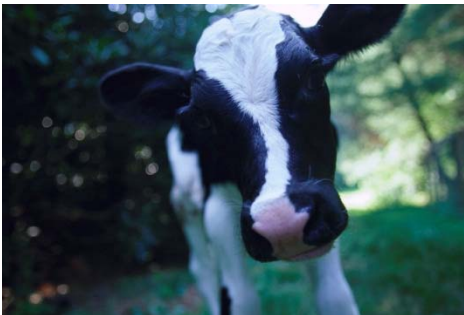




Michigan's Food & Agriculture Industry

Economic Development





Sector Goals

Outcomes	2011	2015	Status
Increase economic impact of food and agriculture	\$71 billion →	\$100 billion	\$96 billion
Double agriculture exports	\$1.75 billion →	\$3.5 billion	\$3.2 billion
Increase food and agricultural jobs	1 million →	1.1 million	923,000
Improve access to healthy foods	40% of residents →	60% of residents	TBD
Increase sustainable food and agriculture systems	1,000 verifications →	5,000 verifications	1,954



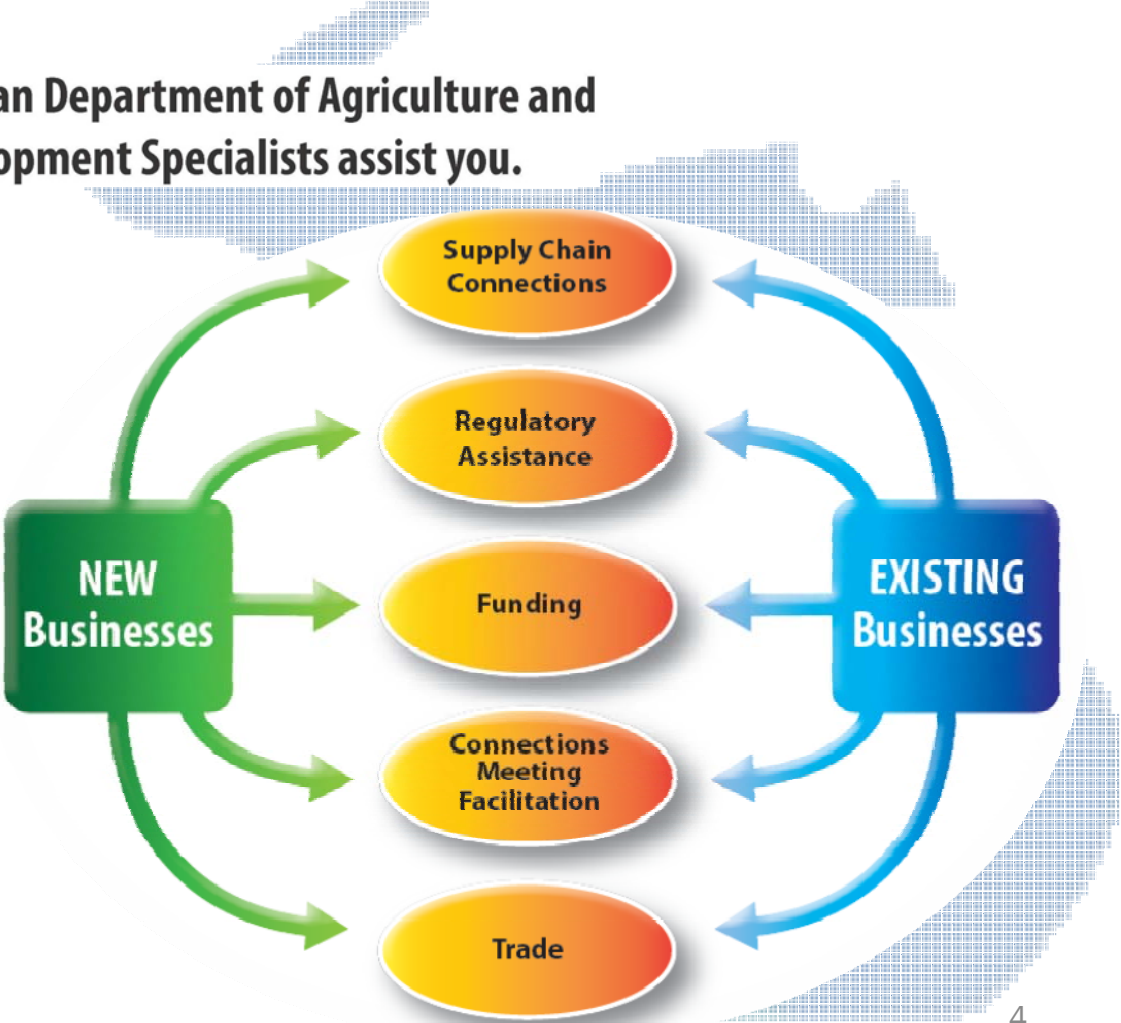
Food Processing & Value-Added Agriculture

- Michigan Food Processers contributed \$24.6 billion to Michigan's economy in 2010
- Dairy Processing Facilities
- Fruit Packing Facilities
- Diversity (both in production & processing) means more opportunity for growth
- Leads to stronger communities and jobs.



Rural Development Strategy

How the Michigan Department of Agriculture and Rural Development Specialists assist you.



Strategic Plan



- Support 84 companies and/or projects per quarter to increase trade opportunity, supply chain connectivity, funding and regulatory resolution and project facilitation.
- In FY 2014 Utilization of the Pure Michigan B2B site by 25 agribusiness companies after the March summit.
- Create supply chain connectivity for 60 Michigan companies at the Pure Michigan B2B – March 26.
- Achieve a high degree of customer satisfaction measured by a customer survey.



Rural Development Strategy

How will we accomplish these objectives?

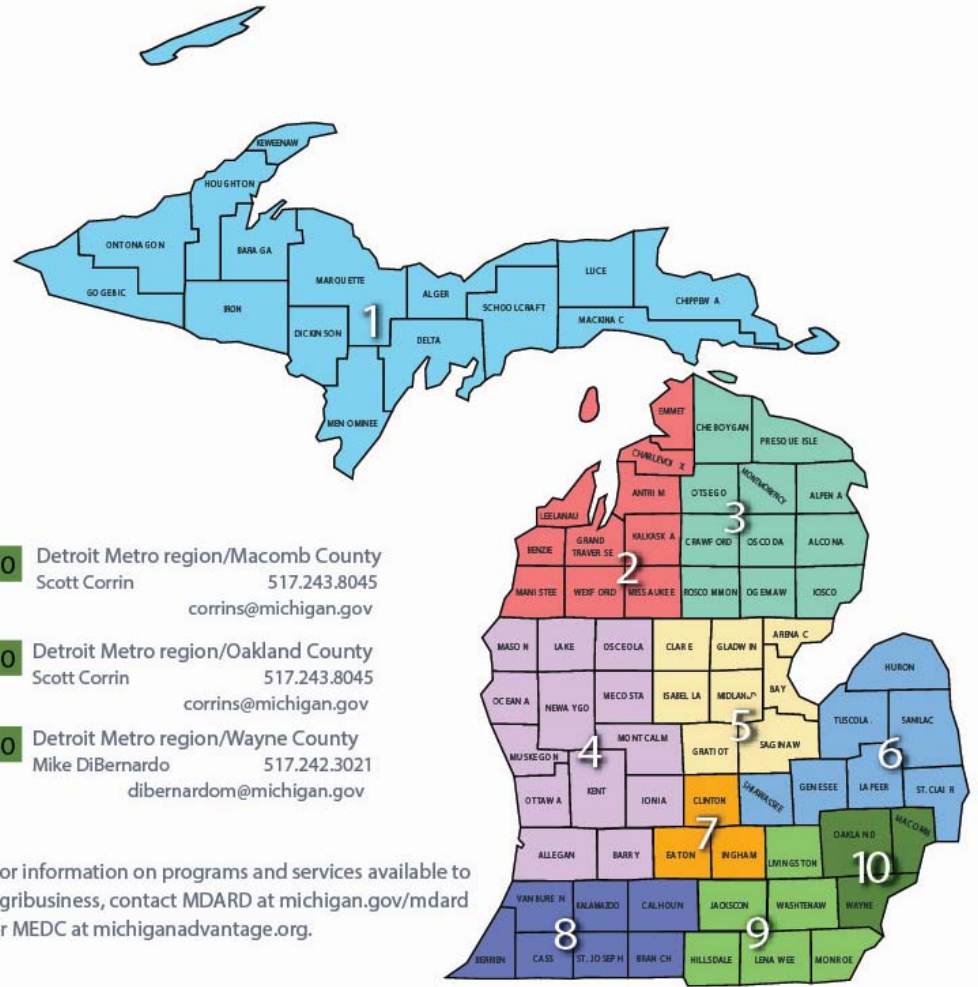
- Build on existing economic and rural development activities.
- Champion regional-based approaches.
- Lead utilization and coordination of private and public assets.
- Local foods – direct-to-consumer & intermediated (direct-to-grocer/restaurant) food sales.
 - Michigan has doubled the number of farmer markets from 2006 to 2013



Rural Development Strategy

REGIONS

- 1** Upper Peninsula region
Donna LaCourt 517.614.5518
lacourt2@michigan.gov
- 2** Northwest region
Jodi Gruner 517.243.8046
grunerj@michigan.gov
- 3** Northeast region
Scott Corrin 517.243.8045
corrins@michigan.gov
- 4** West Michigan region
Jodi Gruner 517.243.8046
grunerj@michigan.gov
- 5** East Central Michigan region
Scott Corrin 517.243.8045
corrins@michigan.gov
- 6** East Michigan region
Scott Corrin 517.243.8045
corrins@michigan.gov
- 7** South Central region
Nancy Nyquist 517.284.5735
nyquistn@michigan.gov
- 8** Southwest region
Jodi Gruner 517.243.8046
grunerj@michigan.gov
- 9** Southeast Michigan region
Scott Corrin 517.243.8045
corrins@michigan.gov



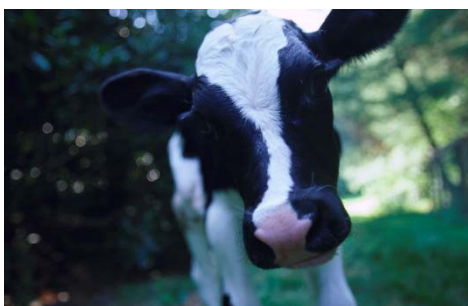
- 10** Detroit Metro region/Macomb County
Scott Corrin 517.243.8045
corrins@michigan.gov
- 10** Detroit Metro region/Oakland County
Scott Corrin 517.243.8045
corrins@michigan.gov
- 10** Detroit Metro region/Wayne County
Mike DiBernardo 517.242.3021
dibernardom@michigan.gov

For information on programs and services available to agribusiness, contact MDARD at michigan.gov/mdard or MEDC at michiganadvantage.org.

Accomplishments

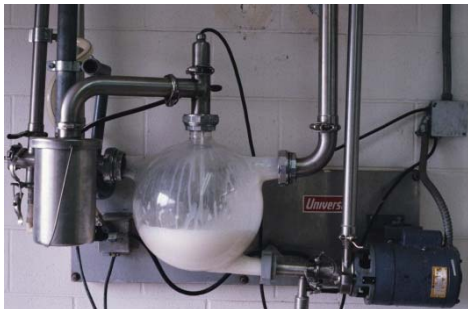


- ❖ Fish producers along with MDARD, other state agencies, farm organizations, university representatives, and federal department staff formed the Aquaculture in Michigan Committee creating a blueprint to help producers seeking to build new or expand existing facilities.
- ❖ The Vlasic pickle facility in Imlay City celebrated its official expansion adding 30 permanent jobs and 500 seasonal positions. Governor Rick Snyder was on hand for the ribbon cutting. Pinnacle Foods, Vlasic's parent company, spent \$14 million to expand operations.



Accomplishments

- MDARD's Continental Dairy Team won the award for teamwork this year. MDARD employees spent countless hours helping Continental Dairy of Coopersville getting its new plant going. Continental Dairy is owned by a company called C.S. Facilities. C.S. Facilities bought the plant, refurbished it and now uses much of it to store milk powder and other things the company needs for milk production.



Accomplishments

- ❖ VernDale Products Inc. has purchased a second site in the Detroit area. Abandoned for over seven years, this site will increase dairy manufacturing of a unique value-added product and increase the milk purchased here in Michigan.
- ❖ Dairy Farmers of America's manufacturing facility in Cass City has begun construction and is planned to start processing in October 2014. This plant will process current milk supply in the thumb region and will increase investment in both supply chain opportunities and production.



PURE MICHIGAN
Agriculture

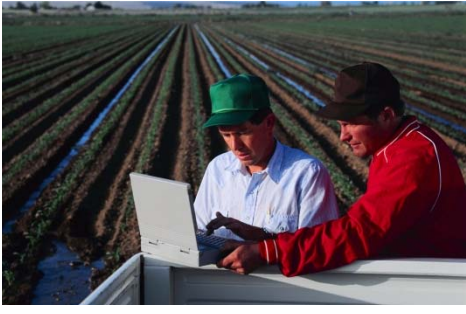


Michigan Department of
AGRICULTURE
& Rural Development

Accomplishments

- 🇺🇸 **Pure Michigan Agriculture Business Connect Summit** – an event to connect food buyers to food processors, producers, and aggregators. The summit is the launch of a long-term commitment by both the Michigan Department of Agriculture and Rural Development and the Michigan Economic Development Corporation to assist in supply chain connectivity and create more opportunities for Michigan products.

Jobs in the Food & Ag Sector



- Safety Manager
- Business Analyst
- Farm Manager
- Sales Agronomist
- Tax Manager
- Production Supervisor
- Custom Applicator
- Dairy Specialist
- Dairy Herd Manager
- Feed Sales
- Processing Supervisor
- Instrument Controls Technician
- Transportation Supervisor
- Director of Safety & Risk Management
- Distribution Center Manager
- Plant Breeder
- Lab Technician
- Senior Chemist
- Process Engineer
- Global Regulatory & Toxicology
- Mechanical Engineer
- Pet Technology Research Scientist
- Food Scientist



Jobs in the Food & Ag Sector

- Veterinarian
- Grain Trader
- Environmental & Biological Fate Scientist
- Retail Sales Manager
- Winemaker
- Micro Mixer Operator
- Meat cutter
- Quality Control Manager
- Feed Truck Driver
- Insurance Account Specialist
- Environmental Director
- Dairy Foods Hygiene Worker
- Environmental Health & Safety Manager
- Research Scientist
- Systems Analyst
- Swine Technical Sales Specialist
- Grain Merchandizer
- Seed Production Manager
- Pork Specialist
- Dairy Research & Development
- Credit Manger
- Director, Contract Manufacturing



MDARD: Specialty Crop Block Grant Program

- ❖ The purpose of the Specialty Crop Block Grant Program (SCBGP) is to enhance the competitiveness of specialty crops.
- ❖ In 2013, MDARD received 45 proposals which is an increase of 6 from the previous year. The proposals requested a total of \$2,451,696.28.
- ❖ The MDARD Director recommended 18 proposals to USDA for funding totaling \$1,052,986.00.

MDARD: Strategic Growth Initiative



- ❖ The purpose of the Strategic Growth Initiative Grant Program is to increase the economic impact of the Food and Agriculture Industry in Michigan.
- ❖ MDARD received 75 applications requesting more than \$19 million, with \$3 million available in funding. MDARD funded 14 of those applications.



MDARD: Value Added- Regional Food Systems

- ❖ The purpose of the Value Added – Regional Food Systems Grant Program is to establish, retain, expand, attract and/or develop value added agricultural processing and/or develop regional food systems by enhancing or facilitating aggregation and distribution of Michigan grown agricultural products.
- ❖ The department received 63 proposals, requesting \$7.8 million in grant funding for the first year of this grant program. MDARD funded 14 of those proposals.
- ❖ In 2014, MDARD received 53 proposals requesting more than \$3.4 million in funding.



Questions