



Food & Beverage Iowa Business

Quarterly

Welcome! The Vital Role of Immigrants in Iowa's Restaurant Industry



Inside: Legislative Win = Uniform Minimum Wage in All Iowa Counties



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Food & Beverage Iowa Business Quarterly

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

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we listen.

Association Supports ABD Reform Efforts, But Promotes Own DRAM Solution

Jessica Dunker, President, CEO
Iowa Restaurant Association

Many states have recently been reforming their alcohol regulations to adapt to an industry that has changed dramatically since the repeal of prohibition in 1933. In Iowa, restaurant and tavern owners often complain our state laws have not kept pace with rapid changes in the market.

We are encouraged that the state is now taking a serious stab at reviewing many of these outdated alcohol laws. Recently a group assembled by the Iowa Alcoholic Beverages Division (ABD) and Iowa Economic Development Authority began reviewing alcohol regulations. The group included representatives from manufacturing, wholesaling and retailing (including our own Immediate Past Board Chair Matt Johnson of Barley's Bar in Council Bluffs).

After eight meetings, the group made several recommendations which were presented in a bill and passed by the legislature. Included were: allowing native distilleries to sell their products by the glass and also sell more of their products to visitors; combining "A" and "AA" beer manufacturing permits; and allowing breweries to serve wine by the glass. The bill also removed the requirement of brewpubs to route the beer they pour into growlers through a distributor.

While the Iowa Restaurant Association supports these recommendations, we also believe much more needs to be done. Later this year, a second group will assemble for more review. Part Two will examine ways to improve the licensing process and dram shop laws, as well as explore ways to create a better balance between local authorities and the State regarding licensing and the appeals process.

The Association will again be participating in the group. That being said, we are not waiting on the State to seek reform on dram. See the Association's strategy for dram reform in 2017 on page 11.

As always, we're interested in hearing your thoughts on dram reform and other legislative topics that impact your business. Please reach me anytime to discuss your business issues and how legislature is impacting you. That's why we're here! jdunker@restaurantiowa.com 515-276-1454.

Jessica

Meet the 2017 Board of Directors

At the November board meeting of the Iowa Restaurant Association Board of Directors, the 2017 officers and directors were elected. The IRA's volunteer Board of Directors consists of representatives from various segments within the industry and from across the state. The Board meets three times a year and serves as the Association's policy-making body. Any member in good standing may be elected to the Board of Directors.



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and Jethro's BBQ
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CHAIR**

Matt Johnson

*Barley's Bar
Council Bluffs, IA*

Interested in serving
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Contact Jessica Dunker, IRA president and
CEO for more information. 515-276-1454 or
jdunker@restaurantiowa.com.

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we support immigrants.



The Vital Role of Immigrants in Iowa's Restaurant Industry

In the current climate, the Iowa Restaurant Association Board of Directors felt it was important for our industry to formally express our unwavering support for our immigrant workforce. The following written message is available for restaurant owners and leaders to share with their employees via a video link. English and Spanish Language versions are available on the Iowa Restaurant Association YouTube Channel. Go to www.restaurantiowa.com to access.

Iowa Restaurant Association Statement on Immigration

In an environment where there are few simple solutions, Iowa's restaurant owners have come together to make a simple statement—we support immigrants.

Immigrants are important to every aspect of our industry—as employees, co-workers, fellow business owners, customers, community members, neighbors and friends. Their positive cultural and economic impact on Iowa's hospitality industry cannot be overstated.

In many Iowa restaurants, more than two thirds of the workforce has immigrated to the United States. We actively seek immigrant candidates to work in our businesses because they make our industry better. We take every step possible to ensure that those we employ have entered the country legally and possess the appropriate documentation, but we also understand that even those whose legal status is in order are often impacted by worries over family members and friends who might not have the required documentation.

We daily hear, see, understand, and share the frustration and fear people have with the current dialogue throughout our state and the country. Our hearts go out to those who feel threatened and unappreciated by it. We will continue to work to turn the tide on this negativity and division and to support efforts to bring meaningful reform to a system that is currently not working for many.

The National Restaurant Association has long called for immigration reform at the federal level—promoting a clear path to legalization for America's 11 million undocumented workers, an accurate and reliable national employment verification system, and secure U.S. borders that promote legitimate travel and tourism. But the current political climate and level of discourse demands that as a state association we elevate our own voice and visibility on the issue as well.

We have and will continue to support and celebrate our immigrant employees and co-workers. We boldly add our voice to calls for reform including a path for legal worker status for the undocumented already living in our state. Restaurants are Iowa's second leading private sector employer. We strive to be an industry that rewards performance and promotes dignity for all employees—domestic and foreign born. We stand publicly by our immigrant employees.

Iowa's restaurant industry is one in which a non-English speaking immigrant can find his or her first job, and even with those initial cultural barriers, end their careers as business owners themselves. That entrepreneurial spirit is alive and well in our industry and our immigrant community. That spirit also demands that negative rhetoric be set aside and real solutions be adopted. The Iowa Restaurant Association and its leadership is committed to both.



“We actively seek immigrant candidates to work in our businesses because they make our industry better.”

we seek immigrants.

Restaurant Industry— *Seeking Common Sense Immigration Reform*

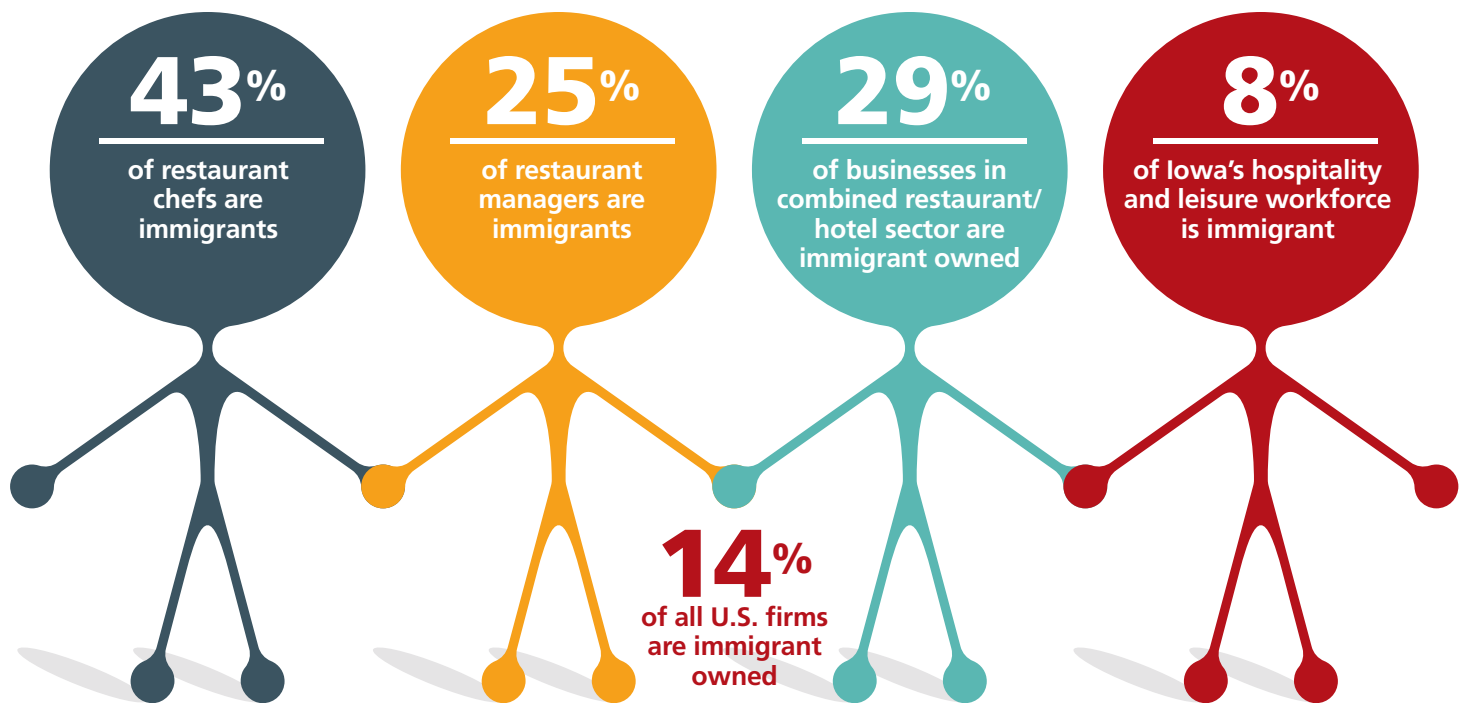
Today's immigration system is broken. It makes economic sense to fix it.

Restaurants embody the American Dream like no other industry. They're often the employer of choice for immigrants who come to America in search of new opportunities. This benefits both sides: Immigrants gain valuable job experience and immediate access to opportunities, and restaurateurs can fill positions at every level.

The Iowa Restaurant Association has joined the National Restaurant Association in its support of three principles for immigration reform:

- 1** Improve border security while still facilitating travel and tourism.
- 2** Create an efficient, reliable federal employment-verification system that helps employers hire in a timely manner, such as the "Legal Workforce Act" proposed in past Congresses.
- 3** Create a viable temporary-worker visa program to match legal foreign-born workers with willing employers.

"We have, and will continue to support and celebrate our immigrant employees and co-workers."



In Iowa, immigrants are **1.7 times** as likely as U.S. born workers to be employed in the leisure and hospitality sector

we employ immigrants.

Prairie Meadows Recruits Hospitality Employees from Iowa's Many Immigrant Communities

According to Clay Willey, director of Hospitality for Prairie Meadows in Altoona, the sprawling entertainment facility couldn't operate without their immigrant employees. Willey estimates that more than 20 languages are spoken and even more countries are represented by Prairie Meadows' nearly 1,300 employees. "We actively recruit from the local immigrant community," explains Willey. "We find our immigrant workforce to be hard-working and often some of the most loyal team members we hire." Perhaps that's because Prairie Meadows offers highly competitive pay and benefits even for those with limited language skills. What's more, Prairie Meadows has found that working with new immigrants on everything from language learning to maneuvering through a new culture is time well spent. According to Willey, the Prairie Meadows staff often helps new immigrants with English learning, filing important paperwork, setting up bank accounts, obtaining drivers licenses and more. "Our immigrant team members make us better," says Willey. "We are happy to be part of their pursuit of the American Dream."

Faces of Diversity

(Front Row from left) **Nathamon Thompson** immigrated to the U.S. from Thailand in 2011 on a fiancée VISA. She joined the Prairie Meadows team in 2014 as a part-time server assistant. She has since become full-time. She enjoys interacting with customers and laughs about the "turns of phrase and expressions" she's had to learn in her role. **Martha Gatkuoth** has been a line cook at Prairie Meadows for 11 years. The refugee from Sudan became a citizen in 2007. Her native language is Nuer and she credits many of her language skills to her time in the kitchen at Prairie Meadows. "I love to learn," says Martha. **Maria Villanueva** came to the U.S. from El Salvador in 1997 as a high school student. She joined the Prairie Meadows team in 2012 and quickly moved from an assistant server to a banquet server. "There are so many opportunities for promotions here," says Maria who currently has a TPS work permit but is working toward gaining her citizenship. Maria loves working in banquet operations, "We get to meet so many people and be part of their special days," says Maria with a smile.



(Second Row from left) **Executive Sous Chef Aguié Qunitana** is an award-winning chef that has been delighting Prairie Meadows patrons for 16 years. He came to the U.S. from Mexico in 1995 and became a citizen in 2010. "There's no limit to what you can do here," says Aguié. **James Anaal**, a native of Sudan, came to the U.S. as a refugee via Egypt in 2000. He speaks three languages and joined the Prairie Meadows team in 2006. He quickly moved through the ranks from part time server to full time server to banquet captain. He says the growth in the hospitality industry and at Prairie Meadows can't be beat. "There's no limit to what I can do here," says James. **Yuphadee Newbern** came to the U.S. from Thailand in 2009. She currently has a green card but intends to pursue her citizenship. "I love the U.S. but there are some things that are hard to get used to... like wearing shoes in the house," jokes Yuphadee. She joined the Prairie Meadows team 18 months ago and likes her coworkers, customers and the opportunities she has for growth and promotion.

Mentors Matter

Ask nearly any immigrant working in Iowa's hospitality industry about how they got their start and they'll likely tell you how important their "boss" was. Mentors matter greatly to the immigrant population. Take **Musa Lula**, who came to the United States from Ethiopia after fleeing his native Eritrea. Musa followed Vivian's Diner & Drink's Owner Jeff Duncan to his new restaurant after working for Jeff in another restaurant. "He has helped me learn how to respect myself and help others," says Musa of Jeff. "He has taught me so many things." Musa, a high school graduate, works to help his family while he studies the construction trade at DMACC.



Paying It Forward

Since the time of Governor Robert Ray, Iowa has embraced refugees and immigrants, and the hospitality industry has been the first job for many new immigrants. **Imre Torok**, came to the United States from Hungary in 1986 seeking political asylum. He arrived with a great sense of hospitality experience—having worked in European hotels and being trained as a baker—but knowing only two words of English—Thank You. That was enough for Michael LaValle, General Manager of the Des Moines Embassy Club who was then operating his own restaurant, LaValle's. He hired Imre who started as a dishwasher, then became a busser, and then banquet server. He followed Michael to the Embassy Club and became a banquet captain, fine dining server and eventually banquet director. Today he manages the downtown club and annually is charged with overseeing the multi-million dollar operation. He hires and manages a banquet team that includes many immigrants. "If you hire people with good character, attitude and personality, you can train them to become excellent in everything," says Imre. "I love this country and the opportunities its provided me. I want to make sure I return the favor Michael LaValle gave me when I first arrived."



"We strive to be an industry that rewards performance and promotes dignity for all employees—domestic and foreign born. We stand publicly by our immigrant employees."

we advocate and represent.

Iowa Legislature Clarifies—It is the Role of the State Not Counties, to Set Minimum Wage, Employment Mandates

In March, Iowa Governor Terry Branstad signed a bill which immediately re-established that it is the role of the state, not counties nor cities, to determine and set minimum wage, as well as any leave or scheduling mandates. This is a bill that the Association worked diligently to get passed after a handful of Iowa counties created a patchwork of wage and benefit mandates.

The legislation also ensures that any move to ban or regulate products or packaging (e.g. plastic bags, styrofoam containers, certain drink sizes, etc.) be handled at the state legislative level. This “preemption” legislation evens the playing field for all hospitality and other businesses across the state competing for workers, as well as those selling and delivering any products that might require packaging (e.g. delivery or to-go meals).

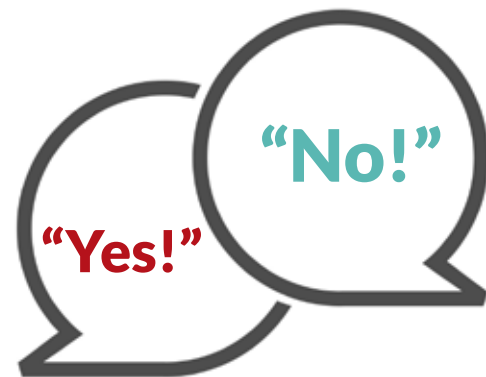
The Iowa Restaurant Association applauds this action by Iowa’s Legislature and Governor.



Iowa’s Minimum Wage

\$7.25

\$4.35
(Tip wage)



The Iowa Restaurant Association has received questions about how recent legislation impacts Iowa’s restaurants and bars in counties where Boards of Supervisors had previously passed a county-specific minimum wage. These county mandates are now void. Employers in these counties can now determine if, and how, this legislation will impact their wage strategies.

Should Wage Be Raised Statewide?

We Want to Hear From You!

The Iowa Restaurant Association has been, and continues to be, willing to discuss whether the state minimum wage should be raised. We have demonstrated our willingness to come to the table and discuss thoughtful wage solutions as part of the Polk County Minimum Wage Task Force.

What are your thoughts on this and other legislative topics?

Reach out to Jessica Dunker at 515-276-1454 or jdunker@restaurantiowa.com and let her know.

—Next Big Issue—

DRAM Reform *Don't Sit on the Sidelines*

The Iowa Legislative Session is a two year cycle—meaning bills that were drafted but not debated are still alive until January 2019. The Iowa Restaurant Association has collaborated with several insurance groups to create an aggressive DRAM reform bill. The legislation caps liability on operators, places more responsibility on those who over consume, and changes the standard of liability for servers and owners from “known or should have known” someone would become intoxicated to “served a visibly intoxicated person.” We are already building support for the bill and have had a number of groups register in favor of the legislation.

CALL TO ACTION:

- 1** Read the Bill and Know the Number SSB1179
- 2** Share Your Unfair or High Cost DRAM Stories with Jessica Dunker
- 3** Agree to be part of Our Book 99 Operators, 99 DRAM Stories where we write a one paragraph synopsis of what you're dealing with
- 4** Ask everyone to support us – your insurance provider, visitor's bureau, liquor purveyors, beer wholesaler and most importantly your legislator



Iowa Restaurateurs Give Heartland Perspective to National Issues

A delegation of Iowa restaurateurs spent a week in Washington DC, meeting with all six of Iowa's Congressional members including Senators Charles Grassley and Joni Ernst as well as Representatives Rod Blum, Steve King, Dave Loebsack and David Young. The group was participating in the 31st Annual National Restaurant Association Public Affairs Conference along with more than 750 restaurateurs from all 50 states. Meetings and conversations with our elected officials focused on Federal issues that impact the hospitality industry including negative impacts to retailers if the current debit fee caps are repealed, the impact the Affordable Care Act has had on small business owners and their employees, and retaining the tip credit under any new tax plan. If you are planning to attend any local town hall meetings with your representative or one of Iowa's Senators, see the National Restaurant Association's website to download issue sheets on these and other national topics or call Jessica Dunker at 515-276-1454. You are a powerful voice in these discussions.

Visit our website at www.restaurantiowa.com for a toolkit on helping us gain support for significant DRAM reform.

Front: Stacy Kluesner and Jessica Dunker both of the Iowa Restaurant Association, Angie Barber, Cabin Coffee, Clear Lake. Back: Brad Barber, Cabin Coffee, Matt Johnson, Barley's, Council Bluffs, Mike Holms, Jethro's and Splash, Des Moines and Sarah Pritchard, Table 128, Clive.



Why Not Get Involved!

Compete. Sponsor. Attend.



IOWA RESTAURANT ASSOCIATION

Mixology Championships 2017

STATE MIXOLOGY CHAMPIONSHIPS Vivian's Diner & Drinks, Des Moines Thursday, September 7

Think you have what it takes to be the best mixologist in the state? Compete in a regional mixology competition for a chance to advance to the State Mixology Championships held in Des Moines on September 7th.

Shake it, stir it, mix it! Show us what you got! Contact Stacy Kluesner to compete, sponsor or attend! Call 515-975-0640 or email skluesner@restaurantiowa.com.

IRA ANNUAL AWARDS

Temple For Performing Arts, Des Moines Thursday, October 5



Do you know a top Iowa operator, chef, employee or purveyor who deserves recognition? Nominate them for an Iowa Restaurant Association Celebrating Excellence Award. Nominations close Friday, June 30th. Submit your nominations online at www.restaurantiowa.com/award-nominations or contact the Iowa Restaurant Association for more information: 515-276-1454.

IOWA RESTAURANT ASSOCIATION'S

Soy Salad Dressing

Professional Chefs Competition

SOY SALAD DRESSING COMPETITION Agricultural Building, Iowa State Fairgrounds, Des Moines Monday, August 14

Do you specialize in innovative recipes? Enter The Soyfoods Council and Iowa Restaurant Association's 5th Annual Soy Salad Dressing Professional Chefs Contest at the Iowa State Fair and put your skills to the test. Create a unique salad dressing using soft silken tofu as the base for a panel of judges and hundreds of hungry fairgoers.

Enter the healthiest contest at the Iowa State Fair! Contact Katelyn Kostek to enter: 515-276-1454 or kkostek@restaurantiowa.com.



CULINARY COMPETITION Capital Square, Des Moines Thursday, October 5



Enter the Dine Iowa Culinary Competition and create a one of a kind dish to be crowned Iowa's Top Chef! A team of travelling judges will visit your restaurant to judge your competition dish featuring beef and soy. Winners will be announced at the Dine Iowa Grand Tasting Gala in Des Moines.

The coveted People's Choice award is also up for grabs! Contact Katelyn Kostek to enter! Call 515-276-1454 or email kkostek@restaurantiowa.com.

Eat and Drink Your Way Across the Course!

Are you the "World's Okayest Golfer"? You don't need to be a pro to enjoy this day on the course! Join us for the Duffers, Diners & Drives Golf Classic – A tasting event for golfers, and a golfing event for eaters and drinkers! Sample your way across the course, network with great people and play games to win prizes.



**Wednesday, June 21, 2017
Toad Valley Golf Course**

Pleasant Hill

Start times:

7:00 A.M & 2:00 P.M.

\$90 per golfer

Registration is open!

www.restaurantiowa.com or call 515-276-1454

Your registration includes cart fees, green fees, flight prizes, gifts, games on the course, food and drink at every hole, and much more!

Duffers, Diners & Drives Golf Classic DOUBLE EAGLE Sponsors:



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Toad Valley Golf Course

Pleasant Hill

Start times:

7:00 A.M. & 2:00 P.M.

\$90 per golfer

Register Online!

www.restaurantiowa.com or call 515-276-1454



Be a featured restaurant or bar at the Iowa Restaurant Association's Duffers, Diners & Drives Golf Classic!

Spend a day on the golf course and promote your restaurant or bar. You will be placed at one of the holes where you can share food, beverages or both with nearly 300 participants who will be eating and drinking their way across the course. Meet, greet and entertain your patrons and potential customers. Call or Email Stacy Kluesner 515-975-0640 or skluesner@restaurantiowa.com. Or register as a sponsor online at www.restaurantiowa.com. **Space is limited and we are already promoting participating establishments, so sign up today!**



We encourage every hospitality establishment to partner with one of our purveyor event underwriters for product, hole games and prizes. Call or email Stacy Kluesner 515-975-0640 or skluesner@restaurantiowa.com for more information.

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Fire-Roasted
Bruschetta



delivering
exclusive brands

we educate and train.

Waterloo West High School Claims “Three-Peat” State Culinary Championship Sergeant Bluff-Luton Wins First Management Title



The self-proclaimed “Dream Team” from Waterloo West High School has done it again. The team of five young women has clenched the school’s third straight Iowa ProStart® Invitational Culinary Championship. They, along with Restaurant Management Champions from Sergeant Bluff-Luton High School, are on their way to Charleston, SC to represent Iowa at the National ProStart Invitational this April.



Waterloo West High School ProStart Educator Tracey Hulme (far left) and chef mentor Blake Landau (far right) with their “Dream Team” - Cailey Hall, Taylor Larson, Emily Reinertson, Bryn Shippy and Rayven Smith.

The Iowa Restaurant Association Education Foundation hosted 11 culinary teams and four restaurant management teams at this year’s Invitational. The event was held Tuesday, Feb. 28 at the Iowa Events Center in downtown Des Moines. Nearly 40 industry professional judges critiqued each team and provided feedback to encourage students in their future culinary and management endeavors.



(Left to right) In just their 2nd year of competing in the Iowa ProStart Invitational, Sergeant Bluff-Luton High School has taken home the gold. ProStart Educator Andrea Kuhl, Bradee Bouman, Alijah Ridley, Heather Collins, Cierra Ellington and Jakob Dunlap proudly posed with their championship trophy.

Culinary Results:

- 1st Place – Waterloo West High School
- 2nd Place – Waukee High School
- 3rd Place – Burlington High School

Management Results:

- 1st Place – Sergeant Bluff-Luton High School
- 2nd Place – Davenport High School
- 3rd Place – Hampton-Dumont High School



Judges provided feedback to teams on teamwork, product taste, knife skills, sanitation and more. Student teams, spectators and media all huddled to hear what the judges had to say.

Get Involved in the ProStart Program!

Want to be a part of the next Iowa ProStart Invitational Championship team? Join a program as a culinary or management mentor! Choose a school near you and design your own schedule. Lead classroom demonstrations or help set up industry-specific field trips. **Train your future workforce!**

Want to provide support in other ways? Send your 100% tax free donation to the Iowa Restaurant Association Education Foundation. All donations support 1,000+ students across all 28 Iowa ProStart schools. **Invest in your future workforce!**

Iowa Restaurant Association Education Foundation
1501 42nd St. Suite 294, West Des Moines, IA 50266



Looking for more ways to get involved?

Contact IRAEF Executive Director May Schaben and get connected today.

mschaben@restaurantiowa.com or 515-419-1863.

Responsible Alcohol Service Training At Your Location



Every day, your staff makes crucial decisions involving alcohol service. Ensure that every employee is equipped to make the correct, lawful decisions. This protects them and your business. Arrange for ServSafe Alcohol® Responsible Service training in your establishment.

This four hour course is divided into four key sections:

- Alcohol law and liability
- Checking identification and spotting fake IDs
- Recognizing and preventing intoxication, and
- Handling difficult situations

Bring The Classes To You!

We will come to your establishment to train your entire staff! A 15 person minimum is required in order to host a class. We highly encourage you to collaborate with neighboring businesses to train as many employees as possible and to keep your community safe. Thanks to a grant sponsored by NABCA and the Iowa ABD, classes are available at an 80% discount.

- \$5 per person for members of the Iowa Restaurant Association
- \$10 per person for nonmembers of the Iowa Restaurant Association
- 15 person minimum for on-site classes.

Schedule Your Class Today!

Contact the Iowa Restaurant Association today to schedule a training at your location, or let us host for you at our office in West Des Moines. 515-276-1454 or skluesner@restaurantiowa.com



Just 6 Months Left to Certify a Food Protection Manager!

The current Iowa food code requires that every foodservice establishment in Iowa have a certified food protection manager by January 1, 2018. Are you in compliance?

Certified Food Protection Manager Requirement

- New establishments must comply within six months of licensure
- Existing establishments that have not had a food borne illness risk factor or public health intervention violation must comply by January 1, 2018
- Any establishment that has had a food borne illness risk factor or public health intervention violation must comply within six months of the violation
- If the certified food manager leaves employment, the establishment has six months to certify a new manager

ServSafe has long been the standard for training and certifying food protection managers in the hospitality industry. It is the primary certification used by hospitality establishments across the country to meet the food code requirements. Classes are available weekly in the Iowa Restaurant Association office and monthly across the state via ISU Extension



Upcoming Classes

May 2, 11, 16 & 24
June 1, 7, 15, 22 & 27
July 6, 11, 20, 26

Multi-Day Spanish Language Classes

May 15, 17 & 19
June 26, 28 & 30
July 17, 19 & 21

These classes are held at the Iowa Restaurant Association Office
1501 42nd St. Suite 294
West Des Moines, IA 50266

Register online!
www.restaurantiowa.com or call 515-276-1454

we saw you there.



Congratulations to IRA member AJ's on East Court owner David Moravek (center left) and his staff for their third consecutive Cityview's "Best Of" award for "Best Local Place to Karaoke."



Cheers to Court Ave. Restaurant & Brewing Co. General Manager Justin Berkley, Owner Scott Carlson and Master Brewer Brian Vaughn for releasing the Bee Brew Honey Amber Ale to raise funds to support Orchard Place.



Exile Brewing Co. stopped by the 4th Annual Brrr Fest in Coralville this winter to share samples of their winter brews and connect with potential customers and other Midwest brewers.



New IRA members Creative Management, Inc. owner Kevin O'Brien and Cabin Coffee owner Brad Barber fully engaged in the Association by attending the 2017 Legislative Day and expressing industry concerns with Legislators at the State Capitol.



Karen Theunick and John Eddleman from the Downtown Des Moines Marriott and Chef Michael Bailey from the Des Moines Embassy Club watched closely as Davenport High School ProStart culinary students demonstrated knife cuts at the 2017 Iowa ProStart Invitational.



Iowa Lieutenant Governor Kim Reynolds (front center) was the keynote speaker at the Association's 2017 Legislative Day luncheon. She addressed minimum wage, outdated DRAM language, and the importance of education to recruit students and young adults into Iowa's hospitality industry.



IRA Board member Mike Rastrelli from Rastrelli's Restaurant in Clinton and John D'Attoma from Southern Glazers Wine & Spirits in Des Moines attended the 2017 Legislative Day luncheon to discuss the industry's top legislative issues and the Association's stances.



Andy Walsh from Mickey's Irish Pub-Waukee, John Smith from Martin Bros. Distributing Co., Inc. and Ray Knight from Loffredo Fresh Produce served as judges for the 2017 Iowa ProStart Invitational. The group critiqued 11 culinary team's organizational and teamwork skills.



Congratulations to IRA member the Heart of America Group on the grand opening of their newest endeavor – The Republic on Grand and AC Marriott Hotel in Des Moines' East Village.



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Trostel's Greenbriar Celebrates 30 Years

This February, cornerstone Des Moines restaurant Trostel's Greenbriar celebrated 30 years of business. As a thank you to patrons, the restaurant offered a special weeklong menu of restaurant favorites which drew crowds. Late founder Paul

Trostel brought the first taste of variety to the local dining scene when he opened the family-owned restaurant in 1987. Cheers to 30 years and many more!

Welcome to the Neighborhood The Republic & AC Hotel

The Heart of America Group has opened their latest business venture – The Republic on Grand atop the AC Marriott Hotel. The boutique-style hotel and rooftop bar is located in Des Moines' East Village across the street from Zombie Burger + Drink Lab. President and CEO Mike Whalen is already looking toward the horizon and has purchased four more East Village properties to redevelop.



Northwestern Steakhouse Named Most Iconic Restaurant In The State

IRA member Northwestern Steakhouse in Mason City was recently named the "most iconic" restaurant in the state by Thrillist, an online food, drink and travel magazine. Established in 1920 by Pete Maduras and Tony Papouchis, the 107 year old family-owned and operated

restaurant attracts patrons across the country. Congratulations Northwestern Steakhouse!

IRA Members Represent at Cityview's "Best Of" Awards

This year, 37 Iowa Restaurant Association members took home Cityview's "Best Of" awards in 50 categories. Among the winners were Centro for "Best Local Restaurant. Period," IngeniOz Vodka for "Best Vodka" and AJ's on East Court for

"Best Local Place to Karaoke." Visit www.dmcityview.com for a full list of categories and winners.



The Cheese Shop Expands to Ingersoll

IRA member The Cheese Shop has announced plans for expansion in summer 2017. The popular café is expanding to Ingersoll Avenue as The Cheese Bar. The new location will offer all of the same menu items plus new entrees, as well as a small retail cheese case and full bar with 30 beers on tap. Guests will be able to enjoy a cold brew and gourmet cheeses on the patio starting in June.

Smokey D's Wins World Championship Bar-B-Que Contest

This March, Iowa's own Smokey D's BBQ outcooked more than 250 teams to bring home the gold at the 44th Annual World's Championship Bar-B-Que Contest at the Houston Livestock Show and Rodeo in Texas. Owners Darren and Sherry Warth have won more than 800 category awards and 75 state competitions for their top-notch barbeque.



Got News?

Send news about Iowa restaurants and taverns to:

**Katelyn Kostek, Food and Beverage Iowa
Business Quarterly, Managing Editor
kkostek@restaurantiowa.com**

mark your calendars!



April 24-26

NRA Executive Study Group Conference Information Technology

Fairmont Hotel, Chicago, IL

Register online at www.restaurant.org



April 28-30

National ProStart Invitational

Charleston, South Carolina

Representing Iowa

Culinary Team: Waterloo West High School

Management Team: Sergeant Bluff-Luton

High School



May 18-19

NRA Executive Study Group Conference Supply Chain Management

Swissotel, Chicago, IL

Register: www.restaurant.org



May 20-23

2017 NRA Show

McCormick Place, Chicago, IL

Experience the 2017 NRA Show and see how four days of meeting, seeing, tasting, testing and more can change your business.

Register: www.show.restaurant.org/Home

May 21

NRA Show Reception

2:00 – 4:00 P.M.

Virgin Hotels Chicago

243 N. Wabash Ave., Chicago, IL

Step away from the hustle and bustle of the NRA Show floor to relax and connect with other Iowa restaurateurs, operators, and industry professionals. This by-invitation-only event is exclusively for Iowa Restaurant Association members, as well as other Iowa restaurant industry professionals.

FREE for IRA Members!

\$20 Nonmember pricing

Register: Stacy Kluesner

skluesner@restaurantiowa.com



June 21

Duffers, Diners & Drives Golf Classic Toad Valley Golf Course

Pleasant Hill

Start times: 7:00 A.M. & 2:00 P.M.

You don't need to be a pro to enjoy this day on the course. With food and drink at every hole, it's sure to be your best day of golf, ever.

Register: www.restaurantiowa.com or

515-276-1454



August 14

Soy Salad Dressing Competition

Agricultural Building

Iowa State Fairgrounds

10:00 A.M.

Stop by the Agricultural Building at the Fairgrounds and experience the Iowa State Fair's healthiest competition! Professional chefs will prepare salad dressing recipes using soft silken tofu as the base. Try their dressings, learn their techniques, and take their recipes home and try them yourself!



September 7

State Mixology Championships

Vivian's Diner & Drinks

Mixologists across the state have battled their way to the championship event, and you can judge their cocktails! Sample all of the competition drinks and cast a People's Choice vote for your favorite.

Tickets will be on sale soon at

www.restaurantiowa.com.



October 5

Grand Tasting Gala

The Atrium at Capital Square

Join the Iowa hospitality industry for a night of culinary tourism and mastery. Celebrate, sample, sip and savor cuisine and beverages from chefs and vendors across the state. Taste all of the dishes of the 2017 Culinary Competition and cast a People's Choice vote for your favorite. Enjoy wine samples, live music, a silent auction and more!

Tickets will be on sale soon at

www.restaurantiowa.com.



May 2, 11, 16 & 24

June 1, 7, 15, 22 & 27

July 6, 11, 20 & 26

ServSafe Classes

Iowa Restaurant Association Office

1501 42nd St. Suite 294

West Des Moines, IA 50266

Register: (515) 276-1454 or

visit www.restaurantiowa.com.

May 15, 17 & 19

June 26, 28 & 30

July 17, 19 & 21

New Multi-Day Spanish Courses Available!

Iowa's food code requires a certified food protection manager on staff. ServSafe™, a one day food safety and sanitation certification class, fills this requirement.

Register: Call Spanish Instructor

Ana Rodriguez (515) 635-5754.

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