

# **Agricultural Growth, Research, and Innovation**

**FY 2013**

**Legislative Report**



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**February 1, 2014**



# Table of Contents

Executive Summary . . . . .	3
Introduction . . . . .	3
Livestock Investment Grant . . . . .	4
Value Added Grant . . . . .	5
Farm to School Grant . . . . .	6
New Market Development. . . . .	7
Good Agricultural Practices Certification . . . . .	8
NextGen Bioenergy & Biochemical Grant Program/ Blender Pumps . . . . .	9
County Fair Arts Access and Cultural Heritage Grants . . . . .	9
Sustainable Agriculture Demonstration Grants . . . . .	10
Research . . . . .	11
Beginning Farmer Assistance. . . . .	11
Appendix . . . . .	12

Pursuant to Minn. Stat. 3.197, the cost of preparing this report was approximately \$3000.

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## Executive Summary

The Agricultural, Growth, Research and Innovation program (AGRI) was established in Minn.Stat. 41A.12 to advance Minnesota's agricultural and renewable energy industries. In FY13, the first year of the program, \$2.4 million were awarded to farmers, agricultural businesses, and schools through Livestock Investment Grants, Value Added Agriculture Grants, Farm to school Grants, Good Agricultural Practices (GAP) Certification Cost Share, Small Business Trade Show Assistance, and Sustainable Agriculture Grants. While the full impact of the first year of AGRI assistance will not be realized this year, there have been significant immediate economic impacts from increased production or new products for sale, entry into new markets, or increases in efficiency of production or processing.

FY13 investments resulted in:

- \$29.2 million of private investment;
- 84 beginning or intergenerational transfers and 200 new jobs on livestock farms;
- 26 new full-time jobs and 28 new part-time jobs will be added by Spring 2014 from the Value Added grant awardees;
- \$599,000 in new business in Minnesota's agricultural business sector;
- 12 schools initiating or increasing their purchases of MN Grown food for school food service;
- 8 meat processors have expanded the number of livestock they process in a more efficient manner; and
- 45% of businesses receiving the Value Added grants have expanded into new markets while improving their efficiency and addressing increased food safety standards.

The AGRI program appropriation for FY14 and FY15 is \$20.47 million. In addition to the grant programs listed for FY13, Conventional and Cover Crop Research Grants, NextGen Energy Grants, Beginning Farmer, and County Fair Arts Access and Cultural Heritage Grants have been added to the program. To date in FY14, \$7.4 million has been awarded, or is in process, as a result of Requests for Proposals (RFPs) for the Livestock Investment, Value Added Agriculture, Next Gen, Sustainable Agriculture Demonstration, and Farm to School grant programs. Second round RFPs are currently open for Livestock Investment and Value Added grants. County Fair Grants and GAP Certification Cost Share programs are also currently accepting applications. RFPs for research and beginning farmer assistance are being developed and will be released early this year.

## Introduction

The AGRI Program was established in Minn. Stat. 41A.12 in 2009. Funds for this program were made available after the state's 10 year commitment to building the ethanol industry had been fulfilled. The program is authorized to issue grants, loans, and other forms of financial assistance for activities including, but not limited to, grants to livestock producers under the livestock investment grant program under Minn. Stat. 17.118, bioenergy awards made by the NextGen Energy Board under Minn. Stat. 41A.105, cost-share grants for the installation of biofuel blender pumps, and other financial assistance to support other rural economic infrastructure activities.

Funds were first available to the AGRI program in FY13. Excess funds from the FY12 ethanol producer payments appropriation, \$641,422, were combined with \$2.301 million appropriated for FY13 (Laws of Minnesota 2011 Ch. 14 sec. 3 subd. 4) to begin financial assistance programming. The base budget for AGRI for FY14 and later was established at \$10.247 million each year. During the 2013 Legislative Session, \$10.235 million was appropriated each for FY14 and FY15.

The AGRI Program focuses on areas of greatest opportunity and potential economic impact to generate agricultural jobs and profitable businesses in the areas of livestock investment, value added business and market development, farm to school, and renewable energy. AGRI Program strategies include grants and cost-share assistance to: initiate or expand livestock production and processing; create feasibility, business and marketing plans for existing and new businesses; purchase equipment to initiate, upgrade or modernize value added businesses including meat processing; increase the number of farms that are GAP certified and increase farmers' processing and aggregating capacity to enter farm-to-institution and other markets; purchase processing equipment in schools to increase the purchase and service of more locally produced food; research and develop renewable energy technologies; research conventional and cover crops focused on improving crop quality, quantity and value; and support beginning farmers and the intergenerational transfer of farmland including underserved populations.

The AGRI program initiated a number of grant programs with specific goals, target investments and target audiences. Each program is described in the following sections. The grant programs are:

### Livestock Investment Grants

- Value Added Grants
- Farm to School Grants
- New Market Development
- Good Agricultural Practices (GAP) Certification Cost Share
- NextGen Bioenergy and Biochemical Grants
- County Fair Arts Access and Cultural Heritage Grants
- Sustainable Agriculture Demonstration Grants
- Research Grants
- Beginning Farmer Assistance

## Livestock Investment Grant



The purpose of the Livestock Investment Grants (LIG), as defined in Minn. Stat. 17.118 is to invest in Minnesota’s livestock industry infrastructure which adds value to the crops grown in the state. It is estimated that between 25-33% of all corn and soybeans grown in the state are fed to livestock. The LIG awards 10% of the livestock equipment or facility expenses up to \$50,000. Funds are available to all Minnesota livestock farmers and are awarded competitively. Applications are reviewed by a panel of internal (MDA) and external reviewers and are based on several criteria: beginning farmer or transition to next generation; positive impact on the environment, an Environmental Quality Assurance plan in place; increase in the efficiency or profitability of the operation; job creation; and existence of a natural disaster.

The FY13 target for LIG awards was \$1 million. MDA received 330 grant applications requesting \$6.7 million awarding \$1.2 million to 90 farmers resulting in a 24 to 1 return on the State’s investment. Awards were made across all livestock species and ranged from \$726 to \$25,000, with a \$12,400 average distribution. Awards were capped at \$25,000 to allow more producers to receive funding. A list of awardees and a map is located in the appendix.

Of the grants awarded:

- 97% addressed an environmental issue;
- 94% addressed a conservation issue;
- 94% were awarded to applicants that were either entering farming or helped get the next generation into farming (Figure 1);
- 78% of successful applicants had 10 years of farming experience or less; and
- 210 full or part-time jobs were created based on the applications received.

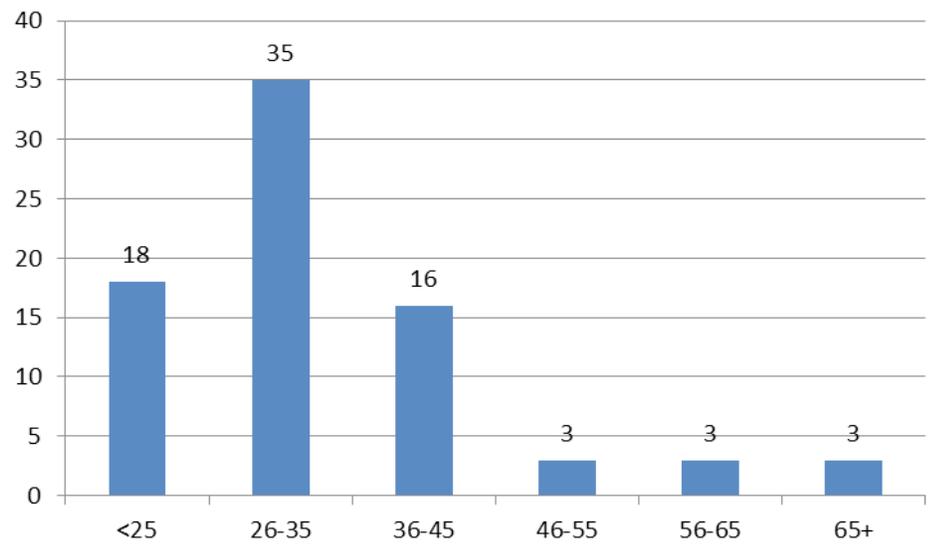


Figure 1. Age Distribution of FY 13 Livestock Investment Grant

The FY14 target for LIG awards is \$2 million after two rounds of RFPs. In response to the first RFP, MDA received 234 applications requesting \$4.7 million. One million dollars will be awarded to 58 farmers with a full range of livestock species (Figure 2). Awards range from \$1,500 to \$25,000 with an average grant of \$17,000. Applicants actually invested \$20,768,155.56, resulting in a 20 to 1 return on investment. Grants were awarded in 35 counties.

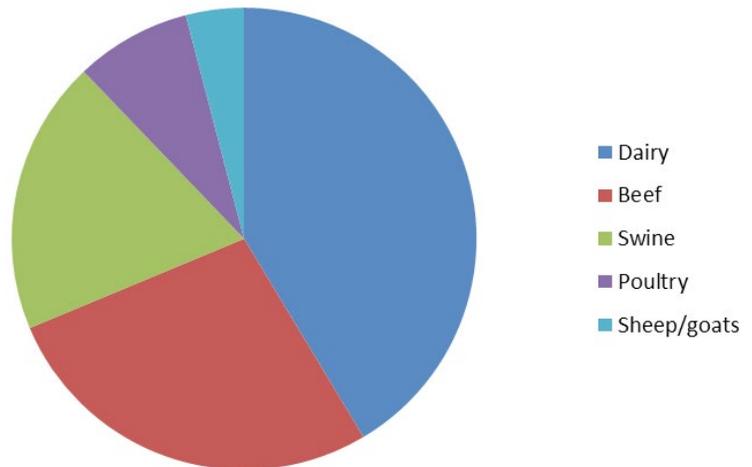
The first FY14 grant award contracts have not been signed as of the writing of this report so the recipients' names could not be published. Of the grants in process:

- 100% addressed an environmental issue as well as improving their profitability;
- 98% addressed a conservation issue;
- 96% were awarded to applicants that were either entering into farming or helping get the next generation into farming;
- 82% of successful applicants had 10 years of farming experience or less with a range of 0 to 30; and
- 283 full or part-time jobs were created as reported by applicants.

The next application deadline is February 21, 2014. This round changes the emphasis from a reimbursement focus to an incentive grant, so applicants can use the funds while developing their financing.

## Value Added Grant

The purpose of the Value Added Grant Program is to increase sales of Minnesota agricultural products by diversifying markets, increasing market access and increasing food safety. Grants can be used for either business planning/feasibility studies (50% of the cost) or equipment and physical improvements (25% of the total cost). The priorities for FY 2013 applications were meat processors, Farm to School market access, and projects that addressed components of a food safety plan. Those priorities were also carried forward into FY 2014. To be eligible for these grants, a business or individual had to be involved in the production, processing or marketing of Minnesota agricultural products.



**Figure 2. Distribution of FY14 Livestock Investment Grant awards by livestock species.**

The target for the FY13 grant program was \$800,000. There were 104 applications requesting \$2.4 million. Funds are awarded competitively and applications are ranked by a panel of external reviewers. The evaluation criteria included project goals and program goals, measurable outcomes, work plan and timeline, business readiness, budget narrative, and clarity. Forty-four applications were funded, nine business planning grants and 35 equipment grants, investing \$857,000. The range of awards was \$300 to \$70,000 with grants awarded in 28 counties. Private investment of \$3.2 million resulted in a 4 to 1 return on the state investment.

The Minnesota Department of Agriculture conducted a follow-up survey of all the applicants. Based on responses:

- 4,220,535 lbs. more product processed and \$599,000 in additional revenue as a result of the grants.
- 45% increased sales during the first year;
- 57% anticipate increased sales within the next year;
- 54% were able to process additional product thereby utilizing more MN Grown® products.
- 26 new full-time and 28 part time employees have or will be added by spring 2014. In addition, in the next 2 years

33 new full-time employees and 31 new part-time employees are anticipated to be hired.

- 27% were able to enter new markets and one was able to export to Mexico.
- 25% were able to bring a unique product to market.
- 63% would not have proceeded without the grant.

Below are several specific responses indicating increased sales through this joint investment.

“We were able to increase sales 150% this year due to equipment purchased with grant funds.” Scott & Patricia Dingels, Northern Lights Lamb Company.

“The grant confirmed our thoughts that we would be able to make cheese on our farm. Without that feasibility study, we may have never started.” Alise & Lucas Sjostrom, Redhead Creamery, LLC.

“The Value Added Grant has allowed us the ability to reduce considerably the time employees would have to waste, standing around waiting for our old equipment to produce our product. We have no down time between runs of production now....” Shaine Stokke, Stokke Meats.

A list of awardees and a map is located in the appendix.



*Gary Pahl of Pahl Farms constructed a greenhouse that allowed him to extend his season and provide tomatoes and peppers to schools for their lunch program. This photo was taken mid-November, four weeks after a killing frost ended the growing season for other growers.*

The FY14 target for Value Added grants is \$1.75 million through two rounds of RFPs. The first deadline was October 21, 2013, and the second deadline is March 3, 2014. In response to the first RFP, MDA received 44 applications requesting \$1,492,406.

The first FY14 grant awards have not been finalized as of the writing of this report. Recipient names cannot be published and total award amounts are offered as estimates at this time. The MDA will be awarding \$715,345 to 24 applicants with a 3 to 1 return on the state's investment. Six business planning and 18 equipment grants have received preliminary approval with awards ranging from \$2,500 to \$136,655 across 21 counties. Based on estimates, the average award amount will be \$5,798.

## Farm to School Grant

The purpose of the Farm to School (F2S) Grant Program is to enhance schools' ability to purchase, store, and serve locally grown products, resulting in increased sales of Minnesota agricultural products to schools and other institutions. Public or private schools or school districts that are a part of the National School Lunch program and serve food to pre-school and K-12 students are eligible to apply. Two types of projects are eligible for awards:

1. Feasibility studies to identify product availability and cost, specific equipment, tools, training or policies that a school or school district needs in order to increase the amount of Minnesota grown or raised food being purchased and served. Awards cover up to 75% of the cost of the study.
2. Equipment purchases or physical improvements to allow schools to purchase, prepare, and serve more Minnesota grown and raised food. Awards cover up to 50% of the cost.

Grants are awarded competitively and applications are reviewed by a panel of internal (MDA) and external reviewers. Applications were evaluated based on if the award would increase the amount of MN grown food into the schools, the timeliness as well as the clarity of the application.

The FY13 target for F2S awards was \$250,000. MDA received 31 grant applications totaling \$652,577. Awards were made to 13 schools totaling \$227,000. Awards ranged from \$5,276 to \$50,000. Blue Cross and Blue Shield of Minnesota (Blue Cross) committed up to \$125,000 to help schools meet the 50% match requirement for equipment or physical improvement projects. This funding was part of Blue Cross' long-term statewide public health initiative to reduce preventable chronic disease by tackling its root causes: tobacco use, physical inactivity and unhealthy eating. A list of awardees and a map is located in the appendix. Schools received \$118,000 in Blue Cross funds to match AGRI awards.

Equipment purchased includes blenders, meat shredders, coolers, freezers, steamers, food processors, salad bars, and a walk-in freezer. For example, Independent School District 181 was awarded \$10,000 to help with the purchase of a cooler to increase capacity for preserving seasonal produce.

MDA conducted a survey of all grant recipients.

- All recipients reported that the grant funds made their project possible. Hopkins Schools noted: "We couldn't have purchased the equipment without the funding! It was critical to the success that we found with making such a difficult process work quite seamlessly."
- Grants contributed to an increase of at least 16 farms from which recipient schools purchased product. Some of the additional local products that schools were able to purchase were: tomatoes, wild rice, turkey, beef, dairy products, beans, grains, and various vegetables.
- For the five schools that reported dollar amount increases in local food purchases, \$43,000 more Minnesota grown products were purchased the first year. The actual increase in sales was likely much higher and expected to increase each year after completion of the project. Hopkins Schools reported the greatest increase in purchases of Minnesota grown products with a \$31,000 increase in purchase of produce, \$1,600 in meat, \$5,000 in dairy, and \$600 in grains.

While not all schools reported large increases, the increase in Minnesota grown products for many of the recipient schools is likely to continue to increase over the next several years and the benefit to Minnesota agriculture will multiply several fold. Lafayette Charter School, for example had not previously sourced any produce from local farmers, but since they completed their feasibility study, they have been able to purchase over \$600 in produce so far, and they anticipate growing that number in subsequent years now that they have experience in coordinating the program.

The FY14 target for F2S grants was \$250,000. MDA received 25 grant proposals requesting \$350,678. Awards were made to 15 schools totaling \$250,000. Awards ranged from \$1,921 to \$50,000. As in FY13, Blue Cross awarded \$151,231 to help schools meet the 50% match requirement for equipment or physical improvement projects.

Equipment purchases included knives, combi-ovens (combination steam and convection oven), walk-in coolers, freezers, steamers, food processors, and salad bars. The feasibility plan that was accepted was proposed by Lakes County Service Cooperative to study the feasibility of a food hub to aggregate produce from local growers and sell to schools in the nine county Fergus Falls area.

## **New Market Development**

The purpose of the new market development program is to assist Minnesota's small and medium-sized agriculture companies to grow and develop regional and international markets for their products.

This program has two components. First, the MDA coordinates "Minnesota Pavilions" at trade events worldwide in concert with our food companies and processors. Exhibit space is secured by MDA and space is offered at a discount to Minnesota food and beverage companies looking to expand their markets. Additional event planning support and help on the ground is provided by MDA staff. Second, the Tradeshow Support Program (TSP) provides cost-sharing for small to medium sized Minnesota food and beverage companies and growers who add value to their agricultural

products. TSP is a reimbursement program that encourages companies to explore new markets and sales events, beyond those where MDA hosts a pavilion. Under TSP rules, companies can apply for 50% cost-sharing for wholesale food events, including booth space, equipment rental, and new signage to improve booth presentation.

The target amount for this program was \$100,000 for FY13 with \$80,000 invested in new market development. The MDA Pavilion exhibited at: National Restaurant Association (Chicago), Natural Products Expo West (Anaheim), Food & Hotel Vietnam (Ho Chi Minh), Gulfood (Dubai), SIAL China (Shanghai), and Seoul Food Hotel (Seoul). More than 20 Minnesota food companies participated in inaugural FY13 Minnesota Pavilion events. During the same period the TSP Program provided cost-share assistance to: Down in the Valley Bakehouse (Burnsville), RAES Foods - BeeFree Honee (Plymouth), Seven Sundays (Mpls), Fiberich Technologies (St. Louis Park), TFC Poultry (Ashby), Old Home Foods (New Brighton), and Fergus Foods - Nots! Sunflower Snacks (Fergus Falls).

At the National Restaurant Association (NRA) event alone, eight participating Minnesota companies reported 817 new sales contacts, 14 new distributorships, and more than \$600,000 in estimated new product sales within 6 months. Those companies and organizations included Joia (Minneapolis), TFC Poultry (Ashby), Red River Valley Potatoes (East Grand Forks), Lettieri's (Shakopee), Compart Family Farms (Nicollet), Captain Ken's (St. Paul), and WW Johnson Meat Co. (Minneapolis). Follow-up surveys will be used to validate the initial FY13 company sales estimates because distributorships and sales relationships often take months and years to cultivate.

The FY14 target amount for New Market Development is \$250,000. It is expected that all funds will be awarded this year as knowledge of this program grows. In addition to the FY13 events listed above, the following are offered to Minnesota companies in FY14: Winter Fancy Food Show (San Francisco), Antad (Mexico), Food Hotel Asia (Singapore), Food Marketing Institute (Chicago), Summer Fancy Food Show (Baltimore), and Natural Products Expo East (New York).

Results from the first event in FY14, the Winter Fancy Food Show, indicate 308 new buyer contacts made, 36 new distributor relationships established, and \$315,000 in estimated new sales in the next 6-12 months.

In FY14 cost-sharing for retail sampling events was added to the list of eligible expenses and eligibility rules for TSP were adjusted to increase company participation. Participation has increased and includes: Shepherd's Way Farm (Nerstrand), Sweet Harvest Foods (Cannon Falls), Dr. in the Kitchen (Minneapolis), Philia Foods (Minneapolis), WholeMe (Minneapolis), Domata (Minneapolis), Schram Vineyards (Waconia), Dutch House Confections (Alexandria), SnoPac Foods (Caledonia), Cedar Summit Farms (New Prague), Barnstormer Granola (Minneapolis), and Omega Maiden Oils (Batalden).

## **Good Agricultural Practices Certification**

The Good Agricultural Practices (GAP) certification cost-share program is an effort to assist producers to become GAP certified as a requirement to sell produce to schools, institutions, and through retail markets.

GAP certification focuses on improving the safety and quality of produce at the farm and at the processor. A food safety plan is required for this third-party certification. Independent audits ensure that the best agricultural practices are followed to produce, pack, handle, and store fruits and vegetables in the safest manner possible.

GAP certified farmers and handlers certified to the USDA standards by an accredited certifier are eligible to receive a reimbursement of 75% of their GAP certification costs up to \$2,500. Applicants submit their current certificate or a letter from their certifier along with detailed invoices and/or statements from the certifier that lists certification costs. The claim is reviewed by staff to check dates and verify submitted information is accurate.

During the application period of January 2013 through May 2013 there were 23 applicants. Twenty-two requests were approved and \$13,146.71 was distributed. The average cost of certification was \$790.00.

Currently, according to USDA there are 33 Minnesota companies that are GAP certified, while last year there were 27. The FY14 deadline for producers or handlers to apply for this grant is May 15, 2014 and so far 21 applications have been received. There is \$100,000 available this fiscal year.

## **NextGen Bioenergy & Biochemical Grant Program/ Blender Pumps**

The NextGen Bioenergy and Biobased Chemical Grant Program provides grants for research, technical assistance, equipment, or development of business plans and structures related to community ownership of bioenergy facilities to:

- Owners of Minnesota facilities producing bioenergy, biobased content, or a biobased formulated product;
- organizations that provide for on-station, on-farm field scale research and outreach to develop and test the agronomic and economic requirements of diverse stands of prairie plants and other perennials for bioenergy systems; and
- certain nongovernmental entities.

Funding for grants was moved to AGRI in FY14. Prior to that, grants were funded through a dedicated appropriation for the past two biennia. Grants are limited to 50 percent of the cost of research, technical assistance, or equipment related to bioenergy, biobased content, or biobased formulated product production or \$500,000, whichever is less. Grants to nongovernmental entities for the development of business plans and structures related to community ownership of eligible bioenergy facilities together may not exceed \$150,000. Twenty-five percent of the grantees match must be cash.

Grants are competitively funded through an RFP process. An interagency technical review team scores and ranks the proposals before submission to the NextGen Energy Board. Funding decisions are made by the Commissioner of Agriculture.

The target amount for FY14 is \$2.3 million, with another \$0.5 million in FY15. Thirty-five applications were received in response to the RFP requesting \$12.3 million in funding. The deadline for submission of proposals for FY14 was January 10, 2014. Awards are expected to be finalized by the end of March.

For FY14 \$0.5 million has been allocated for use in flexible fuel pump, or compatible infrastructure necessary for a service station to deliver renewable liquid fuels such as E15 or E85 and other flexible fuel ethanol blends with gasoline. The Minnesota Corn Growers matched the state funds with \$1 million. A committee convened by the American Lung Association of Minnesota will oversee grant awards. The Minnesota Department of Agriculture serves on this committee.

Five grants have been executed with grantees, funding a total of \$150,000 in infrastructure improvements. Four service stations in the metro area (South Minneapolis, Shakopee, Maplewood, and Coon Rapids) are now offering E15 to 2001 and newer vehicles and a flexible fuel at every island of their service station. The contract includes agreements on pricing of ethanol products, signage displaying the price of those products, and use of educational materials regarding those products. The ultimate goal of the program is to fund up to 40 service stations to offer E15 and E85 in high volume and at different locations.

## **County Fair Arts Access and Cultural Heritage Grants**

The County Fair Arts Access and Cultural Heritage Grant—Equal Share program will distribute \$1 million in FY14, and another \$1 million in FY15, in equal amounts to each of the state's 93 active county fairs. Every county fair in Minnesota is eligible to apply for and receive \$10,752.69 to fund projects that will enhance arts access and education or preserve and promote Minnesota's history and cultural heritage. The deadline for the FY14 grant application is February 7, 2014. Grant awards have not been finalized as of the writing of this report, so recipient names and final award numbers cannot be publicized at this time.

The County Fair grants were not funded through AGRI in FY13. In FY12 and FY13 the County Fair Arts Access and Cultural Heritage Grant Program was funded through the Legacy Arts and Cultural Heritage Funds. The MDA administered the County Fair Arts Access and Cultural Heritage Grant Programs in two parts: The Equal Share Grant, a non-competitive grant program to distribute an equal amount of funding to each county fair; and the Competitive Grant. Each of the state's county fairs was eligible to participate in both programs. Funding for FY12 and FY13 biennium was \$2.8 million.

# Sustainable Agriculture Demonstration Grants

Initiated in 1989, the Sustainable Agriculture Demonstration Grant Program (Minn. Stat. 17.116) has provided a unique opportunity for farmers, nonprofit groups, agricultural researchers, and educators to work together to explore ways to enhance the sustainability of a wide range of farming systems.

Originally funded through a dedicated biennial appropriation, funding was shifted to AGRI for FY13.

Grants are funded for up to three years with a maximum award of \$25,000 per grant for on-farm demonstration or research to improve the energy efficiency, environmental benefit, and profitability of sustainable agriculture techniques or systems from production through marketing. All grants include an outreach component to share the results of the projects with the public. An external review panel evaluates grant applications on a competitive basis and makes recommendations to the Commissioner of Agriculture for approval.

For FY13, \$100,000 in AGRI funds were made available for sustainable agriculture grants. Twenty-nine applications were received requesting \$424,000. Six projects were funded totaling \$66,000 with awards ranging from \$5,331 to \$20,292.25.

The FY14 target for Sustainable Agriculture Grants is \$250,000. A Request for Proposals was published on October 28, 2013 with a deadline for applications of January 29, 2014. Thirty applications have been received to date, requesting \$551,419. The grant review panel is scheduled to review applications on Feb. 19, 2014.

## FY13 Funded Grant Projects

- Locust Lane Vineyards in Pipestone County is looking at growing grapes using less inputs and chemical applications while maintaining overall vine health and yield. In addition, they want to create new, quality food products from grapes that are grown with reduced inputs.
- The Sustainable Farming Association (SFA) is working on a grant in Wadena County. SFA working in conjunction with several farmers wants to demonstrate the efficacy of biological primers on drought prone soils. In addition, they are studying the versatility of biological primers in integrated livestock and crop operations. They intend to show the positive economic and environmental potential of biological primers in central MN.
- The Bois de Sioux Watershed District working with a farmer in Traverse County has established a 10 acre demonstration plot, on the farmer's land, to evaluate the effect on soil physical characteristics of a diverse cover crop mix and associated system changes.
- An organic farmer in Crow Wing County is looking at low tillage to suppress weeds in drilled soybeans.
- The Minnesota Project is working with several dairy farmers in various Minnesota counties to design and assess a comprehensive process to enhance energy efficiency services.
- Stone's Throw Urban Farm in Hennepin County is comparing the profitability and production in high tunnel and quick hoop season extension systems. They will evaluate the effectiveness of a cheap and portable season extension system in the Upper Midwest that will aid in increasing yield and lengthening season extension on the farm with low-input systems.

## Research

The FY14 target for conventional and cover crop research is \$1.3 million. Awards of up to \$250,000 will be made on a competitive basis for applied crop research that will result in near term benefits to farmers and the agricultural economy by improving agricultural product quality, quantity, and value. Projects will create public, transferable information and include a robust outreach component.

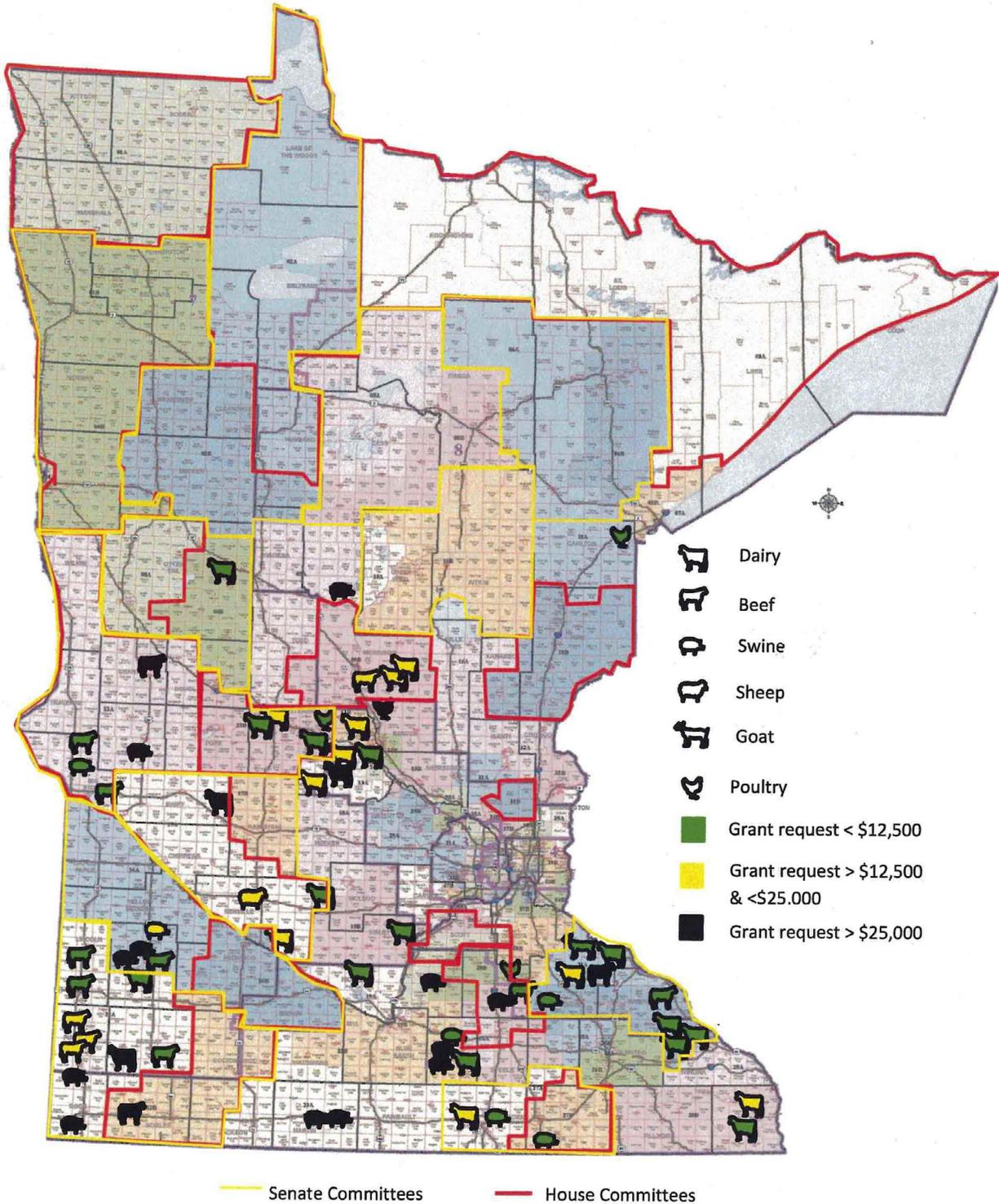
Examples of eligible projects include research to increase crop yield, production efficiency, improve traits for market or climate, develop new crops, cover crops, and specialty crops.

The RFP has an anticipated release date of February 24. Awards will be made in mid-April.

## Beginning Farmer Assistance

The target for AGRI funds for a beginning farmer assistance program is \$200,000 for FY14. The program specifics are under development internally, with Minnesota Extension and other organizations involved in beginning farmer or farm transition activities. Activities are expected to focus on entry strategies including education/training opportunities including Farm Business Management tuition assistance, transition planning for intergenerational transfers, and expansion of the MDA's land link program that matches buyers and sellers of farmland.

# 2012 Livestock Investment Grants



## FY 2013 Livestock Investment Grant Awardees

First Name	Last Name	County	City	Species
Joshua	Altendahl	Stearns	Albany	Dairy
Jason	Amundsen	Carlton	Wrenshall	Poultry
Andrew	Bakken	Freeborn	Albert Lea	Swine
Michael	Boerboom	Lyon	Marshall	Swine
Jennifer	Burggraff	Benton	Royalton	Poultry
Justin	Butman	Pipestone	Pipestone	Beef
Mitchell	Cox	Nobles	Adrian	Beef
Allen	Deutz	Lyon	Marshall	Dairy
Jordan	Deutz	Lyon	Marshall	Swine
Travis	Dick	Cass	Pillage	Swine
Derrick	Dickmann	Morrison	Pierz	Beef
Joshua	Dickmann	Morrison	Pierz	Dairy
Thomas	Dressel	Rice	Faribault	Swine
Daniel	Erickson	Freeborn	Alden	Dairy
Matthew	Feldmeier	Houston	Rushford	Dairy
Adam	Franzen	Mower	Lyle	Swine
Josh	Groetsch	Stearns	Sauk Centre	Dairy
Steven & Lisa	Groetsch	Stearns	Albany	Dairy
Karen	Gross	Morrison	Pierz	Dairy
Tyler	Hansen	Waseca	New Richland	Swine
Marc	Hanson	Martin	Granada	Swine
Neil	Hanson	Martin	Granada	Swine
Chad	Hinsch	Goodhue	Goodhue	Dairy
Jeremy	Hoff	Rock	Steen	Swine

# Appendix

First Name	Last Name	County	City	Species
Taylor	Holland	Waseca	New Richland	Swine
Jacob	Holst	Wabasha	Kellogg	Dairy
Bart	Hoven	Goodhue	Zumbrota	Beef
John	Huneke	Goodhue	Goodhue	Dairy
Mike	Ingvalson	Houston	Caledonia	Dairy
Katie	Johnson	Swift	Kerkhoven	Dairy
Neil	Johnson	Pipestone	Pipestone	Beef
Michael	Jorgenson	Big Stone	Clinton	Beef
Richard	Kasper	Stearns	Sauk Centre	Dairy
JoHannah	Klinghagen	Chippewa	Clara City	Sheep
Mike	Koehl	Stevens	Hancock	Swine
Michael	Koltes	Stearns	Saint Cloud	Dairy
Robert	Kreidermacher	Winona	Altura	Dairy
Paul	Lanoue	Lyon	Marshall	Beef
Dennis	Lieser	Stearns	Belgrade	Sheep
Peter	Louwagie	Lyon	Cottonwood	Beef
Cody & Chad	Lubben	Rock	Edgerton	Swine
Gregory	Madsen	Kandiyohi	Lake Lillian	Dairy
Tyler	Magedanz	Stearns	Richmond	Dairy
Cheryl	Maranell	Lincoln	Tyler	Beef
Kevin	Mathiowetz	Renville	Olivia	Sheep
Michael	McAndrews	Stearns	Sauk Centre	Dairy
Brent	Mergen	Stearns	Albany	Poultry
Glen	Moscho	Stearns	Freeport	Beef
Jeremy	Mursu	Otter Tail	New York Mills	Dairy

# Appendix

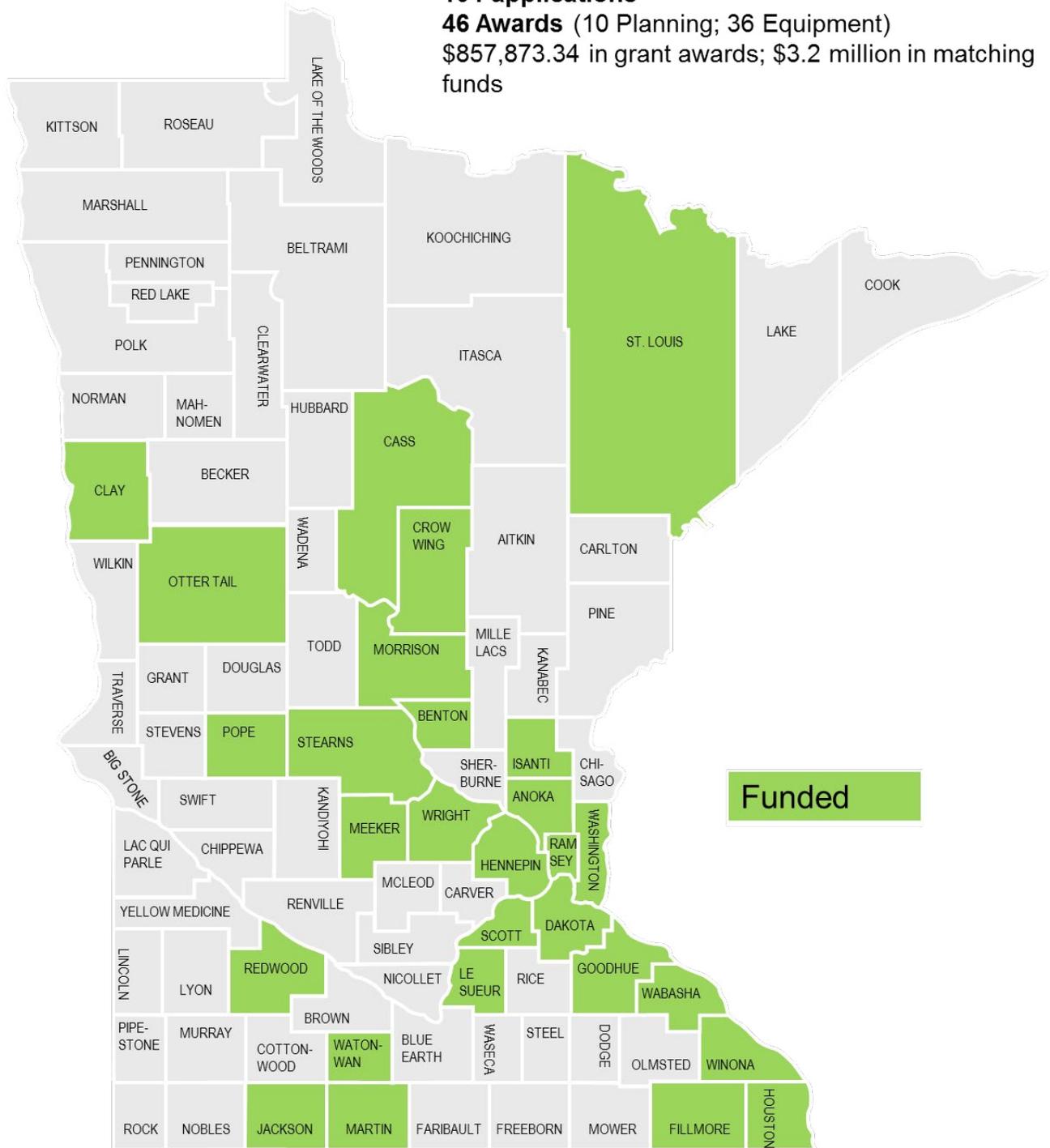
First Name	Last Name	County	City	Species
Raymond	Mussell	Winona	Plainview	Dairy
Lynette	Nadeau	Goodhue	Red Wing	Goats
Lorne	Nadgwick	Grant	Hoffman	Beef
Joseph	Neft	Beltrami	Northome	Dairy
Darrin	Nelson	Pope	Benson	Beef
Whitney	Nesse	McLeod	Brownnton	Beef
Casey	O'Reilly	Goodhue	Red Wing	Dairy
Madeline, Isabelle, & Julia	Patterson	Goodhue	Kenyon	Swine
Ryan	Pederson	Big Stone	Johnson	Swine
Adam	Popowski	Lincoln	Ivanhoe	Beef
William	Post	Murray	Chandler	Dairy
Gary	Reeck	Stearns	Paynesville	Dairy
Tony	Rialson	Lyon	Cottonwood	Swine
Linda	Rieke	Renville	Franklin	Dairy
Travis	Rolfsmeier	Big Stone	Correll	Beef
Kurtis	Ronningen	Goodhue	West Concord	Dairy
Patrick	Rusch	Renville	Stewart	Dairy
Nathan	Sahr	Faribault	Bricelyn	Swine
Peter	Salzl	Stearns	Albany	Dairy
Lyle	Schefers	Stearns	Rice	Dairy
Brian	Scherping	Todd	Long Prairie	Dairy
Steven	Schlangen	Stearns	Paynesville	Swine
Jonathan	Schmidt	Steele	Owatonna	Dairy
Brian	Schrader	Rice	Fairbault	Beef
Robert	Schuft	Sibley	Arlington	Dairy

# Appendix

First Name	Last Name	County	City	Species
Jason & Chris	Schutz	Stearns	Richmond	Dairy
Brett	Schwartz	LeSueur	LeSueur	Swine
Michael	Singlestad	Waseca	Waseca	Swine
Jacob	Sjostrom	Nicollet	Lafayette	Dairy
Dean	Taylor	Dakota	Randolph	Turkey
Terry	Timmerman	Swift	Hancock	Swine
Ronald	Troendle	Houston	Caledonia	Dairy
Darrin	Van Zuilen	Dodge	Claremont	Swine
Rita	Vander Kooi	Nobles	Worthington	Dairy
Scott	Wassink	Pipestone	Edgerton	Beef
Josh	Wolbeck	Stearns	Sauk Centre	Dairy
Darrin	Young	Winona	Plainview	Dairy
Kathleen	Zeman	Rice	Nerstrand	Poultry
Anthony	Zins	Murray	Fulda	Beef
Roger	Zins	Murray	Fulda	Beef

# FY 2013 Value Added Grant Awardees

**104 applications**  
**46 Awards** (10 Planning; 36 Equipment)  
**\$857,873.34** in grant awards; **\$3.2 million** in matching funds



## FY 2013 Value Added Grant Awardees

Name	Business name	City	Title
Alise & Lucas Sjostrom/Jerry & Linda Jennisen	Redhead Creamery, LLC	Brooten	Feasibility Study for on-farm cheese mfg
Ron Lindholm	Scandia Valley Dairy, LLC	Brainerd	Feasibility study how to best aggregate MN Goat Milk
Bruce Bacon	Garden Fame, LLC	Ramsey	Business plan for expansion of Garden Fame
Cass Co. Economic Dev. Corp., 501 c(3), Fed ID #41.1873815	Marth Wood Supply, Woodmaster	Backus	Wood pellet mfg feasibility study in Cass County
Christopher Patton	Minnesota Elderberry Cooperative	Minneapolis	Feasibility study to develop an Elderberry Cooperative in MN
True Vangh	Western Deli Restaurant, LLC DBA Asian Deli and Restaurant	Saint Paul	Feasibility study to expand Asian Deli into the Grocery mkt
Luverne and Mary Jo Forbord	Prairie Horizons Farm	Starbuck	Feasibility study to best access the F2S market
Noreen Thomas	Doubting Thomas Farm	Moorhead	Feasibility study to develop a Commercial Kitchen in Moorhead
Paul Fish	Garden Creek	Duluth	Small -Scale Meat Facility Duluth feasibility study
Patrick Daninger	Autumnwod Farm, LLC	Forest Lake	Feasibility study to expand on-farm dairy processing
Lisa Baker	Bakers' Acres	Cold Spring	Upgrade equipment in order to meet food safety requirements
Scott & Patricia Dingels	Northern Lights Lamb Company	Redwood Falls	Increase mkt access through proper transport of product for delivery
Tony Kornder	Kornder Farms Beef	Belle Plaine	Increase mkt access through proper transport of product for delivery
Dale Tellinghuisen	Perham Meat Market and Locker	Perham	Expansion of meat processing equip to meet expanding their customers
Jeff & Mariann Metz	Metz Hart-Land Dairy	Rushford	On-farm processing for Farmstead Cheese
Grant Schoenberg	Concept Processing	Melrose	Expansion of on farm dairy processing to meet growing customer base

# Appendix

Name	Business name	City	Title
Kelly Gall Washa	Foley Locker, Inc	Foley	Expansion of meat processing and addressing food safety
Phillip Hannay & Katherine Kubal	Kaphian LLP DBA Trumpeter Swan Farm	Buffalo	Season extension facilities to be able to provide for farm to school mkt
Dave & Bryan Roeser	Garden Fresh Farms	Maplewood	Updating equipment to allow for expansion of indoor lettuce prod.
Arion Thiboumery, Vice President	Lorentz Etc, Inc	Cannon Falls	Updating meat processing equip to meet growing customer base
Keith E. & Sandra L. Winter	Welcome Meats Inc	Welcome	Update meat processing facilities for expansion of smoke house
Tom Smude	Smude Enterprises, LLC	Pierz	Bottling automation equipment for growing sunflower oil mkt
Bill Brandt	Brandt Gardens & Greenhouse, LLC	Lakefield	Produce Handling + Storage equip. to meet their food safety plan
Joan & Nick Olson	Prairie Drifter Farm	Litchfield	Equipment to meet their food safety plan of produce
Dustin & Nicole Johnson	Johnson's Meat Market, LLC	St. James	Expanding their retail presence and market to Windom
Robert J. Fuglie	Fergus Foods, LLC	Fergus Falls	Expansion of Nots Sunflower Snack Foods to meet the growing demand
Stuart Lavalier	Lavalier's Berry Patch and Orchard	New Hope	Storage to preserve the strawberries and apples for farm to school mkt
Dean & Jean Braatz	My Minnesota Farmer LLC	Montgomery	Temperature controlled storage to preserve product
Ian Silver-Ramp (President, Mississippi Mushrooms)	Mississippi Mushrooms, LLC	Minneapolis	Equipment to meet requirements of GAP food safety plan
Jack Hedin	Featherstone Fruits and Vegetables, LLC DBA Featherstone Farm	Rushford	Updating equipment to meet expanding sales + Food Safety
Peter Gengler	Sno Pac Foods, Inc	Caledonia	New tech to sort veg by color to ensure the freshness of product
Shaine Stokke/ Kathy Resberg	Stokke Meats	Cloquet	Equip upgrade to meet the growing needs of their USDA inspected plant
Rodney Elmstrand	Rod's Berry Farm	North Branch	Sanitation stations to meet food safety plan
Scott J. Wardell, President	Montgomery Orchard, LLC	Montgomery	Cider Production to best utilize lower quality apples

# Appendix

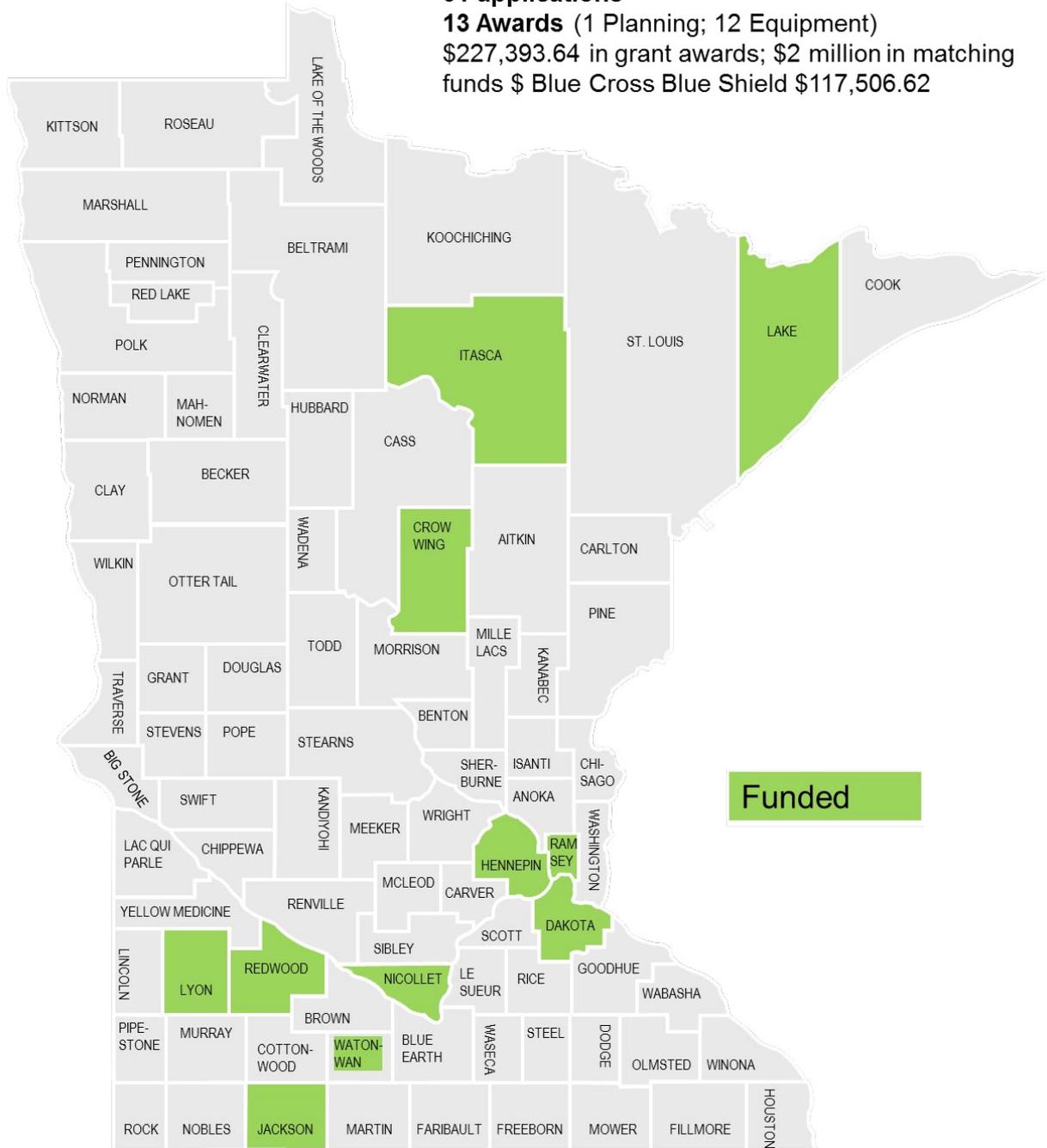
Name	Business name	City	Title
Grace & Dustin Vanasse	Bare Honey, LLC	Saint Paul	Bottling automation equipment for growing honey mkt
Mike Dekarski	Apple Jack Orchards	Delano	Upgrading equipment for (NFS rated) kitchen for prep of apple products
Gary Pahl	Pahl Farm Inc	Apple Valley	Season Extension Facilities to allow access to farm to school mkt
Erin L. Lommel	Dombrovski Meats Co Inc	Foley	Updating meat processing equip to meet needs of growing customer base
Vincent Steffen	Apple Ridge Orchard & Vineyard	Mazeppa	Apple processing equip to preserve and deliver the product to market
Candace L. Reimer and Lee Reimer	K & B Drive-in	Hibbing	Walk-in Freezer construction to better preserve pastries
Mark Boen	Bluebird Gardens Inc	Fergus Falls	Equipment update to ensure proper food safety
Doug Hoffbauer	Hoffbauers	Duluth	Season Extension Facilities to provide products for farm to school mkt
Carsten Thomas	Carsten Thomas Farm	Moorhead	Equipment upgrades to provide rolled oats to farm to school mkt

# FY 2013 Value Added Grant Awardees

**31 applications**

**13 Awards** (1 Planning; 12 Equipment)

\$227,393.64 in grant awards; \$2 million in matching funds \$ Blue Cross Blue Shield \$117,506.62



## FY 13 Farm to School Grant Awardees

School Name	City	County	Summary
Lafayette Charter School #4050	Lafayette	Nicollet	Feasibility study to launch new lunch program
Hopkins Schools	Hopkins	Hennepin	Processing of tomatoes for sauces + preparing cucumbers for students
ISD 191 Burnsville - Eagan - Savage	Burnsville	Dakota	Electric salad bar, food storage and prep
Minneapolis Public Schools		Hennepin	Purchase equip to serve local grown foods
Saint Paul Public Schools	Saint Paul	Ramsey	Increase capacity to prep and serve local foods
Tracy Area Public High School	Tracy	Lyon	Create a kitchen to allow fresh produce and processing for future use
Independent School District 181 - Brainerd Public Schools	Brainerd	Crow Wing	Cooler to increase capacity for preserving seasonal produce
Northern Lights Community School	Warba	Itasca	Construction of food-safe prep area
Wolf Ridge Environmental Learning Center	Finland	Lake	Construction of outbuilding for food prep and storage
Lafayette Charter School #4050	Lafayette	Nicollet	Equipment to allow for handling of fresh produce and foods
Jackson County Central Middle School	Jackson	Jackson	Create a properly equipped work area to prep and store local produce
Westbrook Walnut Grove School 2898	Walnut Grove	Redwood	Storage to allow an increase in purchasing of local produce
Upper Mississippi Academy School District #4210		Hennepin	Create a school teaching kitchen