



Food & Beverage Iowa Business

Quarterly

What I Know Now...

Hospitality Entrepreneur
Paul Rottenberg Shares
Insights on the Successes
and Missteps of His 40+ Years
in the Restaurant Industry





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The Iowa Restaurant Association is the state affiliate of the National Restaurant Association.

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please join us.

If you are not currently a member of the Iowa Restaurant Association, we hope you'll join us—there may be no greater investment in your business' future than \$35 per month spent to ensure your voice is added to the conversation.

we listen.

Struggle and Growth 2016 Promises Both for Iowa's Restaurant Industry

Jessica Dunker, President, CEO
Iowa Restaurant Association

The Iowa Restaurant Association is here to serve as the restaurant and tavern industry's advocate. Our mission is to protect, promote and educate hospitality operators across the state. That is a pretty substantial undertaking when one considers there are more than 6,000 eating and drinking establishments in the state. And our industry is one that plays a constant tug-of-war between success and "living on the edge." As our team has traveled the state this past year, we, like you, have heard all of the following mixed messages from Iowa operators.

"Never has it been such a great time to be in the restaurant industry."

"Never has it been such a difficult time to be in the restaurant industry."

"We will have to cut employees if wage mandates take us to a \$10.10 per hour or eliminate the tip credit."

"We can't find qualified employees."

"People are eating out more than ever. The restaurant industry's share of the food dollar has grown to 47%."

"Food prices are outpacing what I can do with menu prices."

"We're having a record year."

Economics Still Work in Industry's Favor

Despite the mixed messages, the economic facts still tip in our favor. The restaurant industry has been, and will continue to be, a job growth bright spot. We will add 10,000 jobs to Iowa's economy over the next ten years and should continue to have real sales growth of around 3% per year.

The IRA team and leadership continue to believe the best way to ensure that level of growth and perhaps even enhance it, is to stand together as an industry—promoting and protecting our legislative and regulatory interests with a single strong voice. If you are not currently a member of the Iowa Restaurant Association, let us come to your establishment and share more information with you. We are always ready for a road trip to enjoy a great meal and thoughtful conversation.

I look forward to meeting you in your establishment. I can be reached at jdunker@restaurantiowa.com or 515-276-1454.

Let's connect.

Jessica



THANK YOU!

On October 29, 2015, Iowa Restaurant Association Chair and National Restaurant Association Director Scott Carlson and his wife, Kristin, generously hosted an Iowa Restaurant Association and National Restaurant PAC event at their home in Des Moines, Iowa. We sincerely appreciate their hospitality and dedication to our industry.

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what i know now... **Orchestrate** HOSPITALITY



Hospitality Entrepreneur Paul Rottenberg Shares Insights on the Successes and Missteps of His 40+ Years in the Restaurant Industry

Those new to the Des Moines restaurant scene might think everything Paul Rottenberg touches “turns to gold.” From the unwavering success of Centro, the anchor restaurant in downtown Des Moines’ Temple for Performing Arts to the near cult-following of Zombie Burger, Rottenberg and his Chef Partner George Formaro seem to have the formula for success down to a winning recipe.

However, 40+ years in the restaurant and hospitality industry does not come without a few bumps in the road, and Rottenberg is always willing to share what he’s learned along the way with people thinking about opening a restaurant.

From Entry-Level to Entrepreneur

Rottenberg, like many successful restaurant entrepreneurs, started in the industry in high school working as a dishwasher. He attended the University of Colorado in Boulder but left to pursue his interest in the restaurant industry.

He spent nearly a decade opening Good Earth Restaurants under the tutelage of the health food restaurant chain’s founder Bill Galt. This is how Rottenberg landed in Arizona—home of his first independent restaurant attempt. He opened Samanigo House in a historic district of Tuscon in 1984 but closed the business three years later.

Rottenberg looks back at his first solo venture as a fertile learning ground. He has an admitted soft spot for historic buildings and recalls, “I opened Samanigo House, in part because the opportunity presented itself and it was a great building and location.”

But by his own admission, the concept was missing some of what he now knows are fundamental components to success. “We were underfunded and way too dependent on a line of credit and credit cards,” explains Rottenberg. “I didn’t have a chef partner so there was no real story to tell. We were trying to be all things to all people.”

Weighing the Sweat Equity Against Financial Investment

He decided to pull the plug when his equity had depleted. He considered bringing in an investment partner but knew that if he was going to put in the “sweat equity” to make the restaurant successful, he also wanted ownership.

“That’s one of the classic traps young guys fall into,” explains Rottenberg. “They use other people’s money or building, put in all the sweat equity, and then aren’t able to reap the financial reward of true ownership.”

Partnership’s Key

Not to say Rottenberg doesn’t believe in strong partnership. Quite to the contrary, he credits much of his success to finding the right partners. “It’s easy to get along well when things are going right. It’s important to find the partners you want to have beside you when things go wrong. Everyone needs some skin in the game. You have to trust each other and you have to listen to each other,” says Rottenberg.

Shortly after closing Samanigo House, Rottenberg moved to Iowa and became the General Manager of the Hotel Fort Des Moines including the restaurant. He oversaw the space as four restaurants opened and closed in the current location now occupied by the highly successful Django.

Rottenberg began to really understand how important it was to be equal parts business savvy and have a food story in order to run a successful restaurant.

He found that food story with George Formaro.

Rottenberg and Formaro Combine Business and Food

Rottenberg started Orchestrate Hospitality, a hotel management company, in 2001. He joined forces with a developer who was working to save the historic Temple for Performing Arts. It was in conjunction with this project, Rottenberg started his first venture with now longtime Chef Partner George Formaro, who had a vision for an upscale Italian restaurant—Centro.

“At the time, George had South Union Bakery and Café, but he wanted to offer more for the dining community. Centro began because George loved food, but he needed a partner who loved business,” Rottenberg said.

It’s been a good partnership.

Success Breeds Success and Failure

Rottenberg and Formaro's meteoric success with Centro led to more opportunities. Over the next 15 years, the pair opened 9 highly successful restaurants including Gateway Market, Django, Zombie Burger + Drink Lab, and Malo. Rottenberg also opened several hotels in Greater Des Moines.

But those successes did not guarantee the success of every venture. Gateway Market in West Des Moines and a Centro in Davenport were both misses. Rottenberg reflects, "We were translating highly successful concepts into areas that looked like a good fit on paper, but we just didn't understand the demographics at the level we should have. Nobody bats a thousand. You have to be prepared with the fact that not everything works."

The willingness to take calculated risks is the hallmark of Rottenberg's success.

"When we are looking at a project, I question everything," he says. From the menu, equipment and timing, to the dining room layout and seating, he studies the physical and economic constraints of everything. "In the end, it's not all about having the best idea," Rottenberg concludes, "but the ability to adapt once the doors open."

dream, study, plan,
partner, study some
more, go for it and adapt.

"In the end, you just want to make sure you're creating experiences where people feel better when they leave than they did when they arrived and that the numbers all work," concludes Rottenberg.

Orchestrate Hospitality is a hospitality management and development company. Their current properties include:



great business before great food

Paul Rottenberg is quick to say "If the math doesn't work, the restaurant won't work." He shares these keys to getting started.

KNOW YOUR STORY AND SAY IT IN A FEW WORDS.

People expect great food and great service, make sure you have a cohesive message and it can be said quickly. For example, Django is 'French without the attitude.'

HAVE A BUSINESS PLAN.

Do you know how many people need to come in to pay rent? How many people you need to hire? Make sure you understand what it takes to be profitable.

HAVE A NUMBERS PROFESSIONAL RUN THE NUMBERS AGAIN AND AGAIN.

You cannot run a restaurant if you can't read a financial statement. If you can't do it, hire someone who can.

INVEST IN MARKETING AND YOUR COMMUNITY.

You can't advertise your way to success. The best marketing is to be a part of the community.

HAVE MORE CASH RESERVE THAN YOU THINK YOU NEED.

Every restaurant has a 70% food and labor cost so you have to know what your revenue needs to be to make the cash flow work and have a reserve for those times it doesn't.

Don't Recreate the Wheel... Check Out These Must Have Tools

Paul Rottenberg is a strong proponent for membership in the Iowa Restaurant Association. His establishments are all active members of the Iowa and National Restaurant Associations. Orchestrate Hospitality's chefs, mixologists and company executives participate in a range of local competitions, networking and educational programs, leadership, and events.

Paul also recommends that every restaurant subscribes to Restaurantowner.com, a resource website that provides direct, searchable access to everything needed to operate a restaurant—from comprehensive, professionally-designed, employee training manuals, company handbooks, and job descriptions, to forms, checklists, spreadsheet templates and business plan models. Learn more at www.restaurantiowa.com and www.restaurantowner.com.





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The Iowa Restaurant Association tracks dozens of issues each legislative session at the State Capitol. However, the Association is also at the forefront of a handful of issues.

we want your
voice to be
heard.

Here are our top four.

#1

STATE, NOT COUNTIES, SHOULD DETERMINE MINIMUM WAGE

It's been several months since Johnson County's Board of Supervisors passed an ordinance to raise its minimum wage. On Nov. 1, the county jumped from \$7.25 an hour to \$8.20. Wages are slated to increase to \$9.15 on May 1 and \$10.10 on Jan. 1, 2017. Cities within Johnson County limits had the ability to opt out of the increase—some did, others chose to comply.

The Iowa Restaurant Association is one of the few organizations that publicly objected to the county's approach not over the suggested amounts, but rather over the thwarting of state pre-emption rules. It's the firm belief of the Iowa Restaurant Association's leadership that state-preemption laws mean that wage minimums should be determined by the state, not counties or municipalities.



#2

TIP CREDIT SHOULD FREEZE

Iowa restaurants and bars with tipped employees are already paying twice the federal mandated "tip wage." Because of the impact tips have on wages in the hospitality industry, the Iowa Restaurant Association is calling for a freeze of the current \$4.35 tip wage—even if minimum wage in the state goes up. Currently the state requires the tip wages to be 60% of the minimum wage.



#3

REPEAL AND REPLACE CURRENT DRAM REQUIREMENTS

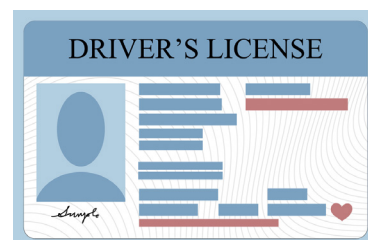
The Iowa Restaurant Association is calling for the decoupling of liquor licenses for restaurants and bars and DRAM insurance policies. Hospitality operators are the only segment of the marketplace required to provide proof of a particular line of insurance to receive licensure. This has created an unfair playing field and places undue burden on hospitality operators. The Association would like to see this replaced with a state operated victim's fund that is derived from the already collected taxes on beer, spirits and wine.



#4

REQUIRE 21 YEAR OLDS TO GET HORIZONTAL-ORIENTED DRIVER'S LICENSES

Currently those under the legal drinking age are required to carry vertical-oriented drivers' licenses. Once they've turned 21 years old, they are not required to get a new license until it is due for renewal—often years later. The Iowa Restaurant Association believes that alcohol age compliance would be improved by requiring people to receive a new horizontal-orientation drivers' license within 30 days of turning 21.



Take the Hospitality Industry's Issues Directly to Lawmakers

Do you have something you'd like to share with Iowa's legislators? Join the Iowa Restaurant Association's Leadership under the gold dome to share your concerns with legislators. We will be covering our key four issues. There's power in numbers, so come out and join us!

Iowa Restaurant Association's Legislative Day

Tuesday, January 26, 2016

Cost \$25 per person

RSVP by January 20, 2016

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Des Moines Embassy Club and Iowa State Capitol

11:00 a.m. Legislative Luncheon

Des Moines Embassy Club

666 Grand Ave., Des Moines

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12:30 p.m. Head to the Capitol

1:00 p.m. Legislative Visits

Attendees will make visits at the Capitol with their local leaders and legislative leadership

Bring Your Voice to the 30th Annual National Restaurant Association Public Affairs Conference

**April 12-13, 2016
Washington, DC**

Join operators from across the country for visits with Federal legislators. Iowa normally sends a delegation of at least 8 operators to discuss everything from wages to healthcare with lawmakers. With the election year looming, we're looking forward to a highly engaging event and meetings.

If you are interested in being part of this team, contact IRA President and CEO Jessica Dunker at 515-276-1454.

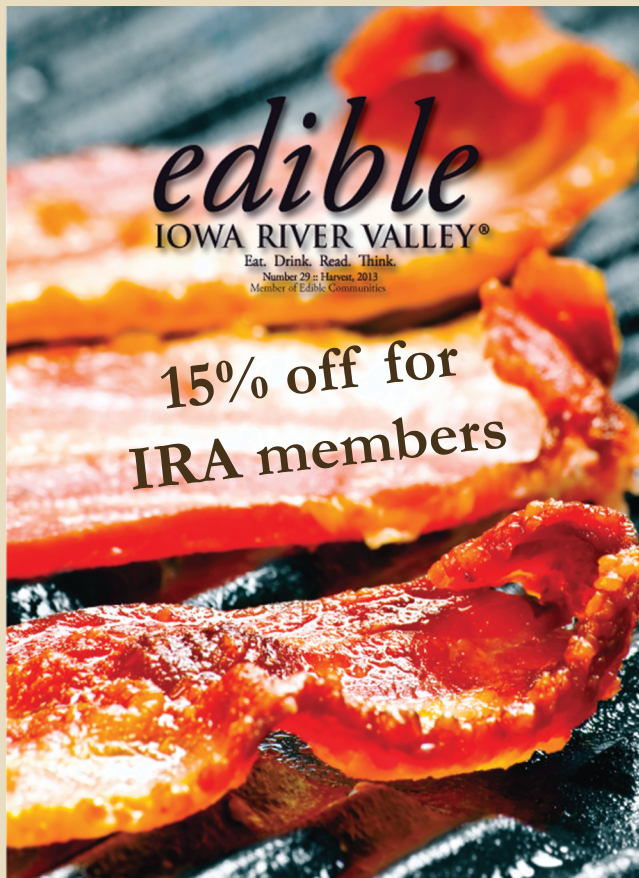


IRA and NRA Board Member Scott Carlson and Congressman David Young take a moment to catch a photo with "Teddy Roosevelt" who attended the IRA PAC event in October.

Congressman Rod Blum (center) held a roundtable event with restaurateurs in Eastern Iowa. The event was hosted at Beck's Taproom & Grill in Waterloo.



Restaurateurs Pamela Patton and Sarah Pritchard were part of the National Association of Women Business Owners (NAWBO) group that met with Lt. Governor Kim Reynolds as she proclaimed October Iowa's Women Owned Business Month.



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adjective

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2. real or actual, rather than imaginary.

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Need a Trained and Qualified Workforce? Exhibit and Interview at the IRA's 2016 Career Fair

With more than 6,000 restaurants and bars in the Iowa hospitality industry, and a projected growth of more than 1,000 establishments each year, the need for high-quality, hardworking employees is at its peak.

Exhibit at the Iowa Restaurant Association Career Fair and interview talented, motivated and skilled job seekers interested in culinary, hospitality and related careers. In conjunction with the Iowa ProStart Invitational, hundreds of high school and college students, as well as other qualified candidates, will be available to discuss future employment with your business.

Contact Stacy Kluesner (515) 276-1454 or skluesner@restaurantiowa.com for more information and to register.



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Iowa State University student Jessica Havel completed the ProStart® program, including 400 hours of mentored work experience necessary to receive her **National Certificate of Achievement** and earn college credits. She and her teammates won the high school culinary and restaurant management state championship in 2012 and represented Iowa at the National ProStart Invitational. Jessica is the benefactor of numerous scholarships—including the **National Faces of Diversity American Dream Scholarship**—to use toward her post-secondary education and pursue her dream of opening her own bakery.

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Your 100 percent tax deductible contributions to the IRAEF have made a difference to students like Jessica, who are pursuing their dreams of careers in the hospitality industry. To make a donation, send checks to:

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The champions from both the Culinary and Management competitions will win thousands of dollars in scholarships and advance to the 2016 National ProStart Invitational held at Gaylord Texan Resort and Convention Center in Dallas, Texas, April 29 – May 1

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See the future of the Iowa restaurant industry at work!

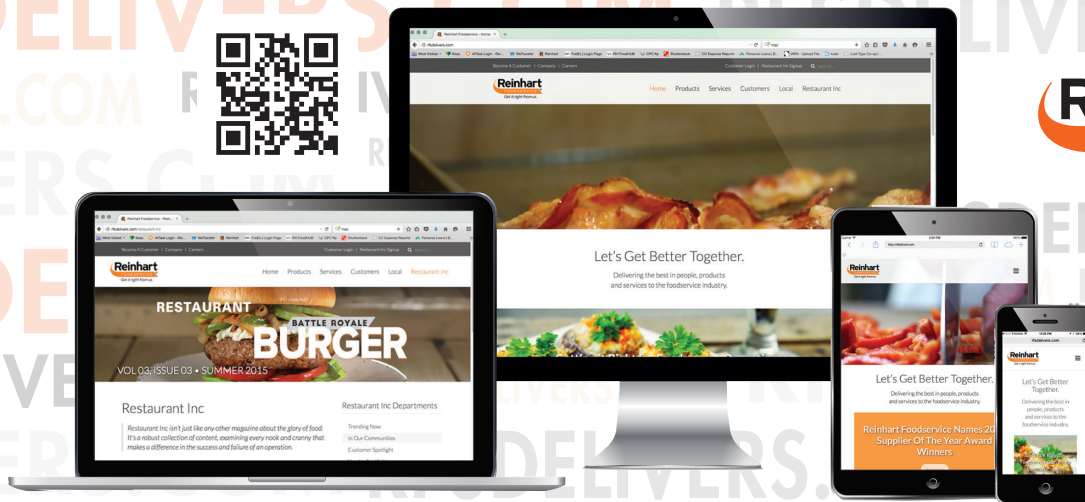
A Thank-You Note from ProStart Student **Jessica Havel**

I wanted to say thank you. You all have been so supportive ever since that first ProStart competition and I am so thankful for everything you have done for me since then. I am excited to be a part of the Iowa Restaurant Association some day. It was such an honor to receive two scholarships this year! Maybe someday I can sponsor a scholarship. Thank you all again for your help and support. I look forward to the future.

Sincerely,
Jessica Havel

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we saw you there.



IRA Board member Jeff Duncan, IRA President and CEO Jessica Dunker, and Julie and Mark Doll of Doll Distributing enjoyed the company of more than 75 hospitality industry leaders at the PAC event this fall.



Des Moines Foodster Blogger and Culinary Competition judge Nick Lucs, with fiancée Anna Buenneke and parents Erik and Heidi Lucs, savored delectable food and drink at the Grand Tasting Gala in downtown Des Moines.



IRA Board Member Alex Banasik and Elaine Scott Carlson's house which raised more than \$10,000 for the IRA political action committee.



Mike Utley of Americana Restaurant & Lounge, Steve Linn of the Iowa Craft Beer Tent and Carl Wertzberger of Court Ave. Restaurant & Brewing Co. enjoyed great drinks and good company at the IRA PAC event this fall.



The Hotel at Krikwood Center Chef Michael Kelley (center) and his team prepared a leg of lamb entrée at that Eastern Iowa Culinary Affair debut in Cedar Rapids – a fundraiser for the IRAEF.



Chef Mon Sayasit and Joel Kane of Bata's Restaurant and Chef Zeph Leaton of Riverside Casino and Golf Resort volunteered their time and talent to prepare the fish and soup courses (respectively) at the Eastern Iowa Culinary Affair debut in Cedar Rapids.



IRA board member Jeremy Thompson of Sazerac Co. and wife Jennifer, along with IRA board member Mike Volrath of Heartland Payment Systems joined the nearly 300 attendees at the Dine Iowa Grand Tasting Gala for a night of live music and culinary masterpieces.



IRAIEF Chairman of the Board Jeanine Buckingham (center) greeted friends and guests at the 2015 Dine Iowa Grand Tasting Gala at Capital Square in downtown Des Moines this fall.



NRAEF Treasurer of the Board Jeff Davis, Des Moines Central Campus ProStart educator John Andres, IRAEF board member Mike Rastrelli and IRAEF Executive Director May Schaben celebrated the Iowa restaurant industry at the Dine Iowa Grand Tasting Gala.

you nominate.
we award.



CONGRATULATIONS!

2015 has been a banner year of recognition for Iowa Restaurant Association members around the state. Congratulations to all of our members who have exemplified excellence, hospitality and service to their business, employees, customers and communities.



Moffatt Named 2015 NAWBO Iowa's Woman Business Owner of the Year

Christina Moffatt, Owner/Operator of Crème Cupcake + Desserts in Des Moines, was named Iowa's Woman Business Owner of the Year by the National Association of Women Business Owners Iowa chapter. Moffatt announced in summer 2015 that she plans to nationally franchise the Crème concept.



IRA Members Shine at 2015 Iowa Tourism Awards

Over the past five years, Iowa's tourism growth has increased by an average of nearly six percent – outpacing the National average of 5.78.

The 2015 Iowa Tourism Award winners include:

Rastrelli's Restaurant – *Outstanding Dining Business*

Hotel Julien Dubuque – *Outstanding Lodging*

Greater Des Moines Convention and Visitors Bureau – *Outstanding Marketing Collaboration/Outstanding Niche Marketing Initiative (Metro)*

Hotel Pattee – *Outstanding Niche Marketing Initiative (Rural)*

City of Manning – *2015 Small Business Community of the Year*

we want to
celebrate all
your awards.

Email award information to
kkostek@restaurantiowa.com.



IRA Chairman of the Board Named Iowa Western Outstanding Alum

This fall Matt Johnson, Owner/Operator of Barley's Bar in Council Bluffs, was named Iowa Western Alum of the Year. Johnson and his team have become the face of charitable giving in his hometown through hosting and sponsoring events, donating food and volunteering time.



Centro Named Restaurant of the Year

Orchestrate Hospitality restaurant Centro was named the Greater Des Moines Convention and Visitors Bureau's 2014-2015 Visitors Choice Award Restaurant of the Year.

Upcoming Awards



Small Business Week Awards

The U.S. Small Business Administration is now accepting nominations for its 2016 National Small Business Week Awards, including the annual Small Business Person of the Year Award. Nomination deadline is **Monday, January 11, 2016.**



20 Year Employee Award

Do you know someone who has been employed at an Iowa restaurant for 20+ years? Celebrate their successful career with the Iowa Restaurant Association's brand new 20 Year Employee Award. Submit the employee's name, business, title and year they began in the restaurant to Katelyn Kostek at kkostek@restaurantiowa.com.

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A Culinary Tour of Iowa in One Room

The 2015 Dine Iowa Grand Tasting Gala Showcased Iowa Chefs

In the spirit of culinary tourism, a team of traveling judges ventured to each chef's establishment to taste and critique their competition dishes featuring ribeye and a tofu side dish or sauce. Each dish was judged on appearance, taste, tenderness, texture and use of product as well as overall practicality. Bonus points were awarded for creativity and innovation. The chefs then came together at the Dine Iowa Grand Tasting Gala, held at the Capitol Square Atrium

in Des Moines, and presented sample size portions of the same dishes to hungry guests.

Chef Andrew Havlovic of Sidebar in Des Moines won first place honors with his Mongolian beef and tofu waffle. Second place went to Chef Dylan Caryl of Hy-Vee's Market Café in Ankeny and Chef Jeff Snowgren of Prairie Meadows Racetrack & Casino won People's Choice honors.



1st place winner Chef Andrew Havlovic, Runner-Up Chef Dylan Caryl and People's Choice winner Chef Jeff Snowgren proudly pose with their awards after the people's choice Dine Iowa Grand Tasting Gala.

Chef Havlovic's winning dish featured Mongolian Beef made from scratch with a tofu waffle side on a bed of ginger Rice Krispies with soy caramel, and topped with herbs and scallions.

Thank You Competition Sponsors!



Read about the competition from a judge's point of view!

Des Moines Foodster blogger Nick Lucs traveled to each establishment to critique the competition dishes. Read up on all of the competing restaurants and his culinary journey by visiting his blog at www.desmoinesfoodster.com



your creativity gives you your desire to win.
we give you the blue ribbon to prove it.

2016 Iowa Restaurant Resources Buyers Guide

Corporate Partners

As you review the Buyer's Guide you will notice that Corporate Partners listings are denoted in **RED**.

Advertising

Elizabeth Winders Studio of Design www.elizabethwinders.com	515-554-4128
Nations Restaurant News/Penton www.nrn.com	813-627-6762
QA Graphics www.qagraphics.com	515-695-3403
TSYS Merchant Solutions www.tsys.com	407-574-7994
The Vernon Company www.vernoncompany.com	515-238-6500

Appraising/Auction

Ames Restaurant Supply	773-860-5142
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Bar Equipment and Supplies

Bolton and Hay www.boltonhay.com	515-265-2554
Edward Don & Company www.don.com	800-777-4366
Farner-Bocken Co. www.farner-bocken.com	800-274-8692
Glazer's Distributors of Iowa www.glazers.com	515-252-7173
Hockenbergs Equipment & Supply www.hockenbergs.com	515-282-0033
Hussman Corp. www.hussman.com	515-262-8221
Iowa Des Moines Supply, Inc. www.iowadesmoinessupply.com	515-263-1200
Martin Bros. Distributing Co., Inc. www.martinsnet.com	800-847-2402
Rapids Wholesale Equipment www.rapidswholesale.com	319-447-1670
Reinhart FoodService www.reinhartfoodservice.com	319-396-1300
Reinhart FoodService of Omaha www.reinhartfoodservice.com	402-457-3600
Sysco Iowa, Inc. www.syscoiowa.com	515-289-5300
Performance Food Group www.pfgr.com	800-747-1234
US Foods www.usfoodservice.com	800-272-6467

Beverage Dispensing Equipment

Bolton and Hay www.boltonhay.com	515-265-2554
Coca-Cola Bottlers of Iowa www.atlanticbottling.com	515-987-1931
McCormack Distributing Co. www.mccormackdistributing.com	712-546-5133
Pepsi Americas www.pepsiamerica.com	800-373-9135
Rapids Wholesale Equipment www.rapidswholesale.com	319-447-1670
Reinhart FoodService www.reinhartfoodservice.com	319-396-1300
Reinhart FoodService of Omaha www.reinhartfoodservice.com	402-457-3600

Beverages (Alcoholic)

Alcoholic Beverages Division www.iowaabd.com	515-281-7444
7G Distributing www.7gdistributing.com	563-556-8911
Beam Suntory www.beamsuntory.com	515-360-4053
Doll Distributing LLC www.dolldistributing.com	515-299-2207
E&J Gallo Winery c/o Johnson Brothers www.ejgallo.com	515-987-3835
Fahr Beverage www.fahrbeverage.com	319-234-2605
Glazer's Distributors of Iowa www.glazers.com	515-252-7173

Member Benefit Partners

In addition to our Corporate Partners, the IRA works directly with a number of firms that offer benefits and discounts exclusively to IRA members. These Member Benefit Partners are denoted in **BLUE**.

Hy-Vee Inc. www.hy-vee.com	515-267-8200
I-80 Liquor www.i80liquor.com	712-323-1807
Johnson Brothers of Iowa www.johnsonbrothers.com	515-262-1199
Luxco Spirited Brands www.luxco.com	515-274-0103
Mississippi River Distilling Co. www.mrdistilling.com	563-484-4342
Sazerac Co. www.sazerac.com	866-729-3722
Southern Wine & Spirits www.southernwine.com	515-986-7241
Templeton Rye Spirits LLC www.templetonrye.com	515-822-7545

Beverages (Non Alcoholic)

7G Distributing www.7gdistributing.com	563-556-8911
Coca-Cola Bottlers of Iowa www.atlanticbottling.com	515-987-1931
Farner-Bocken Co. www.farner-bocken.com	800-274-8692
Glazer's Distributors of Iowa www.glazers.com	515-252-7173
Hy-Vee Inc. www.hy-vee.com	515-267-8200
I-80 Liquor www.i80liquor.com	712-323-1807
Johnson Brothers of Iowa www.johnsonbrothers.com	515-262-1199
Martin Bros. Distributing Co., Inc. www.martinsnet.com	800-847-2402
MJ Distributing	515-276-2659
Pepsi Americas www.pepsiamerica.com	800-373-9135
Reinhart FoodService www.reinhartfoodservice.com	319-396-1300
Reinhart FoodService of Omaha www.reinhartfoodservice.com	402-457-3600
Sysco Iowa, Inc. www.syscoiowa.com	515-289-5300
US Foods www.usfoodservice.com	800-272-6467
Voss Distributing/Red Bull LLC www.vossdist.com	515-263-1777

Business Equipment

Connect Group Enterprises www.connectgrouppenterprises.com	415-813-5235
Heartland Payment Systems www.heartlandpaymentsystems.com	515-250-4618
TSYS Merchant Solutions www.tsys.com	407-574-7994

Coffee/Tea

Farner-Bocken Co. www.farner-bocken.com	800-274-8692
Iowa Des Moines Supply, Inc. www.iowadesmoinessupply.com	515-263-1200
Martin Bros. Distributing Co., Inc. www.martinsnet.com	800-847-2402
Reinhart FoodService www.reinhartfoodservice.com	319-396-1300
Reinhart FoodService of Omaha www.reinhartfoodservice.com	402-457-3600
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US Foods www.usfoodservice.com	800-272-6467

Condiments

Farner-Bocken Co. www.farner-bocken.com	800-274-8692
US Foods www.usfoodservice.com	800-272-6467
Performance Food Group www.pfgr.com	800-747-1234

Reinhart FoodService www.reinhartfoodservice.com.....	319-396-1300
Reinhart FoodService of Omaha www.reinhartfoodservice.com.....	402-457-3600

Consulting, Energy

Black Hills Energy www.bhehowto.com	515-979-1034
Continuum Energy www.continuumenergyservices.com	515-278-2254
D&J Consulting, L.C.	515-556-7641
Mid American Energy www.midamericanenergy.com.....	515-252-6762
Rapids Wholesale Equipment www.rapidswholesale.com.....	319-447-1670
Total Energy Concepts www.totalenergyconcepts.com.....	866-715-9569
Woodriver Energy www.woodriverenergy.com	888-510-9315

Consulting, Financial

ADP (Automatic Data Processing) www.adp.com	515-875-6817
D&J Consulting, L.C.	515-556-7641
Insurance Station www.insurancestationinc.com	515-967-0489
Midwest Heritage Insurance Services www.mhbank.com	515-343-5892
Nelson Brothers Agency www.nelsonbrothersagency.com.....	309-762-4173
The Dana Company www.thedanaco.com.....	515-224-4391
Wells Fargo www.wellsfargo.com	515-237-5445

Consulting

Green R U LLC www.greenru.com	515-325-6133
Hussman Corp. www.hussman.com	515-262-8221
Key Impact Sales & Services www.kisales.com	515-224-0999
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Martin Bros. Distributing Co., Inc. www.martinsnet.com.....	800-847-2402
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US Foods www.usfoodservice.com	800-272-6467

Credit Card Services/Supplies

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TSYS Merchant Solutions www.tsys.com.....	407-574-7994
Wells Fargo www.wellsfargo.com	515-237-5445

Dairy Products

Farner-Bocken Co. www.farner-bocken.com	800-274-8692
Food Marketing Services - Iowa, Inc. FMServ.com.....	515-255-1285
Loffredo Fresh Produce Co., Inc. www.loffredo.com	515-285-3367
Martin Bros. Distributing Co., Inc. www.martinsnet.com.....	800-847-2402
Performance Food Group www.pfgc.com	800-747-1234
Reinhart FoodService www.reinhartfoodservice.com.....	319-396-1300
Reinhart FoodService of Omaha www.reinhartfoodservice.com.....	402-457-3600
Sysco Iowa, Inc. www.syscoiowa.com.....	515-289-5300
US Foods www.usfoodservice.com	800-272-6467
Wells Dairy Blue Bunny www.bluebunny.com	515-987-2103

Dishwashing Equipment Sales

AutoChlor www.autochlor.com	314-280-3338
Bolton and Hay www.boltonhay.com	515-265-2554
Ecolab Inc. www.ecolab.com	319-358-6886
Edward Don & Company www.don.com	800-777-4366
Hockenbergs Equipment and Supply Co., Inc. www.hockenbergs.com	515-282-0033
Iowa Des Moines Supply, Inc. www.iowadesmoinessupply.com.....	515-263-1200
Martin Bros. Distributing Co., Inc. www.martinsnet.com.....	800-847-2402
Performance Food Group www.pfgc.com	800-747-1234
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US Foods www.usfoodservice.com	800-272-6467

Distributor, Food & Beverage

Fahr Beverage www.fahrbeverage.com.....	319-243-2605
Farner-Bocken Co. www.farner-bocken.com	800-274-8692
Glazer's Distributors of Iowa www.glazers.com.....	515-252-7173
Johnson Brothers of Iowa www.johnsonbrothers.com.....	515-262-1199
Martin Bros. Distributing Co., Inc. www.martinsnet.com.....	800-847-2402
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Reinhart FoodService www.reinhartfoodservice.com.....	319-396-1300
Reinhart FoodService of Omaha www.reinhartfoodservice.com.....	402-457-3600
Southern Wine & Spirits www.southernwine.com	515-986-7241
Sysco Iowa, Inc. www.syscoiowa.com.....	515-289-5300
US Foods www.usfoodservice.com	800-272-6467
Voss Distributing/Red Bull LLC www.vossdist.com	515-263-1777

Educational Materials

Alcoholic Beverages Division www.iowaabd.com	515-281-7444
Distilled Spirits Council www.discus.org	202-628-3544
Iowa Restaurant Association Educational Foundation www.restaurantiowa.com	515-276-1454
Iowa Beef Industry Council www.iabeef.org	515-296-2305
Iowa Pork Producers Association www.iowapork.org	515-225-7675
The Soyfoods Council www.thesoyfoodscouncil.com	515-334-1041
TSYS Merchant Solutions www.tsys.com.....	407-574-7994

Employment Resources

ADP (Automatic Data Processing) www.adp.com	515-875-6817
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Exhaust Systems

Hoodz of Central Iowa www.hoodz.us.com	515-278-1149
Hoodz of Eastern Iowa www.hoodz.us.com	515-278-1149
Iowa Fire Control LLC www.iowafirecontrol.com.....	515-576-4440
Rapids Wholesale Equipment www.rapidswholesale.com.....	319-447-1670

Exhaust System Cleaning

Enviromatic Corporation of America, Inc. www.enviromatic.com	877-325-8476
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Gre-Co Services	
www.grecoman.com.....	888-764-1570
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www.hoodz.us.com.....	515-278-1149
Hoodz of Eastern Iowa	
.....	515-278-1149

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www.grinnellmutual.com.....	641-269-8600
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Iowa Fire Control LLC	
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Rapids Wholesale Equipment	
www.rapidswholesale.com.....	319-447-1670

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FMServ.com.....	515-255-1285
Hockenbergh Newburgh	
www.hnsales.com.....	515-222-0100
Midstates Marketing, Inc.	
www.midstates-marketing.com.....	515-246-8829

Food Products & Manufacturing

Wells Dairy Blue Bunny	
www.bluebunny.com.....	515-987-2103
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www.wholefoodsmarket.com.....	515-224-3977

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US Foods	
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Frozen Food

Food Marketing Services Iowa, Inc.	
FMServ.com.....	515-255-1285
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Hockenbergh Newburgh	
www.hnsales.com.....	515-222-0100
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www.usfoodservice.com.....	800-272-6467
Wells Dairy Blue Bunny	
www.bluebunny.com.....	515-987-2103

Grease Removal

Darling International	
www.darlingii.com.....	515-288-2166
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www.grecoman.com.....	888-764-1570
Hoodz of Central Iowa	
www.hoodz.us.com.....	515-278-1149
Hoodz of Eastern Iowa	
www.hoodz.us.com.....	515-278-1149
Mahoney Environmental	
www.mahoneyenvironmental.com.....	800-892-9384
Sanimax Grease Services	
www.sanimax.com.....	608-846-5466

Green Products

Ecolab Inc.	
www.ecolab.com.....	319-358-6886
Edward Don & Company	
www.don.com.....	800-777-4366
Iowa Des Moines Supply, Inc.	
www.iowadesmoinessupply.com.....	515-263-1200
Key Impact Sales & Services	
www.kisales.com.....	515-224-0999
Mahoney Environmental	
www.mahoneyenvironmental.com.....	800-892-9384

Human Resources

ADP (Automatic Data Processing)	
www.adp.com.....	515-875-6817

Ice Machines

Bolton and Hay	
www.boltonhay.com.....	515-265-2554
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www.hockenbergs.com.....	515-282-0033
Hussman Corp.	
www.hussman.com.....	515-262-8221
Rapids Wholesale Equipment	
www.rapidswholesale.com.....	319-447-1670

Insurance

AW Welt Ambrisco Insurance Inc.	
www.awwelt.com.....	319-887-3700
Brummel, Madsen & Associates, Inc.	
www.brummelmadsen.com.....	319-266-2644
Grinnell Mutual Reinsurance Company	
www.grinnellmutual.com.....	641-269-8600
Illinois Casualty Company	
www.ilcasco.com.....	800-445-3726
Insurance Station	
www.insurancestation.com.....	515-967-0489
LMC Insurance	
www.lmcins.com.....	515-237-0153
Ludovissy and Associates	
www.ludovissyandassociates.com.....	563-556-6661
Michael Cameron Agency Farm Bureau	
www.michaelcameron.fbfs.com.....	515-868-0005
Midwest Heritage Insurance Service	
www.mhbank.com.....	515-343-5892
Nelson Brtothers Agency	
www.nelsonbrotheragency.com.....	309-762-4173
Pro Team Insurance	
www.proteaminsurance.com.....	641-743-6665
Reynolds & Reynolds, Inc.	
www.reynolds-reynolds.com.....	515-557-1214
Society Insurance (Corporate & Member Benefit Partner)	
www.societyinsurance.com.....	888-576-2438
The Dana Company	
www.thedanaco.com.....	515-224-4391

Legal Services

Kreamer Law Firm, P.C.	
www.kreamerlaw.com.....	515-727-0900
Schwarm Law Firm	
www.schwarmlaw.com.....	641-592-1031

Linen Sales & Service

Ameripride Linen & Uniform Services	
www.ameripride.com.....	515-710-8322
Express Laundry and Linen	
www.explin.com.....	515-360-2539
Key Impact Sales & Services	
www.kisales.com.....	515-224-0999
Premier Linen & Dry Cleaning, Inc.	
www.premierlinen.com.....	800-583-9123

Rapids Wholesale Equipment
www.rapidswholesale.com..... 319-447-1670

Marketing/Media

Edible Iowa
www.edibleiowa.com 319-321-7935

Nations Restaurant News/Penton
www.nrn.com 813-627-6762

Main Street Manning
www.manningia.com 712-655-6246

Relish/Big Green Umbrella
www.dmcityview.com 515-953-4822

The Vernon Company
www.vernoncompany.com 515-238-6500

Marketing/Public Relations

Fishbowl Online Marketing
www.fishbowl.com 800-836-2818

Greater Des Moines Convention and Visitors Bureau
www.seedesmoines.com 515-699-3455

Main Street Manning
www.manningia.com 712-655-6246

The Vernon Company
www.vernoncompany.com 515-238-6500

Meat Information

Braunger Foods
www.braungerfoods.com 712-258-4515

Food Marketing Services Iowa, Inc.
FMServ.com 515-255-1285

Iowa Beef Industry Council
www.iabeef.org 515-296-2305

Iowa Pork Producers Association
www.iowapork.org 515-225-7675

Martin Bros. Distributing Co., Inc.
www.martinsnet.com 800-847-2402

Performance Food Group
www.pfgc.com 800-747-1234

Reinhart FoodService
www.reinhartfoodservice.com 319-396-1300

Reinhart FoodService of Omaha
www.reinhartfoodservice.com 402-457-3600

Sysco Iowa, Inc.
www.syscoiowa.com 515-289-5300

US Foods
www.usfoodservice.com 800-272-6467

Meat Purveyor

Braunger Foods
www.braungerfoods.com 712-258-4515

Farner-Bocken Co.
www.farner-bocken.com 800-274-8692

Martin Bros. Distributing Co., Inc.
www.martinsnet.com 800-847-2402

Performance Food Group
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Reinhart FoodService
www.reinhartfoodservice.com 319-396-1300

Reinhart FoodService of Omaha
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www.syscoiowa.com 515-289-5300

US Foods
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Media & Website Marketing

Aireal Mobile
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HTML Marketing
www.HTMLmarketing.com 515-570-3290

The Vernon Company
www.vernoncompany.com 515-238-6500

Menu Design/Ideas

Food Marketing Services Iowa, Inc.
FMServ.com 515-255-1285

Farner-Bocken Co.
www.farner-bocken.com 800-274-8692

Glazer's Distributors of Iowa
www.glazers.com 515-252-7173

Iowa Beef Industry Council
www.iabeef.org 515-296-2305

Key Impact Sales & Services
www.kisales.com 515-224-0999

Martin Bros. Distributing Co., Inc.
www.martinsnet.com 800-847-2402

Midstates Marketing, Inc.
..... 515-246-8829

Performance Food Group
www.pfgc.com 800-747-1234

Reinhart FoodService
www.reinhartfoodservice.com 319-396-1300

Reinhart FoodService of Omaha
www.reinhartfoodservice.com 402-457-3600

Sysco Iowa, Inc.
www.syscoiowa.com 515-289-5300

US Foods
www.usfoodservice.com 800-272-6467

Wells Dairy Blue Bunny
www.bluebunny.com 515-987-2103

Music Licensing

BMI
www.bmi.com 615-401-2877

Rockstar Satellite
www.rockstarsatellite.com 515-262-7827

Office Supplies

Office Depot
www.officedepot.com 515-289-6376

Paper Roll Products
www.paperrollproducts.com 877-224-9880

The Vernon Company
www.vernoncompany.com 515-238-6500

Paper Products

Edward Don & Company
www.don.com 800-777-4366

Farner-Bocken Co.
www.farner-bocken.com 800-274-8692

Hussman Corp.
www.hussman.com 515-262-8221

Hockenbergs Equipment & Supply
www.hockenbergs.com 515-282-0033

Iowa Des Moines Supply, Inc.
www.iowadesmoinessupply.com 515-263-1200

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www.kisales.com 515-224-0999

Martin Bros. Distributing Co., Inc.
www.martinsnet.com 800-847-2402

Performance Food Group
www.pfgc.com 800-747-1234

Reinhart FoodService
www.reinhartfoodservice.com 319-396-1300

Reinhart FoodService of Omaha
www.reinhartfoodservice.com 402-457-3600

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The Vernon Company
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Payroll Processing Services

ADP (Automatic Data Processing)
www.adp.com 515-875-6817

Heartland Payroll Systems (Corporate & Member Benefit Partner)
www.heartlandpaymentsystems.com 515-250-4618

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J & D Computers
www.janddcomputers.com 515-986-9424

Paper Roll Products
www.paperrollproducts.com 877-224-9880

TSYS Merchant Solutions
www.tsys.com 407-574-7994

Poultry/Eggs

Farner-Bocken Co.
www.farner-bocken.com 800-274-8692

Loffredo Fresh Produce Co., Inc.
www.loffredo.com 515-285-3367

Martin Bros. Distributing Co., Inc.
www.martinsnet.com 800-847-2402

Reinhart FoodService
www.reinhartfoodservice.com 319-396-1300

Reinhart FoodService of Omaha
www.reinhartfoodservice.com 402-457-3600

Sysco Iowa, Inc.
www.syscoiowa.com 515-289-5300

US Foods
www.usfoodservice.com 800-272-6467

Whole Foods Market
www.wholefoodsmarket.com 515-224-3977

Printing

Glazer's Distributors of Iowa www.glazers.com	515-252-7173
Johnson Brothers of Iowa www.johnsonbrothers.com	515-262-1199
The Vernon Company www.vernoncompany.com	515-238-6500

Produce

Farner-Bocken Co. www.farner-bocken.com	800-274-8692
Liberty Fruit Co. www.libertyfruit.com	800-445-4782
Loffredo Fresh Produce Co., Inc. www.loffredo.com	515-285-3367
Martin Bros. Distributing Co., Inc. www.martinsnet.com	800-847-2402
Reinhart FoodService www.reinhartfoodservice.com	319-396-1300
Reinhart FoodService of Omaha www.reinhartfoodservice.com	402-457-3600
Sysco Iowa, Inc. www.syscoiowa.com	515-289-5300
US Foods www.usfoodservice.com	800-272-6467
Whole Foods Market www.wholefoodsmarket.com	515-224-3977

Promotional Products

The Vernon Company www.vernoncompany.com	515-238-6500
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Protein Purveyor

Whole Foods Market www.wholefoodsmarket.com	515-224-3977
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Publications

Edible Iowa www.edibleiowa.com	319-321-7935
Food and Beverage Iowa Quarterly www.restaurantiowa.com	515-276-1454
Nations Restaurant News/Penton www.nrn.com	813-627-6762
Relish/Big Green Umbrella www.dmciview.com	515-953-4822

Public Relations

East and South Des Moines Chamber of Commerce www.edmsdmchambers.org	515-309-3231
Greater Des Moines Convention and Visitors Bureau www.seedesmoines.com	515-699-3455
Main Street Manning www.manningia.com	712-655-6246
West Des Moines Chamber of Commerce www.wdmchamber.org	515-681-1289
Urbandale Chamber of Commerce www.uniquelyurbandale.com	515-327-2020

Refrigeration Equipment & Parts

Ames Restaurant Supply	773-860-5142
Edward Don & Company www.don.com	800-777-4366
Hockenbergs Equipment & Supply www.hockenbergs.com	515-282-0033
Humitech of Iowa www.humitechofiowa.com	515-314-6990
Hussman Corp. www.hussman.com	515-262-8221
Mahoney Environmental www.mahoneyenvironmental.com	800-892-9384
Performance Food Group www.pfgc.com	800-747-1234
Rapids Wholesale Equipment www.rapidswholesale.com	319-447-1670
Reinhart FoodService www.reinhartfoodservice.com	319-396-1300
Reinhart FoodService of Omaha www.reinhartfoodservice.com	402-457-3600
US Foods www.usfoodservice.com	800-272-6467

Restaurant Equipment/Services

Ames Restaurant Supply	773-860-5142
Bolton and Hay www.boltonhay.com	515-265-2554

Edward Don & Company www.don.com	800-777-4366
Hockenbergs Equipment & Supply www.hockenbergs.com	515-282-0033
Hussman Corp. www.hussman.com	515-262-8221
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Performance Food Group www.pfgc.com	800-747-1234
Rapids Wholesale Equipment www.rapidswholesale.com	319-447-1670
Reinhart FoodService www.reinhartfoodservice.com	319-396-1300
Reinhart FoodService of Omaha www.reinhartfoodservice.com	402-457-3600
Sysco Iowa, Inc. www.syscoiowa.com	515-289-5300
US Foods www.usfoodservice.com	800-272-6467

Safe Flooring

Safe Step of Iowa www.safestepof Iowa.com	515-266-0411
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Sales Tax Exemption

D&J Consulting, L.C.	515-556-7641
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Sanitation Supplies/Cleaning Services

AutoChlor www.autochlor.com	314-480-3338
Bolton and Hay www.boltonhay.com	515-265-2554
Ecolab Inc. www.ecolab.com	319-358-6886
Edward Don & Company www.don.com	800-777-4366
Hockenbergs Equipment & Supply www.hockenbergs.com	515-282-0033
Iowa Des Moines Supply, Inc. www.iowadesmoinessupply.com	515-263-1200
Martin Bros. Distributing Co., Inc. www.martinsnet.com	800-847-2402
Performance Food Group www.pfgc.com	800-747-1234
Rapids Wholesale Equipment www.rapidswholesale.com	319-447-1670
Reinhart FoodService www.reinhartfoodservice.com	319-396-1300
Reinhart FoodService of Omaha www.reinhartfoodservice.com	402-457-3600
Sysco Iowa, Inc. www.syscoiowa.com	515-289-5300
US Foods www.usfoodservice.com	800-272-6467

Satellite TV

Rockstar Satellite www.rockstarsatellite.com	515-262-7827
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Seafood

Food Marketing Services Iowa, Inc. FMServ.com	515-255-1285
Farner-Bocken Co. www.farner-bocken.com	800-274-8692
Martin Bros. Distributing Co., Inc. www.martinsnet.com	800-847-2402
Midstates Marketing, Inc.	515-246-8829
Performance Food Group www.pfgc.com	800-747-1234
Reinhart FoodService www.reinhartfoodservice.com	319-396-1300
Reinhart FoodService of Omaha www.reinhartfoodservice.com	402-457-3600
Sysco Iowa, Inc. www.syscoiowa.com	515-289-5300
US Foods www.usfoodservice.com	800-272-6467

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Glazer's Distributors of Iowa www.glazers.com	515-252-7173
Johnson Brothers of Iowa www.johnsonbrothers.com	515-262-1199
The Vernon Company www.vernoncompany.com	515-238-6500

Soy Food

Martin Bros. Distributing Co., Inc.	
www.martinsnet.com	800-847-2402
Sysco Iowa, Inc.	
www.syscoiowa.com	515-289-5300
Whole Foods Market	
www.wholefoodsmarket.com	515-224-3977

Spirits/Manufacturer

Beam Suntory	
www.beamsuntory.com	515-360-4053
Luxco Spirited Brands	
www.luxco.com	515-274-0103
Mississippi River Distilling	
www.mrdistilling.com	563-484-4342
Sazerac Co.	
www.sazerac.com	
Templeton Rye Spirits LLC	
www.templetonrye.com	515-822-7545

Tobacco Sales

Farner-Bocken Co.	
www.farner-bocken.com	800-274-8692
RAI Services Company	
www.reynoldsamerican.com	336-741-0266

Uniforms

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www.don.com	800-777-4366
Express Laundry and Linen	
www.explinen.com	515-360-3231
Premier Linen & Dry Cleaning, Inc.	
www.premierlinen.com	800-583-9123
Rapids Wholesale Equipment	
www.rapidswholesale.com	319-447-1670
The Vernon Company	
www.vernoncompany.com	515-238-6500

Utilities

Black Hills Energy	
www.bhehowto.com	515-979-1034
D&J Consulting, L.C.	
www.midamericanenergy.com/ee	515-252-6762
Continuum Energy Services	
www.continuumenergy.com	515-278-2254
Woodriver Energy	
www.woodriverenergy.com	888-510-9315

Waste Removal

Darling International	
www.darlingii.com	515-288-2166
Green R U LLC	
www.greenru.com	515-325-6133
Mahoney Environmental	
www.mahoneyenvironmental.com	800-892-9384
Midwest Renewable Biofuels, Inc.	
www.mrbfuels.com	515-994-2648
Sanimax Grease Services	
www.sanimax.com	608-846-5466

Wines/Spirits Distributor

Alcoholic Beverages Division	
www.iowaabd.com	515-281-7444
Glazer's Distributors of Iowa	
www.glazers.com	515-252-7173
Hy-Vee Inc.	
www.hy-vee.com	515-267-8200
I-80 Liquor	
www.i80liquor.com	712-323-1807
Johnson Brothers of Iowa	
www.johnsonbrothers.com	515-262-1199
Luxco Spirited Brands	
www.luxco.com	515-274-0103
Southern Wine & Spirits	
www.southernwine.com	515-986-0060

Wine "To Go" Bags

Bolton and Hay	
www.boltonhay.com	515-265-2554
Iowa Des Moines Supply, Inc.	
www.iowadesmoinesupply.com	515-263-1200
Reinhart FoodService	
www.reinhartfoodservice.com	319-396-1300
Reinhart FoodService of Omaha	
www.reinhartfoodservice.com	402-457-3600

Martin Bros. Distributing Co., Inc.	
www.martinsnet.com	800-847-2402
Sysco Iowa, Inc.	
www.syscoiowa.com	515-289-5300
The Vernon Company	
www.vernoncompany.com	515-238-6500

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ADP

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515-875-6817 www.adp.com

Aireal Mobile

10947 N Madison, Kansas City, MO, 64155
913-226-6459, www.airealmobile.com

Alcoholic Beverages Division**State of Iowa**

1918 SE Huisizer, Ankeny, IA, 50021
515-281-7444, www.iowaabd.com

Altria Client Services

33 East Main Street, Suite 420,
Madison, WI, 53703, 608-251-0195,
www.altria.com

Ameripride Linen & Uniform Services

10801 Wayzata Blvd.
Minnetonka, MN 55305
515-710-8322, www.ameripride.com

Ames Restaurant Supply

310 S 16th St. #2, Ames, IA 50010,
773-860-5142

Atlantic Coca-Cola Bottling Company

16200 Hickman Road, Waukeg, IA, 50263
515-987-1931, www.atlanticbottling.com

AutoChlor Systems

4012 SE 27th Street, Des Moines, IA 50320
314-480-3338, www.autochlor.com

AW Welt Ambrisco Insurance, Inc.

24 Westside Drive, IA City, IA, 52246
319-887-3700, www.awwelt.com

Beam Suntory

3100 SE Grimes Blvd., Suite 100, Grimes, IA 50111
515-360-4053, www.beamsuntory.com

Black Hills Energy

1701 48th Street, Suite 260, West Des Moines, IA, 50266,
515-979-1034, www.blackhillsenergy.com

BMI

10 Music Square East, Nashville, TN, 37203
615-401-2877, www.bmi.org

Bolton and Hay

2701 Delaware Ave., Des Moines, IA 50317
515-265-2554, www.boltonhay.com

Braunger Food Service

900 Clark, Sioux City, IA, 51101
712-258-4515, www.braungerfoods.com

Brummel, Madsen & Associates, Inc.

318 Main Street, Cedar Falls, IA, 50613
319-266-2644, www.brummelmadsen.com

Change/Bit Method

2411 Grand Ave., Des Moines, IA 50312
515-661-5561, www.change.oi

Connect Group Enterprises

156 2nd St. Suite 221
San Francisco, CA 94105
415-813-5235, www.connectgroupenterprises.com

Continuum Energy Services LLC

303 East 17th Avenue, Suite 850,
Denver, CO, 80203
515-278-2254, www.continuumenergy.com

D & J Consulting, L.C.

729 Northeast Brookhaven Drive, Ankeny, IA, 50021
515-556-7641

Darling International Inc.

907 Walnut Suite 400, Des Moines, IA, 50306
515-265-1381, www.darlingil.com

Distilled Spirits Council

1250 Eye Street Northwest, Suite 400, Washington, DC,
20005, 202-628-3544, www.discus.org

Doll Distributing LLC

1901 DeWolf Street, Des Moines, IA, 50316
515-299-2207, www.dolldistributing.com

East & South Des Moines Chamber of Commerce

301 Grand Avenue, Des Moines, IA 50309
515-309-3231, www.edmsdmchambers.org

Ecolab

10151 Deer Crest Dr., Toddville, IA, 52245
319-213-6368, www.ecolab.com

Edible Iowa River Valley

River Valley Press, LLC
22 Riverview Drive, NE, Iowa City, IA 52240
319-321-7935, edibleiowa.com

Edward Don & Company

14431 Thrush Street Northwest, Andover, MN, 55304, 800-
777-4366 xt8964.com, www.don.com

E&J Gallo Winery c/o Johnson Brothers

2515 Dean Ave., Des Moines, IA 50317
515-987-3835, www.ejgallo.com

Elizabeth Winders Studio of Design

15708 Brookshire Dr., Urbandale, IA, 50323
515-554-4128, www.elizabethwinders.com

Enviromatic Corporation of America, Inc.,

5936 Pillsbury Avenue South, Minneapolis, MN, 50513
800-325-8476, www.enviromatic.com

Express Laundry and Linen

5904 SW 14th St., Ste B., Des Moines, IA 50320
515-360-2539, www.explinex.com

Fahr Beverage, Inc.

1369 Martin Road, Waterloo, IA, 50704
319-234-2605, www.fahrbeverage.com

Farner-Bocken Co.

PO Box 368, Carroll, IA, 51401
712-792-7441, www.farner-bocken.com

Fishbowl

44 Canal Center Plaza, Suite 500,
Alexandria, VA, 22314
800-836-2818, www.fishbowl.com

Food Marketing Services - IA, Inc.

3281 100th St., Urbandale, IA 50322
515-255-1285, www.FM5Serv.com

Glazer's Distributors of IA

4377 Northwest 112th Street, Urbandale, IA, 50322,
515-252-7173, www.glazers.com

Greater Des Moines Convention and Visitors Bureau

400 Locust Street, Suite 265, Des Moines, IA, 50309
515-699-3455, www.seedesmoines.com

Gre-Co Services

PO Box 245, Teynor, IA 51575
888-764-1570, www.grecoman.com

Green RU LLC

PO Box 1330, Des Moines, IA, 50305
515-325-6133, www.greenru.org

Grinnell Mutual Reinsurance

4215 Hwy 146 S, Grinnell, IA, 50112
641-269-8616, www.grinnellmutual.com

Heartland Payment Systems

755 Southeast 55th Street, Pleasant Hill, IA, 50327,
515-250-4618, www.heartlandpaymentsystems.com

Hockenbergs Equipment and Supply Co., Inc.

6000 Aurora Avenue, Urbandale, IA, 50322
515-282-0033, www.hockenbergs.com

Hoodz of Central IA

4927 68th, Urbandale, IA, 50322
515-278-1149, www.centralIA.hoodz.us.com

Hoodz of Eastern IA

4927 68th, Urbandale, IA, 50322
515-278-1149, www.centralIA.hoodz.us.com

HTML Marketing

215 80th Street #105, West Des Moines, IA, 50266,
515-570-3290, www.htmlmarketing.com

Humitech of Iowa

PO Box 1027, Waukeg, IA, 50263
515-314-6990, www.humitechofiowa.com

Hussman Corp

4360 112th Street, Urbandale, IA, 50322
515-262-8221, www.hussman.com

Hy-Vee Inc.

5820 Westown Parkway, West Des Moines, IA 50266, 515-
267-8200, www.hy-vee.com

I-80 Liquor

2411 S 24th St., Suite 1, Council Bluffs, IA 51501
712-323-1807, www.i80liquor.com

Illinois Casualty Company

PO Box 5018, Rock Island, IL, 51204
800-445-3726, www.ilcasco.com

Insurance Station

116 Second Street Southeast, Altoona, IA, 50009
515-967-0489, www.insurancestation.com

Iowa Beef Industry Council

PO Box 451, Ames, IA, 50010
515-296-2305, www.iabeef.org,

Iowa Brewing Company

708 3rd St. SE, Cedar Rapids, IA 52401
720-233-8117

IA Des Moines Supply Inc.

1680 Guthrie Avenue, Des Moines, IA, 50316
515-263-1200, www.IAdesmoinesupply.com

IA Fire Control LLC

3014 5th Ave S Ste B, Ft Dodge, IA, 50501
515-576-4440, www.IAfirecontrol.com

Iowa Pork Producers Association

PO Box 71009, Clive, IA, 50325
515-225-7675, www.IApork.org

J & D Computers

312 E 1st Street, Grimes, IA, 50111
515-986-9424, www.janddcomputers.com

Johnson Brothers Liquor Co of IA

2515 Dean Avenue, Des Moines, IA, 50317
515-262-1199, www.johnsonbrothers.com

Key Impact Sales & Services

8187 University Ave., Clive, IA 50325,
1-800-955-0600, www.kisales.com

Kreamer Law Firm, P.C.

6600 Westown Parkway, West Des Moines, IA, 50266
515-727-0900, www.kreamerlaw.com

Liberty Fruit Company Inc.

1247 Argentine Blvd., Kansas City, MO, 66105
800-445-4782, www.libertyfruit.com

LMC Insurance

4200 University Ave., Suite 200, West Des Moines, IA 50266
515-237-0153, www.lmcins.com

Loffredo Fresh Produce Co., Inc.

4001 SW 63rd Street, Des Moines, IA 5-321
515-285-3367, www.loffredo.com

Ludovissy & Associates

787 West Locust Street, Dubuque, IA, 52001
563-556-6661, www.ludovissyandassociates.com

Luxco Spirited Brands/ Southern Wine & Spirits

3100 SE Grimes Blvd., Ste 110, Grimes, IA
515-274-0103, www.luxco.com

Mahoney Environmental

1819 Moen Avenue, Joliet, IL, 60436
800-892-9392, www.mahoneyenvironmental.com

Main Street manning

307 Main St., Manning, IA 51455
712-655-6246, www.manningia.com

Marriott International

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www.marriott.com/careers

Martin Brothers Distributing Co., Inc.

6623 Chancellor Drive, Cedar Falls, IA, 50613
319-266-1775, www.martinsnet.com

McCormack Distributing Co.

PO Box 807, LeMars, IA, 51031
712-546-5133, www.mccormickdistributing.com

McDonald's USA, LLC / Central Division

4320 Winfield Rd. Suite 400, Warrenville, IL 60555

MidAmerican Energy Company

666 Grand, Des Moines, IA, 50322
515-252-6762, www.midamericanenergy.com

Midstates Marketing

4489 2nd Avebye Ste 9, Des Moines, IA, 50313
515-252-6762, midstates-marketing.com

Midwest Heritage Insurance Services

3580 EP True Pkwy, Suite 100, West Des Moines, IA 50265
515-343-5892, www.mwhbank.com

Midwest Renewable Biofuels, Inc.

13293 S 88th Ave W, Prairie City, IA 50228
515-994-2648, www.mrbfuels.com

Mississippi River Distilling Co.

303 N Cody Road, Le Claire, IA
563-484-4342, www.mrdistilling.com

Nelson Brothers Agency

940 Lincoln Road, Bettendorf, IA 52722
309-762-4173, www.nelsonbrothersagency.com

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10117 Princess Palm, Suite 575, Tampa, FL 33610
813-627-6762, www.nrn.com

Office Depot

3910 University, West Des Moines, IA 50266
515-289-6376, www.officedepot.com

Paper Roll Products

245 Marie Ave. East #170, W. St. Paul, MN 55118
www.paperrollproducts.com

Pepsi Beverages Company

3825 106th Street, Des Moines, IA, 50322
800-950-1332, www.pepsiamericas.com,

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400 6th Avenue Southeast,
Cedar Rapids, IA, 52401
800-373-9135, www.pepsiamericas.com

Performance Food Group

8001 TPC Road, Rock Island, IL 61204
800-747-1234, www.ptfg.com

Premier Linen & Drycleaning, Inc.

461 West 9th Street, Dubuque, IA, 52004
800-583-9123, www.premierlinen.com

Pro Team Insurance

349 Public Square, Greenfield, IA 50849
641-743-6665, www.proteaminsurance.com

QA Graphics

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Ankeny, IA, 50023, 515-695-3403, www.qagraphics.com

RAI Services Company

PO Box 464, Winston-Salem, NC, 27102
336-741-0266, www.reynoldsamericana.com

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319-447-3563, www.rapidswholesale.com

Relish/Big Green Umbrella

414 61st Street, Des Moines, IA 50312
515-953-4822, www.dmcityview.com

Reinhart FoodService

4100 44th Avenue Southwest, Cedar Rapids, IA, 52404
319-396-1300, www.reinhartfoodservice.com

Rockstar Satellite

2217 E University Ave., Des Moines, IA 50317
www.rockstarsatellite.com

Safe Step of Iowa

PO Box 57536, Pleasant Hill, IA 50327
515-266-0411, www.safestepofiowa.com

Sanimax USA Inc.

605 Bassett Street, DeForest, IL, 53532
800-765-6453, www.sanimax.com

Sazerac Co.

3401 South Woods Dr., Des Moines, IA 50321
515-202-1661, www.sazerac.com

Schwarm Law Firm

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641-592-1031

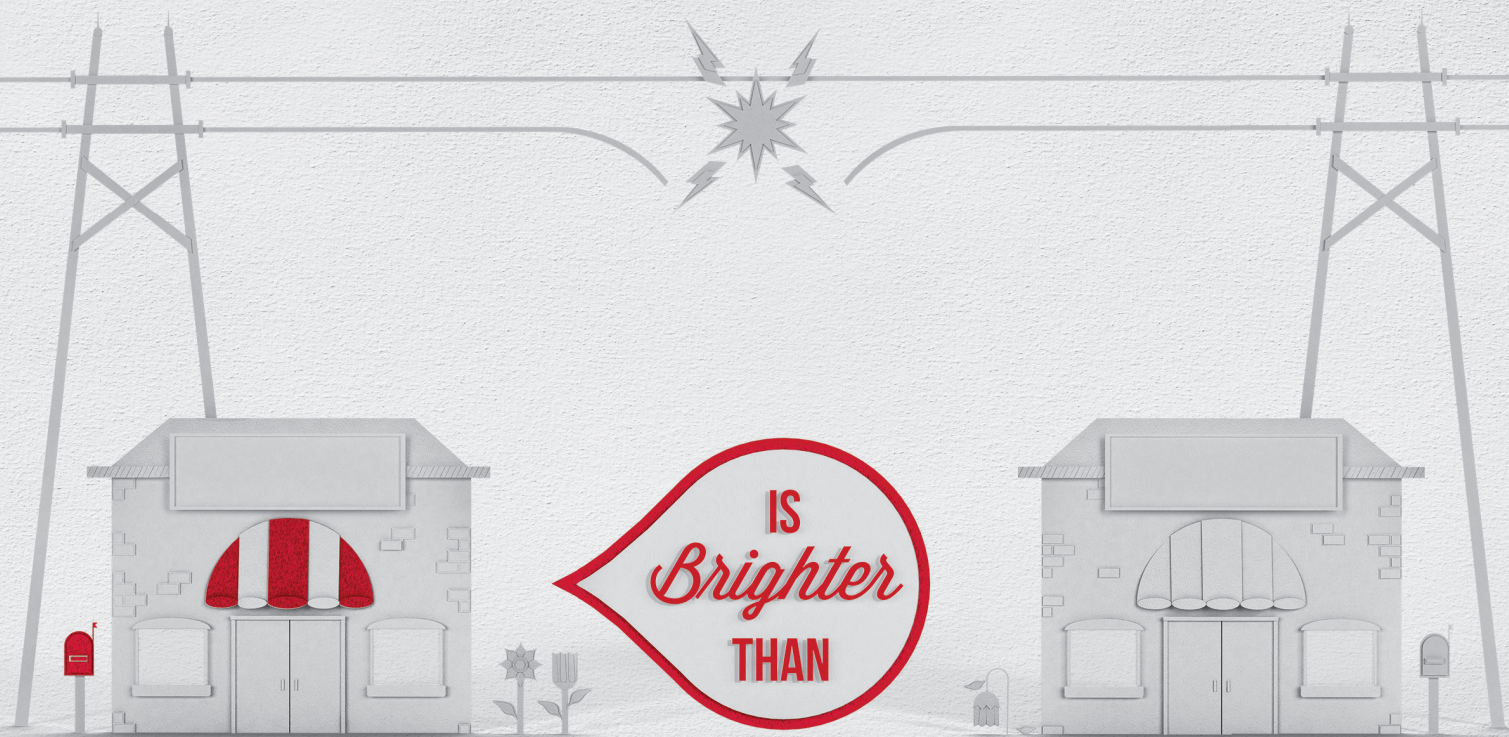
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