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Ag Economic Contribution Study

- Background & Purpose
- Never done for Minnesota – individual groups did own
- AgriGrowth, Farm Bureau, MDOA and others interested
- Surrounding states (WI, IA, IL, SD, MO) already have them
- All used reputable firm with repeatable process (DIS)
- With AECS completed - economic impact analyses (e.g., of plant closing) are quick and inexpensive
- Results provide data for information, advocacy, consumer outreach, etc.



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Supporting Partners

- Ag Centric
- Ag Utilization Research Institute
- American Crystal Sugar
- Econ Analytics
- GreenSeam
- Midwest Dairy
- Midwest Food Processors
- Midwest Forage Association
- Minnesota AgriGrowth Council
- Minnesota Beef Council
- Minnesota Chicken and Eggs
- Minnesota Corn Growers
- Minnesota Crop Production Retailers
- Minnesota Cultivated Wild Rice
- MN Department of Agriculture
- Minnesota Farm Bureau Federation
- Minnesota Farmers Union
- Minnesota Forest Industries
- Minnesota Grain and Feed
- Minnesota Pork Producers
- MN Soy Research & Promo Council
- Minn-Dak Farmer's Cooperative
- Minnesota Wheat Growers
- Red River Valley Sugarbeet Growers
- Southern MN Beet Sugar Cooperative
- Southern MN Center for Agriculture



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Details and Highlights

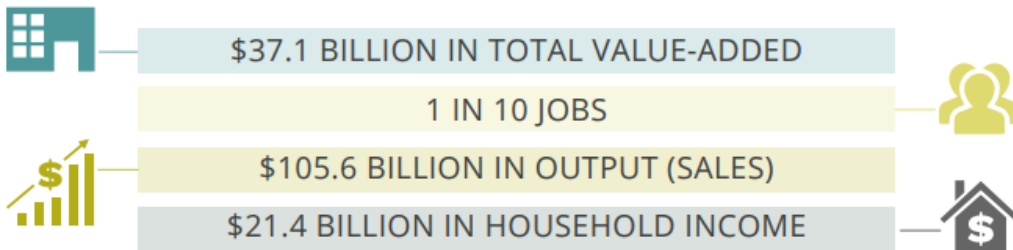
- Official release September 30
- Used to inform election year ag and food informational campaign
- Positive information and data on
 - Average size and family structure of MN farms
 - Diversity of MN agriculture
 - Number & location of ag jobs (Hennepin, Ramsey, and Dakota highest)



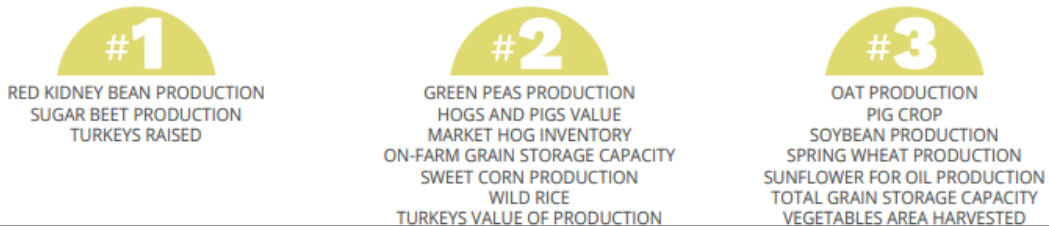
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AGRICULTURE IS A SIGNIFICANT CONTRIBUTOR TO MINNESOTA ECONOMY

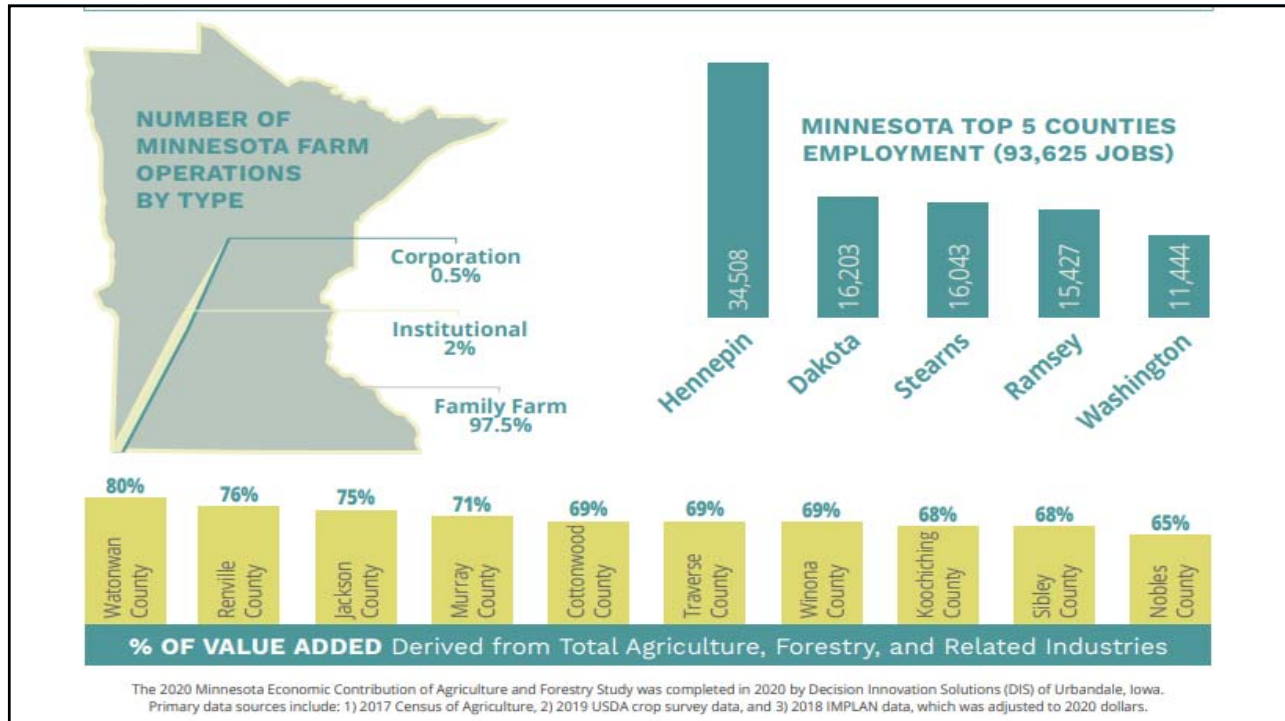
AGRICULTURE, AGRI-FOOD, FORESTRY, & RELATED INDUSTRIES IN MINNESOTA CONTRIBUTE:



AS OF 2019, MINNESOTA WAS RANKED AMONG the top three states in the nation:



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How to Access Study

- <https://www.agrigrowth.org/news/new-economic-contribution-study-of-agriculture-shows-industry-adds-more-than-37b-to-minnesota-economy>
- <http://www.decision-innovation.com/economic-impact/economic-contribution-study-of-minnesota-agriculture-and-forestry/>
- County level analysis available



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Stage Setting: Mn Agri-Food

Shannon Schlecht, AURI

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Navigating Supply Chain Challenges



A Survey of Minnesota's Food and Agriculture Manufacturers and Processors



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Purpose & Design

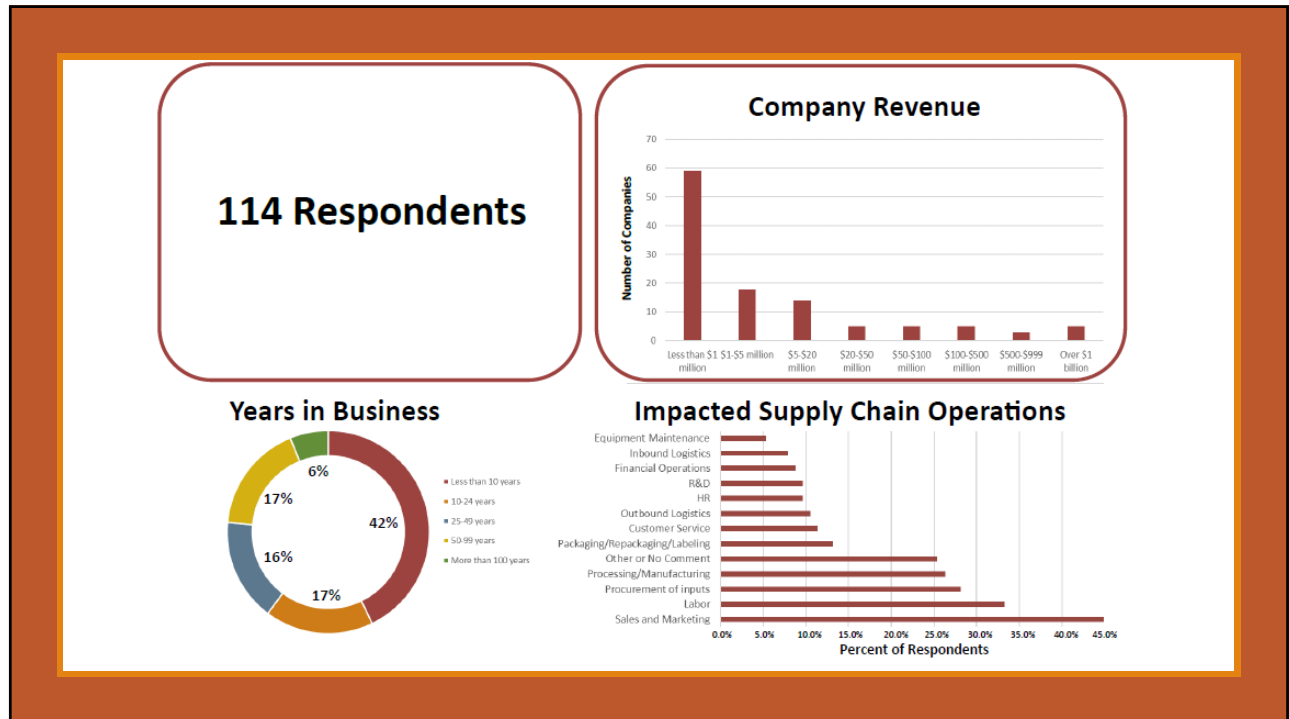
Consider supportive actions to potentially improve supply chain resiliency and support MN food and ag processors and manufacturing businesses.

Anonymous survey

Demographic and open-ended questions

Audience: any entity operating a food/ag manufacturing or processing business in MN

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Processing and Manufacturing

Pain Points

Challenges

- Varying state criteria
- Shutdowns
- Fearful public
- Unemployment benefits

Disruptions

- Market and sales losses
- Labor shortages
- Bottlenecks
- Lags in safety needs
- Inconsistent inputs
- Business shifts and shutdown decisions

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Supply Chain Resiliency Needs

Stable Inputs	PPE	Public Sense of Safety	Regulation & Policy Adjustments
Supply Connection & Collaborations	Broadband	Healthy Employees	More Meat Locker Plants
New Markets & e-Commerce	Funding	Adequate Labor	Transparent Decision-Making

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Key Resiliency Takeaways – Proactive Management & Collaboration

Crisis management practices

- Flexible, adaptable and pivot quickly
- Coordinated with government agencies
- Clear and frequent communications to employees
- Adapted existing systems
- Risked carrying more inventory
- Opted to take operations in house temporarily for some areas

Regional and local collaborations

- Community collaborations and partnerships increased w/ businesses
- Collaborations over integration
- Invoices paid more frequently
- Pre-paid suppliers
- Communication w/ financial providers

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Other Takeaways and Action

Takeaways for improved resiliency

- Alternative markets / suppliers
- Access to capital
- Greater clarity on accessing govt programs
- Agility
- Virtual work flexibility
- Digitizing supply chain
- Innovation mindset
- Regulatory flexibility when trying to meet emergency demand and supply shifts

Potential Actions

- Agile / resilient management training
- Interactive ingredient/materials supplier and processing capacity database
 - Transparency of needs and resources
- Meat process training
- E-Commerce and market channel needs training
- Continued broadband support

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