



United States
Department of
Agriculture

National Institute
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and Agriculture



BIOENERGY, CLIMATE,
AND ENVIRONMENT



FOOD PRODUCTION
AND SUSTAINABILITY



YOUTH, FAMILY,
AND COMMUNITY



FOOD SAFETY
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INTERNATIONAL
PROGRAMS



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Beginning Farmer and Rancher Development Program

**Grant Applicant Webinar #2
Projects serving Special Audiences**

May 6, 2014



Outline of Webinar

1. Brief recap of webinar #1
2. Projects serving military veterans
3. Projects serving socially disadvantaged or limited-resource audiences, or farmworkers



Program Basics

- The 2014 Farm Bill has made available \$19.2 million in FY 2014 for the Beginning Farmer and Rancher Development Program (BFRDP).
- Funding is only for education, training, outreach and mentoring of beginning farmers and ranchers in entering, establishing, building and managing successful farm and ranch enterprises.
- The recipients must be a collaborative, State, tribal, local, or regionally-based network or partnership of public or private entities, which may include: state cooperative extension service; community-based and nongovernmental organization; college or university (including institutions awarding associate degrees); or any other appropriate partner.



Three Categories in FY 2014

- Standard Projects - to provide local and regional training, education, outreach and technical assistance
 - Up to \$250,000 per year for up to 3 years
- Educational Enhancement Teams – for evaluation, assistance and enhancement of beginning farmer and rancher education in the US
 - Up to \$250,000 per year for up to 3 years
- Curriculum and Training Clearinghouse
 - Up to \$200,000 per year for 5 years



Standard Grant Topics

2014 Agriculture Act

- A. Basic livestock, forest management, and crop farming practices;
- B. Innovative farm, ranch, and private, nonindustrial forest land transfer strategies;
- C. Entrepreneurship and business training;
- D. Financial and risk management training (including the acquisition and management of agricultural credit);
- E. Natural resource management and planning;
- F. Curriculum development;

...continued on next slide



Standard Grant Topics – cont.

- G. Mentoring, apprenticeships, and internships;
- H. Resources and referral;
- I. Farm financial benchmarking;
- J. Assisting beginning farmers or ranchers in acquiring land from retiring farmers and ranchers;
- K. Agricultural rehabilitation and vocational training for veterans;
- L. Farm safety and awareness; and
- M. Other similar subject areas of use to beginning farmers or ranchers.



Good Practices - Standard Grants

Know your audience

- Who and where are they and what do they need
- How will you engage, educate and assist them

Propose a solid plan of work

- Ambitious yet achievable
- Most projects address more than one topic (production, marketing, financial)
- Many approaches, tailored to the needs of the audience

Focus on results: Enhance the number and success of beginning farmers and ranchers



Educational Enhancement Team (EET) Projects

Assess and identify existing curricula and gaps

- Establish team with broad expertise
- Collect, synthesize, evaluate available curricula
- Evaluate training, outreach and mentoring programs

Develop curricula and train-the-trainers

- Develop curriculum to address the gaps for specific audiences
- Develop and deliver train-the-trainer programs

Collaborate with BFR educators for maximum impact

- BFRDP-funded projects and others
- BFRDP Clearinghouse



Curriculum & Training Clearinghouse

Maintain & enhance online library

- Materials developed through BFRDP and other sources

Facilitate sharing, collaboration & use

- Collaborate with EET and Standard grantees
- Train & assist them to share & learn from each other

Assist in Enhancing Outcome-Based Reporting

- Help grantees organize their results
- Disseminate information on successes

Note: Build upon previously-funded clearinghouse (link to its progress report is in Request for Applications)



Funding Priorities

- Partnerships and collaborations that are led by or include nongovernmental, community-based or school-based agricultural educational organizations with expertise in new agricultural producer training and outreach
- At least 5 percent of funds to projects that serve socially disadvantaged beginning farmers or ranchers, limited-resource farmers and ranchers, and farm workers desiring to become farmers or ranchers
- At least 5 percent of funds to projects that serve beginning farmers and ranchers who are military veterans



Proposal Submission Requirements

- Applications require 25% matching
- Only electronic applications through grants.gov are accepted
- Need to follow all guidelines published in the Request for Applications
- Deadline of June 12, 2014 @ 5 p.m. eastern daylight time (EDT).



Restrictions on Funding

Funding cannot be used:

- To purchase land, large machinery, animals
- For the planning, repair, rehabilitation, acquisition, or construction of a building or facility
- To begin farming
- To set up Individual Development Accounts
- To conduct research



Administrative Information Covered in Webinar #1

- **Matching Regulations**
- **Programmatic Requirements**
- **Indirect (F&A) Costs**
- **Definitions**
- **Matching Documentation**
- **Matching Do's and Don'ts**



Application Process

- **Register with Grants.Gov – Right Away!**
http://www.grants.gov/applicants/get_registered.jsp
 - This process can take weeks to complete
- **Check on Computer essentials**
 - Adobe Acrobat – only .pdf is accepted
 - High speed connection – universities, county extension or libraries.
 - Read the Request for Applications on NIFA website
- **See Webinar recording**
 - Everything You Want to Know About Grants.gov
 - <http://www.nifa.usda.gov/funding/bfrdp/bfrdp.html>



Evaluation Criteria

- Relevancy
- Technical merit – clarity, workplan, innovation, outcomes/targets, adaptability, sustainability beyond life of grant, logical budget
- Achievability – probability of success
- Expertise and track record of applicants
- Adequacy of personnel, facilities, equipment
- Adequacy of management plan including evaluation, reporting and communication



www.nifa.usda.gov/funding/bfrdp/bfrdp.html

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Grants

Beginning Farmer and Rancher Competitive Grants Program

Information for 2014 applicants:

Please use the following resources when preparing an application to the Beginning Farmer and Rancher Development Program (BFRDP). We have two upcoming webinars to discuss the 2014 Request for Applications (RFA) as well as webinar recordings on grant writing tips and using Grants.gov.

- UPCOMING Webinar – General RFA introduction, April 30, 2-4pm (EST)
- UPCOMING Webinar – For applicants with special audiences (includes veterans, socially disadvantaged, limited resource, and farm workers), May 6, 2-4pm (EST)
- Webinar recording – [Everything You Want to Know About Grants.gov](#)
- Webinar recording – [Grant Resources for Community and Faith-based Organizations](#)
- Access the Request for Applications on the [BFRDP Funding Opportunity page](#)

Program Details:

- [Program Synopsis](#)
- [Memo re: Agriculture Act of 2014 and BFRDP funds](#)

Reviewer Information:

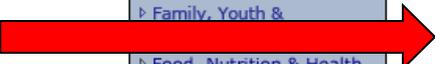
- [Directions to Waterfront Centre](#)
- To be considered as a potential reviewer, please send an email message with your contact information and area(s) of expertise to: bfrdp@nifa.usda.gov
- [Electronic Peer Review System \(PRS\)](#)
- [Reviewer Responsibilities](#)

Results and Impacts

Webinar recordings



Funding oppty page



More useful info





Funding Priority Subset – Military Veterans

- Agricultural rehabilitation and vocational training for veterans
 - Standard Grants: Address this topic *only* if you want your application to be considered in the Military Veteran set-aside category



Funding Priority Subset – Military Veterans

- Not less than 5 percent (5%) of the program funds available for standard BFRDP projects will be allocated to address the needs of beginning farmers and ranchers who are military veterans.



Definition – Military Veteran

- Military Veteran means a person who served in the active military, naval, or air service, and who was discharged or released from the service under conditions other than dishonorable.



Definition – Veteran Farmer or Rancher

- Veteran farmer or rancher means a farmer or rancher who served in the active military, naval, or air service, and who was discharged or released from the service under conditions other than dishonorable. (See 7 U.S.C. 2279(e) for further details.)



Funding Priority Subset – Military Veterans

- State what percentage of your budget will be allocated to serving veterans
- Explain how the beginning farmers and ranchers in the identified target audience will be recruited and provided with appropriate training, education, outreach and/or mentoring



Funding Priority Subset – Military Veterans

- Provide evidence of your ability to serve the needs of the identified audience, e.g., a strong track record of having previously done so



Educational Enhancement Team Projects

- Must include access and suitability of programs to veteran farmers and ranchers
- New curriculum includes modules for specific audiences, e.g. military veterans



Funding Priority Subset – Military Veterans

- A recipient of such a grant may coordinate with a recipient of a grant from the AgrAbility program (<http://www.agrability.org/>) in addressing the needs of veteran farmers and ranchers with disabilities



AgrAbility Program

To increase the likelihood that farmers, ranchers, farm workers and farm family members with disabilities experience success in agricultural production.

Projects build service capacity on national, regional, state, and local levels through:

- Assistance
- Education
- Networking
- Marketing



AgrAbility Program

Supports cooperative projects between State Cooperative Extension based at either 1862 or 1890 land-grant universities and private, non-profit disability organizations.

Annually, program funds:

- State and Regional AgrAbility Projects (SRAPs), and
- National AgrAbility Project

SRAPs funded for up to 4 years, at approx.
\$180,000/year



AgrAbility Grantees in FY13

State and Regional AgrAbility Projects

- Colorado State University
- Kansas State University
- Oklahoma State University
- University of Arkansas Cooperative Extension Service
- University of California
- University of Delaware
- University of Kentucky
- The University of Maine
- University of Minnesota
- University of Nebraska-Lincoln
- University of Wisconsin-Madison
- University of Wyoming
- Utah State University

- Virginia Polytechnic Institute & State University
- Purdue University
- North Carolina Agricultural and Technical State University
- The University of Vermont
- The University of Tennessee
- Pennsylvania State University
- Ohio State University

National AgrAbility Project

- Purdue University



USDA Resources

- USDA Office of Advocacy and Outreach
 - <http://www.outreach.usda.gov/veterans.htm>
- USDA Economic Research Service
 - <http://www.ers.usda.gov/publications/eb-economic-brief/eb25.aspx>



Definition: Socially Disadvantaged Beginning Farmer or Rancher

- A farmer or rancher who is a member of a socially disadvantaged group (i.e., a group whose members have been subjected to racial, ethnic, or gender prejudice because of their identity as members of a group without regard to their individual qualities) (7 U.S.C. 2003(e)).



Socially Disadvantaged Groups

- The groups include African Americans, American Indians or Alaskan natives, Hispanics, and Asians or Pacific Islanders, including women.



Limited Resource Farmer or Rancher

A farmer or rancher with:

- Direct or indirect gross farm sales not exceeding the current indexed value in each of the previous 2 years
- Total household income not exceeding the national poverty level for a family of 4, or less than half of the county median household income in each of the 2 tax years prior to this fiscal year.



Farmworkers

- Farmworkers who want to become farmers or ranchers (farmbill)

Categories of Farmworkers (Department of Labor)

- Seasonal Farmworkers
- Migrant Farmworkers
- Migrant Food Processing Workers



Approaches to Success in Working with Socially Disadvantaged/Limited Resource Farmer or Rancher

- Encouraging shared risk taking
- Information transfer
- Collaborative business management practices



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Underlying Factor to Meeting the Needs of SDF/LRF

- Cultural Norms of the Group



Bridge to Success

USDA can serve as a bridge to success if trust and support are earned via information delivery in a culturally sensitive manner relying on:

- customs
- language
- social networks dominant in local settings



Strategies for Better Serving Socially Disadvantaged or Limited Resource Farmer or Rancher

- Culture
- One-on-one training
- Social media
- Effective partnership
- Innovative approaches to outreach

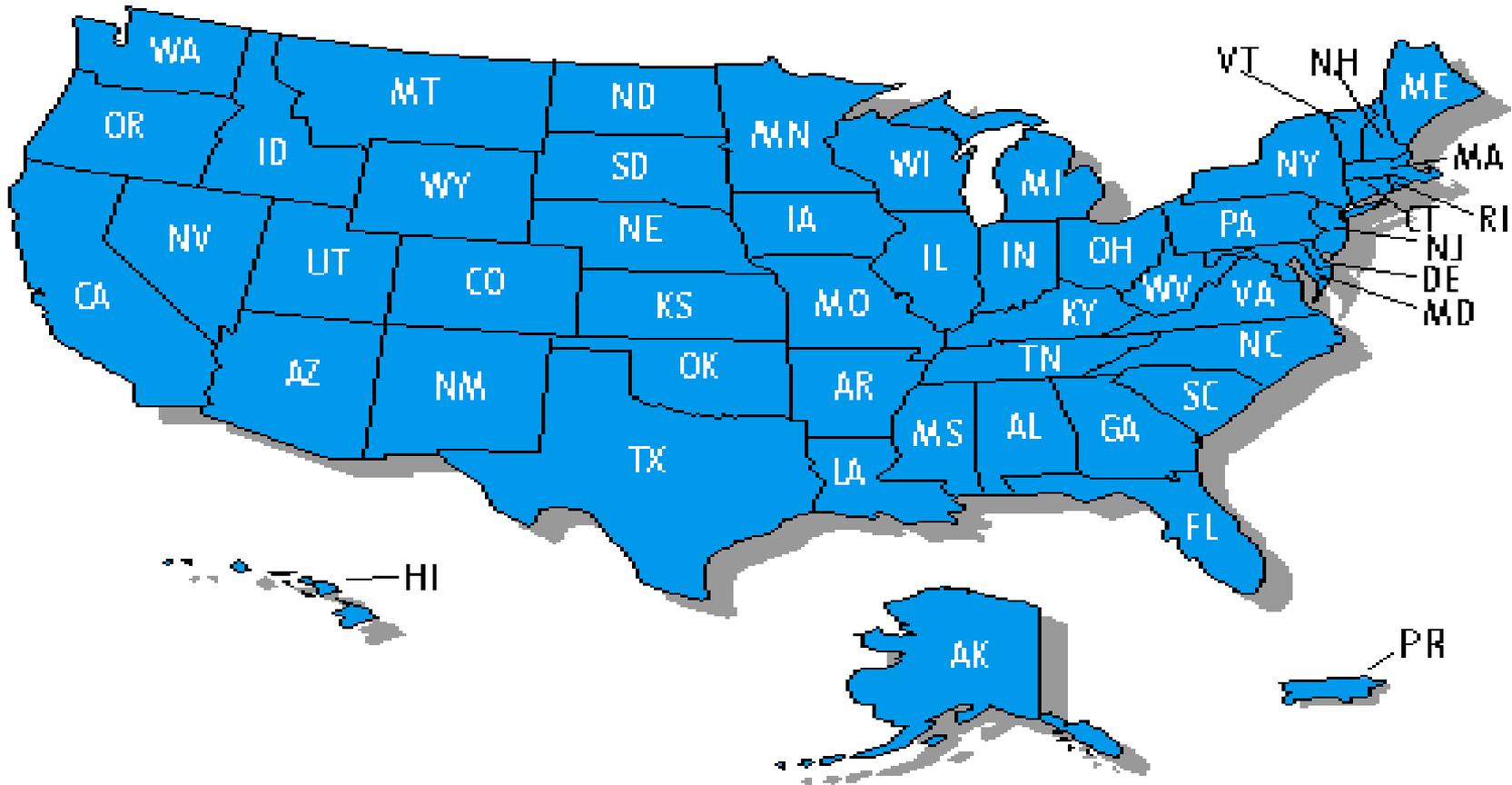


Examples of Most Effective Partnerships

- Institutions of Higher Education
- Community-Based Organizations
- Cooperative Extension



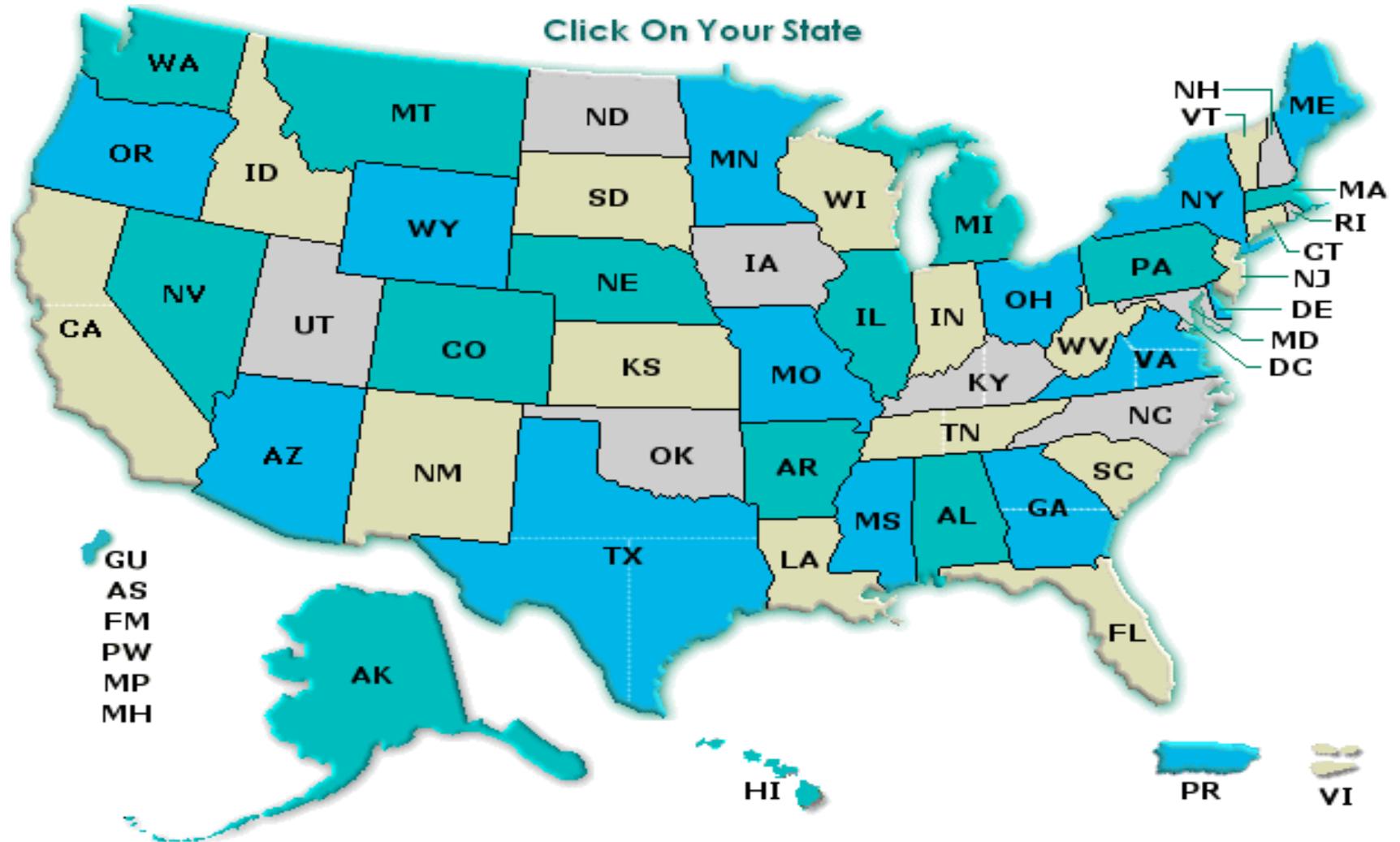
Cooperative Extension System



| | | | | | |
|----------------|------|--------------------------------|-------------------|----------------|------------------|
| American Samoa | Guam | Federated States of Micronesia | Northern Marianas | Virgin Islands | Washington, D.C. |
|----------------|------|--------------------------------|-------------------|----------------|------------------|



USDA Service Centers





Partners' Weblinks

- Cooperative Extension System Offices

<http://www.nifa.usda.gov/Extension/index.html>



Partners' Weblinks Continued

- USDA Service Center Locator
- [http://offices.sc.egov.usda.gov/locator/a
pp](http://offices.sc.egov.usda.gov/locator/app)



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Resources

- Thinking About Farming
Start2Farm.gov



USDA Strikeforce Initiative

- Weblink:

http://www.usda.gov/wps/portal/usda/usdahome?navid=STRIKE_FORCE



What is the Strikeforce Initiative

- Established by Secretary Vilsack in 2010 to address the challenge of persistent poverty in hardest to reach counties.
- 20 states covering 700 counties are in the strikeforce zone



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Contact Information for Grants.gov

- 1-800-518-4726; M-F 7:00 am – 9:00 pm Eastern Time
- Email: support@grants.gov
- Get a Case ID # if you are having submission problems.