

## **Value-Added Agricultural Product Market Development Grants Independent Producers - Fiscal 2001**

### **Arkansas**

#### **“Riceland Biodiesel Market Development and Technology Assessment”**

Riceland Foods Inc., Stuttgart, Arkansas \$97,500  
Riceland will use the grant funds to conduct a marketing and feasibility analysis for a soybean germ separation and deoiling process.

### **California**

#### **“Blue Diamond Seasoned Almond Producer/Salad Toppings”**

Blue Diamond Growers, Sacramento, California \$478,500  
Grant funds will be used to help launch a new product line of produce/salad toppings to be sold in the produce section of supermarkets. Funds will be used for package design, market development, and marketing surveys.

#### **“Adding Value to Wild Rice Through Retort Processing”**

California Wild Rice Growers Association, Fall River Mills, Calif. \$405,625  
Grant funds will be used for market development of a new wild rice product. This product is pre-cooked and will be sold in a convenient, ready to serve foil pouch.

#### **“Development of Value Added Green Sicilian & Spanish style olive processing and marketing opportunity for Calif. olive growers”**

Olive Growers Council of California, Visalia, California \$500,000  
The Olive Growers Council of California is working with the California Olive Growers (CAG), Inc., a newly formed state-wide processing-marketing cooperative, which recently purchased the Oberti Olive plant. Grant funds will be used as working capital for the operation of the plant.

### **Colorado**

#### **“Colorado Homestead Ranches Ready-To-Eat Entrees”**

Colorado Homestead Ranchers, Inc., Paonia, Colo. \$47,290  
Colorado Homestead Ranchers entered the process meats market a year ago and plans to expand its number of ready-to-eat products. Grant funds will be used to finance various marketing strategies to promote these new products.

#### **“Natural Meat Cooperative - A Project to Process and Market Natural Meats”**

The Natural Meat Cooperative and the Rocky Mountain Farmers Union  
Educational and Charitable Foundation, Aurora, Colo. \$115,000  
Rocky Mountain Farmers Union will use grant funds to conduct a feasibility study and develop a business plan concerning producer ownership of or a joint venture with a natural meat company. This company will process naturally raised cattle, hogs, and lambs.

## **Illinois**

### **“Meat Processing Plant”**

American Premium Foods, Inc., Belleville, Ill. \$500,000

Grant funds will be used to conduct additional feasibility work, complete a business plan, and conduct market segment analysis.

### **“The Central Illinois Ag Coalition is investigating the feasibility of constructing a grain ethanol facility utilizing local corn in the Fulton county area”**

Central Illinois AG Coalition, Canton, Illinois \$60,000

The Central Illinois Ag Coalition is investigating the feasibility of constructing a grain ethanol facility to utilize corn produced in the Canton, Illinois area. Grant funds will be used to conduct the feasibility study and develop a business plan.

### **“Feasibility Study for establishing a fresh Masa Tortilla Manufacturing business in Chicago”**

ILLI Mex Alliance, LLC, Morrisonville, Illinois \$40,000

ILLI-MEX Alliance, LLC is a joint venture by two central Illinois cooperatives and is wholly owned by 2,000 farmers. The Alliance will use grant funds to investigate the feasibility of establishing a fresh masa tortilla manufacturing business in Chicago.

## **Indiana**

### **“Determining the Feasibility of a Corn Flour Milling Facility in Knox County, Indiana”**

Premium Producer Association, Vincennes, Indiana \$105,000

The Premium Producer Association wants to determine the feasibility of a corn flour milling facility in Knox County Indiana. The \$105,000 in grant funds will be used to hire a consultant to conduct the study and for miscellaneous expenses.

## **Iowa**

### **“Certified Organic and Specific Nutritional food grade oil production through identity preserved, chemical free, natural crushing and refining”**

American Natural Soy Processors, LLC, Hartley, Iowa \$478,578

American Natural Soy Processors plans to process organically produced oilseeds through the extrusion and expelling method of processing. The group will use grant funds to establish a working capital account to pay wages, utilities, and other start-up costs.

### **“Update feasibility study, update business plan, update business operations plan, and establish a working capital account for continued development of a producer-based biorefinery”**

BioMass Agri-Products LLC, Harlan, Iowa \$470,000

BioMass Agri-Products, LLC is looking to expand its processing opportunities of agricultural residues. They will use grant funds to conduct a feasibility study, update their business plan, develop a business operations plan, and establish a working capital account.

“Iowa Lamb Case-Ready Product Launch”

Iowa Lamb Corporation, Hawarden, Iowa \$437,500

Iowa Lamb Corporation is ready to begin marketing a series of retail store case-ready fresh lamb products. Grant funds will be used to pay some of the operating cost associated with the launch of these new products.

“IQPA Degermed-Debranned Corn for Livestock Feeding”

Iowa Quality Producers Alliance, LLC, Lewis, Iowa \$100,000

The Iowa Quality Producers Alliance will use its grant funds to determine the feasibility of a producer-owned degermed-debranned corn (DDC) processing facility. The proposed DDC facility will degerm and defiber corn in a dry milling process. This product is more digestible than whole corn for livestock.

“Development of a Beef Supply Network and Joint Operation of a Beef Harvesting and Processing Facility”

Iowa Quality Beef Supply Network LLC, Ames, Iowa \$500,000

The Iowa Beef Quality Supply Network, LLC wishes to acquire an ownership interest in either a new or existing beef processing plant. Grant funds will be used to conduct a feasibility study, develop final business plans and conduct an equity drive.

“Producer Owned/Invested Value added Food Production System”

Iowa Premium Pork Company, Clive, Iowa \$500,000

Iowa Premium Pork will use the \$500,000 in grant funds for equity development, project development, and overall administration.

“MGP Proposes to construct a corn processing plant that will produce ethanol and other associated product.”

Midwest Grain Processors Cooperative, Hanlontown, Iowa \$500,000

Midwest Grain processors Cooperative plans to build and operate a 45 million gallon per year fuel of denatured fuel grade ethanol plant. Grant funds will be used to establish a working capital account to pay salaries, purchase office equipment and pay utilities.

“Pine Lake Corn Processors”

Pine Lake Corn Processors, LLC, Eldora, Iowa \$500,000

Pine Lake Corn Processors will build and operate a 15-million gallon per year fuel ethanol plant. Grant funds will be used to establish a working capital account to finance the early stages of plant operation. This includes the purchasing of corn, chemicals and other necessary items for operations.

“14 Million Gallon Per Year Corn to Ethanol Plant”

Siouxland Energy & Livestock Cooperative, Sioux Center, Iowa \$500,000

Siouxland has nearly completed construction of a 14-million gallon per year ethanol plant. Grant funds will be used to establish a working capital account to fund operations prior to developing sufficient cash flow from operations.

“Addressing the Processing Needs for Cooperatives And Other Producer Alliances”  
Upper Mississippi Family Meats, Farmersburg, Iowa \$36,300  
Grant funds will be used to address the feasibility of a cooperatively-owned, multi-species processing plant for natural and organic meats. Grant funds will be used to conduct the feasibility study and develop the business plan.

“Vande Rose Ready-to-Eat Smoked Pork Burgers and Snacks”  
Vande Rose Foods, LLC, Oskaloosa, Iowa \$248,000  
Vanda Rose foods has developed pork burgers and pork jerky snack products. Grant funds will be used to finalize a feasibility study on marketing these products to a larger market and to establish a working capital account to support their marketing efforts.

## **Kansas**

“Connecting Producers To Consumers; Partners in Value Added Artisan Bakeries”  
American White Wheat Producers Association, Atchinson, Kans. \$499,997  
The American White Wheat Producers Association is developing the concept of adding value to white wheat while maintaining an ownership interest in the final products produced. Grant funds will be used to determine the feasibility of producing high quality artisan bread flours for use in the production specialty breads and baked goods.

“Northwest Kansas Soybean Processing Plant”  
Cooperative Agricultural Service Inc., Grinnell, Kansas \$11,000  
Cooperative Agricultural Services, Inc. wants to add a soybean processing plant to its currently operating feed mill. They will use the \$11,000 in grant funds to complete a feasibility study concerning this venture.

“Value Added Startup Venture Working Capital Project”  
Valley Vegetables Cooperative, Concordia, Kansas \$500,000  
The Valley Vegetable Cooperative plan to process sweet corn into cut corn and frozen corn products. The grant funds will be used as working capital during the startup period of operations.

## **Kentucky**

“Commonwealth Agri-Energy: A value-added Processing Venture by Independent Grain Producers”  
Hopkinsville Elevator Co., Inc., Hopkinsville, Kentucky \$500,000  
The Hopkinsville Elevator Company, Inc. is nearing completion of the development of Commonwealth Agri-Energy, LLC which will operate a dry anhydrous ethanol manufacturing plant. The farmer owned cooperative will use grant funds to establish a working capital account to pay wages and purchase supplies.

## **Massachusetts**

“Welch Foods, Inc. Introduction into the United Kingdom”  
National Grape Cooperative Association, Concord, Mass \$500,000  
Grant funds will be used to help Welch’s, the processing and marketing arm of National Grape, introduce new juice products into the United Kingdom (U.K.). The products will be formulated to address the flavor preference of the U.K. consumer.

**Michigan**

“A Project to sustain the Michigan Sugar Company through a producer owned cooperative”

Michigan Sugar Beet Growers Inc., Saginaw, Mich. \$500,000  
 Michigan Sugar Beet Growers, Inc. is purchasing four processing facilities from the Michigan Sugar Company. Grant funds will be used to establish a working account to purchase sugar beets and to pay the wages of plant personnel.

“Soybean Oil Refinery”

Thumb Oilseed Producers Cooperative, Ubly, Mich. \$192,000  
 Thumb Oilseed Producers Cooperative proposes to construct a soybean oil refinery capable of converting raw soybean oil into food grade oil. Grant funds will be used as working capital to finance the beginning of this new venture.

**Minnesota**

“Prairie Gold Tub Project”

Denco Producer's Association, Morris, Minn. \$144,950  
 DENCO Producers' Association (DPA) Prairie Gold Nutrition Company plans to manufacture and supply a high quality nutritional feed supplement for livestock producers. They will use the 144,950 in grant funds to conduct a marketing study, develop a business plan, conduct legal work, and purchase office equipment.

“Producer Owned Soybean Processing Cooperative”

Minnesota Soybean Processors, Brewster, Minn. \$500,000  
 Minnesota Soybean Processors is planning to build a new soybean processing facility and has currently raised one-half of the needed equity. Grant funds will be used to complete the equity drive and to conduct additional market evaluations for food and fuel grade soybean oil.

“Developing Niche Markets For Value-Added Pork Products”

Prairie Farmer's Cooperative, Granite Falls, Minn. \$500,000  
 Prairie Farmers Cooperative is currently constructing a 72,500 hog slaughter and further processing facility scheduled to open in September 2001. They will use grant funds to install their accounting, information technology, and marketing support systems. Grant funds will also be used to develop labels for fresh and further processed products.

**Missouri**

“Development of a Marketing Strategy”

Northern Missouri Pecan Growers, LLC, Kansas City MO. \$131,870  
 Grant funds will enable the Northern Missouri Pecan Growers LLC to develop and implement a marketing strategy for its products. These include raw, roasted, candied, and flavored pecans and holiday pecan products such as pralines, pecan logs, and pies.

**Montana**

“Linking the Consumer to Montana Natural Beef”

Montana Natural Beef LLC, St. Ingatius, Montana \$303,022  
 Montana Natural Beef, LLC is looking to develop markets for specialty value-added natural beef products such as jerky, corned beef, and pastrami. They will use grant funds to establish a

working capital account to pay salaries and benefits, to purchase office equipment, and to finance inventory.

### **New Jersey**

#### **“Value Added Processing Plant Grant Proposal”**

New Jersey Tomato Council, Cedarville, N.J. \$75,000

Grant funds will be used to determine the economic feasibility of building a processing plant in Southern New Jersey to slice tomatoes, core and de-seed peppers, and whole peel onions. The plant will be supplied by local producers.

### **New Mexico**

#### **“Adding Value to Wheat Production: Milling and Marketing”**

Sangre De Cristo Growers Coops LLC, Costilla, N.M. \$35,000

The Sangre Cristo Growers Cooperative wants to build a flour mill to process the organic wheat produced by its members. Grant funds will be used to conduct feasibility, operational, and marketing studies.

### **New York**

#### **“Certified Organic Grain Mill to Add Value to Organic Grains for Animal Feed”**

Klaas & Mary-Howell Martens, Penn Yan, N.Y. \$24,000

Three New York organic grain farmers recently purchased a feedmill from Agway Corporation and plan to produce quality organic animal feed. Grant money will be used to pay initial operating expenses for the mill.

#### **“Dipped Beeswax Candle Production Using Stainless Steel Melting Tank”**

Ryan Apiaries, King Ferry, N.Y. \$1,250

Grant funds will be used to help Mr. Ryan, a beekeeper, begin a candle producing operation using the beeswax from his commercial beekeeping operation.

### **North Carolina**

#### **“Eastern Foods Value-Added Pork Marketing Venture”**

Eastern Foods, Inc., Deep Run, N.C. \$467,405

Eastern Foods is entering into a joint venture to buy hogs, process them, and merchandise the pork products. Grant funds will be used to acquire a pork quality management information system, finance inventory, hire a sales manager, and develop a promotional program.

### **North Dakota**

#### **“The launching of a producer-owned high-quality beef processing marketing company”**

Dakota Beef Cooperative, Mandan, N.D. \$91,850

Dakota Beef Cooperative, a closed agricultural cooperative, intends to buy an existing high quality beef packing, processing, and marketing company. Grant funds will be used to conduct a membership/equity drive.

#### **“Development of Value Added Halal Canned Products”**

Dakota Halal Canning Company Inc., Harvey, N.D. \$102,200

To develop a line of fifteen value added halal canned products with: Strong sales appeal to our market, superiority over strongest competition in taste, convenience & nutritional value.

- “Development and Marketing of Halal Food Products”  
Dakota Halal Processing Company Inc, Harvey, N.D. \$71,996
- “Development and Introduction of Kubbah”  
Dakota Halal Processing Company Inc., Harvey, N.D. \$313,512  
The Dakota Halal Processing Company, Inc. is developing and test marketing of a variety of Halal products including Kubbah. Grant funds will be used mainly for packaging design, advertising and promotion, and operating expenses.
- “The Development and Marketing of new processed value-added natural lamb products to make use of entire carcass of animal”  
Dakota Lamb Growers Cooperative, Northwood, N.D. \$144,000  
The Dakota Lamb Growers Cooperative will expand the amount of natural lamb sold by marketing four new processed lamb products. They will use grant funds to pay salaries, marketing costs, and label and packaging design.
- “Golden Plains Frozen Foods Operational Startup”  
Golden Plains Frozen Foods, LLC, Leeds, N.D. \$500,000  
Golden Plains Frozen Foods recently purchased a facility that produces fresh frozen filled pasta such as ravioli. This group will use grant funds as working capital for the start of operations.
- “Goldboard Dakota LLC Strawboard Marketing And Sales”  
Iso-Straw Cooperative, Inc., Finley, N.D. \$498,700  
Iso-Straw has developed a strategic alliance with Goldboard Dakota LLC to produce and market a high-density fiberboard, a medium-density fiberboard, and other particle board-like products, all made from wheat.
- “Market Development for Bison Meat”  
North American Bison Cooperative, New Rockford, N.D. \$500,000  
The North American Bison Cooperative began its processing operations in February 1994. The Cooperative will use its grant funds to develop an export sales and marketing division to market bison products in Europe and the Pacific Rim.
- “‘Climbing Up the Value-Added Ladder' Turning Durum into Pasta with Semolina Specialties”  
Semolina Specialties, Crosby, N.D. \$500,000  
Semolina Specialties will be a new generation pasta producing cooperative. Grants will be used to fund an equity drive and hire key employees.
- “Spring Wheat Bakers Farmer Ownership Marketing Initiative”  
United Spring Wheat Processors, Fargo, N.D. \$500,000  
United Spring Wheat Processors d/b/a/ Spring Wheat Bakers plans to expand its current baking operation into new products from other wheat classes produced by its members. Grant funds will be used for market development for these new products.

**Oklahoma****“American Native Beef, Beef Harvest and Processing Facility”**

American Native Beef, LLC, Talihina, Oklahoma \$195,000

Grant funds will be used to determine the feasibility of a producer-owned new generation beef processing cooperative. American Native Beef will first conduct a study to determine the feasibility of the project, then complete a business plan and marketing plan.

**“Product Development Marketing Assistance for the Value Added Products Cooperative”**

Value Added Products Inc., Alva, Oklahoma \$500,000

Value Added Products, Inc. will produce frozen dough products from members' wheat. They use the grant funds to establish a working capital account to pay wages and salaries, material costs, evaluation costs, and marketing/promotional expenses.

**Oregon****“Boardman (OR) Cheese Plant”**

Tillamook County Creamery Assn., Tillamook, O.R. \$500,000

Tillamook County Creamery Association through its subsidiary Columbia River Processing, Inc. is opening a new cheese plant in Boardman, Oregon. Grant funds will be used to help pay the start-up costs of the new plant including salaries and inventory costs.

**Pennsylvania****“Sustain and Grow the Pure County Dairy Store”**

Best Milk Producers Cooperative, Williamsport, P.A. \$90,000

Best Milk Producers Cooperative recently opened Pure Country Dairy, a retail dairy store and processing center. Grant funds will be used as working capital to purchase inventory and to pay for advertising and other operating expenses.

**South Dakota****“Corn Based Ethanol Production Facility”**

Dakota Corn Processors Cooperative, Lennox, S.D. \$401,704

Dakota Corn Processors is preparing to start an equity drive needed to build a 40-million gallon per year ethanol plant. Grant funds will be used to cover part of the cost of the equity drive. They will also be used to establish an accounting system and pay the salary of the company's CEO.

**“Vertical Integration of Soybean Products, including soy oil refining soy foods, and soy diesel”**

South Dakota Soybean Processors, Volga, S.D. \$500,000

South Dakota Soybean Processors are looking at further refining soybean oil produced at its crushing facility. The group will use grant funds to conduct a feasibility analysis, to conduct an equity drive, and to establish a working capital account.

**Tennessee****“Economically Viable Refining of a Variety of Fruits and Vegetables, Particularly Sweet Potatoes, to Increase Their Value to End-users”**

Southern Growers Incorporated, Mason, Tennessee \$150,000

Southern Growers plan to process sweet potatoes into a variety of retail products, particularly sweet potato pies. They will use the \$150,000 in grant funds to conduct a feasibility study, develop business and marketing plans, and establish a working capital account.

## **Texas**

### **“Guar Bean Processing Facility”**

Southwest Guar Cooperative Association, Brownfield, Texas \$500,000

The Southwest Guar Cooperation Association plans to process guar beans to produce gum. They will use \$500,000 in grant funds to determine the feasibility of building a guar bean processing facility, prepare business and marketing plans, and establish a working capital account to finance initial operations.

## **Utah**

### **“Acquisition of the Western Sugar Company by the Rocky Mountain Sugar Growers Cooperative”**

Rocky Mountain Sugar Growers Coop., Salt Lake City, Utah \$500,000

Rocky Mountain Sugar will use the \$500,000 in grant funds to establish a working capital account. In addition, they will establish a finance department and purchase a computer system to handle finance matters and operations.

## **Virginia**

### **“Building Markets for Cooperatively Produced, Value-Added Aquaculture Products”**

Southern States Cooperative, Inc., Richmond, Va. \$454,880

Southern States has been testing the processing and marketing of domestically produced talapia. Grant funds will be used to study the feasibility of doing this on a commercial basis. Funds will also be used to develop business and marketing plans and to establish a working capital account for developing marketing strategies.

## **Washington**

### **“Proposal for Wheat Gluten and Ethanol Plant in Moses Lake Washington, Pacific Rim Ethanol LLC”**

Pacific Rim Ethanol, LLC, Ritzville, Wash. \$500,000

This project will facilitate the construction of a 40 million gallon per year fuel and industrial grade ethanol and vital wheat gluten processing facility in the central part of Washington state.

## **Wisconsin**

### **“Market Introduction of Farm Fresh Milk”**

John & Crystal Hinrichs, Maiden Rock, Wis. \$8,000

John and Crystal Hinricks, owners of a 250 cow dairy farm, are proposing to develop an on farm micro dairy to process milk and sell direct to retail outlets. The grant will be used for working capital to fund wages and benefits, supplies, inventory, and utilities.

### **“Collaboration in Value-Added Wood Processing and Marketing Among Southwest Wisconsin Forest Owner Cooperatives”**

Sustainable Woods Cooperative, Lone Rock, Wis. \$330,090

This project is to develop an alliance among three forest cooperatives to conduct value-added processing and joint marketing. The cooperatives are Sustainable Woods Cooperative, Kickapoo Wood cooperative, and Hiawatha Sustainable Woods Cooperative. Grant funds will be used to finance the initial marketing operations.

“The Organic Meat and Dairy Alliance”

Valley Organic Meat Cooperative, LaFarge, Wis.

\$500,000

Valley Organic is a new cooperative of organic meat producers that is forming a marketing alliance with Coulee Region Organic Produce Pool, an organic dairy producer cooperative. Grant funds will establish a working capital account to finance the beginning of this marketing activity.

FY 2001 Total Number of grants = 62

Total

\$19,856,719