

Food & Beverage Iowa Business

Quarterly

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A Tale of Two Standards

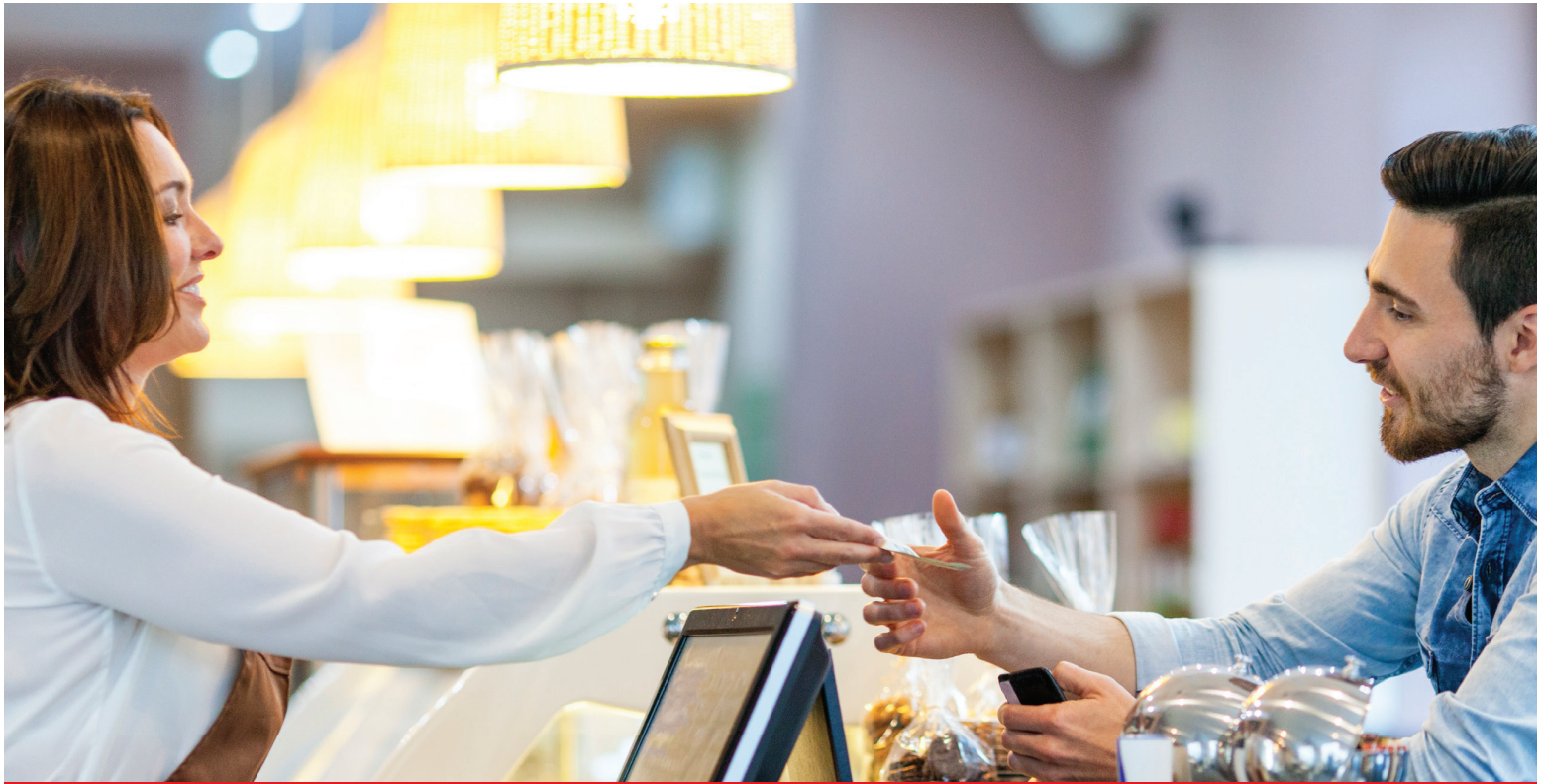
Iowa's Prohibition Era
Liquor Liability Laws
Place Unfair Burden on
Hospitality Industry

Drives Operators to Look Across the
Borders for Growth Opportunities

Council Bluffs Operator Matt Johnson
shares how Nebraska got personal
responsibility right and why it's costing
Iowa hospitality operators



Inside: Iowa Restaurant Association Does Full Court Press on DRAM Reform



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Learn about how to support the reform of Iowa's Liquor Liability Laws.

Visit www.restaurantiowa.com and download the DRAM reform toolkit.

we listen.

Place of Last Drink...One More Unshared Burden for Iowa's Hospitality Industry

Jessica Dunker, President, CEO
Iowa Restaurant Association

It's a good thing people in the hospitality business love it, because making money in this industry is hard—and it seems as though the state of Iowa is doing everything possible to make it even harder.

This issue of Food and Beverage Iowa Business Quarterly is almost exclusively dedicated to shedding light on the inequity of Iowa's Liquor Liability Laws. Under the state's current, albeit completely antiquated laws, Iowa's hospitality industry stands alone when it comes to taking responsibility for the behavior of individuals who overconsume.

These laws have created a trifecta of inequity for the hospitality industry: unaffordable and insufficient insurance coverage; a legal incentive trail back to any hospitality establishment when something goes wrong; and border businesses unable to compete with their peers on the other side of state lines.

These "DRAM" laws—which allow victims (and in Iowa the alleged intoxicated person himself) to seek damages from a restaurant or bar who sells and serves someone when they "knew or should have known" that they were intoxicated or "would become" intoxicated is a practically indefensible standard.

While these laws may have made some amount of sense when the only place alcohol was available in Iowa was by the bottle at state run liquor stores or by the drink at a restaurant or bar—these laws and standards have not kept up with the reality of the state's liquor sales and consumption landscape.

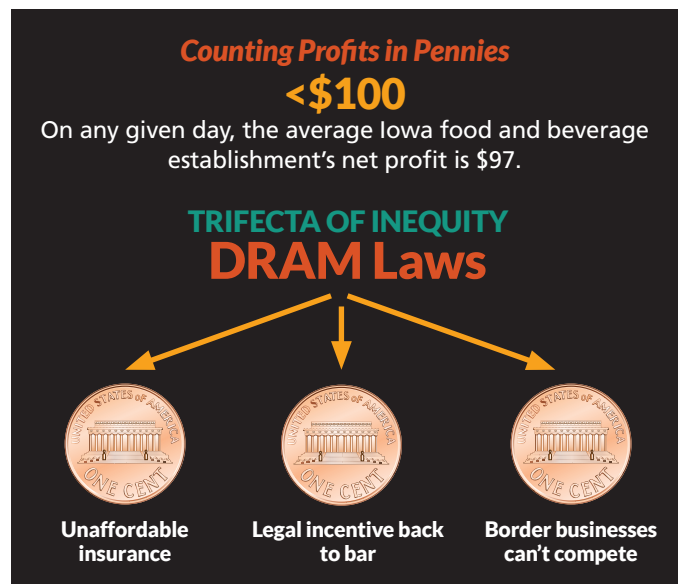
Now the state is pushing the idea of "place of last drink" laws. Such legislation would have law enforcement rely

on information gathered from intoxicated people as "investigative tools" to identify "potential problem bars for future inspections."

Really, we're going to trust the person who is drunk? What about identifying "potential problem people" instead? How about involving everyone who sells alcohol and ask where the place of last purchase was?

This proposal, if offered in legislation, simply adds one more burden to Iowa's restaurants and bars while those who sell frozen ice cold mixed drinks in pouches, flight size hard liquor in baskets by checkout stands, and ice cold beer with pizza have no responsibility for their customers.

Iowa's restaurants and bars must come together and press for change. Join us today to learn how you can help us bring light to the complete inequity of Iowa's hospitality laws.



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Calls For Reform May Be Too Late

Unchanged Prohibition Era Liquor Liability Laws Stunt Hospitality Growth, Drive Operators to Look Outside State for New Opportunities

85 Year Old Liquor Liability Laws Have Not Kept Pace with Iowa's Ever Expanding Vision for Alcohol Formats and Sales Outlets



Plain and simple—it is time to reform Iowa's liquor liability laws. Failure to do so has already cost Iowa's hospitality industry businesses and jobs—particularly in border communities.

Since the end of prohibition, Iowa's hospitality establishments have been the sole source of protection and financial compensation for innocent victims hurt by the irresponsible behavior of individuals who over imbibe.

This burden is born through a specific category of innocent victim insurance called "DRAM"—an exclusive requirement for restaurants and bars who SELL AND SERVE alcohol. The key words in this definition are "AND SERVE." Those who sell, but do not open the package, are not held responsible when consumers overdrink and cause injury or damage to others.

Ice Cold Beer with that Pizza?

With dozens of single serve alcohol formats readily available everywhere from the local gas station to the pharmacy, it begs the question—what does SERVING actually look like today? Oddly enough, selling someone a couple pieces of piping hot pizza on a plate along with an ice cold unopened can of beer is not SERVICE.

So why are restaurants and bars the only ones left holding the bag?

Out-of-date definitions and liability insurance models have not kept pace with the changing landscape of liquor sales and consumption. While the state and new categories of retailers are profiting from the sale of alcohol in nearly every environment—from single serve mixed drinks sold in pouches at drug stores to growler stations at convenience stores with tap setups rivaling many bars—the entire cost of poor consumer behavior is laid at the doorsteps of restaurants and taverns.

Legal Trail Always Lands at Hospitality Venue

Despite everyone joining the food and beverage sales game, only restaurants and bars are held to a legal standard of responsibility for patron's poor behavior. Even those who have not "over served" or may have refused service to a patron can

be easily drawn into legal and insurance battles for which they played no actual part.

Legal teams are incented to connect the dots back to a hospitality venue whenever possible because these businesses are the only group required to carry insurance that covers someone else's irresponsible behavior.

It's out-of-date, burdensome and unfair.

Head for the Borders All Who Hope to Grow

The result has created a hospitality business environment that has become so cost prohibitive, many owners just give up and close. In border communities, operators opt to cross state lines and set up business in Wisconsin, Illinois, Kansas or Nebraska.

The Iowa Restaurant Association is working with its partners to seek reform. The Association hopes to work with the industry,

the insurance industry, regulators and lawmakers to offer common sense liquor liability reform. While the proposed legislation does not extend legal liability for poor patron behavior to those who sell and don't "serve," it does limit the financial responsibility of restaurants and bars as well as increase the burden on the intoxicated person.

Proposed Reform Solves Some, Not All of The Problem

This reform should drive insurance costs down and reduce the number of unwarranted lawsuits against hospitality operators. It is time to take steps toward evening the playing field—place limits on the level of financial responsibility restaurants and bars have and increase the burden on those who choose to overconsume.

Failure to do so will cost Iowa businesses and jobs.

State Liquor Liability Laws Handicap Every Iowa Hospitality Operation

Epecially Border Businesses

When it comes to providing a hospitality-friendly business environment, every state bordering Iowa is winning. Case in point—Nebraska.

In speaking with two hospitality operations, one large and one small, about their decisions to operate in Iowa versus Nebraska—the cost reality and business dilemma created by Iowa's antiquated liquor liability laws become abundantly clear.

Nebraska vs. Iowa

Nebraska law prohibits the selling, furnishing, giving away, exchanging, or delivering the sale, gift, or procurement of any alcoholic beverages to or for any minor or to any person who is mentally incompetent.

Other than this, Nebraska has no statutory provisions for civil liability of the servers of alcohol. There is no dramshop or civil liability act imposing liability for violations of the statute.

Iowa law lets any person collect all damages if the restaurant or bar sells to and serves an intoxicated person when the licensee or permittee knew or should have known the person was intoxicated, or who sold to and served the person to a point where the licensee or permittee knew or should have known the person WOULD become intoxicated.

The Tale of Two Cities

Barley's Wrestles with Border Question



When Council Bluffs native Matt Johnson, owner of Barley's Bar, decided to sell one of his locations—one in Omaha or one in Council Bluffs—the liability risk of selling alcohol in each state became a real decision factor.

"I didn't like running two hospitality businesses. I knew I had to commit to one location. I'm a native of Council Bluffs and my heart is in Iowa—but the decisions forced upon me not just by the cost of DRAM insurance, but also my personal risk and exposure was real," explains Matt.

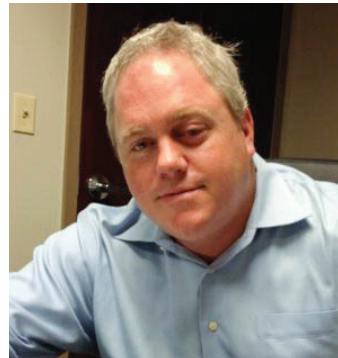
"Comparing my two locations then and now, it's not apples and oranges – it's a vegan meal and a juicy steak. I pay thousands more for less coverage in Iowa, but am afforded much less protection as a business owner. In fact, in my Omaha business, DRAM was simply a part of a general liability policy," says Matt.

Matt's love of his hometown drove his decision to consolidate into Council Bluffs, but it is a decision fraught with concern.

"I think Nebraska gets this area of hospitality right. They protect their business operators and employees – as long as they are properly trained—by shifting liability to the intoxicated person. In Iowa, it doesn't make much of a difference if I train my staff. We have a DRAM standard that is impossible to defend ourselves against."



Saints Opts for Omaha



Scott Anderson, an Iowa entrepreneur who has developed popular restaurant concepts such as Saints Pub & Patio, Tonic and Taco Hangover, shared his company's quandary when determining whether or not to choose to expand in Council Bluffs or Omaha.

"We currently operate our Saints Pub concept in four states—Iowa, Missouri, Nebraska and Kansas. DRAM insurance in Iowa is more difficult and much more expensive to obtain. Because we have a single policy that covers all locations, higher Iowa rates also impact what we pay in other states. We have been advised by our insurance broker to keep our combined Iowa alcohol sales under 30% of our total alcohol sales, which slows our rate of growth in Iowa because we need to add two out-of-state locations for every location we add in Iowa," shared Anderson.

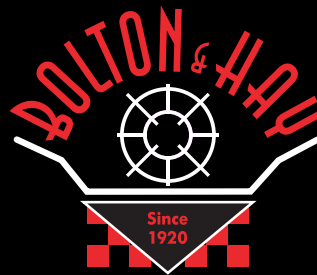
The company had scoped out sites in Council Bluffs and Omaha. "When we looked at expansion opportunities, Iowa DRAM insurance became a strong disincentive to expand within our home state. In fact, we picked our new west Omaha location over a strong Council Bluffs alternative in large part due to Iowa DRAM laws and our insurance broker's advice. It is just easier and cheaper to do business in other states," said Anderson.



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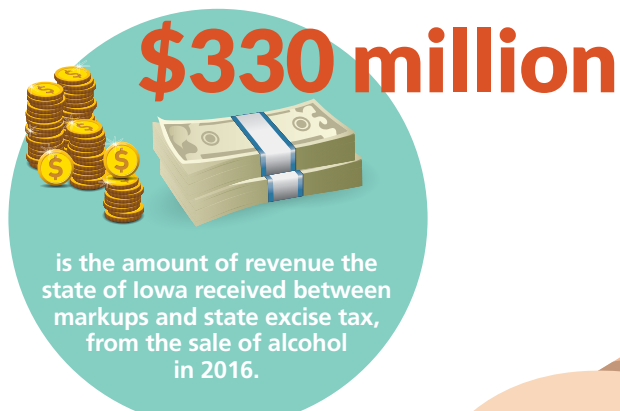
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Existing State Excise Tax		
BEER	WINE	SPIRITS
19¢	\$1.75	50%
per gallon	per gallon	markup collected by state



For Fiscal 2016, Iowa Consumers bought

BEER	WINE	SPIRITS
75.3	4.52	5.2
million gallons	million gallons	million gallons

--Source Iowa ABD

Iowa currently collects the 3rd highest wine tax and the 25th highest tax on beer. Because Iowa collects a 50% markup on distilled spirits as one of 18 control states, there is no applicable comparison to other states.

Bill Seeks Fairness in Liquor Liability

The Iowa Restaurant Association has collaborated with several insurance groups to create an aggressive DRAM reform bill—SSB1179. If passed, the legislation will cap liability on operators, place more responsibility on those who over consume, and change 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.

- 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

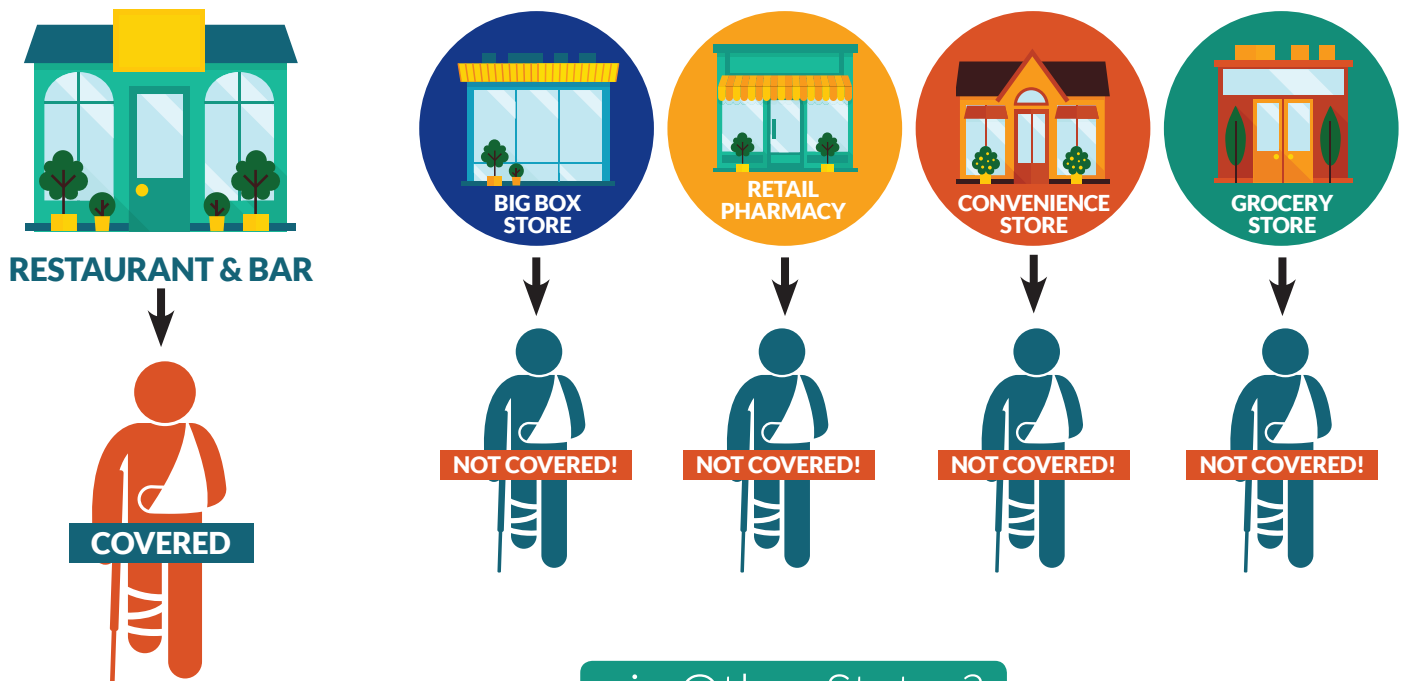


Visit our website at www.restaurantiowa.com for a toolkit on helping us gain support for significant DRAM reform.

Who Pays When People Overconsume...

...in Iowa?

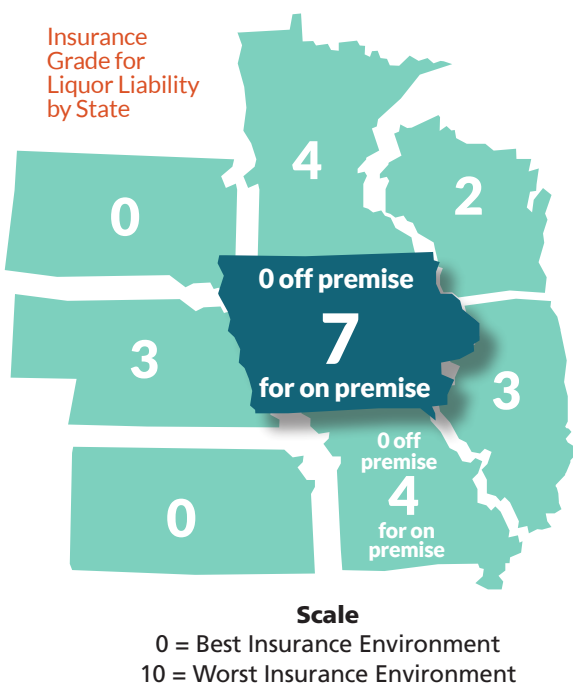
With the expansion of liquor sales in the state of Iowa, consumers can now purchase adult beverages in a wide variety of places. This, in combination with a reduction in the legal blood alcohol content, has substantially decreased the market share of alcohol sales for restaurants and bars. However, the liability of selling alcohol has not changed. The only time an innocent victim is guaranteed reparations if harmed is if a line of liability can be drawn back to a restaurant or bar. This has created an environment which incents trial teams to look for ways to track a person who has done harm back to a restaurant or bar—even if the operator did not over serve. What's more, there is no guarantee of protection if alcohol was purchased somewhere else—even if a retail or convenience store clerk recognizes that the person they are selling alcohol to is intoxicated.



...in Other States?

The reality of the inequity of Iowa's approach to liquor liability coverage has not been lost on the insurance industry. The Insurance Services Office (ISO) is an independent supplier of statistical, actuarial, underwriting, and claims data which is used by the property/casualty insurance industry to determine whether to enter a market, what products to offer and how to price insurance. The ISO gives all 50 states a "grade" which helps insurance providers determine whether or not the business is worth the exposure risk. 0 is a highly desirable score. 10 is the worst possible score.

- Only four states have a grade which differentiates between on premise and off premise sales—Iowa is one of those four.
- Of those four, Iowa has the highest grade disparity between on-premise and off-premise liability. We have the most inequitable score in the nation.
- Only three states have a score higher (meaning worse) than Iowa's restaurants and bars for insurability.
- The score for convenience stores, grocery stores, pharmacies, big box stores and other retailers in Iowa is 0.
- Every Iowa hospitality establishment along the border is operating at a significant disadvantage to those in neighboring states.



Proposed Legislation Seeks to Decrease Liquor Liability Insurance Cost

The Iowa Restaurant Association has worked with Iowa legislators to bring common sense insurance reform and increased personal responsibility to situations wherein damages have taken place due to overconsumption of alcohol. The proposed reform does increase the level of assumed responsibility of the alleged intoxicated person for his or her own actions and mitigates somewhat the overwhelming burden on restaurants and bars. Perhaps more importantly the legislation, if passed, should help drive down the cost of liquor liability insurance for restaurant and bar owners. The net result is that restaurants and bars will be able to purchase higher amounts of insurance protection at lower cost.

Current

123.92 CIVIL LIABILITY FOR DISPENSING OR SALE AND SERVICE OF BEER, WINE, OR INTOXICATING LIQUOR (DRAMSHOP ACT) — LIABILITY INSURANCE — UNDERAGE PERSONS.

1. a. **Any person** who is injured in person or property or means of support by an intoxicated person or resulting from the intoxication of a person, has a right of action for **all damages** actually sustained, severally or jointly, against any licensee or permittee, **whether or not the license or permit was issued by the division or by the licensing authority of any other state**, who sold and served any beer, wine, or intoxicating liquor **to the intoxicated person when the licensee or permittee knew or should have known the person was intoxicated, or who sold to and served the person to a point where the licensee or permittee knew or should have known the person would become intoxicated.**

b. If the injury **was caused** by an intoxicated person, a permittee or licensee may establish as an affirmative defense that the intoxication did not contribute to the injurious action of the person.

Changes in SSB1179

Change to "innocent third party" so the intoxicated person himself cannot seek damages

Change to a maximum of \$75,000

Change to ensure those crossing the border were actually overserved in an Iowa establishment

Replace so only someone directly serving someone who is obviously intoxicated is held to account. Ensures a trainable and defensible standard.

Add the word "proximately" to ensure that the alcohol was actually the cause of incident.

Proposed

123.92 CIVIL LIABILITY FOR DISPENSING OR SALE AND SERVICE OF BEER, WINE, OR INTOXICATING LIQUOR (DRAMSHOP ACT) — LIABILITY INSURANCE — UNDERAGE PERSONS.

1. a. **Any innocent third-party** who is injured in person or property or means of support by an intoxicated person or resulting from the intoxication of a person, has a right of action for **damages up to \$75,000** actually sustained, severally or jointly, **against any licensee or permittee, whether or not the license or permit was issued by the division**, who sold and served any beer, wine, or intoxicating liquor **directly to a visibly intoxicated person.**

b. If the injury was **proximately** caused by an intoxicated person, a permittee or licensee may establish as an affirmative defense that the intoxication did not contribute to the injurious action of the person.

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The generous support provided by sponsors and volunteers is essential to the Iowa Restaurant Association Education Foundation's continued work with ProStart® students to build Iowa's hospitality workforce. Whether you're an owner, operator, manager, chef, or work for a company that sells into the industry, there are several ways to get involved!

SPONSOR

Event Sponsorship: Sponsorship of the annual Iowa ProStart Invitational is a great opportunity to be recognized as a leader in supporting the workforce of the next generation. Sponsoring and judging the State Invitational helps build relationships with many of the competing students – who just may be your next talented employees – educational institutions, and industry operators and suppliers.



For several years the Trostel family has sponsored a scholarship in honor of their father Paul Trostel. Pictured: Troy Trostel, Trostel's Greenbriar, with scholarship recipient Jessica Havel.

Scholarship Sponsorship: The IRAEF strives to make postsecondary education accessible to individuals committed to a future in our industry. Scholarships are awarded annually to graduating Iowa high school seniors, undergraduate and graduate students to further their culinary and hospitality education.

MENTOR

Every year, ProStart classes across the state are in need of culinary and restaurant management mentors to conduct classroom presentations and demonstrations, host field trips, and mentor them through competitions. By developing future industry leaders, mentors are helping to develop a high-quality labor pool for the future of their own business and Iowa's hospitality industry.



2015 ProStart Mentor of the Year Brice Dix mentored the Waterloo West ProStart culinary team to a State Championship.

PARTNER

With the Iowa ProStart Program providing more than 1,100 students in 28 Iowa high schools an opportunity to learn about careers in foodservice and hospitality, program partnership is an exceptional opportunity to directly impact local communities. ProStart goes beyond just providing a curriculum in the classroom. Connecting activities include classroom speakers, teacher training sessions, field trips, and much more.



The Soyfoods Council has partnered with the Iowa Restaurant Association to provide educational soy-focused seminars for ProStart students and professionals across the state.

GIVE

100% Tax Deductible Donation: Make a 100% tax deductible donation to the Iowa Restaurant Association Education Foundation online at www.restaurantiowa.com/donate or send checks payable to the Iowa Restaurant Association Education Foundation: 1501 42nd St. Suite 294, West Des Moines, IA 50266



Donations to the IRAEF provide vast resources and opportunities to ProStart classrooms across the state.

Endow Iowa Fund: Your donations to the Community Foundation of Greater Des Moines can be earmarked for the IRAEF. Through Endow Iowa, you can tax deduct your contribution and receive tax credits through the state. Contribute to the future of the Iowa hospitality industry and receive nearly full return through designated tax credits. Learn more and follow the link at www.restaurantiowa.com/donate to make your contribution and earn tax credits.

For more information on sponsorship, volunteer, partnership and giving opportunities, contact IRAEF Executive Director May Schaben at (515) 276-1454 or mschaben@restaurantiowa.com.

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Average Fine Dining Meal

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Steak

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Average Casual Dining Meal

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Steak

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Mixology Championships 2017

**Thursday, September 7
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Think you have what it takes to be Iowa's Top Mixologist? Compete in a regional mixology competition held across the state this summer for a chance to advance to the State Mixology Championships on September 7th at Vivian's Diner & Drinks in Des Moines! The top mixologist will receive a \$1,000 cash prize and serious bragging rights.



Top mixologists at the regional competitions advance to the state finals.

Interested in competing? Contact: Stacy Kluesner, skluesner@restaurantiowa.com, 515-276-1454

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CULINARY COMPETITION **Thursday, October 5** **The Atrium at Capital Square** **Des Moines**

Enter the Dine Iowa Culinary Competition and create a one of a kind dish to be crowned Iowa's Top Chef!

The Iowa Restaurant Association and a team of travelling judges will visit 10 restaurants from August to October on a designated night to judge a competition dish using beef and soy. Winners will be announced at the Dine Iowa Grand Tasting Gala on Thursday, October 5th in Des Moines. Make samples of your competition dish for nearly 300 attendees who will vote for People's Choice Award Winner. Competition and People's Choice winners receive cash prizes!

Contact: Katelyn Kostek, kkostek@restaurantiowa.com, 515-276-1454

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IOWA RESTAURANT ASSOCIATION'S

Soy Salad Dressing Professional Chefs Competition

**Monday, August 14
Agricultural Building
Iowa State Fairgrounds**



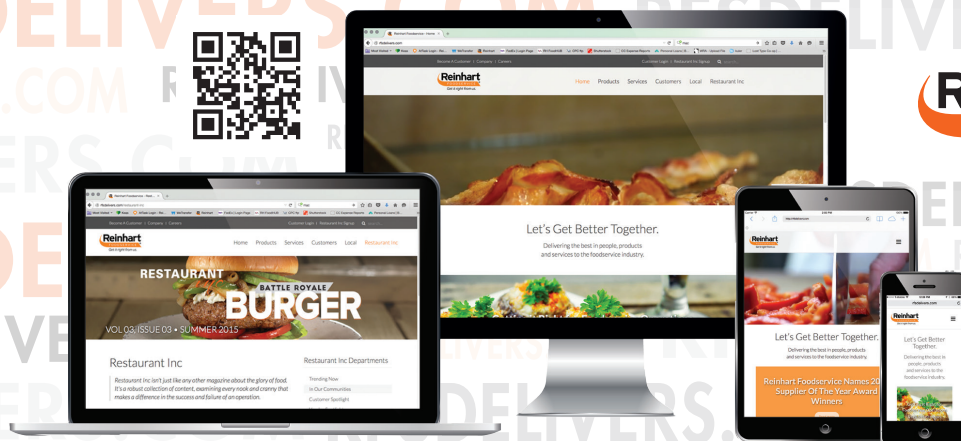
The Soyfoods Council, in conjunction with the Iowa Restaurant Association, will be hosting its 5th Annual Soy Salad Dressing Professional Chefs Competition on Monday, August 14 at the Agricultural Building during the Iowa State Fair. Chefs are challenged to create a salad dressing recipe using soft silken tofu as the base for a panel of judges and hungry fairgoers.

Interested in competing?
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Don't Be Fooled By Faux Food Inspectors

According to recent reports received by the Iowa Department of Inspections and Appeals (DIA), fake food inspectors have reappeared in Iowa. The fake inspectors appear to be targeting ethnic restaurants in Scott County as well as central Iowa, but all establishments should be aware of the signs of a fraudulent inspector.

1. Asking for personal information

The latest scam involves an individual posing as a food inspector who promises the restaurant owner that he can get the establishment's license renewed quickly in exchange for a \$5 payment by credit card. This result is a hacked bank account.

A legitimate restaurant inspector will never ask an establishment owner or staff for personal information.

2. Threatening or intimidating employees

The phony food inspector scam first appeared in Iowa several years ago when individuals posing as health department officials would bully restaurant owners and staff in attempts to obtain personal information, including cell phone numbers, social security numbers and, in several instances, cash.

A legitimate restaurant inspector will never bully or intimidate establishment employees into disclosing personal information.

3. Extorting money in exchange for fixing a problem

Fake health inspectors often solicit cash or other forms of payment to "make violations disappear."

A legitimate restaurant inspector cannot take payment for licences or issue fines due to violations, and will never attempt to extort money in exchange for fixing a problem.

See Something Fishy? Report It!

Food safety inspectors at both the state and local level are dedicated individuals who assist owners in the operation of their food service establishments—their role is as much educational as it is regulatory.

Restaurant owners and operators are urged to contact their local health department or the DIA for verification

of a person's identity if they have any doubts about an inspector. Food establishment operators who are contacted by anyone claiming to be a food inspector who asks for personal information, such as credit card account numbers, should immediately notify their local police department.

Iowa Department of Inspections & Appeals: 515-281-5796



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January 1, 2018 Deadline Is Around The Corner! Is Your Certified Food Protection Manager In Place?

Iowa food code requires that every foodservice establishment in Iowa have a certified food protection manager in place by January 1, 2018. Is your establishment in compliance?

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



Upcoming Classes

July 6, 11, 20 & 25

August 3, 9, 17, 24 & 29

September 7, 12, 20 & 26

Certified Food Protection Manager Requirement

- Existing establishments that have NOT had a food borne illness risk factor or public health intervention violation must comply by January 1, 2018.
- New establishments must comply within six months of licensure.
- Any establishment that has had a food borne illness risk factor or public health intervention 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.



Multi-Day Spanish Language Classes Available!

ServSafe es una clase de higiene y seguridad de alimentos establecida para asegurar que su restaurante maneje la comida de forma segura, con la limpieza apropiada para evitar propagar enfermedades transmitidas en los alimentos y así mantener sus clientes sanos.

La clase dura 3 días, y se lleva a cabo en el horario siguiente:

Lunes y Miércoles: 8:00 a.m. a 11:00 a.m.

Viernes: 8:00 a.m. a 1:00 p.m. (El examen de certificación comienza a las 11:00 a.m.)

Clases Disponibles

17, 19 & 21 de Julio

14, 16 & 18 de Agosto

11, 13 & 15 de Septiembre

La instructora Ana Rodriguez diseñó la clase de esta manera para que usted tenga más tiempo de leer el libro, estudiar, y practicar lo aprendido en clase para que así el examen sea mucho más fácil de pasar.

Puede registrarse en www.restaurantiowa.com/product/inscripcion-clase-servsafe. O puede llamar a la instructora Ana Rodriguez al (515) 635-5754 (Por favor deje mensaje en la grabadora con su nombre y teléfono y ella se comunicará con usted lo más rápido posible).



Ana Rodriguez
Spanish ServSafe Instructor

Iowa News



Mickey's Irish Pub in Waukee Owners Named Citizens of the Year
Congratulations to Andy and Amy Walsh of Mickey's Irish Pub in Waukee! The Walsh's were given the key to the city and named Waukee Citizens of the Year. May 16, 2017 was also declared Andy and Amy Walsh Day by Mayor Bill Peard. Thank you Andy and Amy for your outstanding work within your community and your leadership within Iowa's hospitality industry!

Trostel's Greenbriar Hosts Fundraiser For Former IRA Team Member

IRA member Trostel's Greenbriar hosted a Leukemia Lymphoma Society Fundraiser in honor of Ronnette Vondrak (far left). Ronette is a former Greenbriar employee, former IRA employee, three time cancer survivor, and great friend to Iowa's hospitality industry. Also pictured (L to R): Deanne Plew, Trostel's Greenbriar, Suzanne Summy, Trostel's Greenbriar, and musical entertainment Tony Valdez, The Tony Valdez Large Band.



Hotel Julien Dubuque Honors Four Stars of Hospitality

This spring The Hotel Julien Dubuque honored four outstanding employees who have each been part of the eastern Iowa restaurant for more than two decades. Congratulations Bobby Edminster, Vickie Donar, Ron Helbling and Annette Jones!



Fresh Mediterranean Express owner/operator Jeni Betts sampled the restaurant's best-selling hummus with veggies at the Winefest Lawn Party this summer.



The Des Moines East & South Chamber of Commerce Taste of the Southside event gives restaurant like Johnny's Italian Steakhouse an opportunity to connect with patrons while serving tasty appetizers.



IRA board member Scott Carlson (far right) from CABCo., Americana Restaurant & Lounge and Gilroy's Kitchen + Pub + Patio ventured to Charleston, SC to cheer on Iowa's ProStart teams at the National ProStart Invitational. Also pictured is the ProStart Restaurant Management team from Sergeant Bluff-Luton High School.



IRA Board Members Ryan Achterhoff of Pizza Ranch, Mike Holms of Splash Seafood Bar & Grill and Jethro's, and Steve Casteel of Heartland Payment Systems stepped away from the NRA Show floor in Chicago to relax and connect with Iowa operators at a reception hosted by the Iowa Restaurant Association.



Foodies Heather and Will Weber had the opportunity to try culinary creations from seven greater Des Moines chefs at the Iowa Restaurant Association's Culinary Affair.



Trostel's Greenbriar staff members represented Southern Wine & Spirits with Hornito's t-shirts at their Leukemia Lymphoma Society Fundraiser this spring.



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mark your calendars!



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, Des Moines
6:00 - 8:00 p.m.
\$30 per person

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: www.restaurantiowa.com



September 11-12

NRA Sustainability Executive Study Group

Atlanta, GA

Learn more at www.restaurant.org

October 5

NRA VIP Luncheon

Vivian's Diner & Drinks, Des Moines
12:00 PM

This invitation event for elected Iowa Restaurant Association leadership and top sponsors features the incoming NRA Chairman as a keynote speaker. Attendees discuss top federal hospitality legislative issues, industry trends and future casting, the market place and much more.



October 5

Grand Tasting Gala

The Atrium at Capital Square, Des Moines
6:00 - 8:00 p.m.
\$50 per person

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 available soon: www.restaurantiowa.com.



October 5

Hospitality Industry Awards

Temple for Performing Arts, Des Moines
4:00 p.m.

Before the Grand Tasting Gala

This event is open to all members of the Iowa Restaurant Association!

Call 515-276-1454 to reserve your seat.



October 6

NRA Chairman's Breakfast

Iowa Culinary Institute, Ankeny
8:00 a.m.

Join us in discussing culinary trends, hot button legislative issues, and what's on the horizon for our industry with the National Restaurant Association's Board Chairman.

Call 515-276-1454 to reserve your seat.



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.

July 6, 11, 20 & 25
August 3, 9, 17, 24 & 29
September 7, 12, 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.

July 17, 19 & 21
August 14, 16 & 18
September 11, 13 & 15
New Multi-Day Spanish Courses Available!

Register: Ana Rodriguez (515) 635-5754

Spanish Classes Available



Responsible Alcohol Service Training

Arrange for ServSafe Alcohol® Responsible Service training in your establishment. An IRA representative will come to your business to teach a course on alcohol law and liability, checking identification, spotting fake IDs and more.

\$5 - IRA members \$10 - nonmembers

Call 515-276-1454 to schedule a training or email Stacy Kluesner at skluesner@restaurantiowa.com.



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