

# Lessons Learned from BFRDP projects (NIFA)

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## BFRDP

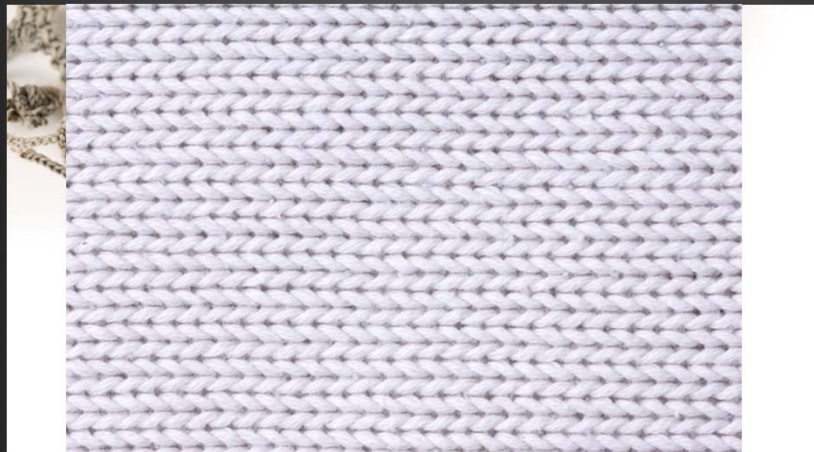
- Enabled by 2008 Farm Bill
- Design features:
  - Up to 3-yr projects
  - At least 25% match
  - Collaborative partnerships
  - CBO and NGO priority
  - At least 25% funds for targets
  - Regional balance and diversity

## 4 years of grants

	2009	2010	2011	2012
Number	28	41	35	43
Edu-led	16	9	13	14
CBO-led	8	30	21	29

**ASTONISHING Program Diversity**

## Mary A's Challenge



## OUTCOMES – 2 years

- Targets exceeded for reaching women, socially disadvantaged, limited resource\*
- Several successful programs for immigrant, refugee, and low literacy

“COUNTING” is an issue

## LEVELS of OUTCOMES

- Increased knowledge
- Attitude changes
- New skills acquired
- Planned changes in behavior
- Planned to start farming

Not always reported. Low consistency.

## CHANGES in BEHAVIOR

- Changed farming practices 63%
- Changed business practices 26%
- Developed farm plan 62%
- Started to farm 35%

What seems to matter in  
projects where new farm starts  
are relatively high

## Mentoring



## Active Networking

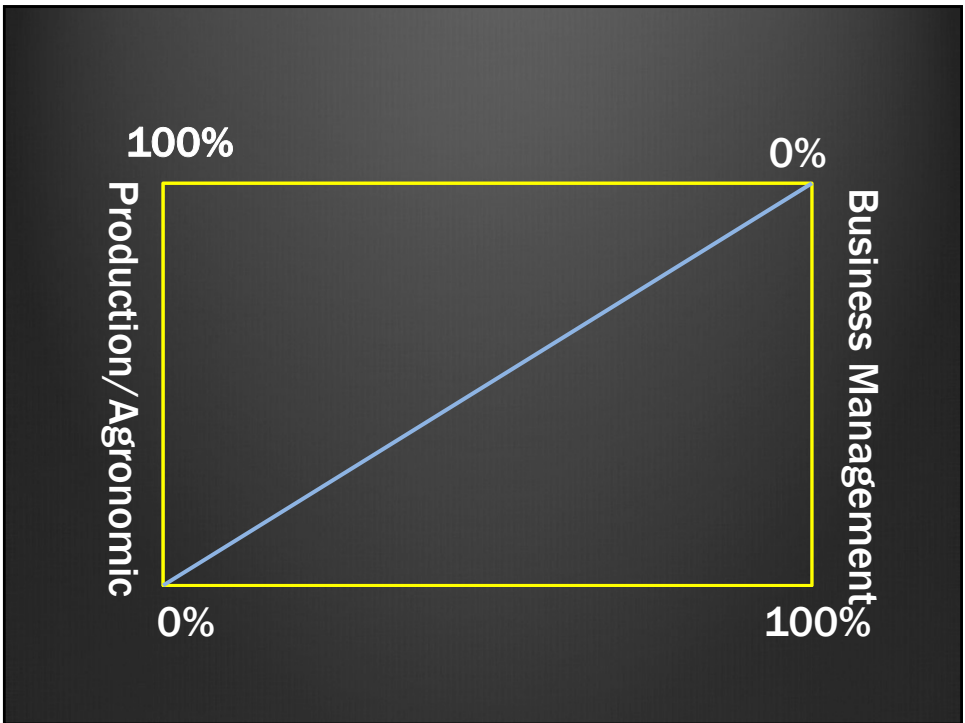
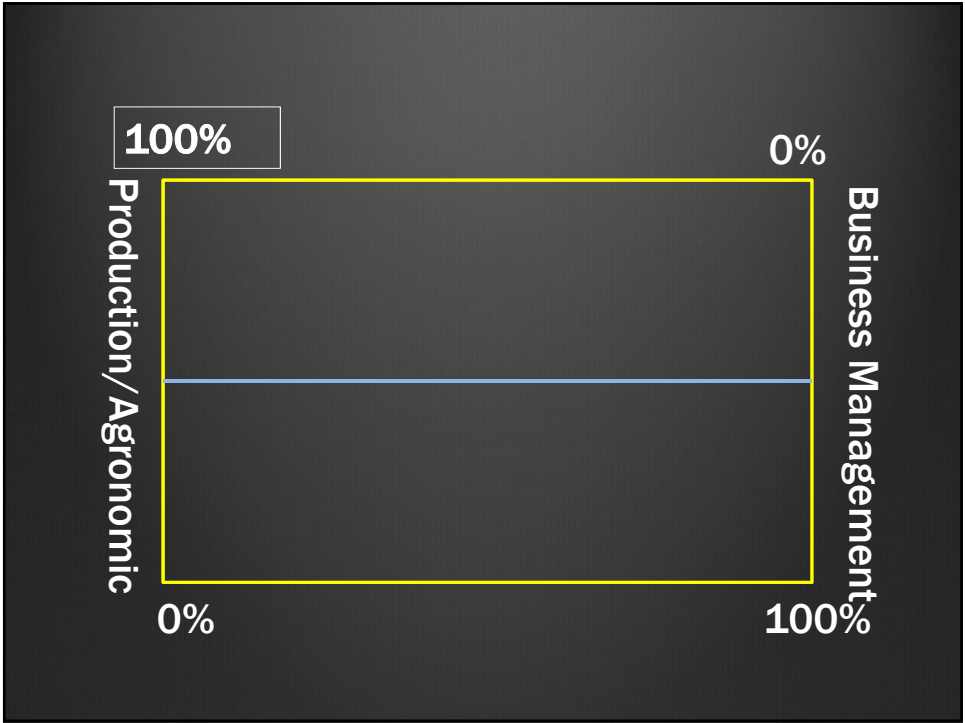


## Peer-to-Peer Learning

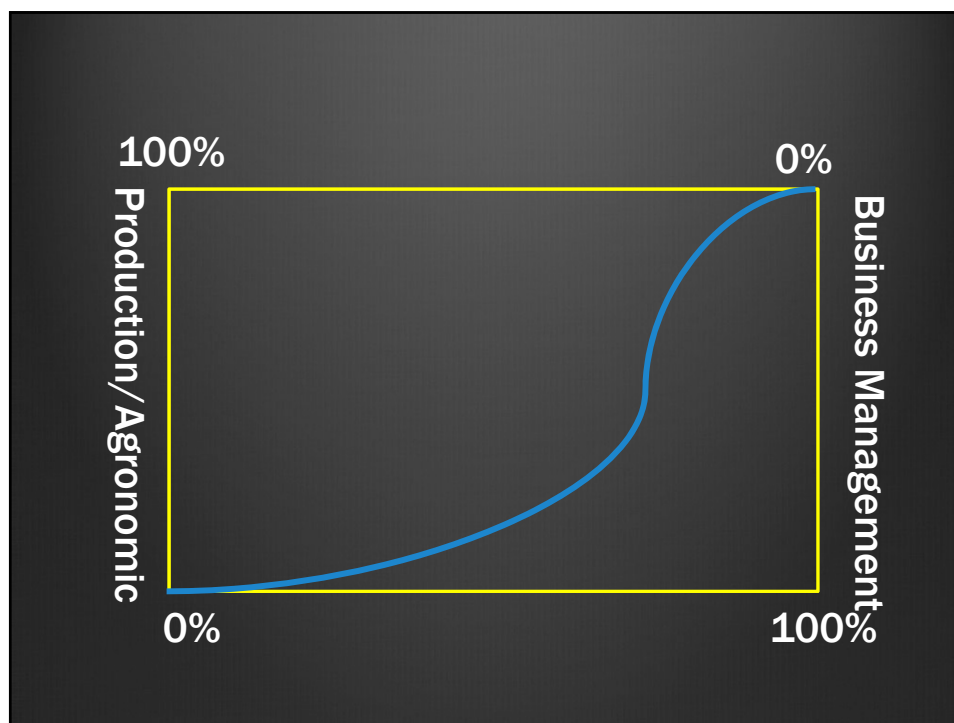


## Accounting and Finance









## My Research Questions (new starts)

- What was the trigger?
  - From intention to investment
- What were the critical skills/training?
  - Agronomic, finance, marketing, networking, planning, fin. accounting, budgeting, cost accounting, HR



## My Research Questions (new starts)

- What were the program design factors that mattered?
  - Mentoring, peer learning and support, networking, apprenticeship, hands-on
  - Bilingualism, materials, feedback/scoring, diversity of participants

## My Research Questions (after 5 years)

- Still in business?
  - Causality
- What has changed in the business?
  - Production, agronomic practices, marketing, firm or financial structure, scale or scope, labor/family
  - Why?

## **My Research Questions (after 5 years)**

- **Do the meta-analysis**
- **Compare to meta- analyses for product and innovation centers' clients**