TRADE SHOW

Friday, December 6, 2019 · Mayo Civic Center · Rochester, Minnesota

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FRIDAY December 6, 2019 — FEAST! TRADE SHOW

7am  Check-in/booth setup
8:00  Breakfast
9:30  Welcome
10:00 Buyers’ Expo (Tradeshow Floor Open)
2:15  Buyer’s Panel ::  Best Practices for Working with Buyers
      These panelists provide a view into the challenges faced by a range of local food buyers, from restaurants to grocery stores and distributors, crucial to developing relationships with these industry partners and growing your markets.
      Kurt Nyguard, 1910 Grille
      Murlyn Kreklau, Mason Bros (formerly)
      Brian Kummrow, Lakewinds Co-op
      Katie Ruff, By The Spoonful

3:00  Support services intros + open networking
      AURI  Compeer  MN Grown/MDA
      SCORE  Bellmont Partners  ePac Flexible Packaging
      Fifth Season Co-op  RCTC  Collapsible Cooler Co., LLC
      Iowa Food Hub  Forward Food Solutions  Farmers’ Market Aggregation Project
      Rochester Farmers’ Market

4:15  Branding and Marketing Panel ::  Choose your Own MARKETING Adventure
      From working with print media, social media and video, to preparing for tradeshows and strategic marketing in retail and public relations, these consultants will have timely, tailored advice you can put into action.
      Moderator: Brian Erickson
      Caity Viren, Brand Yourself
      Nancy Goodwin, Goodwin Consulting
      Marlene Petersen, Petersen Communications
      Jill Holter, Food Makers Academy

5:30  Awards Ceremony

For presenter bios please visit:
www.local-feast.org/tradeshow2019

FEAST! Awards & Sponsors

Welcome
      Tim Penny, SMIF

Nicci Sylvester Award
      FEAST! Network member Nicci Sylvester passed away November 30, 2018. This new award commemorates her dedication to supporting farmers through local sourcing.
      Tim Wiste, Tonic Local Kitchen & Juice Bar

MDA Ready to Grow Award
      Brian Erickson, MDA

Something Special from Wisconsin Award
      Linda Murch, CTL Foods

Inspiring Social Benefit Award
      Sai Thao, Compeer Financial

Most Engaging Booth Award
      Bob Cole, Ag Ventures Foundation

Innovative Local Sourcing Award
      Jess Joyce, Rochester Farmers Markets
FEAST! Support Services Mini Expo

Agricultural Utilization Research Institute (AURI)
Michael Sparby, msparby@auri.org, auri.org

AURI helps develop new uses for agricultural products through science and technology, partnering with businesses and entrepreneurs to bring ideas to reality. We provide applied research services and product development assistance to create new ag-based products, process refinements and to help move them to market.

Bellmont Partners
Sara Grasmom, sara@bellmontpartners.com, bellmontpartners.com

Bellmont Partners is a strategic communications/marketing agency with a deep-rooted understanding of agriculture and extensive professional experience in the food industry. From product launches to messaging development, media relations, social media and more, this team delivers big ideas, creativity and senior-level thinking – plus proven ability to drive business impact.

Collapsible Cooler Co., LLC
Jayne Ann Valley jayne@collapsiblecooler.com, collapsiblecooler.com

At Collapsible Cooler, our goal is to be the preferred partner for your temperature sensitive distribution materials – stock/custom coolers, coolants, thermal bags, more. Our unique, affordable shipping solutions save space, time, and money with better durability and insulating quality. Stop by our booth to compare and receive your free sample!

Compeer Financial
Sai Thao, saithao@compeer.com, www.compeer.com

Compeer Financial is a member-owned, Farm Credit cooperative serving and supporting agriculture and rural communities. We provide loans, leases, risk management and other financial services throughout 144 counties in Illinois, Minnesota and Wisconsin.

ePac Flexible Packaging
Kate Queram, kqueram@epacllc.com, www.epacflexibles.com

ePac Flexible Packaging supports small to medium sized business by being a local supplier of high quality, digitally printed flexible pouches and rollstock. Our turnaround time is 10-15 business days, we offer low minimums, and there are no plate fees, set up costs, etc. Our St. Paul, MN location is at the Midway Business Center off of Energy Park Drive. We are happy to help!

Farmers Market Aggregation Project
Sara George, saralgeorge@gmail.com www.farmersmarkethub.org

The Farmers Market Aggregation Project is a grant-funded pilot creating regional, low-overhead food hubs that rely on the existing resources of established farmers markets. The purpose of the project is to connect institutions and other buyers to local food from small farmers in their communities, increasing sales opportunities for farmers and purchasing opportunities for buyers.

Forward Food Solutions
Elise Forward, Elise@forwardfoodsolutions.com, www.forwardfoodsolutions.com

Forward Food Solutions, LLC is a western Wisconsin based technical assistance company providing food safety and quality expertise to companies big and small, local and international. Contact us for a personalized approach to your company and your specific needs.

Fifth Season Cooperative
Kristen Martinek, kristen@fifthseasoncoop.com, www.fifthseasoncoop.com

Fifth Season is a multi-stakeholder cooperative building a more sustainable regional food system by producing, processing and providing healthy, local foods throughout our region. Fifth Season supports sustainable growing methods that produce nutritious, high-quality food while also taking into account ecological stewardship & quality of life for growers. Rooted in Fifth Season’s mission & values is the notion that we are mutually responsible to the planet, our community and one another’s needs and through our work we are supporting the values of environmental, social and economic fairness for all.

Iowa Food Hub Working Group
Jason Grimm, jason@ivrdc.org, www.fifthseasoncoop.com

The Iowa Food Hub Managers Working Group brings actively engaged food hub managers together in quarterly meetings, addresses current operating and start-up challenges and emerging needs for food hub businesses and determines the long term role of a statewide food hub manager's network in leveraging new funds, creating new opportunities and new partners, and supporting the sustainability of food hubs in Iowa.

MN Dept Ag
Brian Erickson, brian.j.erickson@state.mn.us, www.mda.state.mn.us

The Minnesota Department of Agriculture’s New Markets Program helps small Minnesota food & beverage companies with business development, offering a cost-sharing program that reimburses for store demos & B2B tradeshows, like FEAST. Export Promotion is also a part of our mission; we are a conduit to the voluminous resources available to companies interested in exporting, through the Chicago organization, Food Export Midwest.

RCTC Business & Workforce Education
Sarah Quincey, sarah.quincey@rctc.edu, rctcbwe.com

Our professional staff and instructors work directly with business and industry to provide comprehensive workplace solutions customized to meet your specific needs. We provide the expertise and guidance that every small business owner needs to flourish in today’s competitive and ever-changing business world, including helping to prepare documentation for business loans.

Rochester Farmers’ Market
Jessica Joyce, rochfarmmkt@gmail.com, www.rochfarmmkt.org

We are a group of 100+ local growers who share a passion for providing quality and variety to the community. Farm-fresh products, music, and special events for the whole family! Check our website or follow @rochfarmmkt on social media for more information.

SCORE
Jamie Bjerke, jamie.bjerke@scorevolunteer.org, www.score.org

The SCORE Mission is to Foster Vibrant Small Business Communities Through Mentoring And Education. Ensuring that every person has the support necessary to thrive as a small business owner. SCORE is volunteer business people helping small business people solve business problems. Volunteers give freely of their time, energy and knowledge to help others. SCORE volunteers donate over 1 million hours of their time each year to support their communities.
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   16381 WI Hwy 131
   Gays Mills, WI 54631
   www.americanhazelnutcompany.com
   bradniemcek@gmail.com
   608-485-3413

59  B&E's Trees
    Larkin Breckel
    1210 N Main #5
    Viroqua, WI 54665
    www.bandestrees.com
    farmers@bandestrees.com
    (608)799-9380

20  The Bee Shed, SBC
    John Shonyo
    13147 18 Ave NW
    Oronoco, MN 55960
    www.thebeeshed.com
    John@thebeeshed.com
    507-261-2150

48  Big River Kombucha
    Jessica Remington
    4970 Service Drive
    Goodview, MN 55987
    www.bigriverkombucha.com
    bigriverkombucha@gmail.com
    715-281-5309

27  Bootlegger Brewing
    Jake Haneman
    14607 Felton Ct.
    Apple Valley, MN 55124
    Bootleggerkombucha.com
    jake@bootlegger-brewing.us
    763-312-0177

10  Caldo foods
    Mona Khemakem
    8819 Knollwood Den
    Eden Prairie, MN 55347
    www.caldofoods.com
    mona@caldofoods.com
    612-239-5946

19  CannonBelles Cheese
    Deanna Lutkin
    402 Mill St W
    Cannon Falls, MN 55009
    CannonBelles.com
    deann@cannonbelles.com
    507-757-1155

9  Carlson Roasting Co.
    Robert Carlson
    101 W Cedar St, PO Box 8
    Houston, MN 55943
    bob@carlsonroasting.com
    507-459-1951

17  Chocolate San Jose-Minneapolis
    Monica Jimenez
    2744 Ensign Ave. N
    New Hope, MN 55427
    www.chocolatesanjose-minneapolis.com
    mjimenez@chocolatesanjose-minneapolis.com
    612-986-7211

61  Colonel Pabst
    Kate Quartaro
    PO Box 511684
    Milwaukee, WI 53202
    www.colonelpabst.com
    kquartaro@colonelpabst.com
    262-894-0942

41  Country View Dairy
    Bob Howard
    15197 234th St.
    Hawkeye, IA 52147
    www.countryviewdairy.com
    cvdbob@netins.net
    563-422-8633

60  CTL Foods, Inc.
    Linda Murch
    507 Pine Street
    Colfax, WI 54730
    www.ctlfoods.com
    Lindam@ctlfax.com
    715-962-3121
| 34 | Daddy Sam's BBQ  
Kyle Oglesby  
PO Box 19673  
Minneapolis, MN 55419  
kyle@daddysams.com  
612-669-0218 |
| 35 | Deane's Kombucha  
Bryan Bertsch  
326 11th Ave N  
Hopkins, MN 55343  
www.deaneskombucha.com  
bryan@deaneskombucha.com  
612-388-7667 |
| 36 | Driftless Provisions  
Ryan Wagner  
PO Box 169  
Viroqua, WI 54665  
www.driftlessprovisions.com  
ryan@driftlessprovisions.com  
920-860-0481 |
| 37 | Infusion Gardens  
David Gallion  
1601 West River Road N.  
Minneapolis, MN 55411  
dagallion@q.com  
612-599-7604 |
| 38 | Infuzn Foods LLC  
Anantha Kollengode  
611 20th Street SW  
Rochester, MN 55902  
www.infuznfoods.com  
akollengode@yahoo.com  
913-461-7612 |
| 39 | JACARANDA Artisanal Snacks  
Raquel Imbert  
1803 5th Ave SW  
Austin, MN 55912  
JacarandaSnacks.com  
imbert.raquel@gmail.com  
507-589-5916 |
| 40 | Ferndale Market  
John Peterson  
31639 Willow Trail  
Cannon Falls, MN 55009  
www.ferndalemarket.com  
john@ferndalemarketonline.com  
507-263-4556 |
| 41 | Grandma's Gourmets LLC  
Kimberly A. Olson  
2610 Yh Hanson Avenue  
Albert Lea, MN 56007  
www.grandmasgourmets.com  
grandmas.gourmets@gmail.com  
507-202-3299 |
| 42 | 33 Fritz Toffee Company  
Molly Fritz  
1315 Glendale Ave  
Ames, IA 50010  
www.fritztoffee.com  
molly@fritztoffee.com  
515-291-4334 |
| 43 | Joanna's Premium Tonic Syrups  
Joanna Mouming  
4218 Yvette Street SW Unit B4  
Iowa City, IA 52240  
thisisjoannas.com  
joanna@thisisjoannas.com  
319-631-3335 |
| 44 | Jajja Wellness  
Henry Kisitu  
1337 Allen Avenue  
Saint Paul, MN 55118  
www.jajjawellness.com  
jajjawellness@gmail.com  
808-312-2334 |
| 45 | Lakes State Kombucha  
Drake Ellingboe  
4328 Zenith Ave N  
Robbinsdale, MN 55422  
www.lakesatekombucha.com  
drake@lakesatekombucha.com  
612-363-9063 |
| 46 | Leafy Legacy Herb Farm  
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www.facebook.com/leafylegacyherbfarm  
revels@janepeck.com  
612-823-0776 |
| 47 | Madame Chu  
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| 48 | Main Street Farm  
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Northfield, MN 55057  
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| 49 | Midwest Elderberry Cooperative  
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Minneapolis, MN 55406  
midwest-elderberry.coop  
info@midwest-elderberry.coop  
612-418-4624 |
| 50 | MN Dept Agriculture  
Brian Erickson  
625 N Robert St  
Saint Paul, MN 55155-2538  
brian.j.erickson@state.mn.us  
651-246-5149 |
| 51 | Mostly Made  
Jillian McGary  
18315 Minnetonka Blvd  
Deephaven, MN 55391  
www.mostly-made.com  
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612-968-6063 |
| 52 | My Sweet Greens MN in Transition to The GREENSTED  
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45179 Nygren Rd  
Zumbrota, MN 55992  
mysweetgreensmn.com  
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| 53 | O'Brien's Own Gourmet Granola  
Rick and Belinda O'Brien  
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Center Point, IA 52213  
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319-849-3953 |
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| 55 | OnUp Protein Water  
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| 56 | Out Of The Kitchen LLC  
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45 Ruth's Vegetarian Gourmet
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25 Sara's Tipsy pies
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