**Business Development Internship with the Agricultural Utilization Research Institute (AURI)**

Intern Name: TBD

Internship Dates: May 26 – August 14, 2020, 30-40 per week (negotiable)

Hourly Rate: $18/per hour. This is an exempt position, subject to overtime laws.

Location: TBD

Reports to: Matthew Leiphon, Project Manager

**Purpose:** To support market establishment and development of linkages among producers, processors, distributors and consumers of camelina, Kernza, and other new and emerging crops.

**Position Requirements:**

Graduate degree or current graduate student in business administration or related field.

**Description:**

This position will support the AURI’s Innovation and Commercialization team’s business development activities. The intern’s work will focus on projects to commercialize perennial and winter annual crops as part of the University of Minnesota’s Forever Green Initiative. Crops of key focus will include intermediate wheatgrass (Kernza) and camelina. The intern will support the AURI supply chain team as it analyzes supply chain connections and lay the foundation for new market opportunities for these (and other) crops. Work will involve tasks aimed at identifying existing infrastructure, development of news linkages, and collaboration with private businesses to test new products and technologies for commercial viability. The internship will assist in research for a supply chain analysis effort and help AURI as it builds a network of farmers, commodity groups, cooperatives, and businesses in support of its Kernza and camelina commercialization efforts.

**Duties**

The Intern will support AURI staff by performing market research and business development activities. Internship tasks may include, but not be limited to, the following activities:

* Conduct market and supply chain research and prepare basic report of findings.
* Identify potential stakeholders and project partners.
* Communicate with businesses and other industry stakeholders as directed by AURI staff.
* Participate in meetings with AURI staff and stakeholders in support of business development activities.
* Assist in deployment of outreach and engagement activities.
* Support staff in organizing and staging special events and field days.
* Provide assistance on various research and outreach tasks as required and directed.
* Other tasks as assigned.

**Projected Outcomes (Deliverables)**

* Map, develop, and report on Central MN value chains utilization Kernza in food and beverage products.
	+ Identify and report on value chain participants including food hubs, artisan food outlets, commercial food companies, and copackers.
	+ Identify and map out local processors and their capabilities.
	+ Identify opportunities and barriers facing processors.
* Report on the market for Kernza in Central Minnesota and statewide.
	+ Assess supply chain costs, including buyer and seller price points.
	+ Assess potential post-harvest aggregation points, processing, storage, and end-uses for organic and non-organic Kernza.
* Identify possible Minnesota companies that may process or utilize Kernza fiber and straw.
	+ Examine and report on the potential market size and options for Kernza straw/fiber.