

# Impact Analysis

**Northern Crops Institute (NCI)** is an effort to support the promotion and market development of crops grown in North Dakota, Minnesota, Montana, and South Dakota. NCI is an international meeting and learning center that brings together customers, commodity traders, technical experts, and processors for discussion, education, and technical services. Situated in Fargo, North Dakota, USA, this unique facility is only minutes from the farm fields that yield much of the world's food.

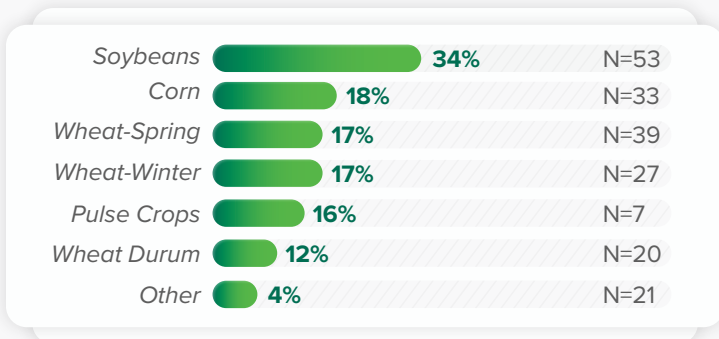
## Course Impact

The Northern Crops Institute offers a variety of courses, webinars, and handbooks that unite customers, commodity traders, technical experts, and professors for discussion and education. During our courses, participants can expect to refresh their expertise and be exposed to existing and new technology, participate in lectures, case histories, laboratory demonstrations and tours and hear from industry experts, government officials and university professors.



● - Yes ● - No Survey response from 104 course participants from the 18-19 calendar year

**As a result of your experience with NCI, how much has your utilization of the following ingredients net increased over the past 2 years?**



Survey response from 102 course participants from the 18-19 calendar year

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*Definitely we are more... (buying US Wheat as a result of the course). Value is the quality and price combined. So, yeah, definitely, **we think U.S. wheat has a better value compared to Canadian wheat. It's a certain level we can accept the price gap.***

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## Technical Impact

NCI has a technical staff comprised of highly experienced food scientists, processing technologists, and project managers. NCI has the experience and resources to bring your vision to life; from start to finish we partner with clients through the process, creating a concise and clear experience to help scale-up your product development.

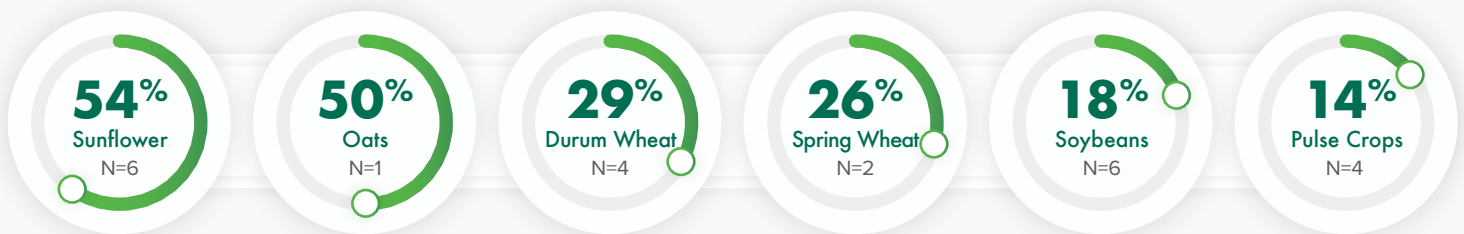
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*Since we started these conversations (with NCI), we have probably gained at least 50% in volume.”*

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– Technical Service Client

As a result of your experience with NCI, how much has your utilization of the following ingredients net increased over the past 2 years?



Survey response from 15 technical service clients from the 18-19 calendar year

## Overall Investments

Our research shows that clients have increased their overall investment activity by 16% within ND, MN, MT, and SD after their experience working with NCI.

Survey response from 15 technical service clients from the 18-19 calendar year



## Testimonies

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*To be honest, I didn't know what to expect, but it was amazing. First of all, the members groups were great and to see the whole supply chain and where the grains come from the farmers to the trains or through the port and from there to our country, it was pretty amazing to see it. It was an amazing experience. I came back and I was full of energy.*

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*From the logistics of soy, the cultivation of soy, the production of soy, learning about North Dakota and its role globally. And so, I didn't know some of these things..... And thereafter, I began to see many references on North Dakota soy and the quality of the soy coming from there, and what makes North Dakota soy the special soy product that it is, climatic conditions and everything.*

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Survey conducted by Prime46