

FY 2003 FSMIP Projects

Total Funding: \$1,347,000

Average Grant: \$48,107

28 Projects in 21 States

American Samoa - \$62,900 to the American Samoa Department of Agriculture, in cooperation with American Samoa Community College, to develop a comprehensive data base on fresh fruit and vegetable supply, marketings, and imports, and establish a system for collecting the data annually.

Florida - \$25,500 to the Florida Department of Agriculture and Consumer Services to explore domestic and international markets for a new sweet, early maturing grapefruit hybrid.

Florida - \$39,000 to the Florida Department of Agriculture and Consumer Services to address marketing issues such as packaging, labeling, handling and consumer acceptance of *nopalitos*, a minimally processed cactus product popular in Mexican cuisine.

Hawaii - \$50,000 to the Hawaii Department of Agriculture, in cooperation with the University of Hawaii at Manoa, to study the economic impact of factors such as geographic location, transportation rates and regulations, industry structure, and product selection and differentiation on the competitiveness of selected Hawaii agricultural products destined for mainland domestic markets.

Illinois - \$72,650 to the Illinois Department of Agriculture, in cooperation with Sustain, a Chicago-based public interest group, to determine the infrastructure and resources needed to support the growth and maintenance of an Illinois-based organic distribution system.

Indiana - \$49,000 to the Indiana Office of the Commissioner of Agriculture, in cooperation with Ball State University and others, to evaluate consumer response to web-based direct marketing of Indiana agricultural products, and communicate the findings to producers to optimize their marketing strategies.

Iowa - \$46,500 to the Iowa Department of Agriculture and Land Stewardship, in cooperation with the Wisconsin Department of Agriculture, Trade and Consumer Protection, the Agricultural Utilization Research Institute of Minnesota, and Cooperative Development Services, to conduct market research and a pre-feasibility analysis on collaborative approaches to marketing meat byproducts, and to provide business planning, and product development assistance to the region's small scale meat processors.

Maine - \$50,000 to the Maine Department of Agriculture, in cooperation with the University of Maine, Coastal Enterprises, Incorporated, Farms for the Future, the Maine

Agricultural Center, University of Maine Cooperative Extension and others, to explore new marketing channels for the state's dairy farmers.

Maryland - \$22,675 to the Maryland Department of Agriculture to assist Maryland producers access new direct marketing opportunities in nearby urban markets.

Massachusetts - \$42,000 to the Massachusetts Department of Food and Agriculture, in cooperation with the Cranberry Marketing Committee, the Cape Cod Cranberry Growers Association, and the Wisconsin State Cranberry Growers Association, to identify new markets for fresh and processed cranberries and cranberry products.

Massachusetts - \$51,100 to the Massachusetts Department of Food and Agriculture, in cooperation with the University of Massachusetts, to foster direct marketing of locally-grown ethnic produce to Asian and Brazilian immigrant communities in eastern Massachusetts.

Michigan - \$70,000 to the Michigan Department of Agriculture, in cooperation with Michigan State University, Michigan Blueberry Growers and others, to study and compare post harvest handling protocols to address microbial contamination.

Michigan - \$26,615 to the Michigan Department of Agriculture, in cooperation with the Michigan State University Extension Service and several county farm bureaus, to complete a state-wide assessment of the compost market to gauge the economic feasibility of a regional compost processing facility.

Minnesota - \$69,000 to the Minnesota Department of Agriculture, in cooperation with the Minnesota Shippers Association, the Minnesota Soybean Research and Promotion Council, and the University of Minnesota, to explore opportunities for direct marketing northern soybeans as a feed for poultry in selected overseas markets.

Missouri - \$33,500 to the Missouri Department of Agriculture to improve opportunities for Missouri agribusinesses to expand sales to state food service purchasers

Missouri - \$32,950 to the Missouri Department of Agriculture, in cooperation with the Missouri Enterprise Business Assistance Center, to prepare a training handbook for the state's timber industry to address business practices for improving profitability.

Nebraska - \$36,860 to the Nebraska Department of Agriculture, in cooperation with the University of Nebraska, to strengthen and expand farmers markets in Nebraska, foster development of a state farmers market association, and provide marketing and business training to producers.

Nebraska - \$87,215 to the University of Nebraska State Experiment Station, in cooperation with Practical Farmers of Iowa, to develop economically viable direct marketing system models to improve the profitability, efficiency, and competitiveness of small and medium sized farms in the great plains region.

New Jersey - \$79,070 to the New Jersey Department of Agriculture, in cooperation with Rutgers University, to analyze the market for ethnic produce in New Jersey and identify opportunities for producers in the region to supply new products for these emerging markets.

New Jersey - \$31,320 to the New Jersey Department of Agriculture, in cooperation with Rutgers Cooperative Extension Service of Sussex County, to educate meat goat producers on production techniques and marketing strategies to maximize profitability.

New York - \$33,740 to the New York Department of Agriculture and Markets, in cooperation with Cornell University, to assist northeast fruit and vegetable producers access selected Canadian markets through targeted market research and a trade mission.

North Dakota - \$54,400 to the North Dakota Department of Agriculture, in cooperation with the North Dakota State University and Heart of the Valley Cooperative, to evaluate the economic feasibility and market potential of producing dehydrated vegetable powders for use in commercial food manufacturing.

Ohio - \$69,210 to the Ohio Department of Agriculture, in cooperation with Ohio Cattlemen's Association, Ohio Pro Beef Alliance, Ohio Beef Council, Negev Foundation and others, to conduct an in-depth study of opportunities to export live feeder calves to Israel, and to lay the groundwork for trial shipments of Ohio calves.

Oregon - \$58,370 to the Oregon Department of Agriculture to study and document the flow of all cargo along the western Pacific littoral in order 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.

Virginia - \$29,500 to the Virginia Department of Agriculture and Consumer Services, in cooperation with the Virginia Green Industry Council, to initiate a comprehensive marketing and educational program for consumers about plants and horticultural services, and to unite the Virginia horticultural industry in a common strategy to promote their products and services.

Washington - \$15,000 to the Washington State Department of Agriculture, in cooperation with Pear Bureau Northwest, to evaluate consumer acceptance and applications of an on-the-go package that minimizes damage to soft, easily damaged fruits, as a way of increasing fresh fruit consumption.

Washington - \$31,925 to the Washington State Department of Agriculture, in cooperation with Washington State University, Washington Wine Grape Growers, and others, to implement a marketing plan for Appellation Yakima Valley *vitis vinifera* grapes.

Wyoming - \$77,000 to the Wyoming Department of Agriculture, in cooperation with Sheridan Community College and the Wyoming Business Council, to analyze the economic feasibility and practical capabilities of a mobile meat processing unit.