

AGRICULTURAL GROWTH, RESEARCH, AND INNOVATION

FISCAL YEAR 2021 LEGISLATIVE REPORT



Agricultural Marketing and
Development Division

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AGRICULTURAL
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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 2021 (FY21), the ninth year of the program, the MDA awarded just over \$14.15 million to farmers, agricultural businesses, and schools through:

- Bioincentive Program
- County Fair Grants
- Crop Research Grants
- Beginning Farmer Farm Business Management Scholarships
- Farm to School Grants
- Good Agricultural Practices/Good Handling Practices (GAP/GHP) Certification Cost-Share
- Good Food Access Program (GFAP) Grants
- Livestock Investment Grants
- New Markets Development Cost-Share
- Sustainable Agriculture Demonstration Grants
- Urban Agriculture Grants
- Value-Added Grants

Highlights from FY21 include:

- Leveraging over \$33 million in non-State investment.
- Investing in projects that helped the agricultural community respond to the challenges brought by COVID-19, including over \$5.8 million in unexpected Federal funds.
- Completing a comprehensive, external evaluation of core AGRI programs.
- Revamping the AGRI Farm to School Grant to enable schools to use their grant funds to purchase foods from local producers.
- Investing \$1.48 million, including \$802,000 of AGRI and \$680,000 of Federal funds, in meat processing to increase capacity and alleviate supply chain bottlenecks.

In FY22, the AGRI appropriation is \$16.028 million. As of February 1, 2022, we continue to accept applications for the County Fair Grants, GAP/GHP Cost-Share, Biofuels Infrastructure Financial Assistance Program, Value-Added Grants, GFAP Equipment and Physical Improvement Grants, and GFAP Technical Assistance Grants. 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 FY21, 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.
- **Farm to School Grants** to help schools purchase and serve more Minnesota grown and raised products in their school meal programs.
- **Good Agricultural Practices/Good Handling Practices (GAP/GHP) 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 Cost-Share** 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.

In addition to these programs, legislatively named pass-through grants were also awarded to the Ag Innovation Campus (\$5 million) and the Minnesota Turf Seed Council (\$75,000).



Steve, Melissa, and their son Kyle Hennen of Hennen Swine added a farrowing barn to their operation. Over the years they have expanded their operation slowly and are now able to bring Kyle full-time into the operation. The new building was designed with animal and human comfort in mind by automating routine labor tasks and including cool cells for temperature control.

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

During FY21, the MDA also administered numerous financial assistance programs that helped the agricultural community weather the impacts of COVID-19. These programs were funded through a combination of unearmarked AGRI funds and Federal resources, such as the Coronavirus Relief Fund. Without AGRI's programmatic infrastructure and the Legislature's prudent decision to leave some flexible funds within the AGRI appropriation, it would not have been possible to swiftly distribute over \$5.8 million in Federal resources that often came with short deadlines. Although administered primarily during FY21, the programs that were funded wholly or partially with AGRI funds were detailed in last year's AGRI Legislative Report.

Background

Funds for the AGRI Program were first 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 has gradually grown from \$10.235 million to \$16.028 in FY22. In FY21, the appropriation was \$14.354 million.

Evaluation Report Summary

During FY21, we hired an external firm, Transform LLC supported by A² Marketing Research and OneAirSpace, to evaluate cornerstone AGRI-funded programs. Evaluation focused on Crop Research Grants, Livestock Investment Grants, the New Markets Cost-Share, Sustainable Agriculture Demonstration Grants, and the Value-Added Grants between FY15 and FY19. The evaluation included both the grantmaking process (e.g., proposal submission, contracting, and reimbursement) and outcomes, and included interviews with staff, stakeholders, and program participants, surveys of program participants, and sectoral interviews.

The evaluation confirmed that AGRI is making a difference in the lives of Minnesota farmers, food producers, and processors.

- 99 percent reported that the grant or cost-share positively impacted their organization,
- 90 percent believe that it positively impacted the wider community or business ecosystem, and
- 89 percent increased their gross revenue (not applicable to the Crop Research Grant).

The report concluded that AGRI program staff are respected and provide exceptional service to grantees. Overall, 95 percent said the program met or exceeded their expectations and over 90 percent of participants reported that the application process was "very easy" or "fairly easy". Similarly, participants found the payment process easier than anticipated. Data also show that both the application process and the reimbursement process have become easier over time.

Some additional information about the outcomes of individual AGRI programs are highlighted in the relevant sections of this report.

In this local food space, I have never found an example where it didn't leverage a good result. Something about the entrepreneurial nature of the folks in the food space, they are not getting the monies just to meet payroll. They have a goal and a purpose when these (AGRI) dollars come in the door. For the most part these dollars are additive and do deliver outcomes that are beyond the work that is already being done. It is facilitating organizations taking on new initiatives, implementing new activities.

Tim Penny, Southern Minnesota Initiative Foundation

This program is by far the simplest, most efficient, and person-centered program I have ever been involved in. There is access to real people with emails. Runs beautifully!

Alisa Dale, Planet Princess Foods

Beginning Farmer Farm Business Management Scholarships

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

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. The FBM Beginning Farmer Scholarship Program pays 50 percent of the cost for beginning farmers to enroll in up to ten credits of FBM education per year until the student earns 40 credits.

In FY21, we awarded \$557,584 to the schools' foundations for scholarships primarily during the 2020-2021 school year. These funds helped 704 students afford FBM participation. During FY22, we've allotted an additional \$425,000 for scholarships.

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 FY21, eight producers received payments totaling \$2.5 million. Payments were distributed as follows:

- Advanced Biofuels: \$761,053
- Renewable Chemicals: \$1,438,001
- Biomass Thermal Energy Production: \$300,946

Several companies received less than the amount for which they qualified because the \$2.5 million appropriation was quickly exhausted by claims made in quarters 1 and 2. Claims exceeded available funds by:

- Quarter 2: \$410,541
- Quarter 3: \$2,122,609
- Quarter 4: \$1,269,777

Total unpaid claims for FY21 amounted to \$3,802,927.

In FY22, \$4.5 million is available for the program and we anticipate that funding will be fully used by the end of second quarter. More detailed information about this program is available in the separate *Bioincentive Program Legislative Report*.

I am a student at Northland Community and Technical College in the Farm Business Management Program, and I have received the MDA Beginning Farmer Scholarship. This scholarship is important to me because it has helped provide financial support as I learn how to complete the appropriate tasks needed to run a successful farming operation. As a young farmer starting out, this financial support is so nice to have as it helps to cover some fees that beginning farmers encounter. It is wonderful knowing there is support out there to help those that are just starting out. We don't have to be afraid to dig as we learn how to get on our feet and get off to a successful start.

Courtney, Goodridge, Minnesota

I am a current student at Northland Community and Technical college enrolled in the Farm Business Management Program. Receiving the Minnesota Department of Agriculture scholarship helped me afford to be a part of this program. This scholarship was very important because it helped me understand my farm financials. FBM has helped me during the last few years when commodity prices were lower and crop yields suffered. FBM helped me come up with a feasible cashflow plan that helped my operation become more successful.

Jason, Fertile, Minnesota

County Fair Grants

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

In FY21, a total of \$1,010,610 was available to Minnesota's 95 county fairs; each was eligible for up to \$11,614. The program distributed \$993,412 to 86 county fairs, which used the funds in various ways. For example, the Steele County Free Fair upgraded the security system in their barns and brought in a dairy demonstration; Lincoln County Fair improved their livestock and agricultural buildings, and Filmore County Fair paid for livestock judges.

In FY22, \$935,000 is available in equal share to each of the state's 95 active county fairs. In addition to these AGRI funds, funds from the Legacy Amendment will provide an additional \$400,000 for programming related to the arts or the state's agricultural historical and cultural heritage.

Crop Research Grants

Crop Research 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 associated industries 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 developing practical applications from projects in three to seven years, these grants are uniquely positioned to support the immediate research needs of local farmers.

In FY21, we received 32 proposals requesting a total of \$6.8 million. A panel of MDA and external reviewers recommended six projects, which received a total of \$1.44 million in grant funds. Please see Appendix A for information about grantees. In FY22, we received 20 proposals totaling \$4.2 million and expect to award \$1 million through five grants in February.

The comprehensive AGRI evaluation revealed that AGRI Crop Research Grants are impacting both researchers and growers as intended, and the knowledge gained from grant-funded research is being widely disseminated. Ninety-five percent of grantees shared knowledge with the community/world, often through venues like University of Minnesota Extension, industry and commodity associations, regional and national conferences, and field days. This knowledge is being passed both to relevant academic communities and, most importantly, to farmer/producer groups. In addition, the research funded through this grant program has been frequently published, cited by other publications, and used as the basis for further research projects.

Because the AGRI Crop Research grant has enabled us to conduct a first-of-its-kind study, the benefits to us as a company are substantial within the industry. I was hoping for a good response to our research, but the interest and response has been much larger than expected.

Mike Swanson, Far North Spirits

Some of the farmers have cited this research as some of the best research we've had in the last two decades. Implementing the results have saved thousands of dollars, increased yields, and reduced the amount of pesticides applied annually.

Beth Nelson, Minnesota Wild Rice

GRANTEE SPOTLIGHT

University of Minnesota Researchers George Weiblen and Thomas Michaels received an AGRI Crop Research Grant to improve industrial hemp through plant breeding and to develop DNA tests for certification of planting seed.

Industrial hemp is a source of durable fiber and nutritious grain that present opportunities for greater economic diversity in Minnesota agriculture but its similarity to marijuana presents significant legal challenges. The project aims to reduce farmers' risk of producing illegal *Cannabis* with genetic testing of seed prior to planting. The project is also developing new cultivars adapted for our region that are derived from feral *Cannabis* and from historic fiber cultivars.



Professor Tom Michaels and research associate Jonathan Wenger examine a selection of feral hemp at the Minnesota Agricultural Experiment Station in Saint Paul.

Farm to School Grants

The goal of this competitive grant program is to increase the sales of Minnesota agricultural products by making it possible for more schools to buy, store, and serve Minnesota grown and raised products as a part of the National School Lunch Program. In the FY20-21 agriculture appropriations budget rider, the Legislature provided the MDA with the authority to reimburse schools for purchasing Minnesota grown and raised products for use in their school meal programs. We developed two programs in FY21 tailored towards schools with differing levels of Farm to School experience:

- **First Bite Mini Grants:** intended for school districts who are new to Farm to School. Schools were eligible to apply for grants up to \$5,000 and were not required to provide matching funds.
- **Full Tray Grants:** designed for school districts with some prior Farm to School experience. Schools were eligible to apply for up to \$35,000, depending on the number of meals served in their school lunch program. A 1:1 cash match was required.

In FY21, we received 28 proposals requesting more than \$400,000. We awarded 27 Farm to School Grants for a total of \$294,907. Schools are using their funds to purchase a wide variety of Minnesota grown and raised products. For example, Mesabi East is planning to purchase 400 pounds of wild rice from Bois Forte, and Robbinsdale is working towards purchasing products such as wild rice, honey, oats, cheese curds, and turkey. Through a Specialty Crop Block Grant partnership with Institute for Agriculture and Trade Policy and University of Minnesota Extension, the economic impacts of this program are being evaluated and grantees are receiving technical assistance to improve their Farm to School programs. Please see Appendix B for a list of recipients and a map of their locations.

In FY22, we revised the Request for Proposals to allow schools to request both food funds (through the First Bite Mini-Grant and Full Tray Grant) and equipment funds. We received 68 proposals requesting over \$1.3 million and we're in the processing of awarding nearly \$750,000 to 46 schools and school districts.

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 the Commissioner to use up to \$300,000 each year for this program.

In FY21, the GFAP Advisory Committee recommended that the full appropriation be used for GFAP Equipment and Physical Improvement Grants. We received 51 applications requesting over \$1.7 million and selected 14 projects for a total of just over \$300,000 (a small portion was funded through a separate appropriation). Awards ranged in size from \$2,500 to \$40,000. Grant funds were primarily used to upgrade and expand existing infrastructure. Common purchases included new coolers, freezers, refrigeration units, and display units.

In FY22, \$400,000 is available for GFAP Equipment and Physical Improvement Grants and Technical Assistance Grants. Applications are being accepted until mid-March. More detailed information about this program can be found in a separate *Good Food Access Program Legislative Report*.

GAP/GHP 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 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 FY21, 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 percent of their certification costs of up to \$2,500 for a maximum of three years.

In FY21, \$15,000 was available for GAP and GHP cost-share. We paid two eligible cost-share claims for a total of \$1,898. On average, farmers and processors reported spending \$948 on GAP/GHP certification.

In FY22, we have budgeted \$15,000 for this program. Applications will be accepted through May 15, 2022.

GAP/GHP Cost-Share Recipients & Legislative Districts

Minnesota Harvest, LLC (55B)
Fresha, LLC (12A)

Livestock Investment Grant

The AGRI Livestock Investment Grant (LIG), (MINN.STAT. 17.118), encourages long-term industry development for Minnesota livestock producers through investments in infrastructure and equipment. Grantees are reimbursed for 10 percent of qualifying expenses with a maximum award of \$25,000 per year and a lifetime cap of \$50,000 per operation.

The Livestock Investment Grant is a great program. Although it was a very small portion of what the building cost, every little bit helps, and it is great that Minnesota is promoting agriculture allowing young kids, who are willing to take over their family farms, to do so.

Hennen Family, Ghent, Minnesota

Grants are awarded competitively based upon recommendations made by a panel of MDA and external reviewers with experience in the livestock industry. This year, evaluation criteria prioritized new farmers, generational transitions, recovery from natural disasters, farm management plans/programs, accessibility improvements, improving profitability, and positive environmental impacts.

We received 99 grant applications requesting \$1.6 million and awarded \$756,000 to 44 producers. Participating farmers invested

\$24 million in private funding, a 32 to 1 ratio of private to public funds leveraged to enhance livestock operations in the state. Producers of dairy, beef, pork, sheep, goats, and poultry received grants.

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

Of the grants awarded:

- 100 percent foresee a positive economic outcome from their investment.
- 81 percent were awarded to applicants who were either beginning farmers or working towards transitioning the farm to the next generation.
- 95 percent of recipients will make improvements that will make a positive impact on animal welfare.
- three recipients intend to start or transition to a robotic dairy system and three are responding to a natural disaster.

In FY22, approximately \$1.3 million is available for grants, split between rounds in the fall and the spring. The fall round resulted in awarding 50 grants totaling \$860,000. The second round of applications for the remaining \$440,000 will be open until April 5, 2022.

The comprehensive AGRI evaluation highlighted some of the impacts of the LIG program. A total of 93 percent of grantees saw a positive impact on their organization/institution. LIG grants are enabling farmers to maximize their farms' revenues—92 percent of grantees experienced increased gross revenue, with almost half experiencing an increase of more than 20 percent. Critically, most of the outcomes/benefits achieved by grantees because of the grants were sustained over time. These include improved animal welfare and health, increased efficiency and profitability, more sustainable practices/processes, and improved mental health and optimism about the future of the operation. Nearly half of grantees cited an increased ability to bring in a new generation of owners/operators, and many noted that LIG funding had already allowed them to successfully transition from one generation to the next.

GRANTEE SPOTLIGHT

Providence Pig Parlour's Tim Harder and his son are the 5th and 6th generations on the farm dating back to the 1880's and have been in the swine production industry since 1973. Their LIG project, adding a new 3,200 head hog barn to their operation, will support the sustainability of the family farm operation and the environment. The manure from the facility will be used as fertilizer for their organic crops as they anticipate completing their transition to organic farming in 2023. The project is also adding significant technology enhancements to the farm.



The technology in the barn is amazing: computer monitor that emails, texts, calls your cell phone with any warnings or updates, feed bin scales that knows the tonnage of feed remaining and based on how the weight has decreased and the pace of the decrease will tell you how many more days of feed remaining before the need to order again, and lots of other bells and whistles.

Tim Harder, Butterfield, Minnesota

New Markets Program Cost-Share

The AGRI New Markets Program helps Minnesota farms, food, and beverage companies explore new markets and expand their market reach. The program serves both startup companies and more established entrepreneurs with business development and financial assistance. Funds are intended to help them gain a competitive advantage in regional, national, and international markets. The Program also works to connect Minnesota farm products to Minnesota-based food manufacturers. Other resources include lists of Minnesota copackers and commercial kitchens and the *Roadmap to Food Business Development* to assist small businesses.

During more typical years, programming revolves around Minnesota Pavilions (branded areas within domestic and international tradeshow that features Minnesota farms, food, and beverage companies) and cost-share programs. Because of the COVID-19 pandemic, we couldn't lead any Minnesota Pavilions. Instead, we expanded cost-share programs to help entrepreneurs weather marketplace changes.

- **Wholesale Cost-Share Program** assisted Minnesota-based food and beverage makers with participation in business-to-business trade shows (including virtual events), store sampling/product demonstrations, and contracted store merchandising and promotional work.
- **E-commerce and Digital Marketing Program** aided with e-commerce, email, and digital marketing to Minnesota farms and food and beverage manufacturers with an MDA food license.

Between the two cost-share programs, the MDA invested \$385,000 of AGRI funding and assisted 144 Minnesota farms and food and beverage companies.

Nearly half of program participants responded to a year-end survey. Notable impacts include:

- \$8.4 million in project new sales, averaging about \$58,000 per participant
- 2,460 new markets explored
- Products in 8,200 new (to them) stores
- 138 new relationships with distributors

In the same survey, respondents indicated that 62 percent self-identify as “woman-owned” and 16 percent self-identified as “Hispanic/Latino/a/x”, “African American”, “Asian-American or Pacific Islander”, “Native American”, or “Veteran”-owned.

Please see Appendix D for a list of AGRI New Markets Program Cost-Share participants.

According to the comprehensive AGRI evaluation, 76 percent of participants in the program reported increased sales and increased awareness of their products/services/processes, and most reported that these increases were sustained over time. In fact, about half of the program participants saw an increase in revenue of more than 20 percent, and nearly one-third saw their revenue more than double. In addition, over 80 percent of participants increased their marketplace connections as a direct result of the program—these included connections with new retail companies, an increased footprint within existing retailers, or the addition of new wholesalers or distributors.

In FY22, \$340,000 is available for the program. We continue to operate cost-share programs and hope to be able to participate in other trade events.

Pivoting to online sales saved our growing season. The Cost-Share Program helped soften COVID's blow and keeps us hopeful for 2021.

Kerri Meyer, Good Courage Farm
Hutchinson, Minnesota

Cost-Share helped us when restaurants closed, as we lost those markets. With your help, we quickly pivoted to direct-to-consumer online.

Noreen Thomas, Doubting Thomas Farms
Moorhead, Minnesota

Sustainable Agriculture Demonstration Grants

Since 1989, the Sustainable Agriculture (SustAg) Demonstration Grant (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.

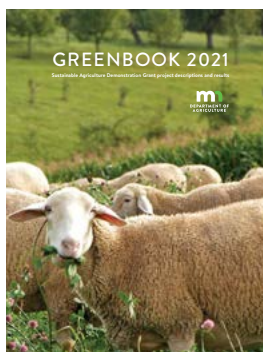
The program funds projects that research or demonstrate farm-based agricultural techniques or systems that address energy efficiency, environmental benefit, or profitability. Grantees report annually on their progress, and their reports are compiled and published by MDA in the **Greenbook** so other 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 FY21 we received 22 proposals requesting \$693,607 and funded nine projects for a total of \$256,981. Please see Appendix E for more information about grantees.

The comprehensive AGRI evaluation found that all grantees surveyed increased their personal knowledge of important concepts in sustainable agriculture, and two-thirds were able to successfully implement more sustainable processes on their farms. Some of the positive outcomes noted by grantees as a direct result of their awards include increases in regenerative processes, including more cover crops and better grazing management, a reduction in tillage, increases in biodiversity and topsoil retention, and reductions in water runoff and/or use of synthetic fertilizer. All the grantees surveyed noted a positive impact on their own farms/organizations, and 93 percent also noted a positive impact on their broader community/business ecosystem.

In FY22, we received 18 proposals requesting \$548,224. We anticipate awarding \$250,000 in February.



The MDA distributed approximately 500 printed copies of the 2021 Greenbook. More than 700 people visited the MDA website's Greenbook webpage page in FY21.

GRANTEE SPOTLIGHT

Philip Stowe of Walking Plants Orchard is conducting a coordinated research project that looks at Honeyberry/Haskap yield, pollination, and labor requirements on farms in west-central and northeastern Minnesota. The goal of the project is to collect production data that may help to make this fruit crop more commercially viable in Minnesota.



A “Waxwing” manual harvester (left) used to harvest the fruit and a Smart Net Systems Ltd. netting (overhead) are essential pieces of equipment required for this project. George Terwey of Haskap Minnesota, and one of the collaborating farms working on the project, receives a little bit of extra harvesting help from his granddaughter.



A Robert Marvel Model 2400 Mini Layer is laying mulch/fabric prior to transplanting Boreal Beauty and Boreal Beast Haskaps in year one of Walking Plant Orchard's SustAg grant project.

Photos above courtesy of George Terwey, Haskap Minnesota

Urban Agriculture Grants

These grants are designed to promote urban youth agricultural education and/or urban agriculture community development in urban and peri-urban areas throughout the state. For-profit businesses, nonprofit organizations, schools, local government entities, and Native American Tribal communities are eligible to apply for the program. Funds can be used to purchase equipment, make physical improvements, and cover dedicated staff time to carry out urban agriculture-related programming.

This is a competitive program. A panel comprised of MDA staff and external reviewers evaluates proposals for long-term sustainability, capacity to implement the project, impacts on economic justice and the environment, and commitment to serving communities of color or Native American Tribal communities.

In FY21, we received 53 proposals requesting more than \$1.87 million. We awarded 13 grants for a total of \$300,000. Please see Appendix G for a list of recipients.

For FY22, a total of \$551,000 is available. We received 53 applications requesting approximately \$2.3 million. We anticipate awarding grants in early March.

GRANTEE SPOTLIGHT

The Boys and Girls Club of Bemidji received an AGRI Urban Agriculture grant for an indoor hydroponic growing system to expand their current gardening program into a year-round endeavor.

The hydroponic growing system was installed in March 2021 and has already been incorporated into regular programming for youth at the Boys and Girls Club. Program participants work together to maintain the growing system, while learning about science, healthy eating, and leadership. During the summer of 2021, the hydroponic farm grew lettuce, which students enjoy shortly after harvest.

The Boys and Girls Club of the Bemidji Area installed a hydroponic growing system, which provides year-round ag-based learning opportunities for their youth. The photo is a peek inside the door of the growing system to see lettuce that is almost ready for harvest.



Value-Added Grants

The AGRI Value-Added Grants help value-added businesses invest in equipment and related physical improvements 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 FY21, this program offered equipment purchases and related physical improvements to improve the capacity of the businesses to process Minnesota grown/raised products. Awards covered up to 25 percent of expenditures, with a maximum award of \$150,000. In some prior years, we have also offered grants to businesses conducting feasibility studies, but we were unable to offer this option because of limited funding.

Projects that received priority responded to one or more of the following needs: creating additional meat/poultry processing capacity, increasing food safety to improve marketability, responding to changing market conditions because of COVID-19, and responding to civil unrest, primarily in the Twin Cities Metro Area.

In total, we received 93 applications requesting a total of \$5.2 million. A total of 31 projects were awarded a total of \$1.3 million. These projects were matched by non-State investments of \$9.2 million, resulting in a 7 to 1 ratio of non-state to state funds leveraged to expand and modernize value-added businesses that use Minnesota grown agricultural products. A list of awardees and a map of their locations are available in Appendix F.

GRANTEE SPOTLIGHT

Belen Rodriguez immigrated to the United States from Argentina with a dream of opening her own food business. After working in the restaurant industry for a few years to gain experience, in 2018 she realized her dream by establishing Quebracho, which focused initially on producing ready to eat food and catered events. The emergence of COVID required changes to Quebracho's business plan, and the company shifted its focus to producing pre-packaged empanadas and wholesaling them to grocery stores.

The AGRI Value-Added Grant allowed Quebracho to purchase the necessary equipment, including an empanada press and food processor, to aid in this transition and ensure the safety and profitability of the new business model. Belen noted, "This project allowed us to work faster, reduce labor costs, and also ensure that, by working faster, we reduced possible biological hazards for our ingredients and better complied with our USDA license." Quebracho's empanadas are now available in 107 grocery stores across four states.



Photos courtesy of Belen Rodriguez, Quebracho

Of the FY21 grants, 17 projects totaling \$786,000 are helping to alleviate bottlenecks and increasing capacity in meat, poultry, egg, or milk processing. Grantees are reporting increasing their beef processing from 2,652 to 4,394 head per year, hogs from 2,704 to 4,670 per year, chickens from 18,000 to 25,000 per year, and sheep/goat from 50 to 164 per year.

According to the comprehensive AGRI evaluation, some of the benefits that can be directly attributed to the program include business and production growth, improved quality of products and services, increased investment in innovation, increased use of Minnesota grown/raised products, and better compliance with regulations, such as food safety. In addition, most grantees experienced increased sales and long-term profitability of their business/farm, both of which were sustained over time. Of those grantees that process livestock, 86 percent reported increased processing capacity, and over 20 percent were able to more than double their capacity. Over half of grantees increased the number of people they employ due to the grant—among those who did, the average increase was seven employees, with five of those positions being permanent.

In FY22, we are offering two programs for value-added processing. A new Meat, Poultry, Egg, and Milk Processing Grant, tailored to these types of processors, offered up to \$750,000. Response to this program exceeded our expectations, with 64 businesses submitting requests totaling \$3.2 million. We are in the process of awarding grants to 16 businesses. In January 2022, we released the typical Value-Added Grant that is open to all types of processors. We anticipate awarding an additional \$1 million through this application process.

Crop Research Grant Recipients

| Project Title | Organization | Principal Investigator | Crop(s) |
|---|--|---------------------------------|--|
| Expanding the Use of Hail Netting for Non-Chemical Insect Pest Management in Apple Production | Regents of the University of Minnesota | Annie Klodd | Apple |
| Hybrid Rye as a Grain and Forage Crop for Minnesota | Regents of the University of Minnesota | Daniel Kaiser | Hybrid rye and corn silage |
| Developing Molecular Markers for Selecting and Improving Minnesota Hemp | Regents of the University of Minnesota | George Weiblen and Tom Michaels | Industrial hemp |
| Increasing High Tunnel Vegetable Productivity through Improved Soil Health | Regents of the University of Minnesota | Julie Grossman | Greens |
| Accelerating the Development of Winter Barley Cropping Systems for Minnesota | Regents of the University of Minnesota | Kevin P. Smith | Barley and soybean |
| Developing Nutrient Recommendations for East African Leafy Crops Grown in Minnesota | Regents of the University of Minnesota | Paulo Pagliari | Malvaceae, Cleomaceae, Vigna, Poaceae, and Fabaceae families |

Farm to School Grant Recipients

First Bite Grants

| School District | County | Summary |
|--|------------|---|
| All Saints Catholic Schools | Dakota | Purchasing local produce, meat, and poultry from Minnesota farmers. |
| Aurora Waasakone Community of Learners | Beltrami | Purchasing local fruits, vegetables, and herbs. |
| Buffalo Public Schools | Wright | Purchasing local produce from Minnesota farmers. |
| Crosslake Community School | Crow Wing | Purchasing local apples and protein from Minnesota farmers. |
| Heron Lake-Okabena Public Schools | Jackson | Purchasing meat, poultry, and produce from Minnesota farmers. |
| Immanuel Lutheran School | Sibley | Purchasing eggs, meat, and produce from local farmers. |
| Melrose Public Schools | Stearns | Purchasing local meat and produce from Minnesota farmers. |
| New Ulm Area Catholic Schools | Brown | Purchasing bison and vegetables from local producers. |
| New York Mills Public Schools | Otter Tail | Purchasing beef and produce from Minnesota farmers. |
| Saint Mary's School, Breckenridge | Wilkin | Purchasing beef and produce from Minnesota farmers. |
| Upsala Public Schools | Morrison | Purchasing local fruits and vegetables from Minnesota farmers. |
| Winona Area Public Schools | Winona | Purchasing local meat, poultry, and produce from Minnesota farmers. |

Farm to School Grant Recipients

Full Tray Grants

| School District | County(ies) | Summary |
|---|-------------------|---|
| Alexandria Public Schools | Douglas | Purchasing turkey, squash, beets, potatoes, broccoli, lettuce, kale, and carrots from local producers. |
| Bloomington Public Schools | Hennepin | Purchasing apples and turkey from local producers. |
| Dassel-Cokato Public Schools | Wright and Meeker | Purchasing Minnesota eggs, grains, meat, and produce. |
| Eden Prairie Public Schools | Hennepin | Purchasing local produce, cheese, chicken, flour, mushrooms, and Jonny Pops. |
| Hopkins Public Schools | Hennepin | Purchasing grains and turkey from local producers. |
| Hutchinson Public Schools | McLeod | Purchasing Minnesota fruits and vegetables. |
| Litchfield Public Schools | Meeker | Purchasing Minnesota fruits and vegetables. |
| Mesabi East Public Schools | Saint Louis | Purchasing local produce from Minnesota farmers. |
| Minneapolis Public Schools | Hennepin | Purchasing turkey, tomatoes, peppers, squash, radishes, green beans, and cucumbers from local producers. |
| Northfield Public Schools | Rice | Purchasing local fruits, vegetables, and turkey. |
| Prior Lake Public Schools | Scott | Purchasing local meat, grains, and produce from Minnesota farmers. |
| Riverway Learning Community | Winona | Purchasing produce from Minnesota farmers. |
| Robbinsdale Area Schools | Hennepin | Purchasing local beef, oats, honey, wild rice, turkey, cornmeal, cheese curds, and a variety of fruits and vegetables from Minnesota producers. |
| Roseville Public Schools | Ramsey | Purchasing vegetables, fruits, and turkey from Minnesota farmers. |
| St. Anthony-New Brighton Public Schools | Hennepin | Purchasing turkey, vegetables, and fruits from Minnesota producers. |

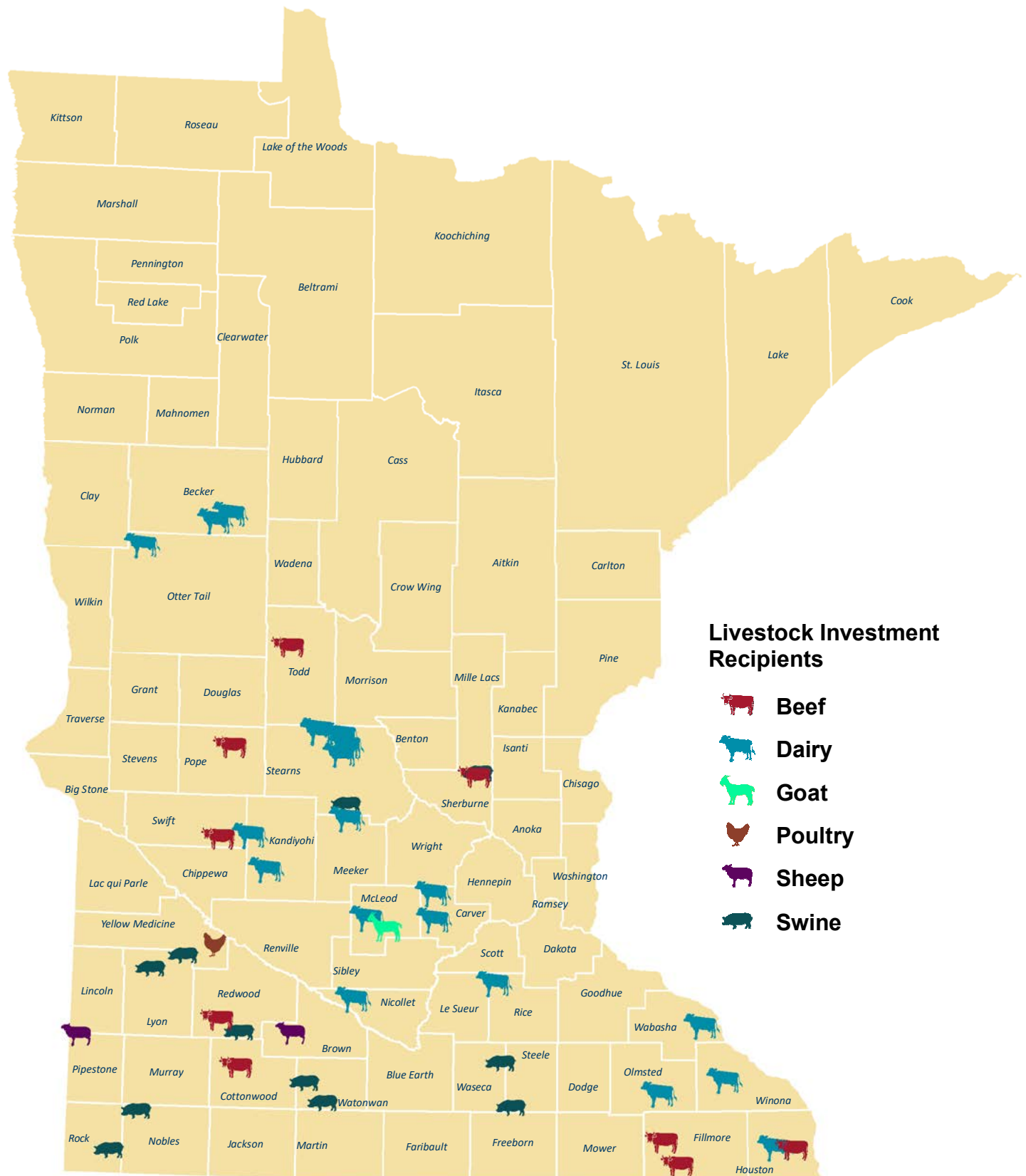
Livestock Investment Grant Recipients

| Legislative District | County | Name | Species |
|----------------------|-----------------|--|---------|
| 02B | Becker | Andrew Ingvalson, Ingvalson Dairy | Dairy |
| 02B | Becker | Jamin Aho, J & A Dairy | Dairy |
| 08A | Otter Tail | Philip Rotz, Twin Oaks Dairy | Dairy |
| 09A | Todd | Jeremiah Korfe | Beef |
| 12B | Pope | Jennifer J. Olson, Golden Banty Farm | Beef |
| 12B | Stearns | Floyd Rodenwald | Dairy |
| 12B | Stearns | John Schiffler, Schiffler Dairy, LLC | Dairy |
| 12B | Stearns | Kimberly Ann Engelmeyer | Dairy |
| 12B | Stearns | Lynn Ann Gerads, Gerads Family Farm | Dairy |
| 12B | Stearns | Sadie J. Frericks, Blue Diamond Dairy | Dairy |
| 13A | Stearns | Kenneth Gruenes | Hog |
| 15A | Sherburne | Anneliese Walker, Walker Farms, LLC | Beef |
| 15A | Sherburne | Carla Mertz, Iron Shoe Farm | Hog |
| 16A | Lyon | Braden T. French | Hog |
| 16A | Lyon | Stephen A. Hennen | Hog |
| 16A | Yellow Medicine | Hunter Steven Kvistad, Kvistad Ag Co. | Poultry |
| 16B | Brown | Heather Holles | Sheep |
| 16B | Redwood | Timm Gabriel Bever, Bever Farms | Beef |
| 17A | Swift | Luke M. Sanders, Wilts Family Farms | Beef |
| 17B | Kandiyohi | Chris Schueler, Deerview Dairy, LLLP | Dairy |
| 17B | Swift | Warren Johnson, Building Block Holsteins | Dairy |
| 18A | McLeod | Tammy Howe, Howe Holsteins | Dairy |
| 18A | Meeker | Rachael Rusch, Ru-Be Dairy, LLC | Dairy |
| 18B | McLeod | Curt Bussler, B3 Goats Mitigation Services | Goat |
| 19A | Nicollet | Cory Wilson, Wilson Dairy | Dairy |
| 20B | Rice | Emily Pieper, Metogga Lake Dairy, LLC | Dairy |
| 21B | Wabasha | Dalon H. Miller | Dairy |
| 22A | Nobles | Nicole Vis, Vis Incorporated | Hog |
| 22A | Pipestone | Justin Fruechte, Sturdy Post Ranch | Sheep |
| 22A | Rock | Cody Penning | Hog |
| 22B | Cottonwood | Tyson Anderson, Highwater Creek Ranch | Beef |
| 22B | Redwood | Ryan Mark Benedict | Hog |

Livestock Investment Grant Recipients

| Legislative District | County | Name | Species |
|----------------------|----------|---|---------|
| 23A | Watonwan | Ryan W Brandts | Hog |
| 23A | Watonwan | Tim Harder, Providence Pig Parlour, LLC | Hog |
| 24A | Waseca | Paul J. Zimmerman, Woodville Pork | Hog |
| 24B | Steele | Taylor T. Holland, Taylor Holland Pork | Hog |
| 26B | Olmsted | Kevin Borst, Borst Family Dairy | Dairy |
| 28A | Winona | Carey Tweten, Valley Acres Dairy | Dairy |
| 28B | Fillmore | Kenneth Fetterly, Fetterly's Oakside Farm | Beef |
| 28B | Fillmore | McKinnen Gartner | Beef |
| 28B | Houston | Connor Kevin McCormick, McCormick Farm | Beef |
| 28B | Houston | Robert Ellenz | Dairy |
| 47A | Carver | Tim Stender, Stender Dairy, LLC | Dairy |
| 47A | Carver | Daryl Barfnecht, Barfnecht Farm, LLC | Dairy |

Livestock Investment Grants by County Fiscal Year 2021



New Markets Cost-Share

| Legislative District | County | Business Name | City |
|----------------------|-------------|---------------------------------|--------------|
| 03A | Lake | Wildly Organic | Silver Bay |
| 03B | Lake | Ruth's Vegetarian Gourmet | Two Harbors |
| 04A | Clay | Doubting Thomas Farms | Moorhead |
| 04B | Norman | Chisholm Trail Farm | Gary |
| 05A | Beltrami | KC's BEST Inc. | Bemidji |
| 05B | Itasca | Grand Rapids Farmers Market | Jacobson |
| 07A | Saint Louis | Alakef Coffee Roasters | Duluth |
| 07A | Saint Louis | Duluth Coffee Company | Duluth |
| 07B | Saint Louis | Saltless Sea Urban Farm | Duluth |
| 08A | Otter Tail | Northstar Seeds | Vergas |
| 08A | Otter Tail | Terroir Chocolate | Fergus Falls |
| 08B | Douglas | Dutch House Confections | Nelson |
| 08B | Douglas | Stanley's Sugarbush, LLC | Miltona |
| 09A | Todd | Stone Hill Farms, LLC | Browerville |
| 09B | Morrison | Alaska Wild Fish Co. | Cushing |
| 10B | Aitkin | Ole Lake Farm | Aitkin |
| 12A | Wilkin | Bruders' Butcher (Breckenridge) | Breckenridge |
| 12B | Stearns | Bruders' Butcher | Melrose |
| 12B | Stearns | Jer-Lindy Farms, LLC | Brooten |
| 12B | Stearns | Redhead Creamery, LLC | Brooten |
| 15A | Mille Lacs | Brown Family Farm, LLC | Oak Park |
| 15A | Sherburne | Iron Shoe Farm | Princeton |
| 15B | Sherburne | Thousand Hills | Becker |
| 16B | Brown | Sweethaven Tonics, LLC | New Ulm |
| 17B | Kandiyohi | Mr. B's Chocolates | Willmar |
| 18A | McLeod | Good Courage Farm, LLC | Hutchinson |
| 18B | McLeod | Grounded Gardens | Silver Lake |
| 20A | Scott | Sweetland Orchard, LLC | Webster |
| 20B | Rice | Keepsake Cider | Dundas |
| 20B | Rice | Little Hill Berry Farm | Northfield |
| 20B | Rice | Loon Liquors | Northfield |
| 21A | Dakota | CannonBelles Cheese | Cannon Falls |
| 21A | Goodhue | Clear Spring Farm, LLC | Welch |

New Markets Cost-Share

| Legislative District | County | Business Name | City |
|----------------------|------------|-----------------------------------|------------------|
| 21A | Goodhue | Red Wing Farmers Market | Red Wing |
| 21A | Wabasha | Wabasha Farmers Market | Pepin |
| 22B | Cottonwood | Krienke Foods International Inc. | Mountain Lake |
| 22B | Nobles | Austin Williams | Brewster |
| 23A | Faribault | Blue Dirt Farm | Blue Earth |
| 23B | Waseca | Elysian Fields, LLC | Janesville |
| 24A | Steele | Curly Girlz Candy, Inc. | Owatonna |
| 25A | Olmsted | Squash Blossom Farm, LLC | Oronoco |
| 25A | Olmsted | The Bee Shed, SBC | Oronoco |
| 26A | Olmsted | Rochester Downtown Farmers Market | Rochester |
| 27A | Freeborn | Grandma's Gourmets, LLC | Albert Lea |
| 27A | Freeborn | Winebrook Farm | Albert Lea |
| 27B | Mower | Flavour in a Jar | Dexter |
| 28A | Winona | Big River Beverage Company, LLC | Goodview |
| 28A | Winona | Metz's Hart-Land Creamery | Rushford |
| 28B | Houston | Au Bon Canard Foie Gras Inc. | Caledonia |
| 28B | Houston | Gardner Family Farm | Spring Grove |
| 28B | Houston | Sno Pac Foods, Inc. | Caledonia |
| 31A | Anoka | Live Organically | Oak Grove |
| 31B | Anoka | Fiddlehead Farm | Andover |
| 33A | Hennepin | North Mallow | Golden Valley |
| 33A | Hennepin | Putting on the Ritts | Maple Plain |
| 33A | Hennepin | Savor More, LLC | Saint Bonifacius |
| 33B | Carver | Terranova Brands, LLC | Chanhassen |
| 33B | Hennepin | Mostly Made | Wayzata |
| 34A | Ramsey | Rooted Reserves, LLC | Saint Paul |
| 36B | Hennepin | Chef FLO-K Foods | Brooklyn Park |
| 39A | Chisago | Eichten's Cheese, LLC | Center City |
| 39A | Washington | Sailor Mercy Company | Stillwater |
| 39A | Washington | The Berry Patch | Forest Lake |
| 39B | Ramsey | Costa Produce Farm & Greenhouse | Saint Paul |
| 39B | Washington | Facepunch Foods | Stillwater |
| 39B | Washington | Sara's Topsy Pies | Stillwater |
| 39B | Washington | Vanilla Bean Project | Lakeland |
| 40A | Hennepin | Kathie's Bakery | Brooklyn Park |
| 40B | Hennepin | Get Bizzy Inc. | Brooklyn Center |
| 41B | Hennepin | K-Mama Sauce, LLC | Minneapolis |

New Markets Cost-Share

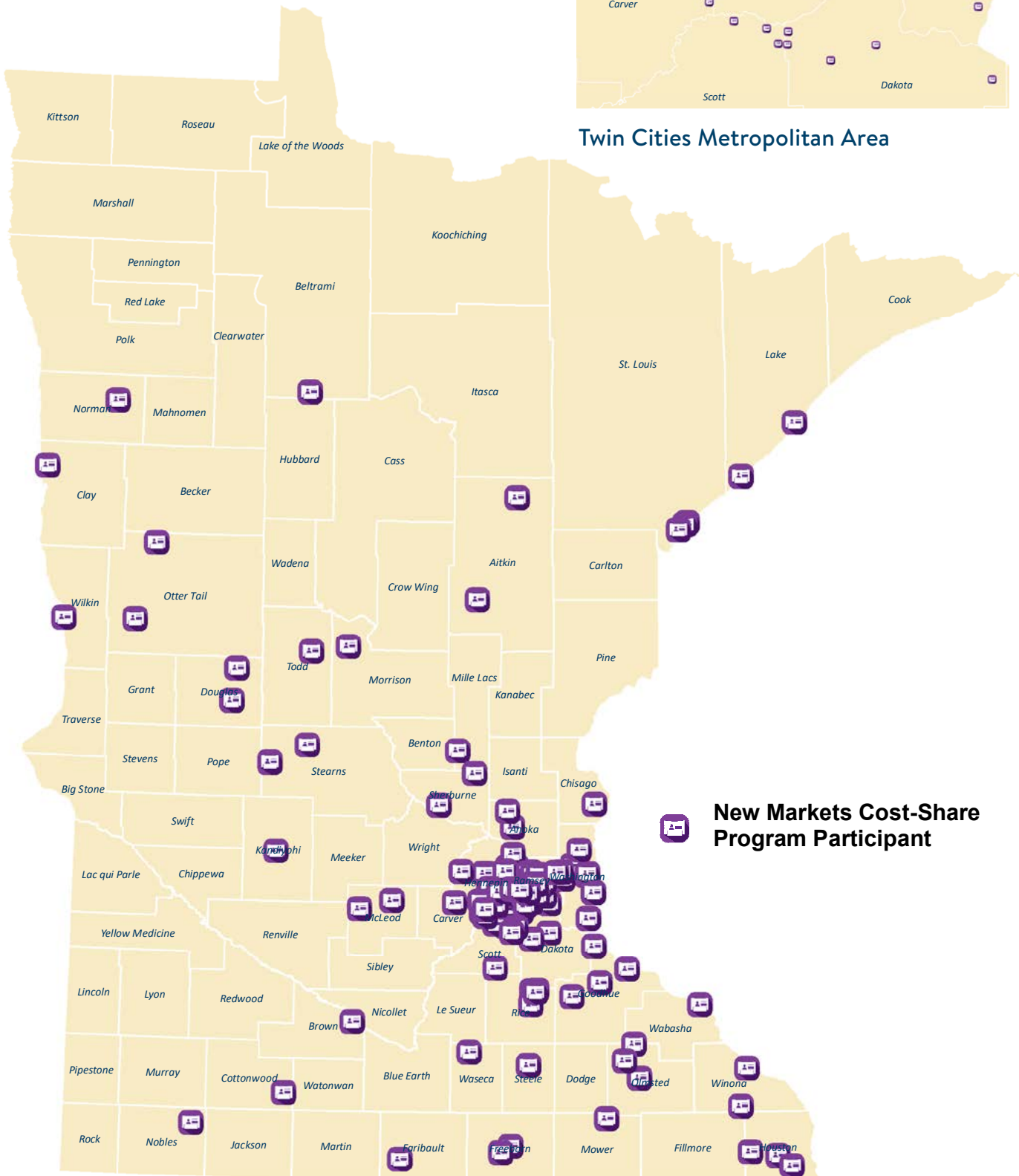
| Legislative District | County | Business Name | City |
|----------------------|------------|---------------------------------------|------------------|
| 42A | Ramsey | Planet Princess Foods | New Brighton |
| 42A | Ramsey | Tastemakers LLC dba Maazah | Arden Hills |
| 42A | Ramsey | White Bear Meadery | Gem Lake |
| 43A | Hennepin | International Gourmet, Inc. | Saint Louis Park |
| 43A | Ramsey | Henke Foods, LLC | Saint Paul |
| 43A | Ramsey | Pure Ginger for You | New Brighton |
| 43B | Ramsey | LUV Ice Cream | North Saint Paul |
| 44B | Hennepin | TC Farm | Minnetonka |
| 45A | Hennepin | Healthy America, LLC | Minneapolis |
| 45B | Hennepin | Chocolate San Jose | New Hope |
| 45B | Hennepin | Patti's Nuts & Granola | Minneapolis |
| 46A | Hennepin | Kakookies | Plymouth |
| 46A | Hennepin | The Functionist | Saint Louis Park |
| 46B | Hennepin | HEPP'S Spice Co. | Hopkins |
| 46B | Hennepin | Origin Meals, LLC | Wayzata |
| 46B | Scott | Zambezi Kitchen, LLC | Savage |
| 47B | Carver | Hinkemeyer Tree Farm | Chanhassen |
| 48A | Hennepin | All Clean Food, LLC | Minnetonka |
| 48A | Hennepin | Dashfire, LLC | Minnetonka |
| 48A | Hennepin | Maddy & Maize | Eden Prairie |
| 49A | Hennepin | Double Take Salsa | Edina |
| 49A | Hennepin | Mama Kicks, LLC | Edina |
| 49A | Hennepin | The Twisted Shrub | Edina |
| 50A | Hennepin | Hellraising Hot Sauce, LLC | Richfield |
| 52A | Dakota | GrIk, LLC | West Saint Paul |
| 52B | Dakota | Let's Dish! | Burnsville |
| 54B | Washington | Minnesota Hemp Farms, Inc. | Hastings |
| 55A | Scott | Stone Gate Foods | Shakopee |
| 56A | Dakota | Sprowt Labs | Burnsville |
| 56A | Scott | Oak Valley Creations | Savage |
| 57A | Dakota | Pahl Farms Inc. | Apple Valley |
| 57B | Dakota | Coconut Whisk, LLC | Rosemount |
| 58B | Dakota | Creative Confectionaire | Hastings |
| 58B | Goodhue | TH Livestock, LLC (Churchill Reserve) | Cannon Falls |
| 59B | Hennepin | Black Pearl Farms | Minneapolis |
| 59B | Hennepin | Papa George's | Minneapolis |
| 59B | Hennepin | Seven Sundays, LLC | Minneapolis |

New Markets Cost-Share

| Legislative District | County | Business Name | City |
|----------------------|----------|---|----------------|
| 60A | Hennepin | Laune Bread, LLC | Minneapolis |
| 60A | Hennepin | Nutrisolutions, LLC | Minneapolis |
| 60B | Hennepin | Bare Honey, LLC | Minneapolis |
| 61A | Hennepin | Acme Organics, LLC | Minneapolis |
| 61A | Hennepin | Coco, Bee & Nut, LLC | Minneapolis |
| 61A | Hennepin | Crooked Water Spirits | Minneapolis |
| 61A | Hennepin | Gustola Granola | Minneapolis |
| 61A | Hennepin | Humble Nut Butter | Minneapolis |
| 61A | Hennepin | Qwiznibet Foods | Minneapolis |
| 61B | Hennepin | Daddy Sam's, LLC | Minneapolis |
| 61B | Hennepin | Isadore Nut Company | Minneapolis |
| 61B | Hennepin | Plucky Pickle Dip | Excelsior |
| 62A | Hennepin | Big Watt Beverage | Minneapolis |
| 62A | Hennepin | Five Friends Food, Inc. | Minneapolis |
| 62A | Hennepin | Hoyo | Minneapolis |
| 62A | Ramsey | Simpls | Saint Paul |
| 63A | Hennepin | Peace Coffee | Minneapolis |
| 63A | Hennepin | Social Mixers, LLC | Richfield |
| 63A | Hennepin | University of Fisheries, LLC | Minneapolis |
| 63A | Hennepin | You Betcha Fermentcha | Minneapolis |
| 63B | Hennepin | Urban Chemist, LLC | Minneapolis |
| 64A | Hennepin | Mr. Fuzz's Fiery Foods | Minneapolis |
| 64A | Hennepin | Vikings and Goddesses Pie Company | Minneapolis |
| 64A | Ramsey | Local Flavor, LLC (Ancient Indian Spices) | Saint Paul |
| 64A | Ramsey | Nordic Waffles, LLC | Saint Paul |
| 64B | Ramsey | Panache, LLC - Apples Just Right | Saint Paul |
| 65A | Hennepin | Quebracho, LLC | Minneapolis |
| 65A | Ramsey | Bolton Bees | Saint Paul |
| 65A | Ramsey | Lovejoy's Bloody Mary Mix Inc. | Roseville |
| 65B | Ramsey | Beautiful Necessity | Saint Paul |
| 66A | Hennepin | Harmony Cricket Farm | Chanhausen |
| 66A | Hennepin | SMACKIN' Sunflower Seeds | Minneapolis |
| 66A | Ramsey | Blume Brauhaus, LLC (Bent Brewstillery) | Roseville |
| 66A | Ramsey | Taking Stock Foods, LLC | Saint Paul |
| 66A | Ramsey | The Good Acre | Falcon Heights |
| 67B | Hennepin | Pipz Jerky | Bloomington |

Appendix D

New Markets Program Cost-Share Participants by County Fiscal Year 2021



Sustainable Agriculture Demonstration Grant Recipients

| Legislative District | Counties | Organization | Summary |
|----------------------|-----------------------------------|--|--|
| 03A | Lake, Cook, and Saint Louis | Friends of Finland, Stefan Meyer | Increase harvest and processing of wild rice and other small grains for small-scale growers in northeastern Minnesota. |
| 08B | Carlton, Douglas, and Washington | Walking Plants Orchard, Phil Stowe | Research on-farm honeyberry production to determine best growing conditions. |
| 21A | Goodhue | Grassfed Cattle Co., Valerie Luhman | Evaluate the impact of feed on animal health, growth rates, and meat quality in pastured poultry. |
| 22A | Murray | Jason Miller | Evaluate erosion, yield, and economics in different tillage regimes after a winter-kill cover crop. |
| 22A | Lincoln | Olsen Custom Farms, Chad Olsen | Research use of on-farm compost to reduce or eliminate commercial fertilizer. |
| 28B | Houston | McCormick Farm, Connor McCormick | Compare no-till and conventional till for alfalfa hay establishment and production for a three-year stand. |
| 60B | Stearns | Regents of the University of Minnesota, Vasudha Sharma | Compare variable to uniform rate irrigation for impacts on groundwater quality and quantity. |
| 60B | Waseca | Regents of the University of Minnesota, Charlie Rohwer | Research tomato phosphorus removal rates with high- or low-phosphorus transplant solutions and grafting. |
| 62B | Houston, Mower, Scott, and Winona | Land Stewardship Project, Shona Snater | Build and evaluate biodiverse, aerobic composts using the Johnson-Su method for crop and livestock farmers. |

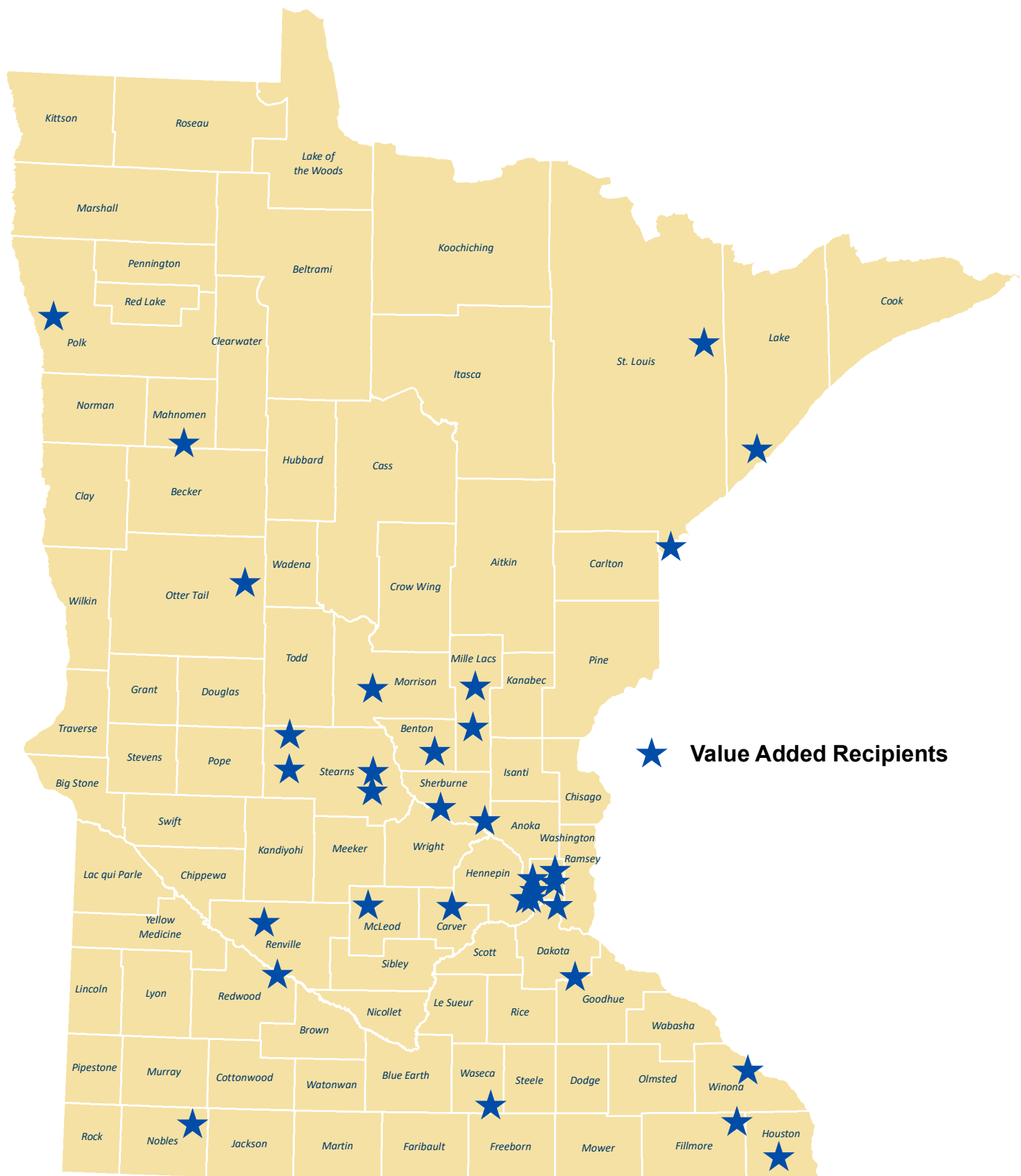
Value-Added Grant Recipients

| Legislative District | County | Business Name | City |
|----------------------|-------------|--|---|
| 01B | Polk | Vertical Malt | Invest in ten-ton malting system. |
| 02B | Mahnomen | Benson + Turner Foods, Inc. | Construct USDA-inspected meat processing plant and purchase equipment. |
| 03A | Saint Louis | Zup's Market-Babbitt | Buy sausage stuffer and linker to expand product line. |
| 03B | Lake | Love Creamery | Remodel production facility and support ice cream production. |
| 07B | Saint Louis | Duluth Cider | Expand cider production with new equipment. |
| 08B | Otter Tail | Midwest Meat, LLC | Open custom exempt meat processing facility. |
| 09B | Morrison | Foothills Orchard | Complete fruit product lineup with equipment purchases. |
| 12B | Stearns | Harry's Frozen Foods | Automate cheese application for frozen pizza. |
| 12B | Stearns | MN Meats and Markets (Schaefer's Market) | Build meat processing and sausage production facility. |
| 13A | Stearns | Milk and Honey Ciders | Enhance shelf stabilization with beverage equipment purchase. |
| 13A | Stearns | Stickney Hill Dairy | Increase milk processing with reverse osmosis/ultra filtration equipment. |
| 15A | Mille Lacs | Backroad Meats | Increase productivity of bacon with processing and packaging equipment. |
| 15A | Mille Lacs | ForageScape Farm, LLC | Increase egg production with purchase of automated egg washing/candling equipment. |
| 15B | Benton | Foley Locker, Inc. | Purchase grinder, tumbler, and sanitizing equipment. |
| 15B | Sherburne | Thousand Hills Lifetime Grazed | Build out meat processing room and purchase equipment to grind, portion, and package fresh grass-fed beef. |
| 16B | Renville | Lower Sioux Indian Community | Buy hemp processing equipment to process hemp hurd and make hempcrete. |
| 18B | McLeod | Schwarzrock Meat Market, Inc. | Convert building for slaughter and hog processing, and purchase walk-in carcass cooler, refrigerated delivery truck, and other equipment. |
| 21A | Goodhue | Lorentz Etc., Inc. (Lorentz Meats) | Build hide processing building and dry good packaging storage building, and purchase equipment. |
| 21B | Winona | Big River Beverage Company, LLC | Increase production with purchase of brew kettle, keg washer, sanke kegs, and additional cold storage. |
| 22B | Nobles | Austin Williams | Acquire equipment for new meat processing center. |
| 23B | Waseca | Morgan's Meat Market | Upgrade production equipment, purchase new smokehouse, and replace production room floor. |
| 24B | Renville | Prairie Meats, Inc. | Start second production line and resurface floor in processing, slaughter, and retail area. |

Value Added Grant Recipient

| Legislative District | County | Business Name | City |
|----------------------|-----------|----------------------------|---|
| 28B | Filmore | Featherstone Farm | Construct addition to warehouse and cooler upgrade. |
| 28B | Houston | SnoPac Foods | Purchase sliver sizer removal and conveyor equipment. |
| 30A | Sherburne | Clean Chickens and Co. | Purchase truck and aluminum trailer for mobile poultry processing. |
| 42B | Ramsey | Ranchers Legacy US OP, LLC | Integrate Tomahawk TM-400 forming system to increase production capacity. |
| 43A | Ramsey | Bare Honey, LLC | Create single-serve honey processing and packaging. |
| 47A | Carver | Sovereign Estate Winery | Upgrade bottling line. |
| 54A | Dakota | Concord Fresh Meat, Inc. | Purchase Indoor cooler, rail system, refrigerated truck, indoor freezer unit, and processing cooler. |
| 63A | Hennepin | Laune Bread, LLC | Transform bakery and purchase equipment including bread oven. |
| 63A | Hennepin | Quebracho, LLC | Sustain growth with purchase of new empanada press, food/meat grinder, and Robot Coupe continuous feed food processor. |
| 64A | Ramsey | Bang Brewing Company, LLC | Increase production capacity with purchase of additional fermentation and lager tanks. |
| 66A | Ramsey | R&R Cultivation | Purchase an indoor walk-in cooler, stainless steel tables, scales, reusable packaging containers, and an order preparation rack system. |

Value-Added Grants by County Fiscal Year 2021



Urban Agriculture Grant Recipients

| Legislative District | County | Organization | Summary |
|----------------------|-------------|--|---|
| 04B | Becker | Detroit Lakes High School | Building a long-lasting greenhouse for ag-based curriculum and projects, making agricultural education accessible to all students at every grade level. |
| 05A | Beltrami | Boys and Girls Club of the Bemidji Area | Install a hydroponic growing system at their site to expand their youth agricultural lessons and extend their growing season year-round. |
| 07B | Saint Louis | American Indian Community Housing Organization | Work with middle and high school students to foster youth development, strengthen the Indigenous food system, and ensure greater and more sustainable access to healthy Indigenous foods through community gardening projects. |
| 11A | Carlton | Fond du Lac Band of Lake Superior Chippewa | Remodel and expand the Babaamaadiziwin Gitigaan (Journey Garden) and their outdoor kitchen space to serve as a centerpiece for agricultural education and community development. |
| 19B | Blue Earth | Mankato Area Public Schools | Build a technology-enhanced greenhouse project to prepare students for “22nd Century” jobs focusing on farm to fork production and sustainability. |
| 49B | Hennepin | Lionsgate Academy | Build a greenhouse to advance career exploration and other learning opportunities for their students. |
| 59A | Hennepin | Growing North Minneapolis | Hire youth workers to work at 21 community garden sites, learning ag-based entrepreneurial skills through hands-on growing experiences with farmers and mentors. |
| 60B | Hennepin | Twin Cities Community Agricultural Land Trust | Upgrade and install garden equipment to enhance youth lessons and improving accessibility at the UMN Peace Sanctuary Garden, located in Saint Paul. |
| 62A | Hennepin | Hope Community, Inc. | Educate and engage 40 youth in three “Farm Science” community garden projects. |
| 62A | Hennepin | North Country Food Alliance | Work with the Somali American Farming Association to expand and update the community garden located at the Horn Towers. The project will also include two food fellows and cultural interpreters to increase accessibility to the garden for residents. |
| 62B | Hennepin | Youth Farm | Hire teens and a program specialist for the Youth Social Enterprise program, using urban agricultural experiences to improve food access, community health, education, and career development. |
| 65B | Ramsey | Nova Classical Academy Green Team | Install raised beds and a composter to create educational opportunities for all students. |
| 67B | Ramsey | Urban Roots | Continue the development of the Rivoli Urban Farm Site on the East Side of Saint Paul. |