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July 2012 Colorado Proud Newsletter

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Colorado Proud News & Events

Be a Part of the Colorado Proud Summer Marketing Campaign on the Networks of 9NEWS! Colorado Proud will be advertising on 9NEWS in Denver again this summer and you can be a part of the campaign. 9NEWS has developed some new and exciting opportunities for 2012 that allow Colorado Proud member organizations and companies of all sizes to get involved with this cooperative marketing effort encouraging Coloradans to buy Colorado Proud. 9NEWS has created opportunities for member participation at a variety of budget levels in which you showcase your products and participate in the Colorado Proud campaign this summer. For more information, contact Alison German at (303) 871-1476 or alison.german@9news.com. Last year Colorado Proud and participating sponsors aired 1,666 television ads reaching 99.6% of adults, 25-54, an average of 13 times and 99.9% of households an average of 25.1 times. Overall, household impressions totaled 39.4 million and adult impressions totaled 22.9 million. Awareness of the Colorado Proud logo increased to 76%, up from 68% in 2010 and 59% in 2008.

Colorado Proud Month Coming Soon. Governor Hickenlooper has proclaimed August as Colorado Proud Month. August is the perfect time to showcase the Colorado Proud logo on your products, so plan now to use the logo! Our television campaign on Channel 9 will be in full force. Contact [Wendy](#) at (303) 239-4119 to request an electronic version of the logo.

Colorado Proud Month Events:

Hosting a Colorado Proud event in August? [Let me know!](#)

August 1 Root Sports will be airing a Colorado Proud Month spot around the seventh inning stretch of the broadcast of the Colorado Rockies game on August 1. Special thanks to [Colorado Native Beer](#) for promoting Colorado Proud in the ad.

August 3-4 Heritage Liquors Taste Colorado Event

Calendar

July 6-8

[Colorado Lavender Festival, Palisade](#)

July 11

[Cottage Foods Webinar](#)

July 11-14

[Pikes Peak or Bust Rodeo, Colorado Springs](#)

July 16

[Colorado School Meal Day Webinar](#)

July 23

[Colorado Chef of the Year Contest, Grand Junction](#)

August

[Colorado Proud Month](#)

August 3-4

[Olathe Sweet Corn Festival](#)

August 9

[SummerToast, Denver](#)

August 13

[Colorado Chef of the Year Contest, Black Hawk](#)

August 15

[Export Seminar, Lakewood](#)

August 20

[Colorado Chef of the Year Contest, Fort Collins](#)

August 23

[Governor's Residence Garden Party, Denver](#)

August 24-September 3

[Colorado State Fair, Pueblo](#)

August 25-27

[Denver Gift Home Jewelry & Resort Show](#)

September 12

[Colorado Proud School Meal Day](#)

September 14-16

[Colorado Mountain Winefest, Palisade](#)

September 19

[Colorado Chef of the Year Contest Finals, Denver](#)

September 21-23

[Pedal the Plains](#)

September 22

[CSU Ag Day, Fort Collins](#)

October 5

[Colorado Entrepreneurship MarketPlace, Pueblo](#)

[Colorado Farmers' Markets](#)
[Colorado Food & Agricultural Festivals](#)

**Colorado MarketMaker (CMM)
Business Spotlight:
Primo Bistro**

Primo Bistro features house made Italian foods. We have great spaghetti, lasagna, raviolis, chicken marsala, pesto shrimp and a pesto-alfredo fettuccine with grilled chicken and roasted red peppers. We also make our own fresh ground and stuffed Italian sausages, hot and mild. Our delicious desserts include a New York style cheesecake, an ultimate 3-layer chocolate cake with ganache frosting, as well as sweet cannolis, Napoleons and a very tasty Tiramisu, all made right here and fresh. We also cater and have special party events. Tea parties are a new addition. [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.

August 13 & 20 Colorado Chef of the Year contests in Black Hawk and Fort Collins. Chefs, sign up to compete! There may be opportunities for Colorado Proud vendors to showcase their products at the events. For more information contact Joan Brewster with the ACF Colorado Chefs Association at (303) 256-9405 or e-mail jbrewster@jwu.edu.

August 23 Governor's Residence Garden Party-The ACF Colorado Chefs Association is looking for Colorado Proud vendors to pair with chefs to provide the tasty morsels at this exciting event. This annual event takes place in the gardens at the Governor's Residence in Denver. It is a great opportunity to showcase Colorado Proud products. For more information contact Joan Brewster with the ACF Colorado Chefs Association at (303) 256-9405 or e-mail jbrewster@jwu.edu.

Online Resource Helps Food Businesses Navigate Food Safety and Regulatory Issues. A website has been developed to familiarize Colorado food producers and food product manufacturers with federal, state and local food licensing regulations and to help ensure that the path food travels from farm to fork is safe. The website, www.cofarmtomarket.com, is for farmers' market vendors, farmers' market managers, ag producers, food product manufacturers and others targeting direct markets such as farm to school, restaurants, retail stores and institutions.

The website helps businesses understand how to ensure

the safety and quality of fresh produce and food products, while gaining satisfaction from working and building relationships with community members. The site also includes information regarding the Cottage Foods Act which was signed into law in March 2012. The website was created by the Colorado Department of Agriculture, Colorado State University Extension and the Colorado Farmers' Market Association with support from the Colorado Department of Public Health and Environment. For more information contact the Colorado Department of Agriculture Markets Division at (303) 239-4119 or visit www.cofarmtomarket.com.

Join Colorado Proud at the 10th Annual SummerToast. Thursday, August 9, 2012, 5:00-8:30 pm at Jackson's in downtown Denver. Colorado Proud will be participating as an exhibiting Toast Host at this year's SummerToast at Jackson's downtown. This is a wonderful opportunity to network with hundreds of the Denver/Boulder area's top marketing, advertising, meetings and business professionals while enjoying ice cold Coors beer and great food from over 20 area restaurants, all included in the price of admission. Come by and visit us at our exhibit table. Visit www.SummerToastNews.com for more information and to stay current on what's happening at SummerToast.

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? If you have news to share, contact [Wendy](#) at (303) 239-4119.

Colorado MarketMaker (CMM). The Colorado MarketMaker team was first runner up in a national competition sponsored by Farm Credit to acknowledge creative use of the national MarketMaker network in the area entitled the Innovation Award in Education, Research and Outreach. The Colorado team received this award for both the quality and the breadth of work accomplished between Colorado State University and the Colorado Department of Agriculture to promote CMM to food producers and buyers around the state. This award included a \$2,500 cash prize in addition to a \$500 travel scholarship to the National Value Added Agriculture conference in Traverse City Michigan June 24-26. A representative from Farm Credit presented the award to Martha Sullins with CSU

Extension, who represented the CMM team, at the conference awards ceremony. This month we would like to draw your attention to the **Buy/Sell Forum**. The buy/sell forum allows businesses to post advertisements of products and services they currently have or need **at no cost**. Plus, those who use the Forum are assured that advertising businesses are members of the state's directory of agriculture, food and food-based businesses. Learn more about the buy/sell forum: <http://co.marketmaker.uiuc.edu/content/964-how-do-i-use-the-buy-sell-forum>. 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.

Colorado Public Attitudes Survey. In August 2011, Colorado State University's Department of Ag and Resource Economics conducted an online survey of 504 Colorado residents for the Colorado Department of Agriculture to determine the public's attitudes towards such issues as food prices, food safety, pesticide use, environmental practices, wildlife and agriculture, animal welfare, land use, population growth and agricultural land preservation, among others. This research replicates studies conducted in 1996, 2001 and 2006. The 2011 survey is intended to add another year of data and comparisons built on these same objectives, but it also seeks to explore some new issues, including:

1. Exploring the food shopping attitudes and behaviors of Coloradans (including home production), with a particular focus on where they shop for foods. This encompassed questions on Colorado Proud and purchases of local foods.
2. Determining the trust that Coloradans have in different sources of information on food, agriculture, nutrition, and food safety.
3. Exploring the participation in agritourism by Coloradans, including the types of activities they participate in, and the frequency of their participation.

When you shop for fruits, vegetables, meat and dairy products, what does local mean to you?

Because there are so many different working definitions of "local food", we asked survey respondents to indicate how they defined local in terms of their food purchases, when given the options listed below:

| Definition of Local | Percentage of Respondents |
|---------------------------------------|----------------------------------|
| Produced in Colorado | 69% |
| Produced within 100 miles | 11% |
| Produced in the county where you live | 10% |
| Produced within 250 miles | 5% |
| Produced within 400 miles | 2% |
| Don't know | 2% |
| Other | 1% |

Overwhelmingly, 69% of respondents said that local meant that the food was produced in Colorado, which supports our state's efforts to promote through Colorado Proud. Only much smaller percentages indicated any specific distance from the respondents' residence, with the smallest area being 50 miles. The most commonly stated distance (by 11% of all respondents) was that the food was produced within 100 miles of where it was purchased.

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."

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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.

Colorado Strategic Fund. The Strategic Fund provides a commitment for a performance-based incentive payment to qualifying companies that have created net new jobs paying above average wages that have met other requirements. The program is designed to support and encourage new business development, business expansions and relocations that have generated new jobs throughout the state. [Click here](#) for more information.

New Funds For SNAP Benefits. The United States Department of Agriculture (USDA) Food and Nutrition Service (FNS) is encouraging an increase in domestic consumption of agricultural commodities, fruits, vegetables and other foods by expanding direct producer-to-consumer market opportunities. Examples include farmers markets, roadside stands, and other direct producer-to-consumer market infrastructures. The Colorado Department of Human Services, EBTS program (food stamps) is working with the Colorado Farmers' Market Association to identify and certify new farmers' markets and producers across the state of Colorado to accept SNAP (Supplemental Nutrition Assistance Program) benefits. The USDA/FNS has made funds available to the states to cover all of the expenses involved with the lease of wireless Point of Sale (POS) devices required for markets to accept the Colorado EBT card. With this funding, the Colorado EBT program will pay for the monthly lease of the POS device, as well as the monthly communication fee. In order to participate, markets and/or producers must be FNS certified. The certification process is relatively simple. CFMA will provide a "How To Implement SNAP at Your Farmers Market" CD, market SNAP currency, and one to one technical assistance if needed. For more information, e-mail any of the following individuals at the addresses linked to their names: [Trish Heese](#), [Scott Barnette](#) or [Cynthia Torres](#).

Tourism Marketing Matching Grant Program. The Colorado Tourism Office has a matching grant program that provides assistance to the tourism industry for marketing efforts. Travel regions throughout the state are eligible for these grant dollars, as well as statewide associations, organizations and other nonprofit entities that engage in promoting travel throughout the entire state. These grants are competitive and are awarded annually. The Colorado Tourism Office will award grants up to \$15,000 this year. Funds will be awarded to organizations whose objective is to promote the state or the defined region. For every \$1 the organization allocates to the program, the Colorado Tourism Office will provide \$1 in matching funds. Up to 10% of the match may be in-kind, which may include services such as staff time, donated services or materials relevant to the grant project. The deadline for grant requests is Wednesday, August 1, 2012. To learn more about the program, please visit: www.colorado.com/marketing-matching-grant-program or contact Kelly Barbello at (303) 892-3877 or kelly.barbello@state.co.us.

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.

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 Proud Pavilion" at the Denver Home Show. The Denver Home Show at the National Western Complex on March 15-17, 2013, invites members of Colorado Proud to exhibit at the discounted rate of \$500 per 10'x10' booth (a 50% discount!). An exhibitor listing online will be mandatory for Colorado Proud participants and the additional cost for that service is \$59.00. It is a live link on the Denver Home Show website that will directly link to the business e-mail and/or website. If interested in exhibiting your products to thousands of consumers at the Denver Home Show contact Laura Martin at (512) 248-2088 or e-mail LauraM@marketplaceEvents.com. The deadline to reserve space is November 15, 2012.

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[Other News and Opportunities](#)

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.cofarmltomarket.com.

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.

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[Farm to School Update](#)

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.

Colorado Proud School Meal Day. The Colorado Departments of Agriculture and Education invite Colorado schools to participate in the annual Colorado Proud School Meal Day on Wednesday, September 12, 2012. Governor Hickenlooper has proclaimed September 12, 2012 as [Colorado Proud School Meal Day](#). This is a day to celebrate Colorado agriculture and to educate schoolchildren about healthy eating. Visit www.coloradoproud.org for resources to help you organize activities and plan meals featuring Colorado grown and processed products. Use the order form to request free materials or to request a chef to do a cooking demo at your school!

Colorado Proud School Meal Day Webinar. Do you want to participate in this year's Colorado Proud School Meal Day, September 12, 2012, but need more information? On Monday, July 16, 2-3pm, you can join a webinar to learn about the benefits of locally sourced food, how to find producers, how to promote the event, and much more! For more information contact [Wendy](#) at (303) 239-4119.

[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.

Up and Running Half Marathon. LÄRABAR® announces the first ever LÄRABAR Up & Running Half Marathon with 5k and Kids 1k on August 18. All proceeds from the race after expenses will be used toward getting school gardens “up and running” through Denver Urban Gardens, a non-profit organization dedicated to creating community gardens in Denver. Up & Running will take place on Saturday, August 18, 2012, in Denver, Colorado. Start times are 7:00 am for the half marathon, 8:00 am for the 5K, and 10:00 am for the kids 1K. Visit <http://www.larabarupandrinning.com/> to learn more.

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](#)

Webinar: So You Want to be a Cottage Food Producer? Wednesday, July 11, 2012, 6:00-7:15 pm. Learn the basics of Colorado's Cottage Food Act and how to start a home-based food business, including:

- eligible products;
- potential markets;
- food safety training requirements;
- licensing and registrations;
- insurance information; and
- potential costs and returns for your business.

To join this webinar, click on <http://connect.extension.iastate.edu/colofood> 5 minutes prior to webinar. Click on “Enter as a guest,” type your name, then click “ok” to enter the webinar. Audio will be over the internet. The webinar will be recorded and the link will be posted several days following the webinar at: <http://cofarmtomarket.com/value-added-products/cottage-foods/>.

Seminar to Help Colorado Companies Develop Export Opportunities. Funding to support developing exports of Colorado agricultural products is available for 2013. A seminar on August 15 will give insights and information on how funds can help Colorado companies develop export opportunities and how to apply for these funds. In the past three years, Colorado companies have received 44 grants for more than \$1.15 million to support marketing efforts to develop or expand exports from Colorado through the US Department of Agriculture Market Access Program (MAP). These funds have been used for trade shows, both in the United States and internationally, as well as travel expenses to attend international trade shows. Other companies have used funds for complying with labeling requirements for international markets, advertising, and a wide range of promotional expenses. The Colorado Department of Agriculture is hosting a seminar in Lakewood from 10am until 1pm on August 15, with speakers from the Western US Agricultural Trade Association (WUSATA), to discuss how available funds can assist exporting efforts. The Branded Training Seminar will focus on a wide range of products including

foodservice products, ingredients, natural/health, nursery, nutraceutical, organic, pet food and products, produce, and retail products. The seminar will cover topics including understanding if your product is ready for export, identifying funding available for international marketing activities and promotions, and how funds help in exhibiting at international and domestic trade shows. Food and agricultural companies currently exporting or interested in developing international markets are invited to attend. Pre-registration is required and the fee is \$25 per person, which includes lunch. For more information or to register, visit www.wusata.org/BrandedSeminarCO. Visit the Services section to learn about program basics and how to qualify. International marketing specialists are available at the Colorado Department of Agriculture to assist in beginning and expanding Colorado's export markets. Assistance includes training for export operations, assessment of market options, international finance and accessing USDA funding support for exporters. For more information, visit www.coloradoagriculture.com/exporter, call (303) 239-4118 or e-mail Tim.Larsen@ag.state.co.us.

FDIC and SBA Team Up to Offer Financial Education Support for New and Aspiring Entrepreneurs. The Federal Deposit Insurance Corporation (FDIC) and U.S. Small Business Administration (SBA) announced new resources to support small businesses across the nation. FDIC Director for Depositor and Consumer Protection Mark Pearce and SBA's Deputy Associate Administrator for Entrepreneurial Development Michael Chodos released *Money Smart for Small Business*, a training curriculum for new and aspiring business owners. Developed in partnership between both agencies, this curriculum is the latest offering in the FDIC's 10 year old award-winning *Money Smart* program. *Money Smart for Small Business* provides an introduction to day-to-day business organization and planning and is written for entrepreneurs with limited or no prior formal business training. It offers practical information that can be applied immediately, while also preparing participants for more advanced training. The curriculum is designed to be delivered to new and aspiring business owners by financial institutions, small business development centers (SBDCs), among others. Director Pearce and SBA Associate Administrator Chodos were joined by Training Alliance partners at the launch of *Money Smart for Small Business*, hosted by the District of Columbia's Affinity Lab, a small business incubator. Each of the ten instructor-led modules in *Money Smart for Small Business* provides financial and business management for business owners and includes a scripted instructor guide, participant guide and overhead slides. Organizations that use the curriculum to support small businesses through training, technical assistance or mentoring are invited to join the FDIC and SBA's Training Alliance. The FDIC will host an online "town hall" for potential Training Alliance partners in the months ahead. More than ten years after the original release of the award-winning *Money Smart* adult curriculum, *Money Smart for Small Business* builds on the proven results in financial management for those who complete the curriculum. The curriculum is free of charge and available by visiting <http://www.fdic.gov/consumers/consumer/moneysmart/index.html>.

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/>.

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 encounter 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 dmbartlett@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.

New Farmers' Market Looking For Vendors. The Tagawa Gardens Farmers' Market in Centennial is looking for vendors for the Friday market, which begins on July 20. The market will run through at least September on Fridays from 10am to 2pm. For more information or to reserve vendor space, contact Deborah King at (303) 690-4722.

Now Hiring. LEAFTRACK LLC is looking for a Sales Manager. The candidate will develop a sales platform, sales material, develop a sales team and build clientele. Candidate should be able to learn on an accelerated level. Communication skills, knowledge of principles and methods for showing, promoting, and selling products and services are crucial. Job requires accepting high stress situations and open to change. Qualifications needed are knowledge in Agriculture sales and or technology. To find out more details about LEAFTRACK, please visit www.leaftrack.com. For more information about the Sales Manager position, e-mail Lonsears@leaftrack.com.

Chemical Feed Safety Supply provides an essential layer of safety to the Food & Beverage marketplace. We supply 'Safety Clamps' used in chemical feed systems that reduce cross-contamination, improve indoor air quality, reduce off-gassing & odors, reduce chemical spills & splashes, and are easy and fast to apply. For more information, please visit our website at www.ChemicalFeedSafetySupply.com or call Cherie Summers at (303) 565-6747.

LEAFTRACK LLC. One of the biggest changes in agriculture practices in recent history is not the organic farm; GPS guided farm equipment or even \$7.00/bushel corn. You guessed it, it is the passing of the Food Safety Modernization Act (FSMA). At LEAFTRACK we are helping our nation's food producers manage this transition. At LEAFTRACK we provide you with; Seed to consumer traceability of your product, Integrated web-based farm management tools, Environmental monitoring instrument readouts to your home office, GAP and FSMA requirement record keeping. Technology made simple assisting our farmers in growing and distributing food safely and efficiently. For more information, please visit www.leaftrack.com or e-mail us at info@leaftrack.com.

Dog Treat Business Supplies For Sale. UPC barcode machine (printer)-\$200, Cookie cutters - \$1 each, Treat bags – case of small brown bags w/o window, misc others - \$30, Treat bags - decorative cello bags - \$5/box, Label paper (various types) - \$30, Treat bins (round) – 6 5 gallon, 2 3 gallon - \$5 each, Post Office Scale - \$10, Boxes for shipping orders (approximately 30) - 8x8, 10x10, 13x9, 16x14 - \$40 (all), Packing tape dispenser - \$5, Utility cart - metal, 3 shelf, 40”h x 48”w x 18” deep - \$30, File boxes - 2 stackable, 3 split lid - \$5 each, Plastic



containers (jars) 12 - \$48, Brochure holder – 2 - \$1 each, Business card holder – 2 - \$1 each, Bag stand -\$30, Grids for indoor show setup (black, never used) - \$80. If interested email: judys0808@gmail.com.

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.