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April 2012 Colorado Proud Newsletter

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Colorado Proud News & Events

Register Today! Marketing Your Food Product Workshop April 19, 2012 Community College of Aurora, 16000 East CentreTech Parkway, Aurora, CO 80011. The next "Marketing Your Food Product" workshop is Thursday, April 19, 2012, at the Community College of Aurora. Speakers will make presentations on a variety of topics including creating a brand, developing a marketing plan, rules and regulations, small business resources, social media and more! This workshop also provides a great opportunity for you to network with others in your industry. Registration is only $35 (before April 6) and includes a continental breakfast, lunch and workshop materials. **Pre-registration is required!** Visit www.coloradoagriculture.com for the agenda and registration information. For more information contact Wendy at (303) 239-4119.

Free Crisis Communication Training. What would you say? Farmers must learn to share their story before and after an emergency. Be prepared! Register for one of these FREE Training Sessions. Lunch will be provided.

Monday, April 9, 10am-4pm
Cantaloupe Growers Only
Rocky Ford, CO, CSU Extension Office
411 North 10th Street
Learn valuable skills to help you handle questions related to your unique situation during the upcoming season.

Tuesday, April 10, 9am-4pm
Open to All Produce Growers
Pueblo, CO, Colorado State Fairgrounds
1001 Beulah Ave.

Calendar

April 4-*Specialty Crops Block Grant Program Application Deadline*

April 9-10-*Crisis Communication Training (see article)*

April 13-14-*Palisade International Honey Bee Festival*

April 17-*Food Safety Plan Workshop, Delta*

April 19-*Marketing Your Food Product Workshop, Aurora*

April 20-22-*Colorado Arts & Crafts Spring Festival, Denver*

April 23-*Food Safety Plan Workshop, Pueblo*

April 23-*Local Entrepreneurship Day, Brush*

April 24-*Food Safety Plan Workshop, Greeley*

April 25-*WestEx, Denver*

April 28-*Drink Local Wine Conference, Denver*

May 4-22 *Denver Food & Kitchen Expo*

May 5-6-*Farm Dinner Business Workshop, Boulder*

May 15-16-*Rocky Mountain Food Safety Conference, Golden*

May 15-18-*New Mexico State University Better Process Control School Full Course*

June 7-*Celebration of Premiere Colorado Wines, Denver*

June 9-*Colorado Urban Winefest, Denver*

June 19-22-*National Ag in the Classroom Conference, Loveland*

June 21-24-*The Colorado Experience Trade Show, Denver*

June 30-*Ranch Rodeo & Chuckwagon Cookoff, Colorado Springs*

July 6-8-*Colorado Lavender Festival, Palisade*

July 11-14-*Pikes Peak or Bust Rodeo, Colorado Springs*

August-*Colorado Proud Month*

August 3-4-*Olathe Sweet Corn Festival*

September 12-*Colorado Proud School Meal Day*

September14-16-*Colorado Mountain Winefest, Palisade*

September 21-23-*Pedal the Plains*

September 22-*CSU Ag Day, Fort Collins*

October 5-*Colorado Entrepreneurship MarketPlace, Pueblo*

Colorado Farmers' Markets

A food safety emergency can happen at any time. Protect your product and your livelihood by being prepared to respond.

RSVP to Christi Lightcap at (719) 924-0154 or email Christi.Lightcap@ag.state.co.us. Brought to you by the Colorado Department of Agriculture.

Colorado Produce Growers Food Safety Plan Workshop Series. Producers will receive tutorial guidance on the development of on-farm food safety plans through a 4-hour development workshop with field experts and technical information that will bridge the gap between produce growers and the development of documented food safety protocols. Dinner will be served at each workshop.

April 17, 4-8:30 PM, Western Slope
Bill Heddes Recreation Center: 530 Gunnison River Dr., Delta, CO

April 23, 4-8:30 PM, Pueblo County
Pueblo County Meeting Room: 1001 Santa Fe Dr., Pueblo, CO

April 24, 4-8:30 PM, Weld County
CSU Extension Weld County: 525 N 15th Ave., Greeley, CO

Workshops are free, however reservations are required and preference will be given to Producers and CSU Extension personnel. All other interests will be wait listed and will be chosen on a first come, first serve basis. For more information or to attend a workshop, e-mail register@realfoodcolorado.com or visit http://coloradofoodsafetyplanworkshops.eventbrite.com/.

Taste and Tweet About Colorado Wines at DrinkLocalWine Conference. Twenty three of Colorado's top wineries and one meadery will pour at the Nomacorc-Colorado Twitter Taste-off at the fourth annual DrinkLocalWine conference April 28 at St. Cajetan's on the Metropolitan State College campus in Denver. The conference, presented by the Colorado Wine Industry Development Board, will focus on the diversity and quality of the 100 wineries in the Centennial State. The Twitter Taste-off has quickly become a popular tradition at the conference, with almost 10 million tweets and re-tweets shared over the three years. This year, the conference's goal is eight million Twitter impressions. At the Nomacorc-Colorado Taste-off, each winery pours two wines, and participants, including invited media and consumers, will tweet about what they taste. Comments are displayed on projection screens at the Taste-off to follow the discussion, which also includes Twitter followers from around the world. You can follow the conversation on Twitter from 2 p.m. to 5 p.m. MDT using the hashtags #drinklocal, #colwine and #Nomacorc. DrinkLocalWine presents four awards at the Nomacorc-Colorado Taste-off - best red wine, best white wine, favorite media wine and People's Choice, selected by consumers attending the Taste-off. Nomacorc, first-time Twitter Taste-Off title sponsor, will also present an award for the best "tweet" or series of "tweets." Tickets for the Taste-off, which include a souvenir glass, are $35, and are available through DrinkLocalWine.com. Participants must be 21 or older.

The Colorado Experience-The Ultimate Colorado Product and Business Extravaganza! The Colorado Experience will held at the National Western Complex in Denver, Colorado, June 21-24. Established to showcase Colorado Proud businesses and other Colorado based companies, this event will allow a variety of businesses to display their products and services to the general public as well as a variety of business owners attending the four day show. Daytime hours on Thursday will be designated as a "business to business" networking/socializing day. Personal invitations will be sent out to food and beverage establishments, hospitality organizations, distributors, retailers, corporations and independent business owners throughout the state. The criterion of the show will be to allow *only* Colorado based businesses with an emphasis on small business owners. The goal is to fill approximately 800+ vendor booth spaces at this event. An array of product manufactures, farmers, ranchers, builders, bankers, brewers, distillers, wineries, retail and service companies, plus just about any organization that contributes to Colorado's economic growth will be showcased at the show. As an added attraction, live entertainment will be presented by various musicians throughout the complex. Plus two major concerts will be performed by select notable Colorado bands within the National Western Stadium Arena on Friday and Saturday evenings. Added to this will be a barbecue competition as well as two culinary arts cooking competitions. Advertising for the event will be conducted throughout the next few months through several multimedia sources such as the internet, radio, TV, newspapers, brochures, pamphlets, posters and various forms of social media. For booth information, contact James Blair at (720) 275-7356, e-mail james@thecoloradoexperience.com or visit www.thecoloradoexperience.com.

Colorado MarketMaker (CMM) Business Spotlight: Fort Collins Food Cooperative

The Fort Collins Food Co-Operative is your naturally local grocer's market. The Coop seeks to serve all those in our community who want to support their local circle of profit through buying locally sourced grocery items. Anyone can shop at the Coop. The member-owner structure simply exists to reinforce a local circle of profit by sharing the profits of the Coop amongst its member-owners. Learn more

CMM features individual companies on our website in the "Business Spotlight" section. This is your opportunity to highlight your business and have a direct link to your CMM profile. Click here for the form. If you have questions please contact Dawn Thilmany at (970) 491-7220 or e-mail thilmany@lamar.colostate.edu.

Help Us Promote your Business! For the last year, the Colorado Department of Agriculture and Colorado State University have chosen a few registered Colorado MarketMaker companies to highlight on our state page and in various newsletters. But, we need your help! If you can help us with a few pieces of information and some graphics/logos from your business, we will do our best to get the word out on your products and company! Click here to complete the Business Spotlight form. If you have news to share, contact Wendy at (303) 239-4119.

What's New? Congratulations to the following Colorado Proud restaurants for being honored at the ACF Colorado Chefs Association Annual President's Dinner for their efforts in promoting Colorado Cuisine: Fresh & Wyld Farmhouse Inn, Flying Fork Café & Bakery and Arugula Bar e Ristorante. If you have news to share, contact Wendy at (303) 239-4119.

Find Us on Facebook! "Like" the Colorado Department of Agriculture. We've created a Facebook page to help us share important agricultural information. Please visit www.Facebook.com/coloradoag and click on "Like."

Colorado MarketMaker (CMM). Keep your business information updated in Colorado MarketMaker by visiting www.comarketmaker.com and click on "Log In." To register your business visit www.comarketmaker.com and click on "Register." If you have questions, contact Loretta Lopez at Loretta.Lopez@ag.state.co.us or (303) 239-4115.

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Grants

Looking for Grants? Visit www.grants.gov.

Know Your Farmer. Know Your Food. Visit www.usda.gov/knowyourfarmer for information about grants and loans.

Grants Available to Help Colorado's Specialty Crops. From established crops such as potatoes and sod to crops new to Colorado such as hops and lavender, the diversity of Colorado's specialty crop industry is evident across the state. To help develop and promote the state's specialty crops, the Colorado Department of Agriculture (CDA) is seeking proposals for the *Specialty Crops Block Grant Program*. Specialty crops are defined as fruits and vegetables, dried fruits, and nursery crops including floriculture and sod. The grant program is funded through the U.S. Department of Agriculture (USDA) which partners with state departments of agriculture to enhance the competitiveness of specialty crop producers in areas such as marketing, promotion, education, research, trade and nutrition. CDA anticipates that more than $680,000 will be available to support the specialty crop grant, and funds are expected to be available for projects to start early in 2013. Producer groups, organizations, and associations, as well as state and local organizations, academia and other specialty crops stakeholders are eligible to apply either as single entities or in combined efforts. Proposals submitted by individual producers must demonstrate that the potential impact of the project will accrue to a broader group of similar producers, region or industry segment. Proposals must be received by close of business (4:30pm) on April 4, 2012. For more information and an application, visit www.colorado.gov/ag/specialtycropgrant or call (303) 239-4117.

Financial Assistance Available for Organic Certification. The United States Department of Agriculture, Agricultural Marketing Service, has entered in to a cooperative agreement with the Colorado Department of Agriculture, Division of Plant Industry, to distribute cost-share reimbursements to organic producers and handlers. In order to qualify for this year's reimbursement producers and handlers must have received certification or continuation of certification by a USDA accredited certifying agent commencing October 1, 2011 through September 30, 2012. Under the Food, Conservation and Energy Act of 2008, cost share assistance payments are limited to 75 percent of an individual producer's or handler's certification costs up to a maximum of $750.00 per year per category of certification. These funds will be distributed until exhausted on a first come first serve basis. The deadline for submitting application is October 31, 2012. Applications for the reimbursements should be submitted after your certification process is complete and all fees have been paid. Proof of certification and certification fees paid must be submitted with your application. CDA is accredited by the USDA as an organic state certifier under the National Organic Program and currently certifies approximately 185 Colorado facilities. Producers and handlers who use other certifying agencies may still qualify for this cost-share program but must contact CDA for the appropriate forms. For copies of the cost assistance forms, visit www.colorado.gov/ag/dpi or call Barbara Rosenbach at (303) 239-4139.

Farmers Market Promotion Program. The Farmers Market Promotion Program (FMPP) was created through an amendment of the Farmer-to-Consumer Direct Marketing Act of 1976. The grants, administered by the FMPP, are targeted to help improve and expand domestic farmers' markets, roadside stands, community-supported agriculture programs, agritourism activities, and other direct producer-to-consumer market opportunities. Approximately $10 million is allocated for FMPP for Fiscal Year 2012. The maximum amount awarded for any one proposal cannot exceed $100,000. Entities eligible to apply include agricultural cooperatives, producer networks, producer associations, local governments, nonprofit corporations, public benefit corporations, economic development corporations, regional farmers' market authorities and Tribal governments. Details regarding the 2012 program will be available soon at www.ams.usda.gov/fmpp.

Rocky Mountain Audio Video Productions Invites Applications for Video Marketing Grants up to $5,000. Director of Sales & Marketing Mark Walker announced that applications are being accepted for grants to provide video production assistance to independent producers, farmer and rancher cooperatives, agricultural producer groups and others associated with Colorado Proud. This 2012 Video Marketing Grant Program is offered for a limited time with a limited number of grants available. There are additional low-cost video production programs available to those who may not qualify for grants. For more details about eligibility and application procedures, call or e-mail Mark at (303) 730-1100 or markw@rmavp.com.

Western Sustainable Agriculture Research & Education Program (WSARE). Offers a variety of grant programs. Application information can be found at http://www.westernsare.org/Grants. For more information contact Dennis Lamm at (970) 491-2074 or Dennis.Lamm@colostate.edu.

USDA Rural Development Programs. The vision of USDA Rural Development is "a rural America that is a healthy, safe and prosperous place to live and work" and its mission is "to increase economic opportunity and improve the quality of life for all rural Americans." Rural Development helps communities meet their basic needs by building water and waste water systems, financing decent, affordable housing, supporting electric power and rural businesses, including cooperatives and supporting community development with information and technical assistance. Colorado Rural Development made grants, loans, and loan guarantees for over $506 million in Fiscal Year 2011 for community facilities, rural businesses, renewable energy, and value added agriculture. For information regarding USDA Rural Development's grant and loan programs, visit http://www.rurdev.usda.gov/co/.

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Trade Shows, Events & Festivals

Colorado Spring Festival. Brought to you by the producers of the highly successful Colorado Country Christmas Gift Show, the Colorado Arts & Crafts Spring Festival will be held at the Denver Merchandise Mart April 20-22, 2012. Shoppers will be looking for specialty foods and items to brighten their homes and gardens as Spring arrives to the mid-west. Special, reduced pricing for all specialty food exhibitors. FREE parking, 500 watts of electricity, tables, chairs, waste baskets and risers. If you would like to consider participating in this exciting event, please call Susie O'Brien Borer, Dena Sablan or Kim Peck at (800) 521-7469 or e-mail Spring@ShowcaseEvents.org.

Denver Food & Kitchen Expo. The Denver Food & Kitchen Expo hosted by the Professional Chef' Association will make its debut at the Denver Skyline Park (Arapahoe and 16th Streets) May 4-22, 2012 and will feature a giant outdoor market for those who appreciate and cook with fresh, locally produced ingredients, as well as kitchen gadgets, kitchen design, and culinary advice. Hours are Sunday through Thursday 11am–7pm, Friday and Saturday 11am–9pm. In addition to exhibitors, the expo will feature product tastings and demonstrations, thus providing cooking advice and culinary education. Several professional competitions like Ice and Vegetable Carving, Wedding Cake and Gourmet Food Platters will be held. Discounts available to Colorado Proud members, up to 50% off! For more information, visit the Professional Chef's Association at: www.ProfessionalChef.com, or call (720) 379-8759.

Front Range Sheep Dog Trials. Sample and sell products at the Front Range Sheep Dog Trials and May Days at Lowell Ranch in Castle Rock, May 26-28, 2012. Vendors must be pre-approved and the cost is $20.00. For more information contact Debbie at (303) 688-3266.

National Ag in the Classroom Conference. Would you like to let 500 people from across the nation know about your product? The 2012 National Ag in the Classroom Conference will be held at the Embassy Suites in Loveland, Colorado June 20-22nd and organizers are seeking Colorado products to showcase. If you would like to exhibit there is no charge. The best day to exhibit will be June 20th. It is also possible for you to serve 2 oz. or less samples. For more information contact Patty Cook at (303) 749-7506 or e-mail pkenny@colofb.com. Teachers and visitors from across the country will converge in Loveland for an education in agriculture. The purpose of the conference is to educate our nation's educators on the importance of agriculture and provide tools for and resources for them to implement agriculture in their school and classroom curriculum. Organizations, businesses and individuals can also participate in sponsoring the event or sponsoring scholarships for Colorado teachers through www.growingyourfuture.com.

Vendor Opportunities at Rodeos. The Pikes Peak or Bust Rodeo and the Ride for the Brand Ranch Rodeo, two of the premier rodeo events in Colorado, are looking for vendors who would like to participate in this year's events. The Ranch Rodeo is a one day event, June 30, 2012. The festivities begin with a chuck wagon cook-off dinner followed by the rodeo. This event usually draws around 5,000 rodeo patrons. It is a WRCA sanctioned event with proceeds benefiting military charities, the WRCA Scholarship Fund and the WRCA Crisis Fund. Please contact Michelle Roth at mebert9675@aol.com, (720) 933-9203, or Jeff Renehan at pikespeakorbustrodeovendors@yahoo.com, (719) 660-4951 for more information. Please note, as a special offer, booth fee is waived if vendor commits to participate for two years or commits to participate in the Pikes Peak or Bust Rodeo. The 72nd Annual Pikes Peak or Bust Rodeo, from July 11–July 14, 2012. This rodeo routinely draws up to 30,000 people over the four days and is one of the top 20 PRCA-sponsored rodeos in the country. All proceeds go to military charities. Please visit http://www.coloradospringsrodeo.com and contact Jeff Renehan at pikespeakorbustrodeovendors@yahoo.com or (719) 660-4951 for more details and a vendor packet.

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Other News and Opportunities

Eat Local: Simple Steps to Enjoy Real, Healthy & Affordable Food. New World Publishing has released this new book to help connect consumers with local products. For more information, visit www.eatlocalsimplesteps.com.

Seed and Plant Swap. Bring your favorite organic and heirloom seeds and swap them at the market. Saturday, April 21, 2012 from 2-4:30pm. Bring your plants you want to trade or sell. If you have seeds, bring them, if you don't have any just come. You can offer your seeds for trade or for donations (you can't technically sell them without a license). Make sure your seeds are labeled as to species and variety and year harvested. Don't bring seeds that are unknown or that are very old. Try to put the seeds in some sort of container, like empty seed packets or envelopes. Also, bring containers to take seeds home with. We'll do our best to give everyone with seeds some table space and chairs. We are located at 200 Santa Fe Drive, Denver and our website is at www.denverurbanhomesteading.com. Trade your favorite seeds, (please note that Colorado law does not allow you to sell your seeds without a license), buy heirloom and organic seeds from major seed suppliers, buy seed books, take a class in how to choose seeds for your garden ($15 fee), take a class in vegetable gardening 101 ($25 fee). Get information from representatives of CSU Extension Master Gardeners, Colorado Department of Agriculture, Botanical Interests Seed Company, landscaping and gardening consultant. Please bring us your extra pots of all sizes. We reuse them for selling seedlings and transplants at the market. It keeps them out of the landfills and keeps our costs, and our prices, down.

A Race for the Rest of Us--Pedal The Plains. Gov. John Hickenlooper, in partnership with The Denver Post and Viaero Wireless, announced plans for a recreational Eastern Plains bicycle tour called "Pedal The Plains" to take place this fall. "Pedal The Plains will be a one-of-a-kind cycling event celebrating the agricultural roots and frontier heritage of the Colorado Eastern Plains," Hickenlooper said. "And, maybe most importantly, this event is a ride designed for riders of all speeds and sizes." Visit www.pedaltheplains.com to learn more.

The Colorado Farmers Market Guide. Now in its fourth year, the Farmers Market Guide is reaching more of Colorado than ever before. From cover to cover the Colorado Farmers Market Guide, a directory and map of all the best markets in the state including favorite recipes and great articles can be found almost everywhere. This publication is used not only by consumers but also by vendors as a way of deciding which markets to participate in. It is a great way to advertise your market and a valuable tool in building it up. Advertising rates are still low but the deadline is quickly approaching. Visit www.coloradomarketguide.com for more information.

How to Find the Right License and Permit for Your New Business. Starting a business? Confused about whether you need a business license or permit? Read more for an overview of the process of obtaining a license or permit for your new business. For information specific to Colorado, visit www.cofarmtomarket.com.

National Association for the Specialty Food Trade (NASFT) sofi Awards. NASFT will be accepting entries for the annual sofi Awards. The sofi Awards are open to NASFT Members in good standing only; annual dues must be paid or the entry will be disqualified. NASFT's Member Candidates are not eligible to participate. Award winners will be announced at the Summer Fancy Foods Show in Washington, DC. For more information visit http://www.specialtyfood.com/sofi/contest/.

The Food Safety Conundrum of Small Growers. Click here for the complete article from Produce Business magazine.

Farmers' Market Price Reporting. Visit http://www.coopext.colostate.edu/ABM/marketreports.htm. Price reports from last farmers' market season may be useful to producers for the current season.

Local Products Needed. Colorado Corn is helping to organize a couple of upcoming events in May and November, including the annual American Agri-Women conference. They are looking for donated or discounted Colorado Proud products to include in gift bags. For more information, contact Ann Cross at (970) 351-8201 or across@coloradocorn.com.

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Farm to School Update

Chef Recipes Needed. The Colorado Farm to School Initiative, which is funded by the Colorado Department of Agriculture, is starting a recipe exchange! We know there are a number of school districts in Colorado that are sourcing food locally and that have created recipes for local ingredients, but we're attempting to collect as many additional recipes as we can for a library of school meal recipes that use Colorado ingredients, for use by any school district. If you have recipes that use local ingredients (even if it is just one ingredient), please share them with us! You can mail, e-mail, or fax, whichever is easiest; and although we know you are very busy, we're hoping you can send us recipes by **April 20**. Please e-mail them to Rebecca@SparkPolicy.com, fax to (303) 455-9910 or mail them to: Spark Policy Institute, Attn: Rebecca Kahn, 3222 Tejon Street, Studio E, Denver, CO 80211. When sending recipes, please be sure to indicate how you'd like the recipe to be credited (i.e. chef name, place of business, etc.). It is our hope that such a library will help other Colorado school districts move toward local sourcing and scratch cooking. We will also be using your recipes to create cookbooks of family-size (scaled down) recipes that school districts can sell to their community, to raise funds for school gardens, kitchen equipment, and other scratch cooking efforts.

Know Your Farmer. Know Your Food. Compass. Have you seen USDA's Know Your Farmer, Know Your Food Compass (http://www.usda.gov/documents/KYFCompass.pdf)? The Compass acts as a portal to USDA investments in local and regional food systems and highlights support for farm to school initiatives.

Farm to School in Northern Colorado. A collection of school districts in Northern Colorado work cooperatively to purchase fresh fruits and vegetables from local producers. This provides the opportunity to procure healthier, sustainably produced and regionally sourced foods for school meal programs. It also results in a 'win-win-win' for local farms, the community and the students that are served! If you are a Colorado producer that is interested in working with school districts, please review their invitation to bid. The necessary documents are available online at the Rocky Mountain E-Purchasing Site (BidNet). Go to http://www.RockyMountainBidSystem.com, then "Bid Opportunities". The Bid is titled "2012 Farm to School". Questions regarding this invitation to bid can be directed to Al Piper at alan.piper@thompsonschools.org or (970) 613-5145.

National Farm to Cafeteria Conference, August 2-5 in Burlington, VT. This annual conference will bring together food service professionals, farmers, educators, policy makers, representatives from government agencies and nonprofits, entrepreneurs, students, and others who are breaking down barriers and expanding the impact of Farm to Cafeteria. Skill-building short-courses, field trips to innovative Vermont farms and institutions, a diverse workshop program, and plenty of opportunities to network with inspiring individuals from across the country are all on offer.

Update Your Colorado MarketMaker Profile to Include Farm to School! Good News! Colorado MarketMaker has added all things "Farm to School" as one of the BUYER categories, now making it possible for producers to find schools wanting to source locally! Go to **Colorado MarketMaker** and click on "Register Your Business." Click "Register" and select "Buyer" from the drop down menu. Click the tab "Institutional" and select all categories that you want to have in your profile. Now producers can find schools! And while you're at the Colorado MarketMaker site, go ahead and search for producers that are interested in selling to schools. Or look for producers in your area or Colorado and even if they don't indicate farm to school on their profile, go ahead and contact them. The farm to school designation for sellers, like buyers, is new so many producers may not know it can be added. Who knows, you might make their day when they learn your school or school district would like to buy their produce! **Producers:** be sure to update your profile to include "Farm to School" under methods of sale. It is free and easy to update your profile. Visit www.comarketmaker.com, click on "log in" and use your username and password to access you profile and make changes.

Farm to School Webinar Series. If you want to learn more about this exciting series, visit http://www.coloradofarmtoschool.org/index.php?option=com_content&view=article&id=62&Itemid=70.

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Workshops, Seminars and Training

Food Preservation Workshops. Arapahoe and Boulder County Extension Offices are hosting a series of workshops including Food Preservation Review, James, Jellies and Fruit Preserves, Canning Basics, Fermenting Foods and Mastering High Altitude Cooking. For dates and more information, visit http://www.coopext.colostate.edu/arapahoe/.

Discover Colorado Wines at Fourth Annual DrinkLocalWine Conference. Wine enthusiasts who want to explore Colorado terroir and learn more about the state's signature grape varieties are invited to attend the fourth annual DrinkLocalWine Conference on April 28 at the Metropolitan State College of Denver. Open to the public, the conference attracts top national and regional wine writers who regularly cover local wines and "locapour" trends. Colorado's approximately 100 wineries that grow European-style, cool-climate varieties, such as Riesling, Gewürztraminer and Cabernet Franc, will be center stage showcasing their wines during the all-day conference, which includes sessions, tastings and competitions. The Colorado Wine Industry Development Board is the conference's primary sponsor; the conference kicks off at 9 a.m. with three seminars: *Colorado's Terroir and the Challenges of High Altitude*; *Local Food, Local Wine and Why They Don't Like Each Other*; and *Consumer Perception of Colorado and Regional Wine*. At lunch, guests will participate in the Colorado Blind Challenge, a blind tasting between Colorado and California wines. The conference costs $35 for the seminars and lunch, and $35 for the Colorado Twitter Taste-Off, or $65 for both. Visit DrinkLocalWine.com for more information and to buy tickets.

Step by Step, Row by Row: How to Start Your Own Farm Dinner Business. May 5 & 6, 2012 at Cure Organic Farm in Boulder, Colorado. Farm dinners and other opportunities to taste the seasons and visit local farms have been taking shape around the country. Over the course of two days, Veronica Volny, founder of Meadow Lark Farm Dinners, and Bill Young, licensed contractor and builder of Meadow Lark's school-bus-turned-kitchen, will present everything you need to know to get your own farm dinner business off the ground in your community: mobile kitchen options, equipment needs, licensing, start-up costs and operating expenses. Visit http://www.farmdinners.com/workshop for more information.

Rocky Mountain Food Safety Conference. May 15-16 at the Colorado School of Mines. Sponsored by several government agencies and private companies the conference brings together professionals from the food industry and the food safety community, providing a unique annual opportunity for updates, networking, and new ideas. National and local experts present information and views on current issues, problems, and developments, and conference participants gain an updated, broader view of the field and their role in securing and protecting a safe food supply. Attendees include a wide range of food safety professionals, with expertise and perspectives including marketing, education, regulation and enforcement, and research. Specifically this includes food service managers, restaurateurs, chefs, retail managers, public health officials, laboratory professionals, food processors, students, health educators, quality assurance directors, cooperative extension personnel, and representatives from state and federal agencies with food safety education, training, and regulation responsibilities. Visit www.rmfoodsafety.org for more information and to register.

Small Farm Conference. The National Small Farm Conference will be held in Memphis, Tennessee, September 18-20, 2012 at the Memphis Cook Convention Center. This conference is supported by USDA Agencies and hosted by Tennessee State University and the University of Tennessee. The theme of the conference is "Promoting the Successes of Small Farmers and Ranchers" The conference website is www.tnstate.edu/smallfarmconference

New Food Handlers Training Offered. The Colorado Department of Public Health and Environment is offering an online training for food handlers. By taking this training, food handlers will learn the basics of safe food handling in the workplace as they are presented with activities that will allow them to respond to scenarios they may encountered in the workplace. The fee is $10.00 and the training can be accessed at http://www.statefoodsafety.com/colorado.

Better Process Control School Now Available Online. Registrants for the online class must be within the U.S. to be eligible, due to FDA requirements for this online course. The material covered in this course is the same material (16 chapters) that is covered in the in-person course. The course is meant to be taken on demand (there is no start and end date), but it must be completed in 3 months of receiving your login invitation after registering. The cost is $400. Registration is by credit card only. Visit http://www.fruitandvegetable.ucdavis.edu/Cooperative_Extension_Short_Courses/Better_Process_Control_School_Online/ for more information. After you register, a course textbook will be mailed to your registration address so you can study. You will be sent an invitation to log into the site after that, and you'll have 3 months to complete the exams. E-mail Zann Gates at zgates@ucdavis.edu for any procedural and logistics questions, and Dr. Diane Barrett at dmbarrett@ucdavis.edu for technical questions.

Workshop Resources. There are a variety of local organizations that host business workshops. Be sure to visit the following sites for great information and event calendars.

Arvada Economic Development Association (AEDA): www.aeda.biz
Aurora Business Development Center: www.aurorabdc.com
Colorado Small Business Administration: http://www.sba.gov/about-offices-content/2/3104
Colorado Small Business Development Center Networks: www.coloradosbdc.org
Denver Metro Small Business Development Center: www.denversbdc.org
Rocky Mountain MicroFinance Institute: www.rmmfi.org
SCORE: www.score.org
The Food Processing Center-University of Nebraska, Lincoln, www.fpc.unl.edu/workshops
New Mexico State University Better Process Control School, http://aces.nmsu.edu/ces/foodtech/better-process-control-s.html

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Classifieds

If you have information you would like to include in the "Classifieds," please send a short paragraph to Wendy at Wendy.White@ag.state.co.us by the 25th of the month for inclusion in the newsletter. Ads will be removed after two months.

Service Guide. Looking for label printers or a graphic designer? How about a web development company or food consultant? Be sure to visit the Colorado Proud Service Guide for a helpful list of contacts.

Equipment for Sale. We have some underutilized equipment and surplus supplies for sale: General Slicing Food Processor, Carter Hoffman Warming/Holding Cabinet, American Eagle 20 qt. and 30 qt. mixers, Groen 30 gal. Electric Tilt Skillet, Bakers Aid single Door Proofer, Maple Top Work Table 3' x 4', Colorful Specialty Gift Boxes, 8 oz square jars, True single door refrigerator. All items are in excellent condition. For pricing and pictures on all items, email me at orders@highdesertfoods.com or call (970) 394-9007. All items are located in Dolores (near Durango). Shipping is the responsibility of the buyer, but I can help arrange trucking if need be.

Kitchen Available for Rent. Commercially licensed, centrally located Boulder kitchen, clean and bright! Equipment includes 2 convection ovens, walk-in refrigerator space, 6-burner gas stove, 3 full metro racks for dry storage, utensils. Available kitchen hours are Monday-Friday before 9:30am and after 6:30pm, Saturdays before 9:30am and after 2pm, and Sundays all day. Who you are: clean, responsible, committed to your product, needing a lot of kitchen hours. $1,500/month, this price includes all of these hours listed, utilities, cleaning products.

Mobile Kitchen For Sale. We have a like new, 20 foot by 8 foot Mobile Kitchen/Concession trailer for sale. Colorado Health Department Approved. It has been lightly used and well cared for over the last two seasons and is set up for high volume production with everything you need for running a successful mobile kitchen operation. It has a removable trailer tongue to save space (and extra space fees) at festivals and events, three sliding windows to serve from, inside and outside stainless steel counters and loads of work and storage space. This trailer is in great condition and fully equipped with an 8 ft. Commercial Kitchen Hood with removable grease filters; Dayton, 11 inch Exhaust Vent; Ansul Fire Suppression System; Two burner stove top; Flat Grill; Three 40, lb Deep Fryers; Two Microwaves; One Arctic Air Upright Freezer; One True Refrigerator; One Delfield Cold Table (Mechanically cooled); One Cres-Cor Insulated Hot Cabinet (Food warmer); One Commercial Coffee Brewer; Curtis Stainless Steel Ice Tea Dispensers; Cash Register; Roof top A/C unit; Pressurized Water System; Large Fresh and Gray water tanks; 12 gallon hot water heater; Portable Gasoline Powered 6500 watt Generator; Large Propane tanks; Assorted Heavy Duty (220v and 120v) Electrical Extension Cords; Kitchen Utensils, Pots and Pans, Assorted Serving Dishes, Cups and Tableware, Steam Table, Dual Waffle Maker, Curly fry potato slicer; Metal wire shelves and more! Asking only $39,900 for this complete ready-to-go food and catering business on wheels. Photos available by request. Please call (720) 275-7356 or (303) 485-6656 for more information.

Laboratory Services. Industrial Laboratories (IL), located in Wheat Ridge, Colorado, is an independent analytical laboratory founded in 1945. We specialize in Nutritional Labeling, Microbiological Analyses - that includes food borne pathogen detection (*Listeria, Salmonella, E. coli* O157:h7) and Guarantee Analysis on Animal Feed. Banned Substance testing is also available for animals. Industrial Laboratories analyzes everything from raw materials to finished products as well as conducts environmental analyses within your facility. IL is an A2LA: ISO 17025 accredited laboratory. To see how IL can help you with your laboratory testing needs contact us at (303) 287-9691 or visit us online at www.industriallabs.net.

Help Wanted. MM Local Foods is looking for an ambitious candidate who will bring operations expertise and knowledge and experience managing a high-throughput, commercial food-production line. The successful candidate will join the two founders and executives of the company to actively implement our rapid expansion plans of growing our leading regional local food brand into the first national brand for authentic local food. More Details available at http://mmlocalfoods.com/jobs/.

Dog Treat Business Supplies For Sale. For more information e-mail judys0808@gmail.com.
Setup for outside events–canopy, weights - $100
UPC barcode machine (printer)-$200
Cookie cutters-$10
Sheet pans (3)-$15
Treat bags–case of small w/o window, misc others - $50
Label paper (various types)-$30

Treat bins (round) – 6 5 gallon, 2 3 gallon-$5 each
Storage bins - 3 66 quart-$10 (for all)
Scale-$10
Dehydrator-$70
Boxes for shipping orders (approximately 30) - 8x8, 10x10, 13x9, 16x14-$40 (all)
Utility cart, 3 shelf, 40”h x 48”w x 18” deep-$30
Tables – 2 (6’x2.5’)-$25 each
File boxes - 2 stackable, 3 split lid-$5 each
Plastic containers (jars) 12-$48
Brochure holder – 2 - $2 (both)
Business card holder – 2 - $2 (both)
Bag stand-$30
Grids for indoor show setup (black, never used)- $80

Looking for Kitchen Space or a Co-Packer? Visit the Colorado Co-Pack Directory online.

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*Not all events are sponsored by Colorado Proud, and inclusion in the newsletter does not constitute an endorsement by the Colorado Department of Agriculture.