



Food & Beverage Iowa Business

Quarterly

Restaurateurs of the Year

Chef Rene Orduna and Rob Gilmer
Owners/Operators
Dixie Quicks
Council Bluffs



Celebrating Iowa's Restaurant Industry
Award Winners



Inside Read About Iowa's Restaurant Industry Award Winners



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Congratulations

Chef Rene Orduna & Rob Gilmer
Dixie Quicks
Restaurateurs of the Year



Congratulations

Matt & Jill Johnson
Barley's Bar
Restaurant Neighbor Philanthropy Award





we listen.

Celebrate Iowa's Hospitality Industry

Jessica Dunker, President, CEO
Iowa Restaurant Association

Each year Iowa's hospitality industry sets aside time to celebrate our impact on the communities in which we operate, the patrons we serve, and the state in which we conduct business.

We also take this time to recognize the industry's top professionals with the Association's annual Operator, Chef, Employee, Emerging Leader, and Purveyor Partner of the Year awards, as well as our philanthropy and education honors. We are extremely excited to present five scholarships this year as well.

Party Time

We will be celebrating at our annual Celebrating Excellence Awards Program on October 6th in Des Moines. Join us and then stay for the after party – the Dine Iowa Grand Tasting Gala. You'll help select the people's choice winner from our statewide culinary competition and enjoy live music, desserts, wine and beer tastings, and a special signature drink from our 2016 State Mixology Competition Champion.

What better way to celebrate the hospitality industry than a statewide party? Visit our website www.restaurantiowa.com to RSVP. We'll see you there.

Jessica

Governor Proclaims October Iowa Restaurant Industry Month

Governor Terry Branstad recognized the hospitality industry's economic and cultural impact on the state by declaring October Iowa Restaurant Industry Month. In his proclamation he noted that hospitality is the state's second largest private sector employer, providing career and work opportunities for nearly 145,000 people and generating \$3.6 billion in sales annually.

"Once I got involved, I realized I'd been missing the boat as a bar owner—they'd had my back all along."



Bar Owners—Get on Board

Matt Johnson, IRA Board Chair
Barley's Bar & Grill

Like many Iowa restaurant owners, I started in the bar business.

It went well, I expanded my food offerings (and sales), hired more experienced back of the house staff, and before long my food sales equaled, and then surpassed, my liquor sales. By definition I became a "restaurateur."

It took that change in my business for me to join the Iowa Restaurant Association. Once I got involved, I realized I'd been missing the boat as a bar owner—they'd had my back all along.

That's even more true today—while the name only says "restaurant," the Association spends as much time working to protect bar owners. They petitioned the DIA to ease some of the food code requirements for bars without food, they are aggressively pursuing DRAM reform legislation, and they are pressing hard county-to-county to protect the tip wage for restaurants and bars across the state.

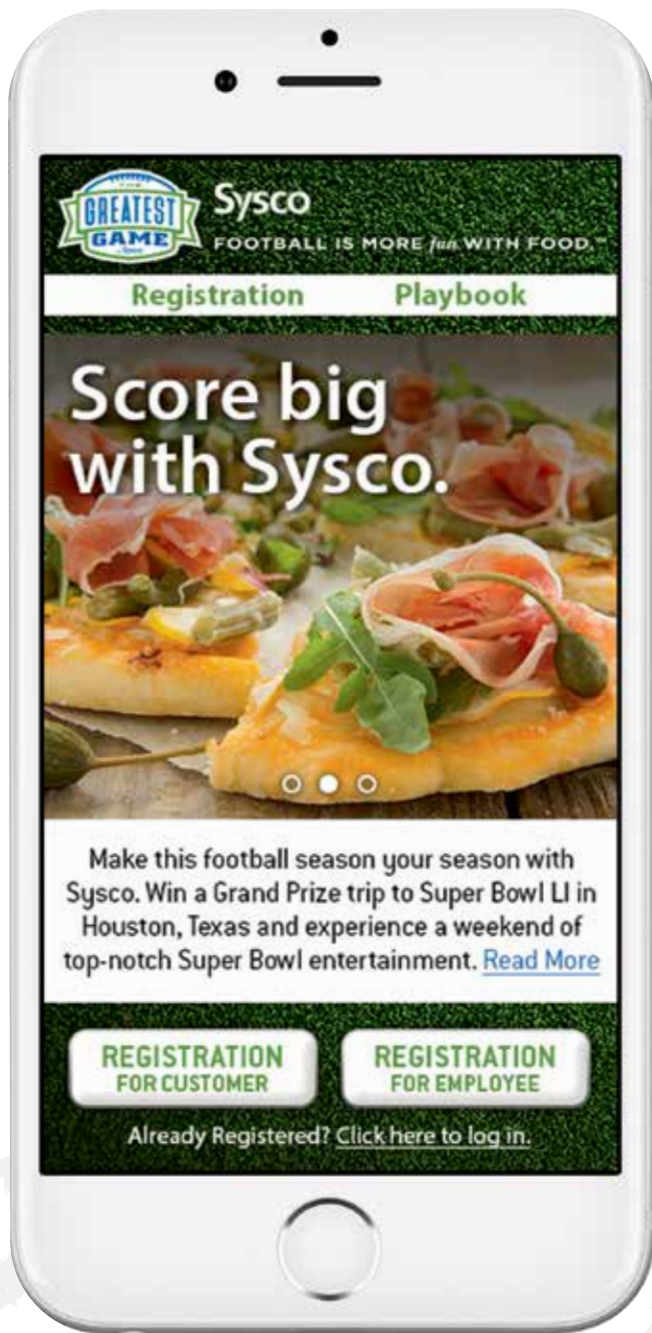
As a border business, I can tell you it is a great comfort to know someone in Des Moines is thinking beyond central Iowa—doing everything they can to knock down barriers for my business.

It is time to join us. We are stronger together and the Association team in Des Moines is the tip of the spear on a battlefield that requires you carry a big stick.

They helped me gain an appointment to the Governor's Task Force to Review Liquor Regulations. Yes operators! We have a seat and voice at the table thanks to our Association.

I welcome your feedback on the legislative and regulatory issues we face—particularly any feedback you have on liquor laws. Contact me at mattj@barleysbar.com and by all means—pony up the \$35 per month and become a member—your membership makes our voice louder.

Matt



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Purveyor Partner of the Year

Suzanne Spack, President, Sysco Iowa, Inc.

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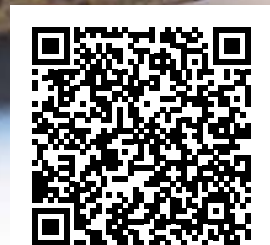
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Iowa Restaurateurs of the Year “Curate Food Memories”

FOR THE PAST FIVE YEARS, Rene Orduna and Rob Gilmer’s Dixie Quicks Restaurant has been part of a downtown renaissance in a budding entertainment district in Western Iowa—the 100 Block in Council Bluffs. They draw people from across the country with award-winning, locally-sourced cuisine, as well as a contemporary art gallery showcasing local, regional and national artists, and a funky little vintage thrift shop reminiscent of the time the two spent living and working in Manhattan.

Self-taught Chef Rene grew up helping in the kitchen of his family’s Mexican restaurant in Omaha. He later traveled the country working in restaurants in New Orleans, Atlanta, San Francisco and New York City. He met future husband, artist and photographer Rob Gilmer while working together in a New York nightclub. The DJ booth overlooking Dixie Quicks’ dining room, stocked with thousands of vinyl albums, pays homage to this time of their lives.

They traveled to Nebraska one summer to attend a wedding and liked it so much, they decided to stay. Rene helped with his family’s restaurant while Rob did freelance photography. Bit by the bug to own their own place, they debuted Dixie Quicks Luncheonette in the Old Market District of Omaha in 1995. “Dixie” was a tribute to the Southern-style menu and “Quicks” let diners know the meal would be out shortly. But once Dixie Quicks opened, it seemed no one ever wanted to leave. It soon became one of the hottest restaurant tables in town.

Their popularity was underscored by a visit from Guy Fieri in

2009, who featured Dixie Quicks on *Diners, Drive-Ins and Dives*. The program put them on the national map, drawing patrons from across the globe. That’s why their decision to move the business across the river to Council Bluffs just two years later seemed a risk to many, but made perfect sense to the 20+ year life partners.

“The day we were able to get married in Iowa, is the day we knew we would move our business,” says Rob.

They opened their operation in Council Bluffs on 11-1-11—just 10 days before the couple’s wedding date on 11-11-11. “We figured with two guys, we needed an easy anniversary date to remember,” jokes Rene.

The two live above the restaurant and remain the heart-and-soul of the operation. Chef Rene masterminds the ever-changing chalkboard menu with features such as “Cactus Egg Scramble” and Guy Fieri’s noted favorite “Chile Pepper Steak.”

Rob handles the front-of-the-house, as well as the art gallery and thrift shop.

“Food is an ambassador for getting to know and remember people and places,” reflects Chef Rene. “We want to be the curators of those food memories.”

There’s no doubt that the two are doing just that for thousands of culinary memory seekers each and every day.



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Purveyor Partner of the Year

Suzanne Spack, President, Sysco Iowa, Inc.

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You Cannot Serve Customers From Behind a Desk

SUZANNE SPACK KNEW SHE BELONGED in the food industry from the time she was 12 years old. Whether she was helping whip up special dinners or exploring international dishes in Chicago restaurants with her family, Suzanne's fascination for the process and flavors behind creating innovative cuisine quickly became her passion.

She and her high school sweetheart, now husband, Derrick both attended the University of Wyoming. She jokes her cooking is what gave him a competitive advantage when playing defensive lineman on the football team.

From U of W, Suzanne headed to Kendall College to train as a chef. Upon graduation, she was snatched up by Mary's Market Café & Bakery in Rockford, Illinois where she served as Executive Chef. She moved on to a private club and then Sysco came recruiting.

Spack joined Sysco Chicago in 1996 and advanced quickly through key sales, marketing, management, and executive roles in the Chicago, Detroit and Wisconsin operations. She was named President of Sysco Iowa in 2012.

Spack is the first woman to lead Sysco Iowa and one of six to lead one of the company's 70 divisions. She is working to help change that balance by serving on the company's diversity, ethics, brand and President's advisory councils. She is also integrally involved in the Women's Foodservice Forum and has been part of the inaugural efforts to spearhead a collaborative women's restaurant initiative between the Iowa Restaurant Association and Iowa Department of Economic Development.

Suzanne's trademark is her commitment to "being present" in all aspects of the operation. She spends two or three days in the field each week and knows all of the Sysco employees—from the field to the warehouse—by name. There are few restaurateurs in Iowa who have not seen her in their establishments.

"You don't satisfy customers at your desk," says Suzanne. "You have to be present."

Suzanne has also been highly involved in the sports and academic activities of her children. Britney is now a pre-med student at the University of Iowa and Logan is a middle school student in Ankeny. Both followed in their parents footsteps of accomplished athletes and cuisine lovers.

Suzanne's commitment to "being present" is part of what her team most respects about her. "Suzanne Spack exemplifies the spirit of leadership throughout the food industry," says one longtime Sysco employee Ryan Elsen of Suzanne. "She is a 20+ year servant to our customers, as well as a mentor, a coach, and leader to so many. Her vision of 'Being Our Customer's Most Trusted and Valued Business Partner' echoes through our halls on a daily basis."

Suzanne Spack may not be cooking in a restaurant for a living, but she daily has a tremendous impact on Iowa's restaurant industry and its ability to delight patrons across the state.

Courtney Oberender | 2016 Iowa Restaurant Association
Gateway Market and Café | **Chef of the Year**



Young Chef's Work Ethic Influences Team

WHEN ASKED TO CLOSE THEIR EYES and imagine an executive chef, few people would immediately conjure up the idea of a 26-year-old woman donning a white coat and chopping produce, but peek into the kitchen of Gateway Market and Café in Des Moines and that's exactly what you'll find—Courtney Oberender leading a team of 30 professionals.

Courtney never doubted that she'd have a successful culinary career. Some of her earliest memories are of watching Julia Child on IPTV, and mimicking the TV cook in her grandmother's kitchen. When she was just 14 years old, family friend and lifelong mentor Sondra Funaro took Courtney under her wing in the kitchen of Funaro's Deli and Bakery in Indianola.

"Sondra taught me everything she knew," reminisced Courtney of her late mentor. "Aside from my family, she was my biggest supporter and encouraged me to work hard, pursue higher

education and chase bigger goals."

And that's just what Courtney did. At 17 years old she moved to Minnesota where she enrolled in Le Cordon Bleu College of Culinary Arts and landed the job of Sous Chef at Oak Marsh Golf Course. After four years away from home she knew Iowa was calling her back, and in 2012 she accepted a Sous Chef position at Gateway Market and Café in Des Moines. In just two years she was named Head Chef and now oversees the Gateway team.

"My personal philosophy has always been 'hard work pays off,'" shared Courtney. "I like to lead by example. If I keep my nose to the grind and display a positive attitude it rubs off on my colleagues." One look at this young chef's success proves her approach has paid off.

Courtney's persistent drive to pursue excellence makes her the obvious choice for the 2016 Iowa Restaurant Association Chef of the Year.

Matt Johnson | 2016 Iowa Restaurant Association
Barley's Bar & Grill | **Restaurant Neighbor Philanthropy Award**



Need a Problem Solver? Call a Restaurateur

MATT JOHNSON OWNER/ OPERATOR OF Barley's Bar & Grill in Council Bluffs credits much of his restaurant's popularity to wife Jill's and his commitment to the community. "We've tried to build a business around a philosophy of philanthropy," shares Matt.

The Council Bluffs native appears to be succeeding on both fronts. The couples successful restaurant and bar just celebrated its 15th year. In that same time frame, Matt has served as president of Bluffs Downtown, a group which coordinates destination entertainment events like street dances and fun runs, as well as a weekly farmer's market. He also chairs the Council Bluffs Historic Preservation Commission, which promotes and protects historic districts, landmarks and sites within the city.

His volunteer leadership stretches to Iowa Western Community College where Matt is extremely active with the foundation and was honored last year as the school's "Outstanding Alumni."

Matt has also been a visible advocate for Iowa's restaurant and bar community, serving as chair of the Iowa Restaurant Association Board and bringing a strong voice to issues facing border communities to both state and federal law makers.

Matt has worked tirelessly to help dozens of non-profit groups make their events more successful. "I always laugh and say if you have a problem you need solved, find people who solve problems—in my mind that's the definition of a restaurateur," jokes Matt.

The thousands of dollars Matt has helped raise for local non-profits ranging from the Boys and Girls Club to local student athletic programs, coupled with the thousands of hours of time he's given to help his community and industry, made Matt Johnson an obvious choice for this year's Iowa Restaurant Neighbor Philanthropy Award.



A Hospitality Leader with a Thirst for a Challenge

TAKE ONE STEP INSIDE Gilroy's Kitchen + Pub + Patio in West Des Moines and nine times out of ten you'll be greeted by the boisterous personality of Managing Partner Carl Wertzberger. At just 35 years old, Carl has proven himself an up-and-coming force to be reckoned with among Iowa's hospitality industry leaders.

His debut as a busser at a Village Inn 20 years ago was the catalyst to a now booming career. While pursuing his Bachelor's Degree in Hotel, Restaurant and Institution Management at Iowa State University, Carl took serving positions at local Ames restaurants, but knew his future was in Des Moines' fertile hospitality market.

While a Junior in college, he accepted a serving position at Court Avenue Restaurant & Brewing Company (CABCo.) in downtown Des Moines and quickly worked his way up to a management position. With rapid success in the restaurant side of the industry, Carl was ready for a new challenge.

"I wanted to explore the hotel aspect as well," said Carl. He moved into hotel hospitality operations but quickly realized his passion was with restaurants. "I'm a personable guy. I missed the everyday interactions with my patrons and team. Ultimately it was the people who brought me back to CABCo."

By 2011 Carl had become the General Manager of CABCo., and four years later he was ready for more. Construction of Gilroy's began and Carl took on the new role of Managing Partner.

Opening and operating a new restaurant, managing a team of 40, and corralling soon-to-be four kids with wife Stacey still isn't enough of a challenge for Carl. He somehow finds time to volunteer on numerous local boards and committees as well as train for and compete in Ironman Triathlons. What's his secret to balancing work and life so young?

"I couldn't have the life I live without a huge support system," said Carl. "I'm fortunate to have an amazing wife that understands and balances out my needs. In addition, I have mentors who constantly encourage and challenge me to do the uncomfortable and what feels like impossible."

For his unquenchable thirst to learn, grow and better himself, his establishment and his community, the Iowa Restaurant Association is proud to award Carl Wertzberger with the first ever Emerging Hospitality Leader of the Year award.

Bobby Edminster | 2016 Iowa Restaurant Association
Hotel Julien Dubuque | **Employee of the Year**



40+ Year Employee Brightens the Day

IN SEPTEMBER 1976—some 40 years ago—an absolute ray of sunshine walked into the world of the Hotel Julien Dubuque team. That was the month Bobby Edminster became a dishwashing associate in the hotel's award-winning restaurant and banquet kitchen. He daily brightens the day of everyone he encounters—coworkers, guests and restaurant patrons—with an infectious smile and a firm handshake.

He is also a heck of a worker. "No matter what the dish room may look like after a heavy evening of banquets, Bobby diligently plunges in! He takes charge and makes sure those dirty dishes and soiled pots and pans disappear," boasts the Hotel's General Manager Dwight Hopfauf.

The satisfaction of seeing a clean kitchen at the end of a long night is one of Bobby's favorite parts of his job, but that isn't at the very top of the list of what motivates him to come to work each day. "I love the people I work with," says Bobby.

The feeling is mutual. Bobby is a beloved team member by all. In fact, over the years, customers and coworkers alike have nominated Bobby for "Associate of the Month" hundreds of times. "He is always willing to cover for an ill coworker or help with whatever task needs to be done in the kitchen," shares Bobby's team members. "Every business needs someone like Bobby. He makes everyone's day better."

Bobby plays every Tuesday on the Hotel Julien Dubuque's bowling team, but his true sports love is following the Chicago Cubs. He is a "true believer" and is quick to tell you that he thinks this is the year they will take it all!

Bobby hopes to work at least 10 more years in his job saying, "I'd like to make it to my 50 year employee anniversary." That ever-optimistic spirit is a huge part of what makes Bobby so special and a wonderful choice to represent Iowa's restaurant industry as 2016 "Employee of the Year."

Chris Hagenow | 2016 Iowa Restaurant Association
Iowa House Majority Leader | **Legislator of the Year**



Hospitality Industry Opens Doors of Entrepreneurship

IOWA HOUSE MAJORITY LEADER Chris Hagenow says restaurants are likely the "best example of entrepreneurship in our economy" today. Throughout his 8 years in the Iowa House, he's done much to help facilitate their growth. Hagenow has been a strong voice for tax reform and limited government and is also a vocal proponent of "evening the playing field" with strengthened pre-emption language on wage and other employment issues.

The restaurant industry holds a special place in the heart of this Cedar Falls native. His father and uncle both made their livelihoods in the hospitality industry. His father ran several restaurants before landing on a long career with Iowa-based food purveyor Martin Brothers Distributing. His uncle still owns and operates the O.P. in Clear Lake. "I know firsthand how hard people in the restaurant industry work and how thin the profit margins are," says Hagenow. "That's why I believe the best thing government

can do to ensure they thrive is to step aside and let the small business people run their businesses."

A sixth-generation Iowan, Hagenow attended UNI and then earned his JD from the University of Iowa College of Law. Chris and wife Amanda, a dietician for Hy-Vee, live in Windsor Heights and spend most of their waking hours keeping up with their children, Owen age 8, Noah age 6 and Sophia age 3.

Even with their busy lives, Hagenow makes public service a priority. "What happens at the state level has a direct impact on my community," says Hagenow. "Serving in the legislature makes it possible for me to work for my family, my neighbors and the entire state."

That commitment to the people and business community of Iowa made Majority Leader Chris Hagenow an obvious choice for 2016 Iowa Restaurant Association Legislator of the Year.

Lisa Breyfogle | 2016 Iowa ProStart®
Cherokee Washington High School | Educator of Excellence

Teaching Culinary Skills with a Side of Life Lessons

CHEROKEE WASHINGTON HIGH SCHOOL ProStart Educator Lisa Breyfogle exemplifies what it means to be a ProStart Educator of Excellence. While teaching seven high school and middle school Family and Consumer Sciences classes and acting as treasurer for the Iowa FCS Educators organization, the 30+ year teaching veteran finds time to pour more than just lesson plans into her students.

Lisa's coaching helped her ProStart team win the Management portion of the 2015 Iowa ProStart Invitational and place higher than any other Iowa team in ProStart history at the National event in Anaheim, CA. She's quick to share that she values her students' achievements above all else.

"One of my proudest moments as a teacher is watching as things finally 'click' for my students," says Lisa. "I beam when they apply what they've

learned and realize that they can not only cook, but truly create five-star meals – I know that these are transferrable skills they'll be using the rest of their lives."

Not confined by the four walls of her classroom, Lisa's life skill lessons are as appreciated by her former students in college and careers, as well as her current class.

"Mrs. Breyfogle was more than an educator," shared former ProStart student Kortney Johnson. "My classmates and I learned life lessons from her about friendship, dedication, and patience which are priceless."

Lisa's complete commitment to her students and for building the next generation of Iowa's hospitality industry leaders are what make her the 2016 Iowa and National ProStart Educator of Excellence.



Valeria Gonzalez | 2016 Iowa ProStart®
North Iowa Area Community College | Mentor of the Year

Guidance Goes Far Beyond the Kitchen

IN THE SHORT THREE years that Hampton-Dumont High School has participated in the Iowa ProStart Program, chef mentor Valeria Gonzalez has been there every step of the way—providing assistance in not only technical skills, but transferable skills for any profession.

The professionally trained Chef has a Bachelor's degree in Spanish and a successful culinary career at popular restaurants and bakeries across the country including Il Fornaio in Portland, Oregon. However, her heart always remained with family in her hometown of Hampton, Iowa—and she knew she was being called back home.

She accepted a Bilingual Enrollment Advisor position at North Iowa Area Community College in her hometown of Hampton, and it wasn't long before HDHS ProStart Educator Jane Hoegh came knocking on her door. "Every time I came home for a long weekend, Jane would ask if I'd give a demonstration to her ProStart class," said Val. "Building that relationship and becoming a mentor was a completely natural progression."

Her mentorship has not gone unnoticed. In their first year of competition, Hampton-Dumont High School received 3rd place in the culinary portion of the Iowa ProStart Invitational.

"Val challenges my students to think outside of the box and try new things even beyond the classroom," said Hoegh. "She encouraged them to grow their own garnishes and even shows them how to apply for financial aid and scholarships."

In addition to the countless hours she pours into ProStart students, Val balances a full-time job, a young family, and volunteers with numerous outreach programs including "Al Exito," a program which helps first-generation Latino college students succeed in post-secondary education. For her passion to help others succeed and her long-term dedication to the ProStart Program, the Iowa Restaurant Association Education Foundation is honored to award Valeria Gonzalez the 2016 Mentor of the Year award.



Cedar Rapids Bartender is Iowa's Top Mixologist!



One of Josh O'Connell's winning drinks, The Smokin Haute Fall Fashion, featured 1792 bourbon brewed and infused in a kettle which dramatically poured steam onto the table.

This summer, ten innovative mixologists from across the state were invited to Des Moines to compete in the IRA's Top Mixologist all-star competition. Cedar Rapids mixologist Josh O'Connell from Black Sheep Social Club was named this year's champion. His unique twist on classic cocktails gave him the edge over his competitors as he poured his way to the winner's circle at the championship event on September 8th at Vivian's Diner & Drinks in Des Moines.

Last year's People's Choice winner, CJ Ryherd from Django in Des Moines, impressed the crowd again to win the coveted award for the second year in a row. He also wowed the judges and placed second overall. Competing mixologists created three competition drinks for a panel of three judges including the 2015 State Mixology Champion Chris Martin, Gail Cudworth from 92.5 KJJY and event sponsor Jeremy Thompson from Sazerac Co.

Mixology Championships



Splash Seafood Bar & Grill's bartender Rex Schulze's dessert-style cocktail the Tuaca Totally Creamed was an absolute crowd-pleaser.



Anna McDermott from Bistro Montage in Des Moines charmed the judges with beautifully garnished drinks and a smile to brighten the room.



Abbey Maas from The Stuffed Olive in Des Moines put a twist on an Old Fashioned using brown sugar vanilla simple syrup and molasses chocolate bitters.



Cat Wood from The Machine Shed in Urbandale created a Tijuana Heat Po Boy Margarita that will leave you dreaming of a beach vacation.



2015 Iowa's Top Mixologist Chris Martin, Sazerac Company Iowa Field Sales Manager Jeremy Thompson, and 92.5 KJJY Radio's Gail Cudworth were tasked to judge some of the best cocktails in the state and select a winner - no easy feat!



Joy Buehler from the Clinton St. Social Club in Iowa City shook up the competition with a sweet and spicy cocktail using fresh golden berries and thai chiles.



Jet Evangelista from Popoli Ristorante & Sullivan's Bar in Cedar Rapids uniquely garnished the bottom of his wine glasses.



Joel Kane from Bata's Restaurant in Cedar Rapids created a fiery Wacka Tuaca Flame cocktail featuring Tuaca with a Yuzu-mango habanero puree.



Tim Nelson from Firehouse Bar in Sioux City's beautifully garnished Jamango Me Margarita perfectly blended the sweetness of mangos with the heat of jalapeños.

Des Moines Mixologist Wins People's Choice 2nd Year In a Row



People's Choice Winning Drink

Drinks were judged on taste, appearance and creativity with bonus points for personality and overall flare. In addition to the professionally judged competition, the 10 competitors created sample sized portions of two of their competition drinks for the nearly 150 attendees at the People's Choice event. CJ Ryherd of Django in Des Moines impressed the public with his sweet and spicy "Ultra Birit" cocktail to win the People's Choice award for the 2nd year in a row.

Ultra Birit

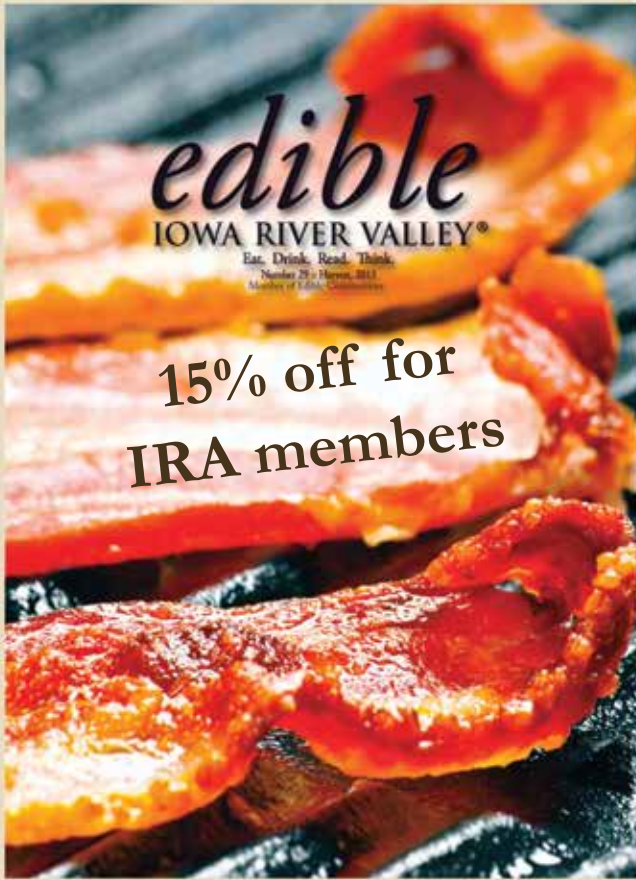
- 2 oz Cane Run Rum
- .75 oz Cointreau
- .75 oz Lime Juice

A heaping teaspoon of house made red pepper jam

- 1 dash of George's Aromatic Bitters

Splash of Surly's Todd of the Azeman





tan·gi·ble

adjective

1. discernible by the touch; material or substantial.
2. real or actual, rather than imaginary.

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Two Questions Every Hospitality Operator Should Ask Candidates

Election season is upon us and as always, the Iowa Restaurant Association is vetting Iowa legislative candidates to determine where they stand on our two top legislative priorities for the coming year. If you have the opportunity to meet with candidates in person or are willing to send an e-mail, ask where they stand on two key issues that the Association will be working on this coming session.

IRA Political Action Committee

The Iowa Restaurant Association Political Action Committee contributes to state legislative candidates that support hospitality industry friendly policies. Funds are allocated to candidates in both parties that the group feels will best represent our industry's interests. Individuals may give any size contribution to a PAC. Businesses cannot contribute to a PAC.

No donation is too small to assist in the IRA's efforts to support candidates who represent the interests of the hospitality industry. Donate at www.restaurantiowa.com.

**Election Day is
Tuesday, November 8th!**
Get Out and Vote!



1 Who Should Set Minimum Wage—State or Local Government?

Currently there are at least five Iowa counties that have or are considering setting their own minimum wage. These include Johnson, Polk, Linn, Lee and Wapello.

Iowa Restaurant Association Position:

The Iowa Restaurant Association wants legislators to strengthen language saying minimum wage is set by the state, not by counties or municipalities. A study commissioned by the Association found that 60% of Iowans agree.

Important Note: The Association is conceptually open to an increase in the state's minimum wage, **however** we would like to ensure the tip wage stays \$4.35. If a state wage increase is adopted, the Association is asking the tip wage not change and that the new minimum be introduced in graduated increases to allow businesses to plan. Finally, the Association is open to the idea of a Youth Wage for positions where hours and duties must be limited for minors.

2 Do You Support Caps on Liquor Liability Insurance?

Today, there are no caps on liquor liability insurance, as a result insurance companies have no way to determine their own level of risk when providing DRAM coverage to Iowa operators. This has led to many of the top rated companies leaving the state—severely limiting carrier and coverage options for operators who serve alcohol. For some categories of operators, specifically bars with dance floors and no food, the cost of insurance is exorbitant to the point of business ending. For operators of all types who serve alcohol in establishments on borders, this is a tremendous competitive disadvantage across state lines and has inadvertently created an incentive trail back to Iowa establishments when reparations are sought in alcohol-related law suits.

Iowa Restaurant Association Position:

The Iowa Restaurant Association is seeking the creation of caps on the level of liability bore by an establishment in alcohol related incidents. Additionally, the IRA is seeking some definitional changes including changing current law that says "any person" may pursue damages to "any innocent third-party" may seek damages. We are also seeking to change the language of "known or should have known" a person would become intoxicated as the standard for determining liability to "served a visibly intoxicated person." The changes are short of the repeal the Association had hoped for, but could do much to help alleviate insurance rates and protect businesses.

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Culinary and Hospitality Mentors In High Demand

The school year is underway and ProStart® classes across the state have already begun preparing for the 2017 Iowa ProStart Invitational, but many classrooms are missing a key component—YOU! Culinary and hospitality management mentors are in high demand this school year. With 26 Iowa schools participating in the ProStart program, there's sure to be a school near you in need of a mentor. Mentorship is one of the easiest, most flexible and most fun ways to give back to the hospitality industry. Contact May Schaben today and get started in a ProStart classroom near you, mschaben@restaurantiowa.com or 515-419-1863.



Make a Difference in the Future of Your Industry



Tax Deductions

Make a 100% tax deductible donation to the Iowa Restaurant Association Education Foundation.

Send your donation check to the Iowa Restaurant Association Education Foundation: 1501 42nd St. Suite 294, West Des Moines, IA 50266.



Named Scholarships

Honor a family member, mentor, business leader, educator, or hospitality business person by sponsoring a \$1,000 Named Scholarship in their name. These scholarships are also made possible through the National Restaurant Association Educational Foundation Matching Scholarship Program.

Contact May Schaben to participate: mschaben@restaurantiowa.com or 515-419-1863



25% Tax Credits

You can donate and receive tax credits through the IRAEF Endow Iowa Fund. Your donations to the Community Foundation of Greater Des Moines can be earmarked for the IRAEF. Through endow Iowa, you can both tax deduct your contribution AND receive 25% tax credits through the state!

Click on the "Give Now" tab when visiting www.desmoinesfoundation.org. Search Fund Type: "Seed Funds"; Fund Name: "Iowa Restaurant Association Education Foundation Endow Iowa Fund", then complete the form on the webpage.

CONGRATULATIONS

2016 Scholarship Recipients

The Iowa Restaurant Association Education Foundation's Named Scholarship Program awards scholarships to current and former Iowa students pursuing higher education toward a future career path in culinary arts, hospitality management, or other foodservice related fields. Iowa restaurant industry professionals provided donations to support the program, and in return a \$1,000 scholarship was named in honor or memory of them, a family member, mentor, business leader, or hospitality business.

Kaleb Creighton Crum
Iowa Culinary Institute, Ankeny, IA

Troy Gipple
Iowa State University, Ames, IA

Jessica Havel
Iowa State University, Ames, IA

Jayci Morrison
Utah Valley University, Orem, UT

Emma Petri
Iowa State University, Ames, IA



Upcoming Educational Opportunities for Iowa Students and Educators!

(See the Events calendar on page 22 for details)

- NRA & IRA Chairman's Breakfast
- Hospitality Industry Career Exploration Day - Connecting Employers with Students/Job Candidates
- Soy Oil Educational Seminar
- ServSafe Classes held across the state every week

CONGRATULATIONS!

Chef Rene Orduna & Rob Gilmer

Dixie Quicks
2016 Restaurateurs of the Year

Matt & Jill Johnson

Barley's Bar
2016 Restaurant Neighbor Philanthropy Award




Gateway Market
GOOD FOOD
congratulates

Head Chef
COURTNEY OBERENDER

2016 IOWA CHEF OF THE YEAR

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upcoming events



Hy-Vee Chef Wins State Fair Soy Salad Dressing Competition



The Iowa Restaurant Association and The Soyfoods Council partnered to sponsor the 4th Annual Soy Salad Dressing Competition at the Iowa State Fair. The event took place Monday, August 15 at the Agriculture Building. Chefs were tasked to make salad dressing recipes using Mori-Nu soft silken tofu as the base. Chef Alex Strauss from Hy-Vee in West Des Moines was the winner with a sweet and spicy Creamy Mango Habanero dressing. Other competitors included Hassan Atarmal from Fresh Mediterranean Express in Waukee, Kerri Rush from Fresh Café & Market in Clive, and Patrick Cashman from Guru BBQ in Des Moines.

IOWA RESTAURANT ASSOCIATION
CHAIRMAN'S BREAKFAST



NRA & IRA Chairman's Breakfast

Friday, October 7

Iowa Culinary Institute – DMACC Campus
Ankeny, IA | 8:00 a.m.

Discuss top hospitality industry issues with the National Restaurant Association's leadership

Hospitality Industry Career Exploration Day

Connecting Employers with Students/Job Candidates

Friday, October 7

Iowa Culinary Institute – DMACC Campus
Ankeny, IA | 10:00 a.m. - 2:00 p.m.

Hospitality professionals from multiple different sectors of the industry are looking to connect with job candidates and willing to share what they're looking for in potential employees.



2nd Annual Eastern Iowa Culinary Affair

Sunday, October 23

The Hotel at Kirkwood Center, Cedar Rapids
\$99 per person

This seven-course gourmet wine dinner is prepared by seven of Eastern Iowa's top chefs. A portion of the proceeds benefit ProStart, a statewide high school culinary and restaurant management education program. Purchase tickets online now at www.restaurantiowa.com



Fall PAC Fundraiser

Thursday, October 27

5:00 – 7:00 PM

At the home of IRA Board Director

Scott and Kristin Carlson

513 37th St., Des Moines, IA 50312

Please RSVP to the Stacy Kluesner:
skluesner@restaurantiowa.com or 515-276-1454



Soy Oil Educational Seminar

Monday, November 7

1:00 p.m.

Riverside Casino & Golf Resort

The Iowa Restaurant Association and The Soyfoods Council are partnering to provide an educational seminar on the health benefits of soy oil and its integration into everyday use. This seminar is available for high school and college students and educators.



2017 Legislative Day

January 24, 2017

State Capitol Building, Des Moines

Join the Iowa Restaurant Association Leadership under the gold dome to discuss top industry concerns with your legislators. Visit www.restaurantiowa.com for date and more information.

Food & Beverage Iowa Business Quarterly



2017 Iowa ProStart Invitational

Tuesday, February 28, 2017

Iowa Events Center, Des Moines

Open to the Public!

See the future of the Iowa restaurant industry at work as high school students showcase their skills in culinary and restaurant management competitions.



Upcoming ServSafe Classes

October 13, 17 & 25

November 1, 7, 16 & 21

December 1, 6, 15 & 19

ServSafe Classes are also held weekly across the state via the ISU Extension & Outreach offices. Visit the "Training" tab at www.restaurantiowa.com for a full calendar of classes.



New Spanish Language ServSafe Classes Available

Monday, Wednesday & Friday

October 31, November 2 & 4

December 12, 14 & 16

Monday & Wednesday

Class: 8:00-11:00 a.m.

Friday

Class 8:00 – 11:00 a.m.

Exam: 11:00 a.m. – 1:00 p.m.

Due to increased demand and the diversity of Iowa's hospitality industry, the Iowa Restaurant Association now offers multi-day morning Spanish ServSafe courses and exams. Multi-day format helps English as second language speakers with the coursework and testing required for certification.



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