Beginning Farmer and Rancher Development Program

Grant Applicant Webinar
April 6, 2022

Dr. Crystal Kyle
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Beginning Farmer and Rancher Development Program
Grant Applicant Webinar
March 8, 2023

- Introductions
- Deb Hamernik   USDA/ NIFA IFPS
- Kenya Nicholas   USDA/OPPE
- Benjamin Chan   USDA/OPPE 2501
- John Labounty   USDA/NIFA AMD
- Rebekah Hanson   USDA/NIFA IFPS
- Crystal Kyle   USDA/NIFA IYFC
- Denis Ebodaghe   USDA/NIFA IFPS

PRESENTATION OUTLINE

1. Farming Opportunities Training & Outreach

2. Awards Management

3. Administrative Requirements

4. Program Basics

5. Application & Review Process

Outreach and Assistance for Socially Disadvantaged and Veteran Farmers and Ranchers (2501)

Benjamin Chan

Project Director

USDA/OPPE-2501 Program

- **Farming Opportunities Training and Outreach (FOTO)**

- Outreach and Assistance for Socially Disadvantaged and Veteran Farmers and Ranchers (also known as the 2501 Program)

- 2018 Farm Bill merged 2501 and BFRDP into FOTO

- BFRDP and 2501 Programs continue to operate as separate programs within the Office of Partnerships and Public Engagement.
  - BFRDP to remain under NIFA

- Funding will be shared equally within both programs.

- **Outreach and Assistance for Socially Disadvantaged and Veteran Farmers and Ranchers (aka 2501 Program)**

- 2018 Farm Bill Combined BFRDP and 2501 Program

- FY 2019-2020 - $15 million

- FY 2021 - $17.5 million

  – Stimulus/COVID Funding $37.5 million

- FY 2022 - $20 million

- FY 2023 - $25 million/permanent funding thereafter

- **Outreach and Assistance for Socially Disadvantaged and Veteran Farmers and Ranchers (aka 2501 Program),** *cont.*

New provisions in the 2018 Farm Bill

- Maximum grant is $250,000 per year

- Up to 3-year grants

- Peer reviews (external with experience working with our socially disadvantaged and veterans)

- Priority for nongovernmental/community-based organizations

- Geographical diversity

Thank you

Any Questions?

BEGINNING FARMER AND RANCHER DEVELOPMENT PROGRAM
Program Basics – Purpose

- Competitive grant program for projects that provide education, mentoring and technical assistance for beginning farmers and ranchers.

- A beginning farmer: a farmer or rancher who has not operated a farm or ranch or has operated a farm or ranch for no more than ten (10) years.

PROGRAM BASICS

- **Standard Projects** - to provide local and regional training, education, outreach and technical assistance
  - Small Standard Grants - Up to $100,000 per year for up to 3 years

  - Medium Standard Grants-Up to $175,000 per year for up to 3 years

  - Large Standard Grants - Up to $250,000 per year for up to 3 years

  - Simplified Standard Grants-$49,999 or less for one year

- **Educational Team Projects** – to improve beginning farmer and rancher education in the U.S.

  - Up to $250,000 per year for up to 3 years

Clearinghouse

- Maintain and enhance an online accessible library for beginning farmer and rancher education, training, mentoring, and outreach materials produced from projects funded through the BFRD program and through other sources.

- Facilitate Sharing, Collaboration and Use of Curricula and Information

- Assist in Enhancing Outcome-Based Reporting
- Upto $250,000 for three years, funded once every three years

SIMPLIFIED STANDARD PRROJECTS

- To help sustain/enhance collaborations and relevant innovative activities; and to initiate/develop BFRDP project ideas for future program success and/or obtaining other grants for beginning farmer and rancher education.

- Simplified version of a standard grant, not a planning grant
    - $49,999 or Less for one year

Program Basics - Recipients

- The recipients must be a <u>collaborative</u>, State, tribal, local, or regionally-based <u>network or partnership</u> of public or private organizations

- Not for individuals (see www.usda.gov/newfarmers instead)

- Priority to partnerships and collaborations led by or including <u>non-governmental, community-based or school-based agricultural educational organizations</u> with expertise in new ag. producer training and outreach

Legislative Program Priorities
2018 Farm Bill

A. Basic livestock, forest management, and crop farming practices;

B. Innovative farm, ranch, and private, nonindustrial forest land transfer and succession strategies;

C. Entrepreneurship and business training;

Legislative Program Priorities
2018 Farm Bill (Cont'd)

D. Technical assistance to help beginning farmers or ranchers acquire land from retiring farmers and ranchers;

E. Financial and risk management training, including the acquisition and management of agricultural credit);

F. Natural resource management and planning;

G. Diversification and marketing strategies;

- **Legislative Program Priorities 2018 Farm Bill (cont'd)**

H. Curriculum development;

I. Mentoring, apprenticeships, and internships;

J. Resources and referral;

K. Farm financial benchmarking;

- **Legislative Program Priorities 2018 Farm Bill (cont'd)**

  L. Agricultural rehabilitation and vocational

   training for veteran farmers and ranchers;

  M. Farm safety and awareness;

  N. Food safety and recordkeeping, and;

- **Legislative Program Priorities
  2018 Farm Bill (cont'd)**

- O. Other subject areas of use to beginning farmers or ranchers such as: projects that address climate change with climate smart agriculture, food, and forestry solutions; improved nutritional security; and economic revitalization, particularly in socially disadvantaged communities. Applicants planning to address other similar subject areas not listed in priorities A-N are strongly encouraged to confer with the Programmatic Contacts listed in Part VII to discuss the suitability of the topic prior to submitting an application.

- **Evaluation Criteria for Small, Medium, Large Standard and Educational Team Grant Applications**

- Partnerships and Collaborations (10 points)

- Consultation of Beginning Farmers and Ranchers (5 points)

- Relevancy (5 points)

- Technical merit (15 points)

- Achievability – probability of success (15 points)

- Projects that address climate change (5 points)

- **Evaluation Criteria for Small, Medium, Large Standard and Educational Team Grant Applications-Continued**

- Projects that focus on increasing equitable participation in USDA programs (5 points)

- Expertise and track record of applicants (15 points)

- Adequacy of personnel, facilities, equipment (10 points)

- Adequacy of plans for evaluation & communication (15pts)

- Applicants should define the beginning farmer category of trainees to be served

    (5 Bonus points)

- **Evaluation Criteria for Simplified Standard Grant Applications**

- Partnerships and Collaborations (10 points)
- Consultation with Beginning Farmers and Ranchers (10 points)
- Relevancy (5 points)
- Technical Merit (15 points)
- Achievability (15 points)
- Projects that address climate change (5 points)
- Expertise and Track Record of the Applicants (10 points)
- Personnel (10 points)
- Project Evaluation (10 points)
- Project Results and Dissemination (10 points)

Data Management Plan

Panelists will evaluate whether the "Data management plan is appropriate, clearly described, and feasible" by reviewing these DMP components:

- **Expected data type**
  - Description of expected data and the source is adequate
- **Data format**
  - Data sets produced will contain enough information to allow independent use (understanding, validation, and analysis) of the data
- **Data storage and preservation**
  - Appropriateness of the mechanisms used to store and preserve data

- ## Data Management Plan-continued
- **Data sharing, protection, and public access**
  - Specific repositories and catalogs are named as appropriate.
  - When applicable, plans to protect confidentiality, personal privacy, proprietary interests, business confidential information, and intellectual property rights are provided
  - Restrictions such as copyright, confidentiality, patent, appropriate credit, disclaimers, or conditions for use of the data by other parties are outlined
- **Roles and responsibilities**
  - The person(s) who will ensure DMP implementation are identified
  - The budget includes sufficient resources to develop and implement the proposed DMP.
- Data Management Plan for NIFA-Funded Research, Education, and Extension Projects | National Institute of Food and Agriculture (usda.gov)

- **Good Practices - Standard Grants**

- Know your audience
- Who and where they are, and what 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, business/financial)
- Use existing curriculum/tools
  (see FarmAnswers.org)
- Focus on results: Enhance the <u>number</u> and/or <u>success</u> of beginning farmers and ranchers – what will they <u>do</u> as a result?

- **Good Practices-Education Team (ET) Projects**

- Meet an audience, topic, or regional need
- Train the trainer
- In place to strengthen project voids
- Complement (do not duplicate) those funded in prior years
- Contact Program Team to discuss topic areas/options

Do Your Homework!

Build upon prior experience and avoid duplication by reviewing past and current BFRDP projects and products, see:

- Library, Programs & Projects at FarmAnswers.org

- ABSTRACTS OF BFRDP FUNDED PROJECTS
  Abstracts from 2009 funded projects
   Abstracts from 2010-2022 funded projects

Funding Priority Subsets

1. At least 5 percent of funds will go to projects that serve socially disadvantaged beginning farmers or ranchers, limited-resource beginning farmers and ranchers, and/or farm workers desiring to become farmers or ranchers

2. At least 5 percent of funds will go to projects that serve beginning farmers and ranchers who are military veterans

- Identify percentage of your project's effort/budget serving each of these audiences

- Not all projects need to address these audiences.

- **Definition: Socially Disadvantaged**

- A member of 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.

- The groups include:
    – African Americans
    – American Indians or Alaskan natives
    – Hispanics
    – Asians or Pacific Islanders
    – Women

- **USDA Definition of Limited Resource Farmer**

Direct or indirect gross farm sales that are less than the current indexed value in each of the previous 2 years;
- ● A total household income at or below the national poverty level for a family of 4 or less than 50% of the county median household income in each of the previous 2 years.
- ● An entity or joint operation can be a limited resource famer if all individual members independently qualify.
   The Secretary maintains an online tool that allows users to determine whether they meet the qualifications to be a limited resource farmer
   (https://lrftool.sc.egov.usda.gov/LRP_Definition.aspx).
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- **Farmworkers**

- Farmworkers who want to become farmers or ranchers

- May include refugees or immigrants

- May include seasonal or migrant farmworkers

- **Strategies for Better Serving Socially Disadvantaged or Limited Resource Farmers or Ranchers**

- Observe cultural norms of the group
- One-on-one training
- Social media & social networks
- Effective partnerships
- Innovative approaches to outreach

- **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.

- **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

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**

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

- **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

- **Related Program of Interest**

- FY 2021 Enhancing Agricultural Opportunities for Military Veterans Competitive Grants Program (AgVets)
- Consider applying to this program if you have demonstrated experience, including proven success managing a BFRDP award

- ## **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**

- Competitive grants program.

- The program funds:
  – State and Regional AgrAbility Projects (SRAPs);
  – one National AgrAbility Project (NAP).

- Projects are funded for up to 4 years.

- Lead institution must be an 1862 or 1890 Land Grant; must partner with a private non-profit direct service disability organization.

- AgrAbility Info & Contacts

To contact the National AgrAbility Project:

http://www.agrability.org/

- ## **Types of BFRDP Applications**

- **New**—application is new if you have never been funded or if you have been funded in the past and applying for a new grant

- **Resubmission** – Application and its review include how you address reviewers' comments on your previous proposal

- **Renewal**—please do not submit a proposal as a renewal; we no longer have a "renewal" classification

- **Proposal Submission Requirements**

  - Applications require 25% match, but can be waived if applicant is serving an underserved area or population

  - Only electronic applications through grants.gov are accepted

  - Follow all guidelines in the Request for Applications **and** "NIFA grants.gov Application Guide" ("instructions" with the application)

  - Deadline of April 27, 2023 @ 5 p.m. Eastern time (ET) for BFRDP application submissions.

- ## **Question Period # 1**

Is this grant for you?

- Is this what you want to do?

- Are you eligible?

- Do you have collaborative partners?

- Can you "shine" on all the criteria?

- Can you meet the April 27 deadline for the FY 2023 application submissions?

Application Process – 1

- **Register with Grants.Gov** – ***Right Away!*** http://www.grants.gov/applicants/get_registered.jsp

  - Several steps; can take weeks to complete

  - **Will be unable to submit application until registration has been completed!**

- **Check on Computer essentials**

  - Adobe Acrobat – only pdf documents are accepted

  - High speed connection – universities, county extension offices or libraries, Non-profits.

- **Read the Request for Applications on** NIFA website www.nifa.usda.gov/fo/beginningfarmersandranchers.cfm

Application Process – Submit!

- Submit electronically via www.grants.gov
- Submit <u>at least</u> a week ahead of the deadline if your schedule allows
- Get a case ID# (track number) from grants.gov if you are having submission problems and think it may be a grants.gov error (but these are rare; most problems can be solved if you allow enough lead time)

- **Application Process**

- All attachments MUST be submitted in PDF and <u>not</u> password-protected; grants.gov will NOT check this, YOU MUST!

- Check the grants.gov "Manifest" for errors (see instructions in NIFA grants.gov application guide)

- You may correct errors and re-submit, up to the deadline; we will accept the latest valid application received before the deadline (tell the Program office if you do re-submit)

- **Application Process – Next**

  - Watch for three emails from grants.gov
    1st confirms receipt
    2nd indicates validation or rejection by grants.gov
    3rd indicates that it has been submitted to NIFA

  - Then watch for emails from NIFA
    1st confirms receipt by NIFA
    2nd says it has been accepted or declined for review by NIFA

- **Review Process: Pre-Acceptance NIFA screening**

  - Screening for requirements in RFA and NIFA grants.gov application guide: program scope, mandatory components, budget total, duration, page limits, font size, etc.

  - Late submission will be rejected without review, unless applicant can document extenuating circumstance, e.g., hurricane, flood; inform National Program Leader (NPL) immediately if this is the case

  - Contact NPL if you do not receive an email <u>from NIFA</u> (not just from grants.gov) within 3 weeks of the submission deadline

- **Competitive Review Process**
  Designed to be fair and unbiased

  - Reviewed by peers (non-profits, academia & farmers)

  - Strengths and weaknesses on evaluation criteria

  - Only information in the application is used

- **Completely confidential**

  - Identity of reviewers

  - Contents of proposals

- **Approximate Timeline**

- Proposals are due on April 27, 2023.
- Review process takes up to three months
- Reviews will be sent to all applicants after careful screening to remove anything confidential
- Processing a recommended award takes about 3 months (if you respond quickly to requested paperwork)
- Projected start date: September 15, 2023 for FY-2023 recommended awards

- # **Contact Information for NIFA Staff**
- BFRDP
  - Crystal Kyle, crystal.kyle@usda.gov
  - -- Rebekah Hanson, Rebekah.hanson@usda.gov
  - ---Denis Ebodaghe, denis.ebodaghe@usda.gov
- AgVets
  - Brenda Martin, Brenda.martin@usda.gov
  - Crystal Kyle, crystal.kyle@usda.gov

- AgrAbility
  - Vicki Finkenstadt, victoria.finkenstadt@usda.gov
  - Crystal Kyle, Crystal.kyle@usda.gov

- **Contact Information for Grants.gov**

- 1-800-518-4726; open 24/7 except closed on Federal holidays
- Email: support@grants.gov
  Get a Case ID # if you are having submission challenges.

Non-Discrimination Statement

https://www.usda.gov/non-discrimination-statement

- In accordance with federal civil rights law and U.S. Department of Agriculture (USDA) civil rights regulations and policies, the USDA, its Agencies, offices, and employees, and institutions participating in or administering USDA programs, are prohibited from discriminating based on race, color, national origin, religion, sex, gender identity (including gender expression), sexual orientation, disability, age, marital status, family/parental status, income derived from a public assistance program, political beliefs, or reprisal or retaliation for prior civil rights activity, in any program or activity conducted or funded by USDA (not all bases apply to all programs). Remedies and complaint filing deadlines vary by program or incident.

- Persons with disabilities who require alternative means of communication for program information (e.g., Braille, large print, audiotape, American Sign Language, etc.) should contact the responsible agency or USDA's TARGET Center at (202) 720-2600 (voice and TTY) or contact USDA through the Federal Relay Service at (800) 877-8339. Additionally, program information may be made available in languages other than English.

- **Non-Discrimination Statement**

- https://www.usda.gov/non-discrimination-statement

- To file a program discrimination complaint, complete the USDA Program Discrimination Complaint Form, AD-3027, found online at How to File a Program Discrimination Complaint and at any USDA office or write a letter addressed to USDA and provide in the letter all of the information requested in the form. To request a copy of the complaint form, call (866) 632-9992. Submit your completed form or letter to USDA by: (1) mail: U.S. Department of Agriculture, Office of the Assistant Secretary for Civil Rights, 1400 Independence Avenue, SW, Washington, D.C. 20250-9410; (2) fax (202) 690-7442; or (3) email: program.intake@usda.gov.

- USDA is an equal opportunity provider, employer and lender.

NIFA List of Requests for Applications

[RFA List | National Institute of Food and Agriculture (usda.gov)](https://usda.gov)

• THANK YOU!