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Agricultural Utilization Research Institute

Agency Profile 1

www.auri.org/

AT A GLANCE

The Agricultural Utilization Research Institute (AURI) helps create a thriving economic environment by developing new Minnesota food and agricultural business opportunities. Clients served between state fiscal years 2021 and 2025 reported the following impacts resulting from AURI programs and services:

- Created and retained 686 jobs
- Over $129 million of capital investment in new plants or equipment in Minnesota
- Increased gross sales revenue for client businesses by $189 million annually

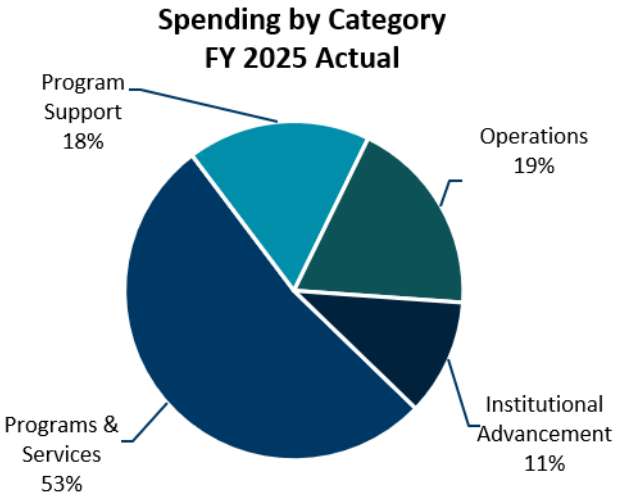
The above results, reported by clients of AURI-assisted projects between state fiscal years 2021-2025, represent 45 percent of AURI's client project numbers and 65 percent of client project hours.

AURI also conducts public initiatives and events each year to explore new food and bioeconomy opportunities, increasing awareness of products that benefit the state's agriculture sector and economy. Based on conversations and observations, AURI estimates an additional $800 million in economic impacts have occurred over the past five years or will occur over the next five years across the region in sector areas AURI has been working to broadly advance and support through its public-facing initiatives.

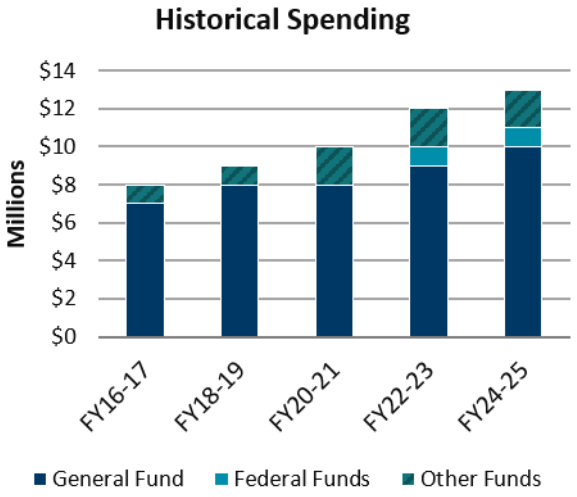
PURPOSE

The mission of the Agricultural Utilization Research Institute (AURI) is to accelerate the agricultural economy by empowering expanded uses and markets of agriculturally derived products. It accomplishes this by offering a unique mix of applied research and industry development, hands-on scientific assistance, and opportunities for creating or expanding industry networks. AURI helps Minnesota producers, businesses, and entrepreneurs identify and develop new markets for agricultural commodities and byproducts, strengthening Minnesota's agriculture industry and economy.

BUDGET



Source: AURI Microsoft GP Accounting System, NetSuite Accounting System, and Annual Audited Financial Statements



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Past funding came from three main sources:

1. Minnesota's general fund.
2. Federal funds, such as the U.S. Department of Agriculture.
3. Other funds include those from commodity research and promotion councils, grants, fee-for-service, contracts, and research partnerships with the University of Minnesota and other partners.

STRATEGIES

AURI utilizes strategies to spur innovation and grow Minnesota's economy when working with producers, entrepreneurs, and agricultural processors. The following strategies, resources and services help AURI clients and Minnesota businesses successfully bring new and enhanced agricultural products and processes to market:

- **Applied research and industry development** to identify opportunities for innovation and commercialization in collaboration with commodity organizations, industry, higher education institutions, federal agencies, and research organizations. This public-domain research de-risks emerging opportunities and spurs innovation in new uses and value-added agriculture.
- **The AURI Connects Program develops and enhances professional, innovation-based networks** by convening in-person and online events for various audiences, including producers, entrepreneurs, business representatives, industry leaders, and academic researchers. This program offers access to extensive knowledge into Minnesota's agricultural industry, commercialization pathways and business development resources. AURI Connects disseminates value-added opportunities across the ecosystem.
- **Hands-on scientific assistance** to overcome technical challenges provides farmers, entrepreneurs and small—to medium-sized businesses with access to laboratories, equipment, and scientific expertise, which are critical aspects of product and process development that may otherwise be prohibitively expensive.
- **Commercialization services** help producers, entrepreneurs, and businesses develop their products or services for market launch. This includes economic or feasibility assessments, assistance in positioning innovative ideas, guidance on scaling opportunities, and referrals to additional experts.

RESULTS

Performance Data

Measure	Measure type	Measure data source	Historical trend	Most recent data
Percent of clients who agreed that "AURI's programs and services have been vital to growing my business."	Results	Client reported	Slightly downward trend of 4%	79%
Percent of clients agreed, "Because of your work with AURI, your business is more successful."	Results	Client reported	Slightly downward trend of 6%	80%
Percent of affected clients agreed that "AURI connected you to valuable resources/organizations."	Results	Client reported	Slightly increasing trend of 6%	86%
Percent of affected clients who agreed that "AURI improved your product/process significantly."	Quality	Client reported	Slightly downward trend of 4%	72%
Percent of clients agreed that "AURI significantly helped in addressing business needs."	Quality	Client reported	Decline of 10%	87%

Part B: Evidence of Effectiveness

No Evidence-based Practices were identified.

M.S. 116V.01 (https://www.revisor.mn.gov/statutes/cite/116v.01) provides the legal authority for AURI.