



IOWA FOOD COOP

September/October 2010 Newsletter

FROM THE PRESIDENT...

Greetings Fellow Members,

I write today in the spirit of the 4th principle guiding cooperatives – autonomy and self-governance. It is this principle that makes cooperatives such a unique model of supply and distribution. Just like other business structures, cooperatives serve to generate revenue in order to grow and sustain it. As our growth continues, so do the people hours it takes to operate efficiently and profitably. The Iowa Food Cooperative has a proud tradition of volunteerism that has definitely served us well. This is evidenced each distribution day when we see great groups of volunteers gather to ensure a smooth and efficient day. Fortunately, we have the luxury of a membership full of unique human resources.

Unfortunately, the Iowa Food Cooperative has not done a good job of identifying those resources or of reaching out to ask for the use of those

resources. With this in mind please consider the importance of finding a place within the structure of our cooperative to devote your time and skills. Maybe you have experience working with media or editing and publishing documents, you're a numbers cruncher, or you're a people person and good at communications. Please take a moment to think about your skill set and consider volunteering those skills to help us grow and prosper.

Something else to think about is membership recruitment. It is something we can all do, and is easy considering we are simply helping other folks access the best food in the state.

Be sure to check in with us at info@iowafood.org with concerns or suggestions.

Happy shopping!!

Jason Jones
IFC President

Important Dates

Shopping Cart Opens

September 28th
October 12th
November 1st
December 1st
January 1st



Shopping Cart Closes

October 2nd
October 16th
November 13th
December 11th
January 15th

Distribution Dates

October 7th
October 21st
November 18th
December 16th
January 20th

Des Moines

@ [Merle Hay Mall](#)

4:00 - 7:00 p.m.

W.D.M.

@ [Village of Ponderosa](#)

5:00 - 7:00 p.m.

IFC Board Meetings
1st Sunday of the month
5:30 p.m.

At Merle Hay Mall Distribution Site

SAVE THE DATE ~ Sat., Oct. 16

Iowa Food Coop
Annual Meeting & Potluck
We have a location secured!!
See page 2 for information!!

"The mission of the Iowa Food Cooperative is to facilitate farmer-consumer relationships and build our farms and communities through web-based marketing of Iowa products."

JOIN US ON FACEBOOK & TWITTER!



Producer/Consumer Connections

Following is information from some of the producers:

From Snus Hill Winery & Vineyard:

Snus Hill Winery & Vineyard will host Art at the Winery on Sunday, October 3 from 12 - 5 PM. Over 20 local artists and artisans will participate in displaying and selling their work. Admission is free! Snus Hill is located north of Hwy. 210 between Slater and Madrid, about 9 miles west of I-35 between Ames and Des Moines.

From Griffieon Family Farm:

Just in case you missed LaVon (and the overworked girls--poor things) on the news recently, here is the link:

<http://www.kcci.com/video/24932059/detail.html>

Greene Bean Coffee:

What was it about Iowa that convinced the Osbornes of Greene Bean Coffee to move here from Loveland, CO? Check out this article written by Chuck Offenburger to find out!!

<http://www.offenburger.com/lspaper.asp?link=20070319>

From La Ventosa Ranch:

We have changed all of our chicken packaging to cryovac in order to keep your chicken sealed better, stay fresher longer and flatter packages for freezer storage. By November we will be trying some pre-seasoned chickens that people will be able to order. The seasonings will range from lemon-pepper, BBQ and hot wings to possibly a few more.

We currently are raising 700 chicks to make sure we have plenty of chicken to get everyone through the winter! We are also raising heritage breed roosters for those of you who prefer a more traditional style chicken with a smaller breast and more dark meat.

We have been overwhelmed with the number of orders for our goat meat the the DSM Farmer's Market! If you haven't tried it yet, I promise you will love it! Very nutritious and the flavor of beef without the saturated fat, 1/2 the calories and higher protein and iron. We have supplied the coop with recipe and nutrition brochures - please ask for one next time you pick up your order or email me and I will send one to you.

POTLUCK - PLEASE BRING TABLE SERVICE AND A DISH TO SHARE

Our featured speaker for the evening will be Jason Grimm:

As the Food System Planner with Iowa Valley RC&D in Amana, Jason coordinates the Iowa Corridor Food and Agriculture Coalition. The coalition is local and county governments, health authorities, schools, producers, non-profit organizations, food processors, and developers who are working to build a sustainable food and agriculture system in the Iowa Corridor Region that includes Benton, Iowa, Johnson, Linn, Tama, Poweshiek, Washington, Cedar and Jones counties.

Local food system planning was Jason's focus during his undergraduate education at Iowa State in Landscape Architecture & Environmental Studies. In 2008 Jason received an ISU Dept. of Landscape Arch. Barbara King Scholarship and a University Honors Project Grant to fund his senior thesis Food Urbanism that he termed based on his interests in urban planning and urban food systems. His research, how food relates to the organization of a city and how it becomes an infrastructure that transforms the urban experience, included research on urban agriculture in London and interviews with officials and local producers in Ames, IA and the surrounding counties. His research awarded him with a 2009 American Society of Landscape Architects (ASLA) President's Award for academic excellence, and an ASLA Certificate of Honor.

Today in addition to his food system planning work with the Coalition he reads, writes and gives many presentations about the potential and importance of urban agriculture and local food systems. Jason and his wife live in the Iowa City area where they are heavily involved in many other organizations and work heavily with their family's small farm near Williamsburg, IA.

IOWA FOOD COOP ANNUAL MEETING

Saturday, October 16th, 4:30 - 7:30 p.m.
Valley Southwoods Freshman High School
625 South 35th Street, West Des Moines

GETTING TO KNOW THE PRODUCERS

[Blue Heron Organics and Natural Products](#)

Chris & Cindy Lerch
Milo, IA 50166

In the world of farming, most of the time you have to go with the flow. Chris and Cindy Lerch of Blue Heron Organics and Natural Products found that out quite quickly when they decided to try raising cattle.

"We bought an acreage in 1996 and thought we'd try organic gardening," Cindy said. "Besides vegetables, we got some chickens, sheep, and goats, but one of our neighbors insisted we needed to raise cattle because the profit margins were much higher. One day he dropped off two heifers in our pasture. We wrote him a check for them and from that point we've had cattle. In fact, we eventually had to move to our current 75-acre farm because our herd outgrew the acreage."

The beef, raised on a farm in Milo, Iowa, live in pastures free of any pesticides or herbicides. The Lerchs pride themselves on the fact that no medication, hormones, or chemicals are used on the pastures.

"Most readily available foods are full of preservatives and chemicals to the point they hardly resemble the raw ingredients that went into them," Cindy said. "Our goal when we started was to raise beef for our family that was as pure as it could possibly be, which turns out to be the natural method that we use today. This leads to a better quality product and happier animals."

Blue Heron treats their cattle like part of the family, making sure they are cared for and even go as far to name them. The farm was Animal Welfare Approved, which is an agency that strives to get the word out to consumers that the beef they are eating were raised humanely.

They passed the test easily. It's not difficult to see how when talking to Cindy.

"I really enjoy being around our cattle," she said. "The older cows are so calm and laid back - it's relaxing to be around them. It's also funny to see the younger ones when they get wound up and buck and run, for no apparent reason at all. They are just really neat creatures."

Chris and Cindy are happy to be apart of the Iowa Food Coop. If ever around Milo, stop by and see how Blue Heron operates.

"It provides a vital service for producers and consumers alike in bringing local food and products to Iowa homes," Cindy said.

For more information on the farm, visit www.iowafoodcoop.org and click on "Meet the Producers."

[Ebersole Cattle Co](#)

Beau & Shanen Ebersole
Kellerton, Iowa

Ebersole Cattle Co., located in the heart of southern Iowa, is another Iowa Food Coop farm that takes pride in the fact that they raise their beef naturally. All of the cattle are worked slowly from horseback, and the Ebersoles are very careful when handling all of their cattle.

"We raise cattle, kids, & quarter horses," Shanen said in her "About Us" section on the website. "We started our herd of Maine-Anjou cattle from Beau's parents herd. We have now expanded to 80 head of cattle. Our children also raise some goats and chickens to sell and raise eggs."

The calves are grown on fresh pastures; everyday they are moved to different fields and offered small amounts of grains to enhance the flavor of their beef. They also offer 100% grass-fed beef which is tender and lean; these cattle are not fed any grains.

The Ebersoles started their small family ranch from scratch ten years ago and offer tours of their farm to any interested customers.

"By choosing and supporting all of the small farmers and ranchers at the Iowa Food Coop you are improving our land and economy," Shanen said. "Thank you for supporting small family farmers and ranchers."

[Blanchfield Natural Beef](#) **Des Moines, IA 50321**

If asking a farmer what the best part of their job is, many different answers can be found. For a northwest sixth generation farmer, the answer is quite simple. Brett Blanchfield of Blanchfield Natural Beef sums up the question.

"While farming continues to change, some of the best things about having a farm - or your own garden - is that you can maintain the quality control for the food that your family and friends get," Brett said.

Along with his father, uncle, and cousin, the Blanchfields operate 1,200 acres of corn, hay, soybeans, and pasture land along with their sixteen head of pure angus cattle. A vast majority of their farm is in grain production, but a project started in 2005 changed that a bit. Three purebred angus heifers slowly grew into a stock of sixteen.

Another family farm that prides itself on naturally raised cattle, they do not give any growth hormones or antibiotics to the animals. The cattle are grown on a pasture and are fed the farm's own grass, hay, corn, and alfalfa mix. The Blanchfields also make sure that the cattle have an entirely vegetarian diet.

The Blanchfields are more than willing to offer more information or to set up the farm for a visit. Give them a call or e-mail to set up a date!

CONSUMER/PRODUCER MEMBERSHIPS

| | Consumers | Producers | All |
|-------------|-----------|-----------|-----|
| Up to 7/15 | 370 | 76 | 446 |
| 7/15 - 9/15 | 37 | 2 | 39 |
| Totals | 407 | 78 | 485 |

The [Des Moines Raw Food MeetUp Group](#) welcomes Sheree Clark, health counselor and raw vegan chef at the following events:

Raw Food 101: Eating Without Heating!
Saturday, October 2, 10 a.m. - 4 p.m.
Bolton & Hay, 2701 Delaware Avenue, Des Moines

Enjoy a presentation and demonstration class on preparing raw food. (Bolton & Hay sells restaurant equipment and supplies to the wholesale trade, but is also open to the public.) The day-long class "Raw Food 101," will cover the techniques of preparing such items as nut milks, entrees, snacks and desserts – all made with fresh, vegan, raw ingredients. The \$119 class fee includes food samples.

Chips + Dips that Won't Go to Your Hips!
Thursday, October 7, 6 - 8 p.m.
Allspice, 400 E. Locust Street, Des Moines

It's tailgating season, and that means breaking out the snacks. But before you go buy family-sized servings of a national brand, check out what freshly made snacks can taste like! Make chips and dip at the newly opened culinary herb store in Des Moines' East Village! Learn how to make crispy, crunchy (not fried!) chips as well as all kinds of dips: creamy, spicy, sweet. Also learn what equipment you need to make your snacks and how to use it. The \$15 fee includes food samples. Discount available if you bring a raw, vegan (no animal products) potluck dish.

Dehydrating 101 – A Half-Day Class
Saturday, October 30, 10 a.m. - 1 p.m.
Glynn Village Clubhouse, 1400 S.E. Waddell, Waukee

A half-day class on using a dehydrator to preserve food. The half-day class "Dehydrating 101 Dry it, You'll Like It," will cover what foods can be easily dehydrated and features demonstrations of healthy recipes using the dehydrator. The \$59 fee includes food samples.

For more information on any of these classes or to register, email info@fork-road.com or call (515) 249-2992 or click the DSM Raw Food MeetUp Group link above.

Praise for a restaurant that "Buys Fresh, Buys Local"

The full service restaurant Mojo's on 86th in Johnston serves fresh, locally produced ingredients in inventive and interesting dishes. Of the various local farms listed as sources for their menu items, four are Iowa Food Co-op member producers. Mojo's uses Iowa Farm Families pork and beef, Northern Prairie Chevre, and Foxhollow Farm poultry and eggs in a variety of delicious, seasonally refreshed entrees, appetizers and desserts. In addition, Jasper Winery wines are offered on the wine list.

Besides wonderful, creative food, the service is excellent, and the atmosphere is urbane yet relaxed. This is a foodie's special occasion restaurant or just a great place for a unique appetizer and a drink in the patio or bar.

Enjoy! Rita Pray

P & L

IOWA FOOD COOPERATIVE

Fiscal YTD Profile & Loss Statement
 July 1, 2009 - September 15, 2010

INCOME

| | |
|------------------|--------------|
| Member Purchases | \$123,382.89 |
| Annual Fees | \$1,056.02 |
| Producer Fees | \$1,400.01 |
| Consumer Fees | \$12,660.77 |
| Other Income | \$12,402.21 |
| | \$150,901.90 |

EXPENSES

| | |
|----------------|--------------|
| Producer Sales | \$124,614.64 |
| Other Expenses | \$19,865.18 |
| | \$144,479.82 |

NET INCOME \$6,422.08

Quotable Quotes

"You, as a food buyer, have the distinct privilege of proactively participating in shaping the world your children will inherit."
 Joel Salatin

General Manager Update

An email came from a member asking why two producers she'd bought from in the past weren't listed anymore. Several decided to suspend selling through the IFC while they were focusing on farmers markets. This includes Mast Family Farms and Log Chain Apiary. Others have unlisted themselves for other reasons, like Sugar Creek, Blue Heron, Audubon County Family Farms, D&D Ag, Iowa Natural, Rosey Acres Winery, and Anything But Green Gardens. We expect them all back at some point. One of the things we are working on is a listserve where producers can let members know about their plans. It should be up and going soon. It'll be one that you opt in

to get the emails. Look for more information in an email soon.

We got the lease signed that secures our space there at Merle Hay Mall free-of-charge for another year, which means through August of 2011. The Mall has been an important partner in helping us during our start up phase. I'd encourage you all to shop for the things you need there if you can.

The IFC board has been wrestling with our budget projections. One thing that has become apparent is the importance of increasing the amount of commerce, which will help generate revenues to pay for things. We've been working hard to increase our membership numbers. We are

going to work to increase the frequency that members buy. The third piece is programming to increase the supply and selection of products. To help with this, we are developing a business assistance program that will likely include helping our members develop good business plans. We've got funding from a USDA's Farmers Market Promotion Program grant to provide this kind of assistance. If you are interested in participating (it'll be open to both consumer and producer members), send an email to gary@iowafood.org.

Thanks.

Gary Huber
General Manager

SEPTEMBER/OCTOBER FEATURED RECIPE

Butternut Squash & Apple Soup

From the Detroit Free Press Food Section

Serves 6

- 2 T. Olive Oil
- 1 yellow onion, chopped
- 1 medium butternut squash, cubed
- 4 c. chopped apples
- 4 carrots, chopped
- 1 qt. chicken stock
- ¼ t. Cinnamon
- Salt & Pepper
- ½ c. walnut halves
- 4 oz. goat cheese, sliced in ¼ in. rounds

Heat olive oil in a large pot over medium heat. Add onion and cook until clear, about 3 min. Add carrots,

apples, squash, stock, & cinnamon. Bring to boil, stirring occasionally. Reduce heat to low, cover, & simmer until vegetables are soft, 20-30 min. Ladle the vegetables and ½ of the broth into a blender or food processor. Puree until smooth. Pour remaining broth into a separate container. Pour pureed mixture into pot & add broth until it reaches its desired consistency. Season to taste. To serve, place a few walnuts in the center of a soup bowl. Shingle 2 slices of goat cheese on top of the walnuts and, using a measuring cup, pour the soup around the goat cheese.

Prep/Total Time: 20/60 min.



FROM LYNN FALLON



Dear Friends,

Hello Members!

We're getting down to the wire in our membership drive! Only one week left!

We're very close to the 500 mark and it would be so great to get there before October 1st. We just need 14 more people to join between now and next Thursday (September 30th).

Remember - we'll be awarding our three top new-member recruiters with beautiful "Meal Baskets" full of delicious Iowa Food Cooperative producer products.

Keep up the good work!

Lynn

Contact Us

info@iowafood.org

This is the general email for the cooperative and good to use when you need general information about our services.

membership@iowafood.org

This is the email address to use when you have questions regarding your membership, activation, gift memberships, and other set-up questions.

volunteer@iowafood.org

This address should be used for responses to volunteer schedules, scheduling your volunteer activity and/or volunteer related questions.

boardmembers@iowafood.org

If you need to express your opinions to the board, we're here to listen.

problems@iowafood.org

Use this address when you have a problem with your order or you have a missing/damaged item.

news@iowafood.org

Producers and members - please submit any "news" you may have that's related to food production, agriculture, local arts & crafts, etc. to this address. Some submissions will be selected for the newsletters.

Farm Safety - Simple, Quick, & Lifesaving

Farmers have a way of life that puts them in danger on a daily basis, whether they recognize it or not. Agriculture is one of the most hazardous industries in our country. It's a job where the hazards of working with animals, chemicals, and heavy machinery seem to go unnoticed. With harvest time just around the corner, it's a good time to brush up on safety around the farm.

The easiest way to avoid injuries on the farm is quite simple: protect yourself. A seat belt is in tractors and combines for the same reason it is in a car - to wear in case of an accident. When handling chemicals, grab a pair of gloves. Boots and heavier jeans should be worn whenever working with machinery or chemicals. If you have to weld something, grab a welding helmet to protect your eyes. Make sure all of the major equipment has a fire extinguisher handy; corn husks can quickly start on fire. Carry a cell phone with you; that way if an emergency occurs, you're a step ahead. These rules seem elementary but are often times forgotten. It only takes an extra few seconds to help protect yourself against accidents.

Anyone who has ever been in a tractor or combine knows that the driver cannot see

well behind them or even to their side. If you're approaching one, make sure the driver knows you're coming or has seen you. If you can no longer see them in the cab, chances are they won't be able to see you. Avoid unnecessary accidents or deaths by making your appearance known. Farm accidents are becoming more and more common. Don't just assume the driver is going to see you.

Grain bins offer a whole realm of potential risks, the greatest being suffocation. Grain often acts like quicksand, sucking a farmer in with no way to crawl out. Don't stand on moving grain no matter how long you plan on staying in there. Make sure any grain moving equipment is shut off before getting in the bin. Let someone else know that you are going into the bin. It only takes a second to get sucked under the grain. Take the proper precautionary steps.

Another major hazard on the farm is animals. Hogs and cattle tend to be quite difficult to deal with at times and their weight works against the farmers. A few changes around the barn can help immensely. Don't have faulty gates around the loading dock. Holding pens should have an escape door for the workers. Make sure there is nothing

someone could trip on when working with hogs. It's easy to slip and perhaps get in the way of moving hogs. Make sure the lighting of the barn is sufficient. These huge animals scare easily - keep the noise down as much as possible.

Farm safety isn't just for farmers and their families. Tractors, combines, and grain trucks are constantly traveling from the field to the elevator or bin site; everyone on the road needs to be aware of how to deal with the situation. Slow down, and don't get right on a slow moving vehicle's back bumper. They can't see you. Pass carefully, making sure you aren't going to clip any of the machinery that may be sticking further out than the rest of the tractor. Look for blinkers; accidents tend to happen when a driver isn't paying attention to what the slow moving vehicle is doing ahead of them.

Always be ready for the unexpected; accidents happen. Chemical exposure easily happens, and fires occur regularly. It's better to have a plan that every worker knows just in case. In rural areas, medical attention is not always available right away. Taking these simple steps could help save someone from harm.