



Adding Value



to Oklahoma



ANNUAL REPORT 2000



Food and Agricultural Products
Research and Technology
Center

Oklahoma State University



Lowell D. Satterlee
Director

The Food and Agricultural Products Center has just completed its fourth year of operation.

Oklahoma's investment in the center has allowed the state to grow by 65 new agricultural product processing companies, not to mention the 352 technical assistant projects that have allowed many of the more than 400 existing processors to grow through process and product improvement and development. The center, with its classroom adjacent to its pilot processing facility, has served as an excellent educational center for groups ranging from livestock producers and grocery store operators, to entrepreneurs and regulators reviewing the newest processing regulations.

Each annual report has shown examples of individuals and companies served or research pursued. This annual report is no different. The successes reported, whether in research, education or business, are primarily due to the energy, persistence and creativity of the client; the dedication of center staff and faculty; and to the many partners the center has in both assisting entrepreneurs and processors, and pursuing research to solve problems or meet needs. These partners need special recognition, for they are key to the many successes listed in this and previous annual reports. They are the Oklahoma's Departments of Agriculture, Health and Commerce; the Oklahoma Alliance for Manufacturing Excellence; county and district Cooperative Extension personnel; the Patent and Trademark Office; the Micro and Home-Based Business Center at Oklahoma State University; and the many value-added research and extension faculty and staff located in the departments and colleges across the OSU campus.

Oklahoma has forged a strong partnership of individuals, agencies and programs dedicated to growing this state's value-added agricultural processing sector. The Food and Agricultural Products Center is proud to be a part of that statewide partnership.

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Through the course of the past year, the idea of P.B. Slices occupying America's refrigerator shelves has been long lingering. Since its appearance in our 1999 annual issue, this innovative peanut product has gone from a fascinating research story to every food entrepreneur's dream.

Stewart Kennedy, owner and founder of Kennedy Foods, Edmond, Okla., used his experience as a former FAPC business and marketing associate to course P.B. Slices from idea to the grocer's shelves, scheduled to hit the refrigerated sections of Super Wal-Marts by July 2001.

"I value the knowledge I gained as being part of the FAPC team, and I would trust they could do the same for other entrepreneurs looking to break into the food processing industry."

Stewart Kennedy

The product will test market in a Super Wal-Mart distribution center, which comprises approximately 70 locations in a multi-state region. The specific test-market distribution center involved is not released at this time, as well as the manufacturer's name.

This new convenient product could prove to increase peanut butter consumption, increasing the demand for peanuts— a definite plus for Oklahoma.



Kennedy said that ideally, if the test market proves successful, they (Wal-Mart) intend to distribute roughly between 200,000 to 600,000 pounds of product monthly, taking into consideration the number of participating retailers, including both Super Wal-Marts and Sam's Club warehouses.

And the popular question— "What about other products such as flavored P.B. Slices or jelly slices?" Well, not yet. But Kennedy Foods is working with a chain of convenient stores to market P.B. and jelly sandwiches, providing an alternative to the pre-packaged burgers and salad sandwiches often lining the refrigerated section of pit stops everywhere. This unique product also finds itself involved with the Federal penitentiary system, as well as other food service venues.

Although in its preliminary stages, Kennedy Foods expects to employ a minimum of five or six employees within the next two years to manage the Edmond location. If this product proves to be a success, Kennedy foresees the possibility of a new manufacturing plant in the state. Three southwest Oklahoma communities are already in contact with Kennedy.

In May 2000, an Edmond, Okla. man came to the center in search of a strategy to market his barbecue sauce. How hard could that be? Get the product in someone's mouth and BOOM, the product will sell itself! A common misconception.

Upon attending a session of the FAPC's monthly entrepreneurial workshop, Steve Wintrode learned he not only needed advice and assistance on possible markets, he also needed to scale up his recipe, develop a nutritional label, decide on packaging materials, identify possible co-packers and gain process authority. Wow! How was he going to do all that?

I am very pleased to be in both retail and food service venues...
Steve Wintrode

Working with a center team tailored to the needs of his project, Wintrode was able to overcome the steps required to introduce Stu's Q BBQ to the market. He worked fervently with Darren Scott, food scientist, to scale up and sensory evaluate his product, as well as develop a nutritional label. He provided samples and processing techniques to William McGlynn, horticultural processing specialist, to gain process authority. Just as important, he utilized the list of possible co-packers and packaging suppliers provided by Corey Stone, marketing specialist, to identify a processor that could co-process the sauce according to his specifications and decide on a suitable product package.

Moreover, Stone assisted the client with market options. In addition to preparing the product for market suitability, he explored sale outlets including butcher shops, gourmet stores and other niche markets. He also took advantage of the Oklahoma Department of Agriculture's Made in Oklahoma program and the Pratt's demonstration program, partners of the center's marketing program, to get the product in front of the consumer.

Through his hard work and the assistance of the FAPC team, Stu's Q BBQ now finds itself on the shelves of five Snyder IGAs, Redlands Community College in El Reno, a restaurant in Guthrie and still finds time to demonstrate at Pratts and IGA stores in the area.

As product volume dictates, Wintrode eventually may opt to take over his own processing operation— just one example of many that proves a new product can break into a seemingly saturated market, be successful and continue to grow and capture market share.



Stone visits with Gaye Lee, Valliant Vegetables, at the Made in Oklahoma booth she shared with Stu's Q BBQ at the 2000 State Fair.

Rather than only increasing his line of private labeled products, Dallas Richardson, owner of Richardson Foods in Oklahoma City, chose also to take on the additional title of co-processor for small food processors in the state.

Through prior technical assistance, a relationship was formed between the center and Richardson, creating the opportunity for Richardson Food's to serve as a viable co-packing source for small Oklahoma processors and entrepreneurs in the state.



Locations of clients Richardson co-processes for.

Most of these processors are not ready to build or manage their own facility. Consequently, they prefer to absorb excess capacity of an existing processor's facility to serve their processing needs.

Richardson primarily specializes in wet pack products such as sauces, salsas, jellies, jams and other liquid items. However, he has the ability to co-pack dry products, an area Richardson expects to expand upon in the near future.

Originally, Richardson's business was based around processing for private label companies such as Crest Foods, Big Giant and Tortilla King. But as time progressed, he began co-processing for small, Oklahoma-based companies such as Bill's Kitchen BBQ, Woodward, and Valliant Vegetables, Yukon.

Dallas currently co-processes for seven companies, producing more than 20 different products aside from eight private label companies, each with its own extended line of products. As the figure shows, Dallas pulls small processors from across the state, who otherwise may not have the opportunity to participate in the food market.

Jim Brooks, marketing specialist, said the food processing industry is a close family. Not only does the FAPC have a close relationship with its clients and the Oklahoma Department of Agriculture, this relationship comes full circle. Richardson said that although about 70 percent of his co-processing referrals come from the center, he receives the other portion primarily from the ODA.

Currently, co-processing absorbs approximately 15 percent of Richardson's processing capacity. However, he said he is willing to increase that portion to a 30 percent maximum in conjunction with his private label processing.

Many Oklahomans have a great high-acid food product such as jelly, barbecue sauce or ketchup, but are not aware of the regulations and technical aspects of processing this type of product for distribution.

The first annual **Master Canner's Workshop**, August 2001, drew a crowd of 25, including entrepreneurs, existing small processors and county Department of Health officials. The program was designed to introduce the fundamentals of high-acid food processing, as well as the regulations incurred. This program covered basic principles, including:

- Thermal, acidification and processing techniques of canned foods
- Equipment selection, layout and operation for processing acidified and high-acid foods
- Proper container handling and closure evaluation
- Record keeping for regulatory compliance and quality assurance
- Basic microbiology of canned foods and sanitation for a canning operation

When surveyed about the effectiveness of the program, attendees responded with an average rating of 4.4, 5.0 being the highest.

Narrowing in on the microbiological area, a two-day **Food Microbiology Laboratory Workshop** was the first in an annual series targeting basic microbial procedures for typical food microbiological laboratories. The workshop served as a basis for self-reflection of the food processor's internal microbial procedures and helped establish closer alliances with FAPC food microbiologists.

Thirteen participants from processing plants across the state, were exposed to basic sampling procedures, dilution schemes, plating methodologies and specific procedures for total plate counts of coliforms, generic *E. coli*, spoilage microorganisms and several pathogens. Also were discussions on subtleties in the way various procedures are performed that may effect the results obtained.



Microbiology workshop provided hands-on training

The overall effectiveness of the workshop averaged 8.95, the highest score possible being 10. Topics included in this survey were meeting expectations of the lecture material and hands-on laboratory procedures. When asked if the participants would attend an advanced laboratory-based workshop, 100 percent responded that they would be interested. The program is expected to at least continue annually, however, could lead to a secondary series taking a more finite look at specific microbiological areas of Oklahoma's food processing industry.

The food industry already offers a variety of mustards to consumers, but this mustard may be the “peppiest” on the market. Pep in the Mustard is a sweet, dipping mustard that can be used as a marinade, a recipe ingredient, a dip, a cocktail sauce when mixed with ketchup, or just plain with crackers.

Jill Pepin, Pep in the Mustard initiator, has captivated the taste buds of friends and relatives for ten years with her family’s mustard recipe. After strong encouragement from them, she pursued the commercialization of the product.

Some entrepreneurs already expect the market planning and product production hurdles, but Pepin caught a glimpse of the behind-the-scenes efforts of what really goes into a product before it can be manufactured.

Beyond assistance with locating a potential co-packer and determining potential markets, the FAPC product development division played a big role in the Pep in the Mustard production process.



Pepin assists Scott with the pilot processing of “Pep in the Mustard.”

Darren Scott, food scientist, worked with Pepin to develop an up-scaled reformulation of the recipe to maintain the original taste. When a recipe is up-scaled, the ingredients react differently with one another. For instance, a teaspoon of black pepper may be perfect for a product’s original recipe, but if the proportional amount of pepper is added to a large batch, it may cause an unpleasant graying of the color or develop an off flavor.

Moreover, it is not only the proportion of the ingredients, but the ingredients themselves that play an important part in the upscale production of a product. It sometimes is more beneficial to use an ingredient replacement such as powdered egg for fresh eggs to not only decrease refrigeration requirements, but decrease the risk of contamination factors such as Salmonella presence.

Test batches of the mustard were initially produced in the center’s sensory test kitchen to ensure the color, consistency and flavor remained the same after the upscale. The project then moved to the center’s pilot processing plant where larger batches were made.

Currently, the center team is perfecting the consistency of the mustard, but Pepin remains optimistic about the product and is anxious to be under a Made in Oklahoma label by June 2001, eventually expanding across state borders.

Today's retail market also offers a variety of individual, heat and serve menu items. And when it comes to chili, there is a variety of heat and serve from a can. But what about chili in an individual, ready-to-heat serving bowl?

Ferrell Miller, Granna's Chili, Bessie, Okla., looked to the center to commercialize his family recipe. Miller evaluated various packaging concepts in the retail market before deciding to target convenience by using a microwave/oven-safe plastic container. He requested assistance with labeling, regulatory compliance, recipe scale-up, shelf-life evaluation, cost review and market identification.

In less than ten months, Miller and his partner Lyndell Stoup, and their wives Connie and Susan, conquered most of their hurdles with the help of David Moe, pilot plant manager; Darren Scott, food scientist; Jake Nelson, pilot plant meat lab manager; Siobhan Reilly, food microbiologist; and Jim Brooks, marketing specialist.

The first step was to assist in label development, including ingredient statement, nutritional information and obtaining USDA approval. The second step was formulating a food safety program, including HACCP, that would be transferable to a future production site. Next, the recipe was scaled-up and a processing system was put together utilizing the FAPC pilot processing facility incorporating a packaging system developed by Miller. Because the FAPC facility is USDA inspected, the initial production (about 500 units of chili) will be used for actual test-market evaluation.

The Granna's partners participated in the pilot processing to learn "hands on" the commercial production requirements. The pilot production allowed for test-market studies with partnering programs of the FAPC, including the Pratt's demonstration program. As part of the test-market plan, 11- and 15-ounce packages, with price points of \$2.49 and \$3.29, are currently available in the freezer case of select retail grocers in western Oklahoma.

Miller and Stoup continue to work with the center as they move beyond the market test. Based on test market results, production will move to a co-processor or their own facility. They also have several new products in the works to follow a successful launch of the chili line.



Connie Miller takes an active role in the test production of Granna's chili. Below, David Moe checks product temperature prior to freezing.

"The FAPC has been fantastic. I cannot describe how much we appreciate all they have done for us."

Ferrell Miller

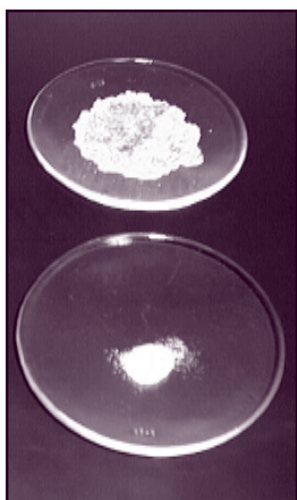


Breaking into the food industry, D-Water Solutions, an environmental group, Midwest City, worked with the center to investigate the use of super-absorbent polymers to concentrate liquid food and food-waste products.

Super absorbent polymers are common substances with a variety of uses, including serving as absorption agents in diapers, potting soil, food packaging and cleanup, and containment of hazardous spills. These polymers can absorb and immobilize hundreds of times their own weight in certain liquids.

The goal of this research was to determine if polymers could concentrate liquid foods, such as fruit juices, and to establish if components of food-product waste streams could be recovered or converted to value-added products. The project also considered the recyclable properties of the polymers.

Two members of the FAPC team, Tim Bowser, food systems engineer, and Richard Roduner, analytical chemist, explored a variety of liquid food products to determine those best suited for super absorbent polymers. The scientists found the pH level in the tested products to be a factor. However, there was an indication that there were additional factors effecting polymer swelling other than pH.



Comparison of polymer before, bottom, and after the addition of liquid.

Potato-slice rinse water (produced during potato chip processing), apple juice, grape juice, beef and chicken broth, and sweet and acid whey were placed in polymers to investigate their swelling mechanics. Potato-slice rinse water was the only successful candidate. Polymers failed to swell in acidic products and did not concentrate liquid food products containing high sugar levels. Although chicken broth has a neutral pH, polymers surprisingly did not swell in it. The researchers said food ingredient molecule size, shape and charge could play a role. Results of the study also revealed that polymers hydrated in potato-slice rinse water were recyclable via simple air-drying to remove moisture, with virtually the same absorptive ability as unused polymers.

Application of this technology can result in cost savings to the user. The savings result from reduced energy use, recovered product and reduced charges for waste treatment. All or some of these factors can result in a competitive advantage for the processor. These results are encouraging for D-Water Solutions. The group is developing a company and hopes to get started with the FAPC research results. Their goal is to market the idea of incorporating polymers in the processes used by agricultural and food processors.

Use of *Lactobacillus delbrueckii* ssp. *lactis* to exert control of *Escherichia coli* 0157:H7 and *Salmonella* on refrigerated foods is the overriding goal of an ongoing research project for Stanley Gilliland and a series of FAPC graduate students.

Cells of *L. delbrueckii* ssp. *lactis* added to raw chicken breast meat, previously inoculated with *E. coli* 0157:H7, caused significant reductions in the numbers of the pathogen during refrigerated storage. This reduction was due to hydrogen peroxide produced by the cells of the lactobacilli on the refrigerated meat.

While this species of *Lactobacillus* does not grow at refrigeration temperature, it does produce sufficient hydrogen peroxide to be antagonistic toward other bacteria. The amount of peroxide produced varies among strains of *L. delbrueckii* ssp. *lactis* and for the most part is due to two enzymes in the organism (reduced nicotinic adenine dinucleotide reductase and lactate oxidase). A selected strain (*L. delbrueckii* ssp. *lactis* RM2-5) was selected from isolated strains of this organism, which most actively produced hydrogen peroxide at refrigeration temperature.



Agar displaying pathogen streak.

L. delbrueckii ssp. *lactis* RM2-5 cells were directly applied to the exterior surface of freshly slaughtered beef and pork carcass samples, which were previously inoculated with *E. coli* 0157:H7 or *Salmonella typhimurium*. This caused significant declines in the numbers of both pathogens during storage at five degrees Celsius for six days. Cells of the *Lactobacillus* added to the surface of beef steaks or incorporated into ground beef also exerted inhibitory action toward the growth of coliform bacteria during refrigerated storage. Although antagonistic action was exerted toward *E. coli* 0157:H7 on the steaks and in the ground beef, the effect was not as great as observed on the carcass surfaces.

Experiments are currently being conducted in efforts to improve the inhibitory action on meats, as are evaluations of the use of the selected culture of *Lactobacillus* as a biological control agent for food-borne pathogens on fresh cut produce. Since the culture of *Lactobacillus* being used does not grow at refrigeration temperature, little or no acid is formed and the level of hydrogen peroxide produced is relatively low. Thus, the presence of these lactobacilli is not expected, itself, to have any adverse effect on the food.

The use of *L. delbrueckii* ssp. *lactis* cells as a biological control agent for food-borne pathogens and spoilage organisms on refrigerated foods has the potential of helping ensure food safety. It also could improve shelf life and quality of foods. Both of these factors could be of great benefit to food processors.

Appendices

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Stone, Corey	Business Planning and Marketing Associate	744-7304	stonesc@okstate.edu
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OSU Value-Added Faculty and Staff

FAPC	Peel, Derrell	Noyes, Ronald	OSU-OKC
Bellmer, Danielle	Schatzer, Joe		Cruz-Rodz, Armando
Bowser, Tim	Schreiner, Dean	Entomology	Nielsen, Jerry
Brooks, Jim	Tilley, Dan	Bolin, Patricia	
Dunford, Nurhan	Ward, Clement	Bonjour, Edmond	Plant and Soil
Gilliland, Stanley	Woods, Mike	Phillips, Thomas	Sciences
Holcomb, Rodney		Cuperus, Gerrit	Carver, Brett
McGlynn, William	Agricultural Education		
Muriana, Peter	Kathleen Kelsey	Forestry	Psychology— College
Moe, David		Hiziroglu, Salim	of Arts and Sciences
Nelson, Jacob	Animal Science		Abramson, Charles
Rayas-Duarte, Patricia	Berry, Joe	Home-based and Micro	
Reilly, Siobhan	Brooks, Chance	Business Center—	Wes Watkins
Roduner, Richard	Dewitt, Christina	College HES	Agricultural Research
Satterlee, Lowell	Morgan, Brad	Muske, Glenn	and Extension Center
Scott, Darren	Ray, Fred		Edelson, Jonathan
Sigfusson, Dori		Horticulture and	Shrefler, James
Stone, Corey	Biochemistry and	Landscape Architecture	
Willoughby, Chuck	Molecular Biology	Anderson, Jeff	Veterinary College
	Waller, George	Maness, Niels	Sangiah, Subbiah
		McCraw, Dean	
Agricultural Economics	Biosystems and		
Anderson, Kim	Agricultural Engineering	Nutritional Sciences	
Henneberry, Shida	Brusewitz, Gerald	Hinds, Margaret	
Lyford, Conrad			

Appendices

Industry Advisory Committee

Virgil Jurgensmeyer	J-M Farms
Don Ramsey	Blue & Gold Sausage
Dean Smith	Fruit and Vegetable Producer
Micheal L. Wright	Hormel Foods
Jim L. Cochran	Pfizer Animal Health
Gary Crane	Ralph's Packing Company
Rodger T. Kerr	Economic Development
David McLaughlin	Advanced Food Company
Brett Burk	Elanco Animal Health
Ron Jamison	Tahlequah Mill & Elevator Co.
Bobby Miller	Miller Truck Lines
Linda Whitworth	Textiles
Robert Bingham	Bil-Jac Foods
Charles Nichols	Producer/Cattleman
Roger Ediger	Ediger and Ediger Farms

Start-Up Companies, 2000

Circle S Meat Market	Cushing
Gordon's Log Cabin	Guymon
Grady County Agricultural Advancement Co. LLC	Chickasha
Grandma Jo's Hot Cocoa	Hendrix
Granna's Chili	Bessie
Kennedy Foods	Edmond
Livestock Nutrition Center	Guthrie
Mountain Country Foods	Okeene
Pep-In The Mustard	Stillwater
Rock Ridge Rabbitry	Perry
Selerakita	Stillwater
Star Dairy	Mulhall
Stu's-Q BBQ	Edmond
Totally Natural Foods	Grove

Food Research Initiative Program (FRIP) Projects, 1999-2000

- Development of beef broth and bone meal as flavor enhancers in pet foods
- Concentration of food and agricultural products using super absorbent polymers
- Evaluating Oklahoma Hard Red Winter wheat by protein level for use in commercially prepared dough products
- Improved detection of *Campylobacter jejuni* in foods
- Development of an agglomeration and pelletizing process for extraction of ground sage, part II
- Peanut butter slices process development
- Development of a rapid detection assay for *Listeria monocytogenes*
- Development of uses for pecans after oil extraction process

Food Extension Initiative Program (FEIP) Projects, 1999-2000

- Value-added impacts and diversification potential in Pottawatomie County, Okla.
- An investigation of Oklahoma value-added micro-entrepreneurs
- Examining value-added opportunities for non-marketable Oklahoma peaches

Active Projects, 2000

7-Eleven Stores of OKC	Ed Hall	Hormel
Advance Foods Co.	El Sueno Enterprise	Kelco (Nutrasweet)
Allied Custom Gypsum	Enchilada King L.L.C. dba	Kennedy Foods
Bar-S Foods Co.	Cocina De Mino	Kirkpatrick Pet Shop
Big Daddy's BBQ Sauce and Spices	Energy Meter Systems	Knight Creek Farms
Brawdy Mushroom Farms	Extreme Foods	Larnell Dennis
Brownswiss Dairy	Farmers Cooperative	Livestock Nutrition Center
Chef's Requested	Association	Lyons Farms - All Angus
Cherokee Locker Plant	Field's Pies	Maridee's Country Kitchen
Cherokee Station/Inn	Gene Boiles	Martin Luther King Center
Chickasha Coop	Good Fun Foods	Matador Processors, Inc.
CJ NutraCon Inc.	Gordon's Log Cabin	Mayfield Marinates and Sauces
Dorothy Faye Inc	Grady County Agricultural	Michael's Gourmet Products
Dr. Soy	Advancement Co. LLC	Mid-Oklahoma Cooperative
Earth Elements	Grandma Jo's Hot Cocoa	Mountain Country Food
	Granna's Chili	National Cattleman's Beef Assoc.

Appendices

Active Projects, 2000, cont.

National Steak and Poultry	QFSE Inc. OK Restaurant	Tower Café
Natural Farms	Supply CO.	Tri- State Enterprises
Nicoli's Italian-American	QuikWater, division of Webco,	Triple H. Ranch
Steakhouse	Inc.	Valliant Vegetables
Oklahoma Department of	Redbud Gourmet	Value Added Dairy Enterprise
Commerce	Richardson Foods	Vincent Farms
Oklahoma Wheat Commission	Shawnee Milling Co.	W.B. Johnston Grain
Oklahoma Wheat Commission	State Fair Foods	Waldo McIntosh
OK-TX Meat Processors Assoc.	Stu's-Q Barbecue Sauce	Walker Smoked Meats
Our Enterprise LLC	Susan Bachman	Wheatland Grain
Pep in the Mustard	Taff Farm	WinHy Foods Inc.
Phillips Plastic Division	Tanenbaum/Stroud Project	XTRAVAGANTZ Foods
Pratt Foods	Totally Natural Foods	

Completed Projects, 2000

3 Guys Smokin'	Gilbert Klemme	Nonion, LLC
Advance Foods	Gliori's Italian Food	OK Water
Backwoods Baskets	Good Fun Foods	Oklahoma Botanicals
Barker, Kim	Granny's Hillside Farms	Oklahoma Department of
Bar-S Foods	Griffin Foods	Corrections
Bedré Nut & Candy Company	Grover Lane	Oklahoma Liquid Feed, LLC
Big Daddy BBQ Sauce	Harrington, April	Osteen's Meats
Big Giant Foods	Herbert Specialty Meats	Our Enterprises
Big Mama's Pastry Corp.	Hobo Cookies	Parkey, Bill
Big Red BBQ Sauce	Hodge's Quality Meats	Petzold, Lisa
Billy Boy	Hubbard, David	Pooch Paradise
Boyles, Milton	Hubbard, Tyrone	Prairie Gypsies Catering
Bulldog Beef Jerky	Imperial Coffee & Foodservice	Redbud Gourmet
Byford, Linda	Jamberry Farm	Rolling Hills Tree Farm
C.D. Barnes	JC Potter Sausage Co.	Ross, Charles
Carl's Chili Co.	J-M Farms Inc.	S & J Enterprises
Chick Millie's Blue Moon Inc.	KAJLB Frozen Foods	SAGE
CJ NutraCon	Kelly Farms	Sallee Family
Cook Shack	Kim's Ribs BBQ	Selerakita
Country Bakery	Lewis, Mary	Shawnee Milling
Cunningham, Gary	Lift Pack, LLC	Sisson Seed
Cusack Meats	Little Eagle & Associates	Skelton's Natural Beef
Custino's Supreme Quality	Lyons Farms	Southwest Ostrich Processors
Food Products	Magic Bait	SST Development Group
Daddy Hinkles	Malo Inc.	The Prairie Gypsies
Dan's Cornbread Stuffing	Manilla Foods	Thompson's Red River Jerky
Department of Agriculture	Maria Rae Salsa	Co.
Dino's Salsa	Maridee's Country Kitchen	Tortilla Lupita
Douglas Cooperative	Cakes	Trading Companies of
Duty Packers	Meat HACCP	America/Toucan Inc.
Eischen Industries, Inc.	Mid-Continent Packaging	Valliant Vegetables
Fairview Packing	Moody, Paula	Vinyard Veggies
FAPC Client Donation	Mrs. Farmer's Recipe	Walke Brothers meats
Farm Fresh Foods and	Collection	Wellness Works
Beverage	Nicoli's Itaian-American	Wheatland Foods
Fish Farm	Steakhouse	Wild Country Meat Market
G & R Foods	No Man's Land Beef Jerky	WinHy Foods
Geriatric Care	Nomadics	Woody Candy Co.