

Minnesota House of Representatives  
Agriculture Finance Committee

# 2021 Year in Review

AURI's Role and Impact

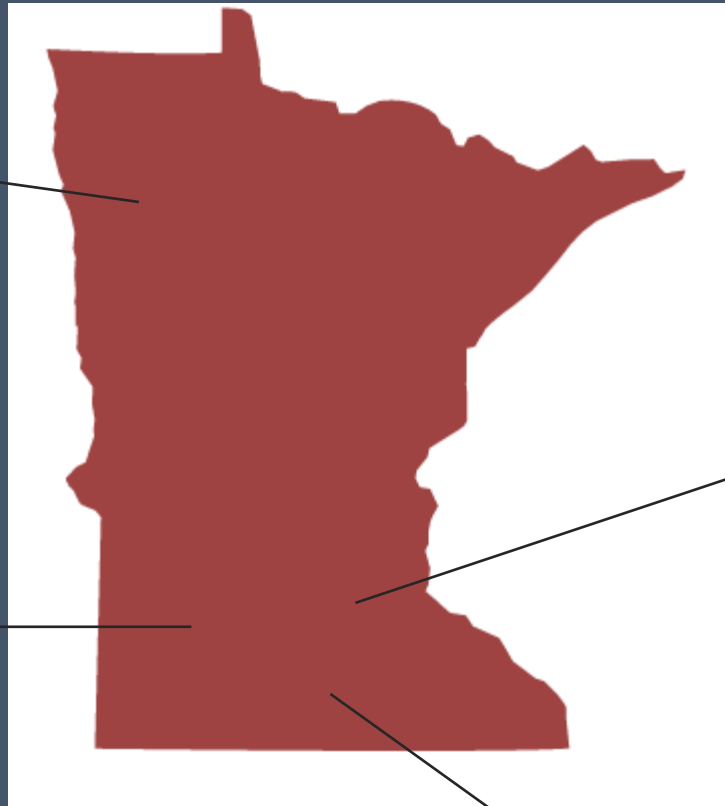
Minnesota's Agriculture Industry &  
Innovation Ecosystem



**auri**  
Agricultural  
Utilization  
Research  
Institute

# Statewide Locations and Staffing

**Crookston**  
Administrative Office



**33 full and part time staff**  
[Auri.org/staff](http://Auri.org/staff)

**11 directors – producer  
councils, grower orgs,  
agribusiness, legislature,  
at-large**

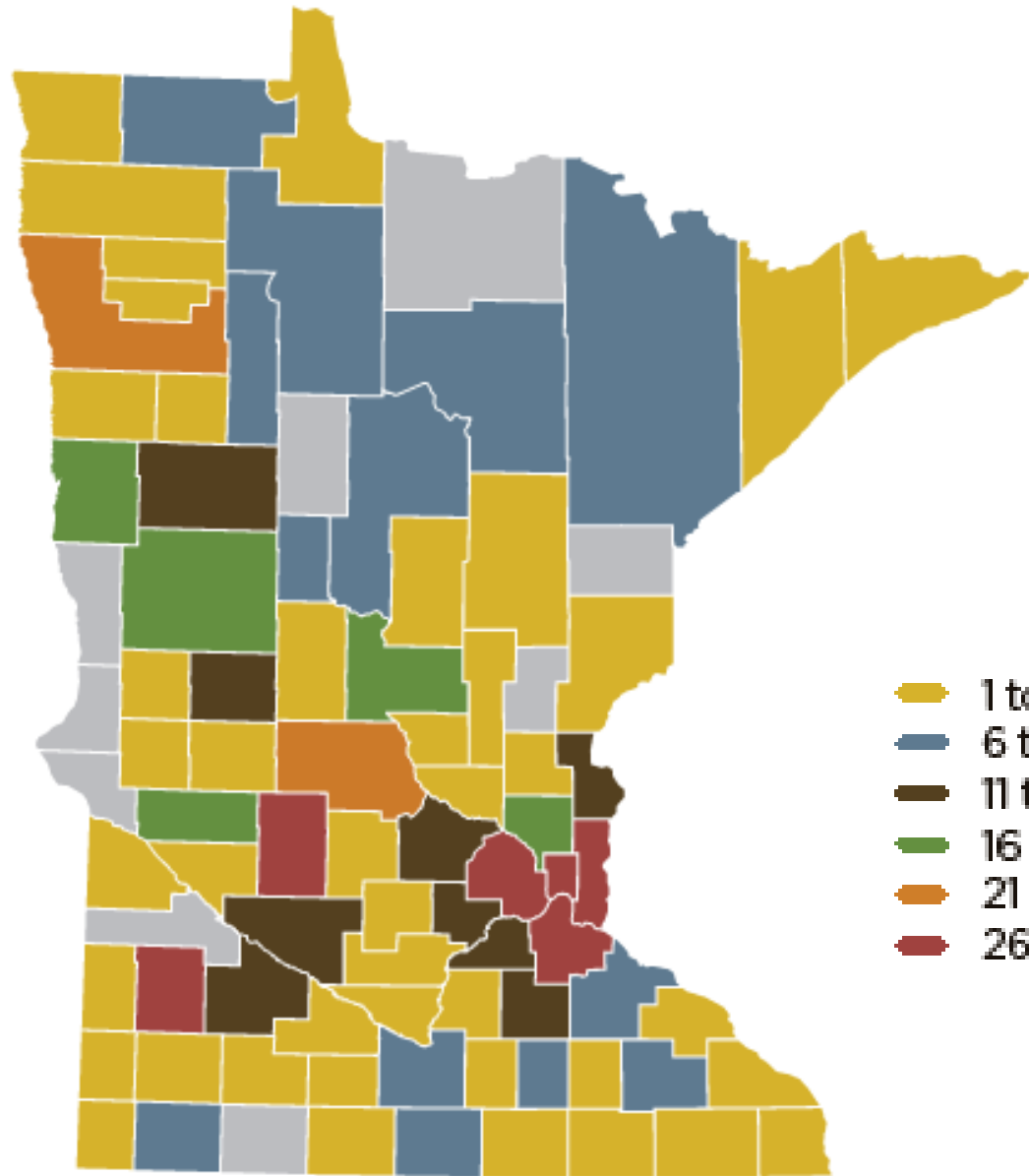
**Metro**  
UMN St. Paul

**Marshall**  
Meat and Food lab  
Biobased and Renewable Energy  
Analytical  
Product Evaluation/Sensory

**Waseca**  
Coproducts lab and  
annex site



# Client Project Locations



***10 Year Totals***

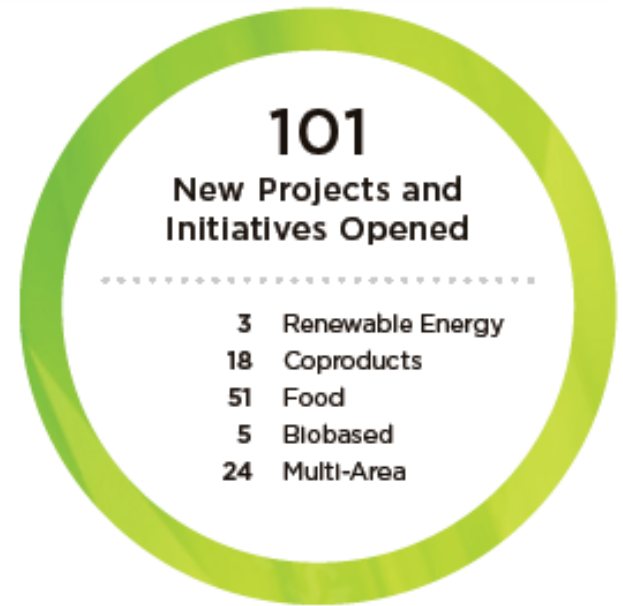
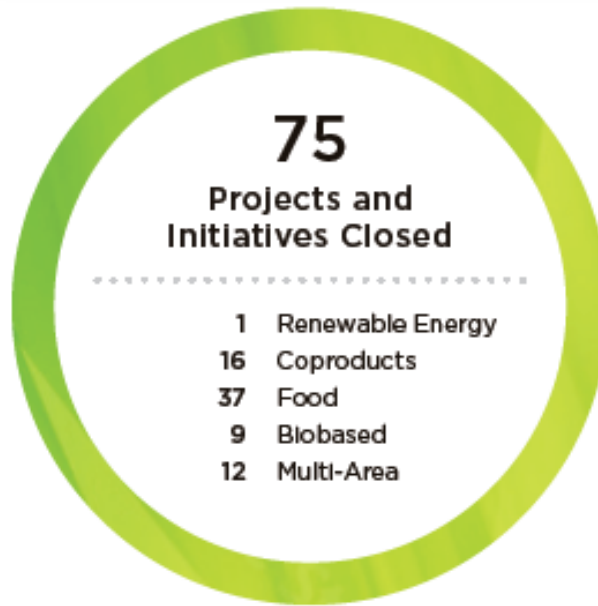
***July 2011***

***through***

***June 2021***

- 1 to 5 Projects
- 6 to 10 Projects
- 11 to 15 Projects
- 16 to 20 Projects
- 21 to 25 Projects
- 26+ Projects

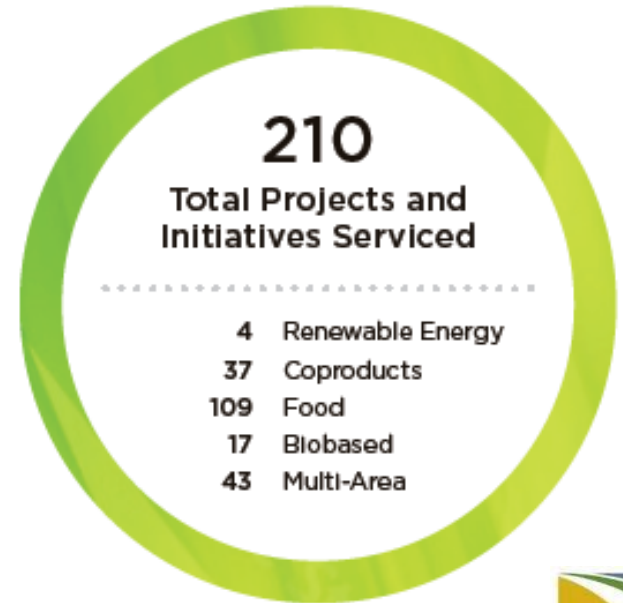
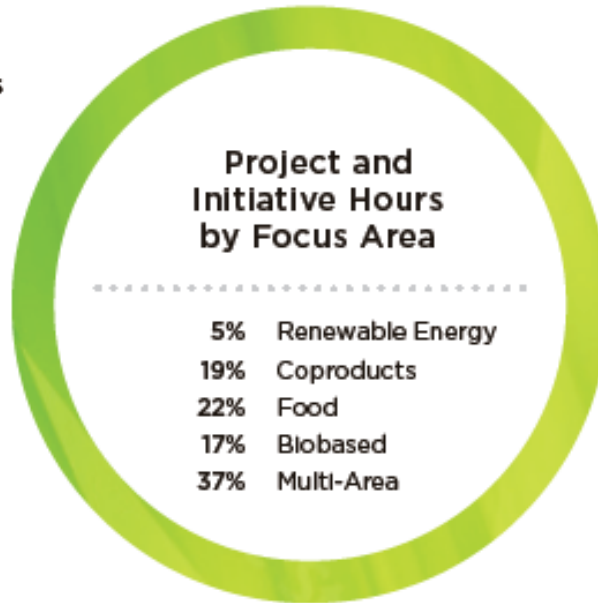
# FY21 Activity At a Glance



**31**  
AURI Connects  
Events

**2,577**  
Total Participants at  
AURI Connects Events

**949**  
New Participants at  
AURI Connects Events



► FISCAL YEAR 2021 AT A GLANCE

**\$5,140,357**

Fiscal Year  
Revenue

**\$4,730,458**

Fiscal Year  
Expenses

# Food

51

New Projects and  
Initiatives Opened

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37

Projects and  
Initiatives Closed

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109

Total Projects and  
Initiatives Serviced

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- ▶ Active support area
- ▶ Vibrant food ecosystem
- ▶ Diverse clients
  
- ▶ Educational tools
  - ▶ Shelf-life guide
  - ▶ Clean label guide
  - ▶ Local Ingredient Sourcing
  - ▶ Packaging Guide
  - ▶ Digital / E-Commerce Guide
  
- ▶ Technical assistance
  - ▶ Shelf life
  - ▶ Nutrition labels
  - ▶ Product evaluation
  - ▶ Sourcing
  - ▶ Product development
  - ▶ Process development
  
- ▶ AURI Connects
  - ▶ Thought Leaders

artisan  
**naan**  
bakery

**QUEBRACHO**  
EMPANADAS

Baking it Real

Smude's  
Brand™

 auri

# Coproducts

18

New Projects and  
Initiatives Opened

16

Projects and  
Initiatives Closed

37

Total Projects and  
Initiatives Serviced

- Growing Activity
- Sustainability Goals
- Technical Assistance
  - Dewatering
  - Drying
  - Densification/Pelleting
  - Hemp decorticator
  - Oilseed pressing
  - Product development
    - Food, Feed, Fuel, Fertilizer
  - Process development
- AURI Connects
  - Anaerobic Digestion



# Renewable Energy

3

New Projects and Initiatives Opened

1

Project and Initiative Closed

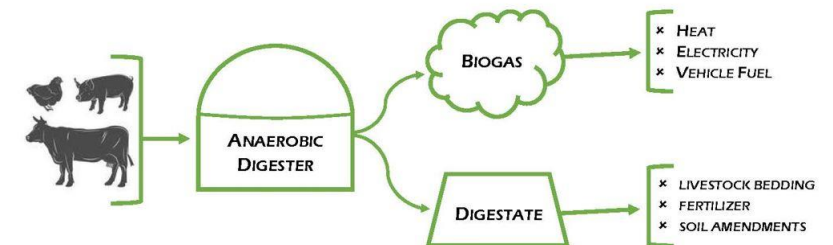
4

Total Projects and Initiatives Serviced

- Biofuels support
- Initiatives
  - Hydrogen Economy Collaborative / Green Ammonia
  - RNG / Anaerobic digestion

- AURI Connects
  - Anaerobic Digestion Thought Leaders
  - Renewable Energy Roundtable

- Testimony
  - U.S. Senate Agriculture Subcommittee on Rural Development and Energy



# Biobased

5

New Projects and  
Initiatives Opened

9

Projects and  
Initiatives Closed

17

Total Projects and  
Initiatives Serviced

- Industry and Client Specific Projects
- Technical Assistance
  - Life cycle / cost assessment
  - Feasibility analysis
  - Technical insight
  - Product development
- AURI Connects
  - Webinar Wednesday





# Public Initiatives



- Road Sealant Feasibility – SRF Phase 2 Life Cycle Cost Analysis for Hutchinson
- MN Aquaculture Report
- Digital and E-Commerce Guide
- FODMAP/ATI Wheat Project Completion
- Co-manufacturing Report
- Stakeholder Analysis



Demystifying Digital Marketing and E-Commerce for Food Businesses

WHEAT  
DIGESTIBILITY



# Meat / Livestock Initiative



- Mobile Meat Slaughter Grant
- Designated meat science funding
  - Clay Newton, Meat Scientist
  - Laura Bachmeier, Business Development - Meat
- USDA/AMS Cooperative Agreement



# BOLD OPEN

Powered by:



In Partnership with:



Thought Leaders

Fields of Innovation

Webinar Wednesday

Renewable Energy Roundtable

Bold Open



**31**  
AURI Connects Events

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New Participants at AURI Connects Events



# New Resources Added

## Waseca

Food grade laboratory

- Oilseed press
- Dehuller

Portable Anaerobic  
Digester



# Looking Forward – Resource Needs



Cost of Living  
Adjustment



Anaerobic Digester  
Feedstock Study for  
MN



Life Cycle Analysis  
position



Facilities in  
Crookston and  
Waseca



Equipment  
upgrades

# Client Project Impact

**5 Year Totals**  
**July 2016**  
**through**  
**June 2021**



**195**

Estimated Number  
of Jobs Created



**384**

Estimated Number  
of Jobs Retained



**\$118 M**

Estimated New  
Capital Invested



**\$321 M**

Estimated New  
Gross Annual Sales

**In the Next 5 Years**



**785**

Estimated Number of  
Future Jobs Created  
and Retained



**\$311 M**

Potential Future  
Capital Investments

Great state for ag  
and food  
innovation...

- Historical AURI
- Client Projects
- \*1989 to current
- MN Legislature Partnership

