

**PRAIRIE CENTRAL FFA
FAIRBURY, ILLINOIS**

***CONNECT
WITH KILGUS***



2016 FFA Agricultural Communications CDE
Media Plan

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EXECUTIVE SUMMARY

Connect with Kilgus is a communications media plan designed to promote innovative Kilgus Farmstead milk products. Our efforts are focused on meeting the following goals: increasing local sales out of the Country Store by 10%, increasing total overall sales by 3%, promoting that Kilgus Farmstead is a local, family-owned business, connecting people with where their milk comes from, and educating consumers about non-homogenized milk products. We realize these objectives seem ambitious but believe they are very attainable. To succeed, we will engage two target audiences including: foodies and millennial moms within a 200-mile radius of Fairbury, Ill. We incorporated the following key messages to share with the target audiences: Kilgus Farmstead products are locally fresh, the business is family owned and operated, non-homogenized milk products are an innovative and positive alternative to other milk products, and it's a single source dairy that bottles its own milk. To create links between the farmstead and potential customers we will use a rejuvenated Facebook page, along with a new Instagram and Twitter accounts', on and off farm special events', informational videos, flyers, cow trading cards, and in-store product demonstrations. This plan includes a detailed timeline providing a breakdown of monthly events and media. We plan to use a \$10,000 budget to carry out an in-depth media plan that will promote the objectives and key messages necessary to achieve growth for Kilgus Farmstead. As a result of our plan, consumers will learn that Kilgus Farmstead provides a special, innovative dairy product and sales will increase.

INTRODUCTION AND OVERVIEW

Currently consumers all across the United States are looking for locally grown and natural foods. They want transparency in food production and need to hear the real stories of farmers in agriculture. Out of all consumers 67% think it's important to understand how food is produced, 66% would like to see the food industry take more action in educating people on how food is produced, and 65% want to know more about where their food comes from. (Emerging Faith in Food, 2014) To address these issues and meet this demand, a small dairy farm owned by the Kilgus family in Fairbury, Ill. decided to try an innovative practice of becoming a self-bottling dairy. Not only did they want to be a single-source dairy producer and meet the customer demand but they also were looking for a way to help bring more family members into the farm business. Kilgus Farmstead is a family-owned and operated bottling plant that focuses on being locally fresh. To stand out and differentiate themselves from other dairy processors, Kilgus Farmstead decided to be innovative and bottle non-homogenized milk. Non-homogenized means that the fat particles are not broken down during the process of homogenization thus leaving it close to its natural state and allowing the cream to rise to the top. Kilgus Farmstead is the only milk processing plant in Illinois bottling milk this way. As a result, a single source product became available for Illinois consumers who are interested in a healthy, local product that they can trust. Kilgus Farmstead designed a custom bottling plant and on-farm store, including a viewing window that allows visitors to observe the whole bottling operation. Only milk produced on the Kilgus farm goes into Kilgus Farmstead Creamery products which include whole, 2 percent, skim and chocolate milk, along with half and half, heavy cream and ice cream mix. All Kilgus products are sold within 200 miles of the farm to ensure freshness and customer trust. (Kilgus, 2016)

While buying local agricultural products are a popular trend in the United States, it can be a challenge to establish a customer base. Kilgus Farmstead wants to increase their current customer base and also keep customers connected with its production practices. Thus we have created a media plan, *Connect with Kilgus*, that will help Kilgus Farmstead reach goals set for marketing their dairy products. Through on and off farm special events, social media, print publications, and promotional videos our media plan will benefit Kilgus Farmstead. We will create transparency in production practices and educate people on how Kilgus Farmstead dairy products are produced. By doing so, consumers will connect with Kilgus Farmstead and trust their production practices and dairy products. As a result of our plan, Kilgus Farmstead will see an increase in the sales of their products. This media plan will identify and explain the following components: target audiences, objectives, strategies, key messages, media tactics, timeline, budget and evaluation.

TARGET AUDIENCES

When determining target audiences for this plan we first looked at current Kilgus Farmstead customers to find common characteristics and interests as it is likely others with similar demographics would find value in the products. We also looked at consumer buying trends in agriculture. Hence we are focusing on the following target audiences.

Target Audience One: Foodies in Central Illinois and Chicagoland area

Description: A foodie is someone who has a deep interest in food. In addition to being interested in food itself, foodies are interested in the back story: the history, production, science, and industry of food. (Here's Who Eats, n.d.) A foodie seeks new food experiences as a hobby rather than simply eating out of convenience or hunger. Through an analysis of selected lifestyle statements in Simmons Market Research Bureau's national consumer survey, it was determined that 14% of U.S. adults—or 31 million—are foodies. (Here's Who Eats, n.d.) According to The Center for Food Integrity 2015 Consumer Trust Research, one of the top concerns for foodies is food safety and transparency in production.

Justification: Kilgus Farmstead milk is different and there is a demand from foodies for locally grown products that provide an alternative to their conventional counterparts. While there are more than 900 dairy farms in Illinois, Kilgus Farmstead is the only one that bottles non homogenized milk products. Because of this innovative and unique practice, foodies are a likely customer base. It provides them with the opportunity to dive into the back story and production of the dairy products. The Kilgus Farmstead story is one that foodies can experience firsthand. We will make visiting the farm, processing plant, and Country Store an experience for them to enjoy with others.

Target Audience Two: Millennial Moms in Central Illinois and Chicagoland area

Description: Millennials are the demographic cohort born between 1977-2000 and make up around 25% of the population. One in four millennials have children. (Who are Millennials, n.d.) Research shows specifically moms age 25-45 are making the buying decisions about food for their families. (A Guide to Farmers, 2014) In the 2010 Illinois Consumer attitude survey conducted by GfK Roper Public Affairs, 59% of consumers admit they are not very knowledgeable about how food is produced on Illinois farms and 76% of consumers want transparency from farmers about how food is grown and raised. (A Guide to Farmers, 2014) . Moms trust people and need to feel they know the people growing and raising their food to trust the system. Consumers' desire for authenticity and transparency is increasing as they want real facts from real people. (Cracking the Code, 2014.)

Justification: Kilgus Farmstead has an excellent reputation in the community and the Illinois agriculture community. They are transparent in how their cows are raised and milk is produced. They enjoy farm visits and encourage consumers to set up a tour of their farm. The Country Store located on the farm gives consumers an opportunity to purchase milk products and see bottling in action. All members of the Kilgus family can be found on the farm on any given day. Millennial moms will appreciate the family values used in producing the dairy products they buy for their family. Hearing the Kilgus Farmstead story will create trust and a positive buying experience.

STRATEGIC PLAN

Strategic Plan- Objectives

When you choose us as your communications team, *Connect with Kilgus* will successfully meet the following objectives for Kilgus Farmstead:

- Increase sales out of the Country Store by 10%
- Increase overall sales by 3%
- Promote Kilgus Farmstead as a local, family-owned business
- Connect people with where their milk comes from and provide transparency
- Educate consumers about non-homogenized milk products

Strategic Plan- Key Messages

By using different types of media communication, *Connect with Kilgus* will tell the Kilgus story to our target audiences and focus on the following key messages to meet our objectives:

- **Key Message 1- Kilgus Farmstead is locally fresh.**

Kilgus Farmstead's hope and goal is to have milk sold out of the Country Store or on a grocery store shelf within five days of bottling. Because they want their milk to be as fresh as possible, their sales area is within 200 miles of the farm. By keeping their products close to the dairy, the milk can be guaranteed fresh.

- **Key Message 2- Kilgus Farmstead is family owned and operated.**

Kilgus Dairy has been owned and operated by the family since 1950. It is important for additional family members to join the business and keep the tradition going. The family focus and management of all aspects of the operation are keys to maintaining a successful business.

- **Key Message 3- Kilgus Farmstead non-homogenized milk products are a positive alternative to other milk products.**

Being the only non-homogenized milk dairy in Illinois, Kilgus Farmstead wants consumers to be aware of the benefits their milk can be for the consumer. Kilgus milk is non-homogenized, which means that the cream from the milk naturally rises to the top and the milk remains in a more natural state. Homogenization, a process standard in conventional milk, breaks apart fat molecules under high pressure, leaving the fat suspended and evenly dispersed throughout the milk. Because the fat particles are not broken down, your body can digest the cream and use the fat present in cream for energy and nutrients your body needs. (Welcome to Kilgus Farmstead, n.d.) Kilgus cows are out on pasture from April to November, and by eating pasture grasses, the milk is naturally higher in conjugated lineolic acid, which has been found to have health benefits including reducing cardiovascular disease, high blood pressure, and high cholesterol. Jersey cows naturally produce milk that is higher in butterfat, protein and calcium content compared with Holsteins. Thus it retains a rich flavor even in 2 % and skim varieties. Finally, milk is packaged in UV plastic bottles to prevent the breakdown of crucial vitamins and minerals in the milk. (Welcome to Kilgus Farmstead, n.d.)

- **Key Message 4- Kilgus Farmstead is a single source dairy that bottles only milk produced by cows on their farm.**

Being the only single-source dairy in Illinois gives Kilgus Farmstead the upper hand. They handle the day-to-day care of Jersey cows and can create a diet using non-GMO feed ingredients. This shows customers that Kilgus Farmstead works diligently to produce the best products possible and knows exactly what is used to produce those products.

Strategic Plan-Media and Promotional Materials

To implement the *Connect with Kilgus* media plan and meet our objectives, it is essential that the most effective and efficient media avenues be pursued to reach our intended audience.

We will share our key messages using our recommended media resources.

Facebook Page: Kilgus Farmstead has an existing Facebook page but it currently posts very minimal news updates about what is happening. By highlighting locations where their milk is sold, dates of special events and farm tours, as well as everyday happenings on the farm the Facebook page will become a more beneficial marketing tool. Every week we will boost a post targeting users with specific interests. This allows people who would not otherwise be reached to receive news via Facebook.

Instagram Page: Kilgus Farmstead wants to be transparent about milk production on their farm with customers and can do so with an Instagram account. We will post action shots from the farm: including pictures of the cows, the kids, and the bottling plant. Instagram followers can then connect with Kilgus Farmstead through the pictures and messages posted.

Twitter Account: We will use Twitter as a marketing tool using tweets as real time testimonies. We will encourage customers to use #connectwithkilgus. We can then monitor our hashtag and see what people are saying. We will also use Twitter to promote special deals and promotions.

Promotional Videos: We will take a variety of pictures at Kilgus Farmstead. The pictures will then be put into promotional videos with voice over of Kilgus family members talking about their farming lifestyle. They will share their personal feelings on animal care, milk production, joys and challenges of farm life, and working with family. The main goal of the videos is tell the Kilgus story, which will connect with our target audiences. The videos will be posted on the Kilgus Farmstead website and YouTube. We will also show them at special events.

On Farm Special Events: A large part of our media plan involves getting people on the farm and increasing transparency. We will promote and coordinate four special events.

- A Breakfast on the Farm will be planned for the first Saturday in June. June is National Dairy month so we want to invite people to join the Kilgus family in celebrating their lifestyle. Not only will visitors get a breakfast for only \$.75 but they will get to tour the farm and visit with members of the Kilgus family. The cost of the breakfast represents the percentage of the food dollar that the farmer receives.
- July is National Ice Cream month and an event titled, "Get the Scoop Ice Cream Social," will be planned to celebrate this occasion. Current customers and the general public will be invited to "get the scoop" about what is going on around the farm by asking questions at an ask the farmer booth and touring the different areas of the farm to visit with Kilgus family members. In addition, this event will showcase the many flavors of Kilgus Farmstead ice cream by having a sampling party in the country store. We will unveil our ice cream of the week punch card. Every Wednesday throughout the year, a new flavor of ice cream is available in the soft serve machine in the Country Store. This punch card will encourage people to visit the store each week and try the new flavor. If they try the first three flavors of the week within a given month the fourth is free. By creating more traffic in the country store we hope to see an increase in overall sales.
- Fall Flick on the Farm will be planned for the second weekend in October. A new barn was just built on the farm where we will project the Kilgus Farmstead promotional video followed by a family friendly Halloween themed movie. Before the show and during intermission, we will have stations set up around the farm with ag literacy activities for children.

- The final special event will be A Merry Dairy Christmas Open House the second Saturday in December. A live nativity scene will be on display using members of the Prairie Central FFA Chapter, and animals from the Kilgus farm. We will also promote seasonal products such as egg nog and hot chocolate. Depending on the weather, we may also give farm tours.

At all of these events, we hope to entertain large groups of people and educate them on where their dairy products are coming from all while having family fun in a relaxed atmosphere. As a result of seeing firsthand how Kilgus Farmstead products are produced, we hope to add customers and build connections with consumers.

Good Food Festival booth: A fast-rising number of people in the Chicago area and across the country are interested in buying local, sustainable food and dining at farm-to-table restaurants.(Good Food n.d.) The festival connects food buyers with producers and growers just like Kilgus Farmstead. Producers are on hand to share their stories and interactive children’s activities go on throughout the entire show. By participating in this event, we will showcase Kilgus Farmstead products to foodies and millennial moms that make up a large number of attendees.

Special Event Flyers: To promote special events at the point of purchase in stores, we will develop flyers. These flyers will be printed and distributed to display at all retail sales locations for display one month prior to the event. Additionally flyers will be put up around the community and will be sent to businesses that carry Kilgus Farmstead products.

Cow Trading Cards: To provide a fun twist on sharing information about the cows behind the milk, we will create 10 cow trading cards featuring 10 different cows from the farm. On the front of the card, you will see a cow featured. The back of the card will included statistics

including age, weight, breed, name, milk production and diet. We will attach these cards to gallons of milk and encourage families to collect them all and then visit the cows at the farm.

Banner Stands: We will design three 31 by 90 inch retractable banner stands. The first one will explain non-homogenized milk. The second one will list the key messages about Kilgus Farmstead. The third one will promote chocolate milk as a recovery drink. The banner stands will be used at all on and off farm special events and during in store product demonstrations.

St. Jude Runs to Peoria Chocolate Milk Donations: We will work with the organizing committee to have a chocolate milk recovery drink station available after the race finish line in Peoria. Kilgus Farmstead will provide free chocolate milks pints along with coupons to race participants. Our media team will be available to discuss the benefits of chocolate milk as a good race recovery drink and answer any other questions about Kilgus Farmstead dairy products.

While there are many races in central Illinois, we chose this one because our FFA treasurer is currently receiving cancer treatment through St. Jude's Children's hospital of Central Illinois.

In Store Product Demonstration: Homogenized milk is an innovative product. A potential disadvantage is the cream rises to the top and if the milk is not shaken prior to serving it will result with clumps of cream being poured out. This could create a negative reaction for consumers if they don't realize why it happens and how to prevent it. To get people to step out of their comfort zone and appreciate non-homogenized Kilgus Farmstead milk products we will travel to the different retail locations and share the products. We will have samples for customers to try and share the story of Kilgus Farmstead and non-homogenized milk.

TIMELINE: September 2016-August 2017

September- Relaunch Facebook page. Create Twitter and Instagram accounts. Print cow cards,

Fall Flick on the Farm event flyers, and banner stands. Create promotional video.

October- Event-Fall Flick on the Farm

Media Promotion-Release of promotional video

November: Media Promotion: Special event flyers for Merry Dairy Christmas

December: Event: A Merry Dairy Christmas

January- Event: In-Store product demonstrations

February-Event: In-Store product demonstrations

March- Event- Good Food Festival Booth

April- In-Store product demonstrations

May-Media Promotion- Special event flyers for Breakfast on the Farm

June-Event: Breakfast on the Farm

Media Promotion- Special event flyers for Get the Scoop Ice Cream Social.

July- Event: Get the Scoop Ice Cream Social, St. Jude Runs chocolate milk booth

Media Promotion-Get the Scoop Ice Cream punch ticket

August- Evaluation

Monthly Social Media Promotion- Facebook page posts, Instagram and Twitter updates

EVALUATION

Connect with Kilgus is a media plan designed to reach a higher number of consumers and educate people on where their dairy products come from. At the conclusion of *Connect with Kilgus* we will evaluate the effectiveness of this initiative. To determine the project's success, we will see if the objectives were met. Currently, around 338,000 gallons of milk are sold annually with 7,800 of those being sold directly out of the Country Store. To meet our objectives we need to see an overall increase of 10,140 gallons a year with approximately 780 of those being sold directly out of the Country Store. We will analyze data to determine participation rates during the special on-farm events and look at the sales out of the Country Store during the month of the event. We will work together with Kilgus Farmstead to determine if total overall sales at all outlets during the plan increased. Our team will compare the sales before and after in-store product demonstrations at retail locations carrying Kilgus Farmstead products to document differences. Facebook will also allow us to track the success of the projects by looking at the number of "likes" and posts on the Facebook page. By using the promoted posts, we will see how many people were reached. Additionally, we will look at likes and tags from Kilgus Farmstead on Instagram. Twitter success will be evaluated by looking at re-tweets and favorites as well as monitoring when our hashtag is trending. Tracking the use of coupons distributed at the St. Jude Runs event will specifically help us evaluate that event. There are many different pieces to look at during the evaluation and we will use the entire results to make program adjustments and modify the *Connect with Kilgus* media plan to meet the needs of Kilgus Farmstead in the future.

PROPOSED BUDGET

| Media Tactic | Cost/Unit | Quantity | Total |
|---|-----------|----------|--------------------|
| Social Media Maintenance | \$15.00 | 52 | \$780.00 |
| Facebook Boosts | \$10.00 | 52 | \$520.00 |
| Promotional Video | \$500.00 | 1 | \$500.00 |
| Flyers | \$0.08 | 4,000 | \$320.00 |
| Cow Cards | \$0.16 | 8,000 | \$1280.00 |
| Retractable Banner Stands | \$250.00 | 3 | \$750.00 |
| Good Food Festival Booth | \$1000.00 | 1 | \$1000.00 |
| In Store Product Demonstrations | \$50.00 | 20 | \$1000.00 |
| Chocolate Milk Pints for Recovery Booth | \$1.35 | 1000 | \$1350.00 |
| Breakfast on the Farm | \$1000.00 | 1 | \$1000.00 |
| Get the Scoop Ice Cream Social | \$500.00 | 1 | \$500.00 |
| Fall Flick on the Farm | \$500.00 | 1 | \$500.00 |
| Merry Dairy Christmas | \$500.00 | 1 | \$500.00 |
| Total | | | \$10,000.00 |

****Costs include the time of the media team as well as supplies.*

CONCLUSION

Connect with Kilgus is designed to heighten awareness about the innovative practice of bottling non-homogenized milk and connecting the public with where dairy products come. We will build customer relations and increase sales by networking with millennial moms and foodies within a 200-mile radius of Fairbury. *Connect with Kilgus* will be implemented at the start of September 2016 and be carried out thru August 2017. This media plan will provide your farmstead with the tools, media events and communications techniques to engage consumers and create awareness about Kilgus Farmstead and how they stand out among other dairy producers. Our plan will be a solution to expanding your customer base. Not only will our plan provide the transparency needed to create trust and educate your current customers it will expand your customer base and sales. We will promote Kilgus Farmstead in a positive light and work with you to make Kilgus Farmstead a household name in Illinois as a family that produces an innovative and safe dairy product.

REFERENCES

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Home - Good Food Festival. (n.d.). Retrieved February 8, 2016, from
<http://www.goodfoodfestivals.com/>

APPENDIX A-INSTAGRAM



The image shows an Instagram post from the account 'kilgusfarmstead'. At the top, the Instagram logo is on the left and a direct message icon is on the right. Below the header, the profile picture and name 'kilgusfarmstead' are on the left, and '1s' (1 second) is on the right. The main image shows three children in a milking parlor. A boy on the left wears a yellow jacket and blue jeans. A girl in the middle wears a purple jacket and pink pants. A girl on the right wears a tan jacket and red boots. They are standing between metal bars with cows behind them. Below the image are icons for heart, comment, share, and a menu. The caption reads: 'kilgusfarmstead Good afternoon from Kilgus Farmstead! We are spending our Saturday afternoon as a family in the milking parlor. On our farm we raise cows, we raise crops, and we raise farmers. So thankful for the family values we are able to instill through farm life! 🌾'. At the bottom is a navigation bar with icons for home, search, post, activity, and profile.

APPENDIX B-TWITTER

<  Tweet



Kilgus Farmstead
@Kilgus_Farm



Come visit us out at the Country Store! Gallons of milk are just \$1 today! [#connectwithkilgus](#)



7:13 PM · 08 Mar 16



Reply to Kilgus Farmstead

KILGUS FARMSTEAD

BREAKFAST ON THE FARM

LOCAL, FRESH, FAMILY, FUN



Who? YOU and your friends and family too!

What? Breakfast on the Farm

When? Saturday June 4th

Breakfast will be served from 7:00-9:00am

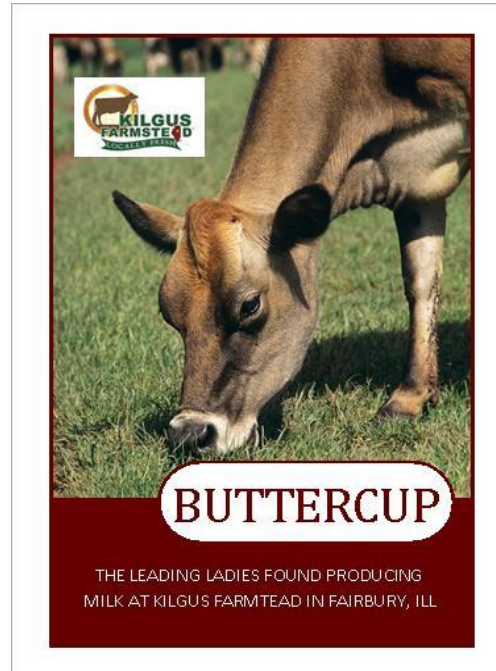
Farm tours will be available until 11:00am

Where? Fairbury, IL (Just one mile south of the stoplight on 24)

June is Dairy Month!! Join us to Celebrate!

APPENDIX D-COW TRADING CARDS

Front



Back

BUTTERCUP
4 year old Jersey cow born 9/16/2012

| | |
|-----------------|---|
| Weight | 987 lbs |
| Height | 54 inches |
| Breed | Jersey |
| Milk Production | 8 gallons/day |
| Favorite Foods | Alfalfa hay, corn silage, ground corn, soybean meal, grass out on pasture |

Collect 5 cards and bring the m in for 25% 

APPENDIX E-BROCHURE

Page 1

Where can you buy our products?

Fairbury
Dave's Supermarket
Pontiac
County Market

Gibson City
County Market
Gibson City Meats & Deli
DG Sullivan's (Restaurant)

Mahomet
IGA

Champaign/Urbana
County Market
Strawberry Fields
Common Grounds
Artmart
Cream and Flutter
Complete Care Pharmacy
Big Grove Tavern (Restaurant)

Bloomington/Normal
Schnuck's
Cub Foods
Common Grounds
Naturally Yours

Peoria
Pottstown Meats and Deli
Naturally Yours
Hy-Vee

Washington
Lindy's Downtown Market

Eureka
Eureka IGA

Springfield
Food Fantasies

Kankakee
Kankakee Natural Foods

WHY PURCHASE KILGUS FARMSTEAD?


- **Locally fresh**
- **Family Owned and Operated**
- **Central Illinois' only Single Source Dairy**
- **Non-Homogenized dairy products provide a positive alternative for YOU**

KEEPING UP WITH KILGUS

Kilgus Farmstead

Fairbury, IL

Locally Fresh milk produced by our FAMILY for your FAMILY



21471 E 670 N. Rd
Fairbury, IL 61739
(815)-692-6080
www.kilgusfarmstead.com

Page 2

KILGUS FARMSTEAD

Our Family



All members of the Kilgus Family work day in and day out to provide you with the freshest milk in Central, IL.

Our Country Store



At Kilgus Farmstead we have a Country Store that carries all of our milk products. You can find our whole, 2%, skim and chocolate milk, heavy cream and half and half. The soft serve ice cream machine is the highlight our store. Stop by and try the flavor of the week.

Our Cows



On the farm, we have 130 registered Jersey milking cows. Jersey milk is highly prized by cheese makers, chefs, and others because of its increased protein and calcium. Our cows are out on pasture starting in April, lasting through the summer, and enjoy pasture grass until November. During the winter months the cows are fed a ration of non-GMO corn silage that we grow here on the farm, as well as a variety of grass hay, and alfalfa hay that we grow. Only Kilgus Dairy milk goes into Kilgus Farmstead Creamery products. We are the only single source farmstead milk bottling plant in Central Illinois, and our products are all sold within 150 miles of our farm to insure freshness and customer trust.

Farm Tours

Kilgus family members welcome any size group, large or small, to visit our farm. During your tour you will learn about the Kilgus Family, visit our milking parlor and learn how the cows give us their rich milk. Then we will travel to see the heifers and steers, and stop by to see the newborn calves. We will see the goats and also the pigs. New in 2015 we will be checking out the new compost barn. During the tour you will learn about how the Kilgus Family cares for their animals from little on up. Tours will begin and end at the Farmstead Country Store, where you can look into the creamery where the milk is bottled. If interested in reserving a tour time or have questions about the tours please e-mail us at info@kilgusfarmstead.com or call (815)-692-6080.



APPENDIX F-RETRACTABLE BANNER STANDS

CONNECT WITH KILGUS

Kilgus Farmstead

- Family Owned and Operated
- Single Source Dairy
- Non-homogenized milk products
- Locally Fresh

Fairbury, IL



CONNECT WITH KILGUS

Non-Homogenized Dairy Products

Kilgus milk is non-homogenized, which means that the cream from the milk naturally rises to the top and the milk remains in a more natural state. A positive alternative for you!

Kilgus Farmstead
Fairbury, IL



CONNECT WITH KILGUS

REFUEL

PROTEIN TO REBUILD.
CARBS TO RECHARGE.
THE RIGHT RATIO TO RECOVER.

BUILD it. get chocolate milk?

Chocolate Milk Recovery Drink



Dimensions will be 31' by 90'



APPENDIX G-ICE CREAM PUNCH CARD

KILGUS FARMSTEAD

Try the 1 st 3 flavors of the week for August & get the 4th FREE

GET THE SCOOP PUNCH TICKET



