An Analysis of the U.S. Department of Agriculture's Value Added Producer Grant Program, 2002 to 2012

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Abstract

In 2001, Congress passed legislation authorizing, and later appropriating funding for the Value-Added Producer Grants (VAPG) program. The objective of this thesis is to update a previous study of this program by Boland, Crespi and Oswald (2009) who used data through 2005. This paper follows that work on VAPG key success factors and likelihoods of success by updating the data through 2012. The United States Department of Agriculture (USDA) Rural Development division awarded $223,167,601 from 2002 through 2012 to qualified applicants of value-added agricultural products. The findings of this thesis showed that the dollar amount of the grant size had significant impacts on a VAPG recipient being successful or reaching step nine of the nine step business process. In addition, commodities such as corn, edible beans, fruit, small grains, sugar, wheat, wine, wind, and poultry were significant. Both Independent and Agricultural Producer Group organizations were found to have significant impacts on successfully reaching success. The newest addition to the VAPG programs allotments, Mid-Tier Value Chains, showed to have a positive and significant relationship to a producer obtaining the ninth step versus the standard differentiated producer. The program has allowed many producers to test the waters through educational promotions of locally grown, differentiated and segregated products. Greater success was found for recipients who were already producing a value-added product rather than starting from "scratch."

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Chapter 1 Introduction

In 2001, Congress passed legislation authorizing, and later appropriating funding for the Value-Added Producer Grants (VAPG) program. Following this, the 2002 Farm Bill extended the program for an additional 5 years designating $40 million annually. The 2008 Farm Bill provided $15 million in additional, mandatory funding, and another $40 million a year in discretionary funding. In 2010 and 2011 the funding allocations were delayed due to an additional rule writing process and allocated $40.2 million over those two years. Regardless of funding amounts, 10% of annual funds are reserved for "mid-tier" value chain projects. Another 10% is also reserved for beginning or socially disadvantaged farmers and ranchers.

The objective of this thesis is to update a previous study of this program by Boland, Crespi and Oswald (2009) who used data through 2005. This paper follows that work on VAPG key success factors and likelihoods of success by updating the data through 2012. The United States Department of Agriculture (USDA) Rural Development division awarded $223,167,601 from 2002 through 2012 to qualified applicants of value-added agricultural products. The value of these grants given to value-added producers ranged from a minimum of $1,250 to a maximum of $500,000 initially, with the maximum award being reduced to $300,000 after 2004. These funds have been used to subsidize qualified farmers, ranchers, and producers (the word producers is used henceforth to denote all agricultural ranchers, farmers, and producers) to research ideas regarding the development and marketing of value-added agricultural products, aid in the development of value-added businesses, and assist with any other business related expenses including working capital.

The VAPG program was authorized in the 2002 Farm Bill and annual appropriations have been made by Congress for the competitive grants program. The program is administered by USDA within the Rural Business and Cooperatives program. The 2002 Farm Bill contained

many new programs that were designed to encourage rural economic development in the Rural Development title. Many departments of agricultural and applied economics have received funding either directly or indirectly through the Rural Development title. For example, the 2002 Farm Bill authorized funding for Agricultural Innovation Centers. Funding for ten centers with $1 million each was appropriated and seven of these ten centers were housed in departments of agricultural economics or relied heavily on agricultural economists in their programs (e.g., Cornell, Kansas State, Michigan State, North Dakota State, Penn State, Purdue, and Rutgers).

Rural economic development was on the minds of the writers of the 2002 Farm Bill as evidenced by the many new programs that were authorized in the Rural Development title. Congress passed the 2002 Farm Bill, as the President signed into law on May 13, 2002, which authorized $16.5 billion in agricultural subsidies and programs to producers. The Rural Development division of USDA was created to help "improve the economy and quality of life in all of rural America." The Rural Development Title (Title VI) of the 2002 Farm Bill was established in order to provide financial support for rural areas to "undertake strategic planning, feasibility assessments, and coordination activities with other local, State, and Federal officials" (Reeder 2007).

To define a value-added product the most recent USDA Notice of Available Funding (NOFA) uses this definition of the term value-added product as: "Any agricultural commodity that meets the requirements specified in paragraphs (1) and (2) of this definition. (1) The agricultural commodity must meet one of the following five value added methodologies: (i) Has undergone a change in physical state; (ii) Was produced in a manner that enhances the value of the agricultural commodity; (iii) Is physically segregated in a manner that results in the enhancement of the value of the agricultural commodity; (iv) Is a source of farm- or ranch based renewable energy, including E–85 fuel; or (v) Is aggregated and marketed as a locally-produced

agricultural food product. (2) As a result of the change in physical state or the manner in which the agricultural commodity was produced, marketed, or segregated: (i) The customer base for the agricultural commodity is expanded and (ii) A greater portion of the revenue derived from the marketing, processing, or physical segregation of the agricultural commodity is available to the producer of the commodity.

Examples of these are the changing of the physical state or form of the product to include: processing wheat into flour, corn into ethanol, slaughtering livestock or poultry, or slicing tomatoes. A product produced in a manner that enhances its value, as demonstrated through a business plan for organically produced products. Examples of physical segregation of an agricultural commodity or product in a manner that results in the enhancement of the value of that commodity or product include an identity preservation system for a variety or quality of grain desired by an identified end-user or the traceability of hormone-free livestock to the retailer.

Boland, Crespi, and Oswald (2009) collected data on grant recipients for the 2001-2006 time periods, specifically looking at 9 categories defining success. These categories are widely used in evaluating business and marketing plans. Success is categorized in nine different stages of development:(1) creation of an idea, (2) formation of the idea into a written plan as a feasibility study, business plan, or marketing plan, (3) formation of an organizational structure for the idea, (4) the hiring of a manager or employees for the idea, (5) raise capital for the idea through equity drives, (7) creation of the idea into a product in a facility, (8) distribute and sell the product, (9) and whether the product was being sold in 2006 (Boland, Crespi, & Oswald, 2009).

Additionally, applicants are required to contribute "cash or in-kind" non-federal funds during the grants term period. Two types of grants are disbursed, one for planning and the other

for working capital. Selection factors for the two types of grants are as follows. Evaluations for planning grants include the nature of the proposed project, qualifications, committees and supports structure, work plans, amount of funds requested and the project cost per owner-producer. For working capital grants, evaluation is based on business viability, customer base, presidential initiatives, and a budget and work plan (U.S. Department of Agriculture).

Figure 1.1 shows the number of VAPG awards annually since the program inception in 2001. Note that in 2011, the number was higher reflecting the fact that because of budgetary issues, the 2010 program was combined with the 2011 program. Figure 1.2 shows the number of grants awarded per state and territory since the program was started while Figure 1.3 shows that 28 states represent 86 percent of all recipients with little representation in southern and northeastern states as well as U.S. territories. This is somewhat misleading because the program went through significant change in 2006. If one looks at the data for 2001 to 2005, those same 28 states comprise 90 percent of all recipients but only 84 percent from 2006 to 2011. For example, Puerto Rico had zero grants from 2001 to 2005 but 14 grants since 2006. Similar examples can be shown for Alabama, Hawaii, New Hampshire, New Mexico, Tennessee, Utah, and other states.

Chapter 2 presents some relevant literature while Chapter 3 discusses the economic theory. Chapter 4 provides an overview of the data and Chapter 5 discusses the theoretical model. The results and conclusions are presented in the final two chapters.

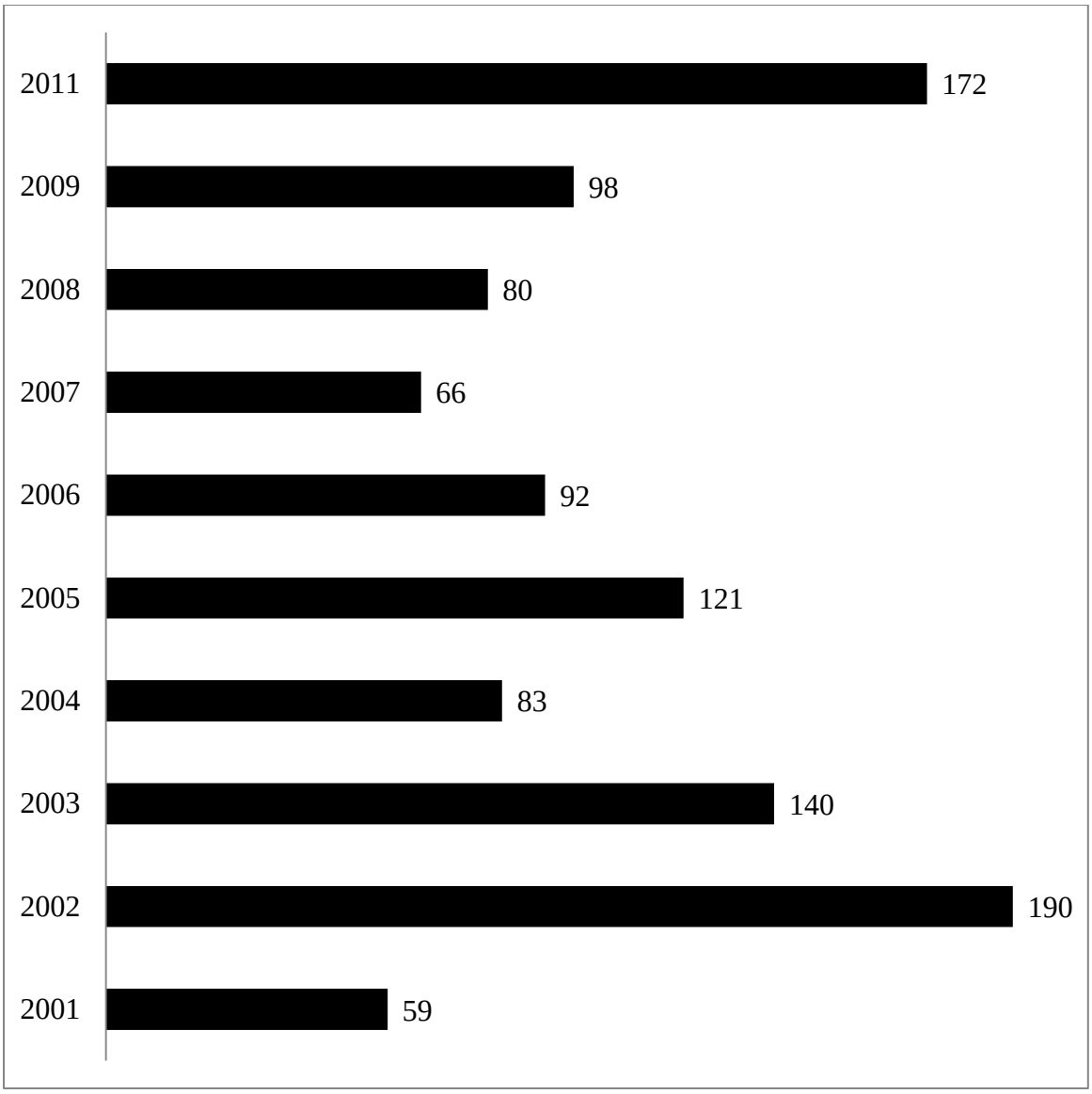


Figure 1.1 Number of VAPG Grants Awarded Since Program Inception

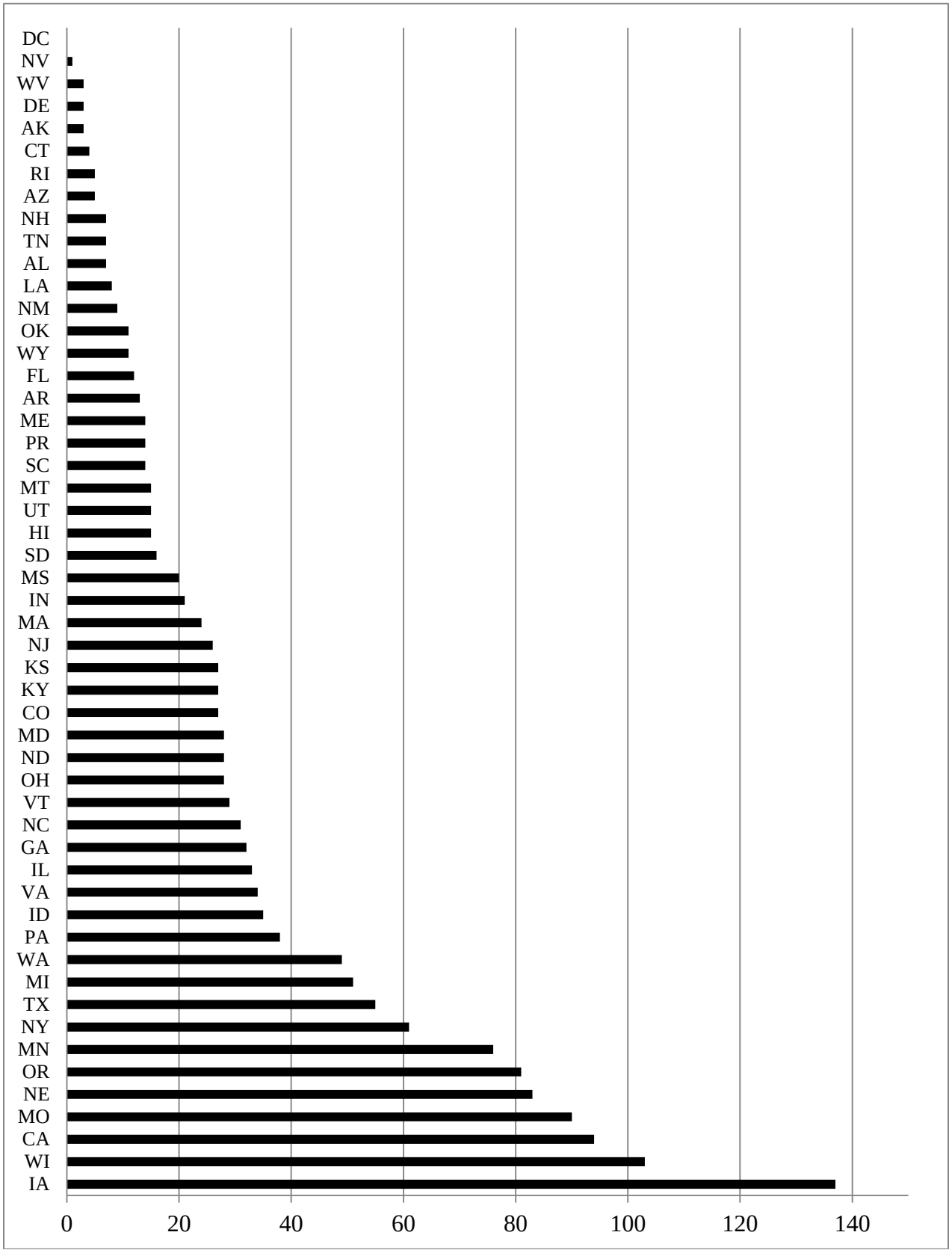


Figure 1.2 Number of VAPG Grants per State and Territory, 2001 to 2011

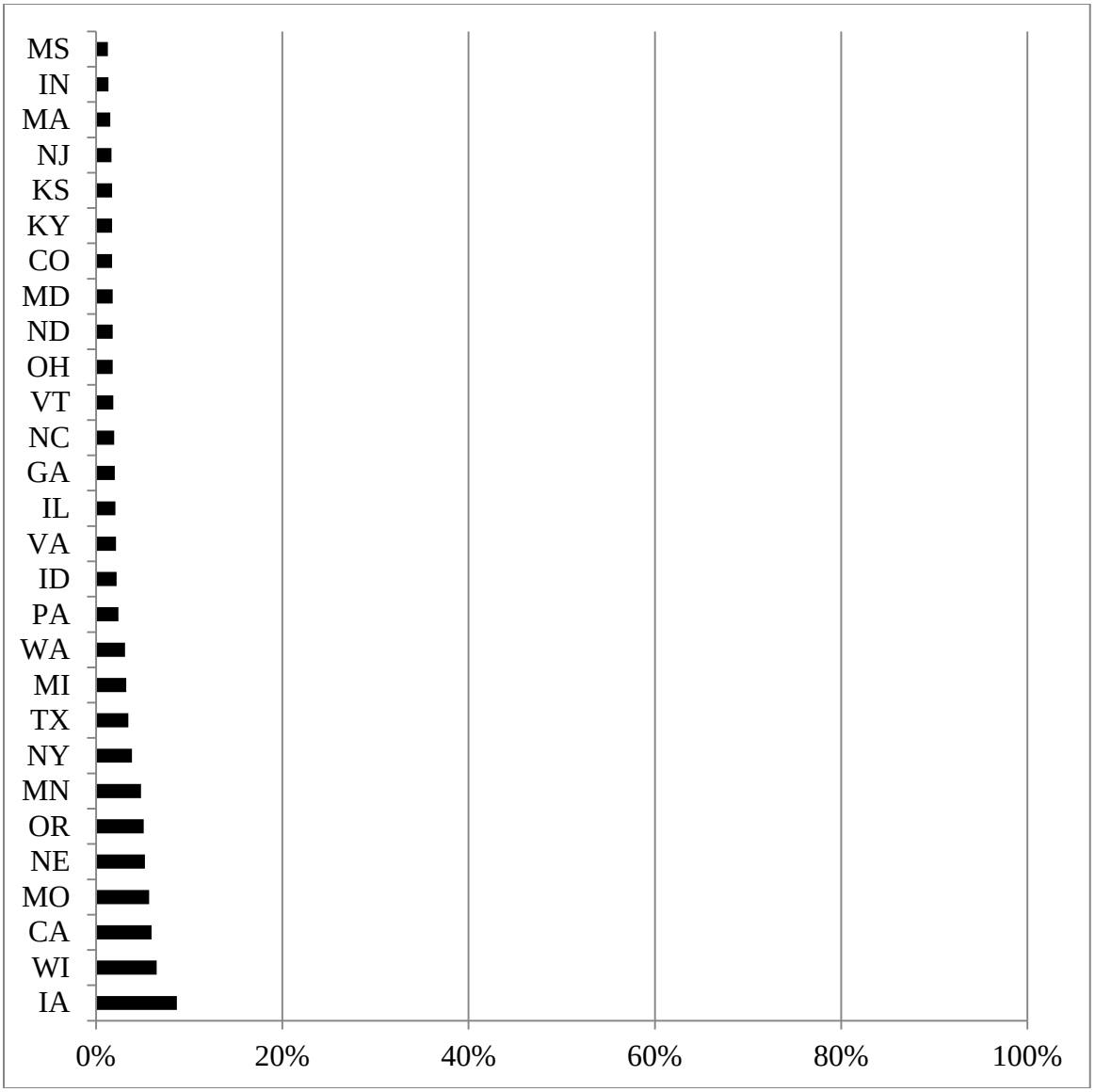


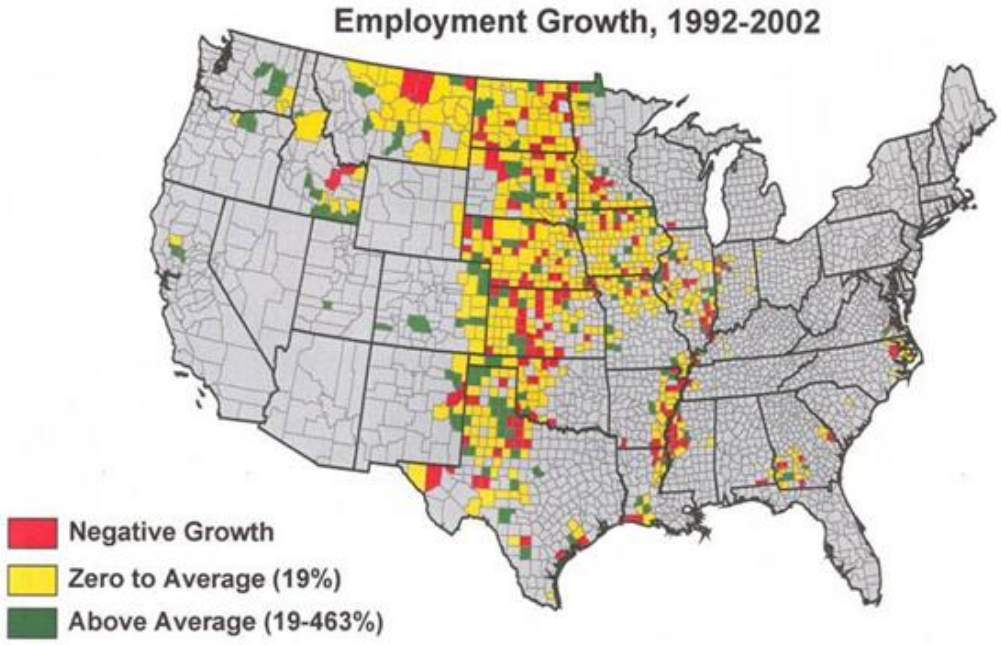
Figure 1.3 Twenty-eight States Represent 86 Percent of all VAPG Recipients

Chapter 2 Relevant Literature

Boland, Crespi, and Oswald (2009) reviewed the literature providing the economic justification for why these new programs, and in particular the VAPG program, were authorized in the 2002 Farm Bill. Oswald's literature review from his thesis described four economic justifications for these programs: 1) lack of correlation between farm subsidies and economic development, 2) need to improve rural amenities, 3) desire to improve producer incomes through increased marketing margins, and 4) ability to improve employment in rural areas. They noted that the body of research by economists is small in this topic. Oswald's literature review is described below and updated.

Data from the U.S. Department of Commerce suggest that job growth is low in counties that receive the largest share of agricultural farm payments. Figure 2.1 shows the top 25% of counties dependent on farm payments in 2002 and shows the employment growth rate of individual counties using data from the U.S. Department of Commerce. The figure shows that the top counties receiving farm payments do not show significantly higher employment growth rates. A commonly asked question is whether agricultural subsidies create rural economic growth. In Mark Drabenstott's 2005 article about the 2002 Farm Bill he states that, "four-fifths of total spending goes directly to farmers. Meanwhile, only 0.7% goes to rural development initiatives." Further research by Drabenstott indicated that these farm payments do not necessarily increase the economic development in the rural areas that are most highly impacted by the payments.

Figure 2.2 Employment Growth in Top 25% of Counties Dependent on Farm Payments



Source: Drabenstott

The creation of jobs, and hence rural development, that was expected from agricultural payments to farmers has not occurred and in fact, appears to be negatively correlated with farm payments. Drabenstott states, "Still, farm payments appear to create dependency on even more payments, not new engines of growth" (p. 3). This research shows that farm payments are being given to rural counties that need them the most, but the payments appear to be not increasing economic activity. The research question must be asked then, why are the payments not helping rural areas when they are being given to the people living in these rural areas.

Maintaining the rural economy has been a major goal of the government since the 1950's. In the USDA's 2007 Rural Development executive summary, it is stated that "78 percent of farm-dependent counties lost population from 2000-2005." Low job opportunities and insufficient amenities are the two main reasons that are cited for the decrease in population. Rural development is a complex subject. In fact, rural development has changed dramatically over the past 50 years. The USDA's executive summary states that, "In 1950, about 40 percent of rural people lived on a farm…..Today, less than 10 percent of rural people currently live on a farm and only 6.5 percent of the rural workforce is directly employed in farm production." This change is very complex due to the fact that many farmers also have off the farm jobs to help supplement their total income. It has become very difficult for farmers to have an adequate lifestyle with only farming as their major source of income. Poverty rates in rural counties have grown, while employment growth and real per capita income have not kept current with metropolitan counties.

In general, rural development research suggests that government subsidies are based on the size of a farming operation. Higher payments go to farmers with more land. These payments encourage farmers to be low-cost producers and obtain economies of scale and size. These economies encourage land consolidation and fewer people living in rural areas. Thus, job creation does not occur and policies designed to increase farm income do not increase employment in rural areas.

Over the past century, many rural communities have added manufacturing and service activities to counteract the loss of agricultural production. Monchuk et al studied county level economic growth factors in Iowa, Illinois, Minnesota, Kansas, Missouri, Nebraska, North Dakota, South Dakota, and Wisconsin. Their study found that over time, "Midwest farms have shifted away from value-adding opportunities in livestock production" (p. 36). Farms that took advantage of value-added livestock prospects had more economic growth than if they did not use value-added livestock production. Recreational amenities impacted county economic growth in a positive manner. The authors stated, "We anticipate that recreation amenities will have a more important role in the future as the demand for outdoor recreation grows with increasing incomes, leisure time, and population" (p. 36). The research found that older population counties also had slower, or even negative, economic growth.

One important implication of the paper suggests that as technology is improved and economies of scale increase, the need for a rural population to focus on agriculture is not needed. Many communities have converted to manufacturing and service activities to counteract the loss of agricultural business. One suggestion from the article is the idea of location characteristics. To help categorize location characteristics, Monchuck et al. indicated that "market access and close physical proximity to large metro markets may give a county a comparative advantage over a similar more remote county" (p. 21). To define location characteristics, several variables are included. These variables include proximity to a metro county, the percentage of the county population that commutes thirty minutes or more to work, and the presence of an interstate in the county. They also included several other variables to help capture the effects of location characteristics. The study found that counties with higher amenities had a larger economic growth than counties with a fewer amenities. The recreational amenities were shown to not only

have a positive effect on county income growth, but also were statistically significant. Counties that were less dependent on agriculture showed greater growth than counties that depended more on agriculture, except for counties that had a heavy dependence on value-added agriculture.

Slivinski found that 1,339 federal programs served rural America in more than 800 USDA field offices. For fiscal year 2007, the net outlays for these three services totaled approximately $800 million. As defined earlier, these programs cover funding for broadband Internet Access to sustainable energy projects. The article quotes a study published by the Federal Reserve Bank of Kansas City saying that, "Job gains are weak and population growth is actually negative in most of the counties where farm payments are the biggest share of income" (p. 1). Furthermore, "Job growth is decidedly weak in the counties most dependent on farm payments" (p. 1). The farm payments, which are intended to provide stimulants to rural economies, are connected with "subpar economic and population growth" (p. 1). Slivinski states that the USDA's loan program is inefficient in today's marketplace, as funding could be obtained from other financial institutions or other government programs in the Department of Commerce. Many of the new Rural Development programs authorized in 2002 duplicate existing programs in the Department of Commerce. Thus, USDA was given a mandate to create a new infrastructure in its Rural Development division to manage these new programs independently of the Department of Commerce.

To further explain rural amenities, it is useful to look at the Deller et. al. article, *The Role of Amenities and Quality of Life in Rural Economic Growth*. This paper describes how the rural community has changed over the past twenty years and discussed how "open space, natural amenities, and small town values" (p. 1) have been increasingly important to many people throughout the same time period. Quality of life factor has become more important as an

economic growth factor, as people see this as a very positive aspect of rural communities. Deller et. al. state that 1.55 million people have migrated to rural communities during the 1990's, while 1.37 million people have left for urban areas during the 1980's. These numbers show that even though outward migration has occurred, there has been enough inward migration to cover the amount of people that have left the rural areas.

The authors believe natural amenities may have contributed to a growth of residents in rural areas. In fact, they found that "rural areas with lower levels of amenities tended to lose economic activities to the nearby growing urban center" (p. 354). Further analysis shows that as wealth increases, requirements for both natural amenities and quality of life would rise.
Deller et. al. conclude that natural amenities need to be looked at more closely, as many rural communities are in good position to take advantage of their resources. In their study, five amenity characteristics were related to one or more determinants of growth. These five amenity variables are: climate, developed recreational infrastructure, land, water, and winter.
Climate is defined as the combination of the regions temperature, precipitation, sunny winters, and dry summers. The developed recreation infrastructure characterizes the outdoor activities available, such as historical markers, golf courses, or playgrounds. The land variable represents farmland, forestland, national parks and other land resources. The combination of water variables includes not only areas of lakes and rivers, but also resources for water activities like scuba diving and canoeing. Winter activities are the final set of variables. This set of variables aid in showing an areas winter activities, such as snow skiing and other snow related activities.
Many rural communities need to build upon their natural amenities to attract people to their communities. Tourism is one big factor as a community needs to generate more traffic to flow through rural societies. The results of this article show that natural resource amenities are an

immense element of rural community growth. It is vital to show the other approaches to stimulating rural growth, without the use of agriculture related subsidy programs.

A publication by Boland, Barton, and Domine (1999) provides an overview of vertical coordination which the authors describe as including contracting and integration. Contract production and marketing refers to a firm committing to purchase a commodity from a producer at a price formula established in advance of the purchase. A contractual relationship between producers and processors is a form of vertical coordination. Various contracts involve different levels of producer and processor responsibility.

Contracting increased between 1970 and 2002 (Martinez). In 1990, an estimated 30.5 percent of total U.S. farm output was contracted compared to 34 percent in 1997 (USDA ERS). Although these may not seem like significant changes, the authors show that the 3.5 percentage point increase between 1990 and 1997 was almost equal to the entire value of Kansas farm production in 1997. The most dramatic increase occurred in hogs, feed grains, and food grains. Since 1990, a reduction in government involvement in agricultural markets (e.g., the 1996 FAIR Act and the 2002 Farm Bill) has increased the risk exposure of producers to price variation from supply and demand conditions. Increased exposure to risk has likely led producers to further increase the use of contracts.

Integration is a method of vertical coordination representing the greatest degree of control that a firm can gain over the output from another stage of production. Coordination of two or more stages occurs under common ownership and management. There are many examples of integration in agriculture. Farmers who produce corn and hay as feed for their dairy operations are vertically integrated across the crop and livestock production stages. Producers engage in integration through group action. The most common form is a producer-owned cooperative. The

more popular terms are traditional and new generation cooperatives. Closed or new generation cooperatives have very tightly coordinated marketing between the farm production stage and the next stage, such as assembly, storage, or processing.

In a new generation cooperative, a producer invests directly by purchasing stock and signing a uniform marketing agreement. This investment and agreement creates a "right and an obligation" to deliver a certain number of units of production to the cooperative. In most cooperatives, there are a limited number of shares issued. Examples of producer-owned, vertically integrated cooperatives include Dakota Growers Pasta (owned by northern Great Plains durum wheat producers) and Sunkist (owned largely by California citrus growers).

Prior to the 2002 Farm Bill, a number of new-generation cooperatives had been established in the late 1990s and early 21st century. While it was uncertain whether these cooperatives would succeed, many appeared to be successful. In addition, an energy policy which encouraged ethanol production had resulted in many new ethanol cooperatives in Iowa, Minnesota, and South Dakota by 2002. It was apparent that the two main constraints on the development of vertical coordination efforts were access to working capital for the development of a plant and funds to research ideas for vertical coordination by producers. The VAPG Program addressed these issues.

Huang, Orazem, and Wohlgemuth's (2002) study discusses the issue behind the fear of depopulation in rural communities. While rural population has actually increased by 53% from 1950 through 1990, there is a fear that small communities will eventually reduce to a magnitude where they can no longer support themselves and will eventually fade away. While rural population has risen over the time period, the farm level population has fallen to a fraction of its level in 1900. Rural communities are shown to be very strongly tied to strong farm economies.

Resent statistics have also shown that off-farm income contributes at least 50% of a farms total income. From this it can be concluded, that the financial well-being of the farmer is both tied to the local economy and the strength of the farm itself. Agricultural policy needs to be focused on improving human capital in order to raise rural incomes, but concentrating on this may lead to greater outward migration. The article tackles this issue, as well as the impact of rural income on rural population growth, rural community "brain drain" movement, and what should rural communities focus on in order to be successful.

Huang, Orazem, and Wohlgemuth conclude that there is a "brain drain" from rural communities to urban communities because human capital produces higher returns in urban areas. Education is very beneficial to rural communities, as highly educated populations experience a growth rate that is slower than lesser educated populated counties. Per capita income is shown to have a greater impact on rural economic growth as counties that had a higher per capita income grew 51-69% quicker every ten years in lower income counties. This effect led to a smaller decrease in rural population. Huang, Orazem, and Wohlgemuth found that "farm incomes do not raise nonfarm populations and vice versa" (p. 626). The multiplier effect is not effective, as proponents say that rural government policy has large multiplier effects. This presents a big issue for policy makers because increasing rural incomes may actually hurt the rural economy as returns on investment are higher in urban areas than in rural regions.

Dr. Bruce Gardner provides a detailed explanation of why farm subsidy programs do not lead to rural development with his 2000 Presidential Address to the American Agricultural Economics Association entitled *Economic Growth and Low Incomes in Agriculture.* In this paper, Gardner addresses how the state of rural communities and U.S. farm households has changed since 1950. Concentration in the agriculture industry has increased over the past several

decades, as production technology has made great strides and economic organization of farms have led to consolidation and growth in the farm sector. One fact that Gardner presents is that in 1997, 25% of the total farms in the U.S. produced 90% of agriculture sales. This statement leads to the conclusion that small farms are suffering, but in reality the opposite is true. Gardner notes that "household income of the small-farm group was $38,200 in 1994, compared to $42,500 for all farms" (p. 1061). The USDA's Economic Research Service showed that only 5.5% of the small-farm group was deemed as being unstable financially.

Conclusions from Gardner's paper show that there was, in fact, a definitive income increase in farm households, when compared to nonfarm households. Lower income levels experienced particularly rapid income growth. He argues that most of the poverty in rural areas is centralized in hired workers and rural nonfarm population. He hypothesizes that the leading reason behind rural poverty is that "the low-income farm population migrated out of agriculture at higher rates than the high-income farm population" (p. 1071). This phenomenon transferred poverty from the farm segment to the non-farm segment. Gardner notes the link between labor and farm policy programs. He states that labor-market developments have actually allowed small farms to continue with production, and argues that labor program policies would actually be more beneficial for rural communities than farm policy programs. The argument Gardner provides was used to help develop a rationale for the rural development programs created in the 2002 Farm Bill. Rural development policy would attract higher wage jobs, outside of agriculture, to rural communities, and off-farm jobs have actually increased the marginal product of labor in these communities. The jobs created by rural development labor policies would entice people to move back to rural areas, because of the increase in wages.

Gardner discusses the implications of these policies, noting that "agricultural market liberalization, institutions of private property, and improved incentives are the keys to solving the problem of low incomes in their rural economies" (p. 1072). Gardner does not support the claim that agricultural policies do more harm than benefit, but states that policies lead to income growth of farm households. He suggests that the economic benefit is based on the integration of farms and growth in the non-farm economy in rural areas, not on government policies. Higher paying off-farm jobs have attracted people to leave the farm segment for better economical situations.

Rural population growth has always been an important topic for policy makers, as policymakers try to maintain a stable or growing population base. Policy cannot be made specifically to address certain rural businesses, as diversifying rural economies would lead to a faster population growth. If policy makers want to increase rural incomes, education is the main factor they should focus on. The research has shown that people are able to earn a higher salary in an urban area, so higher educational attainments lead to a "brain drain effect" for rural communities. In order to elevate rural incomes, a focus on human capital may be in order, but this could also lead to the movement of people away from rural communities. Multiplier effects for rural subsidies have been said to aid rural economies, but Gardner suggests that the data does not support this claim. One positive policy would be to increase transportation systems, as research has pointed out that local highway spending has a positive effect on local population growth.

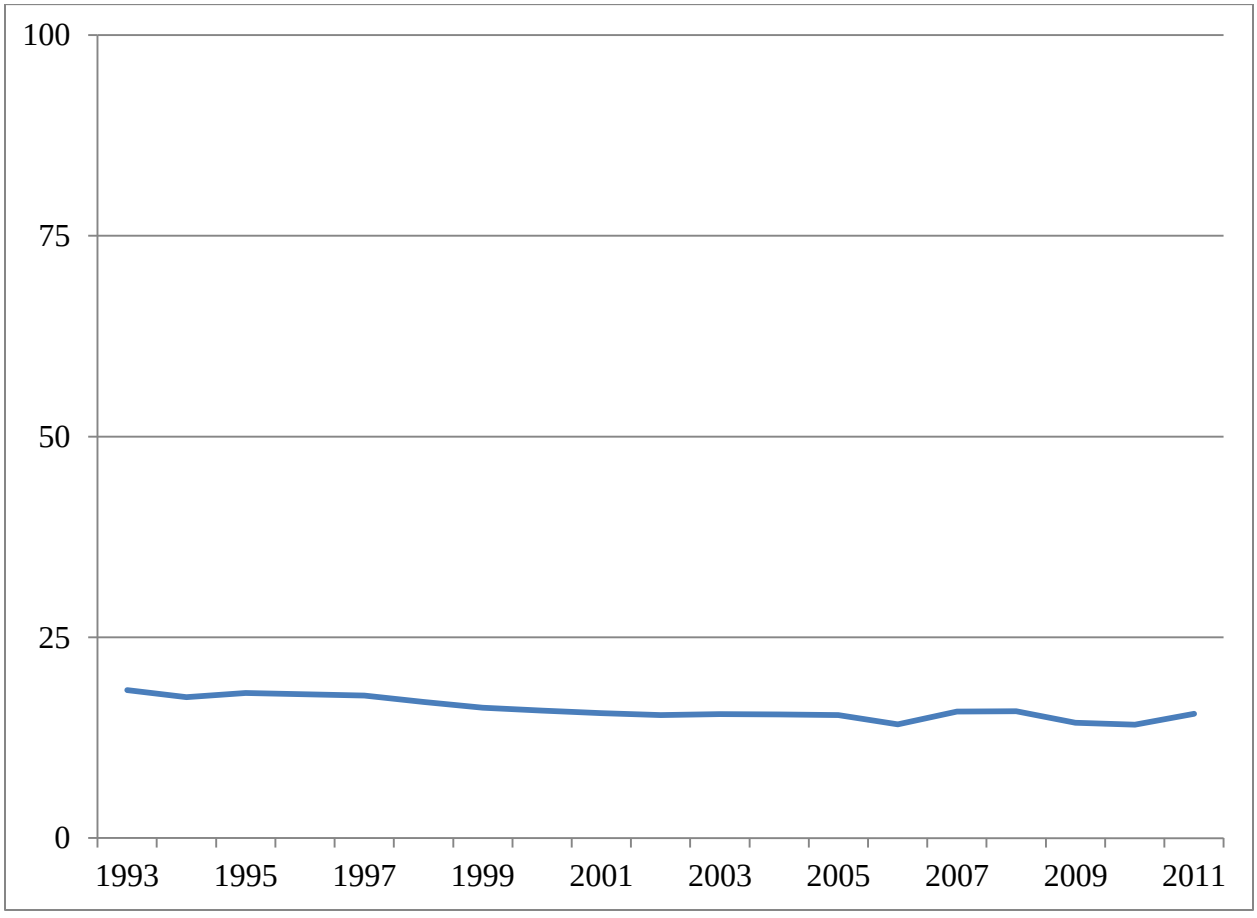
Four reasons have been identified in the literature review as motivation for the new programs identified in the Rural Development title in the 2002 Farm Bill. These were 1) lack of correlation between farm subsidies and economic development, 2) need to improve rural

amenities, 3) desire to improve producer incomes through vertical coordination, and 4) generate employment in rural areas. This thesis is examining one particular new program in that title which is the VAPG program. The motivation for this program was a desire to improve producer incomes through vertical coordination and generate employment in rural areas. The contribution of this thesis to the literature is that it provides an economic evaluation of a specific business development program and identifies variables that are linked to the successful development of new businesses in rural areas. Explicit examination of this issue in this thesis is examined in the next chapter.

Chapter 3 Economic Theory

The VAPG program aids producers in processing raw goods into processed products and increasing the vertical coordination between the farm level and the processing level. Vertical coordination increases the farm's ability to decrease the farm-to-retail price spread, and shifts some of this margin and risk back to producers. The VAPG program attempts to increase vertical coordination at these two levels, which allows producers to receive a higher price for its products. Figure 3.1 shows the farmer's share of the USDA food dollar from 1993 to 2011. The residual is the marketing share. USDA further breaks this into industry shares such as food processing, packaging, transportation, retail trade, food service, energy, finance and insurance, and other.

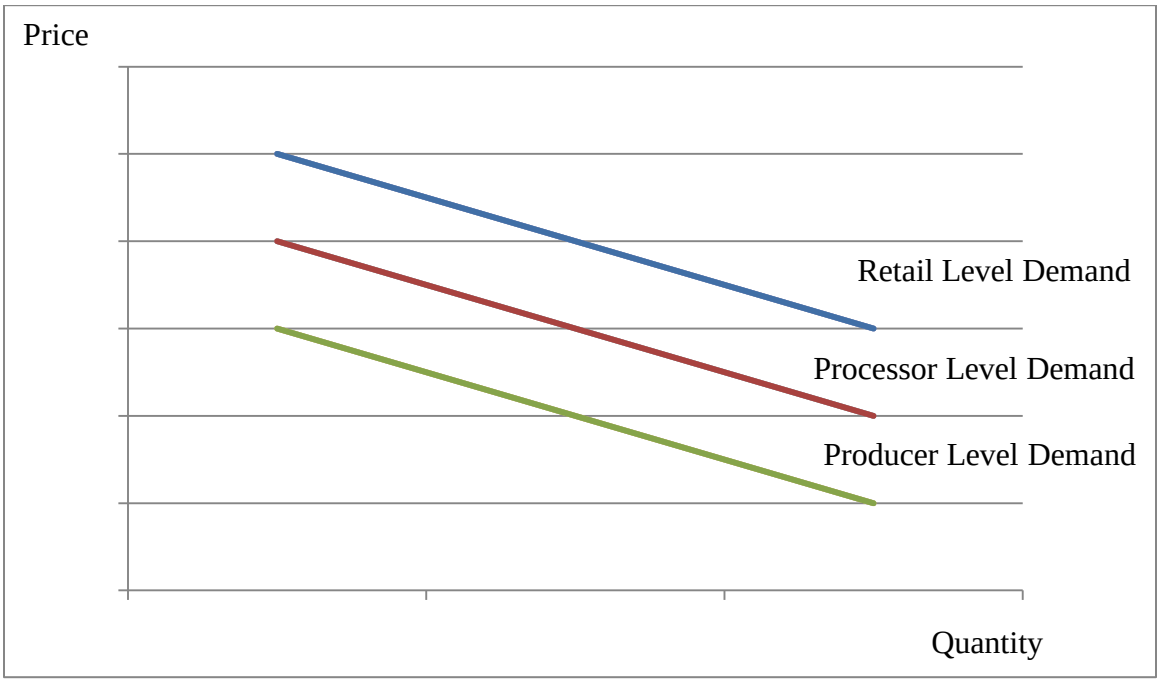
Figure 3.1 Value of Farmer's Share of USDA Food Dollar, 1993 to 2011



Vertical coordination "occurs when successive stages of marketing and processing or of marketing and production are linked though ownership, rather than coordinated by markets" (Tomek and Robinson 1990, p. 123). For example, a vertically coordinated firm would produce and own some inputs that would be used to produce a final good. Forward integration is the specific type of integration the VAPG program is encouraging. In this type of integration, the producer level integrates with the next level upward in the marketing chain, which is the processing level. While forward integration occurs in most cases, producers are not only integrating with the processing level, but in some instances the retail level too. By forward integrating, value-added producers are able to process and sell their own products and keep all price spreads within the company. This is the fundamental nature of the VAPG program; the fact that it helps reduce middle man market power and redistribute the profits or losses and risk to producers of value-added products.

Vertical coordination not only allows for greater control of supplies, but also provides a cost saving structure for an organization. By integrating the production and processing units, a firm is able to produce and process the products and by compensating themselves for the margins and sharing in the risk, normally earned by the processer. A graphical illustration of both cases is provided to better understand how the VAPG program influences producers. Figure 3.2, shows the retail, processor, and producer demands for goods under normal circumstances. The VAPG program was designed for the purpose of integrating the processor and producer levels to shift margins back to producers. This allows VAPG recipients, or retailer of value-added products that received grants, to receive a higher price for their goods and also to capture a higher margin, because of the elimination of the processor level.

Figure 3.2 Retail, Processor, and Producer Levels Demand Graph



In this case, the demand graph is picture in Figure 3.3. Notice that when compared to Figure 3.2, a higher price is received for the same quantity of goods demanded when the firm is integrated. This is the case because the company has integrated production with processing and added value to their product. This enables them to keep the margin and share in the risk that is normally retained by processors. Consumers that demand these value-added traits are willing to pay extra for products that offer these features. There are higher costs associated with vertical integration, but this is rewarded by eliminating the margin paid to processing firms.

Figure 3.3 Retail, Processor, and Producer Levels Forward Integration Graph

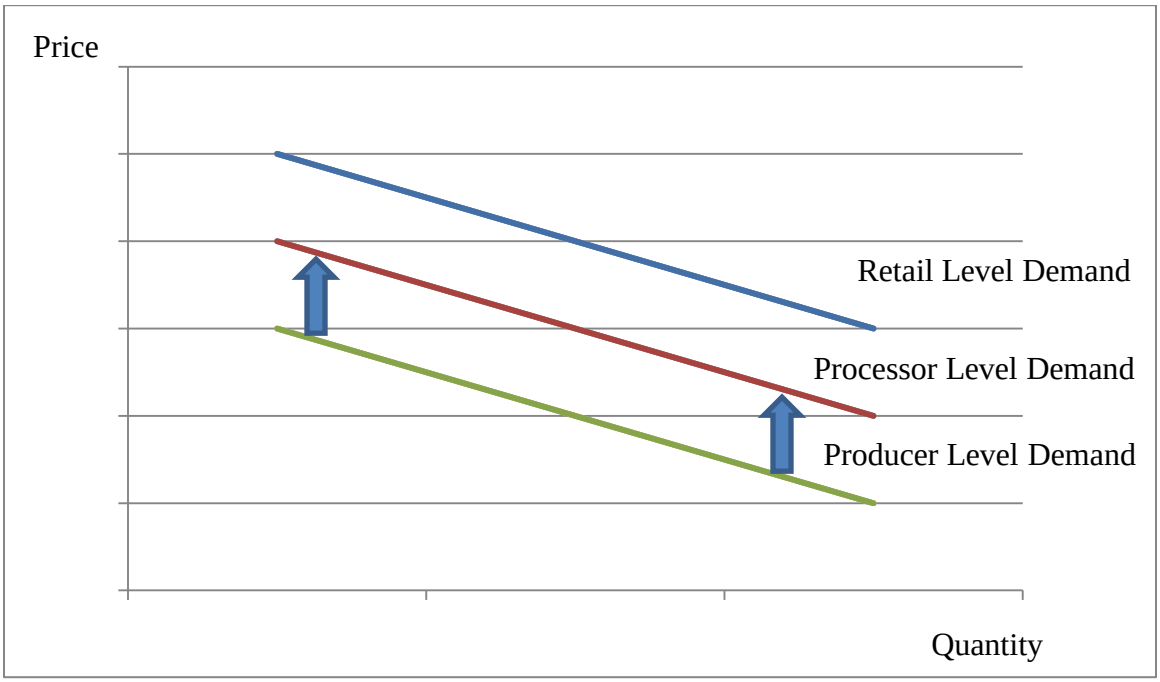
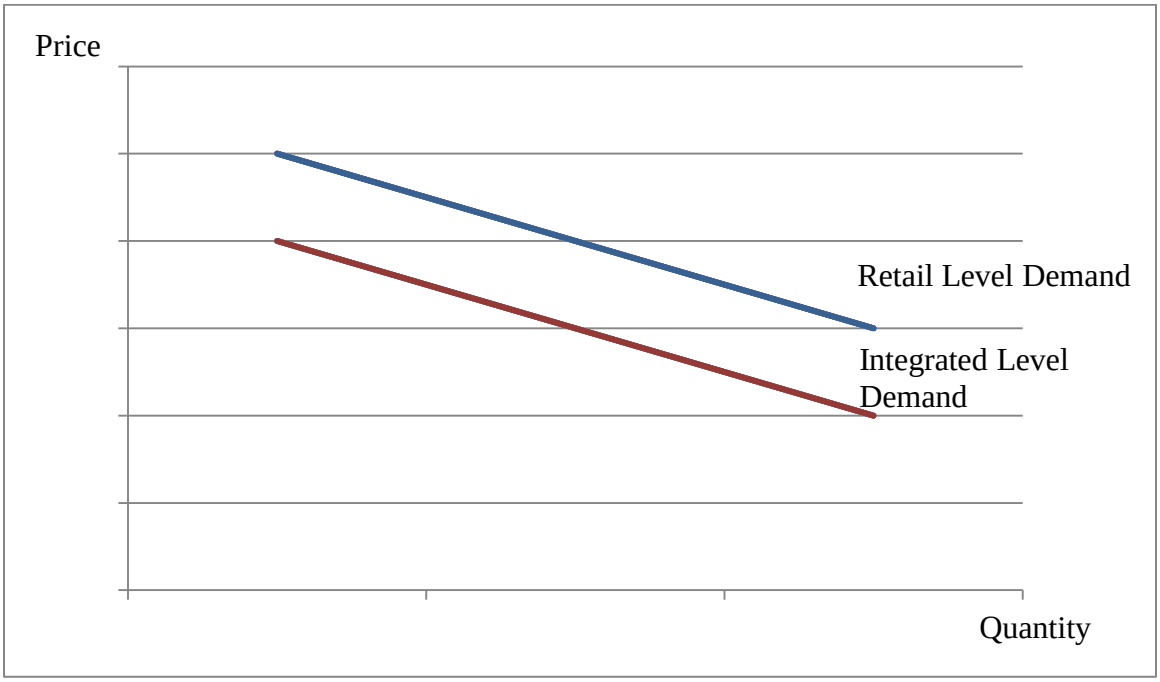


Figure 3.4 Integrated Producer and Processor Level Graph



In some cases, the VAPG program allowed producers to vertically integrate completely to the retail level. This is evident by VAPG recipients selling their products from stores located on their property, and also selling goods from internet websites.

This chapter has discussed the USDA's VAPG program and the purpose behind the funding of qualified farmers, ranchers, and producers. Specifically, this chapter showed how the VAPG program attempted to increase vertical coordination at the producer level with processors. By supporting vertical coordination, USDA aimed to raise income levels and shift risk to producers. The next chapter summarizes the data collected for this thesis, and a description of possible variables to explain the successful business development of a VAPG recipient.

C**hapter 4 Discussion of the Data**

From 2002 to 2012, the USDA Rural Development awarded 1,580 VAPG grants, totaling $223,167,601. Appendix 1 lists every recipient by year. A list of recipients was obtained from the USDA Rural Development website and a database was created of phone numbers and addresses. These data were not obtained from the USDA, but through the internet, phone books, and personal contacts. Boland, Crespi, and Oswald (2009) created an extensive list of variables that were hypothesized to influence the likelihood that a VAPG applicant would complete one of the nine steps of business development. Congress has changed the VAPG program since that study and a number of the variables tested in that study are no longer appropriate. Consequently, the explanatory variables created in this study are the significant variables from this previous study as well as binary variables on crop or livestock, type of producer organization, and type of value-added production being undertaken.

Each recipient was interviewed over the phone, by mail, or personal visits to determine how far they had progressed in the nine steps of business development. These nine steps were: 1) creation of an idea, 2) formation of the idea into a written form through a feasibility study, business plan, or marketing plan, 3) formation of an organizational structure for the idea, 4) hiring of a manager or employee for the idea, 5) conducting an equity drive to raise capital for the idea, 6) formation of a physical structure for the idea, 7) creation of the idea into a product in the facility, 8) creation of the idea into a product for distribution and sale at retail, and 9) whether the idea was being sold by March of 2013. These steps are described by USDA in the Notice of Funding Available (NOFA).

Recipients were ranked ordinally from one to nine based on their achievement of each step. The difference between step three and step four is significant because after step three,

producers are asked to contribute funds to complete steps four through nine. Many producers used the VAPG funds to research an idea (e.g., steps one to three), but decided not to make the investment. Complete information was obtained on 1,103 of the 1,580 recipients. The most common reason for inability to find information on independent producers, whose numbers, in terms of grants awarded, increased significantly after 2006, relative to groups of producers in the other categories. There was not enough information in the press releases and similar information and since USDA is bound by privacy laws, we could not use Freedom of Information Act requests to obtain information such as zip code or FIPS code to help us identify that producer. Figure 4.1 shows the frequency distribution for the 1,103 grants in the data.

The business step variable was then matched to other variables, which were collected by the graduate student writing this thesis. Public sources including the internet, phone book, and other sources were used to collect this data. The variables collected in this process included variables found in the literature review as being possible determinants of successful rural development. These variables were furthered studied to determine whether they might impact the ability of the VAPG recipient to achieve success in developing a business.

GRANT$ is the VAPG grant amount received for each respective recipient. To provide the research with a skilled labor measure, the variable SPOP is included. This variable describes the population of people between the ages of 20 through 34 divided by the total population in each county. Market share (MKTSHARE) is the county level production of the respective crop for the VAPG recipient divided by the total U.S. production of the same crop. The market share data were collected from the USDA's National Agriculture Statistics Service (NASS) or the 2002 or 2007 Census of Agriculture for each year prior to the VAPG being awarded.

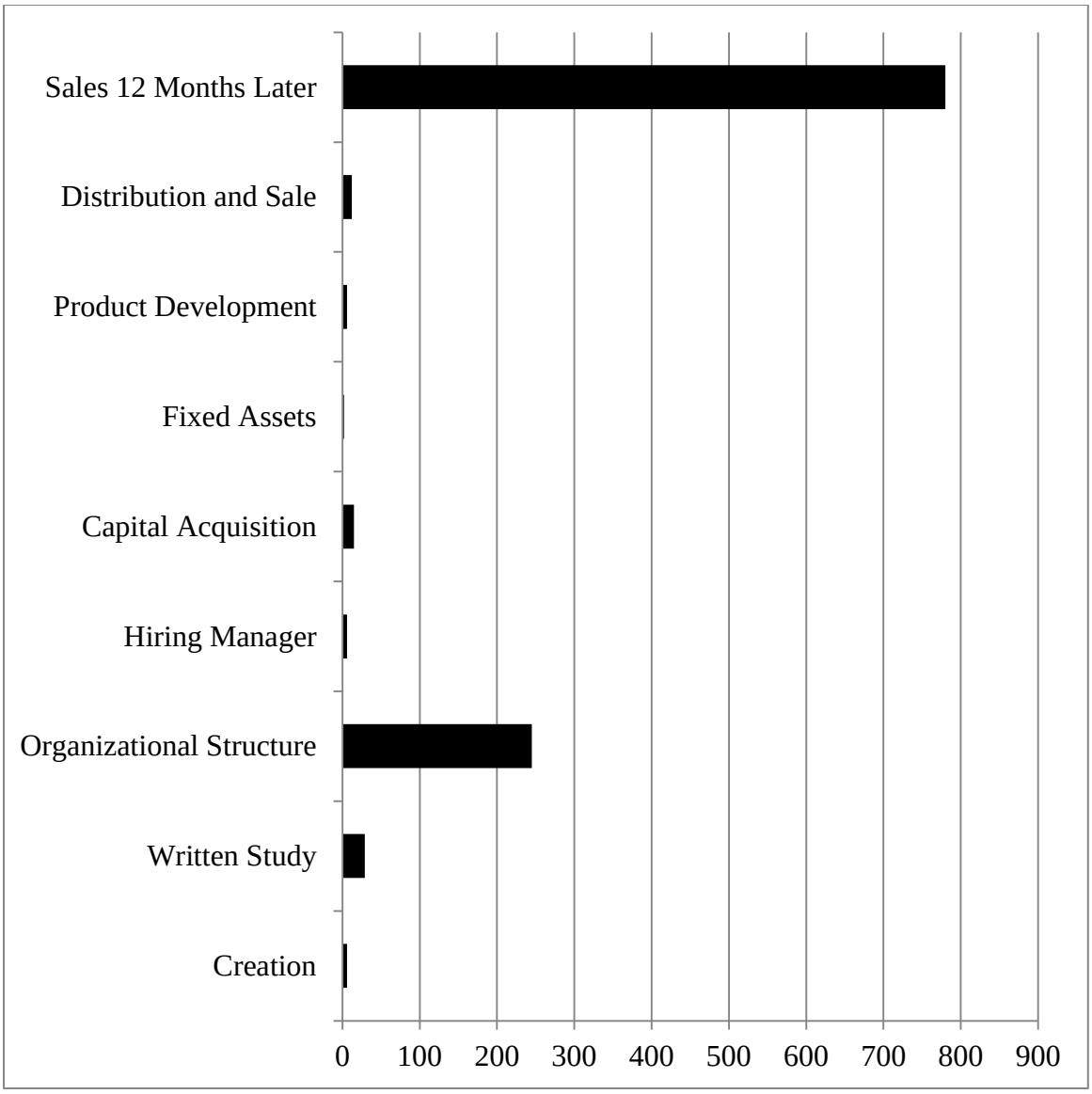


Figure 4.1 VAPG Recipient Frequency for Achievement of Business Development Steps

The next variables in this category are the crop and livestock binary variables. These crops include a binary variable for each VAPG recipient's respective crop or livestock for which value was being added. These variables are AQUA (aquaculture products), BEEF (beef products), CORN (corn products), DAIRY (dairy products), EBEAN (edible beans), FLOW (flower products), FOREST (forestry products), FRUIT (fruit products), NUTS (nut products),

OTHER (i.e., recycling organizations, bird seed, sheep producers, petting farms, etc.), PORK (pork product), POULTRY (Poultry production products), SGRAIN (small grains like sorghum, etc.), SBEAN (soybean products), SMEAT (other meat products like Bison, Natural Beef, etc.), SUGAR (sugar products), VEGET (vegetable products), WHEAT (wheat products), WIND (wind energy production), and WINE (wine products). The total numbers for each crop is shown in Figure 4.2.

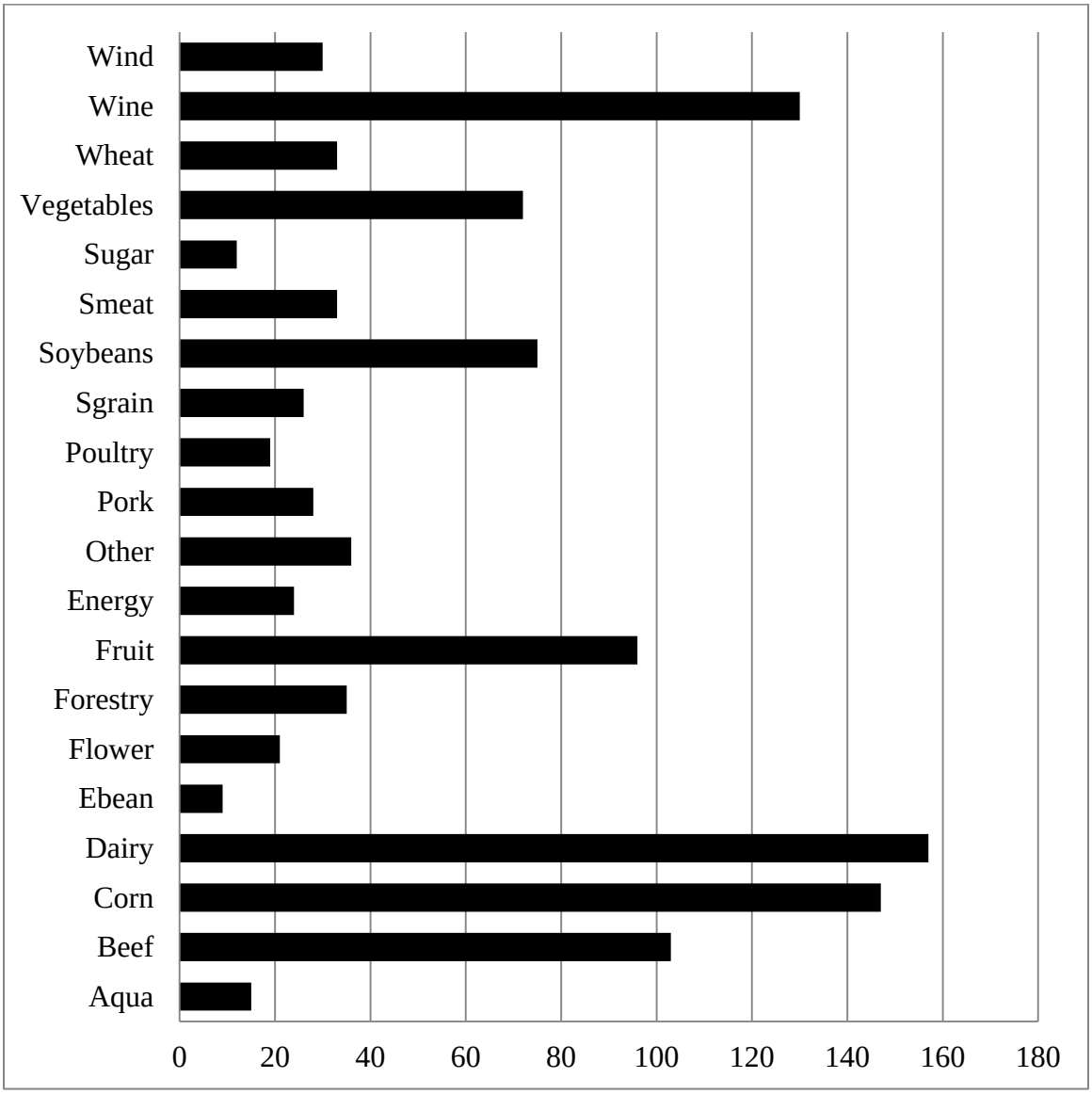


Figure 4.2 Total Number of VAPG Recipients for Each Crop or Livestock Binary Variables

The next two variables are binary variables for the organizational type and the type of value-added products each organization is producing. These are defined by the USDA. The four organizational types include an agriculture producer group (APGROUP), farmer and rancher cooperatives (FARMER), independent producers (INDEPEND), and majority owned (MAJCON). APGROUP is defined as an agriculture producer group. FARMER is defined as cooperatives that are composed entirely of farmers or ranchers. INDEPEND is defined as steering committees that are composed of entirely independent producers. MAJCON is defined as the majority owned producer based business ventures. This would be categorized as less than 100% composed of farmers and ranchers or 100% owned by agricultural harvesters. Figure 4.3 shows the frequency for each of the four organizational types.

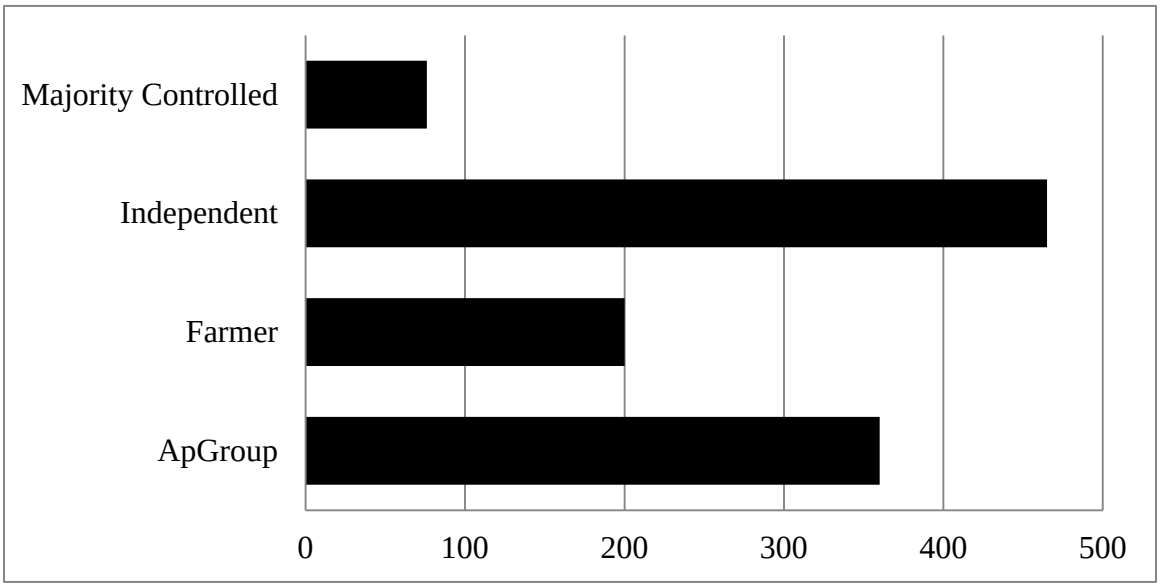


Figure 4.3. Total Number of VAPG Recipients for Each Organizational Type

The six value-added types include differentiation (Differentiation), farm- or ranch-base renewable energy (Renewables), product segregation (Segregation), locally-grown (Local), mid-tier value chains (Mid-Tier Value Chains), and processing (Processing). DIFF is defined as

differentiated production of marketing, as demonstrated in the business plan of the organization. Renewables (formerly called Energy) is defined as the economic benefit realized from the production of farm- or ranch-based renewable energy. SEG is defined as product segregation. Processing (formerly called value added) is defined as a change in the physical state of the product. Local is products that are grown locally. Mid-Tier Value Chains are at least two alliances, linkages or partnerships within the value chain that link independent producers with businesses and cooperatives that market value-added agricultural products in a manner that benefits small- or medium-sized farms that are structured as a family farm, including the names of the parties and the nature of their collaboration. Due to the small number of grants in local and mid-tier value chains, these variables are aggregated into one of the other four categories depending upon their focus. These variables are defined by the USDA and their totals are shown in Figure 4.4. This chapter described the survey and data collected for each VAPG recipient. The next chapter discusses the methodology for the econometric model.

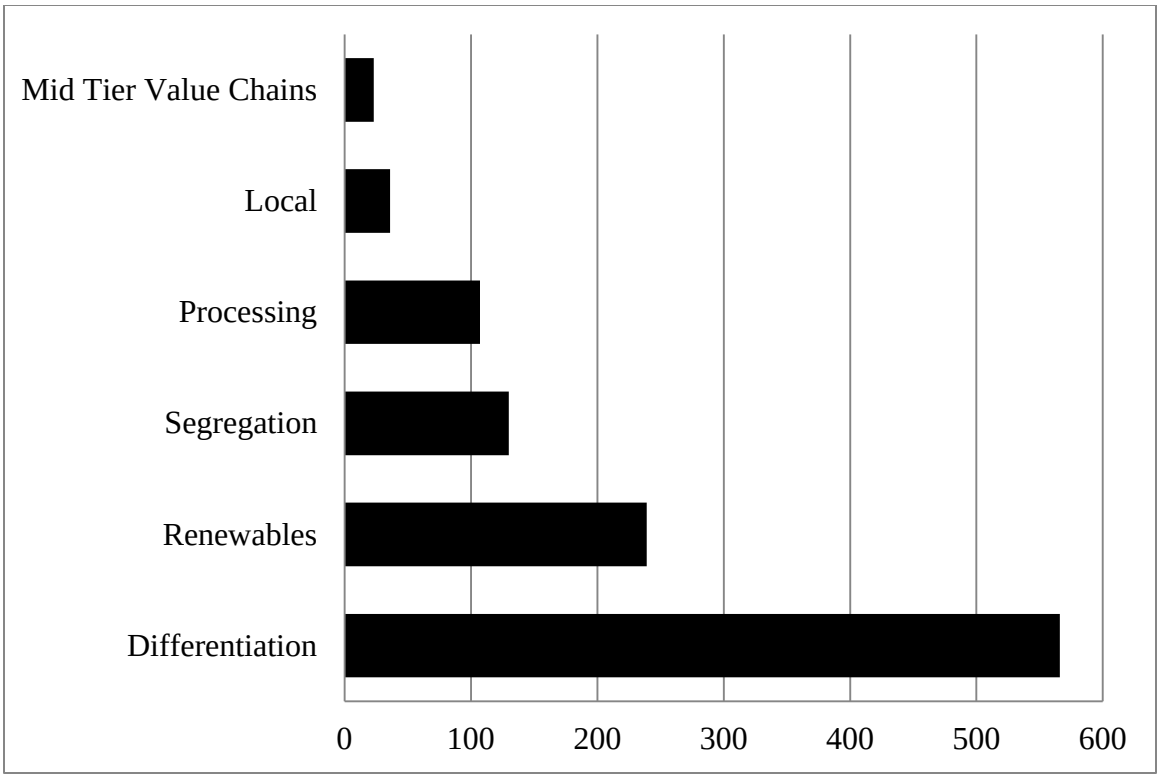


Figure 4.4 Total Number of VAPG Recipients for Each Value-Added Type

Chapter 5 Theoretical Model

The theoretical or conceptual model developed for this thesis suggests that size, resource availability, labor, crop, value-added form, and organizational form are hypothesized to influence the level of progress in moving from one step to another step in the nine steps of business development. The form of the model predicts getting a firm to a lower step which can be seen in the following equation.

Y = F(Size, Labor, Crop, Value-Added Form, Organizational Form)

Where Y = steps of business development.

The first theoretical variable category is size. A measure of size is the VAPG grant dollars received per recipient or lnGRANT$, expressed in its natural logarithm form. A negative relationship is hypothesized to exist between these variables and successful business development. An explanation behind the negative relationship is that as the dollar value of a VAPG grant increases, the organization has more money to spend on business related expenses, which should lead to greater success. This includes marketing, labor wages, and similar activities.

Labor is the second theoretical variable category. SPOP is the number of people between the ages of 20 and 34 in each county divided by the total population in each respective county. That ratio provides a measure of the skilled labor availability in each county. A negative relationship is hypothesized between this variable and successful business development. A negative relationship is expected in that if there is a higher pool of skilled labor; employers will hire better workers which should increase the success of VAPG recipients.

The type of crop used as the input in creating a value-added product is the third theoretical variable category. These are binary variables denoting the commodity for each VAPG

recipient. The crops are AQUA, BEEF, CORN, DAIRY, EBEAN, FLOW, FOREST, FRUIT, NUTS, PORK, POULTRY, SGRAIN, SMEAT, SOYBEANS, SUGAR, VEGETABLES, WHEAT, WIND, WINE, and OTHER. A negative relationship is hypothesized between these variables and successful business development because it is likely that grants would not have been made for a commodity not involved in value-added processing.

MKTSHARE is the proportion of market share in the VAPG recipient county to the overall production in the United States. A negative relationship is hypothesized between this variable and the successful business development or VAPG recipients. This is expected because as the supply of the respective crops, livestock, or commodity that are produced in a county is increased; the lower the price. Thus if there is an abundance of corn in a county, that corn price should be lower relative to other regions and thus, the VAPG recipient should do better as a value-added producer because its costs of procuring corn will be lower. Thus, this variable is capturing the ability of the VAPG recipient to convert this crop into a more profitable product.

A binary variable for the type of value-added organization is the fourth theoretical variable in the model. This represents the four different types of value-added classifications for the VAPG recipients as classified by the USDA. DIFF (e.g., differentiation), RENEW (e.g., renewables), SEG (e.g., segregation), LOCAL (e.g., produced locally) and MTVC (e.g., Mid-Tier Value Chain). No positive or negative relationship is hypothesized between these variables and successful business development.

Organizational form is the fifth variable category. These categories were developed by the USDA and each VAPG recipient is classified into one of the four categories by the USDA. These are APGROUP (e.g., Agriculture Producer Group), FARMER (e.g., Farmer/Rancher Cooperatives), INDEPEND (e.g., Independent Producers) and MAJCON (e.g., Majority

Controlled Producer Based Business Venture). These are binary variables and a negative sign would be expected for these variables indicating a greater likelihood of being in step nine of business development.

The data collected for the VAPG recipients is cross-sectional data. The recipients in the model are the cross-sectional component of the data. This makes it easier to compare differences among the VAPG recipients in the data set. The dependent variable, the success of the VAPG recipient, is considered to be a naturally ordered, continuous progression of business steps: the producers are not able to skip business steps in the decisions. An example of the natural order is that they are not able to sell their product (Step 9) before obtaining equity to finance their operation (Step 5).

This form of econometric model is a binary logit model that analyzed the effects of covariates on the probability of observing a firm at step 9, the final step, and steps 1 to 8. The cumulative logit model takes into account the order of the dependent variable, so that effects of the covariates on step 1 through step 9 can be shown. It also controls for the steps that are ordered. Because of the frequency distribution shown in Figure 4.1, a cumulative logit is used with a one denoting that the VAPG recipient reached step nine and a zero denoting that the VAPG recipient reached steps one to eight. The second model is the cumulative logit.

The following equation was estimated:

$$Y = \beta_1 + \beta_2 \ln GRANT\$ + \beta_3 SPOP + \beta_4 MKTSHAR + \beta_5 APGROUP + \beta_6 FARMER + B_7 INDEPEND + \beta_8 AQUA + \beta_9 BEEF + \beta_{10} CORN + \beta_{11} DAIRY + \beta_{12} EBEAN + \beta_{13} FLOW + \beta_{14} FLOW + \beta_{15} FRUIT + \beta_{16} NUTS + \beta_{17} PORK + \beta_{18} POULTRY + \beta_{19} SGRAIN + \beta_{20} SBEAN + \beta_{21} SMEAT + \beta_{22} SUGAR + \beta_{22} VEGET + \beta_{23} WHEAT + \beta_{24} WIND + \beta_{25} WINE + \beta_{26} SEG + \beta_{27} RENEW + \beta_{28} Proc + \beta_{29} MVTC + e$$

where the betas are parameters to be estimated and e is the logistically distributed error term. In both models, the dependent variable (Y) is the success of the organization with the binary Logit model having a Y value of Step 9 or Steps 1 to 8 while the second Y variable has nine possibilities (Step 1, Step 2, . . ., Step 9).

This chapter discussed the methodology behind the theoretical models, the hypothesized signs of each of the coefficients, and discussion of the binary Logit model and cumulative Logit model. The next chapter discusses the results.

Chapter 6 Results

The parameter estimates and standard errors and other statistics for the binary Logit and cumulative Logit models are presented in this chapter. In addition, a discussion of selected marginal probabilities is included. Table 6.1 shows the parameter estimates and regression statistics. The first column in that table shows the variable names. Hypothesis tests were reported for the 1%, 5%, and, 10% levels of significance for the parameter estimates. The parameter estimates are difficult to interpret in a limited dependent variable model and discussion of the effects of the parameter estimates on the dependent variables are not discussed until the section on marginal probabilities.

The concordant figure is 63.1 and 64.7 percent, respectively, for the binary Logit and cumulative Logit models. Bounded between zero percent and 100 percent, the concordant is parallel to an R^2 value in a linear model. Column two shows the parameter estimates while column three has the standard errors in table 6.1. Note that the Logit model has a single intercept in column four. The dependent variable measures whether the VAPG recipient reached the first steps 1 through 8 in business development process.

All of the same parameters were significant in both models so they are discussed at the same time. The coefficients on the intercepts are significant indicating that there is unique information contained in the first eight steps and the last step of business development. Other significant coefficients are on the variables lnGRANT$, 7 of the 19 crop or livestock variables (CORN, EBEAN, FRUIT, POULTRY, SGRAIN, SUGAR, AND WINE), two of the three business organizational forms (APGROUP and INDEPEND), and two of the four value-added forms of organization (PROC and MTVC). Oswald, Boland, and Crespi (2009) found similar significance on GRANT$, FRUIT, WINE and APGROUP.

An increase in the value of grant dollars received or sales volume for the VAPG recipient suggests that the likelihood of observing a VAPG recipient in steps one to eight decreased. Alternatively, the likelihood increases for observing the VAPG recipient in the last step of business development. This was as hypothesized. Larger VAPG grants tended to go to organizations that had a successful business operation with existing sales volume and were seeking to expand into a value-added product which would suggest that such firms had good intelligence regarding the market for such a product. Very few large grants went to businesses that were starting a value-added product from "scratch." This observation would suggest that these firms knew that the demand for the value-added product was increasing which would lead to a decrease in the marketing margin which was a goal of the VAPG program.

Crop or Livestock binary variables that had significant positive coefficients included FRUIT, POULTRY, and WIND. These positive coefficients suggest that the VAPG recipients adding value to these crops or livestock, relative to the dropped variable OTHER, had an increased likelihood of being in steps one to eight or a decreased likelihood of being in step nine. The parameter estimates were negative for CORN, EBEAN, SGRAIN, and SUGAR suggesting that the VAPG recipients adding value to these commodities relative to OTHER which was the dropped binary variable had a decreased likelihood of being in steps one to eight, or rather an increase in the likelihood that these VAPG recipients were in step nine. Two of the four business organizational forms (APGROUP, INDEPEND) were significant with a negative sign for APGROUP which would suggest that a successful VAPG grant written by this organization had a decreased likelihood of being in the business development steps of one through eight relative to MAJCON which was the dropped binary variable. This was opposite of what was found by Oswald, Boland, and Crespi (2009). INDEPEND showed to have a positive relationship with

relative success. Both PROC and MTVC were marginally significant at 15% and showed to have a positive impact on reaching step 9 compared to the base category of DIFF.

There is one continuous variable (lnGRANT$) and it is necessary to calculate the marginal elasticity. A one-percent change in one of the covariates affects the probability of seeing a firm at a particular step. Thus, for example in the case of the binary model, a one percent change in the ratio of grant dollar expenditures (lnGRANT$) results in a 0.05 percent decline in the probability of seeing a firm lower than step 9 or, conversely a 0.05 percent increase in the probability of observing a firm as successful. In the case of the cumulative Logit, the elasticity is calculated for the effect on the probability of observing a firm at a particular step. Hence, a one-percent change in lnGRANT$ lowers the probability of seeing the firm at step 1 by 0.12 percent, at step 2 by 0.10 percent, etc.

This chapter described the results for the two econometric models. Size, resource availability, certain crops, and certain states are determinants of business success. The next chapter summarizes the thesis and provides implications.

Table 6.1 **Binary and Cumulative Logit Parameter Estimates, Standard Errors, and Hypothesis Tests Results**

Variable	Cumulative	Standard Error	Binary	Standard Error
Intercept 1	1.65	1.13	-3.15***	1.11
Intercept 2	1.80***	0.38		
Intercept 3	4.41***	0.41		
Intercept 4	4.44***	0.42		
Intercept 5	4.53***	0.42		
Intercept 6	4.54***	0.42		
Intercept 7	4.58***	0.42		
Intercept 8	4.64***	0.42		
lnGRANT$	0.35***	0.08	0.37***	0.08
SPOP	-1.44	1.38	-1.23	1.46
MRKSHAR	-0.69	2.07	-0.36	2.15
AQUA	-0.06	0.81	0.18	0.83
BEEF	-0.07	0.48	-0.10	0.50
CORN	-1.41***	0.47	-1.64***	0.48
DAIRY	0.63	0.49	0.60	0.50
EBEAN	-1.32*	0.79	-1.59*	0.83
FLOWER	0.36	0.68	0.46	0.69
FORESTRY	-0.39	0.57	-0.45	0.58
FRUIT	1.28**	0.53	1.22**	0.54
ENERGY	0.38	0.65	0.28	0.66
PORK	0.32	0.64	0.37	0.66
POULTRY	1.42	0.89	1.27	0.90
SGRAIN	-0.92	0.61	-1.06*	0.63
SBEAN	-0.53	0.49	-0.62	0.50
SMEAT	-0.18	0.57	-0.12	0.58
SUGAR	-1.35*	0.73	-1.31*	0.76
VEGET	-0.29	0.50	-0.44	0.51
WHEAT	-0.81	0.61	-0.79	0.61
WINE	0.96*	0.55	0.88	0.55
WIND	0.86	0.62	0.84	0.63
APGROUP	-0.61**	0.30	-0.67**	0.31
FARMER	0.04	0.33	0.08	0.34
INDEPEND	1.31***	0.32	1.36***	0.33
RENEW	-0.21	0.19	-0.20	0.20
SEG	-0.04	0.22	0.01	0.23
PROC	0.43	0.29	0.27	0.31
MTVC	1.29	0.79	1.36*	0.79

[a] Models estimated using 1101 observations. The dependent variable is the probability of seeing a firm at steps 1-8 in the case of the binary model and the probability of seeing a firm at least at step j = 1-8 in the case of the cumulative Logit. The asterisks (***, **, *) indicate significance at the 1%, 5%, and, 10% level respectively while the shading indicates significance at the 15% level based upon the Wald Chi-square statistic.

Chapter 7 Summary and Implications

The motivation behind this research has been to examine how successful the 2002 Farm Bill program was in stimulating rural community growth and providing farms with increased incomes and reduced risk. The legislation sought to do this by improving producer incomes through vertical coordination and by generating employment in rural areas. The 2002 Farm Bill made an effort to resolve these two problems through the authorization and implementation of various programs including the VAPG program. As of November 2013, the Farm Bill has been re-implemented twice (2008, 2013) each consisting with allotments for the VAPG Program. Major changes to the program including a reduced maximum grant allotment as well as guaranteed program funding for beginning or socially disadvantaged farmers and ranchers and mid-tier value projects illustrate the dedication this program has to increasing producer returns and expanding the presence of these products in the marketplace. Further, the program has expanded its horizons to include grant allotments for environmentally friendly producers as well. Allotting funds for manure digesters, woodchip and fiber pellet processing, and other such projects.

The hypothesis of this thesis was that the size of grant, amount of skilled labor in a rural community, crop type, type of value-added, and the organizational form were essential in the business development for a VAPG recipient. The findings of this thesis showed that the dollar amount of the grant size had significant impacts on a VAPG recipient being successful or reaching step nine of the nine step business process. In the binary logit model, six of the crop variables were found to have a significant impact on a VAPG recipient reaching step nine in the business process while the cumulative logit depicted seven such significant variables. These variables include Corn, EBean, Fruit, Sgrain, Sugar, Wine, and Poultry in the case of the cumulative Logit. Both Independent and APGroup organizations were found to have significant

impacts on successfully reaching step 9 with Independent producers having a positive influence on achieving step nine relative to that of a MAJCON. The other organizational form variable (APGROUP) was found to have a positive impact on a VAPG recipient being in levels one through eight. The newest addition to the VAPG programs allotments, Mid-Tier Value Chains, showed to have a positive and significant relationship to a producer obtaining the ninth step versus the standard differentiated producer. The cumulative model also illustrated the significance of processing producers having a positive relationship with achieving step nine.

These results show that the program is heading in the right direction, specifically in helping producers increase their market share within a highly competitive market place. Furthermore, the program has allowed many producers to test the waters through educational promotions of locally grown, differentiated and segregated products. In this way recipients have been able to advertise certain health and wellness benefits of their products as was not necessarily available prior.

Greater success was found for recipients who were already producing a value-added product rather than starting from "scratch." One possible method the government could use when evaluating organizations is to require the inclusion of additional demand information for the respective products that the VAPG recipient seeks to produce in the business plan, potentially through allotment of a planning grant prior to the allotment of a full working capital grant. This would show the USDA which organizations had solid market intelligence for the market for the proposed products.

Further research should be conducted to see if the USDA and Congress should focus value-added grants in those categories. Unfortunately, the Energy category, reserved for recipients who were engaged in an environmentally friendly practice for producing on farm

renewable energy or other products such as fiber or wood pellets for sale (not including wind farm energy) was not significant. More data is likely needed to fully understand the significance of these newer allotments and how they could potentially benefit rural producers.

The research that was performed is limited to only organizations that received VAPG grants. Therefore, nothing can be stated about the other Rural Development titles included in the Farm Bill. One surprising result from the research was that SPOP, the measure of skilled labor in each county, was not significant. This is in following with the Boland, Crespi and Oswald (2009) study where the variable was hypothesized to have a positive effect on VAPG recipients, but it was found to be insignificant. They suggest that this skilled labor variable is not an important factor in the successfulness of a VAPG recipient potentially because that this variable does not measure the skilled labor supply precisely.

Defining success in this thesis has been illusive at times. This has been made increasingly more difficult as the VAPG program has begun to evolve over time. Specifically, a vast number of awards are now being given out to producers who already have a stable product, as is apparent in the jump in wine recipients. These grants are now being geared towards market expansion, and not product development. Therefore, success being defined in terms of sale of the product may not be as conducive moving forward. Future research should attempt to use relative sales data, specifically the changes in sales, as potential markers for success. However, this also creates issues, particularly with small independent producers, whose sales information would be difficult to obtain.

The primary goal of the VAPG program was to find a way to keep more of the marketing margin at the producer level by encouraging value-added business development, particularly in rural or underprivileged regions. Typical producer margins fluctuate from year to year based on

crop and livestock prices though it is commonly thought that approximately $0.10 of every farm dollar stays in the farmer's hands. By appropriating funds to allow producers to develop marketing strategies, hire employees and managers, develop business plans, and ultimately release a value-added product onto the market, whether through an online store, farm shop, or even to a grocery store; the VAPG program gives producers greater flexibility when attempting a venture for the first time. However, successfully receiving a grant does not imply a successful business strategy or that their product will indeed be a success. Rather, VAPG should be thought of as a method of reducing risk when entering the marketplace, but not as a means to take unnecessary risks. This is why continued research is needed to address what types of grants and what types of recipients, pose the greatest success potential in order to maximize the programs benefit to producers and rural America.

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Appendix 1

Value Added Producer Grant Program Recipients* by Year

Year	State	Recipient
2001	MN	Ag Processing Inc.
2001	VT	Agricultural Producers' Green Attributes Maximization Steering Committee
2001	CO	American Gelbvieh Association
2001	IA	American Natural Soy Processors, LLC
2001	MO	Barton County Ethanol Production Steering Committee
2001	NJ	BJ Farms
2001	CA	Blue Diamond Growers
2001	NC	Blue Ridge Shrooms in Bloom, Inc dba Sugar Grove Botanical Farm, Inc.
2001	IA	Central Iowa Renewable Fuels, LLC
2001	MN	Central Minnesota Soybean Processors
2001	CO	Colorado Homestead Ranches, Inc.
2001	NE	Country Side Cooperative
2001	ND	Dakota Beef Cooperative
2001	NE	Dorchester Farmers Cooperative
2001	MN	Earthwise Processors, LLC ***Acquired by Sunopta in 2005
2001	WI	Eden Natural, LLC
2001	IA	Golden Ridge Cheese Coop.
2001	MO	Green Hills Harvest
2001	IN	Greencastle/Putnam County Development Center, Inc.
2001	MN	Harvest Land Cooperative
2001	NE	Imperial Young Farmers and Ranchers
2001	KS	Jewell County Sunflower Processing
2001	NE	Kearney Area Ag Producers Alliance
2001	VA	Margaret A. Morse
2001	ID	Merrill's Egg Farm
2001	MI	Michigan Apple Committee
2001	MI	Michigan Cherry Committee
2001	IA	Midwest Grain Processors
2001	IL	Midwest Prairie Products, LLC
2001	MO	Missouri Country Fresh, LLC
2001	MT	Montana Grain Growers Association
2001	MT	Montana Natural Beef, LLC
2001	NC	NC Farm Bureau Foundation for Agriculture in the Classroom
2001	NE	Nebraska Soybean Association
2001	MA	New England Livestock Alliance ***Heritage Breeds???
2001	MT	Northwest Natural Beef
2001	CA	Olive Growers Council of CA
2001	CA	Pacific Coast Producers
2001	CA	Pacific Coast Producers
2001	IA	Pine Lake Corn Processors
2001	MO	Premier Dairy Associates

2001	SC	SC Farm Bureau Marketing Association
2001	IA	Small Farm Produce, LLC
2001	NE	Small Farms Cooperative
2001	SD	South Dakota Wheat Commission
2001	MN	Southeast Minnesota Food Network LLC
2001	MO	Soy Labs, LLC
2001	NE	Stonebridge Vineyard Inc
2001	CA	Sun-Maid Growers of CA
2001	CA	Sunsweet Growers, Inc.
2001	NJ	Sussex County Milk Producers
2001	WI	Sustainable Woods Cooperative
2001	MS	Syrisia's Food / Karl Hampton
2001	MO	U. S. Premium Beef, Ltd.
2001	IA	Vande Rose Foods, LLC
2001	VA	Virginia Foundation for Agriculture, Innovation, and Rural Sustainability
2001	MO	Western Missouri Natural Dairy Producers
2001	WA	Western Washington Agricultural Association
2001	WI	Western Wisconsin Energy LLC
2002	KS	21st Century Grain Processing Cooperative
2002	IA	Ag Ventures Alliance
2002	MO	AgraMarke Quality Grains, Inc.
2002	MO	AgraMarke Quality Grains, Inc.
2002	LA	Agricultural Commodities Economic Development, Inc
2002	AK	Alaska Farm Bureau - Matsu Chapter
2002	MO	Allen Farm Inc
2002	MT	Amazing Grains Cooperative
2002	WA	American Produce Express, LLC
2002	KS	American White Wheat Producers Association
2002	IA	America's Premium Pork DBA Allied Producers Cooperative
2002	NY	Appleton Creek Winery
2002	NE	Aurora Cooperative
2002	WA	Batch & Batch Orchards
2002	IN	Beef Ventures Group, LLC
2002	KS	Bird City Bird Seed
2002	IL	Blackhawk Biofuels LLC
2002	MN	Blue Mound Soy
2002	CO	Blue Sun Producers, Inc.
2002	AR	Bottomland Naturals, Inc.
2002	MS	Brinson Farms LLC
2002	CA	CA Olive Oil Council
2002	CA	CA Wild Rice Growers Association
2002	CA	Cal/West Seeds
2002	CA	Calcot, Ltd.
2002	CA	CedarMills Eco Farm
2002	VA	Central Virginia Cattlemen Association
2002	AZ	CHARLES FEENSTRA DAIRY, LLC

2002	MI	Cherry Marketing Institute
2002	NE	Chicory USA, LLC
2002	NJ	Circle M Farms, L.L.C.
2002	ND	Cloverdale Growers' Alliance
2002	CO	Colorado Homestead Ranches, Inc.
2002	CO	Colorado Potato Administrative Committee
2002	OR	Columbia Crush LLC
2002	MS	Cook Swine Farm
2002	KS	Cooperative Agricultural Services, Inc.
2002	IN	Corn Flour Producers, LLC.
2002	IA	Crosswind Energy, LLC
2002	KY	Cumberland Farm Products Assn., Inc.
2002	ND	Dakota Halal Canning Company, Inc.
2002	ND	Dakota Halal Processing Company, Inc.
2002	ND	Dakota Pride Cooperative
2002	WA	Darigold, Inc. d/b/a WestFarm Foods
2002	IA	Delaware County Meats, LLC
2002	CA	Diamond Walnut Growers, Inc.
2002	CA	Diamond Walnut Growers, Inc.
2002	PA	Eastern States Bison Cooperative
2002	MN	Elk Marketing Council Corporation
2002	WI	Ellsworth Cooperative Creamery
2002	KY	Equus Run Vineyards, LLC
2002	TN	Ethanol Grain Processors LLC
2002	PA	Fabin Brothers Farm
2002	WA	Family Forest Foundation
2002	IA	Farm Energy, LLC
2002	NE	Farmers Coop Oil Company
2002	MN	Farmers Union Marketing & Processing Assoc.
2002	ND	Fessenden Cooperative Association
2002	MT	Flathead Nation Agricultural Cooperative
2002	KS	Frontier Equity Exchange
2002	GA	Georgia Agricultural Commodity Commission for Pecans
2002	IA	Golden Grain Energy, LLC
2002	IA	Greene Bean Project
2002	ND	Heart of the Valley, LLC
2002	KS	Heartland Mill, Inc.
2002	MA	Heirloom Organic Cranberry Association
2002	KY	Hopkinsville Elevator Co., Inc.
2002	IL	Illinois Branded Beef, LLC
2002	IN	Indiana Ethanol, LLC
2002	IA	Iowa Cooperative
2002	IA	Iowa Corn Growers Association
2002	IA	Iowa Corn Promotion Board
2002	IA	Iowa Lamb Corporation
2002	IA	Iowa Quality Beef Supply Network, LLC

2002	IA	Iowa Quality Producers Alliance
2002	IA	Iowa Renewable Fuels Association
2002	ND	Iso-Straw Cooperative, Inc.
2002	IA	Jewell Enterprises, Incorporated
2002	NE	Jim Clark
2002	NE	Jisa Farmstead Cheese, LLC
2002	WA	Karlon Farms, LLC
2002	KY	Kentucky Shiitake Mushroom Growers Association
2002	NE	Krista Peeks Dittman
2002	KY	Lake Cumberland Milling, LLC
2002	IL	Land of Lincoln Ag. Coalition, Inc.
2002	WA	Last Mile Electric Cooperative
2002	MI	Leelanau Peninsula Vintners Association (LPVA)
2002	MA	Massachusetts Woodlands Cooperative, LLC
2002	ND	Max Farm, LLC
2002	IA	MaxYield Cooperative
2002	NE	Meyer Vineyards, Inc.
2002	MO	MFA Incorporated
2002	MI	Michigan Sugar Beet Growers, Inc.
2002	MI	Michigan Turkey Producers Cooperative, Inc.
2002	MO	Mid-America Biofuels, LLC
2002	IA	Mid-Iowa Cooperative
2002	IA	Midwest Grain Processors Cooperative
2002	MN	Midwest Investorys of Renville dba Golden Oval Eggs
2002	MN	Minnesota Soybean Processors
2002	MS	Miss-Lou Blueberry Growers Association Cooperative
2002	MS	Miss-Lou Blueberry Growers Association Cooperative
2002	MO	Missouri Corn Growers Association
2002	MO	Missouri Masa
2002	MO	Missouri Masa, Inc.
2002	MT	Montana Eco Fuels
2002	CA	Monterey Wine Growers Council
2002	MI	MOO-ville, Inc.
2002	CO	Mountain View Harvest Cooperative
2002	CO	National Bison Association
2002	MO	National Christmas Tree Association
2002	MO	National Corn Growers Association
2002	IL	National Trail Biodiesel Coop.
2002	NE	Natural Quality Direct Steering Committee
2002	NE	Nebraska Turkey Growers Cooperative
2002	NE	Nebraska Turkey Growers Cooperative
2002	NE	NEDAK Ethanol
2002	MA	New England Livestock Alliance
2002	MA	New England Livestock Alliance Inc.
2002	NY	New York Natural Beef Cooperative
2002	CA	Northern CA Lamb Producers Steering Committee

2002	OK	Oklahoma Farmers and Ranchers Energy Enterprise
2002	CO	Olathe Potato Growers Cooperative Assoc.
2002	OR	Oregon Trail Beef Cooperative
2002	MO	Ozark Mountain Pork Cooperative
2002	IL	Patriot Renewable Fuels
2002	MA	Pioneer Valley Milk Marketing Cooperative
2002	AR	Planters Cotton Oil Mill, Inc.
2002	WY	Platte Valley Wyo-Braska Beet Growers Assoc.
2002	ID	Potato Variety Marketing, Inc.
2002	NE	Praireland Diary
2002	SD	Prairie Berry LLC
2002	MN	Prairie Farmers Cooperative/Bumper to Bumper
2002	IA	Prairie Land Cooperative
2002	MO	Premium Ag Products, LLC
2002	MO	Premium Ag Products, LLC.
2002	IL	Pulaski Alexander Farm Bureau
2002	HI	Puna-Hawaii King Papaya Cooperative
2002	IA	Quad County Corn Processors Cooperative
2002	IA	Quality Organic Producers Cooperative
2002	WI	Rainbow Farmers Cooperative
2002	KS	Rainbow Organic Farms Company
2002	NY	Red Jacket Orchards
2002	NE	Richard D. Zeller DBA RZ Management
2002	ID	Salmon Creek Farms Marketing Association
2002	CA	San Joaquin Valley Quality Cotton Growers Association
2002	NM	Sangre de Cristo Growers Cooperative, LLC
2002	IA	Siouxland Energy & Livestock Cooperative
2002	IA	Siouxland Energy & Livestock Cooperative
2002	NE	Small Farms Cooperative
2002	VA	Southern States Cooperative, Inc.
2002	ND	Soy Boyz Inc.
2002	IA	Soyex Cooperative
2002	MN	Stickney Hill Dairy Inc.
2002	FL	Sugarland Harvesting Company
2002	OR	Summit Ridge Group
2002	CA	Sunkist Growers, Inc.
2002	CA	Sunsweet Growers, Inc.
2002	CA	Sustainable Cotton Project
2002	WI	Sustainable Woods Cooperative
2002	MI	Thomas Organic Creamery
2002	MI	Thumb Oilseed Producers Cooperative
2002	NC	Tidewater Soy Processors
2002	GA	Tifton Quality Peanuts, LLC
2002	MO	TransCon Ag, Inc.
2002	MO	Triumph Foods, LLC
2002	IA	Two Rivers Grape and Wine Cooperative

2002	MI	Uncle John's Cider Mill, Inc.
2002	MA	United Cooperative Farmers, Inc
2002	MA	United Cooperative Farmers, Inc.
2002	NE	United Farmers Cooperative
2002	OH	United Producers, Inc.
2002	AK	United Salmon Association, Kodiak Chapter
2002	WI	United Wisconsin Grain Producers, LLC
2002	NY	Upstate Farms ***Correct Company???
2002	IL	Ursa Farmers Coop
2002	CA	Valley Fig Growers
2002	CA	Valley Fig Growers
2002	WA	WA Assoc. of Wheat Growers
2002	KS	Walter's Pumpkin Patch
2002	IA	West Bend Elevator ***WI or IA
2002	IA	West Central Cooperative
2002	WI	Westby Cooperative Creamery
2002	WA	Western Washington Agricultural Assn.
2002	WI	Western Wisconsin Renewable Energy Coop
2002	WA	Whatcom Co. Agricultural Preservation Committee
2002	TX	White Egrot Farm
2002	IA	Wholesome Harvest LLC
2002	WA	Wilcox Farms, Inc
2002	GA	Winegrowers Assoc. of GA
2002	CO	Wray Farmer-Owned Wind Farm Group
2002	WA	Zillah Community Energy Partners
2003	MO	1 Soy, Inc.
2003	NE	Ag Processing Inc.
2003	IA	Ag Ventures Alliance
2003	KY	Agriculture Marketing Institute, Inc.
2003	MN	Alan Verdoes
2003	MO	Alma's Farm Fresh Meats
2003	WI	Alto Dairy Cooperative
2003	MN	American Crystal Sugar Company
2003	KS	American White Wheat Producers Association
2003	WA	AMF Farms, Inc.
2003	MI	Bahrman's Blue Ribbon Dairy
2003	NE	Beaver Creek Partners, LLC
2003	NE	Biodiesel Steering Committee
2003	WI	Birmingham, Deirdre
2003	MN	Bongards Creameries Cooperatives
2003	CA	Brentwood Agricultural Land Trust
2003	WI	Burnett Dairy Cooperative
2003	CA	CA Canning Peach Association
2003	CA	CA Olive Oil Council
2003	CA	CA Wild Rice Growers Association
2003	VT	Cabot Creamery Cooperative, Inc.

2003	CA	Calcot, Ltd.
2003	WI	CC's Jersey Creme Ltd.
2003	MN	Cenex Harvest States
2003	IL	Central IL Energy Cooperative
2003	IL	Central Illinois Ag Coalition
2003	IA	Chariton Valley Beef, LLC
2003	OH	Cinergy Services, Inc.
2003	FL	Citrus World Inc
2003	WA	Columbia County Farm Bureau, Inc.
2003	MO	Dairy Farmers of America
2003	ND	Dakota Lamb Growers Cooperative
2003	ND	Dakota Renewable Fuels, LLC
2003	MA	Decas Cranberry Products, Inc.
2003	UT	Dee's Inc.
2003	CA	Diamond Walnut Growers, Inc.
2003	MO	East Central Ag Products, Inc.
2003	KS	East Kansas Agri-Energy, LLC
2003	MO	Farm Foods Coop, Inc.
2003	TX	Farmers Cooperative Elevator Association of Levelland
2003	NE	Farmers Cooperative Elevator Company
2003	GA	Farmers Oilseed Cooperative, Inc.
2003	ND	Fessenden Cooperative Association
2003	FL	Florida Pork Improvement Group
2003	IA	Galva Holstien Ag, LLC
2003	MD	Garrett County Milk Processing Coalition
2003	MO	Gateway Beef Cooperative
2003	ND	Golden Plains Frozen Foods LLD
2003	MI	Graceland Fruit, Inc. & GF Cooperative, Inc.
2003	MN	Hallock Cooperative Elevator Company
2003	HI	Hawaii Cattle Producers Cooperative Association
2003	HI	Hawaii Farm Bureau Federation
2003	ND	Heartland Durum Growers Cooperative d/b/a Bushel 42
2003	CA	Hilmar Cheese Company
2003	CA	Hilmar Cheese Company, Inc.
2003	WI	Home Grown Wisconsin Cooperative
2003	IL	Illinois corn Marketing Board
2003	IL	Illinois Valley Ethanol LLC
2003	IA	Innovative Grower's, LLC
2003	IA	Iowa Pork Producers Association
2003	WA	J&J Bosma Dairy
2003	KY	Kentucky West Nursery Cooperative
2003	MD	Kilby Cream
2003	CO	L. Johnson Farms, LLC
2003	IA	Lincolnway Energy, LLC
2003	IA	Little Souix Corn Processors
2003	NJ	M.R Dickinson & Son

2003	OH	Mercer Landmark, Inc.
2003	MI	Michigan Apple Committee
2003	MI	Michigan Cherry Committee
2003	MI	Michigan Edible Bean Cooperative
2003	DE	Mid-Atlantic Biodiesel Company, LLC
2003	IL	Midwest Greenhouse, LLC
2003	MI	Midwest Nut Producers Council
2003	MN	Minnesota Wood Campaign, Inc.
2003	MN	Minnesota Wood Campaign, Inc.
2003	MO	Mississippi Valley Processors
2003	LA	Mitcham Farms, LLC
2003	NY	Mohawk Valley Grown Association
2003	CO	Mountain View Harvest Cooperative
2003	CO	National Bison Association
2003	MA	National Grape Cooperative Association
2003	MA	National Grape Cooperative Association
2003	MN	New Harvest Ethanol
2003	IA	NFO Members Livestock, Inc.
2003	IA	Niman Ranch Pork Company
2003	IA	North Central Cooperative
2003	VT	Northeast Organic Farm Association of Vermont
2003	PA	Northern Tier Sustainable Meats Co-op, Inc.
2003	OH	Ohio Corn Growers Association
2003	OH	Ohio Soybean Council
2003	NC	Old North State Winegrowers Cooperative Association, Inc.
2003	CA	Olive Growers Council of CA
2003	MO	Ozark Mountain Pork Cooperative
2003	CA	Pacific Coast Producers ***Which location to Record?
2003	NE	Panhandle Chicory Growers Assn. Inc.
2003	PA	Pennsylvania Association for Sustainable Agriculture
2003	PA	Pennsylvania Cooperative Potato Growers, Inc.
2003	MO	Premium Elk, LLC
2003	WA	Pro-Mar Select Wheat of Idaho, Inc
2003	IN	Putnam Bio-Products, LLC
2003	MO	Quad-County IP Producers
2003	NC	Red Gate Farms
2003	RI	Rhode Island Dairy Farms Cooperative
2003	WY	Rocky Mountain Custom Cuts
2003	NY	Ryan, Jonathan P.
2003	NY	Schoharie Co. Coop. Dairies, Inc.
2003	KY	Sheltowee Farm, Inc
2003	SD	South Dakota Soybean Processors
2003	SD	South Dakota Wheat, Inc
2003	IA	Soymaize Farms, LLP
2003	MN	SoyMor
2003	NE	Stateline Bean Producers Cooperative, Non-Stock

2003	IA	Summit Grove Winery Cooperative
2003	ND	SunFresh of Florida Marketing Cooperative
2003	NY	Sunrise Family Farms, Inc.
2003	CA	Sunsweet Growers, Inc.
2003	MO	Superior IP Products
2003	TN	Tennessee Farm Bureau Federation
2003	TX	Texas - New Mexico Sugar Beet Growers Association
2003	TX	Texas Best Organics, LLC
2003	TX	Texas Citrus Mutual
2003	TX	Texas Hair Sheep Producers Coalition (coop)
2003	CT	The Farmer' s Cow, LLC
2003	MA	United Cooperative Farmers, Inc.
2003	ND	United Spring Wheat Processors Cooperative
2003	WA	Valley Pride Sales, Inc.
2003	KS	Valley Vegetables Cooperative
2003	VT	Vermont Quality Meats Cooperative
2003	VA	Virginia Farm Bureau Federation
2003	HI	W. T. Haraguchi Farm Inc.
2003	MN	Wescott Agri Products Inc.
2003	ID	West Slope Farms, Inc.
2003	MO	Western Missouri Ethanol Trust
2003	KS	Western Plains Energy, LLC
2003	GA	White Oak Pastures
2003	IA	Wholesome Harvest
2003	IA	Winneshiek Wildberry Winery, LLC
2003	IN	Winzerwald Winery LLC
2003	WI	Wisconsin Dairy Graziers Cooperative
2004	AL	Alabama Cattlemen's Foundation
2004	OK	American Native Beef, LLC
2004	IA	American Natural Soy Processors, LLC
2004	GA	American Peanut Growers
2004	IL	American Premium Foods, Inc.
2004	TX	Apispedegree, LP dba Genetic Resources International
2004	WA	Appellation Yakima Valley
2004	AR	AR Natural Dairy Products Alliance
2004	IA	Big River Resources Cooperative (BRRC)
2004	IA	BioMass Agri-Products, LLC
2004	MI	Black and Red, Inc.
2004	CA	Blue Diamond Growers
2004	NE	Booty Farms
2004	NY	Butternut Farm Organic Coop, Inc
2004	IA	Central Iowa Soy Producers
2004	MD	Chesapeake Field Farmers, LLC
2004	MD	Chesapeake Field Farmers, LLC
2004	MN	DENCO Producers' Association Prairie Gold Nutrition Co.
2004	MN	Earthwise Processors, LLC

2004	NC	Eastern Foods, Inc.
2004	IA	Eden Farms
2004	KS	Ethanol Grain Processors, Inc.
2004	NE	Farmers Co-op Oil Company
2004	CA	Farmer's Rice Cooperative, Inc.
2004	NJ	Garden State Ethanol, Inc.
2004	MN	Generation II Ethanol, LLC
2004	IN	Great Lakes Pork Cooperative
2004	OR	Greener Pastures Poultry, LLC
2004	MI	Hart Freeze Pack (dba Michigan Freeze Pack)
2004	KS	Harvest Lark Company
2004	MO	Heartland Farm Foods, LLC
2004	MD	Heartland Fields-East, LLC
2004	KY	Hopkinsville Elevator Co., Inc.
2004	MN	Howard Beef Processors, Inc.
2004	NE	Husker Ag, LLC
2004	IL	ILLI-MEX Alliance, LLC
2004	TX	Inguran LP dba Sexing Technologies
2004	IA	Iowa Premium Pork Company
2004	IA	Iowa Quality Beef Supply Cooperative
2004	IA	Iowa Soybean Promotion Board
2004	NY	Ives Cream LLC
2004	MS	K & G Farms
2004	KY	Kentucky Heritage Meats
2004	WI	Living Forest Cooperative
2004	UT	Living Utah
2004	NY	Louis J. Lego/Elderberry Pond LLC
2004	MI	Michigan Turkey Producers Cooperative
2004	MO	Missouri Northern Pecan Growers, LLC
2004	IA	Naturally Iowa, LLC
2004	NJ	New Jersey Tomato Council
2004	ND	North American Bison Cooperative
2004	NY	Northeast Cervid Cooperative
2004	OH	Ohio Soybean COuncil
2004	OH	Oklahoma Farmers Union Sustainable Energy L.L.C.
2004	OR	Oregon Woodland and Sales Cooperative
2004	TX	Organic Essentials, Inc. (coop)
2004	WA	Pacific Rim Ethanol LLC
2004	KS	Padonia Grain Farmers, Inc.
2004	KY	Partners for Family Farms
2004	WI	Partners In Forestry
2004	ME	Peaked Mountain Farm
2004	PA	Pennsylvania Beef Council
2004	IA	Picket Fence Creamery
2004	IA	Quad County Corn Processors Cooperative
2004	MD	Ring Farms

2004	NM	Santa Fe Family Farmers Cooperative
2004	NE	Seifer Farms LLC
2004	WA	Sequim Growers Cooperative
2004	OR	Siskiyou Sustainable Cooperative
2004	SD	South Dakota Farmers Union
2004	FL	Southeast Milk Inc
2004	IA	Swiss Family Farms, Co.
2004	TX	Texas Hair Sheep Producers Association
2004	MI	Thumb Oilseed Producers Cooperative
2004	ID	Treasure Valley Renewable Resources
2004	NE	Unified Soy Products, LLC
2004	UT	Utah Wool Growers Association
2004	WI	Valley's Organic Meat Cooperative
2004	OK	Value-Added Products, Inc.
2004	NJ	Villa Milagro Vineyards, LLC
2004	WI	Wisconsin Farmers Union Speciality Cheese Co., LLC
2004	IA	World Food Processing, Inc.
2004	NC	Yadkin Valley Winegrowers Association
2005	MI	21st Century Alliance of Michigan
2005	TX	Affordable Building Systems dba Durra Building Systems
2005	TX	Affordable Building Systems dba Durra Building Systems
2005	ID	Amalgamated Sugar Company, LLC
2005	MT	Amaltheia Dairy,LLC
2005	PA	American Corn Growers Association
2005	AZ	AZ PISTACHIO ASSOCIATION
2005	NJ	Birches Cranberry Company
2005	PA	Boyd Station, LLC.
2005	ND	Bushel 42 Pasta Company
2005	CA	CA Dairies, Inc.
2005	WA	Cascade Ag Services, Inc.
2005	NE	CC Ag, LLC
2005	TX	Central Texas Ag Development
2005	WI	Chippewa Valley Cheese Corporation
2005	NJ	Circle M Farms, L.L.C.
2005	RI	Coastal Wineries of Southeastern NE
2005	MN	Compart Family Farms, Inc.
2005	KS	Cooperative Agricultural Services, Inc.
2005	MI	Coveyou Farms LLC
2005	IA	Creative Horizons Producers
2005	CA	Dairy Farmers of America
2005	SD	Dakota Corn Processors Cooperative
2005	SD	Dakota Farms International, LTD
2005	ND	Dakota Halal Processing Company, Inc.
2005	OH	Dale Stokes Raspberry Farm
2005	WA	Darigold, Inc. d/b/a WestFarm Foods
2005	IA	Delaware County Meats

2005	IA	Delaware County Meats
2005	AZ	DESERT WHEAT GROWERS COOPERATIVE
2005	WI	Eco Wood Company Inc.
2005	IA	Eden Farms
2005	NY	Empire Biofuels, LLC
2005	CO	EYC Wind Group, LLC
2005	OH	Farm Fresh Growers Marketing Association, Inc.
2005	KS	Farmer Direct Foods, Inc.
2005	IA	Farmers Cooperative
2005	TX	Farmer's Cooperative of El Campo
2005	IA	Floyd County Wind
2005	WA	Fox Estate Winery
2005	CO	Fruita Consumers Cooperative
2005	NJ	Garden State Ethanol, Inc.
2005	IA	Golden Grain Energy LLC
2005	GA	Green Hill Dairy, LP
2005	KY	Green River Cattle Company
2005	VA	Green Virginia Ethanol Project
2005	TX	GSC Chipotle Texas, Ltd.
2005	MN	Heartland Corn Products
2005	SD	Heartland Grain Fuels, LP
2005	NJ	Heritage Vineyards
2005	NY	High Falls Gardens
2005	WI	Hinrichs, John and Crystal
2005	IN	Indiana Renewable Fuels
2005	IN	Indiana Uplands Grape Growers' Cooperative Inc.
2005	ND	Iso-Straw Cooperative, Inc.
2005	NJ	Jersey Fruit Cooperative Association, Inc
2005	VT	John Putnam - dba Thistle Hill Farm
2005	NE	KAAPA
2005	NE	KAAPA Ethanol, LLC
2005	NE	Kearney Area Ag Producers Alliance
2005	NY	Klaas & Mary-Howell Martens & Norm Wigfield
2005	NY	Laurel Woods Organics
2005	MS	Lauren Farms Inc.
2005	TX	Leaning Oaks Vineyards JV
2005	MO	LifeLine Foods, LLC
2005	LA	Lincoln Hills Farm LLC
2005	IL	LincolnLand Agri-Energy
2005	CA	Lodi Woodbridge Winegrape Commission
2005	WA	Lummi Indian Business Council
2005	ME	Maine Sustainable Agriculture Society
2005	OH	Marietta Kitchen Creations
2005	NY	Martens Country Kitchen Products, LLC
2005	IL	Meadowbrook Farms Cooperative
2005	MI	Michigan Sugar Company

2005	MN	Minnesota Crop Improvement Association
2005	MS	Mississippi Association of Cooperatives
2005	MO	Missouri Food and Fiber, Inc.
2005	MO	Missouri Freshstem
2005	MO	Missouri Grain Sorghum Producers Association
2005	MO	Missouri Northern Pecan Growers
2005	MO	Missouri Northern Pecan Growers LLC
2005	MO	MIssouri Soybean Association
2005	IA	Moon Valley Vineyard
2005	WY	Mountain State Lambs Cooperative
2005	CA	Napa Valley Vintners Association
2005	MA	National Grape Cooperative Association, Inc.
2005	NE	Nebraska Corn-Fed Beef, Inc.
2005	OR	Norpac Foods, Inc.
2005	NH	Northeast Deer and Elk Farmers
2005	NE	Nutri-Tech, LLC
2005	DE	Ocean Spray Cranberries, Inc.
2005	OR	Orchard View Farms, Inc
2005	OR	Oregon Trail Beef Cooperative
2005	OR	Painted Hills Natural Beef, Inc.
2005	WA	Palouse Grain Growers, Inc.
2005	TX	Planter's Grain Cooperative
2005	NY	ProFac
2005	TX	Rodney Behrens
2005	NE	Rolling Hills Vineyard
2005	IL	Shawnee Winery Cooperative, Inc.
2005	OR	Sherman County Wind Farmers
2005	MO	Sho-Me Livestock Cooperative, Inc.
2005	OR	Siskiyou Sustainable Cooperative
2005	IA	Southern Iowa Bioenergy LLC
2005	IA	SOYLINK
2005	MN	St. Paul Growers Association, Inc.
2005	CA	Sun-Maid Growers of CA
2005	ME	Sunrise County Wild Blueberry Association, Inc.
2005	CA	Sunsweet Growers, Inc.
2005	OH	The Association of Appalachia's Regional Grape Growers
2005	CT	The Farmers Cow, LLC
2005	OR	Tillamook County Creamery Association
2005	WI	Timber Producers Association of Michigan and Wisconsin
2005	KY	Union County Biodiesel Company
2005	VA	Virginia Identity Preserved Grains, LLC
2005	VA	Virginia Wineries Association
2005	MT	Western Montana Growers Cooperative
2005	NE	Western Nebraska Vineyard Association
2005	TX	White Egret Farm
2005	ID	Whitesides Dairy, Inc.

2005	WI	Wisconsin Soybean Marketing Board, Inc.
2006	MO	1 Soy, Inc.
2006	MN	Alexis Bailly Vineyard, Inc.
2006	WI	Alto Dairy Cooperative (Saputo, Inc acquisition)
2006	IA	Amazing Energy Cooperative
2006	NE	Angela Elaine Pierce
2006	PA	Apple Valley Creamery, LLC
2006	IA	Asoyia, LLC
2006	NC	Bailey Foods, LLC (Red Gate Foods)
2006	MO	Barton County Ethanol Producers, LLC
2006	TX	Bee County Cooperative Association (BCCA, LLC)
2006	IL	Big River Resources Galva, LLC
2006	MD	Black Ankle Vineyard, LLC
2006	NY	Blackman Homestead Farm
2006	MN	Bongards Creameries Cooperative
2006	MO	Bootheel Agri-Energy LLC
2006	CA	Cal/West Seeds
2006	CA	Calcot, Ltd.
2006	CA	California Olive Oil Council
2006	WA	Cape Flattery Fisherman's Cooperative
2006	IN	Cardinal Ethanol
2006	NJ	Central-Valley Farm
2006	NY	Christopher Holcomb
2006	RI	Coastal Wineries of Southeastern New England, Inc.
2006	CO	Colorado Potato Administrative Committee
2006	CA	Community Alliance with Family Farmers Foundation
2006	MN	Corn Plus Cooperative
2006	IA	Corporation of New Melleray
2006	WI	Coulee Area Renewable Energy Cooperative
2006	ME	Country Pumpkin (Brett Nunnenkamp)
2006	MI	Coveyou Farms, LLC
2006	IA	Crosswind Energy, LLC
2006	ME	Dale Lilyhorn
2006	IA	Eagles Landing Winery, LLC
2006	MY	Eveningside Vineyard, LLC
2006	ME	Farmers and Ranchers Meats
2006	IA	Four All Seasons, LLC
2006	IA	Frank L. Moore
2006	OR	Froerer Farms, Inc. dba Owyhee Produce
2006	TX	Gentz Cattle Company, Inc.
2006	NE	George Paul Vinegar, LLC
2006	MO	Grassland Beef, LLC
2006	VA	GRAYSON NATURAL FOODS, LLC
2006	IA	Green Visions, Inc.
2006	IA	Heartland Fields, LLC
2006	NE	Heartland Nuts N' More Nonstock Cooperative

2006	NE	Heimes Renewable Energy
2006	NE	Henn House Dairy, Inc.
2006	SC	Hyman Vineyards
2006	IA	Innovative Growers, LLC
2006	NE	Katrina Frey
2006	NE	Kloppenborg Quail and Chukar (Mary Kloppenborg)
2006	NY	Liberty Vineyards, LLC
2006	VT	Lincoln Peaks Winery (Chris & Michaela Granstrom)
2006	IA	Loren and Dianne Engelbrecht
2006	WA	Lummi Island Wild Cooperative, LLC
2006	OH	Maize Valley Farm Market, Ltd.
2006	NE	Many Rivers Producer Cooperative
2006	NE	Mark Patterson
2006	MO	Mark S. and Patricia B. Whisnant
2006	NE	Miretta Vineyards & Winery, Inc.
2006	MO	Missouri Wind Resources Steering Committee
2006	CA	Monterey Wine Growers Council
2006	MA	National Grape Cooperative Association, Inc.
2006	IA	New Generation Ag Marketing, LLC
2006	VT	Nitty Gritty Grain Company of Vermont (Aurora Farms, LLC)
2006	NE	Northeast Nebraska Biodiesel, LLC
2006	VA	Oasis Enterprises, Inc.
2006	CA	Olive Growers Council of California
2006	IL	One Earth Energy, LLC
2006	OR	Oregon Wine Board
2006	NE	Original Foods Company, LLC
2006	MO	Osage Catfisheries, Inc.
2006	MO	Ozark Pride
2006	MN	PastureLand Cooperative
2006	OR	Pendleton Grain Growers, Inc.
2006	TX	Planter's Grain Cooperative
2006	MO	Prairie Pride, Inc.
2006	IA	Premium Iowa Pork, LLC
2006	NE	Progressive Producers Nonstock Cooperative
2006	PA	Randolph H. Graham
2006	NE	Rut's Honey
2006	PA	Sand Hill Berries
2006	NE	Scott W. Schneider, Inc.
2006	IA	Southwest Iowa Renewable Energy, LLC
2006	NY	Spring Lake Winery, LLC
2006	IA	Tabor Home Vineyards & Winery
2006	TX	Tanglewood Wine Group, Ltd.
2006	IA	Terra Renewable Energy, LLC
2006	MI	Uncle John's Fruit House Winery and Cider Mill, LLC

2006	IA	Vande Rose Foods, LLC
2006	OR	Wild Plum Farms, Inc
2006	CA	Wine Institute
2007	MO	1 Soy, Inc.
2007	IA	Absolute Energy
2007	NY	Anyela's Vineyards LLC
2007	NY	Argyle Cheese Factory, LLC
2007	TX	Armstrong Vineyards & Winery, Inc.
2007	NE	Aspire Vineyards
2007	WI	BELTIE BEEF, LLC (Caldwell Farms)
2007	WV	Black Oak Holler Farm, LLC
2007	VA	BLUE RIDGE FOREST COOPERATIVE, INC.
2007	OR	Brian Paul O'Driscoll (Springband Farm, LLC)
2007	WI	BROWN SWISS CATTLE BREEDER'S Association
2007	WI	BURNETT DIARY COOPERATIVE
2007	VT	Cabot Creamery, Inc.(Agri-Mark)
2007	CA	California Olive Oil Council
2007	NC	Carolina Dairy Producers
2007	MN	Cedar Summit Dairy, LLC
2007	NE	Clark Specialty Grains
2007	CO	Colorado Cooperative Council
2007	WA	Columbia Plateau Producers, LLC
2007	TX	Comanche Creek Farms, LLC
2007	TX	Covarrubias Farms, Ltd
2007	WI	Crave Brothers Farmstead Cheese
2007	VA	CROFTBURN FARM MEATS, LLC
2007	IA	Delaware County Meats
2007	NC	ECSP, LLC
2007	NE	Ely Farms LLC
2007	PA	Fabin Brothers Farms
2007	PA	Family Farms Creamery
2007	OR	Froerer Farms, Inc. dba Owyhee Produce
2007	IL	Furrow Vineyard & Winery, Ltd.
2007	NE	GARCIA FARMS INC
2007	TX	Gentz Cattle Company, Inc.
2007	MN	Glacial Ridge Winery, Inc.
2007	NJ	Goat World (Boer Farms)
2007	MO	Grassland Beef, LLC
2007	AR	Hair Sheep Market Management Group
2007	WI	HARMONY SPECIALTY FOODS
2007	IN	Heartland Premium Aged Beef Inc
2007	IL	Illinois Beef Association
2007	IA	Iowa Wine Trail
2007	SC	J.W.Yonce and Sons, Inc.

2007	CA	Jer-Z-Boyz Farms/Provisions Foods (Gary de Graaf)
2007	KY	Kennys Farmhouse Cheese
2007	VT	Lincoln Peaks Winery (Chris & Michaela Granstrom)
2007	OH	Mercer Landmark, LLC
2007	MI	Michigan Sugar Company
2007	NE	Nissen Wine Inc.
2007	CA	Olive Growers Council of California
2007	OR	Oregon Wine Board
2007	OR	OREGON WOODLAND COOPERATIVE
2007	GA	Organipharm (Sleepy Hollow Herb Farm)
2007	MO	Ozark Quality Hardwoods Coop
2007	ME	Peaked Mountain Farm
2007	NM	Pecos Valley Biomass Coop Inc.
2007	AZ	Ranch at Fossil Creek LLC
2007	MN	Revier Cattle Company
2007	MD	RING FARMS
2007	GA	Russell Johnston
2007	GA	Still Pond Winery
2007	MD	SUGARLOAF MOUNTAIN VINEYARD LLC
2007	CA	Sunsweet Growers Inc.
2007	CA	Tasteco Cooperative Inc.
2007	GA	White Oak Pastures
2007	IA	William & Rona Wyant
2007	MN	Winehaven, Inc.
2007	NC	YAMCO, LLC
2008	MO	1 Soy, Inc.
2008	WI	Agrecol Corp.
2008	WI	Algoma Lumber Company
2008	OR	American Herbal Dispensary, Inc.
2008	IN	ARK7 Fisheries LLC
2008	IA	Asoyia, LLC
2008	IA	Batey, Ltd.
2008	TX	Bee County Cooperative Association (BCCA, LLC)
2008	NJ	Bellview Farms, Inc.
2008	ID	Blue Ribbon Artisans
2008	NC	Blue Ridge Food Ventures
2008	ID	Blue Sage Farm
2008	WA	Bluebird Grain Farms
2008	MS	Brinson Farm, Inc
2008	PR	Café Gran Batey (Jose B. Morales)
2008	MN	Cannon River Winery, LLC
2008	ME	Catch a Piece of Maine
2008	MD	Chapel's Country Cream, Inc.
2008	OH	Chef's Garden, Inc.

2008	CO	Colorado Farm Bureau
2008	OR	CONTINENTAL SHELF, INC. (Cherry Country)
2008	WI	Cool Water Farms
2008	MI	Coveyou Farms, LLC
2008	WI	Crave Brothers Farmstead Cheese
2008	SD	Dakota Harvest Farm
2008	GA	Decatur Fish Farm
2008	IA	Delaware County Meats, LLC
2008	NE	Diamond Plus Ranches
2008	MD	Diamondback Wine, LLC
2008	SC	Dixie Belle, Inc. (JIMMY FORREST FARM, INC.)
2008	MD	Elk Run Vineyards
2008	ND	Family Farmers Seed Cooperative
2008	OR	Farmers Cooperative Creamery
2008	RI	Farming Turtles, Inc.
2008	MO	Frank Powell Lumber Company
2008	OR	Froerer Farms, Inc. dba Owyhee Produce
2008	WI	Ginseng & Herb
2008	TN	Hatcher Family Dairy Milk Processing and Bottling
2008	NY	Heimiller Greenhouses, LLC
2008	NC	Holly Grove Farms
2008	IA	Homeland Energy Solutions, LLC
2008	OR	Imperial Stock Ranch (DANIEL CARVER)
2008	IA	Iowa Great Lakes Nursery & Floral Ltd.
2008	SC	J.W.Yonce and Sons, Inc.
2008	WI	KELLEY COUNTRY CREAMERY, LLC
2008	HI	Lavender Farm, dba Ali'I Kula Lavendar
2008	NE	Lee Simmons-Niobrara Timber
2008	IA	Maple River Energy
2008	MD	Mark Cascia Vineyards
2008	MA	Massachusetts Woodlands Cooperative, LLC
2008	CA	Mendota Sugar Beet Processing Cooperative
2008	MN	Minnesota Valley Alfalfa Producers Cooperative
2008	MO	Missouri Cattle and Corn Steering Committee
2008	VA	Mountain Rose Vineyards
2008	MA	National Grape Cooperative Association, Inc.
2008	OH	Ohio Soybean Council
2008	CA	Olive Growers Council of California
2008	OR	Oregon Costal Flowers, LLC
2008	CA	Pacific Coast Producers
2008	PA	Pasture Maid Creamery, LLC
2008	AR	Petit Jean Farms, LLC

2008	KS	Prairie Fire BioEnergy Cooperative
2008	WI	Premier Cooperative
2008	MO	Producers Choice Soy Energy, LLC
2008	MO	River Hills Elderberry Project
2008	NY	Rose Marie Belforti
2008	MI	Sandhill Crane Vineyards
2008	MN	Scenic Valley Farm
2008	MO	Show Me Energy Cooperative
2008	IA	Sirocco, LLC
2008	CA	Snow's Citrus Court
2008	MO	Stoddard County Oilseed Crushing
2008	CA	Sunsweet Growers Inc.
2008	CA	Taylor Brothers Farms, Inc.
2008	TX	Texas Aquaculture Cooperative
2008	OK	Wagon Creek Creamery
2008	WV	West Virginia Salmon and Trout
2008	IA	West Wind Energy, LLC
2008	WI	Westby Cooperative Creamery
2008	IA	Wide River Winery, LLC
2009	AL	109 BROAD STREET MARKET LLC
2009	AR	ALTER FARM
2009	NC	AMERICAN PRAWN COOPERATIVE
2009	VT	ARTESANO LLC
2009	NE	Aspire Vineyards
2009	MN	AUTUMNWOOD FARM LLC
2009	WI	BERRY HILL FARMS, INC. (Americas Best Flowers)
2009	FL	BETHEL FARMS LLLP
2009	NH	BIG FARM, LLC (Paul Priestman)
2009	NC	BOBCAT FARMS, LLC (Marketing Specialty Beef from Farm)
2009	PA	Borderland Vineyard (KURT RICHARD KALB)
2009	AL	BOUTWELL FARMS, LLC
2009	OH	BRANDON D. JAEGER
2009	PA	BRIAR VALLEY VINEYARD AND WINERY, INC.
2009	GA	Brown'S Old Elberta Botique Micro-Distillery (W. HOWARD BROWN LLC)
2009	WI	BUSHMAN RIVERSIDE RANCH, INC.
2009	CA	CAL/WEST SEEDS
2009	MN	CARLOS CREEK WINERY
2009	OK	CATTLE TRACKS LLC
2009	VT	CHAMPLAIN ORCHARDS, INC. (William Shur & Andrea Scott)
2009	FL	CHERRY LAKE TREE FARM INC.
2009	PA	CHERRY VALLEY COMMUNITY FARM INC.
2009	VA	CHRYSALIS VINEYARDS, LLC
2009	WA	Columbia Plateau Producers, LLC
2009	MI	COOPERATIVE ELEVATOR COMPANY

2009	UT	CORNABY'S LLC
2009	NE	Country Pumpkin (Brett Nunnenkamp)
2009	VA	CROFTBURN FARM MEATS, LLC
2009	WA	CROWN S RANCH, LLC
2009	MA	DECAS CRANBERRY PRODUCTS, INC.
2009	MI	Douglas Valley Organic Farm and Vineyard
2009	KY	EQUUS RUN VINEYARDS, LLC
2009	RI	FARMING TURTLES, INC.
2009	MT	FLATHEAD LAKE ORGANIC CHERRY COOPERATIVE
2009	CA	Fortezza Vineyards (Lisa Mann)
2009	CT	FREUNDS FARMS
2009	IA	FRISIAN FARMS CHEESE, LLC
2009	NE	GARCIA FARMS INC
2009	IA	GRASS RUN FARM, INC.
2009	MO	GREEN DIRT FARM, LLC
2009	IA	Green Visions, Inc.
2009	CO	HARVESTING TRUE GROWTH
2009	NC	Independent Small Animal Meat Association of WNC
2009	IA	IOWA GRAPE VINES WINERY, LLC
2009	MT	J BAR L RANCHES, LLC (Grass Fed Beeef)
2009	NE	James Arthur Vineyard
2009	PR	Jimmy Roman
2009	MD	LAYTON'S CHANCE VINEYARD AND WINERY, LLC
2009	IA	Levi Lyle
2009	MI	LINDAH VINEYARDS, INC.
2009	CA	LIVERMORE VALLEY WINEGROWERS ASSOCIATION
2009	OH	Lucky Penny Farm, LLC (Abbe Marla Turner)
2009	IA	MADISON COUNTY WINERY, LLC
2009	AL	MARGARET MAZIKOWSKI (4 Maz Farms Moo~Shine Creamery)
2009	NY	MEADOWOOD FARMS OF CAZENOVIA, LLC
2009	NM	MILK AND HONEY SOAP, LLC
2009	TX	Minze Agriculture Partnership / Waller Co. Biofuel Steering
2009	MO	MISSOURI CORN MERCHANDISING COUNCIL
2009	CA	Monterey Wine Growers Council
2009	VA	Mountain Rose Vineyards
2009	VA	NARMADA WINERY, LLC
2009	NE	NEDAK ETHANOL, LLC
2009	ND	NORTH AMERICAN BISON COOPERATIVE
2009	OR	OREGON CHEESE GUILD
2009	OR	OREGON WOODLAND COOPERATIVE
2009	OR	Owyhee Produce LLC (Froerer Farms, Inc.)
2009	CA	PACIFIC COAST FARMERS MARKET ASSOCIATION

2009	WI	PARALLEL 44 VINEYARD & WINERY, INC.
2009	PA	PHILADELPHIA GREENSGROW PROJECT
2009	IA	PLANTPEDDLER, INC.
2009	MO	PLEASANT HOPE PORK, LLC
2009	CA	PLEASANTS VALLEY IRIS FARM
2009	WI	PRODUCERS AND BUYERS CO-OP
2009	WA	Red Mountain Viticulture, LLC (LaCoye Vineyards)
2009	NM	RED WILLOW COMMUNITY GROWERS COOPERATIVE
2009	IA	RICEVILLE MEATS, LLC
2009	CO	RIO CULEBRA AGRICULTURAL COOPERATIVE
2009	NJ	SALEM OAK VINEYARDS, LLC
2009	CA	SAN MIGUEL PRODUCE, INC.
2009	MO	Scattering Fork Wild Beef (Worstell Farms)
2009	IA	SEAN & BECKI SULLIVAN (Juan O'Sullivans Salsa)
2009	VA	SHENANDOAH VALLEY BEEF COOPERATIVE, INC.
2009	AK	SITKINAK CATTLE RANCH
2009	WI	SIX RIVERS COOPERATIVE
2009	CA	SONOMA COUNTY VINTNERS
2009	MD	SOUTHERN MARYLAND WINE GROWERS COOP
2009	GA	Southern Swiss Dairy (JIMMY FRANKS)
2009	OR	SPRINGBANK FARM, LLC
2009	CA	Sunsweet Growers Inc.
2009	IA	TIMBER RIDGE DAIRY
2009	CA	TOLUMA FARMS
2009	CA	TOP O'THE MORN FARMS
2009	WI	Westby Cooperative Creamery
2009	SC	WILLIAMS MUSCADINE VINEYARD, LLC
2009	IA	Wilrona, LLC (Fireside Winery)
2009	GA	Wolf Mountain Vineyards and Winery (DAHLONEGA WINE CO., INC)
2009	OR	YOUNGBERG HILL WINERY (TASHA'S, INC)
2009	OR	ZENITH VINEYARD, LLC ET AL
2011	MO	1 Soy, Inc.
2011	ID	3 HORSE RANCH VINEYARD LLC
2011	VA	AGRIBERRY, LLC
2011	MO	AMERICAN SOY ASIA, LLC
2011	PR	APIARIOS CARABALLO, CORP. (National Honey Board)
2011	CA	ARBURUA ENTERPRISES, INC.
2011	OH	AUBURN TWIN OAKS, LLC
2011	CO	AVALANCHE CHEESE COMPANY, LLC
2011	MD	BASIGNANI WINERY, LTD.
2011	WA	BELLEWOOD ACRES, INC.
2011	VT	BIG PICTURE FARM, LLC
2011	WV	BLOOMERY PLANTATION DISTILLERY, LLC

2011	CA	Blue Diamond Growers
2011	NC	BOBCAT FARMS, LLC (Marketing Specialty Beef from Farm)
2011	MO	BOECKMANN FAMILY FARMS
2011	OR	BOGDAN CACEU
2011	CA	BOHEMIAN CREAMERY, LLC
2011	MD	BOORDY VINEYARDS, INC.
2011	MO	BORGMAN'S DAIRY FARM
2011	VT	BOSTON POST DAIRY LLC
2011	ND	BOWDON MEAT PROCESSING
2011	TX	BRENTON H. JOHNSON (Johnson Backyard Garden)
2011	MS	Brinson Farm, Inc
2011	AZ	CABALLOS Y COMPANEROS, INC. (Walking J Farm)
2011	OR	Carine Goldin (Goldin Artisan Cheese, LLC)
2011	GA	CARTECAY VINEYARDS, LLC
2011	MN	Cedar Summit Dairy, LLC
2011	NY	CELK DISTILLING LLC (Tree Vodka)
2011	OR	CHAMPOEG CREEK FARM
2011	NC	CHAPEL HILL CREAMERY
2011	MD	Chapel's Country Cream, Inc.
2011	MD	CHESAPEAKE BAY DAIRY, LLC.
2011	PA	CHRISTIAN W. KLAY WINERY
2011	MN	CLEARBROOK ELEVATOR ASSOCIATION
2011	ID	CLOVER LEAF CREAMERY, LLC
2011	AR	Cody Hopkins (Conway Locally Grown)
2011	OR	COLEMAN VINEYARD, L.L.C.
2011	ID	COLTER'S CREEK WINERY, INC.
2011	CA	Community Alliance with Family Farmers Foundation
2011	WI	COMMUNITY FARMERS COOPERATIVE (CFC)
2011	OR	CONTINENTAL SHELF, INC. (Cherry Country)
2011	UT	CORNABY'S LLC
2011	NC	COTTLE STRAWBERRY NURSERY, INC
2011	IA	COUNTRY VIEW DAIRY, LLC
2011	WI	Crave Brothers Farmstead Cheese
2011	MD	CROW VINEYARD & WINERY, LLC
2011	TN	CUMBERLAND FARMER'S MARKET
2011	ND	DAKOTA PRIDE COOPERATIVE
2011	OR	Deck Family Farms (John Deck)
2011	CA	Delta Blue Blueberries (John Glick)
2011	SC	Dixie Belle, Inc. (JIMMY FORREST FARM, INC.)
2011	NY	EDGWICK FARM LTD
2011	WI	ELLSWORTH COOPERATIVE CREAMERY
2011	KY	EVANS ORCHARD AND CIDER MILL, LLC
2011	WI	Ewes Rule the Farm
2011	OR	FAIRVIEW FARM, LLC

2011	AR	Falling Sky Farm
2011	NY	FARMER GROUND FLOUR, LLC
2011	IA	FARMERS' ALL NATURAL CREAMERY, LLC
2011	NE	FEATHER RIVER VINEYARD, LLC
2011	PA	FERTILE GROUNDS INC
2011	NJ	FIRST FIELD LLC
2011	GA	FLINT RIVER FARMERS COOPERATIVE
2011	WI	GINGERBREAD JERSEY, LLC
2011	WI	GINSENG & HERB Cooperative
2011	PA	Glenn R. Cauffman
2011	IA	GRASS RUN FARM, INC.
2011	VA	GRAYSON NATURAL FOODS, LLC
2011	VT	GREEN MOUNTAIN ORGANIC CREAMERY INC.
2011	MO	Grove Dairy Products, LLC (Stacey McCallister)
2011	NY	GROWERS' COOPERATIVE GRAPE JUICE CO. INC
2011	PR	Hacienda San Pedro (ROBERTO ATIENZA-FIGUEROA)
2011	IA	HAFNER, INC
2011	MO	HAMPTON ALTERNATIVE ENERGY PRODUCTS, LLC
2011	WI	HARMONY SPECIALTY DAIRY FOODS, LLC
2011	HI	HAWAII CATTLE PRODUCERS COOP.
2011	UT	HEBER VALLEY ARTISAN CHEESE, LLC
2011	SC	HICKORY BLUFF, LLC
2011	OK	HOLDER BROTHERS BEEF, LLC
2011	NE	HOLLENBECK FARMS
2011	VA	HOMEPLACE VINEYARDS, INC.
2011	KY	HORSESHOE BEND VINYARDS, LLC
2011	NY	HOSMER INC.
2011	ID	IDAHO'S BOUNTY CO-OP, INC.
2011	MS	Indian Springs Farmers Association AAL
2011	IA	IOWA CHOICE HARVEST, LLC
2011	IA	IOWA HOPS COMPANY
2011	SD	JACKSON WINERY AND VINEYARDS, LLC
2011	CO	JODAR FARMS, LLC
2011	MO	JOWLER CREEK WINERY, INC.
2011	GA	JUBILEE ORGANIC CREAMERY, LLC
2011	IL	Justin Kilgus (Kilgus Farmstead)
2011	MT	KALISPELL KREAMERY, INC. (Hedstrom Dairy)
2011	WI	KELLEY COUNTRY CREAMERY, LLC
2011	KY	Kennys Farmhouse Cheese
2011	NY	KEUKA LAKE VINEYARDS LTD
2011	PA	KEYSTONE BEEF MARKETING NETWORK
2011	NY	KILCOYNE FARMS, LLC

2011	NY	KING BROTHERS DAIRY, LLC
2011	VT	KINGDOM CREAMERY OF VERMONT, LLC
2011	MD	Knob Hall WINERY, LP
2011	NE	KNOTTED WOOD DISTILLERY, LLC
2011	NJ	LANDISVILLE COOPERATIVE ASSOCIATION INC
2011	MO	LAVY DAIRY FARM, LLC
2011	CA	LIVERMORE VALLEY WINEGROWERS ASSOCIATION
2011	IA	Mark Hulsebus (Heartland Fresh Family Farm)
2011	OR	MCCLESKEY CELLARS LLC
2011	MO	MCKASKLE FARMS
2011	OH	Mercer Landmark, LLC
2011	OR	MICHAEL STEVEN MEGA
2011	MI	Michigan Sugar Company
2011	MO	Missouri Food and Fiber (MOF2, LLC)
2011	ID	MOSS PRODUCE, LLC, DBA ARROWHEAD POTATO
2011	MO	NATURE FRIENDLY MEATS PRODUCER ORG
2011	NE	NEBRASKA WATERS, LLC
2011	NY	NORTH COUNTRY FARMS, LLC
2011	NY	NORTH COUNTRY LANDSCAPING & NURSERY, INC
2011	WA	NORTHWEST AGRi BUSINESS CENTER (Puget Sound Food Network)
2011	NY	OLDE CHAUTAUQUA VINEYARDS, LLC
2011	MO	ORTIZ FARMS
2011	NJ	OUTER COASTAL PLAIN VINEYARD ASSOCIATION
2011	AL	OZAN VINEYARD & CELLARS
2011	CA	Pacific Coast Producers
2011	OR	QUEEN BEE HONEY COMPANY
2011	OR	RED HILL VINEYARD OF OREGON, LLC (Wayne Hutchings)
2011	CA	Robert Magruder (Ingel Haven Ranch)
2011	NE	ROBINETTE FARMS
2011	CA	ROSA BROTHERS MILK COMPANY, INC.
2011	VA	ROSEMONT OF VIRGINIA, LLC
2011	MI	ROYAL FARMS, INC
2011	IN	RUSSELL AND ELIZABETH KELSAY (Kelsay Farms)
2011	NJ	SALEM OAK VINEYARDS, LLC
2011	IA	SCHAFER FISHERIES IOWA INC (Joseph Schafer)
2011	PA	SHADE MOUNTAIN WINERY, INC.
2011	MO	Show Me Energy Cooperative
2011	NY	Side Hill Farmers Cooperative, Inc (NEW YORK BEEF FARMERS COOPERATIVE, INC.)
2011	NC	SLEEPY GOAT CHEESE, LLC
2011	OR	SOKOL BLOSSER, LTD.
2011	CA	SONOMA COUNTY VINTNERS
2011	OR	SOUTHERN OREGON WINERY ASSOCIATION

2011	MO	SOY LABS, LLC
2011	NY	Spring Lake Winery, LLC
2011	TX	STERLING LAMB (JAMES CLINTON HODGES)
2011	OR	STOLLER VINEYARDS, INC.
2011	NC	SULLIVAN ESTATE VINEYARD & WINERY LLC
2011	CA	Sunsweet Growers Inc.
2011	ME	SURIPACO, LLC
2011	CO	SWEETGRASS COOPERATIVE
2011	WA	TACHIRA, LLC
2011	OH	TEA HILLS GOURMET CHICKEN PRODUCTS
2011	TX	TEXAS DAILY HARVEST (KENT JISHA)
2011	WI	TONY KOYEN FARMING, LLC
2011	CA	TOP O'THE MORN FARMS
2011	MO	TUSCOLO HILL VINEYARDS, LLC
2011	IA	TWO SAINTS WINERY
2011	MI	Uncle John's Fruit House Winery and Cider Mill, LLC
2011	IA	UNRUH GREENHOUSE LLC
2011	MD	VINEYARDS AT DODON, LLC.
2011	VA	VIRGINIA AQUA-FARMERS NETWORK, LLC
2011	VA	VIRGINIA WINERIES ASSOCIATION COOPERATIVE
2011	VA	VIRGINIA WINEWORKS, LLC
2011	MS	WE THREE BEES APIARY LLC
2011	WI	WEBER'S FARM STORE, INC.
2011	WI	Westby Cooperative Creamery
2011	GA	White Oak Pastures
2011	SD	WILD IDEA BUFFALO COMPANY
2011	OR	WILD WINES LLC
2011	OR	Willful Wine Co. (DAEDALUS CELLARS CO.)
2011	NH	WINDY RIDGE ORCHARD, LLC
2011	WI	WISCONSIN SHEEP DAIRY COOPERATIVE
2011	OR	WRIGLEY FAMILY VENTURES, LLC
2011	NC	YAMCO, LLC.

*Note: This is not the complete VAPG Recipients list from 2001-2010/11, rather it only lists the recipients whose data was sufficient to be included within the authors calculations (1101). Above recipients names may differ from official listings posted by the USDA as they have been updated to include not only recipients name but also their farm/business name or have been updated due to changes in business name or recipient name.