

# Grants - Do Exist, Just Hard To Catch!



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Carl Rainey

DATCP

Economic Development Consultant

608.224.5139

[carl.rainey@datcp.state.wi.us](mailto:carl.rainey@datcp.state.wi.us)



# Overview

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- Grant Scams
- State Grants
- Federal Grants



# Web Sites for Grants

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You probably are here because you've seen ads on Yahoo or Bing like:

- Get Government Grants Free!
- Get Up To \$250,000 From The Government!
- Free Government Grant CD
- Obtain Government Grants Today!
- Free Money From The Government

These ads seem to be everywhere:

- Ads on forums, search engines, TV, etc.
- So why are there so many out there? **Why spend \$1,000s in advertising?**
- **They are selling you the promise of free money**
- **This is a huge market because free money is something virtually everyone of us could use more of.**

http://myamericanbenefitsplan.com/



## MATTHEW LESKO GOVERNMENT MONEY CLUB

World's Largest Database of Govt. Programs

- ✓ Free Research help 24/7
- ✓ Live Web Seminars with Q&A
- ✓ Free Help Filling out Applications
- ✓ Video Training from Experts

**BECOME A MEMBER!** ONLY ~~\$49.95~~ **\$19.95** SIGN UP NOW!

As a member, you will receive free help filling out government applications! Ready to join? It's simple to register! [CLICK HERE!](#) Limited time no initiation fee

Matthew Lesko

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01 HELP WITH EDUCATION, TRAINING & JOBS	02 HELP WITH BILLS, EXPENSES AND DEBT	03 START OR EXPAND YOUR BUSINESS	04 Obama's \$ 787 Billion Stimulus	05 Swine Flu
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# Web Sites For Free Money Be Careful!

From: <http://www.government-grants-101.com/>

The Secrets of Getting Free Grants Now Revealed!

"Qualify For At Least \$25,000 In Free Grants Money - Guaranteed!"

Each day over One Million Dollars in Free Government Grants is given away to **people just like you** for a wide variety of Business And Personal Needs

Government Grants For Business:

- Anyone thinking about going into business for themselves, or wanting to expand an existing business should rush for the world's largest "one-stop-money-shop" where FREE MONEY to start or expand a business is being held for you by the Federal Government.
- It sounds absolutely incredible that people living right here in the United States of America wouldn't know that each year the world's largest source of free business help delivers:
  - Over **\$30 billion dollars** in free **grants and low-interest loans**
  - Over **one-half trillion** dollars in **procurement** contracts
  - Over **\$32 billion dollars** in **FREE consulting and research grants**

# Web Sites For Free Money

## Be careful!



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### Welcome to **GOVERNMENTGRANT.com**

For over 50 Years the US Government has been giving grants to US Citizens. In 2009 Billions are available as **part of the Economic Stimulus Package**.

Governmentgrant.com is your definitive source for Federal, State and Municipal Grants.

**We will show you what programs are available in your area and how to apply**

#### **Each day millions of dollars in Free Government**

Grants are given away to people just like you for a wide variety of Business and Personal Needs.

- USA Government Grants are available for: Small Business Grants \$151.5 Billion
- Housing and Healthcare Grants \$186.1 Billion
- Student and College Grants \$86.4 Billion
- Personal Needs and Cash Grants \$ 93.4 Billion
- Minority Grants \$57.5 Billion
- Women's Grants \$99.7 billion
- Research Grants \$ 96.5 Billion
- Community Development \$38.5 billion
- Non profit Organization Grants \$103 billion



# Not All Are Scams

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Frank Matthews, **Scammer-Alert.com** <http://www.scammer-alert.com/govt-grants.html>

There are several legitimate companies providing needed info to get government grants.

- Over the last 2 years, Frank has reviewed over 61 government grant web sites.
- **Out of 61 gov grant info companies, he only found 3 legitimate programs!**
- His favorite - Government Grant Foundation <http://governmentgrantfoundation.com>, offers a free trial grant kit, all you pay is \$2.95 to cover the shipping cost!

2 of his favorite picks below have a 100% money back guarantee. Each will notify you of any updates, so you always have the latest information about new government grants.

- Grant Approval Network's grant kit - the premiere online grant package, #1 top pick [https://order.sslcartsystem.com/?\\_site=307c10e0&pid=51833&sub\\_aff=CD3523](https://order.sslcartsystem.com/?_site=307c10e0&pid=51833&sub_aff=CD3523)
- Uncle Sam's Money Review - includes a free phone consultation with a grant specialist <http://www.unclesamsmoney.com/?hop=dtoystore>

Another site: <http://www.snopes.com/fraud/advancefee/grants.asp>

# Grants

- State funded agriculture grants



# DAIRY MANAGEMENT TEAMS

[www.growwisconsinindairy.org](http://www.growwisconsinindairy.org)

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- Bring farmers together with teams including lenders, agronomists, nutritionists and other specialists in the varied aspects of dairy farming
- The cost-share program will provide up to \$2,000 to cover such costs as consultant fees and agronomic, milk quality, or veterinary testing
  - Farmers will contribute 10% of the cost.
  - For any herd size/set-up, anywhere in the state.
- Jim Cisler, 608-224-5137, [jim.cisler@wisconsin.gov](mailto:jim.cisler@wisconsin.gov)



# Organic Certification Cost-Share

[http://datcp.wi.gov/Farms/Organic Farming/Cost Share Program/index.aspx](http://datcp.wi.gov/Farms/Organic_Farming/Cost_Share_Program/index.aspx)

- Helps organic farmers and processors pay for their organic certification
  - provides for a 75% cost-share of certification costs
  - a maximum payment of \$750
  - October 1 – September 30
- For – Certified organic farms and processors
- Laura Paine, 608-224-5120,  
[laura.paine@wisconsin.gov](mailto:laura.paine@wisconsin.gov)

# Grazing Lands Conservation Initiative Grant

<http://datcp.wi.gov/Farms/Grazing/index.aspx>

- To promote best management practices on WI private grazing lands
  - Education and on-farm demonstration, \$30K
  - Technical assist - managed grazing plan, \$40K
  - Research – nutrient/pasture/production management and economics, \$40K
- For – farmers, agencies, college/university
- Laura Paine, 608-224-5120,  
[laura.paine@wisconsin.gov](mailto:laura.paine@wisconsin.gov)

# Grazing Lands Conservation Initiative Grant



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- 2010 Examples:
  - Lake Superior Basin: Ashland, Bayfield, Douglas & Iron Counties, \$23,934 – Technical Assistance
  - North Central Region: Clark, Price, Rusk, Sawyer & Taylor Counties, \$89,871 – Education & Technical Assistance
  - Coulee Graziers: Buffalo, Jackson & Trempealeau, \$40,000 – Technical Assistance
  - St. Croix Valley Grazing Program: St Croix, Dunn, Pepin & pierce, \$56,219 – Education & Tech Assistance
  - Vernon County, \$29,100 - Technical Assistance
  - Sauk County, \$8,400 - Technical Assistance
  - Columbia & Dodge Counties, \$3,340 - Education
  - Columbia, \$7,480 - Technical Assistance



# Buy Local, Buy Wisconsin Grant

[http://datcp.wi.gov/Business/Buy\\_Local\\_Buy\\_Wisconsin/BLBW\\_Grants/index.aspx](http://datcp.wi.gov/Business/Buy_Local_Buy_Wisconsin/BLBW_Grants/index.aspx)

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- To stimulate Wisconsin's agricultural economy by increasing the purchase of Wisconsin grown or produced food
  - Food marketing system, market outlets
  - Production/processing
  - Cultural tourism
- \$50K max
- For – individuals, groups, businesses and organizations involved in WI agriculture, agritourism, food retailing, processing, distribution or warehousing
- Teresa Engel, 608-224-5101, [teresa.engel@wisconsin.gov](mailto:teresa.engel@wisconsin.gov)



# Buy Local, Buy Wisconsin Grant

<http://datcp.wi.gov/uploads/Business/pdf/BLBWGrants2009.pdf>

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## ■ 2009 Examples:

- Vernon Economic Development Association - \$40K
  - Increasing access to markets by establishing critical infrastructure
- Dane County P&D Institutional Food Market Coalition - \$35K
  - Sharing best practices for selling to institutions
- Madison Area Community Supported Agriculture Coalition - \$35K
  - Provide grower support to improve farm efficiency and capacity
- Underground Catering LLC - \$25K
  - Develop artisan meats that will help fill WI's need for pork products
- Green and Green Distribution - \$22.7K
  - Open a centralized distribution hub
- Pasture Perfect LLC - \$16K
  - Increase local, source-identified, pasture-raised poultry, beef, lamb, pork
- Bayfield Apple Co. LLC - \$14K
  - Apple cider-based juice that will be sold to local institutions

2/3/2011

# Agricultural Development and Diversification (ADD)

[http://datcp.wi.gov/Business/Grants and Financial Aid/index.aspx](http://datcp.wi.gov/Business/Grants_and_Financial_Aid/index.aspx)

- Projects that create new opportunities with agriculture that **advances the industry**
- $\leq$ \$50K, soft cost - **R&D, testing, discovery**
- applications due annually by March 15<sup>th</sup>
- About \$380K available, 10-16 projects yearly
- Mike Bandli, 608-224-5136,  
[mike.bandli@wisconsin.gov](mailto:mike.bandli@wisconsin.gov)

# Agricultural Development and Diversification

<http://datcp.wi.gov/uploads/Business/pdf/2010List.pdf>

## ■ 2010 Examples:

- EFRIM Industries LLC, \$33,500 - R&D to determine the optimal uses of the briquette and bioproducts and a **financial feasibility study**.
- UW-SP NADF, \$20,000 - **Demonstration of new technologies** for producing walleye and hybrid walleye for stocking and food fish
- E and L Harrision Enterprises, \$22,500 - Consistent Quality Pork: A Local Meat Processor Pork **Demand & Source Analysis**
- Ag and Energy Resource Center , \$6,200 - **Developing** Malting Grade Barley and Hops Production in Northwestern Wisconsin
- Semba Biosciences, \$44,000 - to **isolate antiviral cranberries compounds**
- Aaron Hying, \$25,500 - **fabricate, test and implement** a system for measuring nitrate and ammonium, in manure
- Mark Mueller, \$30,000 - **technical and economic feasibility** of creating a HEATReeT Wood Technology Enterprise
- Coulee View Family Farm, \$13,300 - **feasibility study**: small poultry processing plant
- RPE, \$25,000 - identify a subset of specialty potatoes for market value based on **nutritional analysis, taste panel and consumer preference work**

# Producers First

[http://datcp.wi.gov/Business/Buy\\_Local\\_Buy\\_Wisconsin/Producers\\_First/index.aspx](http://datcp.wi.gov/Business/Buy_Local_Buy_Wisconsin/Producers_First/index.aspx)

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- Up to \$3,000 for 1-on-1 technical assistance for WI food producers
- Any Wisconsin farmer or producer may apply
- Examples of technical assistance include but are not limited to;
  - accounting and financial organization
  - business planning
  - food safety
  - grant writing assistance
  - legal services
  - market development
  - packaging and label development
  - whole farm planning
- Applications to the program will be accepted beginning March 1, 2011



# Focus On Energy

<http://www.focusonenergy.com/Incentives/Business/Agriculture.aspx>

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- What can Focus on Energy do for you?
  - Take advantage of free services and information, including:
    - Expert assistance & Energy Assessments
    - Technical expertise
    - Financial incentives
  - Aquaculture facilities
  - Commercial agribusiness
  - Dairy & livestock farms
  - Grain facilities
  - Greenhouses
  - Irrigation needs
- **800-762-7077**



# WI Dept of Commerce

<http://commerce.wi.gov/>

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- Dairy 2020 Early Planning Grant –920-322-1888
  - Covers third party services – BP plans, feasibility
  - Start-up, modernization, expansion
  - 75% of costs, up to \$3K
- Early Planning Grant Program (EPG) – Local SBDCs
  - Covers third party services – BP plans , feasibility
  - Start-up, expansion
  - 75% of costs, up to \$3K

## Quick Guide to Wisconsin and National Agricultural Grant Programs

Program Name	Specialty Crop Block Grant (USDA)	Buy Local, Buy Wisconsin (DATCP)	Agricultural Development and Diversification (DATCP)	Sustainable Agriculture Research and Education (SARE) Farmer-Rancher Grants (USDA)	Value-Added Producer Grant (USDA)
<b>Staff Contact</b>	Jull Speck (608)224-5134 jull.speck@wisconsin.gov	Teresa Engel (608)224-5101 Teresa.engel@wisconsin.gov	Mike Bandli, (608)224-5135 Mike.bandli@wisconsin.gov	Diane Mayerfeld (608) 262-8188 dmayerfeld@wisc.edu	Mike Daniels (715)345-7615 extension 155 mike.daniels@vafj.usda.gov
<b>Webpage (Grant Material Location)</b>	<a href="http://www.datcp.state.wi.us">http://www.datcp.state.wi.us</a> Key Word: specialty crops	<a href="http://www.datcp.state.wi.us">http://www.datcp.state.wi.us</a> Key Word: Buy Local Grants	<a href="http://www.datcp.state.wi.us">http://www.datcp.state.wi.us</a> Key Word: ADD Grants	<a href="http://www.sare.org/nrcsare/prod.htm">http://www.sare.org/nrcsare/prod.htm</a>	<a href="http://www.rurdev.usda.gov/wi/programs/rba">http://www.rurdev.usda.gov/wi/programs/rba</a> Key words VAPG
<b>Application Deadline</b>	April 1, 2010, 4:00 P.M.	2011 RFA to be released July 1.	March 15, 2010, 5:00 P.M.	CFP released in late August; proposals due around Dec. 1 (Dec. 2 in 2010)	Notice of Funding availability establishes deadline
<b>Purpose</b>	To enhance the competitiveness of Wisconsin Specialty Crops.	To increase the purchase of locally-grown/produced Wisconsin food products for sale to local (Upper Midwest) purchasers.	To create new enterprises and opportunities in the food and agricultural industry through innovation and growth.	To advance farming systems that are profitable, environmentally sound, and good for communities through research and education	To help independent agriculture producers enter into value added activities. Activities can be for planning grants or working capital.
<b>Eligible Applicants</b>	Individuals, groups, businesses, private and non-profit organizations, institutions, and local government	Individuals, groups, businesses, private and non-profit organizations, institutions, and local government	Individuals, groups, businesses, private and non-profit organizations, institutions, and local government	Individual farmers or groups of 3 or more farms. SARE also has other grant programs that	Independent Producers, Agriculture Producer Groups, Farmer or Ranch Cooperative, or Majority Controlled Producer- Based Business Venture.
<b>Priorities</b>	<ul style="list-style-type: none"> <li>Market Development</li> <li>Pest &amp; Disease Control</li> <li>Enhancing Food Safety</li> <li>Protecting Key Resources (land, water and labor)</li> <li>Innovation within the specialty crop industry</li> </ul>	<ul style="list-style-type: none"> <li>Local food market development</li> <li>Enhancement of production, processing, marketing and distribution of Wisconsin food products</li> <li>Development of supply chain infrastructure.</li> </ul>	<ul style="list-style-type: none"> <li>Product research and development</li> <li>Market research and development</li> <li>Research and evaluation of new technologies</li> </ul>	<ul style="list-style-type: none"> <li>Production practices that benefit the environment, farm profitability, and communities</li> <li>Marketing strategies that support farm profitability and environmentally and socially sustainable agriculture</li> </ul>	<ul style="list-style-type: none"> <li>2009 had a 10% set-aside for Mid-Tier Value Chain and a 10% set-aside for Beginning Farmers or Ranchers and Socially Disadvantaged Farmers or Ranchers.</li> </ul>
<b>Available Funds</b>	\$943,450	\$222,700	\$356,700	Around \$400,000	2009 \$18 Million Nationwide
<b>Max Grant Amount</b>	\$100,000	\$50,000	\$50,000	\$6,000 for one farm \$18,000 for group of 3 or more farms	Max. Planning grant of \$100,000 Max Working Capital of \$300,000
<b>Min Match requirement</b>	25% of total grant request	33% of total grant request	25% of total project expenses (33% of grant request)	No match required	50% of total eligible project cost
<b>Other Notes</b>	<ul style="list-style-type: none"> <li>Projects must be led or advocated by a specialty crop industry organization.</li> <li>Eligible specialty crops include: fruits, vegetables, culinary herbs and spices, medicinal plants, tree nuts, flowers, and nursery plants. For a complete updated list of acceptable crops, see <a href="http://www.ams.usda.gov/scbcp">www.ams.usda.gov/scbcp</a>.</li> </ul>	<ul style="list-style-type: none"> <li>Projects must be able to measure increase in local food sales due to project work.</li> <li>Projects must be driven by or supported by local food producers</li> </ul>	<ul style="list-style-type: none"> <li>Projects must have a focus on discovery for the benefit of the related industry sector.</li> <li>Projects are likely to lead to a decision regarding further private capital investment.</li> </ul>	<ul style="list-style-type: none"> <li>24-month project period</li> <li>Projects must include an outreach component.</li> <li>Successful grants often involve partnerships.</li> </ul>	<ul style="list-style-type: none"> <li>Planning grant can be used to pay for business plan, feasibility study, marketing plan</li> <li>Working capital grant can be used for operating of the ag venture, (non-owner salaries, inventory, utilities ect.) marketing plan</li> <li>Business plan and feasibility study required for working capital grants</li> </ul>
<b>Expectations of grant projects</b>	<ul style="list-style-type: none"> <li>Grant recipients are expected to provide a comprehensive final report with findings and analysis of project work.</li> <li>Projects must be completed one year from initial contract date.</li> </ul>	<ul style="list-style-type: none"> <li>Grant recipients are expected to provide a comprehensive final report with findings and analysis of project work.</li> <li>In addition to the final project report, DATCP reserves the right to conduct a follow-up survey of funded projects in order to determine long-term impacts of the project.</li> </ul>	<ul style="list-style-type: none"> <li>Grant recipients are expected to provide a comprehensive final report with findings and analysis of project work.</li> </ul>	<ul style="list-style-type: none"> <li>Grant recipients are expected to provide a progress report after one year and a final report at the end of the 2-year project period. These reports will be posted on SARE's project database.</li> <li>Recipients must also send in a final budget at the end of the project detailing how funds were used.</li> </ul>	<ul style="list-style-type: none"> <li>Planning grant must report estimated increase in revenue, customer base and jobs created.</li> <li>Working capital must report increase in customer base, revenue number and number of jobs created.</li> </ul>

Updated November 2010

2/3/2011



# Federal Grants

<http://www.grants.gov/>

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- Grants.gov is your source to FIND and APPLY for federal government grants
- Search By:
  - Basic
  - Category
  - Agency
- Automatic notification - all or by agency

# Sustainable Agriculture Research and Education (SARE)

<http://www.sare.org/grants/>

- **Producer Grant Program**
  - To explore and apply economically profitable, environmentally sound farming systems
  - ≤ \$15K - marketing, research, demonstration
- **Research and Education Grants - teams**
- **Professional Development Grants-NRCS/Ext**
- **SARE 13-A, 402-472-7081**

# USDA/RD

## Value-Added Producers Grant

<http://www.rurdev.usda.gov/rbs/coops/vadg.htm>

- For planning (\$100K)/working capital (\$300K) for marketing value-added ag products/farm-based renewable energy
- Not for research/discovery – for product marketing/sales
- For farmer/majority farmer owned (>50%)
- Areas of interest:
  - Change in physical state
  - Differentiated production/marketing
  - Product Segregation
  - Renewable energy
- Michael Daniels, 715-345-7615 Ext. 155, [mike.daniels@wi.usda.gov](mailto:mike.daniels@wi.usda.gov)

# USDA/RD

## Value-Added Producers Grant

<http://www.rurdev.usda.gov/rbs/coops/vadg.htm>

- 2009 WI Awards - 14:
  - Driftless Organics - \$41K
  - Shephard Song Farm- \$49K
  - Springbrook Organic Dairy - \$26K
  - Producers & Buyers Co-op - \$55K
  - Clear Springs Fish Company - \$300K
  - Six Rivers Producers Co-op - \$150K
  - Flower/Therbs Berry Hill Farms - \$300K
  - Parallel 44 WI Wine - \$300K
  - Berkshire Hogs Superior Meats - \$300K
  - Klinger Farms - \$300K
  - Westby Co-op Creamery - \$150K
  - Schmitt Timber Corp - \$197K
  - Kruger Lumber - \$150K
  - Bushman Riverside Ranch - \$150K

2/3/2011

# USDA - Farmers Markets and Local Food Marketing

<http://www.ams.usda.gov/AMSV1.0/ams.fetchTemplateData.do?template=TemplateA&navID=WholesaleandFarmersMarkets&leftNav=WholesaleandFarmersMarkets&page=WholesaleAndFarmersMarkets&acct=AMSPW>

- To improve food and agricultural product distribution
- Farmers Market Promotion Program - FMMP
  - Establishing, expanding, and promoting farmers markets, roadside stands, community-supported ag programs, direct producer-to-consumer opportunities
  - =< \$100K, \$10M available 2011/2012, up from \$5M in 2010
  - 2010 – 3 awards in WI, \$39,029 to \$90,449
- Federal State Marketing Improvement Program - FSMIP
  - For State Depart of Ag, State ag experiment stations, and other state agencies to assist in exploring new market opportunities for food/ag products, and to encourage research and innovation aimed at improving the efficiency and performance of the marketing system
  - Past – \$1.3M, solicitation before FY 2011 Appropriations Act – funding level unknown
  - 20 -25 projects, averaging \$50,000
  - Range - \$25,000 to \$135,000



# Farmers Markets Promotion Program Grants – WI 2010

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- UW Cooperative Extension Waukesha County - \$90,449
  - To implement the use of EBT machines at 10 FMs, and study the success of EBT programs at FMs by measuring increases in customers, consumption levels, etc
- Pierce County Public Health - \$39,029
  - To increase access, availability and affordability of fruit and vegetables by building the farmers market infrastructure
- Growing Power, Inc., - \$66,341
  - 1: recruit, train, and enable small scale producers to take advantage of direct market opportunities in urban venues
  - 2: purchase marketing and packaging supplies

# USDA/Ag Marketing Service Specialty Crop Block Grant

[http://datcp.wi.gov/Business/Grants and Financial Aid/Specialty Crops Grants/index.aspx](http://datcp.wi.gov/Business/Grants%20and%20Financial%20Aid/Specialty%20Crops%20Grants/index.aspx)

- Specialty crops include fruits, vegetables, culinary herbs and spices, medicinal plants, tree nuts, flowers, and nursery plants, see [www.ams.usda.gov/scbqp](http://www.ams.usda.gov/scbqp)
- Applications due by 4:00 pm, April 1<sup>st</sup>, 2011
- 1 year projects, \$25,000 to \$200,000
- Eligible Expenses - Allowable Costs include, but are not limited to:
  - Compensation for personnel services - Salaries, wages and fringe benefits
  - Consultant services or subcontractors
  - Materials and supplies
  - Equipment and other capital expenditures - Lease/rental/depreciation costs
  - Miscellaneous costs -telephone service, meetings, and publications
- 2011 Funding Priorities
  - Innovation within the Specialty Crop Industry
  - Market Development
  - Pest and Disease Control
  - Enhancing Food Safety
  - Sustainability
- Juli Speck, 608-224-5134, [juli.speck@wisconsin.gov](mailto:juli.speck@wisconsin.gov)

# USDA/Ag Marketing Service Specialty Crop Block Grant

<http://www.ams.usda.gov/AMSV1.0/getfile?dDocName=STELPRDC5084778>

## ■ Awards - \$1,056,178, 24 Projects

- WI Grape Growers Association – overcome barriers making wine using WI grapes
- WI Apple Growers Association – increase awareness & demand
- WI Nursery Association – survey for decision making
- WI Potato & Vegetable Association – processing research
- WI Potato & Vegetable Association – production research
- Partnership between UW and cranberry growers – sustainability program
- Midwest Food Processors Association – evaluate nitrogen use efficiency
- Partnership between UW and table grape growers – perform field trials on seedless grapes
- Midwest Pickle Association – calcium, application amount and timing
- WI Ginseng Board – pesticides reduction research
- WI Mint Board – germplasm & pest management research
- Commercial Flower Growers of WI – effectiveness of new bio fungicides research
- WI Honey Producers Asst – to encourage participation in WI Certified Honey program
- Bayfield County/UW Ext Partnership – disseminate info-hazelnut production/processing

# DOE - Biomass Research and Development Initiative

<http://www07.grants.gov/search/search.do;jsessionid=5pxpKMVb2LGpQTCppThzyCcpfJcvBPp8hG84bQBgVMY11v05ShLP!2132672093?oppId=45093&mode=VIEW>

- \$1m to \$5m
- For research on/development and demonstration of:
  - biofuels and biobased products
  - the methods, practices and technologies
  - the production of biofuels and biobased products.
- The Technical Areas are:
  - feedstocks development
  - biofuels and biobased products development
  - biofuels development analysis

# Department of Energy

<http://www07.grants.gov/search/agency.do;jsessionid=WvBqKMgLZMg2FbT1NXrgRr0662II3TvV82Z3Q4khwLW1th60L2JQ!2132672093>

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- Wind Powering America State, \$25K
- Plant Feedstock Genomics for Bioenergy Plant, \$5m
- Enhanced Geothermal Systems
- Renewable Energy/Energy Efficiency Deployment in Indian Country, \$200K to \$3m

# USDA's Natural Resources Conservation Service



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- **Environmental Quality Incentives Program** <http://www.nrcs.usda.gov/programs/eqip/>
  - To implement conservation practices
  - Provides payments up to 75% of incurred costs-cost share
- **Wetlands Reserve Program** <http://www.nrcs.usda.gov/programs/wrp/>
  - To protect, restore, and enhance wetlands
  - 100%/75% cost share
- **Conservation Security Program** <http://www.nrcs.usda.gov/programs/csp/>
  - Financial and technical assistance to promote the conservation and improvement of soil, water, air, energy, plant and animal life
- **Wildlife Habitat Incentive Program** <http://www.nrcs.usda.gov/programs/whip/>
  - Develop and improve wildlife habitat on agricultural land
  - Up to 75% cost-share assistance

# Organic Farming Research Foundation (OFRF)

<https://ofrf.org/grants/apply.html>

- OFRF issues two separate requests for proposals:
  - [Request for research proposals](#)
  - [Request for education and outreach proposals](#)
- Will post revised RFP on March 22, 2011
- Proposal deadlines in 2011:
  - Monday, May 16, 2011
  - Tuesday, November 15, 2011
- Jane Sooby, at (831) 426-6606
- 2010 < \$15,000



# Assistance

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- UW Extension Agents <http://www.uwex.edu/>
  - Program areas
    - Agriculture
    - Community Resource Development (CRD)
    - Family Living
    - Horticulture
    - Nutrition Education
    - 4-H Youth Development
- **Grant Program managers**
  - #1 source of help - underused
  - Write early, submit rough draft early, **change as directed**
- Consultants
  - Pay after receipt of grant vs. pay first
  - History of success in particular program
- Past awardees
  - Format
  - Areas of emphasis

## The Corp for Public Broadcasting Grant Writing Preparation

You are likely to find preliminary grant writing steps to be the most time consuming, yet most vital aspect of the process.

### 1. Define your project

- Clarify the purpose of your project and write a concise mission statement.
- Define the scope of work to focus your funding search.
- Determine the broad project goals, then identify the specific objectives that define how you will focus the work to accomplish those goals. Example:
  - Goal: Improve production quality
  - Objective 1: Recruit talent.
  - Objective 2: Train producers.
  - Objective 3: Upgrade equipment.

- Decide who will benefit.
- Draft expected project outcomes in specific measurable terms.
- Draft a timeline including planning, the searching for funds, proposal writing, and the intended start date

### 2. Identify the right funding sources

- Foundation centers, databases, station development offices, publications, and public libraries assist your search.
- Do not limit your funding search.
- Look for a match between your project and the grants.
- Make direct contact with funders to support projects like yours.
- Request proposal guidelines.
- Ask about the maximum amount available/average size/funding range
- Determine if funding levels of the grants you select are appropriate.
- Find out whether the funder has other grant sources for your project.

### 3. Contact the funders

- Think of the funder as a resource.
- Identify a project officer who will address your questions.
- Ask for assistance, including a review of proposal drafts.
- Inquire about how proposals are reviewed and how decisions are made.
- Inquire about budgetary requirements. Matching funds? Is in-kind acceptable? Learn about payments.
- Remember, the contacts you make may prove invaluable.

### 4. Acquire proposal guidelines

- Read the guidelines carefully, then read them again. Ask questions.
- Guidelines usually tell you about:
  - submission deadlines
  - eligibility
  - proposal format: award levels forms, margins, evaluation
  - process and restrictions on the number criteria of pages, etc.
  - review timetable
  - budgets
  - funding goals and priorities

- award levels
- evaluation process and criteria
- whom to contact
- other submission requirements

### 5. Know the submission deadline

- Plan to submit your proposal on or preferably before the deadline.
- Determine what format the funder requires for submission.
- Be realistic about whether you have time to prepare a competitive proposal
- Know the funder's policies on late submissions, exceptions, and delays.
- Find out how the funder will notify you-receipt/status of your proposal.
- Determine personnel needs
- Identify required personnel both by function and, if possible, by name.

### 6. Update your timeline

- Factor into your schedule time to write multiple drafts, solicit project officer for review of draft, gather materials, and prepare an impartial critique of your proposal for clarity, substance, and form.

## Writing the Proposal

Structure, attention to specifications, concise persuasive writing, and a reasonable budget are the critical elements of the writing stage. Read the guidelines for specifications about required information and how it should be arranged.

### 1. Narratives

- Statement of need
- Purpose, goals, measurable objectives, and a compelling reason for proposal
- Approach
- Method of accomplishing goals, description of scope-outcomes, outline of activities, personnel functions with names of key staff and consultants
- Method of evaluation
- Some require very technical measurements of results. Inquire.
- Project timeline
- Paints a picture that includes start and end dates, activities, and outcomes.
- Credentials
- Information about the applicant that certifies ability to successfully undertake the effort.
- Tips on Writing the Narrative:

- Questions narratives satisfy:
  - What do we want?
  - What concern will be addressed and why?
  - Who will benefit and how?
  - What specific objectives can be accomplished-how?
  - Results measured?
  - How request relates to funders purpose, objectives, and priorities?

- Who are we and how do we qualify to meet this need?

## The HOOK:

There are many ways to represent the same idea. However, the HOOK tailors the description of the idea to the interest of a particular funder. The HOOK aligns the project with the purpose, and goals of the funding source. This is a critical aspect of any proposal narrative because it determines how compelling reviewers will perceive your proposal to be.

### 1. Budget

- Budgets are cost projections. Be sure to only include those things the funder is willing to support.
- Funders use these factors to assess budgets:
  - Can the job be accomplished with this budget?
  - Are costs reasonable for the market - or too high or low?
  - Is the budget consistent with proposed activities?
  - Is there sufficient budget detail and explanation?

- Many funders provide mandatory budget forms for the proposal.
- Don't forget to list in-kind and matching revenue, where appropriate.

### 2. Supporting materials

- Often arranged in an appendix. These materials may endorse the project and the applicant, provide certifications, add information about project personnel and consultants, exhibit tables and charts, etc.
- Policies about the inclusion of supporting materials differ widely among funders.
- Find out if supporting materials are desired or even allowed.

### 3. Authorized Signatures

- Authorized signatures are required.

### 4. Specifications

- Tailor proposal writing to specifications found in the guidelines. Include only the number of pages allowed. Observe the format. Is there a form to complete? Are cover pages allowed or desired? Elaborations should add depth and scope.

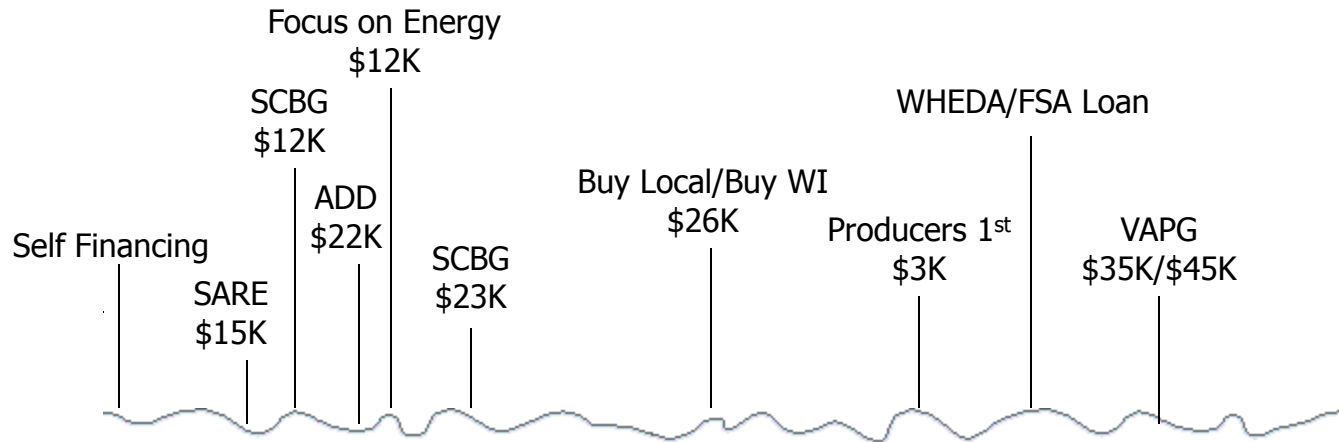
### 5. Submission checklist

- The complete proposal must be submitted on time in the requested format.
- Address the proposal as directed in the guidelines.
- Be sure to include required documentation.

## Follow-up

- Contact the funding source about the status and evaluation of your proposal. Request feedback-strengths and weaknesses.
- Reference information may also be useful if you choose to approach the same funder again.

# Strategic Plan/Timeline



organic raspberries - 6 hoop houses season ext, (3 farmers/2 hoops per farmer/2 varieties per family) partner with UW-Ex

**SARE** – demonstration & research, sustainability and pest & disease control

**OFRF** – season extension, spread the word to encourage others to join – lease equipment, record labor, mileage

**ADD** – test – varieties (2 per farm) and environmental control – deve. control protocols, subcontract UW data evaluation

**Specialty Crops** – wages, supplies, equipment lease

**Focus on Energy** – purchase energy efficient (EE) environmental control equipment – offset increased cost of EE equipment

**Buy Local/Buy WI** – develop markets, distribution, & processing capability

**Producers 1<sup>st</sup>** – fund grant writer

WHEDA loan – Agribusiness Guarantee/Small Business Guarantee – operating capital

**VAPG** – planning/market organic or packaged product

# Conclusion



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- Grants are available – match grant with use
- Use variety of help resources
- Lay out your strategic funding plan before starting/moving forward
- Go Do It!