



AGRICULTURE DEVELOPMENT DIVISION

Fiscal Year 2022

Jamie Zmitko-Somers
Division Director

Michigan Department of Agriculture and Rural Development
525 West Allegan, Lansing, MI 48933
P.O. Box 30017, Lansing, MI 48909
Telephone: 800-292-3939
Fax: 517-373-6015



Jamie Zmitko-Somers

Division Director
Agriculture Development Division

LETTER FROM THE DIRECTOR

The Agriculture Development Division's (AgD) Team invests and engages in the success of Michigan's robust agricultural industries by collaborating with and supporting our partners, promoting opportunities, and developing unique solutions that help Michigan thrive. A few highlights of assistance provided during 2022 include the following:

Support of Minority-Owned and Veteran-Owned Food Businesses:

Approval of \$780,000 in Food and Agriculture Investment Program grant funding for minority, women, and veteran-owned businesses out of the \$1.56 million awarded in 2022. Of the businesses funded, 41% were minority-owned businesses, 35% woman-owned, and 12% veteran-owned food and agriculture businesses. Of the total 431 jobs created across all grantees, minority, women, and veteran-owned businesses created 44% or 189 new jobs.

Qualified Distillers Program Implemented to Grow the Industry:

The Qualified Small Distiller Certificate Program was established to assist Michigan small distillers and equivalent out-of-state distillers committed to using at least 40% Michigan-grown and harvested grain in their base distillate. 28 small distillers applied for the program indicating their support and use of Michigan grown and produced ingredients in their distilled spirits.

Housing Infrastructure:

The Economic Development Team provided support to Peterson Farms, a food processor with 1,000 employees, to find a solution to their infrastructure needs. A \$2.2 million Community Development Block Grant was awarded to the housing infrastructure project in Oceana County. The project will include a 2.71-mile water main extension that will provide safe drinking water to support nine apartment buildings with 52 rental units to provide available and affordable housing to its workers. AgD provided a \$100,000 Rural Development Grant to expand this critical water infrastructure.

Farm Stress Grant Provides Support to Michigan Farmers:

The Grants Program worked collaboratively with Michigan State University (MSU) to administer over \$500,000 in federal funding of stress assistance programs for individuals engaged in farming, and other agriculture-related occupations. The project directly reached 872 individuals at 35 events and interactions from September 2021 to September 2022. MSU's Legacy of the Land Program provided: 50 farm business analyses, eight farm stress presentations, four mental health first aid trainings, and a statewide effort to promote a teletherapy referral program for farmers.

Producer Claims Paid by Farm Produce Insurance Authority (FPIA) Fund:

The Producer Security Program worked closely with the FPIA Board to process claims for 30 Michigan producers totaling \$1.23 million, due to the Chapter 11 bankruptcy filing by Pipeline Foods.

AgD is eager to continue to support the food, agriculture, and forest products industries during 2023, with a vision of creating a thriving agriculture, food and beverage industries that contribute to vibrant and healthy Michigan communities through a strong and well-connected supply chain.

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COMMODITY COORDINATION

PROGRAM MANAGER: Heather Throne
517-712-0841 | throneh@michigan.gov

The Michigan Department of Agriculture and Rural Development (MDARD) has legal, fiscal and program oversight responsibility for 15 legislatively established commodity boards that manage producer assessments. The MDARD Director delegates this authority to the Agriculture Development Division (AgD) to represent the MDARD Director at all regular and executive board meetings. MDARD also organizes and leads Commodity Executive meetings covering a variety of important topics and current issues for Michigan's food and agriculture industry. Key topics addressed this past year were electronic meetings and record retention.

IMPACT FOR MICHIGAN:

- AgD is responsible for ensuring the Michigan Open Meetings Act and Freedom of Information Act regulations are being followed at the legislatively established check-off boards.
- MDARD is responsible for ensuring funds are being used according to industry adopted programs; and, in compliance with State of Michigan statutory financial and generally-accepted accounting standards.
- MDARD reviews all commodity audits and provides a written review of the audits provided to ensure financial soundness and compliance are generally accepted.

ACCOMPLISHMENTS:

- In 2022, MDARD attended 69 commodity meetings, making 92% of all scheduled commodity meetings.
- Completed the third-party audit review of all 15 commodity groups, ensuring financial compliance.

LEGAL AUTHORITY:

- PA 232 of 1965, the Michigan Agricultural Commodities Marketing Act (MI Apple, MI Asparagus, MI Carrot, MI Cherry, MI Corn, MI Dairy, MI Onion, MI Soybean, MI Tree Fruit, MI Blueberry, and MI Wheat Commissions)
- PA 29 Michigan Potato Industry Commission
- PA 114 Michigan Bean Commission
- PA 291 Michigan Beef Industry Commission
- PA 332 Michigan Propane Commission

MEASURING SUCCESS:

Commodity Meetings with MDARD Staff Participation	Meetings in 2022	Percentage Attended 2022
Apple Committee	5	100%
Asparagus Advisory Board	4	75%
Beef Industry Commission	6	100%
Blueberry Commission	5	100%
Carrot Committee	3	100%
Cherry Committee	5	100%
Corn Marketing Program of Michigan	7	100%
Dairy Market Program Committee	3	100%
Dry Bean Commission	6	100%
Onion Committee	4	75%
Potato Industry Commission	4	50%
Propane Commission	4	100%
Soybean Committee	7	85%
Tree Fruit Commission	6	100%
Wheat Committee	6	83%

KEY STAKEHOLDERS:

- Michigan Apple Committee
- Michigan Asparagus Advisory Board
- Michigan Bean Commission
- Michigan Beef Industry Commission
- Michigan Blueberry Commission
- Michigan Carrot Committee
- Michigan Cherry Committee
- Michigan Corn Marketing Program
- Michigan Dairy Marketing Program
- Michigan Onion Committee
- Michigan Potato Industry Commission
- Michigan Propane Commission
- Michigan Soybean Committee
- Michigan Tree Fruit Commission
- Michigan Wheat Committee



Food and Agriculture Development

PROGRAM MANAGER: Nate Engle | 517-388-5708 | englen@michigan.gov

Mission – deliver expertise and leadership to support economic development in Michigan's agriculture, food, and forest products industries.

The Economic Development Team assists growers, producers, processors, and the agriculture industry in order to promote and accelerate the growth and investment in Michigan agriculture. Assistance includes supply chain connectivity, regulatory navigation, funding/financing, facilitating connections, and export promotional support. The team works collaboratively with other federal, state, and local economic development partners to provide customer service to businesses starting or expanding in Michigan.

IMPACT FOR MICHIGAN:

- Increased jobs and investment in Michigan's food, agriculture, and forest products sectors.
- Enhanced business expansion support to companies through MDARD's grant programs.
- Increased communication between business and regulatory units towards supporting compliance.
- Attraction of new food processing investments into the state.
- Contributes to the generation of more than \$104 billion of economic activity annually via Michigan's food and agriculture sectors.

ACCOMPLISHMENTS:

- 1,362 economic development activities including 587 visits to business completed by MDARD's economic development team.
- Facilitated \$656.7 million in investment from small, medium, and large food, agriculture, and forest products businesses in Michigan.
- Collaborated, cooperated, and engaged local, regional, & state economic development partners 210 times in a "Team Michigan" approach to customer service & solutions delivery to the private sector.
- MDARD and the Commission of Agriculture and Rural Development supported investment in under-represented minority-owned and veteran-owned food businesses approving \$780,000 in Food and Agriculture Investment Program grant funding in 2022. Of the businesses funded, 41% were minority-owned, 35% woman-owned and 12% veteran-owned food and agriculture businesses. Of the total 431 jobs created across all grantees, minority, women, and veteran-owned businesses created 189 new jobs.

MEASURING SUCCESS:

Metric	CY 2021	CY 2022
Company Visits	497	587
Economic Development Activities	1,362	1,347
Company Investment	\$467.3 Million	\$656.7 Million
New Jobs Created	410	1,263

PROGRAM GOALS:

- Accelerate the growth of Michigan agriculture companies through an increase in value-added processing opportunities.
- Promote Michigan as a great place to locate and grow food, agriculture, and forest products companies.
- Provide development consultation to food, agriculture, and forest products companies in order to identify opportunities for growth, collaborate on supply chain efficiencies, and develop long-term support and relationships for economic success.
- Identify opportunities for growth in all food and agriculture sectors with added emphasis on dairy, forest products, and value-added food products.
- Identify development-ready sites that can accommodate food processing growth and work hand-in-hand with food and agriculture industry site selectors.
- Connect business with technical and business development resources in order to foster pathways towards expansion and relocation to Michigan.
- Promote the Food and Agriculture Investment Program to facilitate investment and job creation in value-added processing that benefits the overall food and agriculture supply chain
- Implement MDARD diversity, equity, and inclusion strategies, expanding information, access, and opportunity in the food, agriculture, and forest products sectors for all Michiganders.



KEY STAKEHOLDERS

- Consumers
- Michigan growers and producers
- Michigan food, agriculture, and forest products value-added processors
- Regional & local economic development agencies
- Local communities
- Site selectors
- Michigan commodity groups
- Community development organizations
- Rural communities
- Urban agriculture ecosystem

FOOD AND AGRICULTURE INVESTMENT FUND:

The Food and Agriculture Investment Program is an incentive program providing support for food and agriculture projects that help expand food and agriculture processing to enable growth in the industry and Michigan's economy. Projects are selected based on their impact to the overall agriculture industry and their impact to food and agriculture growth and investment in Michigan. In Fiscal Year 2022, this program assisted 15 projects in Michigan, leading to 295 new jobs and over \$154 million of new investment.

FY 2022 Food and Agriculture Investment Fund Grants

Name	Location	Amount	Match	Project Outcomes
West Michigan Beef	Hudsonville	\$150,000	\$35,500,000	Construct a 70,000 square foot modern beef processing facility
Sprinkles Doughnut Shop	Hudsonville	\$60,000	\$1,045,810	Construct a n industrial kitchen with new equipment to meet increased demand.
Maple Hardwoods, Inc.	Hessel	\$90,000	\$8,807,267	Equipment purchase and installation to support a sawmill line expansion
Cooperative Elevator Co.	Pigeon	\$90,000	\$8,000,000	Investment into high-capacity processing and wash lines to triple production capacity of dry beans
Marrow Detroit Provisions LLC	Detroit	\$80,000	\$3,373,000	Rehabilitate a building and development of a modern MEAP processing facility and retail shop.
Youngblood Vineyard LLC	Ray	\$55,000	\$1,275,000	Increase production capacity for wine production and create event space.
Walters Gardens, Inc.	Zeeland	\$95,000	\$7,052,000	Construct a 40,000 square foot production facility with four acres of automated greenhouses
Iron Fish Distillery LLC	Thompsonville	\$55,000	\$827,500	Expansion of the spirits distillery to meet demand and investments in the agricultural destination facilities to accommodate more visitors
Wine Chips Inc.	Paw Paw	\$65,000	\$1,185,000	Project will create a processing facility to manufacture gourmet potato chips.
King Milling	Lowell	\$250,000	\$42,500,000	Build a monolithic flour mill with increased capacity and a quality assurance lab.
Great Lakes Malting	Traverse City	\$40,000	\$280,630	Project adds two additional custom germination/kiln boxes to increase production of locally growing brewing and distilling malts
Townline Poultry Farm	Zeeland	\$75,000	\$3,549,396	Build a new 13,000 square foot addition and purchase of leading-edge technology incubation equipment.
La Colombe Coffee Roasters	Allendale	\$200,000	\$38,000,000	New production facility to create a high-speed bottling line and to bring proprietary cold brew manufacturing to Michigan.
Ethyl's Baking	Shelby Township	\$60,000	\$1,235,341	Addition of equipment and machinery to enhance baking capacity.
Pop Daddy Popcorn, LLC	Whitmore Lake	\$65,000	\$1,500,000	Increase production capacity by adding new equipment to meet increased demand for products.



GRANT PROGRAMS

PROGRAM MANAGER: Heather Throne | 517-712-0841 | throneh@michigan.gov

MDARD administered the following grant programs: Specialty Crop Block Grant, Value-Added Grant, Food & Agriculture Investment Fund Grant, Rural Development Fund Grant, and One-Time Grants. The grant funds are used to enhance the competitiveness of specialty crops, develop value-added agricultural processing, assist in efforts focused on removing barriers, and leverage food and agriculture opportunities, and enhance land-based industries in rural communities.

PROGRAM GOALS:

- Maximize allocated grant funds with strong industry matches to maximize the funding for the industry.
- Continue to review and streamline grant review processes to improve disbursement response times for grantees and reporting processes.
- Implement additional checks and balances with grant financial reviews and conduct site visits for grant projects.

IMPACT FOR MICHIGAN:

- Enhances the competitiveness of specialty crops
- Provides research on new industry technology
- Provides research on implementing and developing waste management relating to agriculture or agricultural products
- Provides research on pest management
- Increases land-based industries in rural Michigan
- Works to increase food and agricultural jobs
- Stimulates growth in the value-added processing sector
- Administered grants to aid in food access across Michigan with Fair Food Network, Double Up Food Bucks, via general funding and CARES Act funding.

ACCOMPLISHMENTS:

- MDARD administers an existing portfolio of 186 grant agreements totaling \$23,437,650.
- MDARD awarded \$1,704,417 in Value-Added grants and leveraged \$3,645,176 in matching funds.
- MDARD awarded \$1,791,400 in Rural Development grants and leveraged \$8,605,479 in matching funds.
- MDARD averaged five days for the review and disbursement of payments for existing grants.
- MDARD's AgD Grant Team processed 147 grant reviews distributing nearly \$6.6 million.
- Staff also processed 257 competitive applications, established 73 grant agreements.

MEASURING SUCCESS:

Metric	2021	2022
Awarded Grant Funds – SCBG, VA & RD	\$4,777,990	\$6,728,076
Leveraged Grant Funds - VA & RD	\$11,578,179	\$12,250,655
Grant Disbursement Response Time (Days)	4.8	5
Active Grant Portfolios	169	186

LEGAL AUTHORITY:

- Rural Development Fund – Public Act 411 of 2012
- Value-Added Grants & One-time funding – Public Act 87 of 2021

KEY STAKEHOLDERS:

- Agricultural cooperatives
- Food and agriculture businesses
- Universities and research organizations
- Local governments
- Nonprofit corporations
- Economic development organizations

FY 2022 Value Added Grants

Name	Location	Amount	Match	Project Outcomes	Completion
Barrister Brewing Company LLC	Owosso	\$100,000	\$105,700	New microbrewery to install brewery and kitchen equipment to accomplish their mission to feature seasonal ingredients from local and regional agricultural partners.	12/31/2023
Bob's Processing Inc	South Haven	\$100,000	\$42,907	New processing equipment to increase production capacity to fulfill current co-packing contracts, accept at least two additional contracts from livestock producers and food product sale companies, and increase retail sales.	12/31/2023
Boss Dairy Farms dba Charlevoix Cheese Company	Charlevoix	\$100,000	\$100,000	Expansion of an on-farm cheese facility will provide state-of-the-art equipment and technology to efficiently produce artisan cheese.	12/31/2023
Eastside Lansing Co-op	Lansing	\$100,000	\$30,000	Installation of new refrigeration and freezing equipment to ensure increased food access for low-income residents by coordinating with SNAP and Double-Up Food Bucks.	12/31/2023
Granor Farms LLC	Three Oaks	\$37,000	\$15,200	Expansion of Granor Farm retail spirits and wine manufacturing with an emphasis on fortified wines with organic grains, botanicals, and herbs grown on-farm.	12/31/2023
Keweenaw Cooperative Inc	Hancock	\$100,000	\$117,810	Project to expand opportunities for local and regional farmers and producers to bring their offerings to market, and for more local and regional consumers to gain access to healthy, fresh food.	12/31/2023
Lakeview Hill Farm	Traverse City	\$98,440	\$41,112.88	Expanding market reach and consumer engagement in small scale agriculture with an annual spring plant sale.	12/31/2023
Ludington Meat Company	Ludington	\$100,000	\$59,375	Meat manufacturing company, featuring one-of-a-kind meat shopping experience in Ludington, Michigan to obtain a thermoformer vacuum packaging machine to increase packaging production capabilities and maximize efficiency to fulfill customer needs.	12/31/2023
Michigan Freeze Pack Company	Hart	\$100,000	\$53,671	Install a cost-effective automated bulk case packing line for IQF (Individually Quick Frozen) vegetables. This will contribute to more efficient packing, better quality control, creation of high-skill jobs, and eliminating labor intensive packing.	12/31/2023

FY 2022 Value Added Grants

Name	Location	Amount	Match	Project Outcomes	Completion
Michigan Milk Producers Association	Novi	\$100,000	\$150,000	To engage a wastewater vendor to perform a pilot scale study to determine the treatability of the wastewater stream produced from potential project that utilizes a milk by-product.	12/31/2023
Michigan Turkey Producers	Grand Rapids	\$100,000	\$1,906,496	Utility upgrades to support facility's current and future needs while reducing emissions to increase production and profitability.	12/31/2023
Milk & Froth Inc	Detroit	\$100,000	\$48,000	Purchase equipment to increase ice cream & pint production capacity to immediately fill existing wholesale demand.	12/31/2023
N.J. Fox & Sons Inc	Shelby	\$75,000	\$35,000	Project to convert a current cold storage unit into a "Pear Ripening Room" to ripen pears for Gerber Products Company.	12/31/2023
New Era's American Apple Packing LLC	New Era	\$100,000	\$115,624	New apple processing equipment to help expand apple business to include cider, juice, and other products.	12/31/2023
Peteet's Famous Cheesecakes	Oak Park	\$97,200	\$50,000	New equipment to increase the output of the products substantially so the business can fulfill its current orders and solicit/fulfill additional wholesale orders for future expansion.	12/31/2023
Shoreline Fruit LLC	Traverse City	\$100,000	\$242,248	Enhanced process for the production of a variety of fruit and vegetable based, shelf stable, food safe powders for the national and international markets.	12/31/2023
Verdant Hollow Farms LLC	Buchanan	\$100,000	\$78,820	Will convert an existing farm structure to an on-farm licensed dairy processing plant, farm store and cold storage for processing, storage, and sales of farm products.	12/31/2023
Zilke Farm Kitchen LLC	Milan	\$96,777	\$41,704	Removing food barriers for families by expanding production of our recipes for Michigan-grown produce-based prepared meals, meal kits, and ready-to-eat snacks to local pantries for distribution to clients and to local businesses to sell.	12/31/2023

FY 2022 Rural Development Grants

Name	Location	Amount	Match	Project Outcomes	Completion
Barrel & Beam LLC	Marquette	\$21,900	\$9,500	Establish a commercial kitchen to be utilized by public and private partners, as well as to develop a rural model for food waste reduction.	10/31/2023
Beautify Pullman	Pullman	\$100,000	\$56,825	Creation of a town square to display a more recreational destination for residents and tourists.	9/20/2022
Butternut Ridge Farm Meatery and Market LLC	Coldwater	\$70,000	\$75,000	New development of a meat processing facility and market to meet the needs of the consumer to maintain a family-owned business.	10/31/2023
County of Marquette	Marquette	\$59,500	\$23,205	Completion of assessment and upgrades at Sugarloaf Mountain Natural Area.	10/31/2023
Coveyou Farms LLC	Petoskey	\$55,000	\$137,500	Expansion for workforce housing and farm-stay business diversification on this Michigan centennial organic farm.	10/31/2023
City of Croswell	Croswell	\$55,000	\$6,451,949	Improving the city's sewer separation, water systems, storm drains. Improvements for roadways for both city and agricultural business districts.	10/31/2023
Golden Stock Farms LLC	Mears	\$100,000	\$307,234.52	Increase the local hydrocooling and storage capacity in the area reducing the stress on the current infrastructure.	8/31/2022
Out of the Ashes Inc dba Hiawatha Log Homes	Wetmore	\$100,000	\$39,768	Business and workforce expansion project to increase manufacturing capabilities for domestic and export sales of the new TimberPro product line.	10/31/2023
High Five Spirits LLC	Petoskey	\$100,000	\$72,000	New facility to increase production capacity, formulate recipes with an improved canning line, create a stronger work force and attract tourists by helping the area grow.	10/31/2023
Ishpeming Public Schools District No. 1	Ishpeming	\$100,000	\$42,600	Partnership with Partridge Creek Farm to develop the infrastructure for an innovative Intergenerational Farm in downtown Ishpeming.	10/31/2023
Jilbert Dairy-Dairy Farmers of America	Marquette	\$100,000	\$59,700	Rebuild investment opportunity to help in the reduction of food product waste and energy efficiency.	10/31/2023
Lake Effect Distillery LLC	Escanaba	\$100,000	\$30,000	Increasing the total production by installing distillation equipment that can handle commercial demand.	10/31/2023

FY 2022 Rural Development Grants

Name	Location	Amount	Match	Project Outcomes	Completion
Lake Effect Distillery LLC	Escanaba	\$100,000	\$30,000	Increasing the total production by installing distillation equipment that can handle commercial demand.	10/31/2023
Maple Transport Inc	Hessel	\$100,000	\$355,000	Process of expanding, modernization, and relocation of the company to improve production of forestry products.	10/31/2023
Maria Del Barrio, Inc. DBA Café BODEGA	Marquette	\$100,000	\$115,118	Expansion of cold storage and HVAC system to increase capacity for production and sales of Michigan grown and value-added products and job creation.	10/31/2023
Marquette-Alger RESA	Marquette	\$100,000	\$30,000	Expanding childcare options for infant, toddler, and preschool children within the Ishpeming community.	10/31/2023
Michigan Select Farms	Morley	\$100,000	\$452,021	Morley Agricultural Rural Energy Solar installation to save on energy usage costs.	9/29/2022
Michigan Tech Enterprise Corporation dba MTEC Smartzone	Houghton	\$100,000	\$67,000	Manufacture hardwood mass timber to meet the strong need for near term expansion and diversification in hardwood product markets.	10/31/2023
Northwoods Meat Processing	Greenland	\$100,000	\$30,000	Expand the operation by making structural and equipment upgrades to maintain safety and quality control.	10/31/2023
Powell Township	Big Bay	\$70,000	\$30,000	Support recreation development opportunities for improving the health and recreation of the community and growing number of tourists attracted to the area.	10/31/2023
Sleeping Bear Apiaries LTD	Beulah	\$100,000	\$68,980	Installation of an automated honey filling/capping line to expand output of their value-added honey products.	10/31/2023
Village of Braga	Baraga	\$60,000	\$60,000	Implement improvements by replacing ferric chloride chemical treatment tanks at the wastewater treatment plant in order to maintain the required treatment process of the village wastewater.	10/31/2023

FY 2022 Specialty Crop Block Grants - Standard Projects

Name	Location	Amount	Project Outcomes	Completion
MDARD International Marketing Program	Lansing	\$163,319	International and Domestic Promotion of Michigan Specialty Crops	9/30/2024
Charter Township of Canton	Canton	\$19,410	Increasing Access to and Consumption of Community Garden Fruit Crops	9/30/2024
Hop Growers of Michigan	Lansing	\$99,000	Advancing Control and Mitigation Strategies for an Emerging Hop Disease in Michigan	9/30/2024
Michigan Ag Council	Lansing	\$100,000	Michigan GROWN, Michigan GREAT Streaming and Digital Advertising Campaign	9/30/2024
Michigan Asparagus Advisory Board	DeWitt	\$97,862	Developing a Sustainable Asparagus Beetle Management Program for the Michigan Asparagus Industry	9/30/2024
Michigan Bean Commission	Frankenmuth	\$100,000	Validation of Improved Dry Bean Varieties, Maturities, and Integrated Weed Management Systems: PHASE II Managing Production for an Evolving Market Place	9/30/2024
Michigan Bean Commission	Frankenmuth	\$119,600	Enhanced Strategies to Communicate the value of Michigan Dry beans: Conventional and Digital Educational Programs to Increase Bean Consumption for Today's Health-Conscious Consumers	9/30/2024
Michigan Carrot Committee	DeWitt	\$96,332	A Deep-Rooted Problem: Addressing a New Disease in Michigan Carrots	9/30/2024
Michigan Carrot Committee	DeWitt	\$86,742	Aster Yellows Detection in Leafhoppers to Improve Sustainable Crop Management	9/30/2024
Michigan Celery Research Inc.	Hudsonville	\$96,271	Determining the Role of the Fusarium Species Associated with Michigan Celery "Meltdown"	9/30/2024
Michigan Cherry Committee	DeWitt	\$99,993	Evaluating the Samba Wasp as a Promising New Biocontrol Agent for Spotted-Wing Drosophila in Michigan	9/30/2024
Michigan Christmas Tree Association	Durand	\$30,900	MCTA Website Reboot: Using the Internet to Increase Awareness and Access of Michigan Christmas Tree Farms	9/30/2024
Michigan Greenhouse Growers Council	Lansing	\$80,470	Using Greenhouse Lighting to Limit Losses from Downy Mildew on Bedding Plant Impatiens	9/30/2024
Michigan Onion Committee	Saint Johns	\$97,862	Onion Thrips and Foliar Disease Management in Commercial Onions in Michigan	9/30/2024
Michigan Potato Industry Commission	East Lansing	\$100,000	Integrated Volunteer Potato and Colorado Potato Beetle Control for Sustainable Potato Production in Michigan	9/30/2024
Michigan State Horticulture Society	Benton Harbor	\$58,246	Estimating Financial and Environmental Sustainability of Apple Production in Michigan	9/30/2024

FY 2022 Specialty Crop Block Grants - Standard Projects

Name	Location	Amount	Project Outcomes	Completion
Michigan State Horticulture Society	Benton Harbor	\$99,000	Assessing and Managing Fungicide Resistance in Strawberry and Raspberry	9/30/2024
Michigan Tree Fruit Commission	Lansing	\$83,000	Michigan Tree Fruit Industry Survey	9/30/2024
Michigan Tree Fruit Commission	Lansing	\$99,321	Pest Risk and Management in High-Density Apples and Cherries	9/30/2024
Michigan Vegetable Council	Saint Johns	\$96,486	Testing New Ways to Monitor and Manage Cucurbit Downy Mildew	9/30/2024
Midwest Nut Producers Council	Hesperia	\$100,000	Development and Dissemination of Practical Methods that Protect Michigan's Chestnut Yields from Brown Rot	9/30/2024
Riveridge Produce Marketing, Inc.	Sparta	\$78,577	Integrating Sweet Cherry Row Covers to Combat Environmental Factors to Increase Production, Expand Retail Markets	9/30/2024

FY 2022 Specialty Crop Block Grants - HR-133 Projects

Name	Location	Amount	Project Outcomes	Completion
Area Community Services Employment and Training	Grand Rapids	\$123,540	Supporting Specialty Crop Growers in Promoting Leadership and Food Safety Certifications While Upskilling Their Workforce.	9/30/2024
Cherry Marketing Institute	DeWitt	\$125,000	Support Michigan Tart Cherry Industry by Increasing Demand for Superfruit Among Food and Beverage Developers	9/30/2024
Eastern Market Corporation DBA Eastern Market Partnership	Detroit	\$68,500	Next Generation Eastern Market Wholesale Distribution & Processing Center	9/30/2024
Great Lakes Fruit, Vegetable and Farm Market Expo	Benton Harbor	\$83,200	Sustaining the Diversity of Specialty Crops in Michigan Through the Great Lakes Expo	9/30/2024
Great Lakes Hops	Zeeland	\$85,800	Great Lakes Hops Collaborative Grow Group Initiative	9/30/2024
Michigan Apple Committee #1	Lansing	\$125,000	Social Media Marketing to Raise Brand Awareness of Michigan Apples	9/30/2024
Michigan Apple Committee #2	Lansing	\$75,000	Trade Advertising and Retail Outreach for Marketing Michigan Apples	9/30/2024
Michigan Asparagus Advisory Board #2	DeWitt	\$125,000	Michigan Asparagus for the Digital World	9/30/2024
Michigan Cider Association	Grand Rapids	\$125,000	Developing Cider Making Expertise for the Michigan Apple Industry	9/30/2024
Michigan Nursery and Landscape Association	Okemos	\$100,000	Top Ten MI Nursery Weeds: Optimum Controls in MI New Crops	9/30/2024
Michigan Potato Industry Commission #1	East Lansing	\$125,000	Building relationships and communicating Michigan Potatoes as a key healthy, available, and affordable ingredient.	9/30/2024
Revolution Farms	Caledonia	\$67,894	Educating Families About Hydroponic Farming by Getting Kids Excited to Eat More Greens	9/30/2024



International Marketing Program

PROGRAM MANAGER: Nate Engle | 517-388-5708 | englen@michigan.gov

Mission – Assist Michigan food, agriculture, and forest products companies in developing domestic and international market opportunities to grow their businesses effectively.

The program works to achieve its mission by assisting Michigan producers and processors in developing trade opportunities through new market development or expanding existing markets. To showcase Michigan companies in the global arena, the program organizes and implements activities such as export seminars, buyers' missions, trade missions, and Michigan Pavilions – a group of booth spaces at select domestic and international trade shows.

IMPACT FOR MICHIGAN:

Increased exports of food, agriculture, and forest products. Encouragement of companies to become involved in exporting which increases economic impact to the state. Benefits to the economy include increased jobs, stable prices for Michigan growers and farmers, and diversified market outlets to assist in overcoming market fluctuations.

ACCOMPLISHMENTS:

- 27 companies or commodity groups participated in domestic and international trade shows resulting in more than \$7.4 million in anticipated export sales.
- Hosted 9 international buyers in coordination with the Michigan Bean Commission with an anticipated increase of \$4.5 million in export sales over the next 12 months.
- Partnered with Food Export – Midwest to host international buyers that meet with 16 Michigan companies. Meetings resulted in \$368,500 actual sales and projected export sales of over \$2.5 million.
- Over \$2.5 billion in exports of food, agriculture and forest products exported from Michigan to markets across the globe.

MEASURING SUCCESS:

Metric	2020	2021	2022
Number of Michigan companies participating in Food Export Association of the Midwest programs and services.	85	72	68
Number of meetings with Michigan companies by export team.	28	40	68
Number of followers on Twitter	1,869	1,937	2,009
Number of followers on Facebook	787	798	938

PROGRAM GOALS:

- Assist Michigan companies in the export of food, agriculture, and forest products whether first-time exporters or experienced exporters with specific technical support needs.
- Provide support to companies navigating federal export assistance programs.
- Increase MDARD outreach to Michigan companies with international marketing offerings.
- Increase participation of Michigan companies in domestic and international trade shows
- Collaborate with Michigan commodity groups to promote increased exports.



KEY STAKEHOLDERS

- Food, agriculture, and forest products companies.
- Michigan commodity groups
- Growers and producers
- Food Export Association of the Midwest
- Michigan Economic Development Corporation – International Trade Program
- VanAndel Global Trade Center

Michigan Craft Beverage Council

PROGRAM MANAGER: Jenelle Jagmin | 517-930-0696 | jagminj@michigan.gov

The Michigan Craft Beverage Council (MCBC) is a program of the Michigan Department of Agriculture and Rural Development, established on October 1, 2018.

The mission of the MCBC is to advance a well-connected craft beverage industry through research, promotion, and agricultural business development, reinforcing Michigan as a world-class craft beverage destination.

IMPACT FOR MICHIGAN:

The MCBC program contributes to an industry that serves as an important statewide economic driver. Craft beverage businesses create jobs and opportunities in multiple sectors, including agriculture, tourism and agritourism, manufacturing, distribution, and services.

Michigan farmers currently manage 3,375 acres of wine grape vineyards, and there are nearly 700 acres of hops in production. Craft beverage companies contribute significantly to the economic stability and placemaking efforts of rural and urban communities.

ACCOMPLISHMENTS:

- Approved nine research projects for a total of \$335,000 in priority-driven grant funding
- Managed implementation of PA 135 of 2022, the Qualified Distiller Program, resulting in 28 qualified distiller certificates.
- Led statewide craft beverage industry communication efforts and experienced a 21% increase in e-newsletter subscriptions
- Utilized Specialty Crop Block Grant funds to create a Michigan crop directory to be promoted to craft beverage producers

MEASURING SUCCESS:

Metric	FY 2021	FY 2022
Outreach to business and stakeholder groups	88	97
Number of grant projects funded	9	13
Number of industry newsletter followers	3027	3,570
New users to Michigancraftbeverage.com	21,044	18,000

PROGRAM GOALS:

- Build out Qualified Distiller Program with goal of launching Certification Application and 100% invoices paid, and management of qualified distiller audit plan.
- Initiate project plan, timeline, budget, and consultation support for the year-two phase of Specialty Crop Block Grant crop directory activities.
- Outreach with Craft Beverage Council members, stakeholders, partners, academic institutions, businesses, and industry experts, with goal of 60 partner/stakeholder meetings and 30 business.
- Work with Research Committee to identify strategies and goals of the research program.
- Work with consultant to engage Council members in Diversity, Equity, and Inclusion Phase One strategies, including Cultural Competency surveys.

Expenditures	FY 2022
Administration	183,167
Council Expenses	2,327
Research and Education Grants	335,000
Promotion and Consumer Education	76,563



KEY STAKEHOLDERS

- Wineries, breweries, distillers, and hard cider producers
- Wine grape and fruit growers, hop growers, grain and barley growers, and maltsters
- Industry trade partners: retailers, restaurants, and wholesalers
- Michigan universities, fermentation programs, and other educational institutions
- Tourism organizations

LEGAL AUTHORITY:

- Public Act 154 and 155 of 2018
- Public Act 58 of 1998, MCL 436.1303

FY 2022 MCBC Research Grants

Name	Location	Amount	Match	Project Outcomes	Completion
Steve van Nocker, Michigan State University	Ingham, Ionia, Van Buren, Schoolcraft.	\$25,770	\$40,000	This project will support ongoing efforts to develop new apple varieties optimized for hard cider production in Michigan, including high-acid, high-tannin, and red-juiced varieties.	August 2023
Nicole Shriner, Michigan State University	Ingham, Montcalm, Alger,	\$26,527	\$0	12 varieties of corn will be grown in several MSU locations. The corn will then be mashed, fermented, and distilled to a white corn whiskey and further evaluated for quality, flavor and applicability to be used in Michigan craft whiskey.	August 2023
Sushila Chaudhari, Michigan State University	Berrien	\$10,466	\$4,000	Identify the optimum rate and timing of Tiafenacil in Michigan hop yards.	August 2023
James DeDecker, Michigan State University	Alger, Kalamazoo, Chippewa, Leelanau, Ingham	\$40,000	\$29,808	A genetics X environment study using field experiments across the state of Michigan and lab analysis of plant tissue to identify key factors driving winter hardiness in malting barley.	August 2023
Maninder Singh, Michigan State University	Ingham	\$19,641	\$0	Third and final year field trials involving five planting dates and five seeding rates will be conducted at MSU Mason farm. Data on yield and various quality parameters will be collected and analyzed over the three years of project.	August 2023
Brook Wilke, Michigan State University	Kalamazoo, Alger, Antrim, Ingham	\$25,877	\$0	We will build upon our two years of rye variety research and further evaluate the specific impact of environment on the flavor and quality (terroir) of rye whiskey.	August 2023
George W. Sundin, Michigan State University	Ingham, Leelanau	\$25,909	\$40,000	We will evaluate the susceptibility of cider and dessert apple cultivars to bitter rot and black rot diseases and fungicide control of these diseases. We will also identify wild yeasts associated with cider and dessert apple cultivars and assess the effects of selected yeasts on the polyphenol content of the fermented apple product.	August 2023
Timothy Miles, Michigan State University	Ionia, Allegan, Berrien, Ingham, Leelanau, Grand Traverse	\$40,000	\$0	Michigan vineyards are subject to a wide range of pests but cluster rots are among the most important, causing both yield loss and a reduction in quality. The goal of this proposal is to develop integrated management strategies to improve cluster rot control and to understand how that influences grape quality.	August 2023

FY 2022 MCBC Research Grants

Name	Location	Amount	Match	Project Outcomes	Completion
Esmaeil Nasrollahiazar, Michigan State University	Berrien, Leelanau, and Grand Traverse	\$20,172	\$25,000	Climate change and the introduction of new varieties has made grape cold hardiness and crop potential less predictable across the diverse growing regions of Michigan. The proposed field and environmental chamber studies of grape bud hardiness will provide toward development of a Michigan cold hardiness model for crop prediction and guiding crop loss prevention strategies.	August 2023
Esmaeil Nasrollahiazar, Michigan State University	Berrien, Ingham, Leelanau, Grand Traverse, Van Buren and Allegan	\$21,746	\$25,000	Climate change-related environmental factors are a major cause of the inconsistency of Michigan wine grape production, and through this educational project, we hope to improve Michigan grape growers' knowledge to minimize effects of climate change while also enhancing viticulture and wine production sustainability in Michigan.	August 2023
Martin Chilvers, Michigan State University	Ingham, Berrien, Ionia	\$35,000	\$0	Hop and barley disease management for improved crop quality.	August 2023
Steven I. Safferman, Michigan State University	Ingham	\$39,892	\$8,568	Proof-of-concept study of the novel, compact greenhouse ecosystem for craft beverage wastewater treatment to determine design data that will allow for an engineering cost estimate. Included is an assessment of disposal flexibility and reuse potential for irrigation and other non-contact purposes. Development of a tool to compare this technology, the previously developed cold weather constructed wetland system, and conventional treatment approaches to give facility managers valuable, objective insight on their wastewater management choices.	August 2023
Andy Fles, Parallel 45	Grand Traverse, Leelanau	\$4,000	\$1,000	To promote and represent the common interests of and improve conditions for persons and entities engaged in the vineyard and winery industry located in the Grand Traverse Bay Area of the Northwestern Lower Peninsula of Michigan, primarily through support of research and dissemination of information leading to sound practices with regard to vineyard and winery establishment, operation and marketing.	August 2023



PRODUCER SECURITY

PROGRAM MANAGER: Jeff Haarer | 571-896-2236 | haarerj@michigan.gov

The Producer Securities Program regulates the storage, warehousing, and sale of farm produce in Michigan. The Farm Produce Insurance Authority (FPIA) administers the collection of producer assessments, the payment of producer claims, and the investment of producer funds.

This program assists with producer security regulations under the Wholesale Potato Dealers and the Manufacturing and Fluid Milk Programs. The program also provides financial, compliance and assessment review services for legislatively enacted commodity associations.

The Agricultural Marketing and Bargaining Program works with the industry to establish marketing and processing pricing for asparagus and apple crops grown in Michigan.

IMPACT FOR MICHIGAN:

Producers rely on licensed grain dealers to hold and protect grain deposits similar to when we deposit our savings in a bank. The Farm Produce Insurance Act was enacted to protect farmers in the event of a farm produce dealer's financial failure. In 2021 there were over \$3.6 billion in cash receipts for barley, corn, dry beans, oats, soybeans, and wheat handled by Michigan's 200 licensed grain dealers (186 in-state). Since 2003, 30 producers have recovered \$6,879,408 in claims under the Farm Produce Insurance Act. Insolvencies among grain dealers, wholesale potato dealers, livestock auctions, and dairy plants impact communities, businesses, and farmers through loss of jobs, income, and market.

ACCOMPLISHMENTS:

- On November 30, 2022, the Farm Produce Insurance Fund's balance was \$8,694,908.
- Ongoing FPIA administrative assessments are at .00015 or 15 cents on \$1,000 of grain sold.
- The total claims paid out by the Farm Produce Insurance Authority in February of 2022 was \$1.23 million and helped to make thirty producers whole due to nonpayment from the 2021 Chapter 11 Bankruptcy filing for Pipeline Foods, Inc., a U.S.-based supply chain solutions company focused exclusively on organic, non-GMO and regenerative food and feed purchased grain from Michigan producers.

MEASURING SUCCESS:

Metric	2021	2022
Risk Based Audits	148	145
Working Capital Audits	19	29

PROGRAM GOALS:

- Licensing programs will monitor renewal applications to ensure previously licensed businesses maintain business licenses, if they remain active.
- Develop software which implements metrics and procedures that identifies entities that require working capital audits through a risk-based analysis approach.
- Work with stakeholders to develop policy for efficiencies in the administration and protection of Michigan producers from financial loss through the Farm Produce Insurance Authority and the Grain Dealers Act.



KEY STAKEHOLDERS

- Agricultural producers
- Michigan Agri-Business Association
- Michigan Farm Bureau
- Michigan Agricultural Commodity Marketing Associations
- Agricultural lenders

LEGAL AUTHORITY:

- Grain Dealers Act, PA 141 of 1939, as amended
- Farm Produce Insurance Act, PA 198 of 2003, as amended
- Wholesale Potato Dealers Act, PA 158 of 1964
- Manufacturing, PA 266 of 2001, and Fluid Milk, PA 267 of 2001, Acts, as amended
- Livestock Dealers Act, PA 284 of 1937, as amended
- Agricultural Commodities Marketing Act, PA 232 of 1965, as amended
- Agricultural Marketing and Bargaining Act, PA 344 of 1972, as amended