

Food & Beverage Iowa Business

Quarterly

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Grassroots Change Makers:

Operators Finally Get
Dram Reform Passed

Kris Kay, Owner Operator of
Go Fish Marina Bar & Grill
in Princeton Engaged
Others and Advocated for
Border Business Owners



Inside: Associations State and Federal Legislative Agendas Make Progress.



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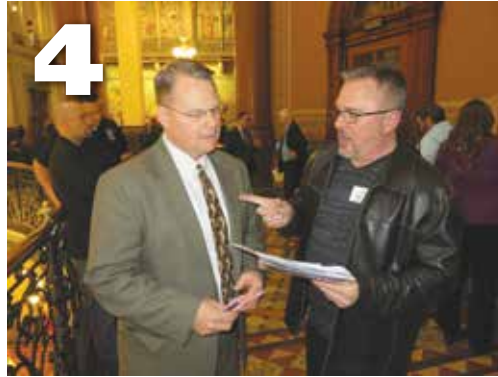
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Food & Beverage Iowa Business Quarterly

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Food & Beverage Iowa Business Quarterly is the official publication of the Iowa Restaurant Association. It is produced four times a year and is distributed to licensed restaurant and retail beverage establishments in Iowa. Editorial features cover business, legislative, and other trends impacting Iowa proprietors.

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

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Major Hospitality Legislative Wins!

Future Looks Positive for Your Businesses Bottom Line

Perhaps no benefit of the Iowa Restaurant Association is more important, yet more difficult to quantify, than the Association's advocacy work at the state legislature. This year the Association was able to bring about significant change to the state's outdated DRAM statutes—changes that should result in a major reduction in DRAM insurance costs for many Iowa operators. (See page 6).

While the Association's lobbying team was at the Capitol daily working with elected officials, as well as with the Iowa Insurance Division, Iowa Alcoholic Beverages Division and the Iowa Department of Economic Development to bring about reform, grassroots efforts from members played a critical role in the passage of new DRAM language.

"I joined the Iowa Restaurant Association more than 25 years ago hoping to help bring about changes to DRAM laws written post prohibition," said Darin Beck, 2018 Chairman of the Board and owner of a dozen hospitality establishments across the state. "It has taken this long to find the right legislative champions, lobbying team, strategic partnerships and written

language to make something happen. But without our members taking the time to travel to the Capitol, as well as call and e-mail legislators to share their stories, this year's DRAM bill still would not have passed. It's a testament to the power of grassroots lobbying."

Beck, who expects to see tens of thousands of dollars in savings in DRAM costs, intends to host a series of celebratory events across the state to say thank you to those who helped with passage. "It's time for us to connect with others in the industry and remind ourselves when we act with a single voice, we can get things done" Beck said.

Darin Beck (right), restaurant owner and 2018 Chairman of the Board of the Iowa Restaurant Association speaks with Senator Craig Johnson of Independence.



"...when we act with a single voice, we can get things done."

Go Fish Owner Kris Kay Helps Border Owners Make Their Voices Heard in the Legislature

Hospitality operators outside of the Golden Circle of Des Moines often complain that the struggles of border businesses fall on deaf ears at the Iowa legislature. Kris Kay, Owner of Go Fish, a restaurant, bar and marina which sits on the Mississippi River in Princeton, has no tolerance for such talk. “If you want things to change, you have to show up” Kay said. Kris and her husband John made multiple trips to Des Moines to meet with legislators about changing Iowa’s DRAM laws. Even more, Kris engaged other area operators in the efforts. She hosted a legislative forum in her establishment, inviting Democratic and Republican legislators, as well as area operators. “Our legislators have to hear from us, they don’t know our businesses like we do. They can’t know what we don’t tell them.”

Kris Kay’s relentless efforts to engage others in the Association had an impact. “I initially joined the Association and started reaching out to legislators because I wanted to be supportive of Kris,” said Andy Lank who owns Killkenny’s in Davenport. “But after I traveled to Des Moines to meet with legislators, I realized that she was doing me a favor by getting me involved—if we focus our collective efforts and message, our industry has a strong voice.”



Kris Kay looks over the Mississippi River at her out-of-state competition in Illinois. Finding equality has been a challenge.



“They don’t know our business like we do.”

Coalition Key to Reform

The Iowa Restaurant Association was able to build a strong coalition of allies in its efforts to pass DRAM reform legislation. A special thank you to the following groups who registered in support of the reform bills.



- Allied Insurance
- Association of Business and Industry
- Association of Iowa Fairs
- Caesars Enterprise
- Doll Distributing
- Grinnell Mutual Reinsurance Company
- Independent Insurance Agents of Iowa
- Iowa Brewers Guild
- Iowa Distillers Alliance
- Iowa Gaming Association
- Iowa Insurance Associates
- Iowa Insurance Institute
- Iowa Wholesale Beer Distributors Association
- Iowa Wine Growers Association
- National Federation of Independent Business (Iowa)
- Nationwide Agribusiness
- Nationwide Mutual Insurance
- Property Casualty Insurers Association
- State Farm Insurance
- Travel Federation of Iowa

New DRAM Language Should Expand Insurance Options, Ease Costs

In April, the Governor signed Senate File 2169 which enacted DRAM reform. The changes increase the responsibility of those that consume alcohol to the point of intoxication. It also provides a defensible standard for operators who deploy preventative measures such as cameras and staff training. The new law takes effect July 1, 2018.

Old

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 DRAM

Change means the intoxicated person himself cannot seek damages

Change creates maximum for pain and suffering of \$250K

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.

New

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 third-party** who is not the intoxicated person who caused the injury at issue and 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 the amount specified in paragraph "c"** 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 the intoxicated person provided that the person was visibly intoxicated at the time of the sale or service.**

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.

c. **The total amount recoverable by each plaintiff in any civil action for noneconomic damages for personal injury, whether in tort, contract, or otherwise, against a licensee or permittee, shall be limited to two hundred fifty thousand dollars for any injury or death of a person, unless the jury determines that there is a substantial or permanent loss or impairment of a bodily function, substantial disfigurement, or death, which warrants a finding that imposition of such a limitation would deprive the plaintiff of just compensation for the injuries sustained.**



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Some insurance companies say your power has to be out for at least 72 hours before they'll reimburse you for loss of business. But we both know you start losing money the second you lose power. That's why our coverage kicks in immediately. To hear more about how we handle the details that make the biggest difference, call 888-5-SOCIETY or find one of our agents at societyinsurance.com.

Governor Paves Way for Iowa Restaurant Association Healthcare Plan

In April, the Iowa Restaurant Association joined a group of small business advocates and Iowa-based healthcare companies at a signing ceremony with Iowa Governor Kim Reynolds. Reynolds signed a bill which brings Iowa's legislative language in line with new federal language, allowing small businesses or self-employed individuals to band together to buy coverage through "association health plans" (AHPs) that don't meet Obama Care insurer rules.

This will allow organizations, such as the Iowa Restaurant Association, to create less expensive alternatives for small employers. The Association intends to debut a plan on October 8, 2018 at the Iowa Hospitality Expo.

The Trump administration has already proposed expanding association health plans on the national level.

In 2015, only 59% of restaurant employees with health insurance were covered through an employment-based plan, down sharply from 67% in 2010.



Taxes, Healthcare Reform, Immigration Top List of Federal Issues for Iowa Operators

Delegations of Iowa restaurateurs had several opportunities to meet with Iowa's Federal Congressional delegation to discuss key Federal issues impacting Iowa's hospitality community.



IRA members connected with Congressman David Young at Barley's in Council Bluffs.



The IRA DC delegation met with five of Iowa's congressional leaders including Senator Joni Ernst.

Critical to Workforce Development



Joe McConville,
Co-owner, Gusto Pizza Co.

Gusto Pizza Co-owner Joe McConville thinks immigration reform is critical to workforce development. "Industry-wide we are facing the shallowest employee pool I have seen in my 20 years of working in hospitality. Many immigrants are experienced in all the areas we are looking to fill," said McConville.

We have a large pool of potential employees wanting to come and work hard. We need to find a way to clarify and ease their path to legalization while balancing the security of our border."



Nearly **19%** of working DACA recipients hold jobs in food service.

*New American Economy

Federal Tip Pooling Clarifications Increase Compensation Options

This year the hospitality industry achieved a significant victory as part of the "omnibus" spending bill. The 2011 regulation that prohibited back-of-the-house staff from participating in tip pools was fully repealed. All staff members (front and back of the house) can be compensated using a tip pool as long as everyone is paid at least minimum wage and employers do not take a tip credit.

Further clarification has also been offered by the Department of Labor (DOL). As part of a roll-back of Obama-era rules, employers can now use the "duties test" to determine who qualifies as a supervisor or manager to establish tip-pool eligibility. Essentially, if an employee earns most of their pay through tips, but also has a limited supervisory role, they are still allowed to participate in a tip-pool.

Restaurant jobs with annual income between \$45K and \$75K jumped 42%!



Drafting Error in Tax Code Hits Restaurants Hard

Restaurant owners were thrilled when the Tax Cuts and Jobs Act of 2017 included 15-year restaurant depreciation language. Unfortunately a drafting error is negating the intention of the new code. A technical correction is needed to fix the oversight.

When tax reform passed last year, Congress combined restaurant and retail depreciation into one category called "qualified improvement property."

Congress intended to assign the new category a 15-year depreciation period, which was the current law for restaurant and retail depreciation before tax reform passed.

During the drafting of the final tax reform bill, Congress made a drafting error and neglected to include 15-year depreciation for this new category. Thus, depreciation has defaulted back to a 39-year recovery period.

Ask For This

If you have the opportunity to meet with one of our Federal Lawmakers, ask if they are helping facilitate a technical correction to the tax reform law of 2017 to restore 15-year restaurant depreciation.



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- Access to all educational sessions
- 50 exhibitors on the Expo floor
- Industry reception
- Entertainment
- Awards party for restaurateur, chef, employee and philanthropist of the year
- Gala tasting with wine, spirits, beer and dessert salons
- Culinary competition People's Choice tasting event

Get Your Tickets Now at www.restaurantiowa.com

There's Still Time To Exhibit!

The Iowa Hospitality Expo brings together hospitality owners, managers, chefs, and food & beverage pros in search of creative options to help them meet customer demands, grow business and support their work teams. Join the Expo as an exhibitor and promote new products, services and business best practices with your target market – industry professionals looking for what you have to offer!

Your exhibitor registration includes:

Schedule

Monday, October 8th

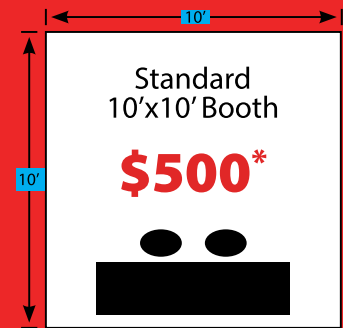
Events from 9 a.m. to 8 p.m.

9:00 a.m.	Keynote Breakfast
10:00 a.m.-3:00 p.m.	Expo Floor and Education Sessions
3:00 p.m.	Industry Awards Celebration
4:30 p.m.	Industry Cocktail Hour
5:30 p.m.	Culinary Competition and Beverage Tasting Gala (open to public)

Includes

- 10' x 10' booth with 6' table and 2 chairs
- Pipe and drape (8" backwall, 3' sides)
- Expo website listing
- Company listing and product information in the printed show directory
- Booth personnel badges and passes for 3 team members
- Post show attendee mailing list
- Ability to add on exhibitor exclusive marketing, educational and sponsorship opportunities

Exhibit



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Pleasant Hill

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- games

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When every day in our industry requires networking with patrons and employees, it's hard to find time to make meaningful connections with fellow industry professionals. We've got you covered! Unwind and play together at the 2018 Duffers, Diners & Drives Golf Classic. You don't need to be a pro (or even good) to enjoy this not-so-average golf outing. A tasting event for golfers, and a golfing event for eaters and drinkers — you're sure to find something tasty while grazing your way across the course!

Check out the fun from 2017!



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Spend a day on the golf course, promote your restaurant or bar, and connect with your patrons and potential customers! You'll be placed at a hole where you can share food and beverage samples, merchandise and more with nearly 300 golfers who will be eating and drinking their way across the course.



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get involved!

Showcase your talent at upcoming Iowa Restaurant Association events!



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Mixology
Championships

STATE MIXOLOGY CHAMPIONSHIPS
Downtown Des Moines
Thursday, September 6

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 6th. Create one-of-a-kind craft cocktails for a panel of judges, then recreate the same drinks into samples for guests at a People's Choice public tasting. Cash prizes are awarded to top competitors!

Contact Stacy Kluesner for more information:
515-975-0640 or skluesner@restaurantiowa.com.

SOY SALAD DRESSING COMPETITION
Agricultural Building, Iowa State
Fairgrounds, Des Moines
Monday, August 13

Do you specialize in innovative culinary recipes? Enter The Soyfoods Council and Iowa Restaurant Association's 6th Annual Soy Salad Dressing Professional Chefs Competition 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 hungry fairgoers.

Cash prizes are up for grabs!

Contact Josephine Jensen to enter the Soy Salad Dressing competition: 515-276-1454 or jjensen@restaurantiowa.com.

IOWA RESTAURANT ASSOCIATION'S
Soy Salad Dressing
Professional Chefs Competition



CULINARY COMPETITION



Enter the Dine Iowa Culinary Competition and create an original culinary masterpiece to be crowned Iowa's Top Chef! A team of travelling judges will visit your restaurant throughout the summer to judge your competition dish featuring beef and soy. Then make your way to Des Moines in October for the People's Choice portion of the competition where hungry guests will sample your creation and cast a vote for their favorite. Winners will be announced at the Dine Iowa Grand Tasting Gala on Monday, October 8th at the Des Moines Marriott Hotel.

Contact Josephine Jensen to enter the Culinary competition: 515-276-1454 or jjensen@restaurantiowa.com.





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Waterloo West & Des Moines Central Campus High School ProStart® Teams Head To Nationals on the East Coast



For the fourth year in a row, Waterloo West High School has clenched the Culinary Championship title at the Iowa ProStart Invitational. Late this April, the culinary “dream team”, along with the Restaurant Management Champions from Des Moines Central Campus High School, made their way to Providence, Rhode Island to represent Iowa at the National ProStart Invitational where the Des Moines Central Campus management team placed 10th out of 46 — the best an Iowa team has ever placed.

On February 27th, the Iowa Restaurant Association Education Foundation hosted its largest ever Iowa ProStart Invitational at the Iowa Events Center in Des Moines which highlighted the skills of 14 culinary teams and six restaurant management teams. More than 40 industry professional judges critiqued each team and provided feedback to encourage students in their future culinary and management endeavors.

Culinary Results:

- 1st Place – Waterloo West High School
- 2nd Place – Cedar Rapids Community Schools
- 3rd Place – Hampton-Dumont High School

Management Results:

- 1st Place – Des Moines Central Campus High School
- 2nd Place – Waukee High School
- 3rd Place – Hampton-Dumont High School



Waterloo West High School ProStart Educator Tracey Hulme (far left) and chef mentor Aaron Broshar (far right) with their “Dream Team” – (L to R) Grace Vandersee, Savannah Weldon, Phuong Pham, Isaiah Robins, and Hayleigh Zikuda.



In their first appearance at the National ProStart Invitational, the state management champion team from Des Moines Central Campus placed 10th out of 46! Team members include: (L to R) Tyler Scar, Josh Thompson, Mason Bolser and Max Dixon.



More than 40 Iowa hospitality industry professionals volunteered to judge at the 2018 Iowa ProStart Invitational. The time and talent donated by these individuals help make the event a success year after year.

Get Involved in the ProStart Program!

The opportunities to get involved in the Iowa ProStart Program are endless! Donate your time by organizing field trips for teams at your place of business; donate your talent by joining a program as a culinary or management mentor; or make a 100% tax deductible monetary donation to support the more than 1,300 high school students across all 27 Iowa ProStart schools.

Contact IRAEF Executive Director May Schaben and get connected: mschaben@restaurantiowa.com or 515-419-1863.





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The current Iowa food code requires that every foodservice establishment in Iowa have a certified food protection manager on staff. Are you in compliance?

Certified Food Protection Manager Requirement

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 at the Iowa Restaurant Association office and monthly across the state via ISU Extension.

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we saw you there.



Kate Gilbert from Iowa State University, along with Chef Lynn and Sarah Pritchard from Table 128 Bistro + Bar, hosted a special screening of the movie "Wasted" which focuses on limiting food waste.



Chef Brett McCarthy from Western Iowa Tech Community College, Linda Funk from The Soyfoods Council, and nationally-renowned Chef/Educator Chris Koetke collaborated in February to bring a soy oil seminar to culinary students and industry professionals in the Sioux City area.



Chef Sean Wilson from Proof in Des Moines joined the chef lineup at the 2018 Culinary Affair to prepare the palate cleansing Intermezzo course.



Iowa Restaurant Association lobbyist Eric Goranson and wife Rachel celebrated Iowa's hospitality industry with an incredible dinner at the 2018 Culinary Affair.



Michelle Booth from Fleming's Prime Steakhouse & Wine Bar and Scott Hopkins from Performance Foodservice give feedback to management teams at the 2018 Iowa ProStart Invitational.



Ben Muehr from Johnson Brothers join Leslie Lucente and John Rasley from the E & J Gallo Winery who were presenting sponsors at the 2018 Culinary Affair.



Jesse Grossnickle from the Shoreside Pub & Grub and Iowa Lakes Community College and Charlie Campbell from Performance Foodservice served as judges for the management competition at the 2018 Iowa ProStart Invitational. The duo judged team's original restaurant concept and public speaking skills.



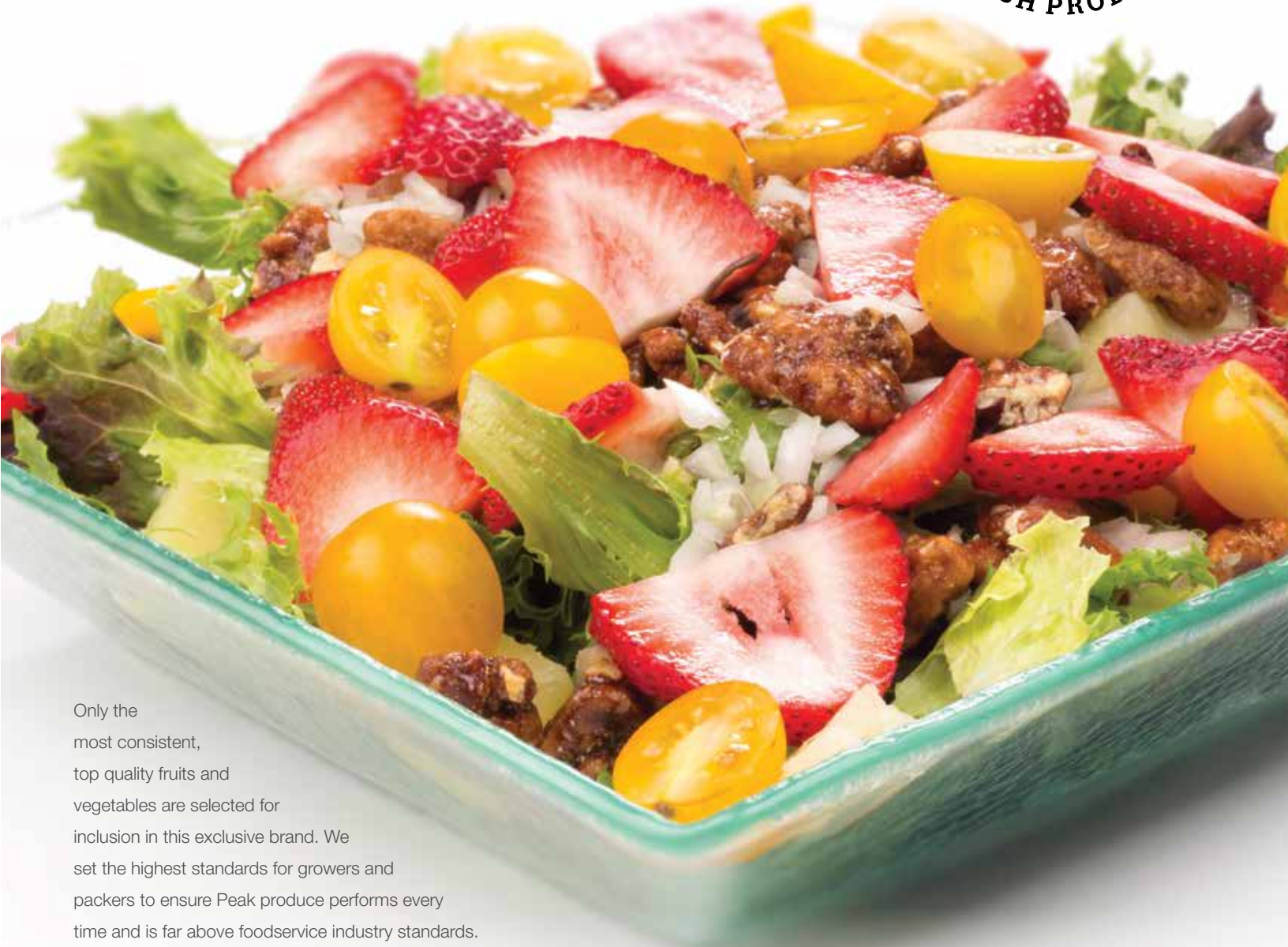
Eric Schmitt and Kathy Trca from Rapids Wholesale Equipment in Marion experienced the Iowa ProStart Invitational firsthand as Awards Ceremony Sponsors of the event.



Splash Seafood Bar & Grill Executive Chef Dominic Iannarelli (left) with Chef de Cuisine Ryan Baber (right), won the coveted Media's Choice Award at the Iowa Pork Producers Association's 2018 Taste of Elegance.

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News From Around the State

Chef Robert Anderson Recognized for Outstanding Leadership

Chef Robert Anderson, Executive Director of the Iowa Culinary Institute, was recognized by the Iowa House of Representatives for his 43 years of world-renowned leadership and service. A special Resolution highlighting his achievements read in part, "The quality of the culinary experience in Iowa has been enhanced by the selfless dedication and exceptional expertise of Chef Anderson." Chef has been a longtime Iowa Restaurant Association member and board member and in 2014 he received the Association's prestigious Lifetime Achievement Award. Congratulations Chef on this outstanding and well-deserved recognition!



DMACC Dean of Arts and Sciences Jim Stick, Iowa Representatives Kevin Koester, John Landon and Rob Taylor presented Chef Anderson with a special House Resolution in recognition of his outstanding career at the Iowa Culinary Institute.



Whiskey Road Chef Wins Taste of Elegance

Congratulations to Chef Andrew Ungs from Whiskey Road Tavern & Grill in Cedar Falls on being named Chef Par Excellence of the Iowa Pork Producers 2018 Taste of Elegance in Des Moines!

Chef Andrew created a dish featuring Peking pork with wasabi mash and ginger carrots to defeat the 11 competitors vying for the coveted title.

Cabin Coffee Founders Named Entrepreneurs of the Year

Congratulations to IRA Members Brad and Angie Barber of Cabin Coffee Co., for being named the 2018 Neal Smith Entrepreneurs of the Year! The Neal Smith award recognizes excellence in Iowa entrepreneurship, particularly in entrepreneurs who are dedicated to enriching their community. Brad and Angie opened their first Cabin Coffee Co. location in Clear Lake, IA in 2002 and now have 15 locations spanning six states. Congratulations Barbers!



Five IRA Members Make List of Best Bourbon Bars In America



Five IRA member restaurants and one purveyor partner have been named in the American Bourbon Association's list of Great Bourbons and Great Bourbon Bars in America. Only 10 Iowa restaurants and bars made the cut:

- Sazerac Co. – Buffalo Trace Kentucky Straight Bourbon Whiskey
- 801 Chophouse, Des Moines
- Bubba Southern Comforts, Des Moines
- District 36 Wine Bar & Grille, Ankeny
- Table 128 Bistro + Bar, Des Moines
- Whiskey Road Tavern & Grill, Cedar Falls

Nominate An Industry Superstar!

Do you know a top Iowa operator, chef, employee or purveyor who deserves recognition? Nominate them for an Iowa Restaurant Association Celebrating Excellence Award! Each year the Association seeks nominations from the industry and the public for these top honors. Submit your nominations online at www.restaurantiowa.com/award-nominations through June. Awards will be presented at the Celebrating Excellence Awards Ceremony on October 8 at the Des Moines Marriott Hotel.

Got News?

Send news about Iowa restaurants and taverns to:

David Willem
Iowa Restaurant Association
dwillem@restaurantiowa.com

mark your calendars!



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Register online at:

<https://show.restaurant.org/Home>



Wednesday, June 20

Duffers, Diners & Drives Golf Classic

Toad Valley Golf Course

Pleasant Hill

Shotguns: 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

IOWA RESTAURANT ASSOCIATION

Mixology Championships

Thursday, September 6

State Mixology Championships

Downtown Des Moines

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 on sale soon at www.restaurantiowa.com.



Monday, October 8

Grand Tasting Gala

Des Moines Marriott Hotel

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 2018 Culinary Competition and cast a People's Choice vote for your favorite. Enjoy wine samples, live music, a silent auction and more! Tickets on sale soon at www.restaurantiowa.com.



Upcoming West Des Moines ServSafe Classes

June 4, 13, 22 & 26

July 10, 19, 24 & 31

August 6, 14, 23 & 30

Iowa Restaurant Association Office

1501 42nd St. Suite 294

West Des Moines, IA 50266

To register call (515) 276-1454 or visit

www.restaurantiowa.com.

Spanish Language Multi-Day Spanish Courses Available!

May 21, 23 & 25

June 25, 27 & 29

July 23, 25 & 27

To register call Spanish Instructor

Ana Rodriguez (515) 635-5754.

IOWA RESTAURANT ASSOCIATION'S

Soy Salad Dressing

Professional Chefs Competition

Monday, August 13

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!

IT'S TIME TO COME TOGETHER

IOWA HOSPITALITY CONVENTION AND EXPO

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9 am - 9 pm

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