

Grants “101”

Thoughts on Value-Added Grant Programs for
Farmers and Farmer Groups

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Grants “101”

“I read in the newspaper where my neighbor got a grant . . .

where do I sign up to get one?”

“grants are awarded every day of the week”

- State and Local Governments
- Public Education
- University Research and Education
- Non-Profits
- Others, Others, Others
- Agriculture
 - State and Local Governments
 - Public Education
 - University Research and Education
 - Non-Profits
 - Farmers

Grants “101”

GRANT vs. PROPOSAL

- **Grant**: funding (\$\$\$) for projects which meet the mission, objectives, criteria and requirements of the funding group (during the late 90's, grants became a common way to allocate funds for priority initiatives --replaced many direct- and formula-funding programs)
- **Proposal**: The document/packet which requests, describes and convinces

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- **Grants**: funding for projects which meet the mission, objectives, criteria and requirements of the **funding group**
- **Funding Groups**: Public & Private
 - **Public**: Federal and State Government Departments & Special Initiatives
 - **Private**: Foundations and Other Interests

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- **Grants**: funding for projects which meet the **mission, objectives**, criteria and requirements of the funding group
 - Missions: Health, Infrastructure, Research, Entrepreneurship, Education, Development, Agriculture
 - Objectives: Livestock, Water Quality, Crops, Alternatives, Marketing, Value-Added.

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- **Grants**: funding for projects which meet the mission, objectives, **criteria and requirements** of the funding group

- **Criteria & Requirements:**
 - Eligibility - - Farmer, Extension, Non-Profit, Group,
 - Purpose - - Research, Education, Development, Planning, Working Capital
 - Use - - Construction, Non-Construction, Equipment, Analysis, Surveying, Instructions, Printing

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- Q: How do I get one?
 - A: Determine/Decide what your project is (what do you need the grant funds for?)
 - A: Identify a funding group which has a grant program with a mission, objective, criteria and requirements that fit your need/idea.
 - A: Write a proposal . . . A proposal that describes how your use of the grant meets the criteria better than the other proposals.

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- Proposal
 - Title
 - Summary/Narrative
 - Justification
 - Objectives
 - Work Plan
 - Leadership and Partners
 - Qualifications
 - Budget
 - Grant Funds & Matching Funds
 - Evaluation Plan

FAQs

- How long should the proposal be?
- How much should I ask for?
- What can be used as a match?
- Who can help me put the proposal together?
- Can I use the grant to buy a new truck?
- Do I have to keep receipts?

FAQ's . . . continued

- When do I get the money?
- Can I use the grant for stuff I've already bought?
- How will the projects be selected/how will the grant funds be allocated?
- What does "ability to manage the project" mean?
- What's better . . . a well-written proposal or a good project?

- *OTHERS??????*

Agriculture Grant Programs for Farmers & Farmer Groups

- TDA “Ag Tag” www.picktnproducts.state.tn.us
- USDA Sustainable Agriculture Research & Education (SARE) <http://www.griffin.peachnet.edu/sare/>
- Small Business Innovation Research (SBIR) <http://www.reeusda.gov/sbir/>
- USDA Rural Development “value-added development grants” <http://www.rurdev.usda.gov/rbs/coops/vadg.htm>

Grants 101 . . . “Summary”

- There is a difference in a grant and a proposal.
- Grants are funded by a variety of funding groups.
- Funding groups have specific missions, objectives, criteria and requirements.
- Is your project/idea/need compatible with the funding group?
- Can you prepare a competitive proposal?
- Does your proposal meet the criteria?
- Does the proposal convey “everything” needed to understand your project?