
Farm Grant Opportunities and Proposals

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Grants vs. Loans

Grants

- Do not have to be repaid
- Typically require reporting outcomes/ lessons learned
- Are scarce
- Have a specific focus
- Require project plan
 - Budget

Loans

- Must be repaid
- Repayment terms
 - Interest rates
 - Payback periods
 - Frequency of payments
- Business plan and financial statements



What is it that you'd like to do?

- Expand operation
- Increase market reach
- Diversify
- Build new facilities
- Conduct applied research
- Host education workshops for other producers



Funding Sources

Grants

- Oklahoma Department of Agriculture, Food and Forestry (ODAFF)
 - Farm Diversification Grant
 - Agriculture Event Grant
 - Basic and Applied Research Grant/Loan
- SARE
 - Producer
 - Research
- Foundations
- Local grants
- Crowdfunding

Loans

- ODAFF
 - Basic and Applied Research Grant/Loan
 - Marketing & Utilization
 - Cooperative Marketing
- Commercial banks
- Farm Credit Service
- USDA's Farm Service Agency
- Individuals
- Venture capital groups

Another resource list: [USDA Small Farm Funding](#)



ODAFF Grants & Loans

- Expand state's value-added processing sector and encourage farm diversification
- Proposals demonstrate the ability to directly benefit OK farmers and ranchers
- Evaluated quarterly by 10 member Advisory Board with recommendations submitted to the Oklahoma State Board of Agriculture
- 0% interest
- Submit 15 copies
- Applicants must be 21 years old, legal resident
- Contact Jason Harvey, 405-522-5563



ODAFF Evaluation Form

| Criterion | Points awarded (max) |
|---|----------------------|
| Probability & extent of new wealth creation | 30 |
| Credibility and merit | 30 |
| Timeliness | 15 |
| Matching funds | 10 |
| Likelihood of success | 10 |
| Geographic consideration | 5 |



ODAFF Farm Diversification Grant

- Action plan, business plan, market research
- Cannot be an extension or expansion of existing operations
- Three levels up to \$10,000, with matching funds required for grants of more than \$2,500
- Endorsement from a professional/specialist

| Grant level | Matching fund requirement |
|-------------------|-------------------------------|
| Less than \$2,500 | None |
| \$2,501-\$5,000 | Some level of cash or in-kind |
| \$5,001-\$10,000 | Dollar for dollar match |



ODAFF Agricultural Event Grant

- Applicants are individuals rather than previously existing corporation
- Impacts a large geographic region
- Economic impact
- Endorsement letter
- 30 minute presentation to the Board

| Grant level | Expected economic impact |
|------------------|--------------------------|
| Under \$2,500 | \$5,000 or less |
| \$2,501-\$5,000 | \$5,001 to \$75,000 |
| \$5,001-\$10,000 | >\$75,000 |



ODAFF Basic and Applied Research Loan/Grant

- Use and processing of agricultural products and by-products
- Expanded use of technology
- Ag
- Reasonable expectation of marketable product
- Expansion of jobs in rural areas
- Royalty agreements
- 15 minute presentation to the Board





SARE's three broad goals:

- Profit over the long term
- Stewardship of our nation's land, air and water,
- Quality of life for farmers, ranchers and their communities

- Calls for proposals in September, due in November, awarded February/march

www.southernare.org



Producer Grants

- For farmers and ranchers interested in conducting on-farm sustainable agriculture research to solve farming and ranching challenges.
- Awards up to \$10,000 for individuals, and \$15,000 for farmer organizations.
- Funded for up to two years.
- Diverse range of topics that promote sustainable agriculture.
- Sample Funded Grants
 - Season extension
 - Trap crops for pecans
 - Parasite control on organic dairy goats
 - Removing bermudagrass in organic vegetables

www.southern sare.org

We offer several different grants. For the purposes of this presentation, we'll be covering the Producer Grant Program.

The Producer Grants, started in 1994, take advantage of producers' on-farm experience and knowledge and combine them with research and education efforts to promote sustainable agriculture practices on the farm and in the local communities.



On-Farm Research Grants

- For Extension, NRCS, university researchers and NGOs, not farmers.
- Awards up to \$15,000.
- Funded for up to two years.
- Include at least one farmer/rancher cooperator
- Funded Grants
 - Innovative, generate results useful beyond one year, and produce information that many farmers can use

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What SARE Funds, What They Don't Fund



■ Fund

- Cost of sampling
- Materials or supplies
- Outreach expenses
- Travel for the project
- Hired labor
- Refreshments for outreach

■ Don't Fund

- Buying equipment or land
- Starting a farm
- Permanent farm improvements
- Lunches or other full meals
- Testing commercial products

Download the Call for Proposals to learn more:

<http://www.southernsare.org/Grants/Apply-for-a-Grant>

www.southernsare.org

We have restrictions as to what we fund and don't fund for a sustainable ag project. Our Producer Grants are RESEARCH GRANTS and will fund things directly related to your research project, such as the cost of research analysis. It can also include items such as sampling, any materials or supplies needed for the project, outreach expenses to support things such as field days or workshops, any travel expenses and any labor required for the duration of your project. We cannot fund projects or items that pay a farmer to farm. This includes the purchasing of equipment, land or animals; installation of permanent on-farm structures; or starting a farming operation.



Know More

- SARE offers more than grants
 - Learning Center: National publications including facts sheets, bulletins and books
 - Regional educational resources and newsletters
 - SARE program materials
 - Grantee project products
 - Videos
 - Topic Rooms
 - SARE listserv



SARE offers more than just grants for those interested in learning more about sustainable agriculture in their region. The organization offers a wide range of educational resources, including books, fact sheets, bulletins, regional newsletters, program materials, videos, project projects and website-based resources, known as Topic Rooms. You can also join the SARE listserv to engage in sustainable ag discussions.

ODAFF Marketing & Utilization Loan

- Product development or implementation of domestic or foreign marketing plan for Oklahoma ag products, by-products or agritourism
- Creation of jobs and industry
- Market research, estimate financial possibilities, present an action plan with realistic timeline
- No purchase of land, buildings or equipment
- References, resume



ODAFF Cooperative Marketing Loan

- Individuals rather than a previously existing corporation
- Proof of agreement
- Seek marketing partners within OK
- Outlet for products that normally haven't been marketed through a cooperative
- Sound marketing plan
- Work with a professional advisor



Grant Writing Basics

- READ the request or call for proposals *carefully*.
- Ask questions
- Study the evaluation criteria
- Start early
- Make an outline
- Get a plan on paper
- Follow the instructions



Grant Writing Basics

- Do your research
- Carefully prepare the budget
- Develop a realistic timeline
- Consider partnerships
- Be organized and articulate
- Convince the reader
- Have it reviewed
- Professionalism matters



Keep in mind...

- Whether applying for a grant or loan, planning and preparation is required
- Funding for capital purchases may be limited to loans
- Both grant and loan applications require careful thought and attention to detail



Questions?

- *Funding for Small-Scale Farms: Tips for Grant and Loan Proposals* is found at <http://pods.dasnr.okstate.edu/docushare/dsweb/Get/Document-10044/AGEC-267web.pdf>
- <http://www.southernsare.org/Grants/Apply-for-a-Grant>

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