



Fort Dodge Ag Supply Business Earns Iowa Farm Bureau's Renew Rural Iowa Award

Brokaw Supply Company, a family-owned business offering parts, service and precision ag machinery to Midwest farmers, is the Iowa Farm Bureau Federation's (IFBF) Renew Rural Iowa Entrepreneur of the Month award winner.

Owned by Gary Nelson and his son, Dave, Fort Dodge-based Brokaw Supply Company sells fertilizer applicators, bulk seed equipment and sprayers. While the Nelsons have operated Brokaw Supply Company for three years, their work history goes back decades to the days of working side-by-side on the family farm. "Dave grew up on the farm," explains Gary. "He's my best friend and now my business partner."

Dave always wanted to farm with his dad and never strayed from that plan while attending college and working in various ag industries. "As a farm kid, if it (farming) is in your blood, you've got it in your blood," says Dave. "You want to farm with your dad."

But the two didn't simply farm together, they made the most of an opportunity to co-own and operate a business that offers important services to area farmers. Their sales region now spans the Midwest and the business has grown rapidly from six employees to 25 full-time employees. They're known for testing equipment on their own farm prior to selling it at their store.

"They have a huge economic impact on the region..." said Larry Alliger, a farmer and president of the Webster County Farm Bureau.

Renew Rural Iowa (RRI) is an IFBF initiative that supports new and existing businesses through business education, mentoring and financial resources. In cooperation with five community colleges, RRI is coordinating a series of free, one-day, innovation seminars this summer to introduce Iowa's key economic development partners and tools. To register and learn more, go to www.renewruraliowa.com.