What is DUG?

- Urban Farm (¼ of an acre)
- For profit business – Diversified income streams
  - DUG Farmstand
  - Des Moines Metro Restaurants
    - Baru 66, HoQ, Table 128, Proof, The Cheese Shop, La Mie, The Wine Experience, Local Yocals, Reeds Hallow, Le Jardin, Harbinger
  - Salad Subscription (form of a CSA)
- Beaverdale Farmers Market
- Iowa Food Coop
- Local caterers
- Urban FarmStay – Air BnB
Start Up Capital
Bank Loan (Central Bank)

- Secured a mortgage for the "first" property
  - House and ¼ acre plot
  - $110,000
- Secured a mortgage for "back" property
  - Back 1/2 acre
  - $39,000
  - Put 20% down on both mortgages
- Obtained an unsecured line of credit for business operations
  - Up to $28,000
  - Used for Inventory in FarmStand
- Used personal savings for about 30% of start up costs
NRCS – EQIP
High Tunnel Initiative

- Tedious but Worth it!
- Process took me over a year
- Get to know your County Rep!
- All states/counties are different
- Land where tunnel is going must be cropland
- Pay for tunnel out of pocket and later get reimbursed later
  - Iowa HT Funding cap is $9,870
Paperwork

• Be diligent about paperwork & file properly!
  • Dogpatch Urban Gardens vs Dogpatch Urban Gardens, LLC

• U.S. federal government’s System for Award Management (SAM)

• Dun & Bradstreet: D-U-N-S® Number
  • “D-U-N-S Number is a unique nine-digit identifier for businesses. It is used to establish a business credit file, which is often referenced by lenders and potential business partners to help predict the reliability and/or financial stability of the company in question.” [source](http://www.dnb.com/duns-number.html)
HT Details

• 72x30 (30 is max width)
• Ran electrical to HT (at own expense)
• Poly must be 6 mil
  • (Chose double poly with inflation fan)
• Polycarb end walls
• All plants must be grown in the soil
• No heat!
• Must be maintained for 4 years
# Tunnel System Job Specification Sheet

**Name**

**Farm #**

**Tract #**

**Assisted by**

**Field Office**

**Contract #**

## Tunnel Information

<table>
<thead>
<tr>
<th>Manufacturer</th>
<th>Model</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Height (min 6')</th>
<th>Width (max 30')</th>
<th>Length</th>
<th>Total square feet</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
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</tr>
</tbody>
</table>

## Materials

Cover—Polyethylene a minimum of 6 mils thick

Ribs, purlins, posts and other components (size and type of materials)

---

**Location (Show on site plan map)**

**Orientation (Show on site plan map)**

Other required conservation practices planned (Show location on site plan map):

- [ ] Diversion
- [ ] Grassed Waterway/Swale
- [ ] Critical Area Seeding
- [ ] Infiltration Trench
- [ ] Other
- [ ] None

Seeding recommendations for erosion control on disturbed areas:

- Species and rate to be planted

  

- Lime ___________ lbs/acre. Fertilizer ___________ lbs of 5-10-10/acre.

## Certification

This structure was constructed and installed using all manufacturers recommendations. I have read and understand the operation and maintenance requirements associated with this practice.

**Landowner**

**Date**

**Technical Service Provider (if applicable)**

**Date**

---

**REQUIRED: Attach a site plan map.**

**SUPPORTING PRACTICES MEET NRCS SPECIFICATIONS**

**NRCS**

**Date**
FSA Microloan

• Attempted to get microloan funding in 2016 (before garden had started)
• County rep didn’t think our financial projections were feasible based on large scale farming numbers
  • “The ISU information indicates that you could potentially produce $5400 total income off of your size of operation if you only planted green beans. Other crops such as salad greens show a lower income of only $2250.”
• Reached out again in September of 2017
• Rep came out to land and was surprised by our operation
• Did not end up pursuing the $5400
  • “You can estimate that you will spend $2500 to $4000 more to complete your project because of the environmental conditions.”
<table>
<thead>
<tr>
<th>2017 GROSS Revenue Source</th>
<th>Income</th>
</tr>
</thead>
<tbody>
<tr>
<td>Beaverdale Farmers Market</td>
<td>5226.7</td>
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<tr>
<td>FarmStand</td>
<td>52000.51</td>
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<tr>
<td>Restaurant</td>
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<tr>
<td>IFC</td>
<td>813</td>
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<tr>
<td>Salad Subscription</td>
<td>8286</td>
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<tr>
<td></td>
<td>72482.71</td>
</tr>
</tbody>
</table>

![2017 Sales Breakdown](image-url)
Newest Addition

- Requires more $$
- Originated new line of credit through Central Bank
- Used Farm property to back the line of credit