultry/Eggs
Bijoux	206 5th Ave	Decorah	IA	52101	Win-neshiek	Other
Breezy Acres		Ossian	IA	52161	Win-neshiek	Produce
Brown, Tom & Paula	1814 337th Street	Decorah	IA	52101	Win-neshiek	Other
Canoe Creek Produce	2912 Manawa Trail Road	Decorah	IA	52101	Win-neshiek	Produce
Cardinal Acres	2770 345th Ave	Cresco	IA	52136	Win-neshiek	Produce
Cardinal Management	1218 120th Ave	Castalia	IA	52133	Win-neshiek	Produce
Charles Bushman	6251 300th Street	Castalia	IA	52133	Win-neshiek	Meat/Poultry/Eggs
Cutting's Belted Galloways	2236 Trout River Road	Decorah	IA	52101	Win-neshiek	Meat/Poultry/Eggs
Dennis Baker	2472 174th Street	Calmar	IA	52132	Win-neshiek	Meat/Poultry/Eggs
Dirt Farm, The	2195 River Road	Decorah	IA	52101	Win-neshiek	Mushrooms

APPENDIX E: PRODUCERS

Business/Farm Name	Address	City	State	Zip Code	County	Products
Driftless Hills Farm	2264 200th St	Calmar	IA	52132	Win-neshiek	Meat/Poultry/Eggs
Footbridge Farm	2105 Ferris Mill Road	Decorah	IA	52101	Win-neshiek	Produce
Forever Driftless		Decorah	IA	52101	Win-neshiek	Produce
G its Fresh	2375 325th Ave	Cresco	IA	52136	Win-neshiek	Produce
Given Gardens LLC	PO Box 347	Decorah	IA	52101	Win-neshiek	Produce
Greens' Sugarbush	1126 Maple Valley Rd	Castalia	IA	52133	Win-neshiek	Maple Syrup
Hansen Refridgeration	3469 Locust Road	Decorah	IA	52101	Win-neshiek	Other
Hawk's Rest Ranch	1552 Manawa Trail Road	Decorah	IA	52101	Win-neshiek	Meat/Poultry/Eggs
Ktwilite Limousiin and Red Angus	3871 Locust Road	Decorah	IA	52101	Win-neshiek	Meat/Poultry/Eggs
Kuun Coffee	100 Dianne Drive	Calmar	IA	52132	Win-neshiek	Other
Linus Barloon	1370 Hwy 9	Decorah	IA	52101	Win-neshiek	Produce
Lubke's Natural Meats	2350 270th Ave	Ridgeway	IA	52165	Win-neshiek	Meat/Poultry/Eggs
Mike and Laurie Tallman	1218 120th Ave	Castalia	IA	52133	Win-neshiek	Meat/Poultry/Eggs
O'Reagan Family Farm	3300 Echo Valley Road	Decorah	IA	52101	Win-neshiek	Meat/Poultry/Eggs

APPENDIX E: PRODUCERS

Business/Farm Name	Address	City	State	Zip Code	County	Products
Oneota Slopes Farm	2689 Lannon Hill Road	Decorah	IA	52101	Win-neshiek	Meat/Poultry/Eggs
Otter Creek Farm	3196 230th Street	Ridgeway	IA	52165	Win-neshiek	Other
Oylo Farm	1188 Lundy Bridge Road	Decorah	IA	52101	Win-neshiek	Meat/Poultry/Eggs
Paint Creek Farm	3305 Paint Creek Road	Decorah	IA	52101	Win-neshiek	Other
Patchwork Farm	3031 Middle Hesper Road	Decorah	IA	52101	Win-neshiek	Produce
Peterville Ridge	2712 Walnut Creek Road	Decorah	IA	52101	Win-neshiek	Produce
Pinters Gardens & Pumpkins	2475 Hwy 9	Decorah	IA	52101	Win-neshiek	Produce
Prairie View Vineyard	1968 185th Ave	Decorah	IA	52101	Win-neshiek	Wine/Beer
Ridgertop Acres		Decorah	IA	52101	Win-neshiek	Produce
River Root farm	1007 Locust Road	Decorah	IA	52101	Win-neshiek	Produce
Rock Cedar Ranch	3469 Locust Road	Decorah	IA	52101	Win-neshiek	Meat/Poultry/Eggs
Rock Springs Farm	3765 Highlandville Road	Decorah	IA	52101	Win-neshiek	Produce
Seed Savers Exchange	3094 North Winn Rd	Decorah	IA	52101	Win-neshiek	Other

APPENDIX E: PRODUCERS

Business/Farm Name	Address	City	State	Zip Code	County	Products
Shihata Orchard LLC	61543 Limery Rd	Prairie Du Chien	WI	52101	Winnesheik	Produce
Sliwa Meadow Farm	2682 Lannon Hill Rd	Decorah	IA	52165	Winnesheik	Produce
Spain Family Meats	29738 Eastern Rd	Castalia	IA	52101	Winnesheik	Meat/Poultry/Eggs
Stateline Produce	207 Lloyd St	Decorah	IA	52101	Winnesheik	Produce
Stone Prairie Farm	1388 Big Bluestem Rd	Decorah	IA	52101	Winnesheik	Produce
Suhr Chickens	2331 Town Line Road	Calmar	IA	52101	Winnesheik	Meat/Poultry/Eggs
Sweet Earth Farm	201 Valley View Drive	Decorah	IA	52101	Winnesheik	Produce
Top of the Hollow farm	2700 Happy Hollow Road	Decorah	IA	52101	Winnesheik	Produce
Toppling Goliath Brewing Company	310 College Drive	Decorah	IA	52101	Winnesheik	Wine/Beer
Upper Iowa Organics	2251 Oil Well RD	Decorah	IA	52101	Winnesheik	Other
Waving Grains Bakery	421 W Water Street	Decorah	IA	52101	Winnesheik	Bakery
Wilkins, Loren	2322 Glenville	Deecorah	IA	52101	Winnesheik	Other
Wind Song Farm		Decorah	IA	52101	Winnesheik	Produce
Windridge Farm	RR 3	Decorah	IA	53821	Winnesheik	Produce
Winnesheik Wildberry Winery	1966 337th Street	Decorah	IA	52101	Winnesheik	Wine/Beer

APPENDIX F: BUYERS (current & potential)

Establishment	City	State	County
1R's St. Olaf Tap	Saint Olaf	IA	Clayton
A & W/Long John Silver's	Cresco	IA	Howard
A.T. Warnkes	Fredericksburg	IA	Chickasaw
Alco Discount Store #409	Cresco	IA	Howard
Alexander Hotel	Mc Gregor	IA	Clayton
All Hot Dogs Go To Heaven	Decorah	IA	Winneshiek
Allamakee Co Fairboard Pavilion	Waukon	IA	Allamakee
Alley Kat, The	New Albin	IA	Allamakee
Alley, The	New Hampton	IA	Chickasaw
Alpha Tavern	Waucoma	IA	Fayette
Al's Country Meat Locker	Calmar	IA	Winneshiek
Alta Vista Express, Llc	Alta Vista	IA	Chickasaw
Am Lg Ross Reid Post 9	Oelwein	IA	Fayette
Amarillo's Roadhouse Grill	Waukon	IA	Allamakee
Americana Grille/Club Pyramid	Decorah	IA	Winneshiek
Americinn Lodge & Suites	Fayette	IA	Fayette
Anchor Inn Supper Club	Garber	IA	Clayton
Andy's Mini-Mart	Riceville	IA	Howard
Annie's	Lime Springs	IA	Howard
Annie's Gardens & Greens	Fort Atkinson	IA	Fayette
Aramark At Upper Iowa University	Fayette	IA	Fayette
Arleys Ice Cream Junction	Oelwein	IA	Fayette
Arlington Place Of Oelwein	Oelwein	IA	Fayette
Arlington Senior Dining Center	Arlington	IA	Fayette

APPENDIX F: BUYERS (current & potential)

Establishment	City	State	County
Arlington Senior Dining Center	Arlington	IA	Fayette
Aunt Necee's Pizza	Edgewood	IA	Clayton
Av Bar	Alta Vista	IA	Chickasaw
B E Catered	Waukon	IA	Allamakee
B.P.O. Elks #443	Decorah	IA	Winneshiek
Back Home Country Cookin	Strawberry Point	IA	Clayton
Backbone Golf & Ctry Club Inc	Strawberry Point	IA	Clayton
Backwoodz Steakhouse & Lanes	Elma	IA	Howard
Bambinos	Ossian	IA	Winneshiek
Bar, The	Calmar	IA	Winneshiek
Barn On The Bluff B&B	Elkader	IA	Clayton
Barney Burger Inc D/B/A Barney's	Wadena	IA	Fayette
Barney's Bar & Grill Llc	Burr Oak	IA	Winneshiek
Barrel Drive In	West Union	IA	Fayette
Bassett Country Store	Bassett	IA	Chickasaw
Bay Valley Foods	New Hampton	IA	Chickasaw
Bed & Breakfast On Broadway	Decorah	IA	Winneshiek
Bender's Foods	Guttenberg	IA	Clayton
Big Ed's Firehouse	New Hampton	IA	Chickasaw
Big Joe's Little Campground	Dorchester	IA	Allamakee
Big Rock Country Club	Fayette	IA	Fayette
Bill's Boat Landing	Garnavillo	IA	Clayton
Bill's Quik Shop	Strawberry Point	IA	Clayton
Blimpie Subs & Salads	Fayette	IA	Fayette

APPENDIX F: BUYERS (current & potential)

Establishment	City	State	County
Blue Bird Tavern	Elma	IA	Howard
Blue Heron Inn	Lansing	IA	Allamakee
Blue Moon Bar & Grill	Protivin	IA	Howard
Bluegill Cafe, The	Mc Gregor	IA	Clayton
Bluffs Inn, The	Decorah	IA	Winneshiek
Bmi	Harpers Ferry	IA	Allamakee
Bob's Food Store	Garnavillo	IA	Clayton
Boikes Trailside Inn	Fayette	IA	Fayette
Borntragers Cool Country Bakery	Clermont	IA	Fayette
Bowlaway Lanes	New Hampton	IA	Chickasaw
Bradford House	Nashua	IA	Chickasaw
Brick City Bakery	Clermont	IA	Fayette
Brick City Bar & Grill	Clermont	IA	Fayette
Brick City Inn	Clermont	IA	Fayette
Brick Oven Pizza & Eatery Llc	Postville	IA	Allamakee
Brite Spot	Lawler	IA	Chickasaw
Brockmans	Ossian	IA	Winneshiek
Bubba's Bar & Grill	Cresco	IA	Howard
Bucky's	Lawler	IA	Chickasaw
Burger Barn, The	Elkader	IA	Clayton
Buzzz, The	Guttenberg	IA	Clayton
C J Lanes Ltd	Elkader	IA	Clayton
C.F.S. - Calmar Center	Calmar	IA	Winneshiek

APPENDIX F: BUYERS (current & potential)

Establishment	City	State	County
C.F.S. - Spillville Center	Spillville	IA	Winneshiek
Cafe Rose'	Edgewood	IA	Clayton
Calmar Guesthouse Bed & Breakfast	Calmar	IA	Winneshiek
Calmar Meal Site	Calmar	IA	Winneshiek
Camp C S Klaus	Colesburg	IA	Clayton
Camp Tahigwa	Dorchester	IA	Allamakee
Carolyn's Gift & More	Lansing	IA	Allamakee
Carrie Lee Elementary	Decorah	IA	Winneshiek
Casey's General Store #1024	Guttenberg	IA	Clayton
Casey's General Store #1416	New Hampton	IA	Chickasaw
Casey's General Store #1591	Decorah	IA	Winneshiek
Casey's General Store #1997	Waukon	IA	Allamakee
Casey's General Store #2183	Freeport	IA	Winneshiek
Casey's General Store #2511	Cresco	IA	Howard
Casey's General Store #2513	Nashua	IA	Chickasaw
Casey's General Store #2584	Ossian	IA	Winneshiek
Casey's General Store #2618	Fredericksburg	IA	Chickasaw
Casey's General Store #2639	Maynard	IA	Fayette
Casey's General Store #2682	Oelwein	IA	Fayette
Cedar Dreams Inn	Decorah	IA	Winneshiek
Cedar Vale	Nashua	IA	Chickasaw
Cedar Valley Kitchen	Elma	IA	Howard
Cedar Valley Produce Auction	Elma	IA	Howard

APPENDIX F: BUYERS (current & potential)

Establishment	City	State	County
Centerfield Rest & Lounge	Maynard	IA	Fayette
Central Comm Sd	Elkader	IA	Clayton
Charleys Gas Gage	Wadena	IA	Fayette
Charleys Quik Shop	Arlington	IA	Fayette
Charleys Volga Valley C-Store	Volga	IA	Clayton
Char-Mar	Arlington	IA	Fayette
Chase The Adventure	Decorah	IA	Winneshiek
Chaser's	Strawberry Point	IA	Clayton
Chatter Box Cafe	Ridgeway	IA	Winneshiek
Chester Motor Mart Inc	Chester	IA	Howard
Chickasaw Senior Center	New Hampton	IA	Chickasaw
China Kitchen	West Union	IA	Fayette
Cho Sun Restaurant	Decorah	IA	Winneshiek
Cindis Catering	Clermont	IA	Fayette
Clayton Lite House	Garnavillo	IA	Clayton
Clayton Ridge Farm	Guttenberg	IA	Clayton
Clayton Ridge Middle School	Garnavillo	IA	Clayton
Clayton Ridge School High	Guttenberg	IA	Clayton
Clermont Senior Dining Center	Clermont	IA	Fayette
Clete & Connie	Oelwein	IA	Fayette
Club 51	Postville	IA	Allamakee
Coffee House, The	New Hampton	IA	Chickasaw
Columbus Club Inc	Oelwein	IA	Fayette

APPENDIX F: BUYERS (current & potential)

Establishment	City	State	County
Cooley-Whitney B & B Inn	Decorah	IA	Winneshiek
Coop 1 Stop	Ossian	IA	Winneshiek
Corner Shoppe	Garnavillo	IA	Clayton
Country Cottage Café Llc	Oelwein	IA	Fayette
Country Express, The	Decorah	IA	Winneshiek
Country Hills Community Golf Inc.	West Union	IA	Fayette
Country Inns & Suites	Decorah	IA	Winneshiek
Country Rose Café/Country Bowl	Strawberry Point	IA	Clayton
Country Side Bakery	Waukon	IA	Allamakee
Countryside Orchards	Lansing	IA	Allamakee
County Line Locker	Riceville	IA	Howard
Countyline Grocery	Oelwein	IA	Fayette
Crazy Carl's Silver Dollar	Mc Gregor	IA	Clayton
Cresco Country Club	Cresco	IA	Howard
Cresco Food Technologies Llc	Cresco	IA	Howard
Cresco Junior High School	Cresco	IA	Howard
Cresco Lanes	Cresco	IA	Howard
Cresco Mart	Cresco	IA	Howard
Cresco Motel	Cresco	IA	Howard
Cresco Satellite Kitchen	Cresco	IA	Howard
Cresco Speedway	Cresco	IA	Howard
Cresco Theatre	Cresco	IA	Howard
Cresco United Methodist Church	Cresco	IA	Howard

APPENDIX F: BUYERS (current & potential)

Establishment	City	State	County
Crestwood High School	Cresco	IA	Howard
Culvers Of Decorah	Decorah	IA	Winneshiek
Cynda's West Side Cafe	Waukon	IA	Allamakee
D & J Quick Stop	Elma	IA	Howard
Dairy Barn B & B	Ionia	IA	Chickasaw
Dairy Treat	Nashua	IA	Chickasaw
Dam, The/ Riverview Sports Bar	Guttenberg	IA	Clayton
Dancing Lion, The	Oelwein	IA	Fayette
Davis Corners Auction Center	Lime Springs	IA	Howard
De Sales Grade School 1-8	Ossian	IA	Winneshiek
Decorah Central Kitchen/Senior Dining Ce	Decorah	IA	Winneshiek
Decorah High School	Decorah	IA	Winneshiek
Decorah Mart	Decorah	IA	Winneshiek
Decorah Middle School	Decorah	IA	Winneshiek
Decorah Parks & Recreation	Decorah	IA	Winneshiek
Deep Blue Seafood	Guttenberg	IA	Clayton
Denny's Kitchen	Decorah	IA	Winneshiek
Deutsch Kountry Foods	Cresco	IA	Howard
Dianes Café	Hawkeye	IA	Fayette
Doc's Triple "D" Inc.	Oelwein	IA	Fayette
Dollar General #2328	Oelwein	IA	Fayette
Dollar General #7653	West Union	IA	Fayette
Dollar General Store #12789	Postville	IA	Allamakee

APPENDIX F: BUYERS (current & potential)

Establishment	City	State	County
Dollar General Store #2397	New Hampton	IA	Chickasaw
Dollar General Store #2400	Cresco	IA	Howard
Dollar General Store #7229	Waukon	IA	Allamakee
Dollar General Store #8341	Elkader	IA	Clayton
Dollar General Store #9693	Guttenberg	IA	Clayton
Don Jose Mexican Restaurant #2, Inc.	Decorah	IA	Winneshiek
Donahue's One Stop	Harpers Ferry	IA	Allamakee
Dough & Joe Llc	Cresco	IA	Howard
Doug's Pub & Grill	Guttenberg	IA	Clayton
Downey By The River	Guttenberg	IA	Clayton
Downtown Lounge	Fayette	IA	Fayette
Dr Old World Inn Llc	Spillville	IA	Winneshiek
Drew's Sports Bar & Grille	Elkader	IA	Clayton
Driftless Food & Catering	Decorah	IA	Winneshiek
Dug Road Inn	Decorah	IA	Winneshiek
E & E Woodcraft	Elma	IA	Howard
E & P Fisheries	New Albin	IA	Allamakee
Eagles Club 4114	Guttenberg	IA	Clayton
Early Childhood Development Center	Cresco	IA	Howard
East Park Concessions	Cresco	IA	Howard
Eastside Cafe	New Albin	IA	Allamakee
Eastside Tap	New Albin	IA	Allamakee
Echo Valley Speedway	West Union	IA	Fayette

APPENDIX F: BUYERS (current & potential)

Establishment	City	State	County
Ede's & The Angry Pickle Deli	Decorah	IA	Winneshiek
Edgewater Golf Course	Oelwein	IA	Fayette
Edgewood Livestock Comm., Inc.	Edgewood	IA	Clayton
Edgewood Locker	Edgewood	IA	Clayton
Edgewood-Colesburg Sd	Edgewood	IA	Clayton
Elgin Senior Dining Site	Elgin	IA	Fayette
Elgin Tap	Elgin	IA	Fayette
Elkader Cinema	Elkader	IA	Clayton
Elkader Golf & Country Club	Elkader	IA	Clayton
Elkader Inn Inc.	Elkader	IA	Clayton
Elma Discount Groceries/Dent And Dings	Elma	IA	Howard
Elma Elementary School	Elma	IA	Howard
Elma Locker & Grocery	Elma	IA	Howard
Elms Motel	West Union	IA	Fayette
Engelbrecht Family Winery And Gathering	Fredericksburg	IA	Chickasaw
Engen Express	Ridgeway	IA	Winneshiek
Equity Ne Iowa Sales Commission	Waukon	IA	Allamakee
Everett's Service	Elkader	IA	Clayton
Ewalu Camp & Retreat Center	Strawberry Point	IA	Clayton
Expresso Convenience Store	Lansing	IA	Allamakee
Family Aquatic Center	Monona	IA	Clayton
Family Fun And Fitness	Lime Springs	IA	Howard
Family Table, The	Decorah	IA	Winneshiek

APPENDIX F: BUYERS (current & potential)

Establishment	City	State	County
Famous Rosa Burger's	New Hampton	IA	Chickasaw
Fareway Store #589	Decorah	IA	Winneshiek
Fareway Store #815	Cresco	IA	Howard
Fareway Store #922	New Hampton	IA	Chickasaw
Fareway Stores #412	Oelwein	IA	Fayette
Fareway Stores Inc. #062	Waukon	IA	Allamakee
Farmhouse Bed & Breakfast	Fredericksburg	IA	Chickasaw
Farr Side, The	Spillville	IA	Winneshiek
Fast Mart	Protivin	IA	Howard
Fast Trak	Elkader	IA	Clayton
Fayette County Fair	West Union	IA	Fayette
Fayette County Sheriffs Office	West Union	IA	Fayette
Fennelly's Irish Pub	Elkader	IA	Clayton
Fireman Inn, The	Ridgeway	IA	Winneshiek
First Chance	Castalia	IA	Winneshiek
First Garden Chinese Restaurant	Oelwein	IA	Fayette
Fitzy's Sports Bar	Edgewood	IA	Clayton
Five Star Cooperative	New Hampton	IA	Chickasaw
Fort Atkinson Mealsite	Fort Atkinson	IA	Winneshiek
Franklin Hotel-Restaurant-Bar	Strawberry Point	IA	Clayton
Franzen Home Baked Goods	Garber	IA	Clayton
Fredericksburg Elementary	Fredericksburg	IA	Chickasaw
Fredericksburg Food Center	Fredericksburg	IA	Chickasaw

APPENDIX F: BUYERS (current & potential)

Establishment	City	State	County
Fredericksburg Satellite Meals	Fredericksburg	IA	Chickasaw
Frontier Motel, The	Marquette	IA	Clayton
G & G Cafe & Produce	Nashua	IA	Chickasaw
Garden View Sr. Community	Monona	IA	Clayton
Garnavillo Auction Company	Garnavillo	IA	Clayton
Garnavillo Auto & Tire	Garnavillo	IA	Clayton
Gas N Goods	Hawkeye	IA	Fayette
Gathering Place, The	Fayette	IA	Fayette
Gavins Iga	Fayette	IA	Fayette
Gene's Place	Elkader	IA	Clayton
Go America	Marquette	IA	Clayton
Godfathers	Waukon	IA	Allamakee
Godfather's/T.C Mac's, Inc.	West Union	IA	Fayette
Golden Ridge Honey Farm Inc	Cresco	IA	Howard
Good Fellas	Waukon	IA	Allamakee
Goodfella's Bar & Grill Of Monona	Monona	IA	Clayton
Graffiti's	Edgewood	IA	Clayton
Grand Central Station	Lansing	IA	Allamakee
Grand Theatre, The	Oelwein	IA	Fayette
Greaser's Drive-In	Guttenberg	IA	Clayton
Great Dragon Chinese Restaurant	Decorah	IA	Winneshiek
Green Valley Golf Course	Waukon	IA	Allamakee
Green's Sugar Bush	Castalia	IA	Winneshiek

APPENDIX F: BUYERS (current & potential)

Establishment	City	State	County
Groothuis Farm Meats	Nashua	IA	Chickasaw
Groothuis Farm Meats	Nashua	IA	Chickasaw
Guppy's On The Go	Postville	IA	Allamakee
Guppy's On The Go	Elgin	IA	Fayette
Gus & Tony's Pz & Steakhouse	Waukon	IA	Allamakee
Gus & Tony's Town House	West Union	IA	Fayette
Guttenberg Community Golf Club	Guttenberg	IA	Clayton
Guttenberg Haus	Guttenberg	IA	Clayton
Guttenberg Motel	Guttenberg	IA	Clayton
Hammy's Hideout	Waterville	IA	Allamakee
Hanks Tavern	North Buena Vista	IA	Clayton
Happy Joe's Pizza & Ice Cream Parlor	Decorah	IA	Winneshiek
Harbor House, The	Harpers Ferry	IA	Allamakee
Hardees	West Union	IA	Fayette
Hardee's	Waukon	IA	Allamakee
Harmon's High Chaparall	New Albin	IA	Allamakee
Harper-Hauschild Farm	Farmersburg	IA	Clayton
Harpers Mini Mart	Harpers Ferry	IA	Allamakee
Harpers Motel	Harpers Ferry	IA	Allamakee
Hartig Drug #12	Waukon	IA	Allamakee
Hart's Tea & Tarts	Decorah	IA	Winneshiek
Harvest Farm Campground	Cresco	IA	Winneshiek
Harvest Thyme	Elkader	IA	Clayton

APPENDIX F: BUYERS (current & potential)

Establishment	City	State	County
Hawkeye Buffalo Ranch	Fredericksburg	IA	Chickasaw
Hawkeye Senior Dining Site	Hawkeye	IA	Fayette
Hawk's Place, Llc	Westgate	IA	Fayette
Hay Market Of Decorah, The	Decorah	IA	Winneshiek
Helof Holm Post No 1977	Decorah	IA	Winneshiek
Here's 2 U	Fredericksburg	IA	Chickasaw
Heritage Events Center	Cresco	IA	Howard
Hickory Grove Golf Course	Oelwein	IA	Fayette
Hideaway Lounge	Ionia	IA	Chickasaw
Hideaway Lounge	Cresco	IA	Howard
Highland General & Campground	Highlandville	IA	Winneshiek
Hill "N" Country Candies	Waukon	IA	Allamakee
Hilltop Groceries	Edgewood	IA	Clayton
Hiway Lanes	Postville	IA	Allamakee
Hole-In-The-Wall	Lawler	IA	Chickasaw
Holiday Shores Motel	Mc Gregor	IA	Clayton
Holy Trinity Grade School	Protivin	IA	Howard
Home Oil Co	Postville	IA	Allamakee
Hooty's	West Union	IA	Fayette
Horseshoe Inc Dba Riverside	Waucoma	IA	Fayette
Horseshoe, The	Calmar	IA	Winneshiek
Hotel Winneshiek	Decorah	IA	Winneshiek
How Sweet It Is	Oelwein	IA	Fayette

APPENDIX F: BUYERS (current & potential)

Establishment	City	State	County
Howard County Expo Center	Cresco	IA	Howard
Howard County Moo Mobile	Cresco	IA	Howard
Hubers Store	Fort Atkinson	IA	Winneshiek
Inwood, The	Spillville	IA	Winneshiek
Jackson Heights Golf Course	Waucoma	IA	Winneshiek
Jag Foods	Cresco	IA	Howard
Java John's	Decorah	IA	Winneshiek
Jerico Jo's	New Hampton	IA	Chickasaw
Jets Meat Processing	Waukon	IA	Allamakee
Jewels Skate Country	Decorah	IA	Winneshiek
Jimmy D's	Hawkeye	IA	Fayette
J-N-J Pizza	Elkader	IA	Clayton
Jo Jos Dairy Queen	Oelwein	IA	Fayette
Jodi's Americana Grille	Monona	IA	Clayton
Joes Pizza	Strawberry Point	IA	Clayton
Joe's Pizza	Guttenberg	IA	Clayton
John Cline Elementary School	Decorah	IA	Winneshiek
Johnny's Family Restaurant	New Hampton	IA	Chickasaw
Johnson Honey Farm	Guttenberg	IA	Clayton
Johnson's Guest House	Elkader	IA	Clayton
Johnson's Restaurant	Elkader	IA	Clayton
Jo's Longbranch	Cresco	IA	Howard
Josie's Bar	New Hampton	IA	Chickasaw

APPENDIX F: BUYERS (current & potential)

Establishment	City	State	County
Jr's Bar & Grill	Farmersburg	IA	Clayton
Karl's Grocery	Edgewood	IA	Clayton
Kcd's	Lime Springs	IA	Howard
Kee High	Lansing	IA	Allamakee
Kerry Ingredients & Flavours Inc.	Fredericksburg	IA	Chickasaw
Kg Bar	Garnavillo	IA	Clayton
King Kubes	Decorah	IA	Winneshiek
Kipp's Catering	Fredericksburg	IA	Chickasaw
Kleve's Pub	Cresco	IA	Howard
Klunder's Kafe	New Hampton	IA	Chickasaw
K-Mart No 9233	Oelwein	IA	Fayette
Knotty Pine Tavern	Dorchester	IA	Allamakee
Kolby's Dine And Stein	New Hampton	IA	Chickasaw
Koreana	Decorah	IA	Winneshiek
Kosher Land Inc	Postville	IA	Allamakee
Kuennen's Tap & Liquor Store, Inc.	Saint Lucas	IA	Fayette
Kwik Star #428	Cresco	IA	Howard
Kwik Star #616	Nashua	IA	Chickasaw
Kwik Star #629	Decorah	IA	Winneshiek
Kwik Star #665	Oelwein	IA	Fayette
Kwik Star #711	Monona	IA	Clayton
Kwik Star #714	New Hampton	IA	Chickasaw
Kwik Star #720	Mc Gregor	IA	Clayton

APPENDIX F: BUYERS (current & potential)

Establishment	City	State	County
Kwik Star #817	Calmar	IA	Winneshiek
Kwik Star #818	Lansing	IA	Allamakee
Kwik Star #823	Waukon	IA	Allamakee
L. T. Tap, Inc.	Lawler	IA	Chickasaw
La Canasta Supermarket	Postville	IA	Allamakee
La Favorita Bakery	Decorah	IA	Winneshiek
La Rana	Decorah	IA	Winneshiek
Laddy's Bar & Grill	Chester	IA	Howard
Lady Luck Casino	Marquette	IA	Clayton
Lakeside Ballroom	Guttenberg	IA	Clayton
Landing 615 Inc.	Guttenberg	IA	Clayton
Landing, The	Guttenberg	IA	Clayton
Lansing Swimming Pool	Lansing	IA	Allamakee
Lansing Tea Company, The	Lansing	IA	Allamakee
Las Flores	Oelwein	IA	Fayette
Latinos Restaurant	Mc Gregor	IA	Clayton
Leos Foods	Oelwein	IA	Fayette
Lickety-Split Convenience Store	Fort Atkinson	IA	Winneshiek
Lilac Lanes	West Union	IA	Fayette
Lime Springs Elementary School	Lime Springs	IA	Howard
Lime Springs Locker & Grocery	Lime Springs	IA	Howard
Lime Springs Swimming Pool	Lime Springs	IA	Howard
Little Red Lunch Box, The - 5776Na	Stanley	IA	Fayette

APPENDIX F: BUYERS (current & potential)

Establishment	City	State	County
Lorraine's Catering	Waukon	IA	Allamakee
Los 5 Hermanos	New Hampton	IA	Chickasaw
Luana Tavern	Luana	IA	Clayton
Lucky Bamboo Chinese Restaurant	New Hampton	IA	Chickasaw
Luigis Restaurant	Oelwein	IA	Fayette
Luster Heights - State Prison Camp	Harpers Ferry	IA	Allamakee
Luther College Dining Services	Decorah	IA	Winneshiek
Lynch Bbq Company	Waucoma	IA	Fayette
Lynch Livestock	Waucoma	IA	Fayette
M & M Convenience Store	St Lucas	IA	Fayette
M & M Convenience Store	Waucoma	IA	Fayette
M & M Lounge Llc	Cresco	IA	Howard
Mabe's Pizza	Cresco	IA	Howard
Maggies Diner	Mc Gregor	IA	Clayton
Magpie Coffeehouse, The	Decorah	IA	Winneshiek
Main Feature Theatre & Pizza Pub	Waukon	IA	Allamakee
Main Street Mini Mart	Spillville	IA	Winneshiek
Main Street Station	Ionia	IA	Chickasaw
Maple Crest Assisted Living	Fayette	IA	Fayette
Maple Heights Golf & Country	Elma	IA	Howard
Mari Lynn	Monona	IA	Clayton
Mar-Mac Junior/Senior High	Mc Gregor	IA	Clayton
Marquette Cafe & Bar	Marquette	IA	Clayton

APPENDIX F: BUYERS (current & potential)

Establishment	City	State	County
Marquette Maid	Marquette	IA	Clayton
Mccabe & Hunter Corner Bar	Decorah	IA	Winneshiek
Mccaffrey's Dolce Vita	Decorah	IA	Winneshiek
Mcdonalds	Oelwein	IA	Fayette
Mcdonald's	Decorah	IA	Winneshiek
Mcdonald's	Decorah	IA	Winneshiek
Mcdonald's Of New Hampton	New Hampton	IA	Chickasaw
Mcgarrity's Inn On Main	Lansing	IA	Allamakee
Mcgregor Lodging	Mc Gregor	IA	Clayton
Mcgregor's Landing Bed & Bath	Mc Gregor	IA	Clayton
Mcgregor's Top Shelf	Mc Gregor	IA	Clayton
Mcshannys	New Hampton	IA	Chickasaw
Mercantile On Main	Oelwein	IA	Fayette
Mercy Hospital Of Franciscan Sisters	Oelwein	IA	Fayette
Mercy Medical Center - New Hampton	New Hampton	IA	Chickasaw
M-F-L Comm Sd	Monona	IA	Clayton
Milty's	Lansing	IA	Allamakee
Mint, The	Protivin	IA	Howard
Missy's Stein & Dine	Lime Springs	IA	Howard
Mohn's Fish Market	Harpers Ferry	IA	Allamakee
Moonshine Tap	New Hampton	IA	Chickasaw
Moore Company	Elgin	IA	Fayette
Moores	West Union	IA	Fayette

APPENDIX F: BUYERS (current & potential)

Establishment	City	State	County
Moore's	Monona	IA	Clayton
Moore's Iga	Lansing	IA	Allamakee
Moore's Iga	Postville	IA	Allamakee
Moxie's Tap, Inc	Guttenberg	IA	Clayton
Mr Mc Gregor Beer & Bratz	Mc Gregor	IA	Clayton
Mulligan's Grill Pub	Waukon	IA	Allamakee
Murray's Country Garden & Outdoor Store	Guttenberg	IA	Clayton
N Fayette High Booster Club	West Union	IA	Fayette
Nading's Service & Sporting	Strawberry Point	IA	Clayton
Nana's House Bed & Breakfast	Calmar	IA	Winneshiek
Nashua Elementary	Nashua	IA	Chickasaw
Nashua High School	Nashua	IA	Chickasaw
Nashua Satellite Meals	Nashua	IA	Chickasaw
Natural Gait, The	Harpers Ferry	IA	Allamakee
Natural Gait, The	Monona	IA	Allamakee
New Albin Elementary School	New Albin	IA	Allamakee
New Aunt B's Inn, The	Strawberry Point	IA	Clayton
New Foundations, Inc.	Oelwein	IA	Fayette
New Hampton Elementary	New Hampton	IA	Chickasaw
New Hampton Golf & Country Club	New Hampton	IA	Chickasaw
New Hampton High	New Hampton	IA	Chickasaw
New Hampton Park & Recreation	New Hampton	IA	Chickasaw
Nob Hill Supper Club	Decorah	IA	Winneshiek

APPENDIX F: BUYERS (current & potential)

Establishment	City	State	County
Nordic Express	Decorah	IA	Winneshiek
North Overlook Lodge	Guttenberg	IA	Clayton
North Winneshiek Elementary/High School	Decorah	IA	Winneshiek
Notre Dame Parish	Cresco	IA	Howard
Nutrition Program For The Elderly	Waukon	IA	Allamakee
Nutrition Program For The Elderly	Guttenberg	IA	Clayton
Nutrition Program For The Elderly	Monona	IA	Clayton
Nutrition Program For Elderly	Elkader	IA	Clayton
Nutrition Program For Elderly	Garnavillo	IA	Clayton
Nutrition Program/Farmersburg	Farmersburg	IA	Clayton
Oaks Steakhouse, The	Decorah	IA	Winneshiek
Oelwein Aquatic Center	Oelwein	IA	Fayette
Oelwein Mart East	Oelwein	IA	Fayette
Oelwein Parts Plus	Oelwein	IA	Fayette
Oelwein Pizza Ranch	Oelwein	IA	Fayette
Oelwein Senior Dining Center	Oelwein	IA	Fayette
Office, The	Fredericksburg	IA	Chickasaw
Ohr't's Smokehouse	Ionia	IA	Chickasaw
Ohr't's Smokehouse Bbq	Ionia	IA	Chickasaw
Ohr't's Smokehouse Bbq, Llc	Ionia	IA	Chickasaw
Old Man River Brewery	Mc Gregor	IA	Clayton
Old Rossville Store, The	Waukon	IA	Allamakee
Old Stone School Quilts & Tea	Volga	IA	Clayton

APPENDIX F: BUYERS (current & potential)

Establishment	City	State	County
Old Store, The	Postville	IA	Winneshiek
Old Times Inn	Clermont	IA	Fayette
Old Waterville Store, The	Waterville	IA	Allamakee
Ole's Bbq	Cresco	IA	Howard
Oneota Community Food Co-Op	Decorah	IA	Winneshiek
Oneota Golf & Country Club	Decorah	IA	Winneshiek
Oneota Lanes	Decorah	IA	Winneshiek
Oran Tap & Cafe	Oran	IA	Fayette
Osterdock Store, Restaurant	Guttenberg	IA	Clayton
Other Place, The	Lansing	IA	Allamakee
Our Farm Meats	Elkader	IA	Clayton
Our Tara Inn	Lansing	IA	Allamakee
Paint Creek Bulk Foods	Waukon	IA	Allamakee
Palmer Lutheran Health Center	West Union	IA	Fayette
Pamida #163	Oelwein	IA	Fayette
Pamida #3152	New Hampton	IA	Chickasaw
Pamida #3185	Waukon	IA	Allamakee
Panda Garden	Cresco	IA	Howard
Paradise Valley Campground	Garnavillo	IA	Clayton
Paragon Spray Drying Llc	Waukon	IA	Allamakee
Parkview Motel	Oelwein	IA	Fayette
Pedretti's Bakery, Llc.	Elkader	IA	Clayton
Pikes Peak State Park	Mc Gregor	IA	Clayton

APPENDIX F: BUYERS (current & potential)

Establishment	City	State	County
Pine Bluff 4-H Camp	Decorah	IA	Winneshiek
Pines Motel	Postville	IA	Allamakee
Pinicon Restaurant, The	New Hampton	IA	Chickasaw
Pinter's Garden's & Pumpkins	Decorah	IA	Winneshiek
Pipestone Steaks Llc	Rochester	IA	Howard
Pit Stop, The	Guttenberg	IA	Clayton
Pitstop	Postville	IA	Allamakee
Pitt Stop, The	Cresco	IA	Howard
Pizza Hut #13793	Cresco	IA	Howard
Pizza Hut #4319	Decorah	IA	Winneshiek
Pizza Hut #4340	Oelwein	IA	Fayette
Pizza Palace	Fredericksburg	IA	Chickasaw
Pizza Palace	West Union	IA	Fayette
Pizza Ranch	Decorah	IA	Winneshiek
Plantpeddler Inc	Cresco	IA	Howard
Pleasant Valley Sports Club	Clermont	IA	Fayette
Plum Creek Golf Course Association	Fredericksburg	IA	Chickasaw
Pocket City Pub	Mc Gregor	IA	Clayton
Polashek's Locker Service Inc	Protivin	IA	Howard
Pool Concession Stand	Decorah	IA	Winneshiek
Poor Richards	New Hampton	IA	Chickasaw
Postville Comm Sch Dist	Postville	IA	Allamakee
Produce Too	Guttenberg	IA	Clayton

APPENDIX F: BUYERS (current & potential)

Establishment	City	State	County
Pronto	Guttenberg	IA	Clayton
Protivin Senior Dining Center	Protivin	IA	Howard
Pulpit Rock Campground	Decorah	IA	Winneshiek
Pumper Inc - The	Fayette	IA	Fayette
Quality Inn & Suites	Decorah	IA	Winneshiek
Quam's Good Times Bar & Grill	Elma	IA	Howard
Quarry Lodge	Clermont	IA	Fayette
Quillin's	Waukon	IA	Allamakee
Quillins - Decorah	Decorah	IA	Winneshiek
Quillin's Food Ranch	Waukon	IA	Allamakee
R & S Fuel	Chester	IA	Howard
Randy's Bluffton Store	Decorah	IA	Winneshiek
Rausch's Café	Guttenberg	IA	Clayton
Red Barn Resort & Campground	Lansing	IA	Allamakee
Red Heart Fundraising	West Union	IA	Fayette
Regional Health Services Of Howard Co	Cresco	IA	Howard
Reno's Roadkill Smokehouse	Cresco	IA	Howard
Riceville Country Club	Riceville	IA	Howard
Riceville Elementary/Senior High School	Riceville	IA	Howard
Rickys	Oelwein	IA	Fayette
Ridgeway Country Star	Ridgeway	IA	Winneshiek
River Living Center	Guttenberg	IA	Clayton
River Queen	Mc Gregor	IA	Clayton

APPENDIX F: BUYERS (current & potential)

Establishment	City	State	County
River View Inn	Lansing	IA	Allamakee
River View Inn	Mc Gregor	IA	Clayton
Rivers Edge Bar & Restaurant	Lansing	IA	Allamakee
Riverview Cafe	Guttenberg	IA	Clayton
Rod & Cal's Pub & Grub	Strawberry Point	IA	Clayton
Rolling Hills	West Union	IA	Fayette
Rooster's Pub	Fredericksburg	IA	Chickasaw
Roscoe's	Decorah	IA	Winneshiek
Rose Garden Restaurant	Guttenberg	IA	Clayton
R's Red Heart	West Union	IA	Fayette
Rubaiyat	Decorah	IA	Winneshiek
Ruby's Inc.	Decorah	IA	Winneshiek
Ruff's Sugar Bush	Mc Gregor	IA	Clayton
S & D Cafe	Waukon	IA	Allamakee
S & E's Sno Cream	New Hampton	IA	Chickasaw
S & E's Sno Cream	Fort Atkinson	IA	Winneshiek
Sadie's Sweet Shop	Mc Gregor	IA	Clayton
Safe House Saloon	Lansing	IA	Allamakee
Sand Bar & Grill	Lansing	IA	Allamakee
Sandy's Country Cafe	Cresco	IA	Howard
Sattre Store	Decorah	IA	Winneshiek
Scenic Valley Motel	Lansing	IA	Allamakee
Schera's Restaurant & Bar	Elkader	IA	Clayton

APPENDIX F: BUYERS (current & potential)

Establishment	City	State	County
School: Fayette Elem	Fayette	IA	Fayette
School: Hawkeye Elem	Hawkeye	IA	Fayette
School: Little Husky Learning Center	Oelwein	IA	Fayette
School: North High	West Union	IA	Fayette
School: Sacred Heart School	Oelwein	IA	Fayette
School: Starmont Elem School	Strawberry Point	IA	Clayton
School: Starmont Sr High	Strawberry Point	IA	Clayton
School: Valley High	Elgin	IA	Fayette
School: West Central Elem High	Maynard	IA	Fayette
School: West Union Elem	West Union	IA	Fayette
Schucky's Bar & Grill	Alta Vista	IA	Chickasaw
Schulte's Bbq & Catering	Waukon	IA	Allamakee
Schwan's #381Sep	West Union	IA	Fayette
Schwans Sale #14097 - 859Nke	West Union	IA	Fayette
Schwans Sale #9246 - 551Xwe	West Union	IA	Fayette
Schwans Sales #10633 - 165Txf	West Union	IA	Fayette
Schwans Sales #10797 - 148Rso	West Union	IA	Fayette
Schwans Sales #11199 - 343Seh	West Union	IA	Fayette
Schwans Sales #13844 - 076Pzg	West Union	IA	Fayette
Schwans Sales #14266 - 347Seh	West Union	IA	Fayette
Schwans Sales #14283 - 348Seh	West Union	IA	Fayette
Schwans Sales #14349 - 210Pjm	West Union	IA	Fayette
Schwans Sales #14872 - 253Skz	West Union	IA	Fayette

APPENDIX F: BUYERS (current & potential)

Establishment	City	State	County
Schwans Sales #15393 - 332Seh	West Union	IA	Fayette
Schwans Sales #15394 - 333Seh	West Union	IA	Fayette
Schwans Sales #19502 - 352Seh	West Union	IA	Fayette
Schwans Sales #19952	West Union	IA	Fayette
Schwans Sales #5641 - 787Txe	West Union	IA	Fayette
Schwans Sales #5661 - 442Txd	West Union	IA	Fayette
Schwans Sales #5768 - 895Txe	West Union	IA	Fayette
Scotties	Fayette	IA	Fayette
Sears 66 Service	Garber	IA	Clayton
Seed Savers Exchange	Decorah	IA	Winneshiek
Shanti, The	Elgin	IA	Clayton
Shed, The	Ionia	IA	Chickasaw
Shell Express	West Union	IA	Fayette
Shell Express	West Union	IA	Fayette
Shiners	Fayette	IA	Fayette
Shooter's Bar & Grill	Ossian	IA	Winneshiek
Silver Springs Golf & Country Club	Ossian	IA	Winneshiek
Silvercrest Golf & Country Club	Decorah	IA	Winneshiek
Skinny Dip, The	Lansing	IA	Allamakee
Someplace Else Bar & Grill	North Buena Vista	IA	Clayton
Son Opta Cresco	Cresco	IA	Howard
South Winneshiek High School	Calmar	IA	Winneshiek
South Winneshiekelementary/Middle School	Ossian	IA	Winneshiek

APPENDIX F: BUYERS (current & potential)

Establishment	City	State	County
Southcrest Manor Ii Apts	Waukon	IA	Allamakee
Southgate Inn	New Hampton	IA	Chickasaw
South-Winn Golf & Country Club	Calmar	IA	Winneshiek
Speede Shop	Garnavillo	IA	Clayton
Speede Shop	Garnavillo	IA	Clayton
Spillville Mealsite	Spillville	IA	Winneshiek
Spillway Supper Club	Harpers Ferry	IA	Allamakee
Spook Cave & Campground	Mc Gregor	IA	Clayton
Sportsmen Motel Bar & Grill	Dorchester	IA	Allamakee
Sporty's	Waukon	IA	Allamakee
St Lucas Senior Dining Site	Saint Lucas	IA	Fayette
St Marys Grade School	Guttenberg	IA	Clayton
St Patrick School	Waukon	IA	Allamakee
St. Benedict Elementary 1-8	Decorah	IA	Winneshiek
St. Joseph Parochial School	New Hampton	IA	Chickasaw
St. Michael's Parish Center	Nashua	IA	Chickasaw
Stadium Bar & Grill, The	Guttenberg	IA	Clayton
Starlite Ballroom	Lawler	IA	Chickasaw
Steamers	Garnavillo	IA	Clayton
Stone Hearth Inn	Decorah	IA	Winneshiek
Stoney Brook Village	West Union	IA	Fayette
Stoney Creek Inn	Waukon	IA	Allamakee
Store, The	Elkader	IA	Clayton

APPENDIX F: BUYERS (current & potential)

Establishment	City	State	County
Strawberry Foods & Deli	Strawberry Point	IA	Clayton
Strawberry Foods & Deli	Strawberry Point	IA	Clayton
Strawberry Motel	Strawberry Point	IA	Clayton
Strawberry Point Drug	Strawberry Point	IA	Clayton
Street's Eagle View Motel	Guttenberg	IA	Clayton
Subway	Waukon	IA	Allamakee
Subway	Monona	IA	Clayton
Subway	West Union	IA	Fayette
Subway	Cresco	IA	Howard
Subway	Oelwein	IA	Fayette
Subway #17450	Elkader	IA	Clayton
Subway #17773	Strawberry Point	IA	Clayton
Subway #21897	New Hampton	IA	Chickasaw
Subway #27324	Guttenberg	IA	Clayton
Subway #29082	Decorah	IA	Winneshiek
Subway #43721	Nashua	IA	Chickasaw
Subway #7755	Decorah	IA	Winneshiek
Sue-Z-Q's	Cresco	IA	Howard
Sugar Bowl Ice Cream	Decorah	IA	Winneshiek
Suhr Farm	Calmar	IA	Winneshiek
Sunnyside Cafe	Decorah	IA	Winneshiek
Super 8	Decorah	IA	Winneshiek
Best Rest Inn & Suites	West Union	IA	Fayette

APPENDIX F: BUYERS (current & potential)

Establishment	City	State	County
Super 8 Motel	Oelwein	IA	Fayette
Super 8 Motel - Cresco	Cresco	IA	Howard
Super 8 Motel - New Hampton	New Hampton	IA	Chickasaw
Super Mart	Oelwein	IA	Fayette
Sweeney Auction Service	Waukon	IA	Allamakee
Swimming Pool	Strawberry Point	IA	Clayton
T.J. Hunters Pub & Grub Inc	Lansing	IA	Allamakee
Taco Fiesta	Decorah	IA	Winneshiek
Tapt Out Stein-N-Dine	West Union	IA	Fayette
Taste Of Mexico	Postville	IA	Allamakee
Taste Of Mexico	Postville	IA	Allamakee
Taylor-Made Bed & Breakfast	Spillville	IA	Winneshiek
Tcmac's Inc	West Union	IA	Fayette
Teluwut Ii Grille House & Pub	Cresco	IA	Howard
Thai-1-On	Edgewood	IA	Clayton
Theisen's Of New Hampton	New Hampton	IA	Chickasaw
Thoma Dairy Bar	Garnavillo	IA	Clayton
Thornton House Cottage	Lansing	IA	Allamakee
Tienda Tonitas	Postville	IA	Allamakee
Tim's Pizza	Oelwein	IA	Fayette
Tjs Pizza	Clermont	IA	Fayette
Tj's Pizza	Monona	IA	Clayton
Tj's Pizza	Calmar	IA	Winneshiek

APPENDIX F: BUYERS (current & potential)

Establishment	City	State	County
Top Hat Tavern	West Union	IA	Fayette
Toppling Goliath Brewing Co	Decorah	IA	Winneshiek
Tower Living Center	Garnavillo	IA	Clayton
Town & Country Club	Nashua	IA	Chickasaw
Town House	Nashua	IA	Chickasaw
Traditions Of West Union	West Union	IA	Fayette
Train Station, The	Calmar	IA	Winneshiek
Travel Plaza	Lime Springs	IA	Howard
Treats On Bridge Street, The	Elkader	IA	Clayton
Tri City Golf Club	Luana	IA	Clayton
Triple J Mart	Fayette	IA	Fayette
Turkey Valley Elementary/High School	Waucoma	IA	Winneshiek
Two Bocks Inc.	Decorah	IA	Winneshiek
Two Brothers Rest Ltd	Oelwein	IA	Fayette
Two Tribes Llc	Waukon	IA	Allamakee
U-2 Bbq & Catering	Calmar	IA	Winneshiek
Uiu Downtown Annex	Fayette	IA	Fayette
Uncle Sam's Saloon	Mc Gregor	IA	Clayton
Upper Iowa Resorts & Rental	Dorchester	IA	Allamakee
Valley Inn	Cresco	IA	Winneshiek
Vantage Discount Grocery	Lime Springs	IA	Howard
Vantage Kitchen	Lime Springs	IA	Howard
Vaughan's	Garnavillo	IA	Clayton

APPENDIX F: BUYERS (current & potential)

Establishment	City	State	County
Vets Club, The	Waukon	IA	Allamakee
Viafield, A Cooperative	Clermont	IA	Fayette
Victories Sports Lounge & Restaurant	Fayette	IA	Fayette
Viking Theatre	Decorah	IA	Winneshiek
Village Creek Bible Camp	Lansing	IA	Allamakee
Village Green	Guttenberg	IA	Clayton
Village Motel	Mc Gregor	IA	Clayton
Viper Lanes, Llc	Oelwein	IA	Fayette
Vontucks Bier Hause, Dhh Llc	Oelwein	IA	Fayette
Wall-Marks	Lansing	IA	Allamakee
Wal-Mart Supercenter #913	Decorah	IA	Winneshiek
Waterville Elementary School	Waterville	IA	Allamakee
Waucoma Senior Dining Site	Waucoma	IA	Fayette
Waukon Banquet Center	Waukon	IA	Allamakee
Waukon Bowling And Sports Center	Waukon	IA	Allamakee
Waukon City Club	Waukon	IA	Allamakee
Waukon East Elementary School	Waukon	IA	Allamakee
Waukon Family Aquatic Center	Waukon	IA	Allamakee
Waukon Golf & Country Club	Waukon	IA	Allamakee
Waukon Inn	Waukon	IA	Allamakee
Waukon Living Center	Waukon	IA	Allamakee
Waukon Middle School	Waukon	IA	Allamakee
Waukon Redemption & Ice	Waukon	IA	Allamakee

APPENDIX F: BUYERS (current & potential)

Establishment	City	State	County
Waukon Senior High	Waukon	IA	Allamakee
Waukon West Elem	Waukon	IA	Allamakee
West Central Booster Club	Maynard	IA	Fayette
West Side Elementary School	Decorah	IA	Winneshiek
West Union Dairy Queen, Llc	West Union	IA	Fayette
West Union Park & Recreation	West Union	IA	Fayette
West Union Recreation Concession Stand	West Union	IA	Fayette
West Union Residential Facility	West Union	IA	Fayette
West Union Senior Dining Cntr	West Union	IA	Fayette
Westgate Tap	Westgate	IA	Fayette
Whippy Dip, The	Decorah	IA	Winneshiek
Whiskey Grove	Calmar	IA	Winneshiek
Whispering Willow Assisted Living	Fredericksburg	IA	Chickasaw
White House Supper Club	Saint Lucas	IA	Fayette
Wilke's	Elkader	IA	Clayton
Willows, The	Cresco	IA	Howard
Windy Tree Catering Llc	Riceville	IA	Howard
Wings	Dorchester	IA	Allamakee
Winneshiek Medical Center	Decorah	IA	Winneshiek
Winneshiek Wildberry Winery	Decorah	IA	Winneshiek
Wonderful House	Waukon	IA	Allamakee
Woodhill Country Store	Edgewood	IA	Clayton
Woody's Bar & Grill	Fort Atkinson	IA	Winneshiek

APPENDIX F: BUYERS (current & potential)

Establishment	City	State	County
Wuennecke's City Meat	New Albin	IA	Allamakee
Ww Homestead Dairy	Waukon	IA	Allamakee
Yankee Scoreboard	Oelwein	IA	Fayette
Yellow River Dairy	Monona	IA	Allamakee
Yoder's Country Store	Waukon	IA	Allamakee
Your Place	Decorah	IA	Winneshiek
Zapf's Pronto Market	Elkader	IA	Clayton
Zipper, The	Fort Atkinson	IA	Winneshiek



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