

FY 2004 FSMIP Projects

Total Funding: \$1,338,000

Average Grant: \$49,556

27 Projects in 23 States

Alabama - \$68,200 to the Alabama Department of Agriculture and Industries, in cooperation with Auburn University, to analyze the market for biomass derived from by-products of agricultural and forestry production, evaluate milling and transportation requirements for several raw by-products, and assess the market for biopower generated from biomass as an alternative input for coal fired power plants in the state.

Alaska - \$46,000 to the Alaska Department of Natural Resources, Division of Agriculture, to expand the use of farmers' markets as a direct marketing outlet for Alaska growers.

Arkansas - \$68,000 to the Arkansas State Plant Board, in cooperation with Winrock International, to assist newly-formed vegetable cooperatives in southeast Arkansas identify and pursue opportunities to sell produce in commercial markets.

Connecticut - \$56,200 to the Connecticut Department of Agriculture, in cooperation with the Hartford Food System, to develop a state-wide system to facilitate use of locally-produced food in public schools.

Delaware - \$66,300 to the University of Delaware, on behalf of the Delaware Agricultural Experiment Station, to study factors important to producers and the poultry industry in adopting a genetically modified corn with the environmental benefit of lowering phosphorus levels in chicken manure, and to assess consumer acceptance and willingness to pay for products derived from poultry raised on the genetically modified corn.

Florida - \$35,200 to the Florida Department of Agriculture and Consumer Services to assess prospects for Florida growers to export orchids and other flowers to Singapore.

Florida - \$37,000 to the Florida Department of Agriculture and Consumer Services to explore new marketing opportunities in three overseas markets for a new sweet, early maturing grapefruit hybrid

Georgia - \$46,400 to the University of Georgia, on behalf of the Georgia Agricultural Experiment Station, in cooperation with the Georgia Cattlemen's Association, to analyze production and economic data collected through the Georgia Beef Challenge and use the results to assist Southeastern cow-calf producers improve the marketing of their cattle.

Georgia - \$56,700 to the University of Georgia, on behalf of the Georgia Agricultural Experiment Station, in cooperation with the Georgia Department of Agriculture, to

characterize the nutritional and functional characteristics of a new lipogenase-free soybean variety and assess its market potential and acceptance to consumers.

Idaho - \$50,000 to the Idaho Department of Agriculture, in cooperation with the Idaho Potato Commission and the Potato Growers of Idaho, to conduct a national survey to assess the preferences and buying habits of consumers of fresh potatoes.

Indiana - \$74,000 to the Indiana Office of the Commissioner of Agriculture, in cooperation with Indiana Business Modernization and Technology Corporation and the Indiana Hardwood Lumbermen's Association, to enhance the competitiveness of the Indiana wood furniture sector in domestic and international markets through market research and collaborative development of individual and industry-wide marketing plans.

Kentucky - \$50,200 to the Kentucky Department of Agriculture, in cooperation with Kentucky State University, to research consumer acceptance, pricing strategies, packaging options, handling needs and successful marketing approaches relating to nontraditional items such as aquaculture products and specialty meats sold through farmers markets to consumers and local restaurants.

Michigan - \$52,000 to the Michigan Department of Agriculture, in cooperation with Saginaw Valley State University and the Corn Marketing Program of Michigan, to assess the economics of and marketing opportunities for creating construction, automotive and aerospace products from agricultural residues such as corn cobs and distiller's grain.

Minnesota - \$12,000 to the Minnesota Department of Agriculture, in cooperation with the Minnesota Grown Promotion Group, to address marketing challenges faced by immigrant growers who sell their products at urban farmers markets.

Missouri - \$32,000 to the Curators of the University of Missouri on behalf of the Missouri Agricultural Experiment Station to identify potential markets in Puerto Rico for rice produced by Mid South growers, analyze transportation requirements and assess price competitiveness of U.S. medium grain rice shipped to Puerto Rico.

Nevada - \$19,100 to the Nevada Department of Agriculture, in cooperation with the University of Nevada and the Nevada Association of Counties, to survey Nevada growers and restaurants catering to the tourist trade, and explore ways to foster use of locally-grown agricultural products.

New Hampshire - \$42,500 to the New Hampshire Department of Agriculture, Markets and Food, in cooperation with Harvest New England Association, Vermont Apple Marketing Board, Vermont Agency of Agriculture and others, to analyze the market for fresh-cut apple slices in New England markets, and assess factors such as price, processing, distribution, and marketing needs to successfully expand the market.

New Jersey - \$61,000 to the New Jersey Department of Agriculture, in cooperation with Rutgers University Cooperative Extension Service and the Organic Aquaculture National

Advisory Committee, to identify, evaluate and quantify market opportunities for organically grown U.S. aquaculture products.

New York - \$48,000 to the New York Department of Agriculture and Markets, in cooperation with the Glynwood Center, to explore opportunities for local producers to supply food and feed to New York City zoos and related tourist facilities, and to address constraints and infrastructural challenges to greater use of locally produced food at these venues.

North Dakota - \$70,000 to the North Dakota Department of Agriculture, in cooperation with the National Cooperative Grocers Association and Cooperation Works, to address distribution, promotion and merchandising issues faced by producer and retail cooperatives in creating an effective regional and national supply network, and to provide technical assistance to producer cooperatives in several states to develop products and effective marketing strategies to access the food cooperative market

Oregon - \$52,000 to the Oregon Department of Agriculture to study and document the flow of cargo along the western Pacific littoral to identify the critical mass of cargo that can support weekly scheduled common carrier containerized barge services as a way to increase efficiency in the transportation system and improve the competitiveness of western U.S. agriculture in world markets.

Pennsylvania - \$40,000 to the Pennsylvania Department of Agriculture, in cooperation with Penn State Extension Service and the Food Trust, to develop marketing training programs for dairy farmers interested in diversifying their operations into non-traditional crops as a way to enhance their profitability.

Pennsylvania - \$57,200 to the Pennsylvania State University on behalf of the Pennsylvania Agricultural Experiment Station and in cooperation with the Rodale Institute, to survey producers, service industries, buyers and consumers about ways to improve the usefulness and effectiveness of online marketing tools.

Tennessee - \$21,000 to the Tennessee Department of Agriculture, in cooperation with the University of Tennessee Extension Service, to assess opportunities for Tennessee producers to supply locally produced products to immigrant Hispanic populations in the state.

Vermont - \$57,000 to the Vermont Agency of Agriculture, Food and Markets, in cooperation with the Vermont Meat & Poultry Processors Association, Inc. and the Departments of Agriculture and Extension Service personnel of the New England states, to complete a comprehensive market analysis for specialty meats produced in New England, and provide technical training to the region's producers and meat processors to further develop the market for high value meat products.

Washington - \$70,000 to the Washington State Department of Agriculture, in cooperation with the Potato Commissions of Washington, Oregon and Idaho and the U.S.

Potato Board to provide potato chip and snack food manufacturers in four Asian markets with technical information about U.S. chipping potato varieties, storage and handling requirements, and innovative uses in processing.

Washington - \$50,000 to the Washington State Department of Agriculture, in cooperation with Pacific Coast Shellfish Growers Association, to develop a set of uniform quality standards for the production, harvesting, processing and packaging of value-added shellfish, and to identify effective strategies to promote and distribute their products.