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Agricultural Utilization Research Institute

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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 2019 and 2023 reported the following impacts resulting from AURI programs and services:

- Created and retained 451 jobs
- Over \$147 million of capital investment in new plants or equipment in Minnesota
- Increased gross sales revenue for client businesses by \$262 million annually

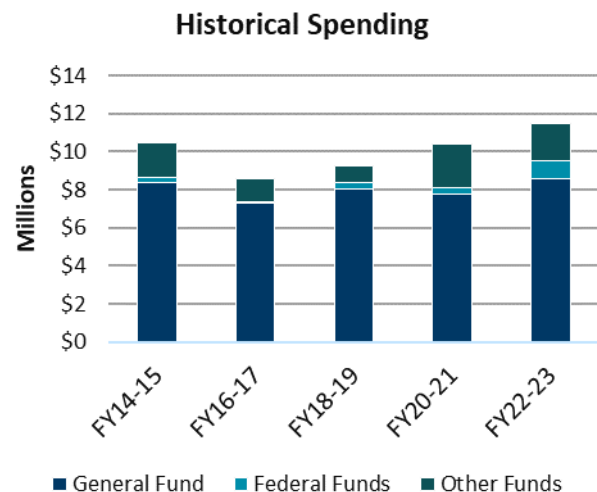
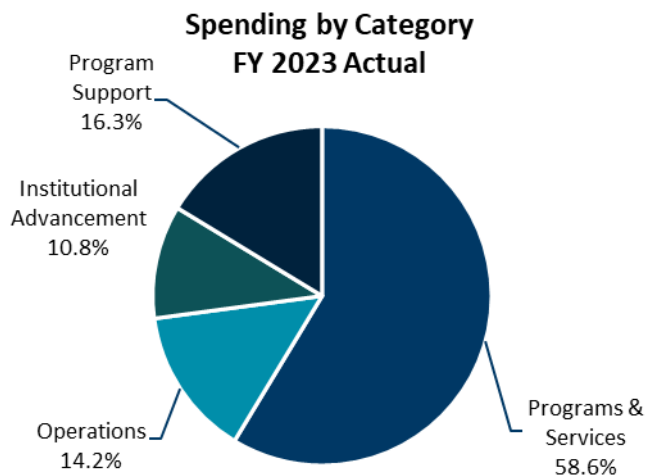
These results, reported by clients of AURI-assisted projects between state fiscal years 2019-2023, represent 48 percent of AURI's client projects and 59 percent of total client project hours during this 5-year timeframe.

PURPOSE

The purpose and mission of the Agricultural Utilization Research Institute (AURI) is to accelerate the expansion of 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

Past funding came from three general sources:

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

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 effectively help AURI clients to 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 individuals, including producers, entrepreneurs, business representatives, industry leaders, and academic researchers. This program offers access to extensive knowledge and insight into Minnesota’s agricultural industry, commercialization pathways and business development resources. AURI Connects disseminates value-added opportunities to a wide audience.
- **Hands-on scientific assistance** to overcome technical challenges provides 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 to best position innovation ideas to scale opportunities, and referrals to additional experts.

RESULTS

<i>Measure name</i>	<i>Measure type</i>	<i>Measure data source</i>	<i>Historical trend</i>	<i>Most recent data</i>
Percent of clients who agreed that “AURI’s programs and services have been vital to growing my business.”	Results	Client reported	Increase of 1%	83%
Percent of clients agreed, “Because of your work with AURI, your business is more successful.”	Results	Client reported	Holding steady	86%
Percent of affected clients agreed that “AURI connected you to valuable resources/organizations.”	Results	Client reported	Holding steady	80%
Percent of affected clients who agreed that “AURI improved your product/process significantly.”	Quality	Client reported	Increase of 4%	76%
Percent of clients agreed that “AURI significantly helped in addressing business needs.”	Quality	Client reported	Increase of 2%	97%

M.S. 116V.01 provides the legal authority for AURI.