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# Grantwriting

International Sprout Growers Association  
Convention

August 23, 2012



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# Agenda

- Process of grantwriting
- Grantwriting tips
- Potential US opportunities



# Process

- Develop a sound strategy
- Conduct research to identify realistic prospects
- Invest time and energy into doing it right!



# Process

- Concept/case statement
  - Is the program you are proposing truly worth funding?
  - Look at competition/alternatives
- Talk to your peers
- Identify and build a relationship with potential funding sources
  - Areas of program interests
  - Funding cycles
  - RFPs



# Writing the Grant

- Overview
- Organization's Qualifications
- Problem or Need
- Goals and Objectives
- Methods or Strategies
- Staff
- Evaluation
- Future Funding
- Budget
- Appendix
- Cover Letter



# US Federal Grant Opportunities & Resources

- U.S. Department of Agriculture (USDA) (<http://www.usda.gov>)
- Sustainable Agriculture Research & Education Program (SARE) (<http://www.sare.org/>)
- Natural Resource Conservation Service (NRCS) (<http://www.nrcs.usda.gov/>)



# USDA - Rural Development Grant Opportunities

- **Value-Added Producer Grants (VAPG)** (Deadline: October 15, 2012) [http://www.rurdev.usda.gov/BCP\\_VAPG.html](http://www.rurdev.usda.gov/BCP_VAPG.html)
  - The primary objective of the VAPG program is to help agricultural producers enter into value-added activities related to the processing and/or marketing of bio-based, value-added products. Generating new products, creating and expanding marketing opportunities, and increasing producer income are the end goals of this program.
- **Small Socially-Disadvantaged Producer Grant** [http://www.rurdev.usda.gov/BCP\\_SSDPG.html](http://www.rurdev.usda.gov/BCP_SSDPG.html)
  - The primary objective of the SSDPG program is to provide technical assistance to small, socially-disadvantaged agricultural producers through eligible cooperatives and cooperative development centers.



# USDA - Rural Development Grant Opportunities

- **Rural Cooperative Development Grants (RCDG)**  
[http://www.rurdev.usda.gov/BCP\\_RCDG.html](http://www.rurdev.usda.gov/BCP_RCDG.html)
  - The primary objective of the RCDG program is to improve the economic condition of rural areas by assisting individuals or entities in the startup, expansion or operational improvement of rural cooperatives and other business entities. Grants are awarded competitively on an annual basis to Rural Cooperative Development Centers who in turn provide technical assistance to individuals and entities.
- For more information on these and other available grant opportunities, contact your state's Rural Development office.



# USDA – Agricultural Marketing Services Grant Opportunities

- **Specialty Crop Block Grant Program (SCBGP)**  
<http://www.ams.usda.gov/AMSV1.0/SCBGP>
  - The purpose of the SCBGP is to solely enhance the competitiveness of specialty crops. Specialty crops are defined as “fruits, vegetables, tree nuts, dried fruits, horticulture, and nursery crops (including floriculture).”
- State agriculture departments are eligible to apply for grant funds directly to the USDA – contact your state department of agriculture for more information on this program.



# USDA – National Institute of Food and Agriculture Grant Opportunities

- **National Institute of Food and Agriculture (**  
<http://www.nifa.usda.gov/fo/funding.cfm>**)**
  - NIFA supports research, education, and extension activities at partner institutions through three main funding mechanisms:
    - competitive grants,
    - formula grants, and
    - non-competitive grants and agreements.

# USDA – National Institute of Food and Agriculture

- **Small Business Innovation Research (SBIR) Program**  
(Deadline: September 6, 2012) (  
[http://www.nifa.usda.gov/fo/  
smallbusinessinnovationresearch.cfm](http://www.nifa.usda.gov/fo/smallbusinessinnovationresearch.cfm))
  - The SBIR Program makes competitively awarded grants that are to qualified small businesses to support high quality, advanced concepts research related to important scientific problems and opportunities in agriculture that could lead to significant public benefit if successful.
  - Applications are currently being accepted for a variety of research topics including:
    - Plant Production & Protection
    - Small and Mid-Sized Farms
    - Air, Water, and Soils
    - Aquaculture



# Sustainable Agriculture Research & Education Program (SARE) Grant Opportunities

- SARE's four regions offer an array of competitive grants for researchers, agricultural educators, students, farmers and ranchers in the U.S.
- Grants are regionally administered and provided for a variety of sustainable farming activities including: on-farm research, demonstration projects, education projects, professional development, and marketing initiatives:
  - North Central SARE :  
<http://www.northcentralsare.org/Grants/Our-Grant-Programs/Farmer-Rancher-Grant-Program>
  - Northeast SARE: <http://www.nesare.org/Grants/Get-a-Grant/Farmer-Grant>
  - Southern SARE:  
<http://www.southernsare.org/Grants/Types-of-Grants/Producer-Grants>
  - Western SARE: <http://www.westernsare.org/Grants/Types-of-Grants>



# Natural Resource Conservation Service Grant Opportunities

- **Agricultural Management Assistance (AMA)** (<http://www.nrcs.usda.gov/wps/portal/nrcs/main/national/programs/financial/ama>)
  - AMA provides financial and technical assistance to agricultural producers to voluntarily address issues such as water management, water quality, and erosion control by incorporating conservation into their farming operations.
  - AMA is available in 16 states where participation in the Federal Crop Insurance Program is historically low: CT, DE, HI, ME, MD, MA, NV, NH, NJ, NY, PN, RI, UT, VT, WV, and WY.



# Natural Resource Conservation Service Grant Opportunities

- **Conservation Innovation Grants (CIG)** ([http://www.nrcs.usda.gov/wps/portal/nrcs/detail/national/programs/financial/cig/?&cid=nrcs143\\_008205](http://www.nrcs.usda.gov/wps/portal/nrcs/detail/national/programs/financial/cig/?&cid=nrcs143_008205))
  - CIG is a voluntary program intended to stimulate the development and adoption of innovative conservation approaches and technologies while leveraging Federal investment in environmental enhancement and protection, in conjunction with agricultural production.
  - Under CIG, Environmental Quality Incentives Program funds are used to award competitive grants to non-Federal governmental or nongovernmental organizations, Tribes, or individuals.

# Natural Resource Conservation Service Grant Opportunities

- **Environmental Quality Incentives Program (EQIP)** (<http://www.nrcs.usda.gov/wps/portal/nrcs/main/national/programs/financial/eqip>)
  - EQIP is a voluntary program that provides financial and technical assistance to agricultural producers through contracts up to a maximum term of ten years in length.
  - These contracts provide financial assistance to help plan and implement conservation practices that address natural resource concerns and for opportunities to improve soil, water, plant, animal, air and related resources on agricultural land and non-industrial private forestland.

# Using Grants.gov to Search for Federal Grant Opportunities

- Grants.gov is the source for all grant opportunities provided by the US federal government.
- On Grants.gov you can search for grant opportunities by:
  - Keyword
  - Funding activity
  - Federal agency
- Grants.gov also allows you sign up and receive email notifications for new grant opportunities.





# State Grant Opportunities & Resources

- State Departments of Agriculture
  - Each state administers its own set of grant programs
  - You can find contact information for your state's Department of Agriculture through the National Association of State Departments of Agriculture: (  
<http://www.nasda.org/cms/7195/8617.aspx>)