



# GRANTS 101

## FINDING, NAVIGATING AND WRITING FOR FEDERAL GRANTS

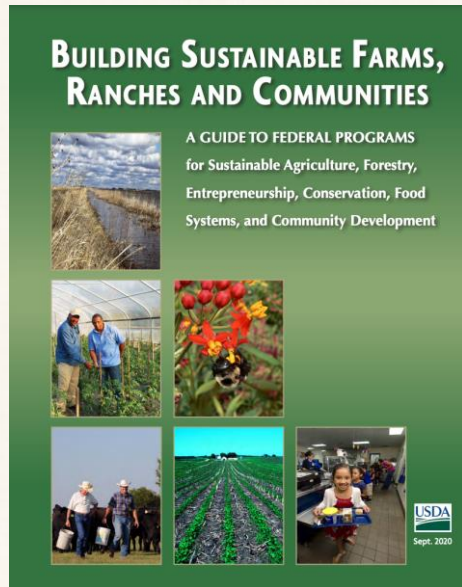
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# IDENTIFYING GRANTS – Resources

## MFAI's funding Guide: Building Sustainable Farms, Ranches and Communities



## Grants.gov search

SEARCH: Grant Opportunities | Enter Keyword... | HELP | REGISTER | LOGIN

GRANTS.GOV | Search Grants

**SEARCH GRANTS**

BASIC SEARCH CRITERIA:  
Keyword(s):  
Opportunity Number:  
CFDA:

OPPORTUNITY STATUS:  
 Forecasted (557)  
 Posted (1,976)  
 Closed (6,539)  
 Archived (65,626)

FUNDING INSTRUMENT TYPE:  
 All Funding Instruments  
 Cooperative Agreement (835)  
 Grant (1,775)  
 Other (175)  
 Procurement Contract (43)

1 - 25 OF 2533 MATCHING RESULTS:

Opportunity Number	Opportunity Title	Agency	Opportunity Status	Posted Date	Close Date
23-630	Ethical and Responsible Research	NSF	Posted	09/30/2023	01/25/2024
72064923RFA00002	USAID Somalia's Accelerated Education Activity	USAID-SOM	Posted	09/29/2023	11/13/2023
2023-NIST-CHIPS-SMME-01	CHIPS Incentives Program - Facilities for Semiconductor Materials and Manufacturing Equipment	DOC-NIST	Posted	09/29/2023	
23-629	NSF Trailblazer Engineering Impact Award (Trailblazer)	NSF	Posted	09/29/2023	02/15/2024
SFCOP010088	FY 2024 Future Leaders Exchange (FLEX) Program Organizational Components	DOS-ECA	Posted	09/29/2023	11/27/2023
HR00112350051	Ultra-Wide BandGap Semiconductors (UWBG5)	DOD-DARPA-MTO	Posted	09/29/2023	12/15/2023
L24AS00040	FY24 ILJA/IRA Bureau of Land Management Oregon/Washington (ORWA) Cultural and Paleontology	DOI-BLM	Posted	09/29/2023	03/04/2024

## NSAC's: Grassroots Guide to Federal Farm and Food Programs

**NATIONAL SUSTAINABLE AGRICULTURE COALITION**

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OVERVIEW: FARM BILL PROGRAMS & GRANTS

- BEGINNING & SOCIALLY DISADVANTAGED FARMERS
- CONSERVATION & ENVIRONMENT
- CREDIT & CROP INSURANCE
- FOOD SAFETY
- HEALTHY FOOD ACCESS
- LOCAL & REGIONAL FOOD SYSTEMS
- ORGANIC PRODUCTION
- RENEWABLE ENERGY
- RURAL DEVELOPMENT
- SUSTAINABLE & ORGANIC RESEARCH
- GLOSSARY & ACRONYMS
- ADDITIONAL RESOURCES

CULTIVATING THE NEXT GENERATION: AN EVALUATION OF THE BEGINNING FARMER & RANCHER DEVELOPMENT PROGRAM

ARCHIVED PUBLICATIONS

TAKE ACTION

Para una tabla de información sobre préstamos agrícolas del USDA en español, visite la página de información [aquí](#) (Este documento [no](#) refleja los cambios de la Ley Agrícola del 2018).

Full Program Title	Description	Eligibility: Farmers (F) or Organizations (O)
<a href="#">Beginning Farmer and Rancher Development Program</a>	Strengthens beginning farmers' technical and business skills by funding training projects for beginning farmers led by non-profit organizations, academic institutions, extension services, and producer groups.	O
<a href="#">Conservation Reserve Program - Transition Incentives Program</a>	Encourages landowners to sell or lease long-term to beginning or socially-disadvantaged farmers and ranchers willing to implement sustainable practices or transition to organic production by providing two years of additional payments for expiring CRP-enrolled land.	F
<a href="#">Direct and Guaranteed Farm Loans</a>	DIRECT - Provides government loans to allow family farmers, including beginning and socially disadvantaged farmers, to purchase farmland, equipment, and other start-up and production necessities. GUARANTEE - Provides a government guarantee on commercial loans to family farmers, including beginning and socially disadvantaged farmers, for real estate costs or farm operating expenses.	F
<a href="#">Down Payment Loans</a>	Provides a low-interest government loan, made in conjunction with a private bank loan and a borrower down payment, to help beginning, minority, and	F

# IDENTIFYING GRANTS – TIPS

- Look local first
  - Are there county, city or state grants?
  - Are there private community foundations that want to support a cause like yours?
- Conduct basic internet searches
- Ask aligned individuals and groups and/or prospective partners
- Sign-up for free philanthropy newsletters, i.e. Philanthropy News Digest

grants for farmers wisconsin

Wisconsin (.gov)  
https://datcp.wi.gov › Pages › Programs\_Services › Grants

**DATCP Home Grants and Funding Opportunities**  
Wisconsin Department of Agriculture, Trade and Consumer Protection. State of ... Division of Agricultural Development. Buy Local, Buy Wisconsin Grants.

Wisconsin (.gov)  
https://datcp.wi.gov › Pages › AgDevelopment › LoanGr...

**DATCP Home Loans, Grants, and Other Financial Resources**  
DATCP Grants Provides grants to farmers, processors, and businesses to strengthen Wisconsin's agriculture industry. . USDA Farm Service Agency

Ambrook  
https://ambrook.com › funding › state › wisconsin

**List of Agricultural Funding in Wisconsin**  
Browse Ambrook's collection of grants, loans, discounts, cost shares, easements, and insurance for operations located in Wisconsin.

GrantWatch  
https://wisconsin.grantwatch.com › cat › farming-and-ag...

Extension – University of Wisconsin-Madison  
https://fyi.extension.wisc.edu › sustag › resources › sare...

**SARE Grants – Wisconsin Sustainable Agriculture - Extension**  
The SARE program provides 6 categories of competitive grants to support work in sustainable agriculture. Educators are strongly encouraged to let innovative ...

Wisconsin Department of Natural Resources (.gov)  
https://dnr.wisconsin.gov › aid › Grants

**Department grant programs | Wisconsin DNR**  
The DNR administers many grant programs. Grants are monetary awards that do not have to be paid back. You can search for grant and reimbursement programs ...

Natural Resources Conservation Service (.gov)  
https://www.nrcs.usda.gov › cig

**Conservation Innovation Grants - Wisconsin**  
Conservation Innovation Grants (CIG) is a competitive program that supports the development of new tools, approaches, practices, and technologies to further ...

Instrumentl  
https://www.instrumentl.com › Browse Grants › Wisconsin

**Grants for Farmers in Wisconsin**  
Explore grants for your nonprofit: · CHS Foundation Sponsorships · Hearst Foundation: Culture Grant · McKnight Foundation: Midwest Climate and Energy Grant.

USDA Farm Service Agency (.gov)  
https://fsa.usda.gov › Wisconsin › news-releases › usda-a...

**USDA Announces Grants for Urban Agriculture and ...**  
June 2, 2021 –The U.S. Department of Agriculture (USDA) today announced the availability of up to \$4 million for grants to support the development of urban ...

ulture Grants for Wisconsin  
nonprofit organizations and research and academic institutions  
nic farming industry. Applicants ...

Support Grant?

isin?

for prairie restoration?

# EXAMPLES OF GRANT OPPORTUNITIES FOR FARMERS MARKETS

- USDA – (Grants, cost share programs, free services.)
  - Farmers Market and Local Food Promotion Program (FMPP and LFPP) (Both open now through May 14<sup>th</sup>)
  - Regional Food System Partnerships Program (RFSP) (Open now through May 14<sup>th</sup>)
- State Ag. Departments
  - DATCP - Buy Fresh, Buy Local
- SARE – Sustainable Agriculture Research and Education
  - Partnership Grant
- The Fruit Guys Community Grant
- Community Foundations

# EXAMPLES OF GRANT OPPORTUNITIES FOR FARMERS MARKETS

- USDA – <https://www.ams.usda.gov/services/grants>
  - **Farmers Market Promotion Program (FMPP)** - funds projects that develop, coordinate and expand direct producer-to-consumer markets to help increase access to and availability of locally and regionally produced agricultural products
  - **Local Food Promotion Program (LFPP)** - The Local Food Promotion Program (LFPP) funds projects that develop, coordinate, and expand local and regional food business enterprises that engage as intermediaries in indirect producer to consumer marketing to help increase access to and availability of locally and regionally produced agricultural products.
  - **Regional Food System Partnerships Program (RFSP)** - supports partnerships that connect public and private resources to plan and develop local or regional food systems. The program focuses on building and strengthening the viability and resilience of local or regional food economies through collaboration and coordination.

# SO, YOU HAVE A GREAT IDEA...

*Are you ready to pursue funding? How do you know?*

- What problem, need, or opportunity are you addressing?
- What's your primary strategy to address your problem?
- Have others already addressed this problem?
- What's a realistic timeline to do this work?
- **What resources do you need to apply for a grant, conduct the project, and administer the project? Which do you already have?**
  - People power (including partners)
  - Funding
  - Materials/supplies/equipment
  - Other??



# SO, YOU HAVE A GREAT IDEA...

## *Other questions to consider:*

- What are your goals and measurable objectives? How will you measure and evaluate them?
- Who else might care about, or already be addressing, your problem? Should they be involved in your project?
- Who is your target audience? How do you reach your them? Should they also be involved in the project?



# AND YOU NEED MONEY TO DO IT...

*What should you consider when looking for grants?*

- Identify funding programs/opportunities whose purposes, values, and available resources seem most suitable to your purposes and values.
- Would your project advance a funder's stated mission and goals? And vice versa...
- Consider if multiple types of funding assistance could be useful to your project.





# AND YOU NEED MONEY TO DO IT...

## *What should you consider when looking for grants?*

- Are you an eligible entity?
- Is the program's form of assistance appropriate to your needs?
- What's its average grant amount and total pool?
- Is funding available up-front or as reimbursement?
- What match amount is required, if any?



# AND YOU NEED MONEY TO DO IT...

*What should you consider when looking for grants?*

- When is the program's deadline?
- Is there a pre-proposal process and how does it stretch out the timeline?
- What's the duration of a program's grant?  
Does it fund multi-year projects?
- What are the restrictions for use of funding?



# THOSE ARE A LOT OF QUESTIONS!

## *How do you figure out the answers?*

- Carefully read the Request for Proposals (RFP), RFA, guidelines, etc. found on funder's website.
- Participate in program webinars for prospective applicants.
- Find the list of past awarded grants/grantees.
- If allowed, contact funder staff.
- When appropriate, ask past grant recipients.

2023 NCR-SARE Farmer Rancher Grant Projects Recommended for Funding										
Project #	Title	PI First Name	PI Last Name	Primary Grantee	Project State	\$ Amt	Cumulative	Practices	Commodities	Brief Description
FNC23-1359	Breeding a Cold-hardy, Non-astriugent Hybrid Persimmon Cultivar	Weston	Adams	Weston Adams	MO	\$ 14,989	\$ 14,989	Crop Production	Fruits	Persimmons are rising in popularity as a naturally disease-resistant fruit for the NC-SARE region, but growers currently have access to very few non-astriugent cultivars with sufficient cold hardiness. Using hybrid genetics, I wish to launch a private breeding project to address this problem.
FNC23-1361	Developing a Regional Spring Flowering Seed Mix to Support North Central Mason Bees	Justina	Block	Osmia Bee Company	OH	\$ 28,954	\$ 43,943	Crop Production	Animals	Develop and distribute a regional herbaceous seed mix for mason bees, and generate a public list of the floral resources that support mason bees so that North Central farmers, land managers, and home owners can make informed decisions on how to provide resources for springtime mason bees.
FNC23-1362	Pull-Type Hazelnut Combine Development	David	Bohnhoff	Happy Roots Farm	WI	\$ 30,000	\$ 73,943	Production Systems	Nuts	Development of a machine incorporating (1) a shaker for removing hazelnut clusters off plants, (2) a unique cluster collection platform and transport system, (3) a threshing unit for freeing nuts from their husks, and (4) rotary sieves and a winnowing system for separating nuts from other debris.
FNC23-1363	Hybrid Electric Tractor Energy - Saving Configuration Conversion	Robert	Braun	Pigeon River Farm	WI	\$ 14,957	\$ 88,900	Energy	Not commodity specific or doesn't apply	Converting farm utility tractor used for many tasks in the farm's daily operation to a hybrid configuration. The tractor will be modified with a modern high-powered electric motor and powered with onboard batteries. This configuration will mimic the example plug-in Toyota Prius strategy.
FNC23-1364	Creating a Sustainable Honey Bee Depository from Urban to Rural Settings	Robert	Brooks	META	KS	\$ 12,860	\$ 101,760	Crop Production	Animals	It has been shown in the US and Europe that there are more honey bees and pollination (seed setting) in cities than rural areas. When bees swarm in the city they usually enter a house and are exterminated by the home owner. I propose to trap these bees relocating them to rural areas as pollinators.
FNC23-1365	How can Midwestern growers make the most of winter high tunnel real estate for winter salad mixes?	Michelle	Nowak	Franklinton Farms	OH	\$ 8,781	\$ 110,541	Crop Production	Vegetables	Unheated high tunnels make it possible to grow year-round in the Midwest, but careful crop selection is crucial for optimizing winter yields and profits. In our winter high tunnels, we will compare yields of 14 varieties of direct-seeded varieties of

# GRANT WRITING 101 – GET ORGANIZED

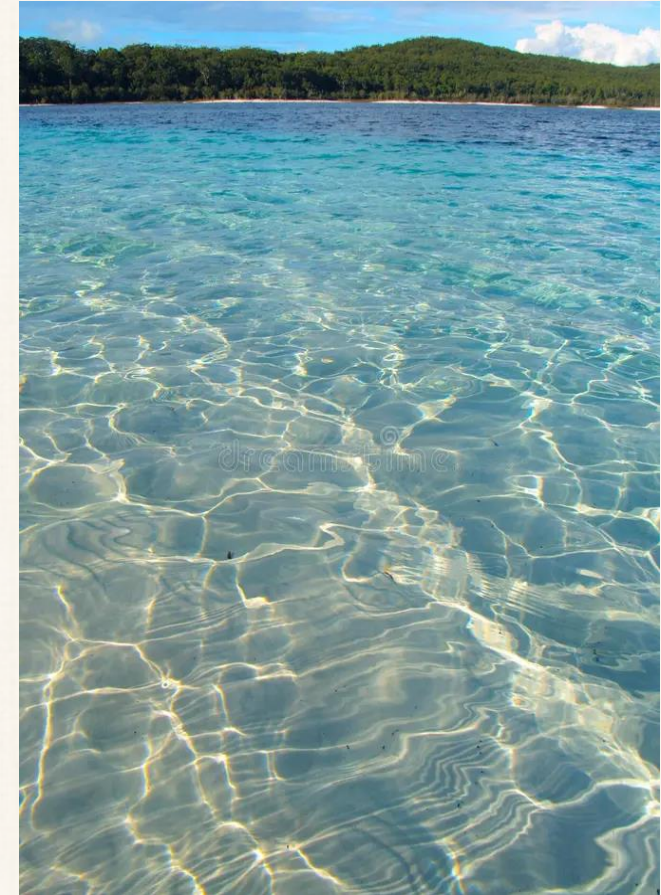
*You're ready to write a grant, but how do you do it?*

- **START EARLY!! Make a “crop plan” for your grant.**
  - **Check all assumptions on how long any part of the application will take.**
  - Create an application completion timeline backwards from the grant deadline.
  - Register right away for any online accounts needed. For Federal, a SAMs registration will be required.
- Read the RFP/guidelines at least 3X. Follow its instructions exactly.
- Use the funder's checklist; if one doesn't exist, make your own.
- Use an outline to keep it logical and to share with other coordinators and reviewers.



# GRANT WRITING 101 – BE CLEAR

- Use clear, simple language, readable to all (or most) audiences. Assume reviewers don't know you, your work or acronyms.
- Explain how your proposal advances the funder's goals for that funding opportunity.
- Be precise and accurate; don't exaggerate information.
- Develop your proposal's (small) team of collaborators.
- Get fresh eyes on it for review.
- Be sure your budget is accurate, clear, following all budget requirements, and accompanied by a budget narrative/justification, if required.



# GRANT WRITING 101 – BE STRATEGIC

- For letters of support, offer talking points or a draft for their authors (but don't make them all alike).
- Make sure you understand the grant review process; know the point values of each section.
- Identify the weakest aspects of your proposal and give yourself time to fix them.
- **Know the grant deadline, including the time of day it's due, and submit well in advance.**



# GRANT WRITING 101 – DETAILS

- Follow the grant narrative and budget formats exactly.
- Get needed matching funds, named partners, letters, equipment/supply quotes, and signatures lined up (early).
- Be willing to readjust your proposal for each funding program to which you submit it to, paying attention to new details of new applications.



# THE APPLICATION – Narrative

- **Project Summary:** Summary of the what, who, why, where, and how questions. (*Recommend writing once the narrative is complete.*)
- **Introduction to farm/organization work and mission:** Give pertinent background information about your group and impact.
- **Goal(s)/Need:** What are your project's goal(s), i.e. what is the problem or problems you're trying to solve, and what facts support them?
- **Objectives/Approach/Method/Activities:** What steps do you plan to take to reach the goal(s)?
- **Time Line/Workplan:** How long will each step require?
- **Personnel Credentials:** Who are key staff, consultants/contractors and partners?
- **Communication/Outreach:** To whom and how will you communicate about your work?
- **Evaluation:** How will you measure your progress toward goals and objectives? How will you gather the data?
- **Budget and Budget Narrative:** What will this cost, what is your match contribution? Detail out in budget form and in narrative.



# THE APPLICATION – Budget/Budget Narrative

- Describe and justify each budget expense.
- List sources of match. (Include letters of commitment for all sources of match.)
- Explain anything in the budget that you think might not be obvious to the reviewer.
- Ensure that the language you use in the *project narrative* explaining each objective/activity matches what's in the budget.

Page 3 **Budget Sample #2**

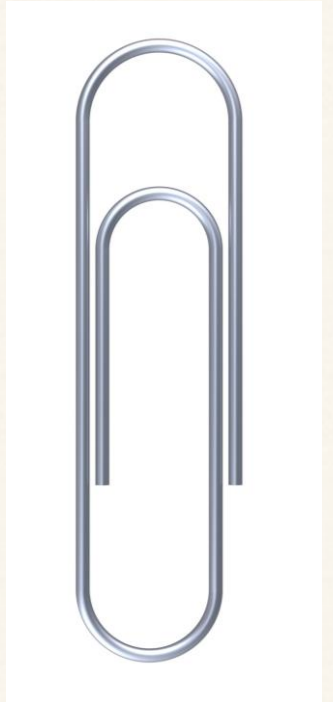
	Federal	Non-Federal Match** Cash	In-Kind	TOTAL
<b>a. Personnel (Salary/wages)</b>				
Cooperative manager to serve as project Coordinator, 300 hours @ \$25/hr.	\$2,500	\$5,000	-	\$7,500
Project development team (3 Bd members) 24 days each @ \$200/day	-	-	\$14,400	\$14,400
Hourly project staff to assist manager with project development, trip schedule and grant management, 520 hours @\$15/hr	\$7,800	-	-	\$7,800
<b>b. Fringe Benefit</b>				
Cooperative manager @20%	\$500	\$1,000	-	\$1,500
Board members, N/A	-	-	-	-
Hourly@12%	\$936	-	-	\$936
<b>c. Travel</b>				
3 out-of-state trips by project team of 4 to visit cooperative-owned processing plants with costs per trip estimated at: daily rate & gas for van @\$110/day for 4 days; hotel @\$80 ea for 3 nights, meals 4 days @\$30/day; parking @\$20	\$2,850	\$2850	-	\$5,700
<b>d. Equipment</b>				
-	-	-	-	-
<b>e. Supplies</b>				
Educational resources (list)	\$1,000	-	-	\$1,000
<b>f. Contractual (attach detailed &amp; approved budget)</b>				
Subcontract to XX University for cost and market analysis study	\$10,000	\$10,000	-	\$20,000
Subcontract to XX firm for development of business plan	\$10,000	\$5,000	-	\$15,000
<b>Other</b>				
Subscription for marketing service	\$2,664	-	-	\$2,664
Printing and postage for report	\$500	\$500	-	\$1,000
<b>Total Direct Costs</b>	<b>\$38,750</b>	<b>\$24,350</b>	<b>\$14,400</b>	<b>\$77,500</b>

\*\*Sources of Match (see attached letters of commitment)

# THE APPLICATION – Attachments

Examples of common attachments (to be submitted at the same time as the completed proposal). Do not submit attachments that aren't specifically requested.

- Letters of support/commitment
- List of staff/board/partners and their expertise
- Income/Expense statements, operational budget, etc.
- Articles of incorporation, business certificate, 501(c)3 letter, etc.
- Photos, plans, other supporting documentation
- Annual report
- For Federal, will be other forms required
- “Other” can be allowed with some funders. Read guidelines carefully.



# FAQ'S

- What if my application gets rejected?
- What about funding for ongoing programs or operations?
- What resources are available for BIPOC farmers?
- What resources are available for beginning farmers?
- Grants for equipment?
- Grants for capital improvements?
- Grants for purchasing land?
- What about conservation practices?

# MFAI RESOURCES FOR SUPPORT

MFAI's website offers numerous documents to support your grant writing.

<http://michaelfields.org/grant-advising-resources/>

These include:

- How to design projects, identify funding prospects, and successfully write grants
- Grant-writing Do's and Don'ts
- Strategies for writing budgets for federal grants
- Electronic Submission
- Recorded presentations

**Grants Advising:** Assists with reviewing drafts, identifying best fit opportunities, talking through grant guidelines, etc.



**QUESTIONS?**

**Wren Almitra**

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