

GROWING MINNESOTA'S ECONOMY

Legislative Report for State Fiscal Year 2014

Reported as required by state statute

AURI saved jobs
made jobs
it possible implementation
GREAT STARTING POINT invaluable tool
strategic partner
very grateful for the partnership depth and breadth of knowledge
kind of government program that should be expanded
A big thank you to AURI
nothing but good invaluable staff and resources
OUTSIDE THE BOX formulation optimization and commercialization
our go-to group



***Invaluable...strategic partner...
saved jobs...AURI made it possible.***

Hearing from clients that the Agricultural Utilization Research Institute has helped is a highlight for all of us who work at AURI. The words you see on the cover of this report are quotes from just a few of the many people we've worked with over the years to discover new uses for agriculture commodities. Those discoveries, and the people who made them, are an integral part of AURI's story and success.

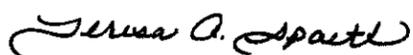
Many times, we don't realize that our day-to-day work may make history. For example, it was in AURI's first decade that some staff worked with Minnesota Soybean on the implementation of biodiesel in the state. Thanks to the work in that arena, biodiesel is now generating \$900 million in economic activity for Minnesota and offers a renewable, environmentally friendly fuel option. In addition, AURI and others continue to find new uses for the byproducts that result from the generation of the fuel, adding even more value to soybeans.

In another example, an AURI scientist worked on the development of soy-based Preference® and Destiny® surfactants, which are now sold by WinField, a subsidiary of Land 'O Lakes. The product increases pesticide effectiveness.

While we build, in part, off of the work of our scientists, just as important are the networks and experience of current and past staff and board members. We hear repeatedly from clients how AURI staff helped to connect them to resources they didn't know about and thereby increased the speed and success of their efforts to bring a new product or process to market. It takes time and diligent work to build these connections and resources that serve our clients, and we're grateful for the staff, board members and many partners and supporters around the state who are an important part of our network.

AURI was created in part as the result of a farm crisis—to help find new uses for and increase the value of Minnesota's agriculture commodities. Today, building on those who came before us, AURI is helping to create opportunities that go well beyond the farm—to all parts of Minnesota, rural and urban—to ensure a strong future. Through AURI, value is being added to the state's agricultural commodities, growing the economy through made-in-Minnesota products and processes.

Sincerely,



Teresa Spaeth, AURI Executive Director



The Agricultural Utilization Research Institute is all about partnering with businesses to build Minnesota's economy in biobased products, coproducts, renewable energy and food.



AURI Board of Directors for FY14

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Agribusiness

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GROWING MINNESOTA'S ECONOMY...

Clients who reported that "AURI significantly helped in addressing business concerns."

85%

Clients who reported that "AURI has improved your product/process significantly."

83%

Clients agreed that "AURI connected you to valuable resources/organizations."

76%

Clients who reported that "Because of your work with AURI, your business is more successful."

85%

Clients who reported that "AURI's programs and services have been vital to growing my business."

86%

Source: AURI 2014 Client Satisfaction Survey

Kay's Naturals/Kay's Processing



Idea to reality: Create healthy snack foods that meet the nutrition needs of diabetics, those trying to lose weight and a general population that needs healthier food.

AURI's role: AURI scientists provided the business with product development and nutritional labeling assistance.

Outcome: Today, Kay's Naturals and Kay's Processing do annual sales in the seven-figure range, their products are in more than 9,000 stores nationwide, and they employ 25 people in the Clara City, Minnesota, area.

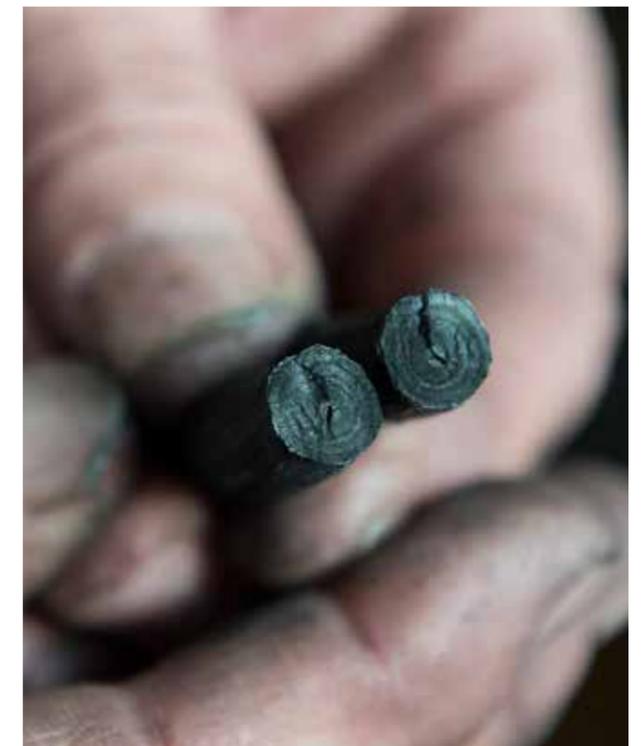


Char Energy, LLC

Idea to reality: Build a mobile gasifier that can turn agriculture fibers into a charcoal-like residue, called biochar, that can be used for absorbing liquids, improving water quality and soil characteristics, and creating energy.

AURI's role: AURI gathered data to find out what chemicals and nutrients were in the biochar and tested its absorbency. Further work on this high-potential project is ongoing.

Outcomes: Char Energy was awarded a patent for their technology in November 2014. One future goal is to test the biochar's capacity for removing nitrates and phosphorous from water runoff.



Fergus Foods/ Nots! Snacks

Idea to reality: Create a non-nut snack that appeals to those with nut allergies and build an allergen-free kitchen for the production of these and other foods.



AURI's role: AURI assisted in product and process development, trouble-shooting, shelf-life guidance, nutritional labeling, test market research and scale-up. In addition, AURI provided cost-share assistance for UPC labeling and to secure Non-GMO and Vegan Certifications.



Outcomes: Nots! owner Ron Fuglie recently opened an allergen-free commercial kitchen in Fergus Falls, Minnesota, and in 2014 Nots! Snacks increased revenue approximately 100 percent over 2013.

PetCare Systems

Idea to reality: Swheat Scoop, a renewably-sourced cat litter, was initially made by Pet Care Systems—now part of Farmers Union Industries. The wheat-based product is all natural. Pet Care Systems continues to improve and create related products and processes to have a larger market share.

AURI's role: "AURI and their laboratories have been instrumental in improving the cost factors of the product," explains Farmers Union Industries' Chuck Neece. "They have worked on the processes that impact the efficacy of the product, tightening down quality control specs, so the product became more consistent."

Outcomes: In a market that is seeking more natural products, the Swheat Scoop product line continues to grow. The cat litter is available in thousands of stores nationwide including Target, Petco, PetSmart and many other pet stores.

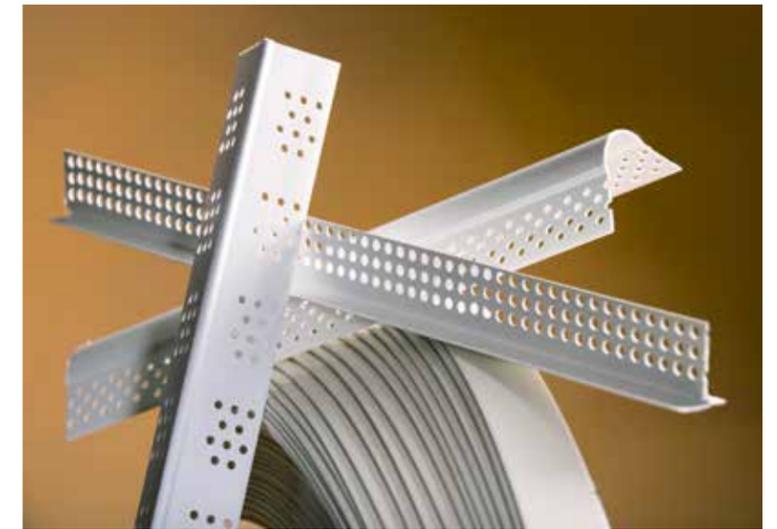


Biobased Plastics

Idea to reality: The global bioplastics industry is developing rapidly. Minnesota industries needed an in-depth analysis of technology and market opportunities in this field.

AURI's role: AURI led a detailed study of the bioplastics industry to help Minnesota companies and entrepreneurs understand emerging opportunities in this field. AURI distributed the report to businesses that could commercialize the findings and led a forum to discuss the findings.

Outcomes: Several businesses that attended the bioplastics forum are in a variety of stages of developing bioplastics, and in several cases, AURI is assisting them in the efforts.



Protein Resources



easier on animals' stomachs and shared that knowledge with interested businesses. AURI assisted Protein Resources with product and process development for NutriVance soybean meal, including testing and locating equipment necessary to get the product to market.

Outcome: Protein Resources is now producing commercial-grade NutriVance and is currently shipping it to existing clients in the Asian markets.

Idea to reality: Because soybean meal cannot be fed to some animals due to the soluble sugars, AURI worked with Protein Resources and Minnesota Soybean on a possible solution.

AURI's role: AURI and Minnesota Soybean conducted research to understand the nutrition of a low-oligosaccharide soybean meal that was



Redhead Creamery

Idea to reality: Alise Sjostrom had dreamed of owning a creamery since high school. In the spring of 2014, she and husband Lucas began production at their artisan cheese making plant in Brooten, Minnesota.

AURI's role: AURI provided cost-share assistance for scale-up and product development, pre-



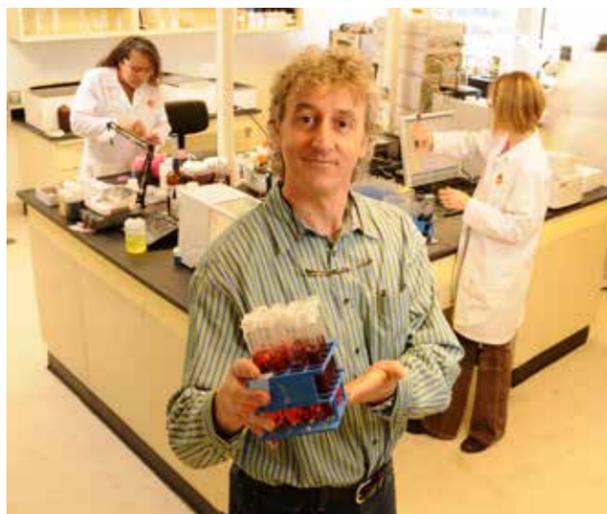
engineering related costs, and product analysis and nutritional fact labels. AURI also served as a resource for other needs as they arose, such as calibrating of their thermometers and boiler-related questions.



Outcome: Redhead Creamery, named after the predominant hair color of Alise and her sisters, will turn out 60,000 pounds of cheese a year, a combination of fresh cheddar cheese curds and aged cheddar cheese.

Suntava

Idea to reality: Suntava, a Minnesota food-ingredients company, has come up with a natural alternative to Red Dye No. 40. Its proprietary hybrids of purple corn are a treasure trove of healthful food ingredients, from a natural red



colorant, to milled components for everything from snack bars to cereals.

AURI's role: AURI has assisted Suntava with a variety of product development activities since 2002.

Outcome: The Twin Cities-based Suntava continues to add products and also has plans to announce a groundbreaking neutraceutical. In addition, two beers based on Suntava's purple corn extract have launched into the marketplace.



Bee Free Honee

Idea to reality: In 1999, former pastry chef Katie Sanchez was attempting to make apple jelly, but forgot an ingredient and discovered that the thick liquid tasted a lot like honey. Years later, Sanchez and business partner Melissa Elms are producing several Bee Free Honee products.

AURI's role: AURI scientists assisted Bee Free Honee with product product development, nutritional analysis, labeling and a shelf-life study.

Outcomes: Bee Free Honee products are in over 1,000 retail stores and available worldwide online. Sanchez and Elms were also awarded a Local Producer Loan Program loan from Whole Foods.



MnVAP

Idea to reality: As alfalfa prices soared over the last two years, Minnesota Valley Alfalfa Producers (MnVAP) saw a need for a lower-priced substitute for alfalfa feed pellets.

AURI's role: AURI helped the co-op develop, formulate, and test a lower-cost, blended-fiber feed pellet.

Outcome: MnVAP will manufacture 5,000 tons of the new feed pellets in 2014, and plans to triple production in 2015.

MINNESOTA Renewable Energy Roundtable

A cornerstone AURI program

Began: 2006, adopted into state statute in 2007

Goal: Bring together people from across the renewable energy industry to make Minnesota a national and global renewable energy leader

Key focuses: Networking, relationships and information-sharing essential to growing the industry

Planning team: Representatives from the Minnesota Department of Agriculture, Minnesota Department of Commerce, University of Minnesota, the Minnesota State Colleges and Universities System and AURI



2014 outcomes due in part to the Minnesota Renewable Energy Roundtable and its partners work:

- There is increased interest in the direct combustion of woody biomass (wood pellets and wood chips) as a result of roundtable sessions on this topic.
- The increase in the biodiesel requirement for on-road diesel fuel has been discussed and supported at roundtable meetings for many years. In 2014, the next step in this increase was accomplished.
- The continuous improvement in operating efficiency at Minnesota ethanol plants has been an ongoing theme; there have been numerous such improvements at ethanol plants in recent years.
- The development of butanol production capacity at three Minnesota ethanol plants has been discussed in detail. There was significant activity in this area in 2014.

As 2015 begins, a plan is being developed to meet the changing needs and interests of this industry.

2014 Events:

The Changing Landscape of Woody Biomass Utilization: Where Does Renewable Energy Fit?

- Forestry and Woody Biomass Availability
- Biomass Chemicals and Advanced Biofuels
- Biomass Heating Opportunities

Focus on Biofuels

- Status of Emerging and Existing Biofuels
- Higher Value Molecules
- Policy and Regulations

STATE FY2014: PROJECT DISBURSEMENTS

Project Name	Disbursement Amount
Development of Biobased Class B Fire Retardant	\$183,369.06
Biorefinery for DDGS in Biofuels & Value-Added Products	\$149,914.20
Coproducts	\$120,698.90
Phase Feeding of DDGS	\$106,561.70
Development of Bioproducts	\$68,959.46
Pork Fat Quality	\$68,922.03
Beef Metabolism Study	\$60,477.69
Roseau Gasification	\$58,000.00
Hydrous Ethanol Use in Dual-Fuel Diesel Engine.....	\$55,082.68
Impact of Reduced Oil DDGS in Pig Diets	\$49,556.21
Battelle Core Capacity Analysis	\$45,091.00
Recovering Valuable Biobased Products	\$32,702.84
Determining Ratio of Condensed Distillers vs Wet Distillers in Swine Diets.....	\$31,038.42
Assessment of the Value of Using Corn Solubles in Swine Feeding.....	\$30,000.00
Spontaneous Oxidation of Milk	\$26,301.56
Minnesota Agbioscience Network Development	\$24,500.00
Ethanol Higher Value Products	\$23,578.27
Sodium Reduction in Blue Cheese	\$22,723.10
Increase Usage Level of Corn & Distillers Grains in Turkey Diets through Amino Acids	\$21,303.69
Corn Protein Plastic for Agricultural Products	\$21,149.71
Development of Bioplastic Products	\$20,733.35
Improve Colorant Output	\$20,433.77
State of Small Meat Processing in Minnesota	\$19,888.88
Agricultural Processing Coproducts Assessment.....	\$18,560.41
Energy Utilization of Oil Extracted DDGS in Poultry	\$17,298.45
Evaluation of Dairy Heifers fed Reduced-Fat Distillers Dried Grains in Replacement of Forage ..	\$16,329.85
Assess Effects of Glycerin on Beef Carcass Quality	\$15,940.04
Development of a Port-Injected Hydrous Ethanol System	\$14,977.50
Membrane Biofilms - Phase II	\$14,850.00
Performance Assessments of Soy Proteins in Livestock Production Phase I	\$13,500.00
Roseau Gasification Feed Test	\$13,175.00
Fertilizer From Processing Coproducts	\$13,121.10
DDGS Diets & Manure Pit Foam	\$12,451.04
Milk Compositions & DDGS	\$12,056.17
Fluid Milk.....	\$9,927.22
E-85 Distribution	\$8,802.99
Fungal Processing of Thin Stillage	\$8,381.00
Agricultural Residue Performance Evaluation in Denitrifying Bioreactors	\$7,874.46
Biodiesel Development Assistance.....	\$7,288.00

STATE FY2014: PROJECT DISBURSEMENTS (CONT.)

Project Name	Disbursement Amount
Feasibility of Glycerin Refining Plant	\$6,425.00
AURI Tech Advisory Travel	\$6,018.16
Fiber Growth Media Identification	\$5,000.00
Debottleneck Distillation	\$4,715.00
Clean Labels.....	\$4,218.75
Improved Pellet Processing	\$2,651.00
Minnesota Renewable Energy Roundtable	\$2,360.66
Creamery Development	\$1,616.57
Minnesota Agbioscience Strategy Implementation	\$1,104.89
Anaerobic Co-Digester.....	\$756.61
Nut Substitutes.....	\$703.50
AURI Service Provider for MSRPC.....	\$573.98
Nut Substitute Scale Up.....	\$460.00
Beef Strategic Planning.....	\$15.01
Total Project Disbursements	\$1,502,138.88

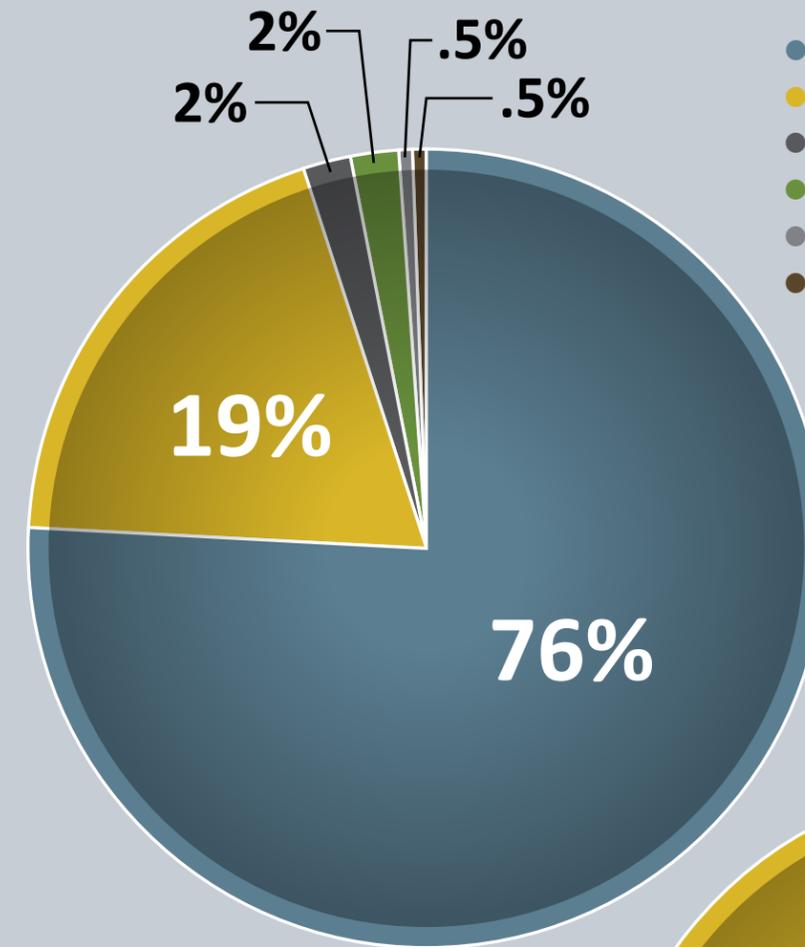
STATE FY2014: PROJECTS RECEIVING ASSISTANCE

Project Name	Hours Served	Project Name	Hours Served
Project Management 2013.....	3,338.50	Ethnic Food Development	42.09
Rural Cooperative Development Grant Discovery Time	705.25	Minnesota Research & Promotion Council Forum	41.00
State of Small Meat Processing Industry in Minnesota	460.50	Minnesota Agbioscience Network.....	40.50
Minnesota Renewable Energy Roundtable	404.25	Molasses-based Corrosion Inhibitor.....	40.50
Minnesota Agbioscience Strategy	372.00	Product Development	36.50
Industry Value Chains	327.00	Product Development	35.75
DDGS Effect on Milk Composition	295.00	Biofuels in Minnesota.....	34.00
Shelf Life Determination.....	215.00	Alternative Uses for Wheat & Barley.....	33.25
Coproducts Assessment	191.75	Seasonings & Sauces	31.50
Heating the Midwest with Renewable Biomass	179.25	Condensed vs Wet Distillers Grains Ratio in Diets.....	29.00
Ag Residue Performance in Denitrifying Bioreactor	178.75	Development of Biobased Uses for Corn Starch	28.50
Soybean Technical Advisor National Relationship Building	177.50	Assesment of Thin Stillage in Swine Diets	26.00
Mixed Fuel Pellets	172.00	Fiber Growth Media Identification	25.50
Soybean Research & Review	162.25	Potassium Sulfate Market Assessment.....	23.50
Battelle Core Capacity Analysis	157.00	Improve Colorant Output	22.00
Plastic Formulations for Soy Materials	147.00	E85 Promotion.....	21.25
Isolating Galactomannan.....	142.25	Shelf Stable Snack Stick	21.00
Treated Fiber for Livestock Feed.....	130.50	Increase Biomass Yield	20.50
Assessment of Soy Proteins in Livestock Performance.....	128.50	Sensory Evaluation Lab.....	20.00
Phase Feeding of DDGS	125.75	Black Carbon Analysis.....	19.75
Beef Strategic Planning.....	123.50	Debottleneck Distillation	19.75
Biobased Product Shelf Stability.....	120.00	Food from Farm to Plate.....	19.50
2015 Soybean Project Development	110.50	PEER2PEER Network.....	19.50
WealthWorks Process.....	109.25	All Purpose Ethnic Sauce	19.50
Soil Amendment Development	107.50	2014 MAMP Presentations.....	19.00
Value-Added Flax Straw.....	105.75	Sauce Manufacturing	19.00
Improved Pellet Processing	105.25	Assess Value of Using Corn Solubles	19.00
Pork Fat Quality	104.50	Condiments Formulation	18.50
Creamery Feasibility	97.50	Dog Bones	18.50
Jerky Shelf Stability.....	96.50	Greek Dips	18.50
Product Development	95.50	Further Processed Products	18.00
Fungal Processing of Thin Stillage	91.50	Clean Label Alternative report	17.75
Industry Thought Leaders.....	90.00	Corn Protein Plastics.....	17.00
Development of Biobased Materials Profile.....	83.00	Condiment Sauces.....	16.83
Ag Industry Analysis Survey.....	79.00	Youth Learning Project	16.50
Development of Bioplastics.....	78.00	Sauce Formulation	16.50
Meat Lab HACCP.....	77.50	Micro Carriers Fiber.....	16.50
Fractionation of Thin Stillage.....	77.00	Nut Substitutes Scale-Up.....	15.50
Performance Assessment Phase I.....	73.50	Meat Product Formulation	15.34
2014 HACCP Workshops.....	72.50	Fiber Treatment Evaluation	15.00
Hydroxide Treatment of Biomass	70.00	Organic Purees	15.00
Bio Tarp.....	65.00	Minnesota Cup Food, Ag & Beverage Division	15.00
Denitrifying Bioreactor	64.00	Alternative Snack Market Assessment	14.50
Low Oligosaccharide Network.....	62.00	Glycerin Refinery	14.50
Feasibility of Glycerin Refining Plant	60.50	Granola Development	14.00
Biobased Network	60.00	Sailboat Biobased Project	14.00
Seed Mixing Assessment	58.50	Biodiesel Troubleshooting.....	13.50
Biodiesel Taskforce	56.00	Organic Dog Treats	13.00
Technology Evaluation	54.50	Biodiesel Troubleshooting.....	13.00
Specialty Milling of Grains	53.00	Bread Formulation	12.50
Torrefied Biomass Pellets	50.50	Soybean Meal Industry Forum	12.50
Nut Substitutes.....	46.50	Healthy Cookies.....	12.50
Roseau Gasification Testing	46.50	Infrastructure Upgrade.....	12.50
Chocolate Macaroons.....	45.50	Feed Tag Development.....	12.00
2013 Meat Lab HACCP.....	44.50	Sucrose-Free Fudge Development	11.50
Thin Stillage Effects on Pork Quality	42.75	Adding Value to Corn through Biochar	11.50
Minnesota Renewable Energy Roundtable	42.50	Biodiesel Development Assistance.....	10.50

STATE FY2014: PROJECTS RECEIVING ASSISTANCE (CONT.)

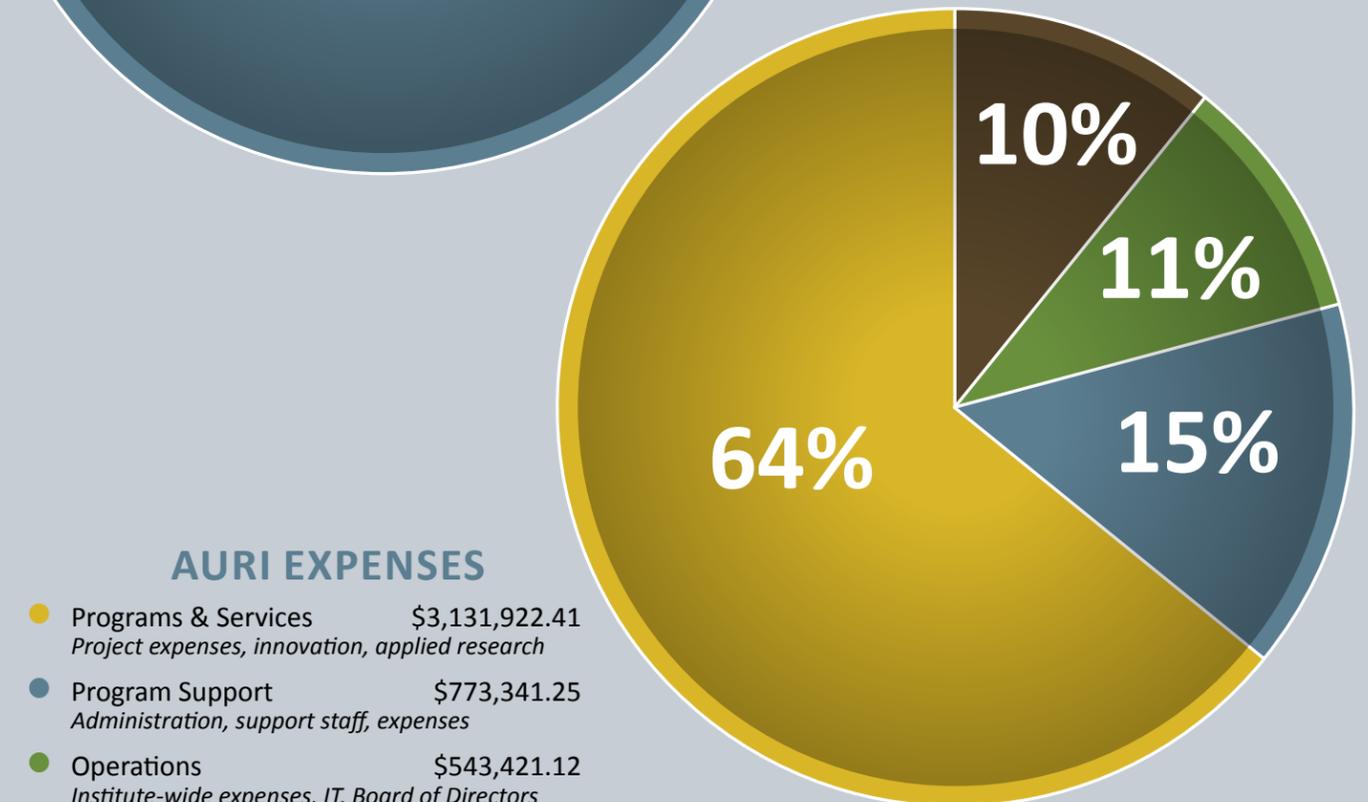
Project Name	Hours Served
Clean Labels.....	10.50
HACCP Plan Assistance.....	10.25
Sugar Beet Vodka Development.....	10.00
Beef Metabolism Study.....	10.00
Wild Rice Formulation.....	9.50
High Protein Bar.....	9.50
Shelf Stability Determination.....	9.50
Heat & Serve Pad Thai.....	9.00
Calcium Oxide Treatment.....	9.00
Allergen Free Product Development.....	9.00
Economic Contributions of the Agbioscience Industry in Minnesota.....	9.00
Coproducts & E. Coli.....	9.00
2013 HACCP Workshops.....	8.75
Manure Solids as a Soil Amendment.....	8.50
Ag Blend Absorbent Pellet.....	7.50
Increase Usage Level of Distillers Grains in Turkey Diets.....	7.50
Fluid Milk.....	7.00
Utilize Oil Extracted from DDGS in Poultry Diets.....	7.00
Impact of Reduced-Oil DDGS in Pig Diets.....	7.00
Fertilizer from Sugar Coproducts.....	7.00
Dewatering of Cannery Coproducts.....	6.50
Miscanthus Densification.....	6.50
Identify Greater Value of Acid Whey.....	6.00
Edible Bean Wash Plant.....	6.00
Minnesota Nursery & Landscape Study.....	6.00
Organic Pickles & Salsa.....	6.00
Baking Mixes.....	6.00
Anaerobic Co-Digester.....	6.00
Recover Valuable Biobased Products.....	6.00
Local Foods & Cafe.....	5.50
Identify Priority Activities for Low Oligosaccharide.....	5.50
Alternative Honey Products.....	5.50
Peanut Butters.....	5.50
Hydrous Ethanol Use in Dual-Fuel Engines.....	5.50
C&Y Development.....	5.33
Densification of Wheat Straw.....	5.00
Vegetarian Burgers.....	5.00
Caramel Formulation.....	5.00
Biomass Gasification.....	5.00
Northwest Biomass Steering Committee.....	4.75
Validate EC40 Claims for Densification.....	4.50
Gluten Free Mixes.....	4.50
Frozen Appetizers & Dough.....	4.25
Value-Added Ingredients from Milk.....	4.00
Dairy Membrane Biofilms Phase II.....	4.00
Sodium Reduction in Blue Cheese.....	4.00
Soil Amendment Development.....	4.00
Effects of Glycerin on Beef.....	4.00
Development of Port-Injected Hydrous System.....	4.00
Reduced-Fat Distillers Grains.....	4.00
Development of Bioplastic Products.....	4.00
Bloody Mary Mix.....	3.50
Development of Corn Starch Alternative Uses.....	3.00
Gluten Free Lefse.....	3.00
Nutrition Analysis of Pizza Dough.....	3.00
Evaluate Aeroponic Growing.....	3.00

Project Name	Hours Served
Biorefinery for DDGS in Biofuels.....	3.00
Oat Hulls Development.....	2.50
Gluten Free Dog Treats.....	2.50
Calf Milk Replacer from Coproducts.....	2.00
Allergen Friendly Baked Goods.....	2.00
Compost-A-Mat Testing.....	2.00
Development of Instant Breakfasts.....	2.00
Chocolate Formulation.....	2.00
Bar Formulation.....	2.00
Organic Dessert Sauce.....	2.00
Feed Tag Development.....	2.00
Ethanol Higher Value Products.....	2.00
Evaluation of Growth Performance.....	2.00
DDGS Diet & Manure Pit Foam.....	2.00
Manure by Feedlot Cattle.....	2.00
Achilles Tendon Pet Treat.....	1.75
Nutrition Facts of Salsa & Pickles.....	1.50
Alternative Uses of Corn Stover.....	1.50
Processing Facility Layout.....	1.50
Healthy Popsicles.....	1.50
Organic Tofu Manufacturing.....	1.25
Baking Development.....	1.00
Corn Fractionation for Value-Added Materials.....	1.00
Artisian Breads.....	1.00
Spicy Juice Blend.....	1.00
Soup, Sauces & Dressings.....	1.00
Reduced Sugar Jams, Jellies.....	1.00
BBQ Training Events.....	1.00
Garlic Pesto.....	1.00
Cheesecake & Salsa.....	1.00
Vegan Meat Alternatives.....	1.00
Fertilizer & Feed Opportunities from Coproducts.....	1.00
Gluten Free Frozen Meals.....	0.83
Meat Product Development.....	0.75
Baked Goods.....	0.75
Meats Brochure Updating.....	0.75
Healthy Granola Bars.....	0.50
Thin Toffee.....	0.50
Dessert Toppings & Sauce.....	0.50
State Specialty Meat Map.....	0.50
Reduced Sugar & Calories Jam.....	0.50
Gluten-Free Nutritional Analysis.....	0.50
Pizza Formulation.....	0.50
Bakery Products Labeling.....	0.50
Ginger Beer.....	0.50
Gluten Free Baked Products.....	0.50
Ingredient Substitution in Black Bean Salsa.....	0.50
Scale-Up Granola Production.....	0.50
Chai Formulation.....	0.50
Pellet Fuel Development from Ag Residues.....	0.50
Juice Formulation.....	0.33
Product Consistency & Shelf Life.....	0.25
Product Development.....	0.25
HACCP Plan Assistance.....	0.25



AURI REVENUE

State Appropriations	\$3,643,000.00
Collaboration & Partnerships	\$913,809.41
Miscellaneous	\$82,958.84
Federal Grants	\$72,616.20
Interest Income	\$25,255.33
Private Grants/Outside Sources	\$19,804.06
Total	\$4,757,443.84



AURI EXPENSES

Programs & Services	\$3,131,922.41
<i>Project expenses, innovation, applied research</i>	
Program Support	\$773,341.25
<i>Administration, support staff, expenses</i>	
Operations	\$543,421.12
<i>Institute-wide expenses, IT, Board of Directors</i>	
Institutional Advancement	\$492,070.39
<i>Communications, strategy</i>	
Total	\$4,940,755.17



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