SESSION 2001:
THE FORECAST
FOR LAND USE

The 2001 legislative session is off and running. You hear a lot of talk about high visibility issues such as education, tax cuts and child abuse. But land-use legislation is also on the table, and good things are poised to happen. There are at least six land-use issues that stand a chance of consideration. (See Page 6 for a summary of the planning bill.)

A STATE HISTORIC PRESERVATION TAX CREDITS program was established last year at a funding level of $2.4 million. The program provides an incentive to fix-up historic homes, commercial buildings and barns. Funding was distributed on a first-come, first-serve basis and includes projects in Des Moines, Sioux City, Waterloo and Essex (rural Page County). The tax credits went fast, and a coalition of groups is requesting that the funding level be increased to $7.2 million.

The BROWNFIELDS program received $3 million last year. A brownfields site is one that is in a prime urban location, but because of contamination or abandoned buildings, no one wants to redevelop there. Last year's $3 million was the first-ever state appropriation for this program. Some of the cities that received funding are Webster City, Waterloo, Coralville, Clinton and Cedar Rapids. Financial assistance was in the form of either grants or low-interest loans. Proposals for expanding the brownfields program this year primarily focus on increasing the level of funding.

While most people feel that TAX_INCREMENT FINANCING (TIF) is an important tool to help cities redevelop decayed areas, there is growing agreement that the program has spiraled out of control. In many cases, TIF has become a huge corporate subsidy and amounts to a tax shift, primarily from businesses to average citizens. One proposal is to limit TIF's scope to areas afflicted by blight and decay.

RURAL WATER is a great source of clean, cheap water for rural residents and small towns. But when rural water competes with cities to serve urban residents, conflicts develop. Presently, the Southeast Polk Rural Water District is suing Altoona over the right to serve Altoona residents. The issue needs to be addressed, but it remains to be seen what specific suggestions will come forward.

The Main Street Iowa program has been a great success in cities of less than 50,000 people. But under the present guidelines, Iowa's eight largest cities are ineligible. An URBAN NEIGHBORHOOD MAIN STREET PROGRAM would cost about $125,000 and would allow historic neighborhood commercial districts to receive the same kind of assistance that has helped revitalize small- and medium-size cities across the state.
We Need Your Voices!

by LaVon Griffieon

It's no secret that our Executive Director, Ed Fallon, is also a State Representative. Sometimes that's a blessing, sometimes it seems our non-profit, whose mission is primarily educational, garners extra baggage because of decisions Ed makes as a legislator. It's difficult for some to differentiate between Ed the Rep and Ed the Exec.

As the session starts, I've reflected on how much I've learned about land-use legislation since 1996. Initially, I detested the thought of land use being legislated. As I learned how multi-faceted the issue is, I realized that only legislation would level the playing field. I thought this was real progressive thinking, only to discover that a land-use bill failed to pass by one vote in 1974. In 1997 the Land Use Commission formed to study urban sprawl and recommend legislative changes. Finally, Iowans had the facts in front of them.

The Commission's findings laid the groundwork for comprehensive planning legislation introduced in 1999. The original bill was 60 pages and covered a broad range of planning-related issues. The 2001 version entails 17 pages, and busy legislators can more easily digest its contents.

This bill asks that cities and counties work together to create a growth plan that will provide balanced growth for each governmental entity in the county. Some claim the bill is weak. They fail to realize how legislation works — get a basic concept on the books then refine it over time, until it works for everyone.

Our members are fortunate to have Ed in a position to provide information about land use as bills move through the process. Land use certainly isn't Ed's only consideration as a legislator. However, his direct involvement in a process that moves swiftly allows us to send you accurate, timely public policy updates. Please pay attention as they roll in on your e-mail. We need your voices, chorousing from all over Iowa, to get planning legislation and other progressive land-use bills passed into law.

Shortly after last year's session, Governor Vilsack told me land use will never be addressed in Iowa until citizens from all across the state make it an issue with their lawmakers. I say, "Let's go for it!" I have seen 5 calls from constituents make the difference in a legislator's vote. Don't stop with your own Senator and Representative. Call the Legislative Information Bureau at (515) 281-4961 and ask for the names, numbers and e-mail addresses of other legislators. Their individual decisions affect us and they deserve our input — and usually appreciate it! And if you ever need additional information about specific legislation, don't hesitate to contact our office.
So much growin' to do, so little time. If I had had an extra two months to devote to studying land use this past summer and fall, I would have spent a week in each of the following places:

**Maryland**, learning about Governor Glendenning's Smart Growth Initiative.

**New Jersey**, studying Governor Christine Todd Whitman's Open Spaces Initiative.

**California**, visiting various cities that are using greenbelts and urban growth boundaries.

**Chicago**, to check out Prairie Crossings, downtown redevelopment, and the Cabrini Greens garden project.

**Florida**, to be awed by two fascinating new-urbanist cities called Celebration and Seaside.

**Vermont & western Massachusetts**, to pick the brains of citizens who have kept Wal-Mart out of their towns.

**Oregon**, of course, because they have done so much, and do it so well, and I've only been there twice!

**Europe**, the Mecca of beautiful cities. (Can I have a whole month for Europe? Please?)

But since I couldn't find a planner that would grant me an extra two months of life, I carved out a week in November and went to Tennessee. Why Tennessee? Two years ago, they surprised the national growth management community by passing a far-reaching, visionary land-use bill. In fact, much of the proposed planning bill before the Iowa Legislature (see Page 6) is based on the Tennessee law.

Well, I'd love to bore you with the technical details of all I learned on this trip, but instead, I'm going to share a couple human interest angles. Policy wonks, move on. Everyone else, keep reading. Politics in Tennessee, well... it works differently than in Iowa. The planning bill passed the Senate in one form and the House in another. So, on the second to last day of the session, it came down to working out the details in a conference committee. It all happened quietly and quickly, and as one observer said, "we had a public meeting in a private place." When the compromise legislation came up for a vote late on the final day, it passed without much debate — nearly unanimous — and with very little media attention. When the press finally realized the scope of what had passed, all sorts of accolades were heaped on the visionaries who made it happen.

There was also my visit with the manager of a small, rural county, a long-time elected official who oozed with warm, southern hospitality. He told of some of the problems his county was having trying to comply with the new land-use law, and how he would rather Nashville would just stay the heck out of his business. Sharing a general tenet of his political philosophy, the gentleman observed that he preferred to "beg for forgiveness rather than ask for permission." The county manager's ornery streak aside, it was clear that the new legislation had established a dialogue in a county where none had previously existed.

It's still too early to tell whether Tennessee's comprehensive planning effort will succeed. But all of the signs are positive. Nearly every county has agreed to a plan, and the few that are still quibbling are making progress. It's time Iowa gave it a go as well.
HIGHLAND PARK
STREETSCAPE
PROJECT

by Bridget Carberry

Des Moines' Highland Park neighborhood is among the City's most historic areas. Located in the north central part of the City, Highland Park was annexed over a hundred years ago. But it still retains much of its small-town charm, thanks to a healthy neighborhood commercial district and high-quality affordable housing.

Listed on the National Register of Historic Places, the Highland Park Historic Business District at Euclid and Sixth Avenues (which is home to the 1000 Friends of Iowa office) is noted for its early twentieth century commercial architecture. In an attempt to preserve its rich history and retain its small-town charm, the City of Des Moines has teamed up with several neighborhood groups to create a plan for revitalizing the business district.

The Highland Park Streetscape Project has been in the works for sometime, but has really picked up speed over the last few years. The project will enhance the historic district with improved infrastructure, including new sidewalks and brick street restoration, as well as vintage lighting, landscaping and street furnishings. The project also calls for utility lines either to be buried or relocated to the alley. The plans for the project were created by the landscape architecture firm Adamson & Associates of West Des Moines. The total cost of the plan is approximately $1.3 million.

The City, with help from the Parks Area Foundation, Highland Park Community Action Association, Highland Park Business Club and Oak Park Neighbors, has been able to raise $750,000 for the project. Of this amount, $450,000 will come from the City's Community Development Block Grant (CDBG) allocation, which is provided by the U.S. Department of Housing and Urban Development. A $300,000 grant from Polk County has also been secured for the project. In addition, the City has applied for $250,000 in Transportation Enhancement funding from the Des Moines Area Metropolitan Planning Organization.

Area businesses and neighborhood groups have also participated in fundraising for the project. The Parks Area Foundation, a civic group which promotes economic development in the Highland and Oak Park neighborhoods, sponsored a Sweet Corn Day in July that raised several thousand dollars for the project. Highland Park Presbyterian Church has also donated the proceeds from its booth at the Highland Park Farmer's Market. Several other exciting projects are planned in the coming months.
TAKE A LOOK AT DUBUQUE!

Dubuque is a city on the move: and in the right direction. While the term "smart growth" is still unknown in many parts of Iowa, in Dubuque, the term is receiving wide acceptance among citizens and officials alike. As recently as three years ago, Dubuque's city government looked upon smart growth unfavorably. Now, the city budget is based on smart growth planning projections. To prove the point, we've quoted from two articles in the January 2001 edition of Julien's Journal.

Dubuque's Planning Services Manager, Linda Carstens, writes: "For most people living in Dubuque, it's easy to share just a few of the things that they like about their community: friendly neighbors, safe streets, nearby parks, or the short commute to work or the grocery store. Those are the kinds of quality of life indicators that keep people rooted in Dubuque and bring former Dubuquers back home again . . . . Following the 'smart growth' movement and the theme of planned and orderly growth versus urban sprawl, the {Dubuque} planning commission has formed a Joint City/County Planning Committee to undertake fringe area planning . . . ."

Gordon Mills, Management Director with Durrant Architects and a member of the Dubuque Long Range Planning Commission: "Some critics liken smart growth to a no-growth philosophy. It is nothing of the sort. To the contrary, smart growth simply embraces growth based on principles that make effective use of community resources and enhance the quality of life of citizens. Here in Dubuque, the city and the county have initiated joint planning to consider how, together, we can better plan for fringe area development, 'to grow smarter' for the benefit of city and county residents."

FAREWELL TO BOARD MEMBER TOM MATHEWS

Many thanks to Tom Mathews for the years of service he has contributed as a member of the board of 1000 Friends of Iowa. Tom served as our first Vice President for two years. He took vacation time from his job to attend meetings and gave us input long before we ever incorporated as a 501(c)(3) nonprofit organization.

Tom was instrumental in obtaining permission from the Sierra Club to mail their members an invitation to join 1000 Friends. (We had a great response!) You might remember Tom, too, for his excellent reflection on I-235, which appeared on the front page of the November/December, 1999 issue of the Land Use Bulletin. His interest and expertise in transportation was a great resource as we chose the course that 1000 Friends would take. Best of luck in new ventures, Tom, and thanks!

MEMBERSHIP DRIVE 2001

Our membership drive is gearing up to make our name a reality. We now have 800 members in 65 counties. We hope to have 1000 $100 Founding Friends. An operating budget of 100,000 will give us a solid position to move forward in our work.

**Clip and mail with your check, payable to 1000 Friends of Iowa.**

Enclosed is my tax deductible check for $__________

MEMBERSHIP CATEGORIES

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If you would like to be a Founding Friend, but can't afford a lump sum contribution of $100, we have developed a monthly pledge program for $8.75 a month. Of course, we gratefully accept annual memberships at $20 and up as well.

Name
Address
City / State / Zip
Home Phone
E-mail

The Land Use Bulletin  Winter, 2001  Page 5
Comprehensive planning legislation would have an enormously positive effect on helping cities and counties control urban sprawl. Variations on a planning bill have been under consideration for the past two years. Here is a summary of one of the latest versions:

1. Identify goals for the development of land. As cities and counties assemble their strategic development plans, they should:
   
   A. Encourage a pattern of compact development.
   
   B. Promote redevelopment of existing urban areas.
   
   C. Promote the economic health of the entire region.
   
   D. Provide for a variety of housing choices.
   
   E. Conserve natural resource areas and environmentally sensitive land.
   
   F. Preserve prime agricultural land.
   
   G. Protect private property rights.
   
   H. Provide municipal services concurrent with development.

2. Every county and all cities in that county appoint a committee to put together a strategic development plan, identifying territory that can accommodate growth for twenty years. The plan also identifies strategic preservation areas, i.e.,

3. The City Development Board becomes the Land Management Planning Board and is charged with review and approval of strategic development plans and all proposed annexations.

4. Establish a process for cities and counties to ratify or reject proposed plans, and to amend those plans. If final, amended plans are not ratified by the county and all cities in the county, a system of dispute resolution is established. Cities, counties, and individual citizens may seek judicial review of a decision by the Land Management Planning Board.

5. If a city annexes land, it must provide municipal services to residents of the annexed territory within three years.

6. Target development incentives and subsidies to projects in strategic development areas.

We need your voices, chorusing from all over Iowa, to get planning legislation and other progressive land-use bills passed into law.
BUY LOCAL CAMPAIGN: NEXT STEPS?

by Rose Winkeler

Our Buy Local Campaign celebrated many successes during its kick-off event in late November. The press conference in Des Moines mobilized many volunteers and garnered excellent media coverage, as did events in other participating towns across the state. (Many, many thanks to all those who helped!) Ed Fallon and I also appeared on the Jan Mickelson show on WHO Radio for one hour, and our discussion generated lots of calls, most of them very supportive.

Thanks to the favorable press coverage, we have received many requests for Buy Local posters and for more information about the campaign and 1000 Friends. We're also hearing lots of great ideas on how to further expand this project. Soon, we hope to formulate a specific plan on steps we can take to move the Buy Local campaign from seasonal to full-time. Some of the ideas being discussed include:

- Putting together directories that identify local businesses and discuss their importance to maintaining a vibrant local economy.

- Organize bus trips and take shoppers to Main Streets and neighborhood business districts for a focused buy local shopping experience.

- Add features to the posters that give them more durability.

- Sponsor "Buy Local Days", perhaps featuring someone dressed like a friendly Uncle Sam, who would pass out information and explain to people the importance of supporting independent business.

- Put together a focused publicity campaign in both large and small media markets across the state.

Urbandale Mayor Brad Zaun accepts a bundle of posters from LaVon, for distribution in downtown Urbandale.

Do you have other ideas? Please share them with us. Or if your town has already participated in the Buy Local kick-off, we'd like to hear more about local reaction.

GOOD THINGS COME IN LITTLETON PACKAGES

Littleton, New Hampshire, a town of 5,965 in the White Mountains, is being touted by some urban planners as a model of cutting-edge smart-growth practices. For starters, the town requires that every existing building be filled-up before new ones are built. And citizens are invited to participate in town hall style meetings to pour over blueprints, talk about traffic, and make planning decisions large and small. This type of citizen-based planning, which has been going on in Portland, Oregon, for 30 years, is now spreading to other towns and cities around the U.S., including Boston, Chattanooga, and Rochester, New York. When Rochester recently created neighborhood task forces and asked citizens for planning recommendations, it received lots of suggestions and tried to incorporate them into the city's master plan. For more information, contact Stacy Mitchell of the Institute for Local Self-Reliance at www.gristmagazine.com.
Every once in awhile, some hapless detractor tries to tag 1000 Friends as anti-growth or anti-development. We patiently explain that we aren't against communities growing; we'd just like to see them grow "smart". We aren't against economic development; let's just make sure it's done in a sustainable manner.

But when no amount of persuasion convinces the other party, we say, "Hey. How can you accuse us of being anti-development? We're developers too." And so we are, or at least we're trying to be.

In the last issue of the Land Use Bulletin, we wrote about our residential revitalization project on 7th Street in Des Moines. In previous issues, we've discussed our commercial redevelopment project: a proposed full-service grocery store featuring Iowa grown food. Finally, after two years of effort, this project seems to be coming to a head.

There were two proposals on the table, ours and that of another group of independent investors. All along, the City of Des Moines made no secret of the fact that they were giving preferential treatment to this other group of investors. That's hardly fair, but try as we did, there wasn't much we could do to change City officials' minds. In December, they chose the other project.

But because we had clearly championed a good idea and had built such extensive community support, the other investors came to us and asked if we would endorse their project. We agreed to do this on the condition that they embrace the two most important aspects of the store we had hoped to build:

- Feature Iowa grown food,

- Design the building in a manner compatible with the historical and architectural flavor of the neighborhood.

We're delighted to report that the other investors have accepted these conditions. While there is no signed agreement, we are optimistic that this "gentlemen's agreement" will stand.

There is one major downside to the current project. The City of Des Moines insists on allowing a Walgreen's to be built next to the grocery store. Furthermore, the City is letting Walgreen's have the anchor spot, thus pushing the grocery store 1 1/2 blocks west, away from the corner and the heaviest traffic flow. To make matters worse, the City may subsidize Walgreen's with some of the federal funds earmarked for the grocery store! We find this unconscionable, but if we fight the City over Walgreen's, we could well lose the grocery store as well.

So, it's time to move on and call our first project a partial success. Our next commercial redevelopment project? A community kitchen (also known as a commercial kitchen, or a kitchen incubator). We will tell you more about this venture in the next issue of the Land Use Bulletin.
It is anticipated that a Self-Supporting Municipal Improvement District (SSMID) will be created to help pay for additional operating and maintenance expenses for the project. A SSMID, in essence, allows the property owners to charge themselves an additional property tax that will be collected by the City and used to pay for expenses related to the operation and maintenance of the streetscape. The SSMID would pay for such things as replacement of the street furnishings and upkeep of the historic light fixtures. The creation of a SSMID requires the support of at least 25% of the property owners in the proposed district, and these owners must represent at least 25% of the assessed value in the proposed district. The business leaders in the neighborhood are confident that there will be support for the SSMID amongst area property owners.

With financing in order, Highland Park is poised to begin the implementation of its streetscape project. The City has begun the process of hiring a consultant to develop construction documents necessary to begin the project. Construction should begin by 2002 at the latest.

The Highland Park area is one of Des Moines' hidden treasures, but the secret is getting out. Property values are on the rise and the neighborhood has embraced its rich history. At one time Highland Park had its own newspaper, bank and college, as well as other small town amenities. Many of these have long since disappeared, but they have given way to many family-owned businesses that cater to the surrounding neighborhood. The area is comprised almost exclusively of small, local businesses like Hiland Park Hardware, Aqualand Pets Plus and Chuck's Restaurant, which have been mainstays in the neighborhood for years. With its small-town charm and an improved streetscape, it is hoped that the Highland Park commercial district will be able to stand tall against the suburban-type big box developments that continue to pop up throughout the metro area.

With improvements to its streetscape and an invigorated sense of history, the Highland Park Historic Business District at Euclid and Sixth Avenues will remain a vital part of the neighborhood and the entire metro area for many years to come.

If you have any questions about the Highland Park Streetscape Project, please contact Bridget Carberry, Neighborhood Planner for the City of Des Moines at (515) 283-4753 or by email at: bacarberry@ci.des-moines.ia.us.

**WEBSITES OF INTEREST**

| 1000 Friends of Iowa: kfoi@kfoi.org | Drake Neighborhood Association: www.drakeneighborhood.org |
| American Farmland Trust: www.farmland.org | Institute for Cultural Landscape Studies: www.icls.harvard.edu |
| American Planning Association: www.planning.org | Institute for Local Self-Reliance: www.gristmagazine.com |
| Competitive Enterprise Institute: www.cei.org | Sprawl Watch: www.sprawlwatch.org |
| Iowa Legislature: www.legis.state.ia.us | Trust for Public Land: www.tpl.org |
| Iowa Environmental Council: www.earthweshare.org | Sierra Club Urban Sprawl Campaign: www.sierraclub.org/sprawl |
WELCOME, MARY ELLEN MILLER

"Our most successful tool in checking unfettered urban sprawl into premium agricultural land and environmentally threatened areas is our concentrated effort at improving public awareness of beneficial alternatives. The more citizens know about mindful land-use policies and practices (through 1000 Friends' educational programs) the more successful we will be at reversing current trends toward sprawl and inappropriate land use."

Mary Ellen Miller joined our board early last year and was elected treasurer at the annual meeting in September. A native of Johnson County, she resides in Mason City and is active in many organizations. She also serves on the board of the League of Women Voters of Iowa.

Her interest in land-use policy is rooted in her childhood, spent growing up on a farm among the Amish community near Kalona. Her Amish relatives taught her by example their belief that we are temporary stewards of the land and must work to protect it for the benefit of future generations. The exploding use of premium agricultural land for urban expansion motivated Mary Ellen to become active in encouraging local governments to consider alternatives to such land use practices.

Since early retirement from academia, she has remained an ardent activist for education, health care and, more recently, community development issues.

Mary Ellen brings a wealth of organizational experience to 1000 Friends. In addition to this work and her work with the League of Women Voters, she is involved in many civic organizations and has worked as an organizational development facilitator and long-range planning and fund-raising consultant for numerous not-for-profit groups. She is President and Lay Leader of the Unitarian Universalist Fellowship of North Central Iowa and is active in denominational social justice efforts.

In her spare time, Mary Ellen enjoys cooking at the local soup kitchen in Mason City and developing the gardens around her nearly 100-year-old Victorian home, which she shares with her 85-year-old mother, Rosemary, and the requisite resident feline, Melissa Delila Drinkwater, more commonly referred to as "Missy".

THANKYOU, VOLUNTEERS!

Volunteers are the heart of our organization and 1000 Friends of Iowa is grateful for the generous services of these people:

- **Carl Olsen**, for designing our web page.
- **Al Seiptker**, for help with our database.
- **Mitch Henry**, **Katie Brogren**, **Sheila Gregan**, **Mollie Appelgate**, **Melanie Wenzel**, **Phil James**, and Phil's friend **Dave** for helping Joe with our recent phonebank.
- **Brian Banse**, for help processing newsletter photos and donating some great chairs.
- **Keith Forman**, who kindly donated two brand new folding tables.
- **Did we miss anyone?** Probably. Sorry. We are often overwhelmed, occasionally forgetful, but never ungrateful.

THANK YOU!!

The Land Use Bulletin  Winter, 2001  Page 10
MEET OUR INTERNS

DENISE HAYWARD  Denise Hayward helps with grant writing efforts. "My goal is to start a dialogue with the 25 largest national foundations who fund land-use programs," said Denise. "Somewhere down the line, in two to four years, some of these foundations will support the work of 1000 Friends of Iowa."

Denise had her start as a volunteer for responsible land use in Portland, Oregon. Working from 1982 through 1987 with other citizens to remove a stretch of highway through downtown and establish in its place a greenway. "At first, developers and realtors strongly resisted the effort," recalls Denise. "I worked closely with the Lake Oswego League of Women Voters. The theme I kept emphasizing was that we needed to do this for our grandchildren. Eventually, they mobilized to support the greenway, and we were able to convince developers and realtors to get behind the project."

SARA BERING  Sara Bering lives on a farm where she keeps a large organic garden. Recently, her land was rezoned for commercial development, something the Bering family is not too happy about. Sara became involved with 1000 Friends because she "is very concerned about land preservation, and wanted to meet people who are like-minded."

Sara grew up in Iowa, moved away when she was 14 and returned with her husband and two children two years ago. In addition to her work with 1000 Friends, she mentors a student at Edmunds Academy. So far, she has completed research on real estate transfer fees. As an avid gardener, she's very interested in the grocery store project and community kitchen, and wants to get involved with our 7th Street project, perhaps helping put together a program that would focus on helping children learn about growing fruits and vegetables.

ROSE WINKELER  Rose Winkeler is receiving college credit for her internship with 1000 Friends, which runs from October through May. Originally from Oklahoma City, she may uproot herself after graduating from Drake University with a BA in Environmental Science and Policy (we hope she stays!). As a Drake student, she leads the Drake Environmental Action League and is an organizing member of Iowa Students Towards Environmental Protection, a statewide coalition of student activist groups.

"As an intern, I have worked in several areas," says Rose. "Recently, my efforts have focused on the statewide Buy Local Campaign (see article on page 7). I am now working with Des Moines residents on an effort to stop the extension of MLK Parkway through a flood plain on the north side of Des Moines."

Rose has been a great asset to our program. We could use a few more Roses in our bouquet of young activists. If you're a college student with a strong social conscience, give us a call.

MOLLIE APPELGATE  "I got involved with 1000 Friends because I wanted to change the direction in which I was moving," says Mollie, a Des Moines native and graduate of Northwestern University in Evanston, Illinois. "In Des Moines, there seems to be a lot of development happening without much thought about building community."

Mollie has focused her work on compiling a guidebook for local citizens confronting land-use challenges. It's a big project, but Mollie's making great progress. We'll talk about the Guidebook in greater detail in our next Land Use Bulletin. Don't be surprised if Mollie calls you about land use issues.
WANTED: SPRING PASTURE FOR ROADSIDE SIGNS

by LaVon Griffieon

Having seven sets of roadside signs is comparable to my two teenagers both having cars now. It's hard to know where they are and what they are doing all the time. Take the bicycle sign set. We discovered that although they are in Cedar Falls, they are wintering inside a storage shed. Like parenting, that isn't what I had in mind! So if anyone knows of a Main Street that has 5 empty frontage windows, I've got a deal for you! (It's a little late to try penetrating the frozen earth.)

Before the next Land Use Bulletin arrives in your mailbox, the ground will no longer be covered with snow and may have even thawed. So it is time to begin planning spring locations for our "Farma-Save" signs. There are five signs in each set. They are 4 foot by 8 foot plywood, require a pick-up truck for transport, and need to be spaced at least 90 feet apart. Ideally, they would be placed along well-traveled roads.

If you would like to reserve a set, let us know and we will send you visuals of the signs and slogans. Many times we can have the signs delivered and installed at your requested destination. Sometimes county regulations require that you check before mounting signs along roads, but we've never been turned down yet. We also recommend checking for underground lines and cables before setting the posts.

Often, people are concerned that there is a social stigma attached to displaying signs on their property. There is. More often than not, you become a hometown hero! Across the state, public response and local press coverage have been very favorable. Please offer a set of our signs a roadside home near you.

Call me if you'd like more information.