Helping Iowans build robust farms, food systems, and small businesses.

“The Farm Emergency Preparedness training we received from the Small Farms team encouraged us to finally get a SafeShed that is a place for us, our employees, and our farm visitors to safely go in case of a tornado.”

~ Lynn Bolin, Co-owner New Day Dairy, Clarksville

“Design assistance from the Food Systems team helped us strengthen our relationships with local schools. They helped our partner schools visualize all the possibilities for implementing farm to school, and make a decision that was right for their needs.”

~ Kate Olson Program Coordinator Cass County Extension and Outreach

“The services provided to us through the Enterprise Development team have been invaluable as we contemplated an expansion plan. We would not be moving ahead had it not been for their expert help.”

~ Shaughn and Jerry Roorda, Owners In’t Veld’s Meat Market, Pella
**Small Farms Team**

**Clients:** Farmers, acreage owners, service providers

**Services:**
- Farmer profitability research and training
- Food safety trainings and on-farm readiness reviews
- MarketReady trainings for farmers ready to scale up sales
- Value-added enterprise analysis
- Visit Iowa Farms agritourism resources
- Iowa SARE grant opportunities
- Agricultural Marketing Resource Center (AgMRC) online resource database

**Food Systems Team**

**Clients:** Community coalitions, city planners, non-profits, county extension staff

**Services:**
- Coalition development and strategic planning including vision, mission, and core value development
- Community Food Systems process: a multi-year program for design and development of food systems
- Community Food Systems Assessment for sectors and assets
- Research including farm to school programs, community development strategies, local food markets, and more
- Technical assistance ranging from market and branding promotion, urban gardens and farms, farm to school programs, shared-use kitchens, etc.
- Certifications: Mapping 101, Local Food Leader, and Community Food Systems

**Enterprise Development Team**

**Clients:** Small business owners, entrepreneurs, start-ups

**Services:**
- Review and compilation of business feasibility study for startups, new product development, or businesses wanting to diversify into another product or marketplace
- LaunchU entrepreneurship training, which incorporates business plan feasibility into a formal business plan
- Food or agricultural business plan development, including pitch for financing
- Business feasibility analysis with three years of financial projections and statement of review
- Integration with other service providers as appropriate, including Small Business Development Centers, USDA Rural Development, Iowa Institute for Cooperatives, Iowa Bankers Association, Iowa Finance Authority, Professional Developers of Iowa, and others

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