



Wisconsin Recipients

Value-Added Producer Grant Program

Year 2008:

Agrecol Corp., Madison, WI **\$300,000**

Grant funds will be used to provide working capital to add value to native seeds by processing them into branded mixtures. This should increase the profitability of the company's current native seed commodity production. The applicant is a corporation founded in 1991 and the project will create 5 new jobs for the company.

Algoma Lumber Company, Algoma, WI **\$300,000**

Grant funds will be used to provide working capital to expand production of lumber and increase efficiency.

Coolwater Farms, LLC, Deerfield, WI **\$47,500**

Grant funds will be used to provide working capital to increase production and size (from six inches to nine inches) of farm-raised yellow perch fish and directly market the fresh and frozen fish fillets to restaurants, fish wholesalers, fish markets, and other retail outlets.

Crave Brothers Farmstead Cheese, Waterloo, WI **\$300,000**

Grant funds will be used to provide working capital for Ricotta cheese production expansion.

Ginseng & Herb, Marathon, WI **\$300,000**

Grant funds will be used to provide working capital to add value to Wisconsin ginseng root by processing ginseng into a trademarked, branded Wisconsin Ginseng, thereby increasing the profitability of the current ginseng commodity production. The goal is to expand sales to China. The applicant is a co-op that includes 124 farmers.

Harvest Moon Hay, Wittenberg, WI **\$300,000**

Grant funds will be used to provide working capital to expand into additional markets by selling additional store branded product for its caged small animal pet food line. This will allow the grantee to increase revenues and economic opportunities in Central Wisconsin.

Hedrich, Larry & Clara, Chilton, WI **\$17,840**

Grant funds will be used to provide planning grant for producing aged goat cheese.

Hidden Springs Creamery, LLC, Westby, WI **\$96,094**

Grant funds were awarded to a small dairy sheep and farmstead sheep cheese operation in southern Wisconsin that focuses on both soft, fresh cheese and cellar aged cheeses. Funds will be used to provide working capital for the production and marketing of American-made sheep cheese.

- Kelley, Tim and Karen, Fond du Lac, WI** **\$17,910**
 Grant funds will be used to provide planning grant to determine the feasibility study on the production and marketability of premium non-homogenized ice cream. Funds will also be used for legal consultation and business plan development. Implementation of this value-added project may allow the Farm an increase of \$3-5 per hundred weight of milk.
- Koepke Farms, Inc., Oconomowoc, WI** **\$14,820**
 Grant funds were awarded to a fifth generation family dairy farm to explore the feasibility of viable cheese options for Koepke milk, based on milk characteristics, marketability, and capacity of processing.
- Next Generation Organic Dairy, Mondovi, WI** **\$25,000**
 Grant funds will be used to provide a planning grant to access business opportunity for production and marketing of a range of branded value-added products, including a line of organic, artisanal and raw milk cheese, yogurt and probiotic dairy based drinks. The project will increase the value-added line; therefore, increasing revenues.
- O'Brien Farms, Brooklyn, WI** **\$300,000**
 Grant funds will be used to provide working capital to add value to the hybrid corn and soybeans produced by O'Brien Farms Inc. by packaging and branding the seeds. The project will create 2 new jobs for the company.
- Premier Cooperative, Mount Horeb, WI** **\$50,000**
 Grant funds will be used to provide a planning grant for feasibility studies, business planning and other business development activities related to the aggregation and processing of biomass (wood chips, corn stove and switch grass) to assist with the expansion of co-firing with coal for the production of electricity in a proposed 300mW plant expansion in Cassville, WI.
- Rushing Waters Fisheries, Palmyra, WI** **\$300,000**
 Grant funds will be used to provide working capital to help a trout farm increase production and expand markets for fresh and smoked trout. The expansion will increase economic opportunities in Palmyra. This project will create 4 new jobs for the company.
- Sassy Cow Creamery, LLC, Columbus, WI** **\$300,000**
 Grant funds will be used to provide working capital for a small, start-up organic and conventional milk processor and bottler project.
- Westby Cooperative Creamery, Westby, WI** **\$300,000**
 Grant funds were awarded to a small, start-up milk processing and bottling operation in southern Wisconsin. The operation will use the grant for working capital to market and package conventional and organic milk products.



Zimmer-Otter Creek Organic Farm, Avoca, WI **\$146,916**

Grant funds will be used to provide working capital to establish a working inventory of branded single source seasonal organic cheese; therefore increasing revenues for the Farm. The project will create between 3-5 new jobs for the company.

Year 2008 Total: \$ 3,116,080 - 17

Year 2007: →

Bee Forest Products, Inc., Nelson, WI **\$300,000**

Grant funds will be used to provide working capital to expand the value-added manufacturing and marketing activities at the saw mill; specifically by adding a wood processing system to its current operations.

Beltie Beef, LLC, Milladore, WI **\$104,209**

Grant funds will be used to provide working capital to develop value-added beef products for a sustainable certified organic beef market. The products will be certified organic grass-fed, naturally preserved, and unique to the certified organic niche marketplace due to the meat's organic processing. Products will include certified organic smoked dried beef slices, beef sausage products, and primal cuts and non-traditional beef cuts.

Brown Swiss Cattle Breeders' Association, Beloit, WI **\$12,400**

Grant funds will be used for planning purposes, specifically to conduct a feasibility study to expand the marketing options of a new cheese, Braun Suisse Kase, as well as complete a business plan that incorporates the expansion of markets and needed organizational changes necessary to make the cheese prototype a self-sustaining business. The applicant is a national organization with 807 independent producer/members that have the Brown Swiss animal as a primary source of income.

Burnett Dairy Cooperative, Grantsburg, WI **\$300,000**

Grant funds will be used to provide working capital to expand their cheese product line to include Artisan cheeses under the "Wood Creamery" label. The applicant is a co-op that was established in 1966. It now includes 430 farmer-owners and is headquartered in the rural Town of Alpha, population 20.

Central Wisconsin Lumber, Inc., Marathon, WI **\$300,000**

Grant funds will be used to provide working capital for value-added manufacturing and marketing activities, including expanded production of rough green lumber for a small sawmill operation in Marathon County. The primary project goal is to improve revenues by increasing production to 9 million board feet per year. This can be accomplished by purchasing larger lots of timber and increasing work hours at the mill; therefore, expanding delivered log supply output by 43 percent. The business is owned by an independent producer.

Crave Brothers Farmstead Cheese, LLC, Waterloo, WI **\$300,000**



Grant funds will be used to provide working capital to an independent producer of specialty cheese. Funds will specifically be used to expand its current line of specialty cheese, as well as increase production of its popular petit and Les Freres cheese products.

Great Lakes Renewable Energy, Inc., Rice Lake, WI **\$290,000**

Grant funds will be used to provide working capital for a new wood pellet manufacturing business located in Northwestern Wisconsin. The company plans to sell approximately 36,000 tons of residential-sized wood pellets on an annual basis, targeting the growing biomass stove market. They anticipate hiring 10-12 employees for harvest, as well as an additional 5 employees to provide trucking services for the product.

Harmony Specialty Dairy Foods, LLC, Stratford, WI **\$300,000**

Grant funds will be used to provide working capital to assist the borrower in becoming a value-added cheese company. They are seeking to re-open a cheese plant to produce high-value specialty dairy products, specializing in kosher products.

Johnson Timber Corporation, Hayward, WI **\$300,000**

Grant funds will be used to provide working capital to produce value-added products, such as peeled and aged aspen for its major client, as well as wood chips for other mills as demand increases. The borrower is a small business located in northwestern Wisconsin. Project costs will also include purchasing the standing timber (owned by the company) and paying processing costs.

Lysauke Yang, Peshtigo, WI **\$11,300**

Grant funds will be used to finance the cost of a feasibility study to determine the marketability of a veal operation in rural Marinette County.

Millet Supply, LLC, Plainfield, WI **\$300,000**

Grant funds will be used to provide working capital for value-added manufacturing and marketing activities, including the addition of a caged small animal pet food line, to its current operations. The overall project goal is to broaden and create a more diverse customer base by expanding sales from the current pet bird food line to include a millet-based pet food product line for caged small animal pets, as well. The business is owned and operated by 8 producers in the Plainfield area.

Quality Dairy Goat Producers Cooperative of Wisconsin, Chilton, WI **\$37,500**

Grant funds will be used to provide working capital to finance this dairy goat cooperative's efforts to market quality goat milk to high-end cheese companies and creators of high-end artisan dairy products. The co-op is 100% owned and operated by six dairy goat producers in northeastern Wisconsin.

Saxon Homestead Creamery, LLC, Cleveland, WI **\$300,000**



Grant funds will be used to provide working capital for a family-owned creamery located in rural Brown County. The grant will be used to market new cheese products that are distinctly different from the European tradition.

Tri-State Lumber & Land, LLC, Rice Lake, WI **\$300,000**

Grant funds will be used to provide working capital to a sawmill operation in northern Wisconsin. Funds will be used to increase production of the company through the acquisition of bigger blocks of raw material; therefore expanding the business and creating a second shift for potential job opportunities in the area.

Whole Trees, LLC, Stoddard, WI **\$150,000**

Grant funds will be used to provide working capital to an agricultural producer specializing in the use of small diameter timber in whole tree structures. The owners will expand their value-added manufacturing and marketing activities to allow for an increase in raw materials production and inventory to meet the growing demands of Whole Tree building structures. Unlike conventional lumber processing, Whole Tree building uses thinnings from small diameter trees that are often invasive, wind damaged or diseased. The use of these thinnings also increases the health of local forests.

Year 2007 Total: \$3,305,409 -16

Year 2006: →

Alto Dairy Cooperative, Waupun, WI **\$230,000**

Alto Dairy, a 600-member farmer cooperative located in southern Wisconsin, was awarded a working capital grant to market a new cheese product, branded as “Black Creek Aged Cheddar.” Project activities include creating press releases, designing and implementing a data collection and analysis system, creating point-of-purchase materials, and supporting introductory programs at major retail locations. Successful sales from the production, branding, and marketing of the new product will increase returns to each member-owner dairy farmer.

Bee Forest, LLC, Nelson, WI **\$300,000**

A working capital grant was awarded to this sawmill operation to expand its value-added manufacturing and marketing activities with the addition of a wood processing system. This additional system will be a dry kiln operation; and therefore allow the company to expand sales by entering the dry lumber processing business. Tasks will include initiating full production and sales and shipment of lumber. Additionally, the operation includes a biomass boiler fueled by the waste bi-product of the mill, thus eliminating the need to purchase additional non-renewable fuels.

Coulee Area Renewable Energy, LLC, Coon Valley, WI **\$100,000**

This organization is a new 100% producer-owned and controlled entity proposing to develop, own and operate a large-scale corn-to-ethanol plant in Sparta, Wisconsin. With



the planning grant funds, the business will develop a business plan for the proposed ethanol plant, as well as seek equity from potential farmer-owners throughout the state and nation.

Gourmet’s Delight Mushrooms, Inc., Eden, WI **\$200,000**

A working capital grant was awarded to this small corporation owned by an independent producer of organic mushrooms. The funds will help with costs associated to the packaging and marketing of premium-quality, certified-organic, fresh mushrooms. Marketing expansion will focus on mainstream stores in the upper Midwest; specifically, Wisconsin, Minnesota and Illinois.

Hsu’s Ginseng Enterprises, Inc., Wausau, WI **\$250,000**

A working capital grant was awarded to this producer and processor of ginseng. The project goal is to increase the effectiveness and efficiency of the manufacturing and marketing efforts to promote both existing and new products to new markets nationwide.

Long Winter Energies, LLC, East Troy, WI **\$100,000**

Long Winter Energies is an agricultural producer group of grain farmers located in southeastern Wisconsin. The group was awarded a planning grant to help finance an intent-to-build economic feasibility study for a three component renewable power venture: biomass combined heat and power; corn/wheat to ethanol; and supplemental wind electrical power generation.

MacFarlane Pheasants, Inc., Janesville, WI **\$300,000**

This business received a working capital grant to market high-quality pheasant meat from pheasants raised and owned by this corporation. Their goals include producing the lowest-cost, highest-quality pheasant on the market, as well as improving effectiveness of marketing efforts for this product. The new retail line will market frozen, boxed, breast meat for sale to retailers and through direct Internet sales.

Renne Soberg, Spring Valley, WI **\$ 24,500**

A planning grant was awarded to this independent producer of raw herbs. The project involves conducting a feasibility study to assess the value of organically-grown, domestically-produced, medicinal herbs used in Traditional Chinese Medicine through drying, powdering, and encapsulating. The study will review and confirm market research for these products, as well as identify co-packing opportunities with potential Wisconsin-based or regionally-based businesses that are available to co-package product for market sale.

Browse & Grass Farmer Association, Downing, WI **\$299,660**

Working capital funds were granted to this steering committee of 12 independent producers to market locally grown, kosher and halal-certified lamb and goat meat products to the emerging market of culturally and economically diverse consumers in the Upper Midwest. The project targets families, restaurants, retailers, and individuals that require and value religious certified meat products. Market differentiation of product is



accomplished by meeting the slaughter, processing, handling, and packaging requirements for kosher and halal products for Jewish and Muslim faiths, respectively.

Year 2006 Total: \$1,804,160 -9

Year 2005:

Eco Wood Company, Inc., LaPointe, WI

\$110,000

This lumber company will use this working capital grant to purchase standing timber, harvest timber, process logs into lumber, kiln dry lumber and sell as rough lumber or mill lumber into wood products. The business will be located on Madeline Island. All wood for this project will be harvested from the island, and all production, sales and final use will be exclusively on the island as well. Waste wood will be burned to produce the heat used to dry wood. There are 10 producer-owners involved with the project.

Pinn-Oak Ridge Farms, LLC, Delevan, WI

\$150,000

Working capital grant funds will be used to process high-quality, natural, specially-branded lamb meat and expand direct market efforts to include the consumer and foodservice markets in southern Wisconsin and the Chicago metro area. The farm has 7 owner-producers.

Shepherd Song Farm, Downing, WI

\$49,789

This planning grant will finance the development of a business plan and an innovative marketing strategy that allows the business to tap into a new market for fresh lamb that is traditionally slaughtered, and certified as kosher-halal and USDA "all natural." The farm has 2 producer-owners.

Western Wisconsin Energy, LLC, Wheeler, WI

\$150,000

The grant will provide working capital funds to develop a 40 million gallon dry grind corn-to-ethanol processing facility in rural Wisconsin. The project has 444 corn producers statewide involved with the project.

Wisconsin Soybean Marketing Board, Inc., Madison, WI

\$50,000

This planning grant will be used to conduct a feasibility study to determine the viability of building and operating a producer-owned integrated soybean crushing (processing)/oil refining/bio-diesel production plant in Wisconsin for the purpose of adding value to producer-members' soybean crops. The Board represents 12,000 Wisconsin soybean producers, all of who will be involved in the project.

Year 2005 Total: \$509,789 -5

Year 2004:

CC's Jersey Crème, Ltd, Spring Valley, WI

\$28,700



This dairy farm is owned by two independent dairy producers. Working capital grant funds will be used to expand the farm's product line by designing and producing an inventory of containers and lids for seven new products. They include lids/containers for 5 different flavors of Naturally Light yogurt in 6 oz cups; 1 Naturally Light product in a 16 oz cup; and one whole milk plain yogurt in a 32 oz container.

Burnett Dairy Cooperative, Grantsburg, WI **\$150,000**

The working capital grant funds will fund the expansion of cheese manufacturing to include deli cheeses and individually packaged string cheese to diversify and strengthen the Cooperative's cheese portfolio. Cooperative has 430 farmer-owners.

Timber Producers Association of MI and WI, Rhinelander, WI **\$120,627**

Planning grant will be used to conduct a feasibility study to identify marketable products and quantify the value added to forest residues and low value pulpwood via biorefining for the ultimate sale of biobased chemical feedstocks and biofuels, and the feasibility of constructing and operating a biorefinery in Wisconsin.

Wisconsin Dairy Graziers, LLC, Seymour, WI **\$38,540**

Borrower is a four-family dairy cooperative that specializes in grass-fed dairy products. Working capital grant will fund the organization of an effective sales and marketing team, as well as marketing efforts that will expand the markets for their new cold-pack cheese products.

Ellsworth Cooperative Creamery, Ellsworth, WI **\$150,000**

Grant funds will be used to help pay start-up working capital expenses associated with purchasing milk from the 488 farmer-member owners of this co-op. The project is a new venture to produce "gas flush" packaged and flavored cheese curds.

Year 2004 Total: \$487,867 -5

Year 2003: →

Living Forest Cooperative, Ashland, WI **\$39,500**

The working capital grant funds will be used by the 84-member producer owner cooperative to help pay employee salaries, expand retail sales markets and process and dry timber. The lumber and wood products will be certified as Forest Stewardship Council products and be sold to higher volume accounts as an emerging market for the Cooperative.

Home Grown Wisconsin Cooperative, Waterloo, WI **\$20,000**

The applicant is a 24-member farmer owned coop whose members produce organic fruits and vegetables. Grant funds will be used to conduct a feasibility study for the marketing of organic produce and vegetables.

Birmingham, Deirdre, Stoughton, WI	\$8,344
Planning grant funds will be used toward the cost of a feasibility study leading to the development of the business, operations, and marketing plans necessary to successfully produce and market hard (apple) cider in the Southern Wisconsin region.	
United Cooperative, Beaver Dam, WI	\$279,000
Planning grant funds will be used to develop a feasibility study to determine the viability of adding an ethanol production facility to services provided by the Cooperative.	
United Wisconsin Grain Producers, LLC, Friesland, WI	\$450,000
The working capital grant will help pay the start-up costs of personnel, insurance, office supplies and accounting fees for the 40 million gallon annual capacity corn ethanol production facility to be built in Friesland, WI.	
Westby Cooperative Creamery, Westby, WI	\$438,000
Working capital grant dollars are being used to develop new markets for the coop's dairy products.	
Year 2003 Total: \$1,234,844 -6	

Year 2002: →

Alto Dairy Cooperative, Waupun, WI	\$150,000
Purpose: For working capital to support operations to separate protein from milk to produce nutraceuticals and pharmaceuticals.	
Rainbow Farmers Cooperative, Milwaukee, WI	\$150,000
Purpose: To develop a business-marketing plan to support the innovative value-added venture, "A Taste of the Rainbow" that works with socially disadvantaged and limited resource producers by providing an alternative outlet for fresh and healthy food to urban and rural markets.	
Westby Cooperative Creamery, Westby, WI	\$37,200
Purpose: To analyze new product development and new market niches for up to nine new dairy products.	
Organic Choice Coop, Thorp, WI	\$50,000
Purpose: To conduct a feasibility study of pooling and marketing raw certified organic milk to processing plants and to develop the groups' own line or organic dairy products.	
Western Wisconsin Renewable Energy, Colfax, WI	\$65,000
Purpose: To obtain legal advice and assistance related to the development of a 30-40 million gallon corn to ethanol processing facility.	



Wisconsin Farmers Union Specialty Cheese, Chippewa Falls, WI **\$75,000**

Grant funds are for working capital expenses, purchasing milk from Wisconsin dairy producers and start-up cheese making expenses at Monfort, WI cheese plant.

Sustainable Woods Cooperative, Lone Rock, WI **\$75,000**

Grant is for working capital to enhance and implement an innovative inventory tracking system among small forestry cooperatives in Wisconsin, Minnesota, Michigan and Iowa.

Partners in Forestry, Tomahawk, WI **\$69,700**

Purpose: To conduct a feasibility study for a Partners in Forestry Sustainable Forestry Certification program which will lead to identifying raw product supplies and sales of the niche markets for manufacturing and to determine the feasibility of biomass energy to power small electric generating plants using wood residue.

Chippewa Valley Cheese Corporation, Osseo, WI **\$245,500**

Purpose: To expand markets by establishing relations with major distributors for bringing certified cheese to larger and higher-priced markets predominately on the East and West coasts.

Year 2002 Total: \$917,400 -9

Year 2001: →

John & Crystal Hinrichs, Maiden Rock, WI **\$8,000**

John and Crystal Hinrichs, 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.

Sustainable Woods Cooperative, Lone Rock, WI **\$330,090**

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

Valley Organic Meat Cooperative, LaFarge, WI **\$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.

Year 2001 Total: \$838,090 -3



**Total Program Funding: \$12,213,639
(70 projects)**