

- MARCH 10, 2021 -

Federal Funding Opportunities for Livestock Farmers



- PRESENTED BY -

Margaret Krome

Michael Fields Agricultural Institute

- HOSTED BY -

FACT

Food Animal Concerns Trust

Introductions



Food Animal Concerns Trust (FACT) is a national nonprofit organization that works to ensure that all food-producing animals are raised in a humane & healthy manner, and that everyone will have access to safe & humanely-produced food.

Larissa McKenna

Humane Farming Program Director

Email: lmckenna@foodanimalconcerns.org

Website: foodanimalconcernstrust.org/farmer

FACT's services for livestock and poultry farmers include:

- **Conference scholarships – ongoing**
- **Customized handouts – ongoing**
- **Free webinars – ongoing**
- **Fund-a-Farmer Grants (applications available in fall 2021)**
- **Humane Farming Mentorship Program**

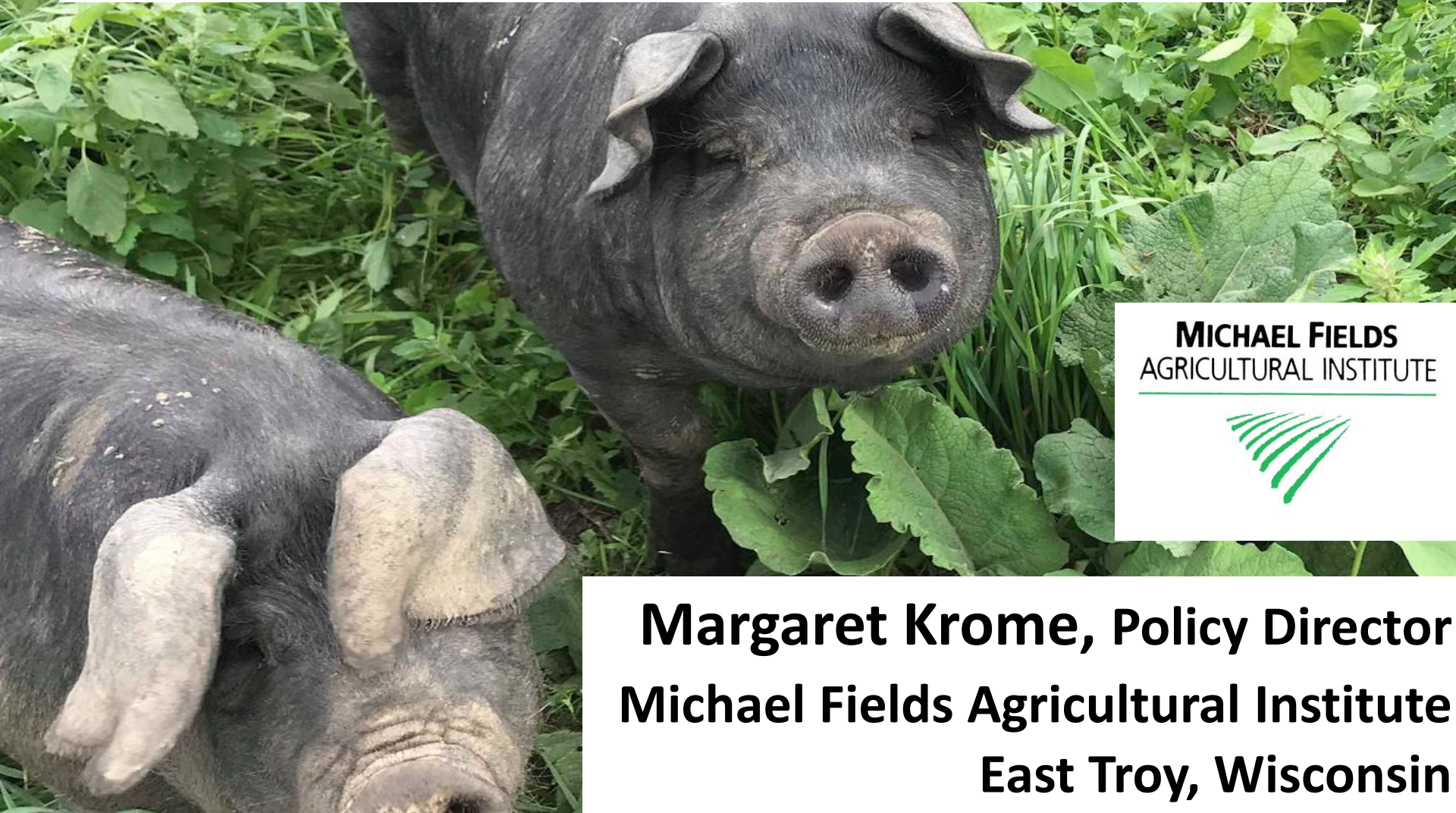
Our Presenter



Margaret Krome
Michael Fields Agricultural Institute

Federal Funding Opportunities for Livestock Farmers

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MICHAEL FIELDS
AGRICULTURAL INSTITUTE



**Margaret Krome, Policy Director
Michael Fields Agricultural Institute
East Troy, Wisconsin**

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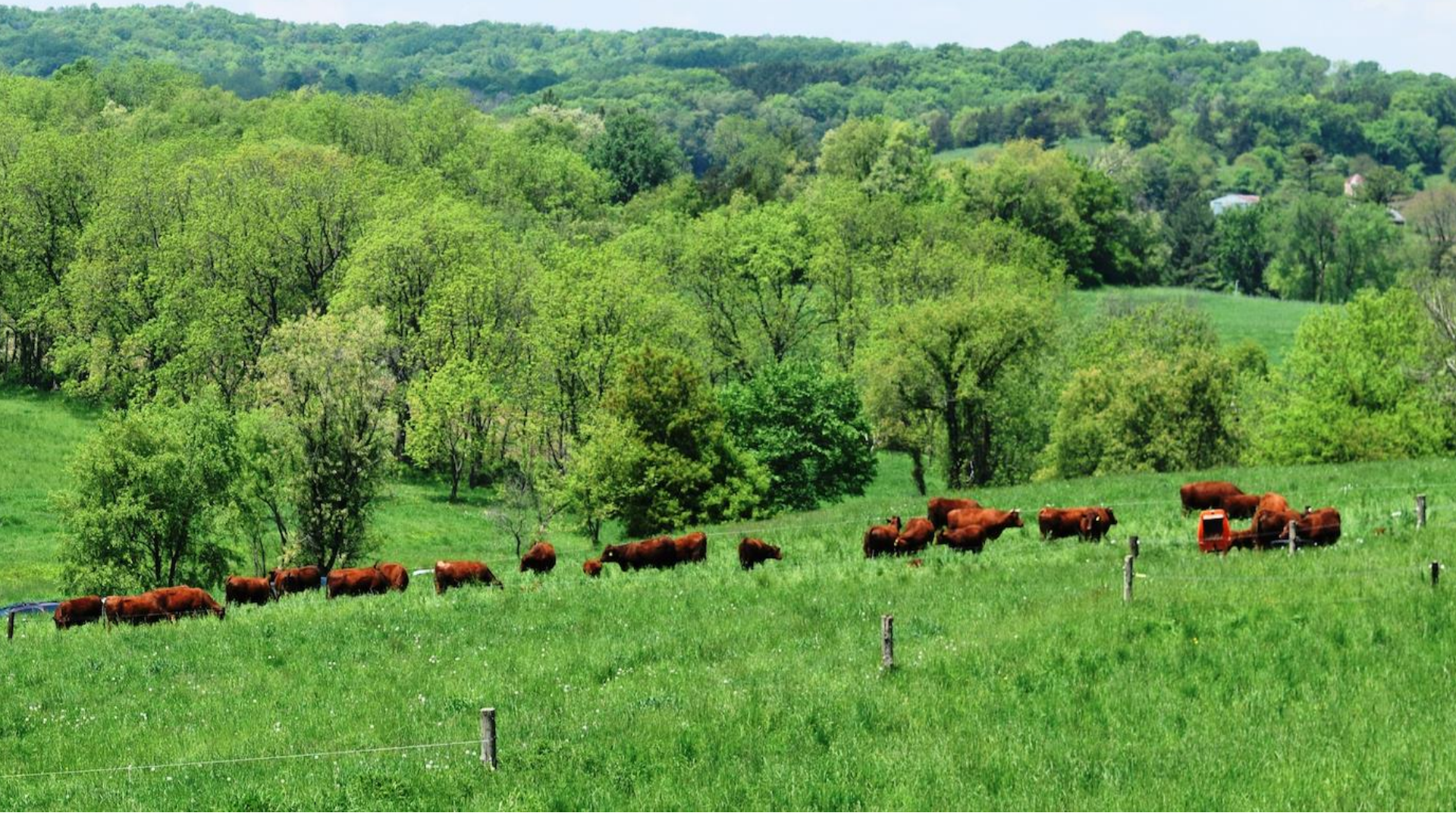
Michael Fields Agricultural Institute helps rural and urban farms and agricultural communities in Wisconsin and beyond be healthy environmentally, economically, and socially

Today's Workshop:

- **Designing Sound Projects**
- **Identifying Possible Funding**
- **Grantwriting Basics**



Start by Designing Sound Projects



Designing Sound Projects

Some questions to ask:

- What problem (or opportunity) are you addressing? What are your goals and measurable objectives?
- Have others, addressed this problem? What can you learn from their work?
- Who else might care about your problem? Should they be involved in your project?
- What's your main strategy to address your problem? (among several options)

Designing Sound Projects

Other questions to ask:

- What's a realistic project timeline?
- What resources (people, \$\$, materials) does your project require? (Which do you already have?)
- Who else needs to know about your project?
What's the best way to reach that audience?
- How will you measure and evaluate your project's outcomes?



Identifying Possible Funding

Identifying Possible Funding

Building Sustainable Farms, Ranches, and Communities

<https://attra.ncat.org/product/building-sustainable-farms-ranches-and-communities/>

BUILDING SUSTAINABLE FARMS, RANCHES AND COMMUNITIES

A GUIDE TO FEDERAL PROGRAMS
for Sustainable Agriculture, Forestry,
Entrepreneurship, Conservation, Food
Systems, and Community Development



Sept. 2020

Identifying Possible Funding

Use www.grants.gov to get notified about fed'l programs:

- Click on "Connect" on the top bar. Then, under "Manage Subscriptions," click on "Subscribe to Saved Searches."
- Click on the "Add Saved Search" button on the right side of the window, which will provide several options for getting notices.
- You may select among categories of programs, categories of eligible applicants, and categories of agencies.
- You should begin to receive notices of the kinds of programs you asked for. If you have any problems, call their help line, which is available 24/7 at 1-800-518-4726.

Identifying Possible Funding Other Resources

Libraries, Extension, Networking, Internet:

**Grassroots Guide to Federal Farm and Food Programs,
National Sustainable Agriculture Coalition**

<http://sustainableagriculture.net/publications/grassrootsguide>

USDA Agriculture Marketing Service:

<https://www.ams.usda.gov/services/grants>

USDA NRCS Program Resources:

<http://www.nrcs.usda.gov/wps/portal/nrcs/detailfull/national/programs/?cid=stelprdb1048817#sthash.gXsyBcwh.dpuf>

Identifying Possible Funding

- Think creatively and broadly about your project's needs. Can multiple types of assistance be useful?
- Identify programs whose purposes and available resources seem most suitable to your purposes. Consider a program by answering the following questions:

Finding Possible Funding: ?s

- Would your project advance a program's stated mission and goals? And vice versa...
- Is the program's form of assistance appropriate to your needs?
- How big is its funding pool? What's the average amount and duration of grants?
- Is funding available up-front or (more typically) only on a reimbursement basis?

Identifying Possible Funding

- What are eligibility requirements, financial match requirements, and restrictions on a program's use?
- Are a program's application deadlines and funding timeframes suited to your needs? Does the program fund multi-year projects?
- Do past grantees feel that a program's reporting requirements are reasonable and that the program is well-administered?

Identifying Possible Funding

How to answer all those questions:

- Read the RFP! (or MOSA, or NOSA, or RFA, etc.) – on website, from linkages from www.grants.gov, etc.
- Participate in webinars for potential applicants.
- Call the program staff. Contact info is on their website and on the RFP.
- For some questions, ask past grantees

Basic Grantwriting:

- **Sound Practices**
- **A Few Things to Avoid**
- **Commonly Requested Attachments**
- **Getting Help**

Basic Grantwriting: Sound Practices: BE **ORGANIZED**

- Start early!! You'll **need more time** than you expect.
- Read the RFP **at least 3X. Follow its instructions.**
- Use **an outline** to keep it logical
- Break your work into **sections** so it's not scary.
- Use the **RFP's checklist**; if none exists, make your own.

Proposal Component	Word Count	Who	When	Notes
Cover	Autofilled from Preproposal			
Project Summary	249/400 words			
Project Objectives/Outcomes	100/100 words			AR added notes, consider focusing on the outcomes fo
Background Rationale and Need	300/2000 words	Joan	3/2	Working draft available
Approach and Methods	449/2000 words	Joan	2/19	Ready for 2nd review
Outputs	250 words	Bob	2/26	
Outreach	400 words	Bob		Making this orange, becuse I do not feel it is complete
Evaluation Plan	500 words	Ariane	3/2	It's outlined, but I need to fill in some details based on c
Untitled Question (Logic Model)	1,000 words in table	Bob/Joan		Again, I don't think we can totally check this off, but we'
Team Experience and Roles	1500 words	Mary	2/26	
Response to Reviewers	400 words	Bob	2/19	Includes 2021 pre-proposal review comments
Past Current and Pending Support	Spreadsheet	everyone	3/2	Each Major Participant
Letters Verifying Participation		Bob/Joan	3/2	Each major participant/subcontractor/farmer...
Animal Care/Human Subjects Documentn		Joan	3/2	Can be done later, if proposal approved
Impact on Sust Ag in NCR				
Economic	74/75 words			
Environmental	72/75 words			
Social	75/75 words			

Basic Grantwriting

Sound Practices: BE **CLEAR**

- Use clear, simple language to be readable.
- Explain how your proposal advances the RFP's goals.
- Be precise, accurate; don't exaggerate.
- Develop your proposal's small team of collaborators.
- Have a trusted colleague review: Is it clear? Logical?
- Be sure your budget is accurate, clear, and
accompanied by a budget narrative, if needed.

Basic Grantwriting: Sound Practices: BE **STRATEGIC**

- For **letters of support**, offer **thinking points** or even a draft for their authors (but don't make them all alike)
- Make sure you **understand the review process**; know the point values of each section of the proposal.
- Identify the **weakest aspects of your proposal** and give yourself time to **fix them**.

Basic Grantwriting Sound Practices: PAY ATTENTION TO **DETAILS**

- Follow the **format** exactly.
- Get matching funds, named partners, signatures lined up.
- Be willing to **readjust your proposal** for each program to which you submit it.
- Submit well in advance of the **deadline**.

Basic Grantwriting: Electronic Submissions

Plan enough time (4-6 weeks) to register through www.grants.gov – A few easy extra steps

- If *submitting* as an individual, *register* as an individual.
- If submitting for an organization, first register that organization through www.grants.gov:
 - Obtain a DUNS number and
 - Register w/ System for Award Management (SAM)

Submit your proposal through www.grants.gov **early** - at least a few days ahead of deadline to avoid delays.

Basic Grantwriting: A Few Things To Avoid

- **Don't include materials not requested.**
- **Don't exaggerate; be precise, accurate.**
- **Don't assume that the expectations of one program will be like another. If you're not sure, ask.**
- **Don't be discouraged! If you're turned down by a program, find out why before writing another.**

Basic Grantwriting: Typical Grant Application Format

Project Summary: What are you going to do and why ?

Need : What are your project's **goal(s)**, and **objectives**, and what facts support them?

Approach/ Method : What steps do you plan to take to reach the goal(s)?

Time Line/Workplan: How long will each step require?

Organizational Mission : Tell your story. Why are you a great candidate to fund?

Personnel Credentials : List the key staff, their skills, education and experience.

Budget: What will this cost– by **Expense Category**, by **Objectives**? What non-fed'l **match** (cash, in-kind) can you contribute? Use a **budget narrative to clarify details**.

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?

Basic Grantwriting

COMMONLY REQUIRED ATTACHMENTS

This standard information should be submitted at the same time as the completed proposal. Not to do so may disqualify your request.

1. Support/Commitment letters
2. Complete list of the **organization's officers and directors.**
3. The organization's **actual income and expense statement for the past fiscal year**, identifying the organization's principal sources of support.
4. The organization's **projected income and expense budget for the current fiscal year**, identifying the projected revenue sources.

Basic Grantwriting

COMMONLY REQUIRED ATTACHMENTS (CONT'D)

5. The organization's most recent **audited financial statement** including notes and IRS Form 990.
6. Copies of the **IRS federal tax exemption determination letters**.
7. **Program Budget** (multi-year if applicable). *NOT required for general operating requests.*
8. Agency/Organization **Annual Report**
9. For Federal grants, an assortment of other matters, e.g., "Current and Pending Support," "Conflicts of Interest," Non-drug workplace, etc.

Basic Grantwriting: Getting Help

- Participate in programs' explanatory **webinars**
- If you've read the RFP 3X, and still have questions, **call the program staff**
- Find **resources** available to help you:
 - find funding possibilities – **librarians**
 - review your proposal – **friends, colleagues, Extension, local development agency, etc.**
- Challenges with www.grants.gov – call **help line**
1-800-518-4726

Additional resources to help you:



A pig is visible in the background, partially obscured by a white text box. The pig is dark-colored and appears to be in a field of green grass and other vegetation.

Additional resources to help you:

MFAI's website offers numerous documents to support your grantwriting.

<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**
- This powerpoint**

A pig is seen from behind, standing in a field of lush green vegetation. The pig's dark skin and tail are visible. The background is filled with various green plants and grasses.

Additional resources to help you:

MFAI also offers free grants advising in the Midwest, especially for underserved farmers and other stakeholders – or groups assisting them.

Email grants@michaelfields.org.

But anyone, anywhere can sign up for MFAI's grants notices by sending an email to the same address.



Questions?

Connect with



Upcoming webinars

- 🐔 **March 22:** Water Management for Pasture Grazing Systems with Steve Gabriel
- 🐔 **March/April tbd:** mini-series with Dr. Fred Provenza

Grants, Scholarships, Mentorship & More!

- 🐔 Handouts on nutritional benefits of pasture-raised animals
- 🐔 Scholarships – *ongoing*
- 🐔 Sign up for emails @ foodanimalconcernstrust.org/farmer/

Join us on social media

