

MN Senate Committee
Agriculture, Veterans,
Broadband & Rural
Development

February 2025



AURI Vision and Mission

Mission: Accelerate the expansion of the agricultural economy by empowering expanded uses and markets of agriculturally derived products

Vision: We are relentless in our focus to generate impact for the MN agricultural economy. We collaborate globally, act regionally, and are known as an economic catalyst. This will enable us to deliver \$500 million in economic activity for MN by 2026.



AURI Board of Directors – FY24

- 3 - Research and Promotion Council
- 2 - General Farm Orgs
- 2 - Agribusiness
- 2 - At Large
- 2 - Legislative

BOARD OF DIRECTORS

Federico A. Tripodi, Chair

At-Large Board Member

Ted Winter

Minnesota Farmers Union

Carolyn Olson, Secretary/Treasurer

Minnesota Farm Bureau

Sen. Aric Putnam

Minnesota Senate

Rep. Samantha Vang

Minnesota House of Representatives

Lauren McNamara

Agribusiness, SunOpta

Joe Serbus

Minnesota Soybean Research
& Promotion Council

John Schafer, Vice Chair

Minnesota Beef Council

Jon Veldhouse

Agribusiness, Qore

Mikayla Tabert

Minnesota Wheat Research
& Promotion Council

Jeff Grev

At-Large Board Member, Hormel Foods



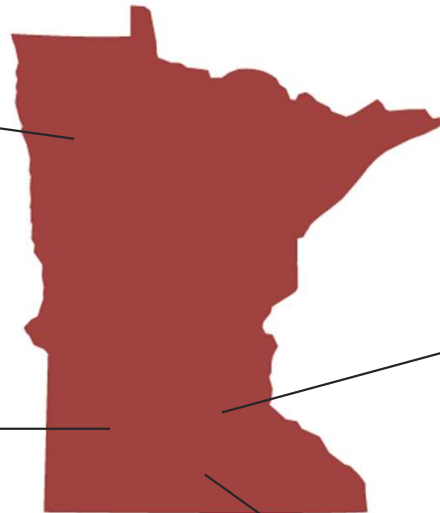
Statewide Locations and Staffing



Photo Credit: UMN Crookston

Crookston

Administrative Office



34 full and 1 part time staff

Auri.org/about-auri/staff



Metro

UMN St. Paul

Marshall

Meat and Food lab
Biobased and Renewable Energy
Analytical lab
Product Evaluation/Sensory

Waseca – New Site

Pilot Lab
Densification, Dewatering, Drying
Food lab
Anaerobic Digestion



AURI Programs



COMMERCIALIZATION
SERVICES



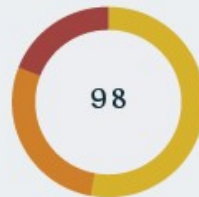
PUBLIC RESEARCH
INITIATIVES



AURI CONNECTS

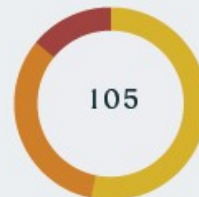


FY24 Activity & Impacts



New Projects and Initiatives Opened

53 Food
27 Bioindustrial
18 Multi-Area



Projects and Initiatives Closed

57 Food
33 Bioindustrial
15 Multi-Area



Total Projects and Initiatives Serviced

114 Food
55 Bioindustrial
41 Multi-Area



Project Hours by Focus Area

11% Food
25% Bioindustrial
64% Multi-Area

FY24 Events

10
Number of events

1,009
Number of participants

241
New participants

730
MN participants

36
Number of states represented

4
Number of countries represented

986
Post-event Youtube views

EVENTS BY FOCUS AREA

8
Food

2
Bioindustrial

Food



▶ Business Development and Technical Assistance Services

- ▶ Shelf Life
- ▶ Nutrition Facts Labels
- ▶ Nutrition Facts Analysis
- ▶ Product Stability
- ▶ Regulatory Guidance
- ▶ Ingredient / Packaging Sourcing
- ▶ School Meal Crediting
- ▶ Product Development
- ▶ Process Development
- ▶ Scale-up Guidance
- ▶ Small scale oilseed Processing and milling
- ▶ Cost of Goods Analysis
- ▶ Value Proposition

▶ Small Meat Processors

- ▶ Finance
- ▶ Needs Assessment
- ▶ Resource Map
- ▶ Cold Storage
- ▶ Benchmarking Pilot

▶ Initiatives

- ▶ Co-manufacturing
- ▶ Food Safety Needs Assessment
- ▶ Food Business Toolbox
- ▶ AVA
- ▶ Market Summaries

▶ Collaborations

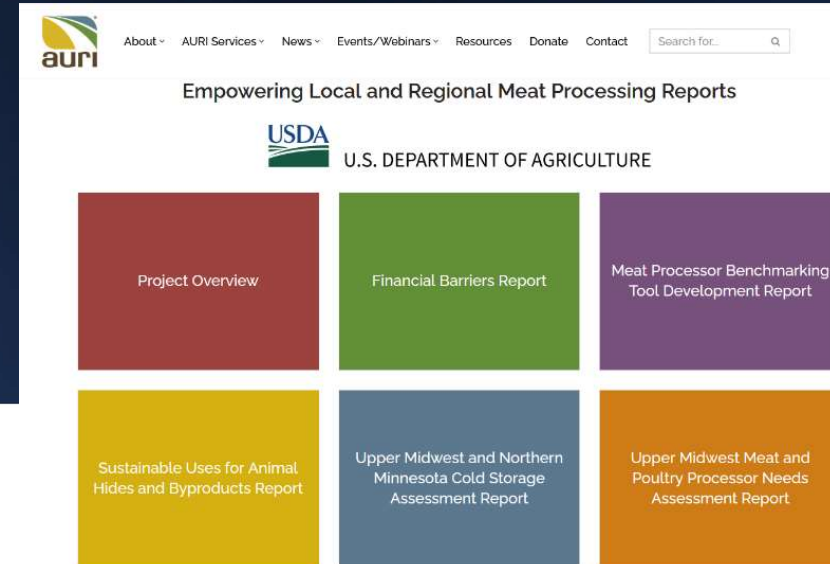
- ▶ MDA
- ▶ MBOLD
- ▶ UMN
- ▶ Many others



Food Project Examples



- CannonBelles
- Lightfield BBQ Sauce
- USDA/AMS Empowering Local and Regional Meat Processing in the Upper Midwest
- Ecosystem Support – AVA, Comanufacturing Feasibility, Food Safety Gaps, etc.



auri.org/ava



Bioindustrials

BIOINDUSTRIAL

27

NEW PROJECTS
AND INITIATIVES
OPENED

33

PROJECTS AND
INITIATIVES
CLOSED

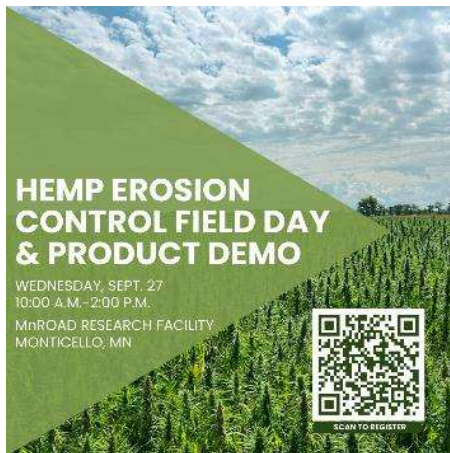
55

TOTAL PROJECTS
AND INITIATIVES
SERVICED



- ▶ Circular Approaches
 - ▶ Food, Feed, Fuel, Fertilizer
- ▶ Technical Assistance
 - ▶ Dewatering
 - ▶ Drying
 - ▶ Densification/Pelleting
 - ▶ Product Development
 - ▶ Process Development
 - ▶ Nutrient Analysis
 - ▶ Fermentation
- ▶ Hemp Decorticator
- ▶ Anaerobic Digestion
- ▶ Business Development





AMINORGANIX®
SUSTAINABLE SOLUTIONS FOR GROWTH
24-0-8
Natural Based Fertilizer
No manures, made to FDA feed grade standards
Soybean Meal content 25%



Bioindustrial Project Examples

- StableFeed
- Anaerobic Digestion
- Soymeal Fertilizer
- Hemp Erosion Control Initiative



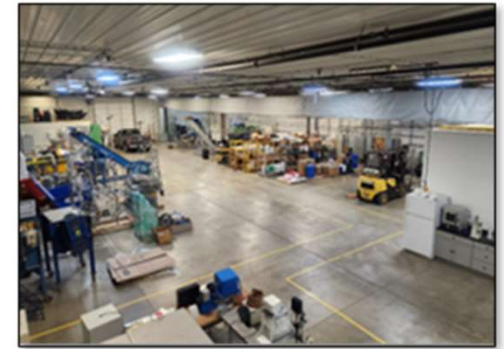


New Analytical
Equipment –
One Time Funding

One Time Funds

Waseca Bioindustrial Innovation Center

- Pilot Lab and Food Lab
- 14,500 sq ft
- Jan 1, 2024



Testimonials

- StableFeed (Kasson)
 - “AURI’s services were critical to my success. AURI is the partner no entrepreneur in the ag sector should be without”
- Bremer Bank
 - “AURI plays a critical role in advancing MN’s agricultural sector by bringing together industry leaders, innovators, and entrepreneurs to explore new opportunities and overcome challenges...”
- B&T Meats (Waubun)
 - “AURI is very knowledgeable about what it takes to get a business up and running...”
- Lightfield BBQ (Farmington)
 - “I have referred many people to AURI over the years. They are experts and they really know the kinds of challenges and questions that businesses face day to day. The team at AURI really goes the extra mile. They take a lot of pride in the businesses they work with. They are wonderful.”



AURI Connects – Major Events – FY24

New Uses Forum - Bioindustrials

Fields of Innovation

Webinar Wednesday

Renewable Energy Roundtable



Looking Forward

Priority Opportunities

Scaling up food manufacturing

Food ingredients

Bioindustrials

Coproduct valorization

Renewable natural gas /
Anaerobic digestion



Specific Initiatives

Virtual tools

Benchmarking for meat
processors

Small commercial
production runs

Protein sustainability

Nutrient recovery

One-time funds

Comanufacturing business
models

Food safety needs
assessment

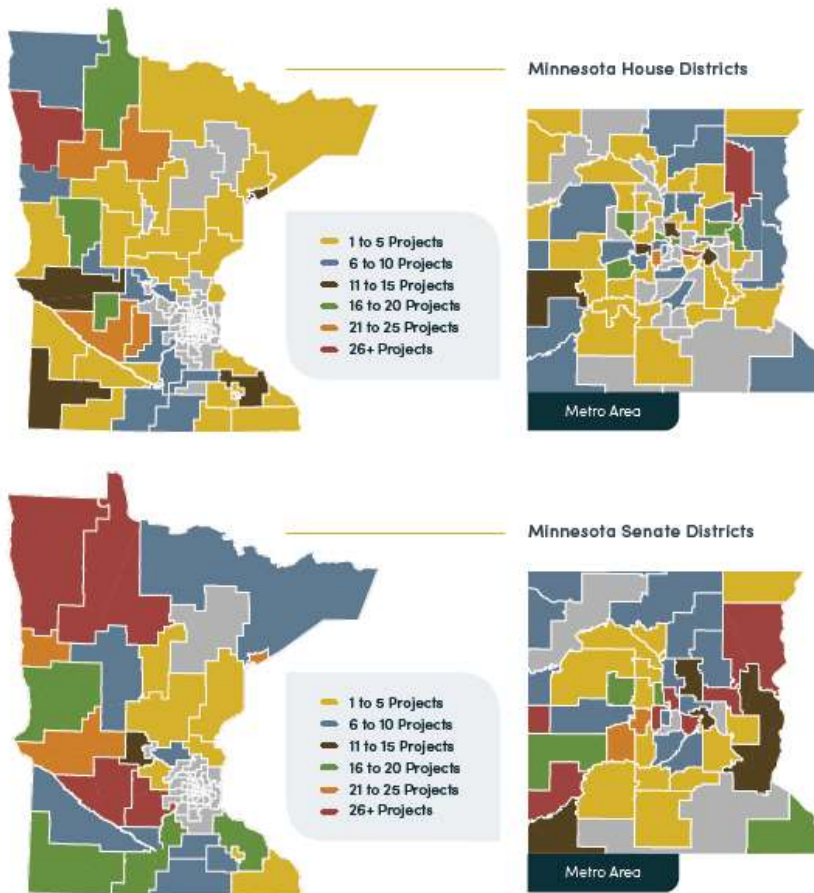
RNG/AD opportunity

Laboratory equipment

Implement programs that build upon the 45:1 return on baseline legislative dollars for AURI to meet our goal of \$500 million in economic impact



Focused on Impact across MN Agriculture



10 yr project totals



FOCUS AREAS

Our work across ag commodities and agricultural derived products focuses on two core areas: Food and Bioindustrial products, as well as Multi-Disciplinary.

The following pages provide an overview of the focus area resources and efforts AURI dedicates to advancing value-added opportunities in each area.

“

AURI's services were critical to my success. AURI is the partner no entrepreneur in the ag sector should be without.”

Mary Hartman, Founder,
StableFeed





Thank You

- Appreciate the long-term partnership with the MN legislature to benefit the economy and agriculture industry
- Many exciting opportunities on the horizon