

AGRICULTURAL GROWTH, RESEARCH, AND INNOVATION

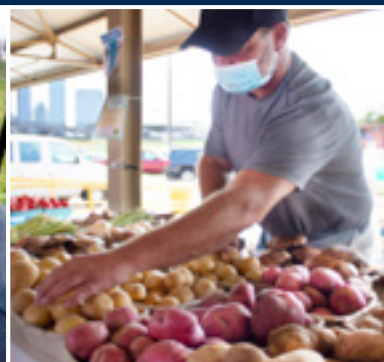
LEGISLATIVE REPORT

FISCAL YEAR 2020



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AGRICULTURAL
GROWTH,
RESEARCH, AND
INNOVATION

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Pursuant to Minn. Stat. 3.197, the cost of preparing this report was approximately \$3,000.

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AGRICULTURAL GROWTH, RESEARCH, AND INNOVATION

EXECUTIVE SUMMARY

The Agricultural Growth, Research, and Innovation (AGRI) Program, established at the Minnesota Department of Agriculture (MDA) by MINN. STAT. 41A.12, advances Minnesota's agricultural and renewable energy industries. In Fiscal Year 2020 (FY20), the eighth year of the program, the MDA awarded \$15.5 million to farmers, agricultural businesses, and schools through:

- Bioincentive Program
- County Fair Grants
- Crop Research Grants
- Dairy Assistance, Investment, and Relief Initiative
- Farm Business Management Scholarships
- Beginning Farmer Farm to School and Early Care and Education Grants
- Good Agricultural Practices/Good Handling Practices Certification Cost-Share
- Good Food Access Program Grants
- Livestock Investment Grants
- New Markets Development
- Sustainable Agriculture Demonstration Grants
- Urban Agriculture Grants
- Value-Added Grants

AGRI's relatively broad authority, combined with the Legislature's prudent decision to leave a significant portion of the AGRI appropriation unearmarked, allowed the MDA to use AGRI funds to quickly respond to the COVID-19 crisis that unfolded during FY20-FY21. We swiftly created seven rapid response programs, recharging many of those costs once federal funds became available.

- Farm to School Rapid Response Grants, including programs for schools and vendors
- Livestock Processing Rapid Response Grants
- Protect our Meat, Milk, and Poultry Processors Cost-Share
- Safe at the Farmers' Market and Safe at the Winter Farmers' Market Cost-Share
- Safe on the Farm Cost-Share

Highlights from FY20 and the first half of FY21 include:

1. Investing nearly \$8.5 million in the dairy industry, including more than \$7.8 million with the one-time DAIRI program.
2. Awarding nearly \$1 million to support meat and poultry processors, helping them respond to shifts in those industries as a result of COVID-19.
3. Leveraging over \$37 million in private (non-State) investment.

In FY21, the AGRI appropriation is \$14,354,000. As of February 1, 2021, we continue to accept applications for County Fair Grants and GAP/ GHP Cost-Share. We are finalizing awards for all other grant programs.

Introduction

The Minnesota Legislature established the Agricultural Growth, Research, and Innovation (AGRI) Program (MINN.STAT. 41A.12) in 2009 to promote the advancement of the state's agricultural and renewable energy industries. The statute authorizes the Commissioner of Agriculture to issue grants, loans, and other types of financial assistance for activities including, but not limited to: grants to livestock producers under the Livestock Investment Grant Program (MINN. STAT. 17.118); bioenergy awards made by the NextGen Energy Board (MINN.STAT. 41A.105); grants for the installation of biofuel blender pumps; and financial assistance to support other rural economic infrastructure activities.¹

In FY20, the Commissioner implemented the following programs:

- **Bioincentive Program Payments** to encourage production of advanced biofuel, renewable chemical, and biomass thermal energy.
- **County Fair Grants** to help county fairs preserve and promote Minnesota agriculture, and provide public access to the state's agricultural, historical, and cultural heritage.
- **Crop Research Grants** to catalyze research that will improve the quality, quantity, and value of crops grown in Minnesota.
- **Dairy Assistance, Investment, and Relief Initiative Payments** to incentivize producer participation in USDA's Dairy Margin Coverage program.
- **Farm to School and Early Care and Education Grants** to help schools and early care and education organizations purchase more Minnesota grown food by investing in processing equipment and storage.
- **Good Agricultural Practices/Good Handling Practices Certification Cost-Share** to increase the number of food safety-certified farms and food processors.
- **Good Food Access Program** to help grocery stores and small food retailers located in food deserts and low to moderate income areas buy equipment and make physical improvements that will increase accessibility to affordable, nutritious, and culturally appropriate foods.
- **Livestock Investment Grants** to initiate or expand livestock production and processing.
- **New Markets Development** to help Minnesota's small- to medium-sized food businesses and value-added agriculture producers explore new markets and expand their market reach.
- **Sustainable Agriculture Demonstration Grants** to enhance the environmental, economic, and social sustainability of Minnesota farms through farmer-led, on-farm research.
- **Urban Agriculture Grants** to stimulate urban youth agricultural education and/or urban agricultural community development.
- **Value-Added Grants** to buy equipment necessary to create, upgrade, or modernize value-added businesses.

The MDA appreciates the Legislature's willingness to provide some discretionary spending ability within AGRI; it proved critical for our ability respond to unforeseeable situations like COVID-19. In the past, the MDA has used this same flexibility to respond to the dairy crisis by providing grants to dairy farmers to help them maintain or upgrade to Grade A status and to match millions of dollars in federal grant funding used for biofuels infrastructure improvements.

¹The NextGen Energy statute (MINN. STAT. 41A.105) created the NextGen Energy Board and authorized NextGen grants. It expired on June 30, 2015.

Background

Funds for the AGRI Program were made available in FY13 after the state fulfilled its 10-year commitment to support the ethanol industry. In that first year, the Legislature combined \$641,422 in carryover funds from the FY12 ethanol producer payments appropriation with a separate \$2.3 million appropriation (Laws of Minnesota 2011 Ch. 14 sec. 3 subd. 4). The annual AGRI appropriation subsequently grew to \$10.235 million for the years between FY14 and FY17. In FY18 it was funded at \$13.256 million and in FY19 at \$13.311 million. The FY20 appropriation was \$14.353 million, and the FY21 appropriation was \$14.354 million.

The State of Minnesota received funds from the federal Coronavirus Aid, Relief, and Economic Security (CARES) Act. The MDA used approximately \$1.4 million of those CARES Act dollars for food production, processing, and marketing-related programs. They were administered by AGRI and detailed in the second section of this report.

AGRI Programs

Beginning Farmer Farm Business Management Scholarships

Farm Business Management (FBM) helps farm operators learn profitable business management strategies. The program teaches farmers and ranchers how to use their own operation's records to make sound business decisions. Instruction is offered by Minnesota State faculty. Instructors meet with students 1 on 1 and/or in small group settings.

This scholarship program pays 50% of the cost for beginning farmers to enroll for up to ten credits of FBM education per year, until the student earns 40 credits. The program defines a beginning farmer as a person who has owned or operated a farm or ranch, wholly or in partnership with others, for ten years or fewer. As owner/operator, a person must have a financial interest in the farm, must participate in making some or all management decisions, and must participate in the operation of the farm on a regular basis.

In FY20, we disbursed \$464,728 through 525 scholarships. The average amount was \$885.

Bioincentive Program

This program makes payments to eligible entities that produce advanced biofuels, renewable chemicals, and biomass thermal energy. MINN. STAT. 41A.15- 41A.19 describe eligibility, requirements, payment amounts and limits, and program requirements. The FY20-FY21 budget rider appropriated \$2.5 million each year for this program.

In FY20, eight producers received payments totaling \$2.5 million. Payments were distributed as follows:

Advanced Biofuels:	\$435,706
Renewable Chemicals:	\$1,739,672
Biomass Thermal Energy Production:	\$324,623

Several companies received less than the amount for which they qualified because the \$2.5 million appropriation was quickly exhausted. Claims exceeded available funds by \$1,068,947 in Quarter 2; by \$1,062,422 in Quarter 3; and by \$437,795 in Quarter 4. Total unpaid claims for FY20 amounted to \$2,569,164.

Readers will find more detailed information about this program in a separate *Bioincentive Program Legislative Report*.

County Fair Grants

These grants help county fairs enhance Minnesotans' access to agricultural education and preserve and promote Minnesota agriculture.

In FY20, a total of \$1 million was available to Minnesota's 95 county fairs; each was eligible for up to \$11,002. The program distributed \$992,414 to 91 county fairs, which used the funds in various ways. For example, the Mahnomen

County Fair repaired and re-shingled a historic livestock barn; the Stearns County Fair created a children's interactive barnyard, with pens for small animals and demonstrations; and the Le Sueur County Fair improved its livestock barns with upgraded electricity and new fans.

Each county fair was also eligible for up to \$1,701 from the Legacy Arts and Cultural Heritage Fund for educational projects and events that provided access to the arts or preserved and promoted Minnesota's agricultural, historical, and cultural heritage. A total of 87 fairs applied for a total of \$145,778. For example, the Anoka County Fair offered historic blacksmith demonstrations; the Mower County Fair arranged for glassblowing demonstrations; Carver County held pottery demonstrations using locally sourced clay.

Due to COVID-19, all but two county fairs cancelled their summer events. When appropriate, MDA staff worked with fairs to amend their FY20 grant contracts to redirect grant funds to different projects and/or extend the end date of the grant contract.

In FY21, a total of \$1,010,610 is available in equal shares to each of the state's 95 active county fairs, and funds from the Legacy Amendment will provide an additional \$419,045 for programming related to the arts or the state's agricultural historical and cultural heritage.

Crop Research Grants

These grants generate university-level applied research to improve the quality, quantity, or value of crops grown in Minnesota. Awards of up to \$250,000 can fully reimburse grantees for their project costs (no match is required). Research projects must provide near-term benefits for Minnesota agriculture and include a robust outreach component to transfer results and technology to farmers.

This program differs from other funding sources, such as federal grants, by supporting research that can focus on emerging or chronic crop production issues that are specific to Minnesota. With the goal of seeing positive outcomes from projects in three to seven years, these grants are uniquely positioned to support the immediate research needs of local farmers.

Grantee Spotlight

University of Minnesota Researcher Eric Watkins received an AGRI Crop Research Grant to develop strategies to increase multi-year seed production of fine fescue through plant breeding and agronomics.

Fine fescues are grasses that present an excellent opportunity for economic growth and greater economic diversity for turfgrass seed producers in northern Minnesota. These grasses have traits that are not only in demand by consumers who want low input landscapes but are also useful as a way to reduce production costs for farmers who produce grass seed.



Seed producers attend a field day near Roseau to learn about hard fescue as a new grass seed crop.

In FY20, we received 25 proposals requesting a total of \$4.5 million. A panel of MDA and external reviewers recommended eight projects, which received a total of \$1.03 million in grant funds. Please see Appendix A for information about grantees.

In FY21, we received 32 proposals totaling \$6.8 million and expect to award \$1 million in February.

Dairy Assistance, Investment, and Relief Initiative (DAIRI)

With dairy farmers nationwide reeling from low milk prices and many Minnesota dairies going out of business, the Legislature appropriated \$8 million during the 2019 session to support small and medium sized Minnesota dairy farms. The funds were an incentive for producers to enroll in the United States Department of Agriculture's Dairy Margin Coverage (DMC) program, a voluntary risk management program that requires an up-front cost to participate.

Minnesota dairies that enrolled for five years under the federal DMC **and** produced less than 16 million pounds of milk in 2018 were eligible for Minnesota DAIRI payments. Qualifying operations received 23 cents per hundredweight of milk produced in 2018 from DAIRI, with payments capped at \$11,500 (or 5 million pounds).

In total, the MDA disbursed approximately \$7.8 million to producers on 1,597 farms. While the average payment was \$4,335, the smallest was \$59 and largest was the maximum (\$11,500), which roughly 220 farms (14%) received. Of the \$8 million budgeted for the program, \$5 million came from AGRI and \$3 million was transferred to the MDA by the Minnesota Department of Economic and Employee Development.

Minnesota Milk Producers Association President Lucas Sjostrom credited the DAIRI program as a key factor in stronger Minnesota DMC enrollment than any other major dairy state, and 80% of eligible producers in Minnesota signed up for DMC compared to 51% nationwide. Efforts by other important partners, like the University of Minnesota Extension, which helped publicize DAIRI statewide,

contributed to this success. According to Sjostrom's calculations, the \$8 million DAIRI investment, paired with \$16 million in premiums that farmers paid out of pocket to enroll in DMC, has already returned \$52 million in federal payments to the Minnesota economy.

Farm to School and Early Care and Education (ECE) Grants

The goal of this competitive grant program is to increase the sales of Minnesota agricultural products by making it possible for more schools and early care and education organizations to buy, store, and serve Minnesota grown and raised products. In FY20, the program offered three types of grants:

Equipment grants to buy equipment or make physical improvements so grantees can buy, prepare, and serve more Minnesota grown food. Awards covered up to 50% of the project cost, with a maximum award of \$50,000.

Planning grants to determine product availability and assess the cost of specific equipment, tools, training, or policies that a grantee would need to increase the amount of Minnesota grown food they serve. Awards covered up to 75% of the cost of the study, with a maximum award of \$30,000.

Milk cooler grants to increase the sales and consumption of Minnesota dairy products by defraying the cost to buy and install refrigeration units that keep milk colder and more delicious and/or make it more appealing to students (in cafeteria check out areas, for example).



Only public or private (K-12) schools or school districts that participate in the National School Lunch Program (NSLP)—including districts serving sovereign nations—and ECE organizations participating in USDA’s Child and Adult Care Food Program (CACFP) were eligible for equipment and planning grants.² We received 18 proposals totaling over \$369,000 and awarded nearly \$155,000 for 12 projects: nine equipment grants for \$110,997 and three planning grants for \$43,617.

The NSLP-participating schools and school districts and ECE organizations participating in CACFP were also eligible for milk cooler grants. Each organization could apply for up to \$1,500 per cooler, with a maximum of one cooler per school and three coolers per organization or school district.

We received 39 milk cooler applications and funded 33 schools and six ECE organizations for a total of \$60,000. Response for this program is typically greater but was hampered by the onset of COVID-19. Please see Appendix B for information about participants.

GAP/GHP Certification Cost-Share

The Good Agricultural Practices (GAP)/Good Handling Practices (GHP) Certification Cost-Share program defrays farmer and processor costs to obtain GAP and/or GHP certification for food safety. This kind of certification is increasingly required in order to sell produce to schools, institutions, and through retail markets.

GAP and GHP certifications focus on improving the safety and quality of produce in the field and/or during handling. They require food safety plans and independent audits to verify that farmers and processors are producing, packing, handling, and storing fruits and vegetables in the safest manner possible. In FY20, growers and handlers who met USDA GAP and/or GHP standards, as assessed by an accredited certifier, were eligible to receive a reimbursement of 75% of their certification costs of up to \$2,500.

This year, we made an important adjustment to eligibility criteria. In previous years, producers and processors were eligible indefinitely. Beginning in FY20, they are eligible for a maximum of three years, after which time they should be able to ascertain whether continuing the certification is a worthwhile business investment.

In FY20, \$15,000 was available for GAP and GHP cost-share. We received 24 applications and paid 13 cost-share claims for a total of \$8,200; the other 11 applicants had reached their eligibility limit, described above. On average, farmers and processors reported spending \$840 on GAP/GHP certification. Please see Appendix C for information about participants.

In FY21 we have again budgeted \$15,000 for this program.

Good Food Access Program

This program increases availability of and access to affordable, nutritious, and culturally appropriate food, including produce, for underserved communities in low- and moderate-income areas. The GFAP provides financial support and technical assistance to open, renovate, or expand the operations of grocery stores and small food retailers, and expands access to credit and reduces barriers to investment. MINN. STAT. 17.1017 describes eligibility requirements, program administration, and additional selection criteria. The FY20-FY21 budget rider allowed to the commissioner to use up to \$300,00 each year for this program.

Equipment and Physical Improvement Grants

In FY20, \$225,000 was available to fund GFAP Equipment and Physical Improvement Grants. We received 31 proposals requesting \$784,817 and selected 12 projects for a total of \$219,802. Awards ranged in size from \$1,774 to \$50,000. Grant funds were primarily used to upgrade and expand existing infrastructure. Common purchases included new coolers, freezers, refrigeration units, and display units.

² Examples of qualifying ECE programs include Head Start, Early Head Start, preschool programs, childcare centers, and child development centers.

Technical Assistance Grants

In FY20, \$50,000 was available to fund GFAP Technical Assistance Grants. We received six applications requesting \$260,211 and awarded one grant for \$50,000 to provide technical assistance to qualified grocery stores and small food retailers across 16 counties in Northeast and Central Minnesota.

Readers will find more detailed information about this program in a separate *Good Food Access Program Legislative Report*.

Livestock Investment Grants

This program, authorized by MINN. STAT. 17.118, supports Minnesota's livestock industry by encouraging producers to invest in infrastructure and equipment. Grants reimburse 10% of qualifying expenditures, with a maximum award of \$25,000 per year and a lifetime cap of \$50,000 per operation.

Grants are awarded competitively, based upon recommendations made by a panel of MDA staff and external reviewers who have livestock industry experience. This year, we prioritized proposals that involved new farmers, farm transfer/succession, recovery from natural disasters, farm management plans/programs, accessibility improvements, robotic milking equipment, improving profitability, and positive environmental impacts.

We received 147 grant applications requesting \$3.2 million and awarded 39 grants totaling \$772,000. Producers of dairy, beef, pork, sheep, goats, and poultry received grants. These farmers invested \$26.1 million in private funding, a 35:1 ratio of private to public funds.

A list of awardees and a map of their locations are available in Appendix D.

Of the grants awarded:

- 100% of recipients said they anticipated a positive economic outcome from their investment.
- 87% went to applicants who were either starting to farm or transitioning the operation to a new generation.
- 80% of recipients were beginning farmers with 10 or fewer years of farming experience.
- Six grantees intended to start or transition to a robotic dairy system.
- Eleven recipients were using the funds in response to a natural disaster.

In FY21 we expect to award \$789,000 to 45 grantees.



A Livestock Investment Grant helped Erica and Eric Sawatzke update feed and water lines in their turkey barn.

Grantee Spotlight

Eric and Erica Sawatzke are the sixth generation involved in Oakdale Farms in Kensington, which has been raising turkeys since the early 1900s. The Sawatzkes used their AGRI Livestock Investment Grant to help transition their business from raising turkeys for breeding to raising them for market.

The grant paid for improvements including feeders, waterers, lighting and heating systems, and the purchase of a turkey loader.

"As young farmers, it's reassuring to have some assistance with an investment when we look at the longevity of the farm."

Grantee Spotlight

Scott and Michelle Herber, who own Shady Crest Holsteins in Utica, had a barn roof collapse from snow and winter storms in February 2019.

They used their Livestock Investment Grant to make structural updates – reinforcing the rafters in the freestall barn and adding insulation to the ceiling. They also improved cow safety and comfort, adding grooving to the cement floors to prevent cow slips, upgrading lighting in the barn, and adding rubber mats to stalls.

“After experiencing the most difficult year of our farming lives in 2019, the Livestock Investment Grant gave us the boost we needed to make the updates to our freestall barn.”



New Markets Program

The AGRI New Markets Program helps Minnesota farms, food, and beverage companies explore new markets and expand their market reach. The program provides startup companies and entrepreneurs with business development help and financial assistance for specific marketing activities in order to help them gain competitive advantage in regional, national, and international markets. The program also works on connecting Minnesota farm ingredients to Minnesota-based food companies.

In FY20, 155 Minnesota farms, food, and beverage companies participated in the New Markets Program, collectively projecting more than \$4.6 million in new sales as a result.



Minnesota Pavilions

One core activity of the program is Minnesota Pavilions. These are branded areas within domestic or international trade shows that feature Minnesota farms, food, and beverage companies. The MDA buys high-profile space at the show in quantity and then sublets the booths to Minnesota farms and food companies at a reduced rate. Staff from the MDA attend every event to both coordinate logistics on-site and promote Minnesota as a destination for food business development.

In FY20, the MDA planned to host pavilions at five food and beverage trade shows: the Winter Fancy Food Show (San Francisco), Natural Products Expo West (Anaheim), National Restaurant Association/American Food Fair Pavilion (Chicago), Sweets & Snacks Expo

(Chicago), and BrewExpo America (San Antonio). While the Winter Fancy Food Show took place as planned in January, the rest of these events were cancelled due to COVID-19. In fact, COVID-19 stopped the gigantic Natural Products Expo West show just as its 3,500 exhibitors, including the MDA, began to arrive in California. So rather than setting up a Pavilion, our staff stayed only long enough to ship all the Minnesota exhibitors' display materials home.

Fourteen Minnesota brands participated in the Minnesota Pavilion at the Winter Fancy Food Show. Collectively, they projected their 6-12 months sales would increase by a total of \$840,000 as a result of attending. They reported 540 new sales, 206 high value meetings, and 49 new relationships with distributors – all as a result of connections they made during the show.

Some of the funds intended for Minnesota Pavilions were redirected to other AGRI programs in FY21. The MDA will continue to sponsor Minnesota Pavilions as soon as in-person trade shows resume.

“We had just launched Kakookies in a healthy, fast casual chain a few months before the Fancy Food Show. Their headquarters are in San Francisco, so I invited the buyer and some of the franchise owners to visit us at our booth in the Minnesota Pavilion.

Meeting each other and developing a more personal relationship has strengthened our business partnerships.”

–Sue Kakuk, Owner of Kakookies
(Golden Valley)

Cost-Share Programs³

The New Markets Program’s second core activity is reducing the cost of high-impact market development activities by Minnesota farms and food manufacturers. In FY20, the New Markets Cost-Share Program initially offered two types of assistance: 1) 50% cost-share reimbursement for exhibiting at business-to-business trade shows where there was not a Minnesota Pavilion; and 2) 50% cost-share reimbursement for sampling events/demos in retail stores. In March, both activities were largely shut-down by COVID-19.

The pandemic presented most food and beverage companies with unwelcome challenges, including \$7.9 million in reported profit losses by companies responding to our survey. However, shifts in consumer behavior and market channel disruption created new opportunities. With advice from an advisory team comprised of Minnesota food and beverage industry members, the MDA redirected New Markets Cost-Share funds to two new activities: E-Commerce Cost-Share and Cost-Share for Wholesale Food Businesses. In total, we provided \$191,000 through these cost-share programs.

A follow up survey returned by about half of the Cost-Share Program participants told us the program had substantial impacts, including:

- \$3,768,510 in projected new sales
- 474 new markets explored
- Products in 2,939 new (to them) stores
- 88 new relationships with distributors



Mama Kicks, Triple Crown BBQ Sauce, and Big Watt used cost-share support to promote their products with shelf-talkers and to pay for merchandising in Fresh Market and Whole Foods Market stores.

³The New Markets Cost-Share Program (CSP) was previously called the Tradeshow Support Program (TSP).

Jillian McGary, owner of [Mostly Made](#), credited e-commerce cost-share support with getting her home gourmet meal prep kits onto the QVC shopping channel and into a digital trade show that will ensure national visibility and, she believes, distribution of her product.

Please see Appendix E for information about Minnesota Pavilions and Cost-Share Program participants.

Sustainable Agriculture Demonstration Grants

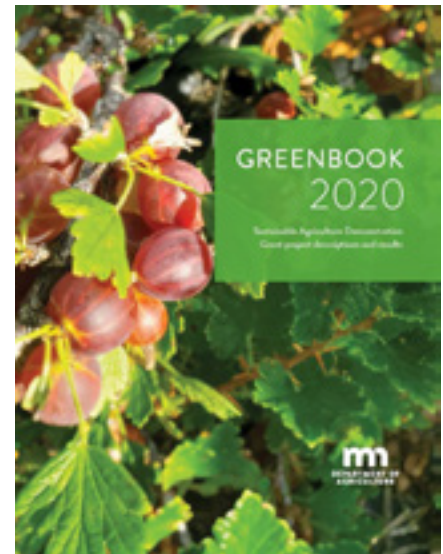
Since 1989, the Sustainable Agriculture (SustAg) Demonstration Program (MINN. STAT. 17.116) has helped farmers, nonprofit groups, agricultural researchers, and educators explore ways to enhance the sustainability of a wide range of farming systems. The program was originally funded through a dedicated biennial appropriation. Funding shifted to the AGRI program in FY13.

The program funds projects that research or demonstrate farm-based agricultural techniques or systems that address energy

You can draw a direct line between [the E-Commerce Cost-Share Program] and the growth of my business. And because my products are made at copacker in the Seward neighborhood of Minneapolis – one that had its production of food service soups grind to a halt this year – our growth is helping them too.”

– Jillian McGary, Mostly Made

The MDA distributed approximately 800 printed copies of the 2020 Greenbook, far fewer than in a typical year. More than 1,000 people visited the MDA website’s Greenbook landing page in FY20.



Aaron Willis, owner of Little Hill Berry Farm, is trialing high tunnels to increase yields in raspberry production and reduce pressure from Spotted Wing Drosophila.

efficiency, environmental benefit, and/or profitability. Grantees report annually on their progress, and their reports are compiled and published by MDA in the [Greenbook](#) so other farmers and researchers can learn from their experiences.

SustAg Grants are competitive; proposals are reviewed and scored by a panel of MDA staff and outside experts, including farmers, agriculture scientists, educators, and marketing specialists. The program funds two and three-year projects with a maximum award of \$50,000. In FY20 we received 28 proposals requesting \$780,332 and funded eight projects for a total of \$158,269. Please see Appendix F for more information about grantees.

In FY21, we received 22 proposals requesting \$693,607. We anticipate awarding \$200,000 in February.

Urban Agriculture Grants

These grants catalyze urban youth agricultural education and/or urban agriculture community development. For-profit businesses, nonprofit organizations, schools, local government entities, and Native American tribal communities are eligible to apply for the program – provided that their project is in an urban area or within the boundaries of a federally recognized Tribal land.

This is a competitive program. A panel comprised of MDA staff and external reviewers evaluates proposals for long-term sustainability as well as the applicant's capacity to implement the project and commitment to serving communities of color or Native American tribal communities.

In FY20, we received 30 proposals requesting more than \$1.1 million. We awarded 12 grants for a total of \$281,500. Please see Appendix G for a list of recipients.

For FY21, a total of \$281,500 is available. We received 53 proposals requesting \$1.87 million. We anticipate awarding grants in early March.

Value-Added Grants

The AGRI Value-Added Grants help value-added businesses invest in equipment, physical improvements, and feasibility studies. The program is intended to increase sales of products produced with Minnesota grown ingredients by helping businesses invest in production capacity, market diversification, and market access. For the purposes of this grant, we define value-added as the addition of value to an agricultural product through processing.

In FY20, this program offered two types of awards:

Equipment purchases and related physical improvements to improve the capacity of the businesses to process Minnesota grown/raised products. Awards covered up to 25% of expenditures, with a maximum award of \$150,000 (a decrease from \$199,000 in the prior fiscal year).

Feasibility studies to determine whether a proposed value-added business is technically feasible and likely to be profitable. Awards covered up to 25% of costs (down from 50% in the prior fiscal year), with a maximum award of \$25,000.

Projects to expand the state's meat processing capacity or implement food safety plans, and companies owned by veterans or minorities or that served Native American Tribal Communities or communities of color received priority.

Grantee Spotlight

Center School used its Urban Agriculture Grant award to establish the Indigenous Garden Harvest Project, which teaches local youth to grow, harvest, and preserve indigenous crops and heritage foods.

Participating students learn about composting, agriculture, healthy eating and cooking, canning and preserving, and the native plant communities that sustained their ancestors for generations.

Grantee Spotlight

Clean Chickens and Co, LLC, owned by Rebecca Wierschke of Elk River, received a grant for \$4,513 to outfit a 36' trailer to process birds for small and medium sized growers. The grant came at the perfect time for Rebecca's growing company. When COVID-19 hit the larger processing plants, she was well prepared to jump in and fill the urgent need for more processing capacity.



We received 59 proposals (including four feasibility study proposals) requesting \$3.2 million.

We awarded grants totaling \$961,029 to 26 businesses. Nine projects (receiving \$347,541.49) involved meat processing. In addition, 23 grants were for equipment and physical improvements and three were for feasibility studies. Private investment of more than \$11 million resulted in an 11:1 ratio of private to public funds leveraged to expand and modernize value-added businesses. A list of recipients is available in Appendix H.

In FY21, we received 93 proposals requesting \$5.2 million. We are in the process of awarding \$1.3 million to 35 grantees. Money from the CARES Act provided an additional \$160,000 to 11 projects focusing on meat processing, including four that received a combination of AGRI and CARES Act funding.

CARES Act COVID-19 Response

In 2020, COVID-19 disrupted every segment of agriculture. Livestock producers scrambled to find processing capacity. Meat processors worked tirelessly to increase processing and storage capacity. Processors had to purchase supplies and equipment to keep employees safe. Marketers were forced to quickly pivot to alternative marketing channels. And retailers had to quickly adapt their physical layout and procedures to protect both workers and customers.



The spending flexibility inherent in AGRI, which legislative leaders have protected every year since the program's inception, was critical to our ability to respond almost immediately. It allowed the MDA to provide grant programs and other types of support weeks or months earlier than if we had to wait for federal CARES Act funding to become available. Once federal assistance was in place, we "reimbursed" AGRI for expenditures made and returned to funding traditional AGRI programs.

Examples of programs initially funded by AGRI prior to availability of federal funds include the Livestock Processing Rapid Response Grants, Safe at the Farmers' Market, Safe at the Winter Farmers' Market, Safe on the Farm, E-commerce Cost-Share, and Farm to School Rapid Response grants described below. In each case, the MDA pivoted to respond to COVID-19 needs before knowing when—or if—federal assistance would be available.

In other cases, AGRI funding allowed the MDA to help producers or processors that otherwise would not have received CARES Act funding to respond to COVID-19. The best example of this is the extension of the Protect our Meat, Milk, and Poultry Processors Program (POMMPP) to include dairy processors. Federal funds were available to reimburse meat processors for their expenses but would not have covered dairy processors.



Northfield Public Schools used a Farm to School Rapid Response grant to purchase local foods to use in meals distributed to students while they distance learning.

Farm to School Rapid Response

In early summer 2020, we established two new Farm to School Rapid Response grants to help Minnesota farmers sell to schools committed to beginning, diversifying, or expanding their local food purchases during the COVID-19 pandemic, primarily during the summer.

School districts could apply for \$1,000 to \$5,000 with no match necessary. They were required to source food products for their programs from Minnesota growers – either directly or through distributors and food hubs. Farmers were eligible for awards of \$1,000-\$5,000 to help them buy the equipment needed to sell products to schools and were required to provide a 1:1 match.

Projects that demonstrated a commitment to increasing sales from Minnesota agricultural producers and increasing purchases from Native American producers, immigrant farmers, or other minority farmers received preference during the selection process. We awarded 39 grants for a total of \$157,196 in CARES Act funds: 36 to school districts and three to farmers. Please see Appendix I for more information about grantees.

Livestock Processing Rapid Response

Some of COVID-19's most severe disruptions to the food chain occurred in our meat packing industry. In early summer, slow-downs and closures forced many producers to face difficult decisions about what to do with animals that had to be slaughtered before they grew too large.

These rapid response grants were an important part of a swift, coordinated effort across several MDA divisions and programs to increase meat processing capacity in Minnesota and help producers find local markets for their livestock.

We awarded more than \$360,000 to 81 Minnesota livestock processing plants and producers, helping them offset the cost of expenses such as adding coolers, refrigeration units, or slaughter and processing equipment. Please see Appendix J for more information about grantees.

Grantee Spotlight

Conger Meat Market has been in operation since 1935. Darcy and Jeremy Johnson have owned and operated it since 2004. They expanded their business from strictly custom processing to USDA-inspected status in early 2018. Their business has 14 full time and 8 part-time employees.

The Johnsons used a Rapid Response Livestock Processing grant to expand and improve their rail system for hanging carcasses and to buy a more efficient machine to package meat for sale.

These improvements made it possible for them to process 78 beef, 150 hogs, and a few sheep in September 2020, compared to the 50 beef and 60 hogs they processed in September 2019.

Protect our Meat, Milk, and Poultry Processors (POMMPP)

This cost-share program offset the cost of investments in workplace safety during COVID-19.

POMMPP Recipients & Legislative Districts

Dairy Processors

Associated Milk Producers Inc., New Ulm (16B)
Bongards Creameries, Norwood (47A)
Bongards Creameries, Perham (8A)
Plainview Milk Products Co-Op, Plainview (21B)

Meat Processors

Lorentz Meats, Cannon Falls (21A)
US 212 Beef Corporation, Buffalo Lake (17A)Foley
Locker Inc, Foley (15B)
TFC Poultry LLC, Ashby (12A)

USDA and Minnesota-licensed processors with fewer than 200 employees were eligible for partial reimbursement of supplies and equipment they bought between early March and early December in order to comply with the State's [COVID-19 health and safety guidelines](#). Expenditures included items like personal protective equipment, cleaning and sanitation supplies workplace dividers, dedicated labor for sanitation and employee health checks, additional toilet and handwashing facilities, air quality equipment, and remote workstations and equipment controls.

The MDA received applications from eight processors (four meat, four dairy) and reimbursed \$343,642, or 47% of the \$734,016 in eligible expenses.⁴

⁴ Meat processor claims were paid entirely with CARES funds. We paid dairy processor reimbursements with a combination of AGRI and CARES dollars.

Safe at the Farmers' Market, Safe at the Winter Farmers' Market

These programs provided financial assistance to help Minnesota farmers' markets buy equipment and supplies to help keep markets, vendors, and customers safe and operational during the COVID-19 pandemic.

Each market was eligible for reimbursement of up to \$350. On top of a \$200 base amount, markets that participate in additional programs like the Farmers' Market Nutrition Programs, Market Bucks, or the Supplemental Nutrition Assistance Program were eligible for an extra \$50 per program (up to an additional \$150). In addition, markets with multiple locations could receive another \$100 per location. Expenses eligible for reimbursement included handwashing stations, signs that encouraged social distancing and handwashing, personal protective equipment for vendors and customers, sanitizing products for high-touch surfaces, and portable barriers like tables, rope, fencing, or traffic cones to ensure social distancing while customers shopped.

We offered Safe at the Farmers' Market from late April through June 2020 and disbursed a total of \$13,366 to 51 markets located in 28 counties.

We offered Safe at the Winter Farmers' Market to markets that operated a minimum of four times between mid-September and mid-December. We disbursed a total of \$2,323 to nine markets in seven counties. Please see Appendix K for information about participants in both programs.

Safe on the Farm

This program, a companion to Safe at the Farmers' Market, provided financial assistance to help Minnesota Grown members who operated U-pick operations, on-farm markets, and community supported agriculture farms buy supplies and equipment to prepare for safe sales on their farms and at pick-up sites during the COVID-19 pandemic.

Participants could use funds to handwashing stations, signs that encouraged social distancing and handwashing, personal protective equipment, rope, fencing, tape, chalk, or flags to create walkways and borders to identify designated picking areas or a specific flow of traffic through fields and other areas, and sanitation products for high-touch surfaces.

We offered the program between mid-June and mid-December 2020, awarding a total of \$12,688 to 53 farms in 29 counties. The maximum reimbursement per farm was \$250. Please see Appendix L for information about participants.

Grantee Spotlight

The Annandale Farmers Market received funds for two hands-free, foot-pedal operated handwashing stations.

The handwashing stations and other COVID-19 safety precautions helped city officials, customers, and vendors feel confident that the market was operating in a safe way despite the ongoing pandemic.

"Every week, visitors could safely experience community at a time when all other community events were cancelled, businesses were closed, and people were socially isolated."

– Market Manager Corry Bregendahl



Annandale Farmers Market hands-free, foot pedal handwashing station.

Crop Research Grant Recipients

Project Title	Organization	Principal Investigator	Crop
Assessing characteristics, quality, and flavor of Kernza® malt	Sprowt Labs	Christopher Abbott	Kernza® (intermediate wheat grass grain)
Chili pepper production, quality, drying methods, and market viability for Minnesota farmers	Regents of the University of Minnesota	Natalie Hoidal	Chili peppers
Establishing new opportunities for fresh market specialty potatoes in Minnesota	Regents of the University of Minnesota	Laura Shannon	Potatoes and seed potato
Hybrid Rye - A new rotational crop for the turf-seed growing region of northern Minnesota	Minnesota Turf Seed Council	Dave Grafstrom	Turf seed crops and hybrid rye
Increasing multi-year seed production of fine fescue through plant breeding and agronomics	Regents of the University of Minnesota	Eric Watkins	Hard fescue and other fine fescue grasses
Optimizing hard red spring wheat weeding rates in on-farm trials	Minnesota Wheat Research and Promotion Council	Melissa Carlson	Wheat
Residue management in Kernza® and MNHD hard fescue seed production	Regents of the University of Minnesota	Nancy Jo Ehlke	Grass seed
Use of cover crops to optimize early spring soil moisture in raised bed systems	Regents of the University of Minnesota	Cindy B.S. Tong	Vegetables and fall-planted cover crops

Farm to School and Early Care and Education Grant Recipients

Equipment Grants

School District	County(ies)	Summary
Butterfield-Odin Public School	Watonwan	Steamer and gas range to prepare items like hard boiled eggs and root vegetables
Dassel-Cokato Schools	Meeker and Wright	Tilting braising pans to prepare vegetables
Hutchinson Public Schools	McLeod	Blenders for processing fruits and vegetables
Litchfield Public Schools	Meeker	Two Robot Coupes to increase usage of Minnesota fruits and vegetables
New Prague Area Schools	Scott	Double-stack combi-oven to increase versatility of Minnesota grown products
Red Lake Public Schools	Beltrami	Refrigerator to use in the Early Childcare Center food service facility to increase use of fresh fruits and vegetables
Rosemount-Apple Valley-Eagan School District	Dakota	Wedgers and sectionizers to increase student acceptance of fruits and vegetables
Roseville Area Schools	Ramsey	Convection oven to increase capacity for local food preparation
Waconia Public Schools	Carver	Walk-in freezer to store Minnesota raised beef

Planning Grants

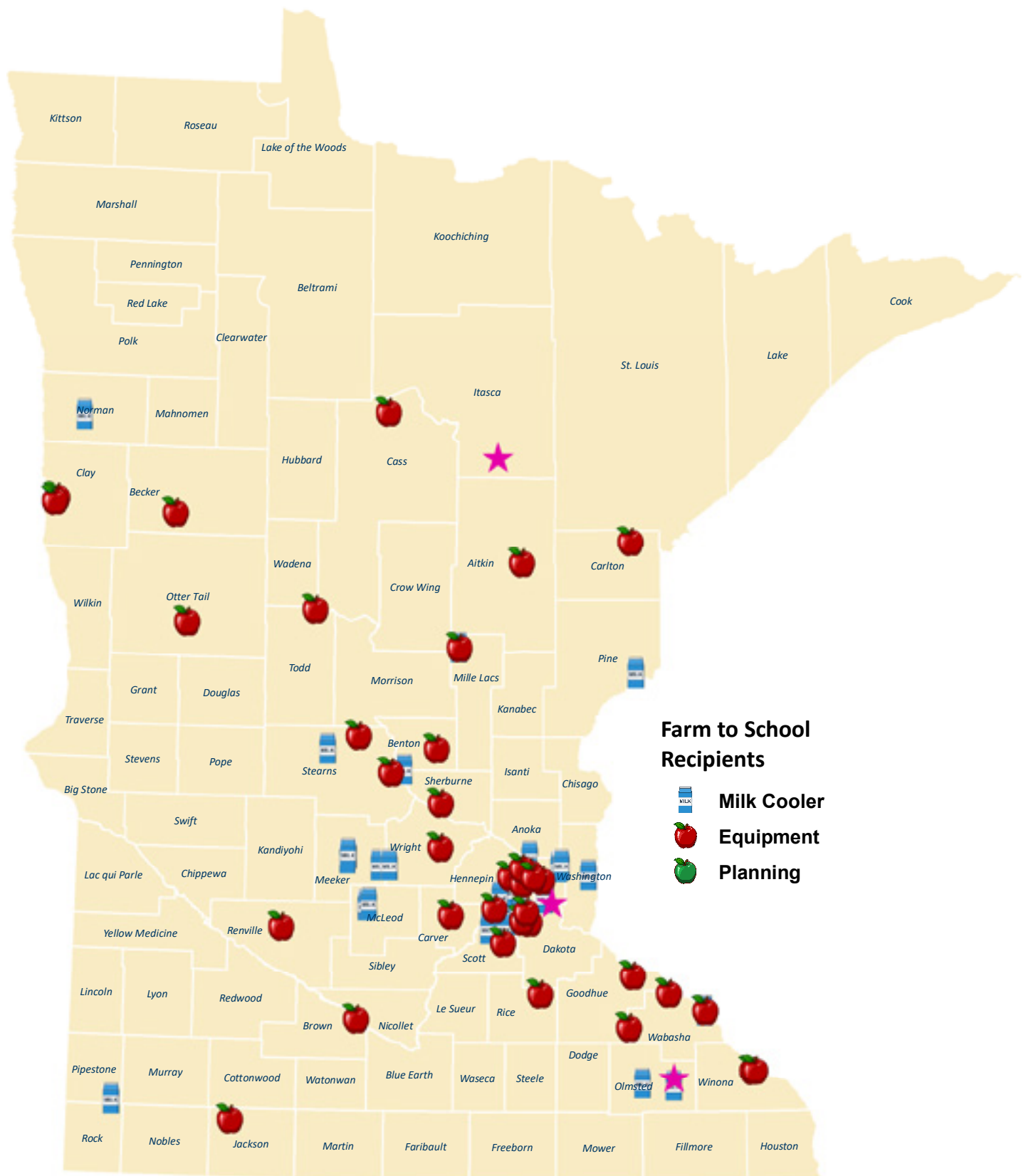
School District	County(ies)	Summary
Columbia Heights Public Schools	Anoka	Build a Farm to School framework that supports relationships with local producers, recipe development, and “Minnesota Thursdays” menus
Mesabi East Schools	Saint Louis	Expand Farm to School program by making it easier for local producers to participate and identifying sources of wild rice, meat, and eggs
Staples-Motley School District	Morrison and Todd	Develop comprehensive plan to kick-off and sustain a Farm to School program by identifying equipment needs and best practices

Milk Cooler Grants

Legislative District	School/ECE Organization	County
04B	Ada-Borup School District	Norman
65A	All Ages and Faces	Ramsey
37A	Anoka County Community Action Program	Anoka
50B	Bloomington, Jefferson High	Hennepin
50B	Bloomington, Valley View Elementary	Hennepin
50B	Bloomington, Washburn Elementary	Hennepin
41B	Columbia Heights, North Park Elementary	Anoka
18A	Dassel-Cokato, Dassel Elementary	Wright
18A	Dassel-Cokato, High School	Wright
18A	Dassel-Cokato, Middle School	Wright
26B	Dover-Eyota Elementary	Olmstead
48B	Eden Prairie, High School	Hennepin
44B	Hopkins, High School	Hennepin
44B	Hopkins, North Junior High	Hennepin
44B	Hopkins, West Junior High	Hennepin
18A	Hutchinson, High School	McLeod
18A	Hutchinson, Middle School	McLeod
18A	Hutchinson, Park Elementary School	McLeod
18A	Litchfield, High School	Meeker
18A	Litchfield, Lake Ripley Elementary	Meeker
18A	Litchfield, Middle School	Meeker
66A	Midwest Child Development	Ramsey
15A	Mille Lacs Band of Ojibwe, Mille Lacs Early Education	Mille Lacs
15A	Mille Lacs Band of Ojibwe, Nay-Ah-Shing Lower School	Mille Lacs
11B	Mille Lacs Band of Ojibwe, Pine Grove Leadership Academy	Pine
14A	Reach Up, Inc.	Stearns
26A	Rochester, Benjamin Franklin Elementary	Olmstead
12B	Sacred Heart School	Stearns
65B	Saint James Parish	Ramsey
65B	Sandcastle Childcare Center	Ramsey
55A	Shakopee, Eagle Creek Elementary	Scott
55A	Shakopee, High School	Scott
55A	Shakopee, Red Oak Elementary	Scott
22A	Southwest Christian High School	Pipestone
39B	Stillwater Area High School	Washington
21A	Wabasha-Kellogg Public School	Wabasha
38B	White Bear Lake, Birch Lake Elementary	Ramsey
38B	White Bear Lake, Lincoln Elementary	Ramsey
38B	White Bear Lake, Willow Lane Elementary	Ramsey

Farm to School Grants by County

Fiscal Year 2020



GAP/GHP Cost-Share Recipients

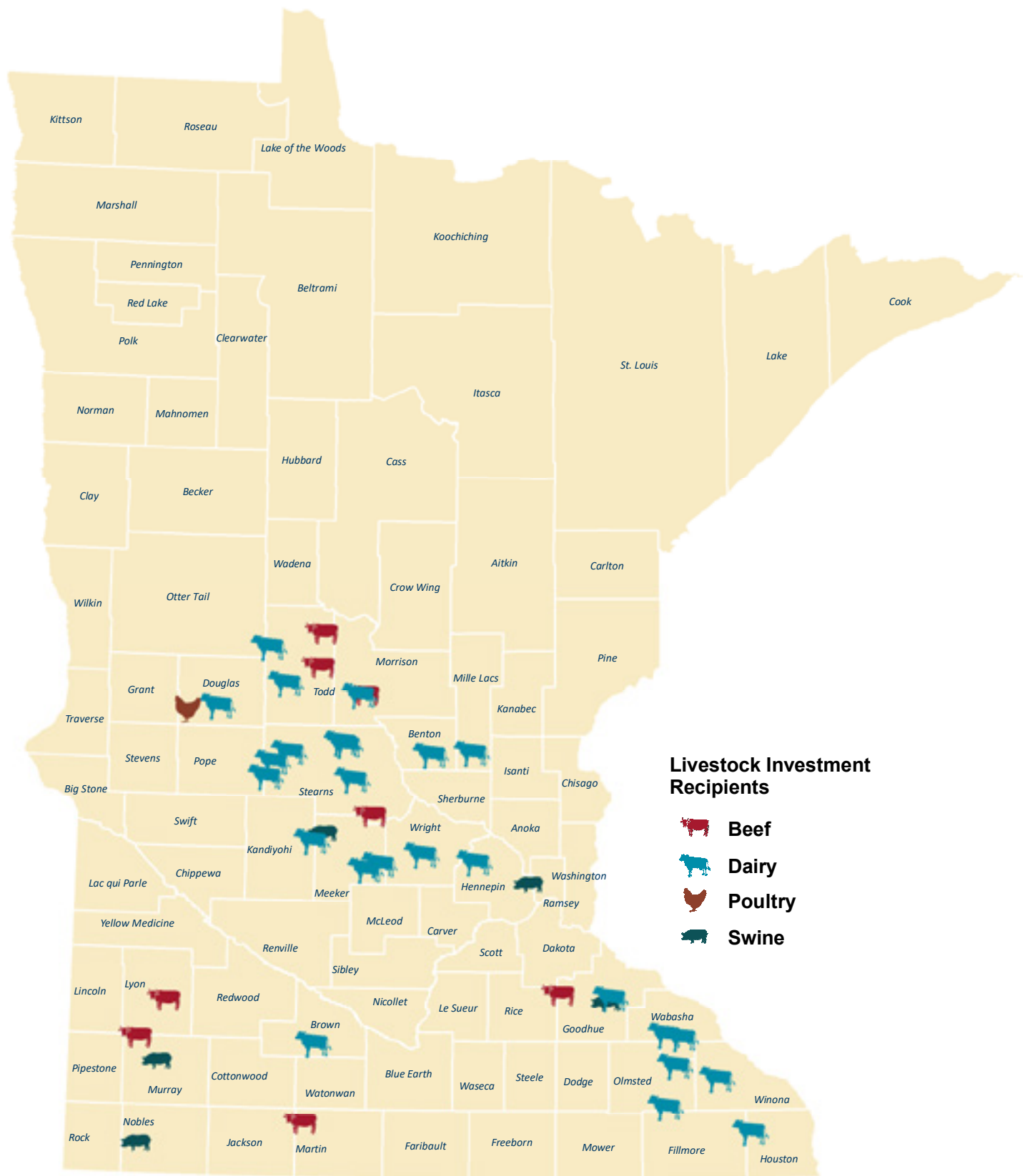
Legislative District	County	Recipient
01B	Polk	Scott Balstad
04B	Norman	Hugh's Gardens, LLC
15B	Sherburne	Circle G Farms, LLC
15B	Sherburne	Peterson Brothers River Valley Farms, Inc.
21A	Wabasha	D & B Orchard, LLC
21A	Wabasha	Ferguson's Pepin Heights Orchard, LLC
21B	Wabasha	Wescott Agri Products
22A	Pipestone	Boverhof Produce
28B	Fillmore	Featherstone Farm
30A	Sherburne	Ewing Farms, Inc.
42B	Ramsey	Bix Produce Company
55B	Scott	Minnesota Harvest, LLC
58B	Dakota	Open Hands Farm, LLC

Livestock Investment Grant Recipients

Legislative District	County	Producer Name	Farm Name	Species
09A	Todd	Barbara James	Bensen-James Farm	Beef
09A	Todd	Nathan Middendorf		Dairy
09A	Todd	Jason Lamusga	Lamusga Beef	Beef
09A	Todd	Corey Lamm	Lamm Dairy	Dairy
09B	Morrison	Amber Mielke	Mielke Farm	Beef
09B	Morrison	Adam Hebig		Dairy
12A	Douglas	Erica Sawatzke	Oakdale Farms, Inc.	Poultry
12B	Stearns	Jason Felling	Felling Dairy, LLC	Dairy
12B	Stearns	John Schiffler	Schiffler Dairy, LLC	Dairy
12B	Stearns	Lucas Sjostrom	Jer-Lindy Farms, LLC	Dairy
12B	Stearns	Brian and Kristina Weyer		Dairy
12B	Stearns	Rebecca Heinz	Legendary Acres	Dairy
12B	Douglas	Jack Schouweiler	Schouweiler Organic Dairy	Dairy
13A	Stearns	Patrick Linn	Linn Dairy Farm, Inc.	Dairy
13A	Meeker	Dennis Libbesmeier	Libbesmeier Farms	Beef
15A	Mille Lacs	Peter Beck	Flying Cow Dairy	Dairy
15B	Benton	Drew and Renee Schefers		Dairy
16A	Lyon	Paul Lanoue	Verly Lanoue Cattle	Beef
16B	Brown	Christopher Sellner	Autumn Breeze Dairy	Dairy
17B	Kandiyohi	Marshall Korn	Korn Dairy	Dairy
18A	Meeker	Rick Ahlgren	Ahlgren Dairy, LLC	Dairy
18A	Meeker	Brennen Bergstrom	Bergstrom Farms	Hog
18A	Meeker	Darin Davis	ChanLore Farms, Inc.	Dairy
21A	Goodhue	Chris Buck	Buck's Unlimited	Dairy
21A	Goodhue	Alan and Adam Dicke		Hog
21B	Wabasha	Lars Polson		Dairy
21B	Wabasha	Chad Schumacher	Schumacher Farms	Dairy
22A	Murray	Josh Bonnstetter		Hog
22A	Murray	Lucas Erickson	Erickson Farms	Beef
22B	Nobles	Ryan Elias		Hog
23A	Martin	Josiah Ebeling	Ebeling Cattle	Beef
26B	Olmsted	Brenda Fessenden		Dairy
26B	Olmsted	Gary Hoffman	North Creek Dairy	Dairy
28A	Winona	Scott and Michelle Herber		Dairy
28B	Houston	Jarad Olson	High Meadows	Dairy
29A	Wright	Steven Uter	Merryville Farm	Dairy
33A	Hennepin	Andrew Patnode	Patnode Dairy, LLC	Dairy
58B	Goodhue	Karen Koester	GVF Herefords	Beef
60B	Hennepin	Katie Keller	Keller Farms	Hog

Livestock Investment Grants by County

Fiscal Year 2020



New Markets Program

Minnesota Pavilion Participants (2020 Winter Fancy Food Show)

Legislative District	County	Business Name	City
03A	Saint Louis	Crapola	Ely
24A	Steele	Curly Girlz Candy	Owatonna
33B	Hennepin	Hope Products, LLC	Excelsior
39A	Washington	Luv Ice Cream	Stillwater
44A	Hennepin	Maude Borup	Plymouth
46A	Hennepin	Kakookies	Plymouth
49A	Hennepin	Double Take Salsa	Edina
49A	Hennepin	Mama Kicks!	Edina
49B	Hennepin	Dr. In the Kitchen	Eden Prairie
52A	Dakota	GRLK	West Saint Paul
60B	Hennepin	Bare Honey	Minneapolis
60B	Hennepin	Maddy & Maize (S Brand, LLC)	Minneapolis
61A	Hennepin	Daddy Sam's	Minneapolis

Cost-Share Recipients

Legislative District	County	Business Name	City
01A	Kittson	Far North Spirits	Hallock
03A	Cook	Brainstorm Bakery (Crapola)	Ely
03B	Saint Louis	Clover Valley Farms	Duluth
03B	Lake	Ruth's Vegetarian Gourmet	Two Harbors
03B	Saint Louis	The Boreal Farm, LLC	Duluth
04A	Clay	Doubting Thomas Farms	Moorhead
05A	Beltrami	KC's Best, Inc.	Bemidji
05B	Itasca	Snaptail Smokers	Bovey
05B	Itasca	Tastes Great, LLC	Grand Rapids
07A	Saint Louis	City Girl Coffee	Duluth
07A	Saint Louis	Duluth Coffee Company	Duluth
07A	Saint Louis	Y-ker Acres	Duluth
08B	Douglas	Dutch House Confections	Nelson
09B	Morrison	Alaska Wild Fish Co.	Cushing
10A	Crow Wing	Pure Soap Flake Company	Jenkins
10B	Crow Wing	Brambling Rows	Brainerd
11B	Pine	Andrej's European	Hinckley
11B	Pine	Irons Meadow	Hinckley
11B	Pine	Medicine Creek Farm	Finlayson

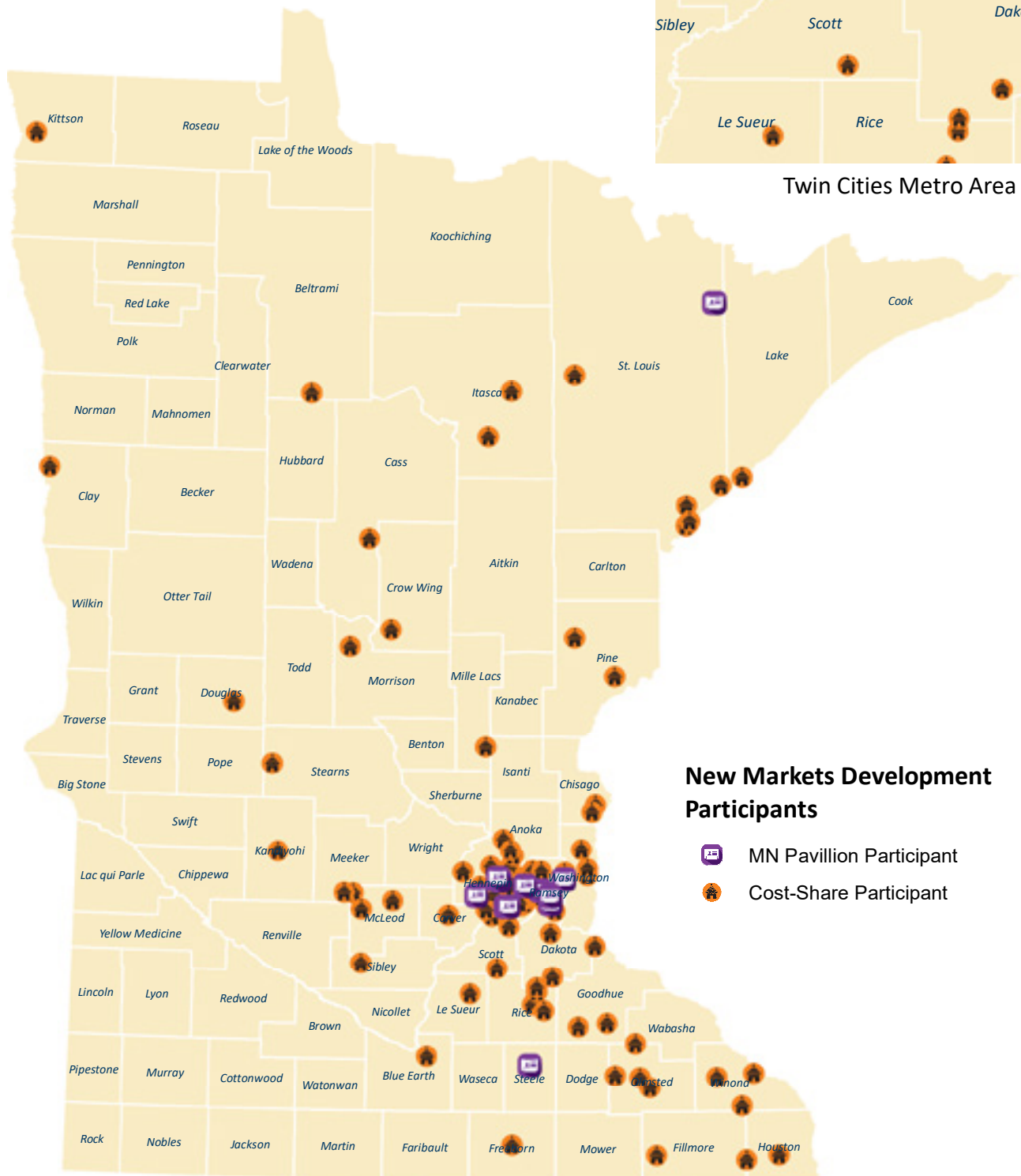
Legislative District	County	Business Name	City
12B	Stearns	Redhead Creamery	Brooten
14A	Stearns	Superior Switchel Company	Saint Cloud
15A	Mille Lacs	Kiss, LLC	Milaca
17B	Kandiyohi	Mr. B's Chocolates	Willmar
18A	McLeod	Good Courage Farm	Hutchinson
18A	McLeod	Rusch Farms, LLC	Hutchinson
18A	McLeod	The Lamb Shoppe & Wellness Center	Hutchinson
18B	Sibley	Ama's Farm	Winthrop
18B	McLeod	Grounded Gardens	Silver Lake
19B	Blue Earth	Blue Earth Valley Trading Co.	Mankato
20A	Le Sueur	My Minnesota Farmer, LLC	Montgomery
20A	Rice	Sweetland Orchard	Webster
20B	Rice	Keepsake Cidery	Dundas
20B	Rice	Loon Liquor Company	Northfield
21A	Dakota	CannonBelles Cheese	Cannon Falls
21B	Winona	Capra Nera Creamery, LLC	Altura
21B	Goodhue	Seven Songs Organic Farm	Kenyon
21B	Goodhue	The Greensted, LLC	Zumbrota
24B	Rice	Shepherd's Way Farms	Nerstrand
25A	Olmsted	The Bee Shed, SBC	Oronoco
25A	Olmsted	Wine and Swine	Byron
26A	Olmsted	Rochester Downtown Farmers Market Association	Rochester
26B	Olmsted	Salsa Joe L. Diablo	Rochester
27A	Freeborn	Grandma's Gourmets	Albert Lea
28A	Winona	Big River Beverage Company, LLC	Winona
28A	Fillmore	Metz's Hart-Land Creamery	Rushford
28B	Houston	Nettle Valley Farm	Spring Grove
28B	Houston	SnoPac	Caledonia
28B	Fillmore	Valley Angus Farm	Spring Valley
33A	Hennepin	D'Avocado, Inc.	Long Lake
33A	Hennepin	Putting on the Ritts	Maple Plain
33A	Hennepin	Thirty-two degrees, LLC	Hamel
33B	Hennepin	Mostly Made	Wayzata
33B	Carver	Terranova Brands	Chanhassen
36A	Hennepin	Tasty Treats & Fancy Sweets	Champlin
36A	Hennepin	University Fisheries	Minneapolis
36B	Hennepin	Junita's Jars	Brooklyn Park
38B	Washington	Brody's 579	White Bear Lake
39A	Chisago	Eichtens Cheese	Center City

Legislative District	County	Business Name	City
39A	Washington	Infusion Gardens	Stillwater
39A	Washington	LUV Ice Cream	Stillwater
39A	Washington	Sailor Mercy	Stillwater
39A	Chisago	Shokolade Haven	Lindstrom
39B	Washington	Sara's Topsy Pies	Stillwater
40A	Hennepin	Kathie's Bakery	Brooklyn Park
40B	Hennepin	Bizzy Coffee	Minneapolis
41B	Hennepin	K-Mama Sauce, LLC	Minneapolis
41B	Hennepin	MN Bratwerks, LLC	Minneapolis
42A	Ramsey	Planet Princess Foods	Saint Paul
42A	Ramsey	Riffs Smokehouse	Arden Hills
43A	Ramsey	Henke Foods	Saint Paul
44B	Hennepin	Jen's Jars, LLC	Minnetonka
45B	Hennepin	Chocolate San Jose	New Hope
45B	Hennepin	North Mallow	Golden Valley
45B	Hennepin	Pam's Pepper Jam, LLC	Robbinsdale
46A	Hennepin	Amazing Chickpea	Saint Louis Park
46A	Hennepin	Kakookies	Plymouth
46A	Hennepin	Nature's Organic Grist	Golden Valley
46B	Hennepin	Folly, LLC	Saint Louis Park
47A	Carver	J. Carver Distillery	Waconia
47B	Carver	Bongards Creameries	Chanhassen
48A	Hennepin	All Clean Food	Minnetonka
48A	Hennepin	OnUp Fitness	Minnetonka
48B	Hennepin	Lost Capital Foods	Eden Prairie
48B	Hennepin	Mixmi Brands, Inc.	Eden Prairie
48B	Hennepin	West End Enterprises	Maple Grove
49A	Hennepin	Hangtime, LLC	Edina
49A	Hennepin	Mama Kicks, LLC	Edina
49A	Hennepin	The Twisted Shrub, LLC	Edina
49B	Hennepin	Dr. in the Kitchen, LLC	Eden Prairie
50A	Hennepin	Hellraising Hot Sauce, LLC	Richfield
52A	Dakota	Grk, LLC	West Saint Paul
52A	Dakota	Joyce Foods	Mendota Heights
52B	Dakota	Lulu's Brazilian Snacks	Inver Grove Heights
56A	Scott	Oak Valley Creations	Savage
57B	Dakota	Coconut Whisk	Rosemount
58B	Dakota	Creative Confectionaire	Hastings
58B	Rice	Treats by T, LLC	Northfield
59B	Hennepin	Papa George	Minneapolis

Legislative District	County	Business Name	City
59B	Hennepin	Route to India, LLC	Minneapolis
59B	Hennepin	Seven Sundays	Minneapolis
60A	Hennepin	Aleamar Cheese Company	Minneapolis
60A	Hennepin	Nutrisolutions	Minneapolis
60A	Hennepin	Tattersall Distilling	Minneapolis
60B	Hennepin	Bare Honey	Minneapolis
60B	Hennepin	So Good So You	Minneapolis
61A	Hennepin	3 Bear Oats	Minneapolis
61A	Hennepin	Acme Organics	Minneapolis
61A	Hennepin	Coco, Beat & Nut	Minneapolis
61A	Hennepin	Crooked Water Spirits	Minneapolis
61A	Hennepin	Daddy Sam's	Minneapolis
61A	Hennepin	Gustola Granola	Minneapolis
61A	Hennepin	Humble Nut Butter	Minneapolis
61A	Hennepin	Qwiznibet Foods	Minneapolis
61B	Hennepin	Beet Spirits (bet vodka)	Minneapolis
61B	Hennepin	Darling Pickle Dips	Minneapolis
61B	Hennepin	Isadore Nut Co.	Minneapolis
61B	Hennepin	Wholy Cow, LLC	Minneapolis
62A	Hennepin	Big Watt Inc.	Minneapolis
62A	Hennepin	Five Friends Food, Inc.	Minneapolis
62A	Hennepin	Hoyo, SBC	Minneapolis
63A	Hennepin	Midwest Elderberry Cooperative	Minneapolis
63A	Hennepin	Peace Coffee	Minneapolis
63A	Hennepin	River Hills Harvest Marketers, LLC	Minneapolis
63A	Hennepin	You Betcha Kimchi	Minneapolis
63B	Hennepin	Urban Chemist, LLC	Minneapolis
64A	Ramsey	3 Lonetti Sisters	Saint Paul
64A	Ramsey	Atlas Provisions	Saint Paul
64A	Ramsey	Bliss Gourmet Foods	Saint Paul
64A	Ramsey	Burning Brothers Brewing	Saint Paul
64A	Ramsey	Desserts by Alighieri	Saint Paul
64A	Ramsey	Local Flavor (Ancient Indian Spices)	Saint Paul
64A	Ramsey	Nordic Waffles	Saint Paul
64B	Ramsey	Panache, LLC	Saint Paul
64B	Ramsey	Wally Doodle, LLC (Sweet Science Ice Cream)	Saint Paul
65A	Ramsey	Bolton Bees	Saint Paul
65B	Ramsey	Beautiful Necessity (Cocco Amour Foods)	Saint Paul
66A	Ramsey	Taking Stock Foods, LLC	Saint Paul

New Markets Program Participants by County

Fiscal Year 2020



Sustainable Agriculture Demonstration Grant Recipients

Legislative District	County	Grantee	Summary
15A	Mille Lacs	Rachel Sannerud, Pluck Flower Farm	Explore hull-less seed pumpkins as a specialty crop.
20A	Rice	Gretchen Perbix, Sweetland Orchard, LLC	Grow and evaluate perry and dessert pears on a tall spindle system.
20B	Dakota	Aaron Wills, Little Berry Hill Farm	Trial high tunnel raspberries to increase yield and reduce Spotted Wing Drosophila pressure.
30B	Wright	Jake Janski, Minnesota Native Landscapes	Determine effects of prescribed sheep grazing on plant diversity in native pollinator habitat.
53B	Washington	Heidi Eger, Radicle Heart Farm	Test control of wild parsnip through rotational sheep grazing.
60B	Chisago	Natalie Hoidal, Regents of the University of Minnesota	Assess five non-chemical methods for managing Colorado Potato Beetle in Minnesota.
64A	Dakota	Andrew Petran, Twin Cities Berry Company	Expand the effectiveness of non-chemical pest control in organic strawberry production.
66A	Hennepin and Ramsey	Dean Current, Regents of the University of Minnesota	Gather and share information about the varieties of crops that are grown in Nepal and Bhutan that may be grown in Minnesota.

Urban Agriculture Grant Recipients

Legislative District	County	Grantee	Summary
07B	Saint Louis	Community Action Duluth	Provide new urban agriculture employment opportunities to increase local foods production for area farmers' markets and the Duluth Farm to School program
11A	Carlton	Fond du Lac Reservation	Provide agricultural infrastructure to support Cary Road Farm, a community farm that works to increase food security, food production, and community health for members of the Fond du Lac Band of Lake Superior Chippewa
14B	Stearns	Regents of the University of Minnesota	Start a new youth-led 4-H club community garden and apiary to serve Saint Cloud youth
31A	Anoka	Live Organically	Establish a Grow Organically Education Program to provide farming, nutrition, and wellness classes and training to North Minneapolis youth
45A	Hennepin	FAIR Pilgrim Lane Parent Teacher Organization	Establish a community garden at FAIR Pilgrim Lane Elementary in Robbinsdale. Project will focus on the production of organic vegetables and herbs, pollinator habitats, and an outdoor classroom
46A	Hennepin	SLP SEEDS (Seeds Feeds)	Construct a "Tiny" Nomadic Greenhouse Farm offering "Lunch and Learn" programs for local schools, the public library, and nearby affordable housing complexes
50A	Hennepin	Success Academy	Build a deep winter greenhouse for year-round vegetable production and increased STEM education opportunities
59A	Hennepin	Appetite For Change, Inc.	Train youth and increase production of fresh, organic produce to support on-going urban agriculture initiatives for North Minneapolis residents
62A	Hennepin	Center School, Inc.	Teach local youth to grow, harvest, and preserve indigenous crops and heritage foods
63A	Hennepin	Standish Ericsson Neighborhood Association	Install an outdoor/indoor growing space at Roosevelt High School in Minneapolis to extend the growing season and explore cold climate food production
65A	Ramsey	ARTS-Us	Develop a year-round program to teach youth urban agriculture practices related to African Diaspora
65A	Ramsey	Frogtown Farm	Provide farm tours for local schools and youth organizations. Provide paid internships for neighborhood youth to work on the farm during the growing season

Value-Added Grant Recipients

Equipment Grants

Legislative District	County	Grantee	Summary
4B	Norman	Soyko International, Inc.	Buy cleaning, conditioning, and handling equipment for the soybean food grade plant expansion
7B	Saint Louis	Camp Cider, LLC	Buy/install canning equipment
7B	Saint Louis	Saltless Sea Urban Farm	Build a wash station, walk-in cooler, solar dehydrator, and supplies for flower and herb processing to improve quality and lifespan of fresh garden products
12A	Grant	TFC Poultry	Buy a mechanical separator to increase the quantity and value of residual turkey meat after de-boning
12B	Stearns	Stony Creek Dairy	Install a new pasteurization system and fill line and additional trucks to their fleet
17A	Swift	Stony Ridge Foods, Inc.	Buy and install an electric eye and four grain bins with conveyors and legs to create a second dry edible bean processing line
18B	Sibley	Heartland Corn Products	Buy and install two new fermenters to increase ethanol production, corn processing, and fermentation capacity
19A	Blue Earth	LocAle Brewing Company, LLC	Buy a new glycol chiller, packaging equipment, kegs, hoses, and tanks to increase efficiency and expand markets
21A	Goodhue	Lorentz Meat	Buy equipment for processing to add capacity and product variation and keep up with slaughter capacity
23A	Jackson	Bergen Meat Processors	Build a retail cutting room, sausage making area, smokehouse room, and food cooler for retail and custom production and sales
23B	Waseca	Cedar Crate Farm	Add a new pack shed to improve food safety and farm efficiency
23B	Blue Earth	Protein Sources Milling, LLC	Buy an automated micro ingredient system to help improve production capacity and accuracy for finished swine feed rations
26B	Olmsted	Dover Processing, Inc.	Buy a new vacuum stuffer and grinder to increase capacity
27A	Freeborn	Conger Meat Market	Add a storage freezer to increase processing capacity
30A	Sherburne	Clean Chickens and Co.	Buy an aluminum trailer for mobile poultry processing to improve efficiency and safety
30B	Wright	Dehmer's Meats, Inc.	Buy a smokehouse, data loggers, and snack stick cutter to increase production
30B	Wright	Minnesota Native Landscapes	Buy a Satake color sorter to improve seed cleaning operations
58B	Dakota	Greg's Meat Processing	Buy a walk-in cooler and new refrigeration rack system to reduce crowding and improve food safety

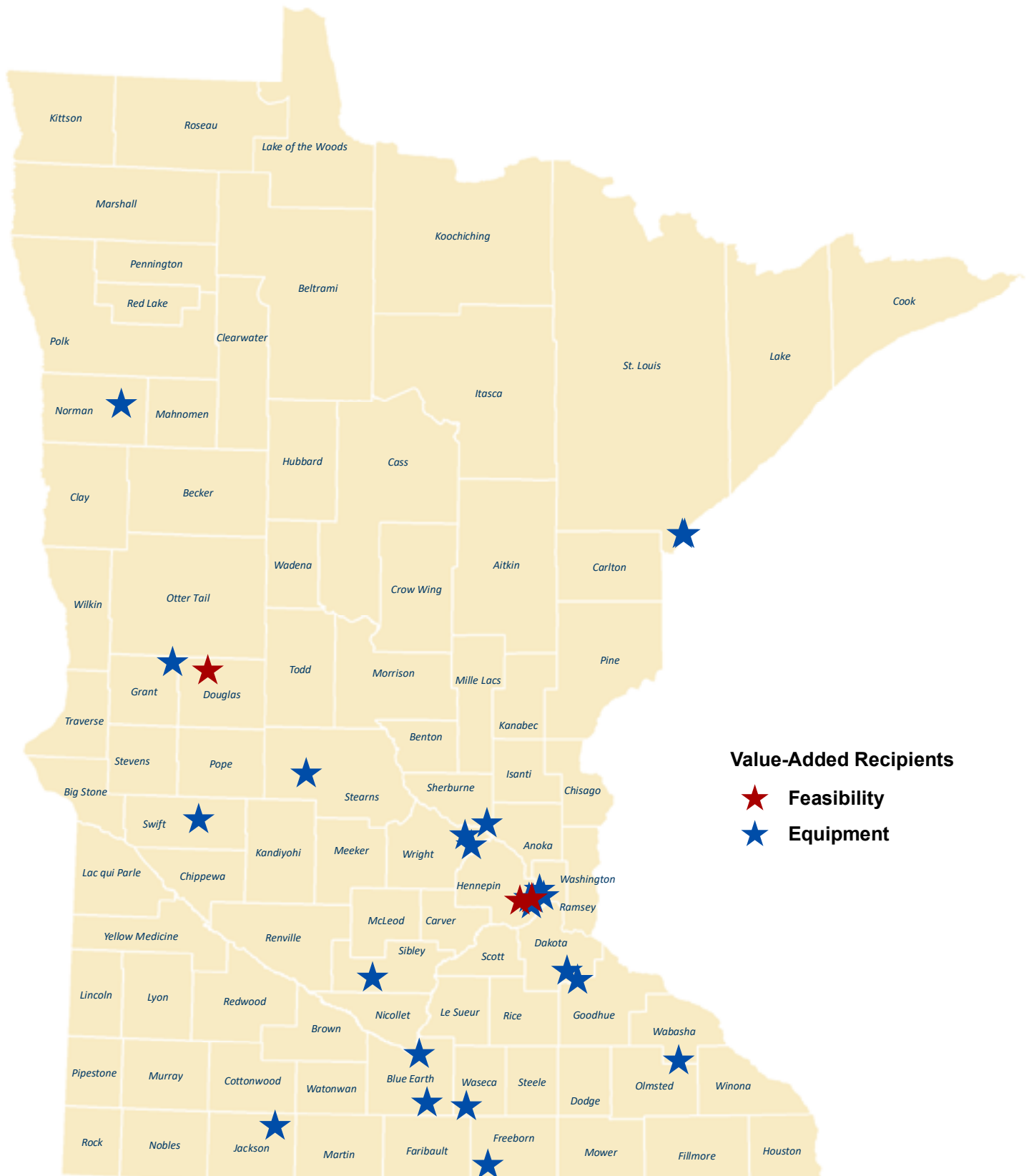
Legislative District	County	Grantee	Summary
62A	Hennepin	Hoyo	Construct a 1,700 square foot production facility
63A	Hennepin	Midwest Elderberry Cooperative	Buy four Moe rotary elderberry de-stemmers and two trailers with stabilizers that our Minnesota members can use
63B	Hennepin	Other Half Processing	Buy a refrigerated trailer to improve the quality and economics of raw beef hide collection
64A	Ramsey	Bolton Bees	Buy an uncapping machine, wax press, plastic frames, and barrel warmer to streamline the honey extraction process, increase efficiency and product quality, and increase market access
66A	Ramsey	The Good Acre	Upgrade equipment to increase production and maintain a high level of food safety and build a new loading area

Feasibility Grants

Legislative District	County	Grantee	Summary
12A	Douglas	Millerville Cooperative Creamery Association	Explore feasibility of building a new butter plant to replace an older facility
61A	Hennepin	NETZRO, SBC	Determine feasibility of upcycling eggshell scrap into safe, high-quality ingredients for human and pet foods and supplements
63A	Hennepin	University of Fisheries, LLC	Evaluate the feasibility of expanding into a new product line of crispy fish chips

Value-Added Grants by County

Fiscal Year 2020



Farm to School Rapid Response Grant Recipients

Grants to Schools

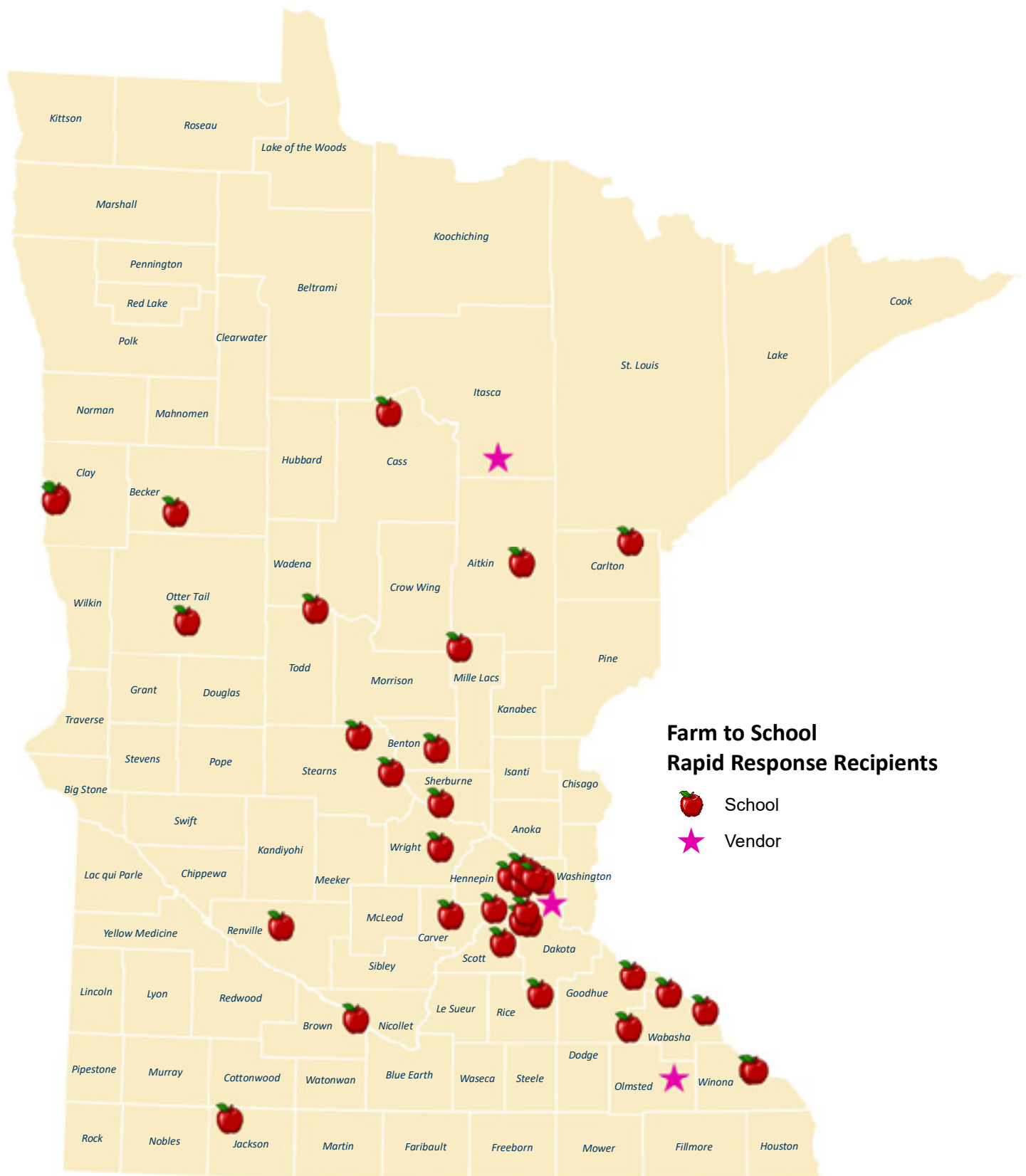
School District	County
All Saints Catholic School	Dakota
Battle Lake Public Schools	Otter Tail
Becker Public Schools	Sherburne
Bird Island Schools	Renville
Bloomington School District	Hennepin
Brooklyn Center Schools	Hennepin
Buffalo Hanover Montrose Schools	Wright
Bug-O-Nay-Ge-Shig	Cass
Columbia Heights Public Schools	Anoka
Detroit Lakes School District	Becker
Dilworth-Glyndon-Felton Public Schools	Clay
Eden Prairie Schools	Hennepin
Foley Public Schools	Benton
Fond Du Lac Ojibwe School	Carlton
Heron Lake-Okabena School	Jackson
Holdingford Public Schools	Stearns
Lake City Public Schools	Goodhue
McGregor	Aitkin
Mille Lacs Band of Ojibwe, Nay Ah Shing School	Mille Lacs
Minneapolis Public Schools	Hennepin
Moorhead Schools	Clay
New Ulm Catholic Schools	Brown
Northfield Schools	Dakota
Prior Lake-Savage Area Schools	Scott
Red Wing Schools	Goodhue
Riverway Learning Center	Winona
Robbinsdale Area Schools	Hennepin
Roseville Area Schools	Ramsey
Saint Cloud Public Schools	Stearns
Saint Anthony-New Brighton School District	Ramsey
Staples-Motley School District	Todd
Success Academy	Hennepin
Wabasha Kellogg School District	Wabasha
Waconia Public Schools	Carver
Winona Area Public Schools	Winona
Zumbrota-Mazeppa Public Schools	Wabasha

Grants to Vendors

Legislative District	Organization	County
05B	Wildlife Orchard	Itasca
26B	Goldenrust Farm	Olmsted
52A	Hmong American Farmers Association	Dakota

Farm to School Rapid Response Grants by County

Fiscal Year 2020



Livestock Processing Rapid Response Grant Recipients

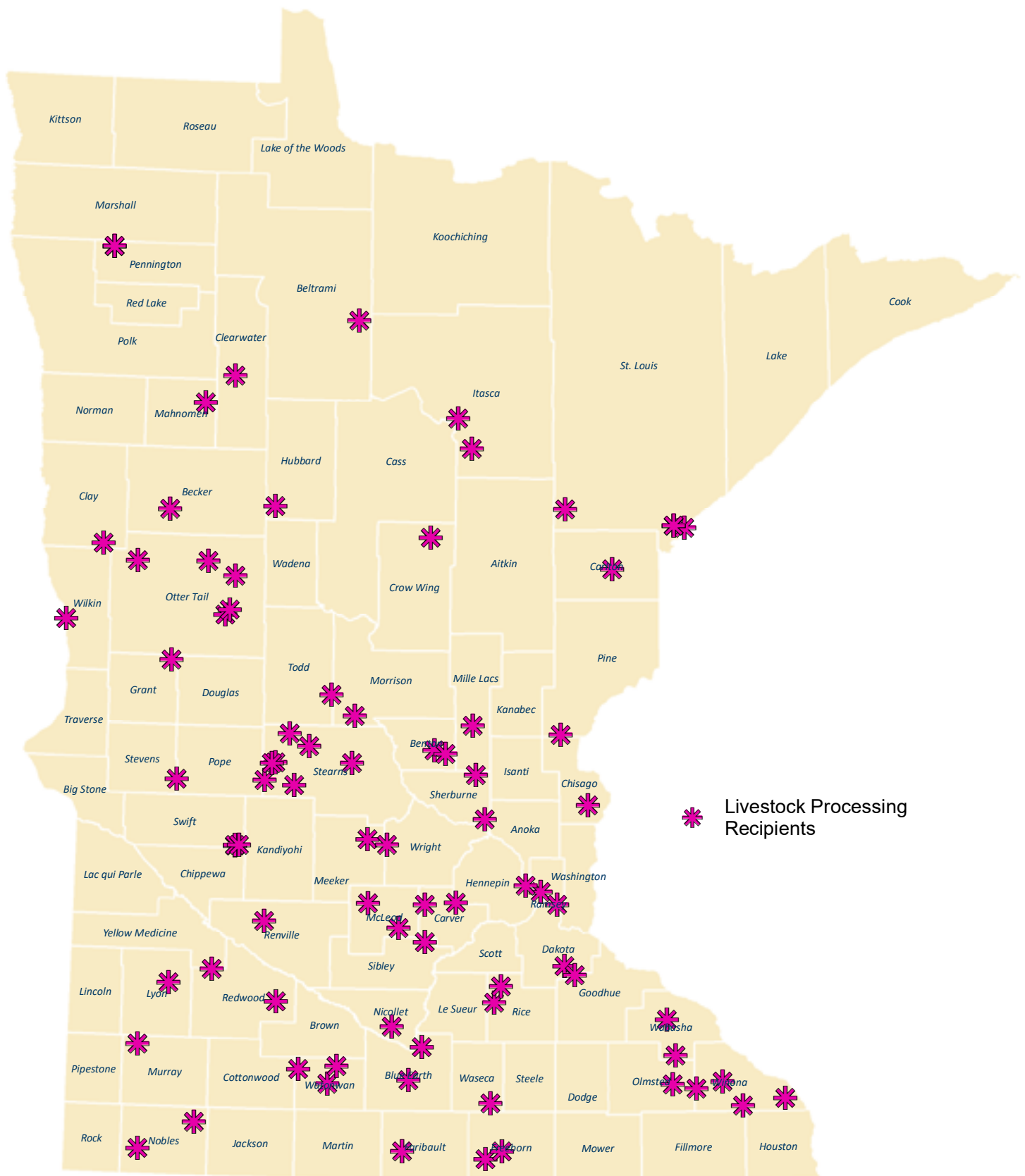
Legislative District	County	Business
01A	Pennington	Town & Country Meats
01A	Winona	Wright Meats, LLC
02A	Clearwater	Headwaters Meat Processing
02A	Beltrami	Lucken Meats Custom Processing
02B	Hubbard	Back Home Farms
02B	Mahnomen	Clay Hill Processing
03B	Saint Louis	The Brat Barn
04B	Clay	Four Hill Farms
04B	Becker	Lakes Processing, Inc.
05B	Itasca	Orty's Custom Meat
05B	Itasca	Tikes Enterprises
06A	Saint Louis	Floodwood Custom Meats, LLC
07B	Saint Louis	Arrowhead Regional Corrections
08A	Otter Tail	Heart O' Lakes Quality Meats, Inc.
08A	Otter Tail	Lakes Area Cooperative
08B	Otter Tail	Cornerstone Farms
08B	Otter Tail	Mills Locker Plant
08B	Otter Tail	Ole's Up Nort Meats & Processing
09B	Morrison	Elm Dale Creamery & Locker
09B	Todd	Riverside Meats and Processing
10B	Crow Wing	Emily Meats
11A	Carlton	Mahtowa Market Inc. DBA TJ's Country Corner
11B	Pine	Gray Duck Farms
12A	Stevens	Brady Gramm
12A	Wilkin	Bruders' Butcher (Breckenridge)
12A	Grant	TFC Poultry, LLC
12B	Stearns	Al's Butcher Shop
12B	Stearns	Bruders' Butcher (Melrose)
12B	Stearns	Jenniges Meat Processing
12B	Stearns	Marvin and Virginia Borgerding
12B	Stearns	Redhead Creamery, LLC
12B	Stearns	Schaefer's Market
13A	Stearns	DCBL Acres
15A	Mille Lacs	Backroad Meats
15A	Sherburne	Iron Shoe Farm

Legislative District	County	Business
15B	Benton	Blank Cattle & Equipment, LLC
15B	Benton	Foley Locker
16A	Yellow Medicine	Stark Partners
16A	Lyon	The Butcher Block Meat Market
16B	Redwood	PStar Meats
17A	Scott	Grazing Acres
17A	Swift	Kerkhoven Country Butcher
17A	Chippewa	Pastures A Plenty Co.
17A	Renville	Prairie Meats, Inc.
18A	Meeker	Carlson Meat Shop
18B	Sibley	A & M Processing, Inc.
18B	Mcleod	Alsleben Meats, LLC
18B	Mcleod	Schwarzrock Meat Market, Inc.
19A	Nicollet	George's City Meats, LLC
19B	Blue Earth	Hilltop Meat Market
20B	Rice	Krenik's Meat Processing, Inc.
20B	Rice	Lonsdale Country Market
21A	Goodhue	Lorentz Meats
21B	Wabasha	Buckridge Meats
21B	Stearns	Homegrown Meats
22A	Murray	Lingen Dairy Soft Serve
22B	Nobles	Austin Williams
22B	Nobles	Egans Market
23A	Faribault	Blue Earth Locker
23A	Watsonwan	Helget Butcher Shop
23B	Blue Earth	Dick's Locker
23B	Watsonwan	Johnson's Meat Market, LLC
23B	Watsonwan	LaSalle Food Processing Association
23B	Waseca	Morgan's Meat Market
26B	Olmsted	Burt's Meat & Poultry
26B	Olmsted	Dover Processing, Inc.
27A	Freeborn	Conger Meat Market
27A	Freeborn	Winebrook Farm
28A	Fillmore	Doerr Meat Processing
28A	Winona	Valley Acres Dairy
28B	Houston	Stinson's Country Style Meat, LLC
29A	Wright	French Lake Butcher Shop
30A	Sherburne	Clean Chickens and Co.

Legislative District	County	Business
32B	Chisago	Glockenspiel Inc.
33A	Hennepin	Mackenthuns Meats and Deli
47A	Carver	Schroeder Meats, LLC
54A	Dakota	Concord Fresh Meat, Inc.
58B	Dakota	Greg's Meat Processing
60B	Hennepin	Kramarczuk Sausage Co, Inc.
65A	Ramsey	3Hmong Sausage

Livestock Processing Rapid Response Grants by County

Fiscal Year 2020



Safe at the Farmers' Market & Winter Farmers' Market Cost-Share Recipients

Summer Farmers' Markets

Legislative District	County	Farmers' Market
02B	Hubbard	Park Rapids Farmers' Market
04A	Clay	Moorhead Farmers' Market
05A	Cass	Walker Community Farmers' Market
05B	Itasca	Grand Rapids Farmers' Market
06A	Saint Louis	Hibbing Farmers' Market
06B	Saint Louis	Virginia Farmers' Market
07B	Saint Louis	Lincoln Park Farmers' Market
08B	Douglas	Alexandria Farmers' Market
09A	Todd	Staples Area Farmers' Market
09A	Wadena	Wadena Farmers' Market
09B	Morrison	Little Falls Farmers' Market
09B	Morrison	Sprout Market
10A	Crow Wing	Lakes Area Growers' Market
10A	Crow Wing	Nisswa Farmers' Market
10B	Aitkin	Aitkin Farmers' Market at Butlers
10B	Crow Wing	Cuyuna Range Farmers' Market
11B	Kanabec	Mora Farmers' Market
12A	Douglas	Holmes City Farmers' Market
12B	Stearns	Melrose Farmers' Market
14B	Stearns	Saint Cloud Area Farmers' Market
16A	Lyon	Marshall Farmers' Market
18B	McLeod	Hutchinson Farmers' Market
19B	Blue Earth	Mankato Farmers' Market
21A	Goodhue	Cannon Falls Farmers' Market
21A	Goodhue	Red Wing Farmers' Market
21A	Wabasha	Wabasha Farmers' Market
23B	Watsonwan	Saint James Farmers' Market
26B	Olmsted	Eyota Farmers' Market
27A	Freeborn	Albert Lea Farmers' Market
27A	Faribault	Wells Area Farmers' Market
28A	Winona	Winona Farmers' Market
29A	Wright	Annandale Farmers' Market
29B	Wright	Monticello Farmers' Market
32A	Isanti	Isanti Farmers' Market

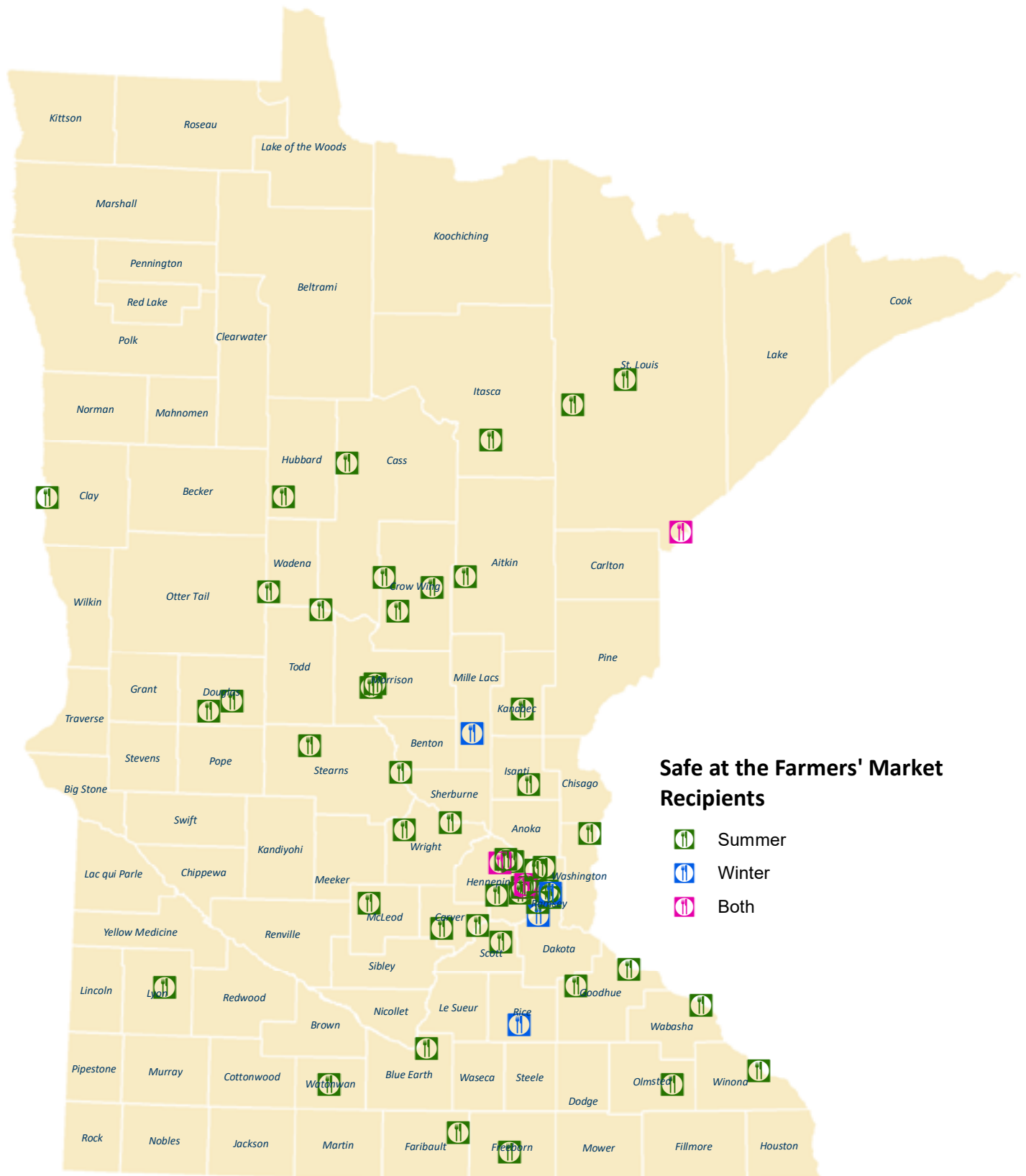
Legislative District	County	Farmers' Market
34B	Hennepin	Maple Grove Farmers' Market
34B	Hennepin	Osseo Farmers' Market
36B	Hennepin	Brooklyn Park Farmers' Market
39A	Washington	Scandia Farmers' Market
41A	Ramsey	New Brighton Farmers' Market
42A	Ramsey	Shoreview Farmers' Market
44B	Hennepin	Minnetonka Farmers' Market
47A	Carver	Bongards Farmers' Market
47B	Carver	Chaska Farmers' Market
55B	Scott	Little Market That Could
59B	Hennepin	Mill City Farmers' Market
59B	Hennepin	Minneapolis Farmers' Market
60A	Hennepin	Northeast Minneapolis Farmers' Market
61A	Hennepin	East Isles Farmers' Market
64B	Ramsey	Saint Luke's Farmers' Market
65A	Ramsey	Hmongtown Farmers' Market
65B	Ramsey	West Side Farmers' Market

Winter Farmers' Markets

Legislative District	County	Farmers' Market
07B	Saint Louis	Lincoln Park Farmers' Market
15A	Mille Lacs	Milaca Farmers' Market
24B	Rice	Cannon Valley Farmers' Market
28A	Winona	Winona Farmers' Market
34B	Hennepin	Maple Grove Farmers' Market
51A	Dakota	Eagan Market Fest
59B	Hennepin	Mill City Farmers' Market
60A	Hennepin	Northeast Minneapolis Farmers' Market
65B	Ramsey	Saint Paul Farmers' Market

Safe at the Farmers' Market Cost-Share Recipients by County

Fiscal Year 2020



Safe on the Farm Cost-Share Recipients

Legislative District	County	Farm
01B	Polk	Schulstad Produce and Berries
03A	Lake	Boreal Bounty Farm
03B	Saint Louis	The Boreal Farm, LLC
09A	Todd	Stone Hill Farms
10B	Crow Wing	North Lakes Farm
11A	Carlton	Sweet Land Farm
11B	Pine	Fairfield Tree Farm
11B	Pine	Gray Duck Farms
11B	Pine	Medicine Creek Farm
12B	Douglas	Country Blossom Farm
12B	Stearns	Redhead Creamery
18A	McLeod	Ktrees & Nursery
18A	Meeker	Prairie Drifter Farm
18A	Meeker	Turck's Trees
20A	Rice	Sweetland Orchard
20B	Rice	Little Hill Berry Farm
21A	Goodhue	Ferguson Orchard
21B	Wabasha	Dancing Gnome Farm
21B	Goodhue	Enzenauer Evergreens
22A	Lincoln	Buller Gardens
23B	Waseca	Cedar Crate Farm
23B	Waseca	The Back Forty
25A	Dodge	Miracle Strawberry Farm, LLC
25A	Olmsted	Northwoods Orchard
26B	Olmsted	Sekapp's Orchard
29A	Wright	Apple Jack Orchard
29A	Wright	Carlson's Orchard
29A	Wright	Fall Harvest Orchard
29B	Wright	Plum Crazy Orchard, LLC
29B	Wright	Woods' Edge Apples
31A	Anoka	Live Organically
31B	Anoka	Goldeman's Greenhouse
32A	Isanti	Molin's Meadows Farm
32A	Chisago	Rod's Berry Farm
32A	Isanti	Wolcyn Tree Farms & Nursery
33A	Hennepin	Gale Woods Farm

Legislative District	County	Farm
34A	Wright	Dehn Pumpkins
38A	Ramsey	All Good Organics
39A	Washington	Covered Bridge Farm
39A	Chisago	Pleasant Valley Orchard
39A	Washington	The Berry Patch
39B	Ramsey	Costa Produce Farm & Greenhouse
39B	Washington	Krueger Tree Farm
42A	Ramsey	Victoria Valley Orchard
46B	Hennepin	Seeds Feeds
47B	Carver	Hinkemeyer Tree Farm
48A	Hennepin	Picha Farms
54B	Dakota	Fresh Earth Farms
55B	Scott	Sutton Ridge Farm
57B	Dakota	Silver Bell Tree Farm
58B	Rice	Open Hands Farm
58B	Goodhue	Sogn Valley Orchard
63A	Hennepin	Moshky Farm & Garden

Safe on the Farm Cost-Share Recipients by County

Fiscal Year 2020

