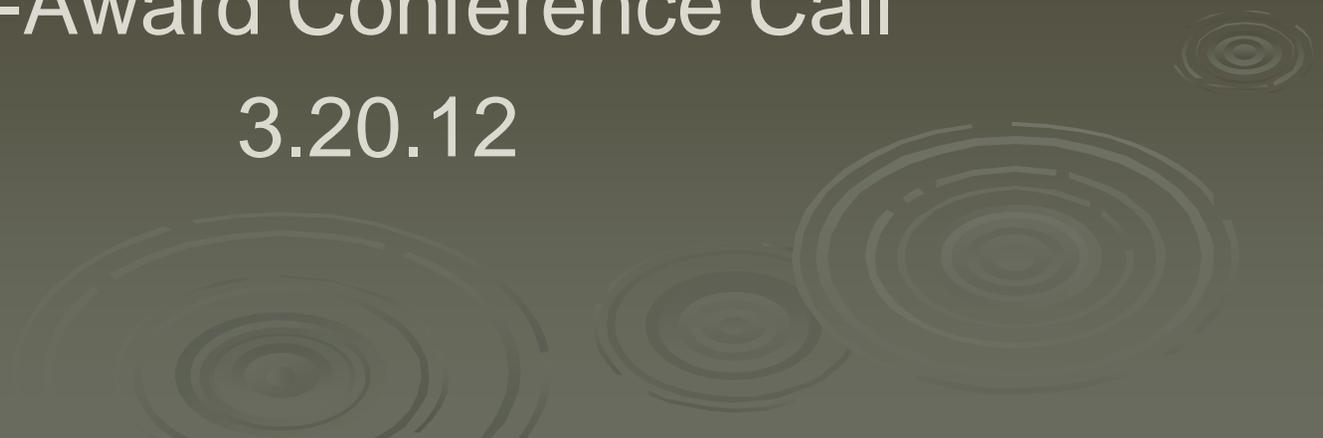


FY12 Specialty Crop Block Grant

Alison Kiesz, SDDA

Pre-Award Conference Call

3.20.12



Program Background

- 2008 Farm Bill established the SCBG-FB program. Federal program from USDA.
- Each state gets a base grant of \$100,000 or 1/3 of 1% of total amount of funding made available for that fiscal year.
- Remainder is based on the value of specialty crop production in each state in relation to the national value of specialty crop production using the latest available cash receipt data.
- For FY12, SD anticipates \$207,600.50.

Specialty Crops

- Fruits, vegetables, dried fruits, tree nuts, horticulture and nursery crops (including floriculture)



Individual Grant Amounts

- Past grants have ranged from \$2,100 - \$35,000.
 - Average size is \$12,925
 - Matching funds are encouraged
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Grant Eligibility

- Almost any group can apply
- Grant must benefit more than one product or organization
 - Can't only benefit "Alison's Apples"
 - Can't be used to start production of a new crop – unless there is a research component
 - Must have an outreach component to share information with others
- Organizations with current SCBG grants can apply, but they must be current on all reporting, etc.

Project Length

- Each project can be up to three years in length. Probably look at starting your project in this summer (2012).



Project Name

- Title of your Project



Activity Location

- City, County or Statewide
- Can also be a multi-state project

Individual, Organization or Business Name

- This is the organization that will be responsible for the administration, accounting and reporting of the grant.

Principle Investigator and Contact Information

- This is the person who will be the main contact with SDDA on grant matters. This is probably the person heading up the grant or doing the majority of the work on the project.

Total Grant Funds Requested

- This is the amount you would like from the SCBGP.
- It should match the total of the SCBG request column in your budget.

South Dakota Priorities

- We conducted outreach with industry and industry partners in early 2012. They helped set these areas as priorities for the SCBGP-FB in South Dakota.
 - Local Foods Initiatives (e.g. campaigns to increase local purchases of F&V)
 - Institutional Promotion (e.g. promoting F&V in schools, hospitals, etc.)
 - Food Safety (e.g. safe food handling practices)

Abstract

- Provide a 200 word (or less) summary of the proposed project, suitable for dissemination to the public.

Project Purpose

- 2-3 paragraphs long
- Might include some background information on project – importance, timeliness
- If a project benefits more than just specialty crops, then you must show how SCBGP funds will only be used for the specialty crop portion and how other funds will be used for the non-specialty crop portion.

Solely Enhance Specialty Crops

- Grant funds can only be used to pay for enhancing the competitiveness of specialty crops.
 - Grant funds cannot be used for products that are not specialty crops.
 - Matching funds can be used on non-specialty crops.
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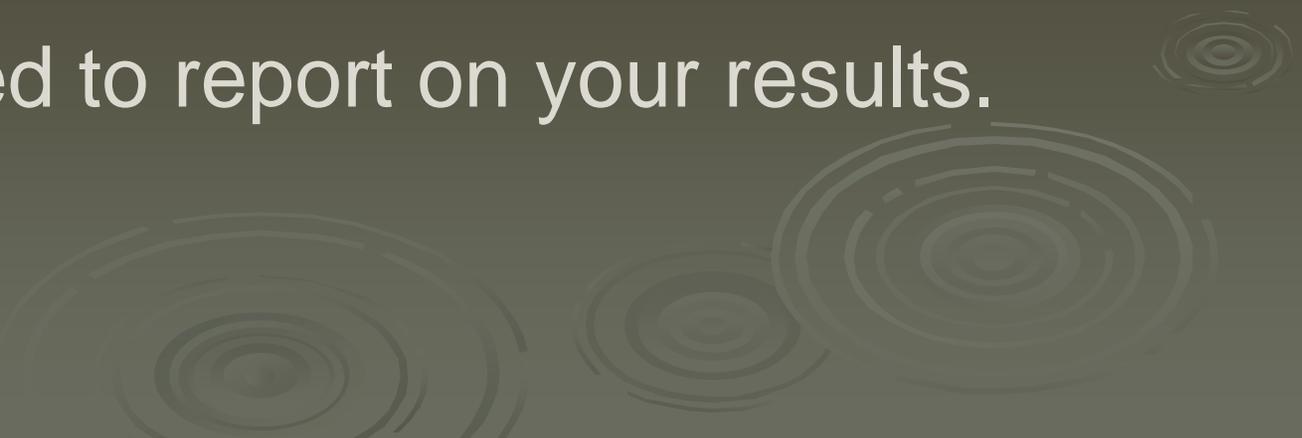
Other Federal Grant Programs

- Have you submitted any other grants for this project?
 - If so, state the name of the grant program, date submitted and when the expected reply date is.
 - Doesn't disqualify you, but we'd have to coordinate funds.
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Potential Impact

- Should be 2-3 paragraphs in length
- How will others benefit from this?
- Sole beneficiary should not be me, myself and I.
- Be as specific with economic impact as possible
 - If a production project, what is anticipated yield and price? How will others benefit?

Expected Results

- This is probably one of the trickiest, but also one of the most important parts.
 - What is at least one distinct, quantifiable, and measurable outcome?
 - Needs to be specific. Something you have the ability to measure.
 - Be prepared to report on your results.
- 

Expected Results

- Determine what the project will accomplish
- Figure out how to measure the results and select the performance measure
- Determine the benchmark for each measure and set a target for future performance
- Develop your performance monitoring plan or data collection plan

Expected Results

| Goal | Performance Measure | Benchmark | Target |
|---|-------------------------------------|----------------------------|--|
| Invite producers to conference | Number of producers in attendance | 0 | 60 |
| Invite schools to conference | Number of schools in attendance | 0 | 30 |
| Facilitate partnerships between producers and schools/restaurants/retailers | Survey at the end of the conference | 0 (not currently measured) | 12 |
| # of sales between producers and schools/restaurants/retailers | Follow-up survey one year later | 0 | 48 (based on 12 partnerships created and 4 sales/producer) |

Expected Results

| Expected Project Outcomes | | | |
|-------------------------------|------------------------|------------|---------|
| Goal | Performance Measure | Benchmark | Target |
| Consumer Education | attendance | 0 | 600 |
| Consumer List | sign-up list | 0 | 120 |
| Member Exposure | attendance | 0 | 600 |
| Retail Sales | revenue | 0 | \$6,600 |
| Organizational Revenue | \$1/item promotion fee | 0 | \$660 |
| Organization New Members | new membership | 1 in 2010 | 2 |
| Organization Member Retention | maintained membership | 11 in 2010 | 11 |
| Increased Revenue SD DRR | sales tax revenues | \$400 | \$800 |

Goal

- This can be more lofty and abstract. Don't need to be able to measure it, necessarily.
- One or two sentences

Activities

- This is your work plan. One – Two pages
- If you had the money now, what would you do first, second, third, etc.
- How long will it take to accomplish each activity?
- Need to provide a timeline.
- Who will do the work for each activity?

Activities

- If outcomes will be completed after the grant ends, how will they be monitored without grant funds?
 - Need to be very specific on the steps that you will take to accomplish the project.
- 

Budget

- Include line items for each budget category.
- Both SCBGP funds and matching funds.

Budget Explanation

➤ Personnel

- Title of all personnel, rate of pay or salary

➤ Contractual

- Description of services for each contract
- Is it a flat rate fee or an hourly rate?

➤ Travel

- Destination, purpose of trip, # of people traveling, # of days traveling, estimated airfare costs, estimated ground transportation costs, estimated lodging and meal costs, estimated mileage costs,

Budget Explanation

- Supplies – costs under \$5,000
 - Itemized list and cost for each item
- Equipment – 1 year or more useful life and cost over \$5,000
 - Will not fund general purpose equipment such as vehicles, tractors, tillers, computers, etc.
 - Can pay for equipment rental
 - Cost of each piece of equipment
 - Brief narrative on the intended use

Budget Explanation

➤ Lease/Rental

- Item to be leased
 - Rate for item and number of days or hours rented

➤ Other

- Conference/meeting space
- Publications
- Speaker Fee (may be under contractual)

➤ Program Income

- Indicate the nature or source of program income, the estimated amount, and how the income will be used to further enhance the competitiveness of specialty crops.
 - Ex. Registration fee for conference.

Oversight

- Who is responsible for contact with SDDA?
- Who will track all expenses/income and how will you do that?
- Who will submit reports to SDDA?
- What experience do you or your organization have overseeing grant funds?

Partnerships

- Who else supports the project?
- Have you contacted the partners who will be involved?
- Can include letters of commitment, but not necessary.

Socially Disadvantaged or Beginning Farmer Status

- **Socially Disadvantaged Farmer or Rancher** means a farmer or rancher who is a member of a socially disadvantaged group. A "Socially Disadvantaged Group" is a group whose members have been subject to discrimination on the basis of race, color, national origin, age, disability, and where applicable, sex, marital status, familial status, parental status, religion, sexual orientation, genetic information, political beliefs, reprisal, or because all or a part of an individual's income is derived from any public assistance program.
- **Beginning Farmer or Rancher** means an individual or entity who has not operated a farm or ranch for more than 10 years and substantially participates in the operation.
- Receive additional points in scoring process.

Grant Review Process

- Applications Due April 2
- Individual Reviewers review in mid April
- Review Committee meets late April
 - Makes recommendation to Sec of Ag
- Notify grantees of inclusion in State Plan by early May
- USDA approval in June?
- Agreements sent out after that
- Cannot start expending grant funds until agreement is signed. Can start expending matching funds.

Funding Allocation

- Funds are allocated on a reimbursement basis.
- You must submit a reimbursement request to us. Must send copies of invoices or receipts. Reimbursements can be quarterly.
- 25% of funds will be retained until a satisfactory final report is received.
- Annual reports – every year
- Final report – upon project completion

DUNS Number

- All recipients of SCBGP funds must have a DUNS number.
- Visit <http://fedgov.dnb.com/webform/pages/CCRSearch.jsp>
- Or call 1-866-705-5711

Federal Reporting

- All grantees receiving more than \$25,000 will be required to report on the Federal Funding Accountability and Transparency website.
- Exemptions = in the previous tax year, you had gross income, from all sources, under \$300,000
- This will probably not affect most applicants.

Questions?

➤ Contact:

- South Dakota Department of Agriculture
 - Alison Kiesz
 - 605.626.3272
 - Alison.kiesz@state.sd.us
- www.ams.usda.gov/scbgrp - USDA's website
- Proposals submitted hard copy and electronically.